



First Quarter 2021



First Perry Logistics Center | Perris, CA  
240,247 Square Feet

## SUPPLEMENTAL INFORMATION

First Industrial Realty Trust, Inc.  
One North Wacker Drive, Suite 4200  
Chicago, IL 60606  
Phone: (312) 344-4300  
[www.firstindustrial.com](http://www.firstindustrial.com)

**FR**  
LISTED  
**NYSE**



Nottingham Ridge Logistics Center Bldg. A | White Marsh, MD



First Sawgrass Commerce Center | Coconut Creek, FL



First Aurora Commerce Center - Building D | Aurora, CO

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## NON-GAAP FINANCIAL MEASURES

This supplemental information package presents funds from operations, net operating income, adjusted EBITDA, adjusted funds from operations and same store net operating income, which are standard REIT industry financial measures that are not calculated in accordance with generally accepted accounting principles ("GAAP"). Please see page 29 for a definition of these supplemental performance measures, which are denoted with endnote (A). Please see the Statements of Operations Reconciliation for a reconciliation of Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders and Participating Securities to the non-GAAP financial measures.

## FORWARD-LOOKING STATEMENTS

This supplemental information may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. We intend for such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on certain assumptions and describe our future plans, strategies and expectations, and are generally identifiable by use of the words "believe," "expect," "plan," "intend," "anticipate," "estimate," "project," "seek," "target," "potential," "focus," "may," "will," "should" or similar words. Although we believe the expectations reflected in forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained or that results will not materially differ. Factors which could have a materially adverse effect on our operations and future prospects include, but are not limited to: changes in national, international, regional and local economic conditions generally and real estate markets specifically; changes in legislation/regulation (including changes to laws governing the taxation of real estate investment trusts); local economic conditions generally and real estate markets specifically; changes in legislation/regulation (including changes to laws governing the taxation of real estate investment trusts) and actions of regulatory authorities; the uncertainty and economic impact of pandemics, epidemics or other public health emergencies or fear of such events, such as the recent outbreak of coronavirus disease 2019 (COVID-19); our ability to qualify and maintain our status as a real estate investment trust; the availability and attractiveness of financing (including both public and private capital) and changes in interest rates; the availability and attractiveness of terms of additional debt repurchases; our ability to retain our credit agency ratings; our ability to comply with applicable financial covenants; our competitive environment; changes in supply, demand and valuation of industrial properties and land in our current and potential market areas; our ability to identify, acquire, develop and/or manage properties on favorable terms; our ability to dispose of properties on favorable terms; our ability to manage the integration of properties we acquire; potential liability relating to environmental matters; defaults on or non-renewal of leases by our tenants; decreased rental rates or increased vacancy rates; higher-than-expected real estate construction costs and delays in development or lease-up schedules; potential natural disasters and other potentially catastrophic events such as acts of war and/or terrorism; litigation, including costs associated with prosecuting or defending claims and any adverse outcomes; risks associated with our investments in joint ventures, including our lack of sole decision-making authority; and other risks and uncertainties described under the heading "Risk Factors" and elsewhere in our annual report on Form 10-K, as well as those risks and uncertainties discussed from time to time in our other Exchange Act reports and in our other public filings with the Securities and Exchange Commission. We caution you not to place undue reliance on forward-looking statements, which reflect our outlook only and speak only as of the date of this supplemental information or the dates indicated in the statements. We assume no obligation to update or supplement forward-looking statements. For further information on these and other factors that could impact us and the statements contained herein, reference should be made to our filings with the Securities and Exchange Commission.

# BALANCE SHEETS

(UNAUDITED) (IN 000'S)



	March 31, 2021	December 31, 2020	December 31, 2019
<b>ASSETS</b>			
Investment in Real Estate			
Land	\$ 1,100,268	\$ 1,087,907	\$ 957,478
Buildings and Improvements	2,968,490	2,922,152	2,782,430
Construction in Progress	77,418	77,574	90,301
<b>Gross Real Estate Investment</b>	<b>4,146,176</b>	<b>4,087,633</b>	<b>3,830,209</b>
Less: Accumulated Depreciation	(846,942)	(832,393)	(804,780)
<b>Net Investment in Real Estate</b>	<b>3,299,234</b>	<b>3,255,240</b>	<b>3,025,429</b>
Real Estate and Other Assets Held for Sale, Net	4,147	15,663	-
Operating Lease Right-of-Use Assets	24,953	25,205	24,877
Cash and Cash Equivalents	97,723	162,090	21,120
Restricted Cash	81,975	37,568	131,598
Tenant Accounts Receivable	8,914	5,714	8,529
Investment in Joint Ventures <sup>(1)</sup>	46,424	45,697	18,208
Deferred Rent Receivable	89,985	84,567	77,703
Deferred Leasing Intangibles, Net	23,884	25,211	28,533
Prepaid Expenses and Other Assets, Net <sup>(2)</sup>	139,614	134,983	182,831
<b>Total Assets</b>	<b>\$ 3,816,853</b>	<b>\$ 3,791,938</b>	<b>\$ 3,518,828</b>
<b>LIABILITIES AND EQUITY</b>			
Liabilities			
Mortgage Loans Payable, Net	\$ 142,676	\$ 143,879	\$ 173,685
Senior Unsecured Notes, Net	992,481	992,300	694,015
Unsecured Term Loans, Net	458,785	458,462	457,865
Unsecured Credit Facility	-	-	158,000
Accounts Payable, Accrued Expenses and Other Liabilities	94,110	120,292	114,637
Operating Lease Liabilities	22,608	22,826	22,369
Deferred Leasing Intangibles, Net	10,577	11,064	11,893
Rents Received in Advance and Security Deposits	78,613	62,092	57,534
Dividends and Distributions Payable	36,118	33,703	30,567
<b>Total Liabilities</b>	<b>1,835,968</b>	<b>1,844,618</b>	<b>1,720,565</b>
Commitments and Contingencies	-	-	-
Equity			
First Industrial Realty Trust, Inc.'s Equity			
Common Stock	1,291	1,290	1,270
Additional Paid-in Capital	2,221,256	2,224,691	2,140,847
Distributions in Excess of Accumulated Earnings	(281,323)	(306,294)	(370,835)
Accumulated Other Comprehensive Loss	(10,312)	(16,953)	(6,883)
<b>Total First Industrial Realty Trust, Inc.'s Equity</b>	<b>1,930,912</b>	<b>1,902,734</b>	<b>1,764,399</b>
Noncontrolling Interests	49,973	44,586	33,864
<b>Total Equity</b>	<b>1,980,885</b>	<b>1,947,320</b>	<b>1,798,263</b>
<b>Total Liabilities and Equity</b>	<b>\$ 3,816,853</b>	<b>\$ 3,791,938</b>	<b>\$ 3,518,828</b>

<sup>(1)</sup> See page 26 for information on developable land owned by the joint ventures.

<sup>(2)</sup> Prepaid Expenses and Other Assets, Net at March 31, 2021, are comprised of: Furniture, Fixtures, Leasehold Improvements and Equipment, Net of \$1,748, Prepaid Real Estate Taxes of \$2,308, Earnest Money, Escrow and Other Deposits of \$37,408, Unsecured Credit Facility Debt Issuance Costs, Net of \$732, Leasing Commissions, Net and Lease Inducements, Net of \$91,753 and Other of \$5,665.



# GAAP STATEMENTS OF OPERATIONS

(UNAUDITED) (IN 000'S EXCEPT PER SHARE DATA)



	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>REVENUES</b>		
Lease Revenue	\$ 115,667	\$ 108,375
Other Revenue	592	1,968
<b>Total Revenues</b>	<b>116,259</b>	<b>110,343</b>
<b>EXPENSES</b>		
Property Expenses	33,242	29,081
General and Administrative	8,564	9,251
Depreciation of Corporate FF&E	188	194
Depreciation and Other Amortization of Real Estate	31,787	30,737
<b>Total Expenses</b>	<b>73,781</b>	<b>69,263</b>
<b>OTHER INCOME (EXPENSE)</b>		
Gain on Sale of Real Estate	34,645	13,993
Interest Expense	(12,673)	(12,804)
Amortization of Debt Issuance Costs	(949)	(788)
<b>Total Other Income (Expense)</b>	<b>21,023</b>	<b>401</b>
<b>INCOME FROM OPERATIONS BEFORE EQUITY IN LOSS OF JOINT VENTURES AND INCOME TAX BENEFIT</b>	<b>63,501</b>	<b>41,481</b>
Equity in Loss of Joint Ventures	(73)	(29)
Income Tax Benefit	155	77
<b>NET INCOME</b>	<b>63,583</b>	<b>41,529</b>
Less: Net Income Attributable to the Noncontrolling Interests	(1,385)	(895)
<b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b>	<b>\$ 62,198</b>	<b>\$ 40,634</b>
Less: Allocation to Participating Securities	(61)	(59)
<b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS</b>	<b>\$ 62,137</b>	<b>\$ 40,575</b>
<b>Weighted Average Shares - Basic</b>	<b>129,088</b>	<b>126,934</b>
<b>Weighted Average Shares - Diluted</b>	<b>129,172</b>	<b>127,111</b>
<b>EPS - Basic and Diluted</b>	<b>\$ 0.48</b>	<b>\$ 0.32</b>

# SUPPLEMENTAL STATEMENTS OF OPERATIONS <sup>(A)</sup>

(UNAUDITED) (IN 000'S EXCEPT PER SHARE/UNIT DATA)



	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>REVENUES</b>		
Rent Revenue	\$ 89,049	\$ 84,728
Tenant Recoveries and Other Revenue	27,210	25,615
<b>Total Revenues</b>	<b>116,259</b>	<b>110,343</b>
<b>EXPENSES</b>		
Property Expenses	33,242	29,081
<b>Total Property Expenses</b>	<b>33,242</b>	<b>29,081</b>
<b>NET OPERATING INCOME <sup>(A)</sup></b>	<b>83,017</b>	<b>81,262</b>
FFO from Joint Ventures	(73)	(29)
General and Administrative	(8,564)	(8,047)
<b>ADJUSTED EBITDA <sup>(A)</sup></b>	<b>74,380</b>	<b>73,186</b>
Interest Expense	(12,673)	(12,804)
Severance and Retirement Benefit Expense	-	(1,204)
Income Tax Benefit - Not Allocable to Gain on Sale of Real Estate	234	77
Amortization of Debt Issuance Costs	(949)	(788)
Depreciation of Corporate FF&E	(188)	(194)
<b>FUNDS FROM OPERATIONS - FFO (NAREIT) <sup>(A)</sup></b>	<b>60,804</b>	<b>58,273</b>
Depreciation and Other Amortization of Real Estate	(31,787)	(30,737)
Gain on Sale of Real Estate	34,645	13,993
Income Tax Provision - Allocable to Gain on Sale of Real Estate	(79)	-
<b>NET INCOME</b>	<b>63,583</b>	<b>41,529</b>
Less: Net Income Attributable to the Noncontrolling Interests	(1,385)	(895)
<b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b>	<b>\$ 62,198</b>	<b>\$ 40,634</b>
<b>ADJUSTED EBITDA <sup>(A)</sup></b>	<b>\$ 74,380</b>	<b>\$ 73,186</b>
Interest Expense	(12,673)	(12,804)
Capitalized Interest	(1,923)	(1,558)
Capitalized Overhead	(1,623)	(1,720)
Amortization of Debt Discounts and Hedge Costs	104	104
Income Tax Benefit - Not Allocable to Gain on Sale of Real Estate	234	77
Straight-Line Rent, Amortization of Above (Below) Market Leases and Lease Inducements	(5,428)	(3,171)
Amortization of Equity Based Compensation	3,613	3,641
Severance and Retirement Benefit Expense	-	(1,204)
Non-incremental Building Improvements <sup>(1)</sup>	(2,350)	(1,505)
Non-incremental Leasing Costs <sup>(1)</sup>	(4,619)	(3,498)
<b>ADJUSTED FUNDS FROM OPERATIONS - AFFO <sup>(A)</sup></b>	<b>\$ 49,715</b>	<b>\$ 51,548</b>
<b>FUNDS FROM OPERATIONS - FFO (NAREIT) <sup>(A)</sup></b>	<b>\$ 60,804</b>	<b>\$ 58,273</b>
Less: Allocation to Participating Securities	(153)	(172)
<b>FFO (NAREIT) ALLOCABLE TO COMMON STOCKHOLDERS AND UNITHOLDERS</b>	<b>\$ 60,651</b>	<b>\$ 58,101</b>
<b>Weighted Average Shares/Units - Basic</b>	<b>131,172</b>	<b>129,070</b>
<b>Weighted Average Shares/Units - Diluted</b>	<b>131,634</b>	<b>129,400</b>
<b>EPS - Basic &amp; Diluted</b>	<b>\$ 0.48</b>	<b>\$ 0.32</b>
<b>FFO (NAREIT) Per Share/Unit - Basic &amp; Diluted</b>	<b>\$ 0.46</b>	<b>\$ 0.45</b>
<b>COMMON DIVIDENDS/DISTRIBUTIONS PER SHARE/UNIT</b>	<b>\$ 0.27</b>	<b>\$ 0.25</b>

<sup>(1)</sup> Non-incremental capital expenditures refer to building improvements and leasing costs required to maintain current revenues plus tenant improvements amortized back to the tenant over the lease term. Excluded are first generation leasing costs, capital expenditures underwritten at acquisition and development/redevelopment costs.

# SUPPLEMENTAL STATEMENTS OF OPERATIONS RECONCILIATION

(UNAUDITED) (IN 000'S)



	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b>	<b>\$ 62,198</b>	<b>\$ 40,634</b>
Depreciation and Other Amortization of Real Estate	31,787	30,737
Noncontrolling Interests	1,385	895
Gain on Sale of Real Estate	(34,645)	(13,993)
Income Tax Provision - Allocable to Gain on Sale of Real Estate	79	-
<b>FUNDS FROM OPERATIONS - FFO (NAREIT) <sup>(A)</sup></b>	<b>\$ 60,804</b>	<b>\$ 58,273</b>
Amortization of Equity Based Compensation	3,613	3,641
Amortization of Debt Discounts and Hedge Costs	104	104
Amortization of Debt Issuance Costs	949	788
Depreciation of Corporate FF&E	188	194
Non-incremental Building Improvements <sup>(1)</sup>	(2,350)	(1,505)
Non-incremental Leasing Costs <sup>(1)</sup>	(4,619)	(3,498)
Capitalized Interest	(1,923)	(1,558)
Capitalized Overhead	(1,623)	(1,720)
Straight-Line Rent, Amortization of Above (Below) Market Leases and Lease Inducements	(5,428)	(3,171)
<b>ADJUSTED FUNDS FROM OPERATIONS - AFFO <sup>(A)</sup></b>	<b>\$ 49,715</b>	<b>\$ 51,548</b>
<b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b>	<b>\$ 62,198</b>	<b>\$ 40,634</b>
Interest Expense	12,673	12,804
Depreciation and Other Amortization of Real Estate	31,787	30,737
Severance and Retirement Benefit Expense	-	1,204
Income Tax Benefit - Not Allocable to Gain on Sale of Real Estate	(234)	(77)
Income Tax Provision - Allocable to Gain on Sale of Real Estate	79	-
Noncontrolling Interests	1,385	895
Amortization of Debt Issuance Costs	949	788
Depreciation of Corporate FF&E	188	194
Gain on Sale of Real Estate	(34,645)	(13,993)
<b>ADJUSTED EBITDA <sup>(A)</sup></b>	<b>\$ 74,380</b>	<b>\$ 73,186</b>
General and Administrative	8,564	8,047
FFO from Joint Ventures	73	29
<b>NET OPERATING INCOME <sup>(A)</sup></b>	<b>\$ 83,017</b>	<b>\$ 81,262</b>

<sup>(1)</sup> Non-incremental capital expenditures refer to building improvements and leasing costs required to maintain current revenues plus tenant improvements amortized back to the tenant over the lease term. Excluded are first generation leasing costs, capital expenditures underwritten at acquisition and development/redevelopment costs.

# SUPPLEMENTAL STATEMENTS OF OPERATIONS RECONCILIATION

(UNAUDITED) (IN 000'S)



	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>REVENUES</b>		
Lease Revenue per the Form 10-Q	\$ 115,667	\$ 108,375
Tenant Recovery Revenue <sup>(1)</sup>	(26,618)	(23,647)
<b>Rent Revenue per Supplemental</b>	<b>\$ 89,049</b>	<b>\$ 84,728</b>
Other Revenue per the Form 10-Q	\$ 592	\$ 1,968
Tenant Recovery Revenue <sup>(1)</sup>	26,618	23,647
<b>Tenant Recoveries and Other Revenue per Supplemental</b>	<b>\$ 27,210</b>	<b>\$ 25,615</b>
<b>GENERAL AND ADMINISTRATIVE</b>		
General and Administrative per the Form 10-Q		\$ 9,251
Severance and Retirement Benefit Expense		(1,204)
<b>General and Administrative per Supplemental</b>		<b>\$ 8,047</b>

<sup>(1)</sup> Tenant recovery revenue is included in Lease Revenue in our Form 10-Q. In the Supplemental Statements of Operations, tenant recovery revenue is included in Tenant Recoveries and Other Revenue.

# EQUITY ANALYSIS

(UNAUDITED) (IN 000'S EXCEPT PER SHARE/UNIT DATA)



	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>WEIGHTED AVG. COMMON STOCK/UNITS</b>		
Basic		
Weighted Avg. Shares/Units Outstanding	131,172	129,070
Weighted Avg. Shares Outstanding	129,088	126,934
Diluted		
Weighted Avg. Shares/Units Outstanding	131,634	129,400
Weighted Avg. Shares Outstanding	129,172	127,111

## COMMON DIVIDEND/UNIT DISTRIBUTION PAYOUT RATIOS PER SHARE/UNIT

Dividends/Distributions per Share/Unit	\$ 0.27	\$ 0.25
Payout - FFO (NAREIT)	58.6%	55.7%
(Common Dividends/Unit Distributions/FFO)		

	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>COMMON STOCK DIVIDEND YIELDS</b>		
Dividend Yield	2.36%	3.01%
Spread Over 5 Year U.S. Treasury	1.42%	2.64%
Spread Over 10 Year U.S. Treasury	0.61%	2.31%

	As Of	
	March 31, 2021	March 31, 2020
<b>COMMON STOCK/UNITS OUTSTANDING</b>		
Common Shares	129,128	127,207
Partnership Units (Exchangeable for Common Shares 1 to 1)	3,032	2,707
<b>Total</b>	<b>132,160</b>	<b>129,914</b>
End of Quarter Common Share Price	\$ 45.79	\$ 33.23

## CAPITALIZATION

Market Value of Common Equity	\$ 6,051,606	\$ 4,317,042
Total Debt (Adjusted for Debt Issuance Costs, Net)	1,601,449	1,651,605
<b>Total Market Capitalization</b>	<b>\$ 7,653,055</b>	<b>\$ 5,968,647</b>

## ANALYST COVERAGE

Goldman Sachs & Co. — *Caitlin Burrows*  
Green Street Advisors — *Vince Tibone*  
J.P. Morgan Securities — *Michael Mueller*  
Janney Montgomery Scott — *Robert Stevenson*  
Jefferies LLC — *Jonathan Petersen*  
Keybank Capital Markets — *Craig Mailman*  
Mizuho Securities — *Omotayo Okusanya*  
Raymond James & Associates — *William Crow*  
RBC Capital Markets — *Michael Carroll*  
Robert W. Baird & Co. — *David Rodgers*  
Scotiabank — *Nick Yulico*  
SMBC Nikko Securities Inc. — *Rich Anderson*  
Truist Securities — *Ki Bin Kim*



# DEBT ANALYSIS <sup>(1)</sup>

(UNAUDITED) (IN 000'S)



## DEBT OUTSTANDING

Average Outstanding Balance

Mortgage Loans Payable, Net <sup>(2)</sup>

Unsecured Credit Facility <sup>(3)</sup>

Unsecured Term Loans <sup>(4)</sup>

Senior Unsecured Notes, Net <sup>(5)</sup>

Average Interest Rates

Mortgage Loans Payable, Net <sup>(2)</sup>

Unsecured Credit Facility <sup>(3)</sup>

Unsecured Term Loans <sup>(4)</sup>

Senior Unsecured Notes, Net <sup>(5)</sup>

**Total Weighted Average**

Three Months Ended		
March 31, 2021	March 31, 2020	
\$ 143,372	\$ 173,540	
-	188,253	
460,000	460,000	
998,507	698,501	
<b>\$ 1,601,879</b>	<b>\$ 1,520,294</b>	
4.44%	4.59%	
-	2.47%	
2.92%	3.15%	
3.95%	4.38%	
<b>3.70%</b>	<b>3.80%</b>	

## COVERAGE RATIOS

Interest Coverage - Adjusted EBITDA  
(Adjusted EBITDA/GAAP Interest Expense)

Fixed Charge Coverage - Adjusted EBITDA

(Adjusted EBITDA/(GAAP Interest Expense + Capitalized Interest +  
Principal Amortization + Preferred Dividends))

## PRINCIPAL AMORTIZATION

1,273

1,257

## DEBT OUTSTANDING

Interest Rate Structure

Fixed

Floating

As Of		
March 31, 2021	March 31, 2020	
\$ 1,601,449	\$ 1,331,605	
-	320,000	
<b>\$ 1,601,449</b>	<b>\$ 1,651,605</b>	

## DEBT RATIOS

Unencumbered Real Estate/Total Real Estate

92.2%

90.7%

## DEBT MATURITY

Weighted Average Maturity in Years <sup>(6)</sup>

6.1

5.5

**Note:** Refer to page 10 for footnote references.

# DEBT ANALYSIS, CONTINUED <sup>(1)</sup>

(UNAUDITED) (IN 000'S)



## DEBT MATURITY AND SCHEDULED PRINCIPAL AMORTIZATION <sup>(7)</sup>

	Mortgage Loans Payable <sup>(2)</sup>		Unsecured Credit Facility <sup>(3)</sup>	Unsecured Term Loans <sup>(4)</sup>	Senior Unsecured Notes <sup>(5)</sup>	Total	Weighted Average Coupon Interest Rates
	Principal Amortization	Maturities					
2021	3,412	57,206	-	200,000	-	260,618	3.03% <sup>(4)</sup>
2022	2,260	69,764	-	260,000	-	332,024	3.13% <sup>(4)</sup>
2023 - 2026	1,368	-	-	-	-	1,368	4.17%
2027	379	-	-	-	131,070	131,449	4.43%
2028	229	8,323	-	-	181,901	190,453	4.50%
2029	-	-	-	-	225,000	225,000	4.11%
2030	-	-	-	-	250,000	250,000	3.47%
2031	-	-	-	-	-	-	N/A
2032	-	-	-	-	210,600	210,600	3.09%
<b>Total Debt</b>	<b>\$ 7,648</b>	<b>\$ 135,293</b>	<b>\$ -</b>	<b>\$ 460,000</b>	<b>\$ 998,571</b>	<b>\$ 1,601,512</b>	<b>3.57%</b>

<sup>(1)</sup> All debt balances, other than the unsecured credit facility, are adjusted for debt issuance costs, net.

<sup>(2)</sup> Mortgage Loans Payable, Net consists of 18 first mortgage loans which have interest rates ranging from 4.03% to 4.85%, maturities ranging between October 2021 through August 2028 and are collateralized by 49 properties.

<sup>(3)</sup> The unsecured line of credit consists of a \$725,000 unsecured revolving credit facility (the "Unsecured Credit Facility"). The Unsecured Credit Facility matures on October 29, 2021 with an option to extend an additional one year at our election, subject to certain restrictions.

<sup>(4)</sup> Unsecured Term Loans includes two unsecured term loans, in the amounts of \$200,000 and \$260,000, each of which were entered into with a syndicate of financial institutions and mature in July 2021 and September 2022, respectively (collectively, the "Unsecured Term Loans"). The Unsecured Term Loans require interest only payments and bear interest at a variable rate based on LIBOR plus a specified spread based on our leverage ratio or credit ratings. The \$200,000 term loan has two, one-year extension options, at our election. We also entered into interest rate swaps, with an aggregate notional value of \$460,000, to effectively convert the Unsecured Term Loans' LIBOR rates to fixed rates. Weighted average coupon interest rate is the current swapped rate for the Unsecured Term Loans.

<sup>(5)</sup> Senior Unsecured Notes include \$950,000 of private placement notes with the following terms:

\$100,000 ten-year notes with a rate of 2.74%, issued in September 2020;  
 \$200,000 twelve-year notes with a rate of 2.84%, issued in September 2020;  
 \$150,000 ten-year notes with a rate of 3.97%, issued in July 2019;  
 \$150,000 ten-year notes with a rate of 3.86%, issued in February 2018;  
 \$150,000 twelve-year notes with a rate of 3.96%, issued in February 2018;  
 \$125,000 ten-year notes with a rate of 4.30%, issued in April 2017; and  
 \$75,000 twelve-year notes with a rate of 4.40%, issued in April 2017.

The remaining \$48,571 includes our senior unsecured bonds.

<sup>(6)</sup> Weighted average maturity includes the Unsecured Term Loans, Senior Unsecured Notes and Mortgage Loans Payable, and excludes the Unsecured Credit Facility. The two, one-year extension options are assumed exercised for the \$200,000 Unsecured Term Loan.

<sup>(7)</sup> Payments by year as of March 31, 2021. The debt maturity schedule reflects the maturity dates and amounts with respect to principal and scheduled amortization payments. The schedule excludes discounts and debt issuance costs.

# DEBT COVENANT ANALYSIS AND CREDIT RATINGS

(UNAUDITED)



	Current Covenant	March 31, 2021
<b>SENIOR UNSECURED BONDS</b>		
Indebtedness to Total Assets	≤ 60.0%	36.1%
Total Unencumbered Assets to Unsecured Indebtedness	≥ 150.0%	281.5%
Indebtedness Subject to Encumbrance	≤ 40.0%	3.2%
Consolidated Income Available for Debt Service to the Annual Service Charge	≥ 1.50	5.07

## UNSECURED CREDIT FACILITY/UNSECURED TERM LOANS/PRIVATE PLACEMENT NOTES

Fixed Charge Coverage Ratio	≥ 1.50	4.72
Consolidated Leverage Ratio	≤ 60.0%	27.6%
Unencumbered Leverage Ratio	≤ 60.0%	28.0%
Consolidated Secured Debt Ratio	≤ 40.0%	2.5%
Property Operating Income Ratio on Unencumbered Assets	≥ 1.75	5.86

## CREDIT RATINGS / OUTLOOK <sup>(1)</sup>

	Ratings
Fitch	BBB / Stable
Moody's	Baa2 / Stable
Standard & Poor's	BBB / Stable

<sup>(1)</sup> The above ratings relate to our Senior Unsecured Notes (including Private Placement Notes), our Unsecured Term Loans, and our Unsecured Credit Facility. A securities rating is not a recommendation to buy, sell or hold securities and is subject to revision or withdrawal at any time by the rating organization.

# PROPERTY OVERVIEW

(UNAUDITED)



	As Of	
	March 31, 2021	March 31, 2020
<b>TOTAL PORTFOLIO</b>		
Number of Properties		
In Service <sup>(1)</sup>	422	426
Completed Developments, Not In Service <sup>(2)</sup>	1	5
Acquisitions/Redevelopments, Not In Service <sup>(3)</sup>	5	5
<b>Total Number of Properties</b>	<b>428</b>	<b>436</b>
Properties Under Construction	8	9
Land Area - Developed (Acres)	4,520	4,482
Land Area - Developable (Acres)	691	783
Gross Leasable Area (Square Feet)		
In Service <sup>(1)</sup>	61,681,901	60,884,221
Completed Developments, Not In Service <sup>(2)</sup>	100,272	915,147
Acquisitions/Redevelopments, Not In Service <sup>(3)</sup>	309,397	824,000
<b>Total Gross Leasable Area (Square Feet)</b>	<b>62,091,570</b>	<b>62,623,368</b>
Properties Under Construction (Square Feet)	2,305,349	1,486,795
Occupied In Service (Square Feet)	59,038,925	59,137,405
Vacant In Service (Square Feet)	2,642,976	1,746,816
Number of In Service Tenants	978	1,052
Occupancy Rates - In Service GLA	95.7%	97.1%
Weighted Average Lease Term (Years)	7.2	7.2
	Three Months Ended	
	March 31, 2021	March 31, 2020
<b>Capital Expenditures</b>		
Non-Leasing Capital Expenditures Per Sq. Ft. (i.e., roofs, parking lot, etc.)	\$ 0.04	\$ 0.02

<sup>(1)</sup> Properties which are at least 75% occupied at acquisition are placed in service, unless we anticipate that tenant move-outs within two years of ownership would drop occupancy below 75%. Acquired properties with tenants that we anticipate will move out within the first two years of ownership are placed in service upon the earlier of reaching 90% occupancy or twelve months after move out. Acquired properties with less than 75% occupancy on the date of acquisition are placed in service upon the earlier of reaching 90% occupancy or twelve months from the acquisition date. Development properties are placed in service upon the earlier of reaching 90% occupancy or twelve months from the date construction is completed. Redevelopments (generally projects which require capital expenditures exceeding 25% of the gross cost basis) are placed in service upon the earlier of reaching 90% occupancy or twelve months from the completion of renovation construction.

<sup>(2)</sup> See page 22 for details on completed developments, not in service.

<sup>(3)</sup> Occupancy of the Not In Service Acquisitions and Redevelopments at March 31, 2021 was 56.4%. This includes Not In Service Acquisitions of 166,011 square feet at Nottingham Ridge Logistics Center B (67.4%), 38,692 square feet at 4160-70 Business Center Drive (0.0%) and 62,474 square feet at 2085 Burroughs Avenue (100.0%). Redevelopments include 23,970 square feet at 19302 S. Laurel Park (0%) and 18,250 square feet at 22950 Clawiter Road (0%). Percentage leased of Redevelopments and Not In Service Acquisitions as of the press release date of April 21, 2021 is 68.9%.

# SAME STORE ANALYSIS <sup>(1)</sup>

(UNAUDITED) (DOLLARS IN 000's)



	Three Months Ended March 31,		
	2021	2020	% Change
<b>Average Daily Occupancy Same Store Properties</b>	95.8%	96.8%	(1.0%)
<b>Same Store Portfolio Analysis (Straight-Line Basis) <sup>(1)</sup></b>			
Same Store Revenues <sup>(2)</sup>	\$ 105,903	\$ 100,387	5.5%
Same Store Property Expenses	(28,256)	(24,504)	15.3%
<b>Same Store NOI Straight-Line Basis</b>	<b>\$ 77,647</b>	<b>\$ 75,883</b>	<b>2.3%</b>
Less: Lease Termination Fees	(125)	(616)	
<b>Same Store NOI Straight-Line Basis (Less Termination Fees)</b>	<b>\$ 77,522</b>	<b>\$ 75,267</b>	<b>3.0%</b>
<b>Same Store Adjustments:</b>			
Lease Termination Fees	125	616	
Straight-Line Rent	(2,342)	(1,639)	
Above (Below) Market Lease Amortization	(225)	(281)	
<b>Total Same Store Adjustments</b>	<b>(2,442)</b>	<b>(1,304)</b>	
<b>Same Store NOI Cash Basis</b>	<b>\$ 75,080</b>	<b>\$ 73,963</b>	<b>1.5%</b>
Less: Lease Termination Fees	(125)	(616)	
<b>Same Store NOI Cash Basis (Less Termination Fees)</b>	<b>\$ 74,955</b>	<b>\$ 73,347</b>	<b>2.2%</b>

At March 31, 2021, the Same Store portfolio is comprised of 401 properties, containing an aggregate of 57,114,253 square feet, which is 93% of our in-service square footage.

<sup>(1)</sup> We consider cash-basis same store NOI ("SS NOI") to be a useful supplemental measure of our operating performance. Same store properties include all properties owned prior to January 1, 2020 and held as an in service property through the end of the current reporting period (including certain land parcels that are leased under ground lease arrangements where we are the lessor), and developments and redevelopments that were placed in service prior to January 1, 2020 (the "Same Store Pool"). Properties which are at least 75% occupied at acquisition are placed in service, unless we anticipate tenant move-outs within two years of ownership would drop occupancy below 75%. Acquired properties with occupancy greater than 75% at acquisition, but with tenants that we anticipate will move out within two years of ownership, will be placed in service upon the earlier of reaching 90% occupancy or twelve months after move out. Acquisitions that are less than 75% occupied at the date of acquisition, developments and redevelopments are placed in service as they reach the earlier of a) stabilized occupancy (defined as 90% occupied), or b) one year subsequent to acquisition or development/redevelopment construction completion.

We define SS NOI as NOI, less NOI of properties not in the Same Store Pool, less the impact of straight-line rent, the amortization of above (below) market rent and the impact of lease termination fees. We exclude lease termination fees, straight-line rent and above (below) market rent in calculating SS NOI because we believe it provides a better measure of actual cash basis rental growth for a year-over-year comparison. In addition, we believe that SS NOI helps the investing public compare the operating performance of a company's real estate as compared to other companies. While SS NOI is a relevant and widely used measure of operating performance of real estate investment trusts, it does not represent cash flow from operations or net income as defined by GAAP and should not be considered as an alternative to those measures in evaluating our liquidity or operating performance. SS NOI also does not reflect general and administrative expense, interest expense, depreciation and amortization, income tax benefit and expense, gains and losses on the sale of real estate, equity in income or loss from our joint ventures, capital expenditures and leasing costs. Further, our computation of SS NOI may not be comparable to that of other real estate companies, as they may use different methodologies for calculating SS NOI.

<sup>(2)</sup> Same store revenues for the three months ended March 31, 2020 excludes \$1,055 of insurance settlement gain related to a building destroyed by fire in 2016.



# SAME STORE PROPERTY STATISTICS

(UNAUDITED)



SAME PROPERTY OCCUPANCY RATES		March 31, 2021	March 31, 2020
Average Daily Occupancy Rates by Market			
Atlanta		95.5%	97.7%
Baltimore/D.C.		72.9%	97.6%
Central Florida		100.0%	100.0%
Central/Eastern Pennsylvania <sup>(1)</sup>		92.5%	91.8%
Chicago		99.0%	96.1%
Cincinnati		98.7%	94.0%
Cleveland		100.0%	100.0%
Dallas/Ft. Worth		96.9%	96.0%
Denver		97.4%	98.6%
Detroit		100.0%	100.0%
Houston		97.2%	97.1%
Milwaukee		100.0%	100.0%
Minneapolis/St. Paul		98.6%	99.0%
Nashville		99.2%	100.0%
New Jersey <sup>(1)</sup>		97.5%	97.8%
Phoenix		98.8%	99.6%
Seattle		84.9%	84.9%
South Florida		83.3%	85.9%
Southern California <sup>(1)</sup>		98.3%	98.3%
Other		94.6%	99.0%
<b>Weighted Average Occupancy</b>		<b>95.8%</b>	<b>96.8%</b>

## SAME PROPERTY RENTAL INCOME

Annual Net Rental Income per Average Occupied Square Foot by Market <sup>(2)</sup>

Atlanta	\$	3.75	\$	3.58
Baltimore/D.C.		6.31		5.72
Central Florida		6.16		6.00
Central/Eastern Pennsylvania <sup>(1)</sup>		5.10		4.93
Chicago		4.32		4.22
Cincinnati		4.97		4.74
Cleveland		5.63		5.34
Dallas/Ft. Worth		4.49		4.24
Denver		6.21		6.03
Detroit		6.35		6.16
Houston		4.92		4.77
Milwaukee		4.71		4.60
Minneapolis/St. Paul		5.50		5.34
Nashville		4.21		4.08
New Jersey <sup>(1)</sup>		7.97		7.75
Phoenix		5.48		5.43
Seattle		8.67		8.15
South Florida		7.28		8.17
Southern California <sup>(1)</sup>		7.26		6.77
Other		4.55		4.46
<b>Weighted Average Rental Income / Sq. Ft.</b>	<b>\$</b>	<b>5.49</b>	<b>\$</b>	<b>5.27</b>

<sup>(1)</sup> Central/Eastern Pennsylvania includes the markets of Central Pennsylvania and Philadelphia. New Jersey includes the markets of Northern and Central New Jersey. Southern California includes the markets of Los Angeles, the Inland Empire and San Diego.

<sup>(2)</sup> Annualized net rental income per average occupied square foot is based on multiplying the current net rent by twelve and dividing by the average occupied GLA. This is used as a benchmark and does not necessarily reflect increases or decreases in NOI.



**PORTFOLIO LEASING STATISTICS <sup>(1)</sup>**

<b>2021</b>							
<b>For the Three Months Ended March 31</b>							
	Number of Leases Commenced	Square Feet Commenced (in 000's)	Lease Term (Years)	Cash Basis Rent Growth <sup>(2)</sup>	Straight-line Basis Rent Growth <sup>(2)</sup>	Lease Costs Per Square Foot <sup>(2)</sup>	Tenant Retention (By Square Feet)
New	18	577	5.0	17.8%	35.5%	\$ 5.32	N/A
Renewal	32	2,305	3.0	8.3%	17.6%	0.92	76.5%
(Re) Developments/ Acquisitions	6	467	9.6	N/A	N/A	N/A	N/A
<b>Total/Average</b>	<b>56</b>	<b>3,349</b>	<b>4.2</b>	<b>10.4%</b>	<b>21.4%</b>	<b>\$ 1.80</b>	<b>76.5%</b>

<b>2021</b>			
<b>For the Three Months Ended March 31</b>			
	Number of Leases Commenced with Rent Concessions	Square Feet (in 000's)	Rent Concessions (in 000's)
New	13	486	\$ 684
Renewal	2	35	39
(Re) Developments/ Acquisitions	6	467	2,090
<b>Total</b>	<b>21</b>	<b>988</b>	<b>\$ 2,813</b>

<sup>(1)</sup> Leasing excludes short term and month-to-month leases.

<sup>(2)</sup> Excludes first generation leases in developed or acquired properties.

# PORTFOLIO INFORMATION

(UNAUDITED) (AS OF MARCH 31, 2021)



MARKET	GLA	% OF TOTAL	CURRENT QUARTER RENTAL INCOME PERCENTAGE	OCCUPANCY RATES
Atlanta	5,249,774	8.5%	5.7%	95.9%
Baltimore/D.C.	3,250,453	5.3%	5.1%	80.2%
Central Florida	740,288	1.2%	1.4%	100.0%
Central/Eastern Pennsylvania <sup>(1)</sup>	6,735,074	10.9%	9.4%	93.4%
Chicago	5,811,858	9.4%	7.0%	99.0%
Cincinnati	1,271,739	2.1%	1.7%	98.7%
Cleveland	1,228,629	2.0%	2.0%	100.0%
Dallas/Ft. Worth	7,075,930	11.5%	8.9%	94.5%
Denver	2,699,911	4.4%	4.9%	98.2%
Detroit	1,326,606	2.2%	2.6%	100.0%
Houston	3,607,461	5.8%	5.3%	89.3%
Milwaukee	797,089	1.3%	1.0%	100.0%
Minneapolis/St. Paul	2,922,845	4.7%	4.6%	99.2%
Nashville	1,143,421	1.9%	1.4%	99.2%
New Jersey <sup>(1)</sup>	2,312,219	3.7%	5.2%	97.3%
Northern California	68,500	0.1%	0.9%	100.0%
Phoenix	3,349,875	5.4%	5.6%	99.1%
Seattle	410,713	0.7%	1.1%	84.9%
South Florida	1,167,396	1.9%	2.6%	90.1%
Southern California <sup>(1)</sup>	9,705,696	15.7%	22.1%	99.0%
Other	806,424	1.3%	1.5%	94.3%
<b>Total In Service GLA</b>	<b>61,681,901</b>	<b>100.0%</b>	<b>100.0%</b>	<b>95.7%</b>

<sup>(1)</sup> Central/Eastern Pennsylvania includes the markets of Central Pennsylvania and Philadelphia. New Jersey includes the markets of Northern and Central New Jersey. Southern California includes the markets of Los Angeles, the Inland Empire and San Diego.

# PORTFOLIO STATISTICS <sup>(1)</sup>

(UNAUDITED)



	March 31, 2021	March 31, 2020
<b>NUMBER OF PROPERTIES</b>		
Number of In Service Properties by Property Type		
Bulk Warehouse	183	177
Regional Warehouse	112	111
Light Industrial	113	120
R&D/Flex	14	18
<b>Total In Service Properties</b>	<b>422</b>	<b>426</b>
<b>BASE RENT</b>		
Base Rent Rate by Property Type		
Bulk Warehouse	71%	69%
Regional Warehouse	15%	15%
Light Industrial	12%	13%
R&D/Flex	2%	3%
<b>Total</b>	<b>100%</b>	<b>100%</b>
<b>OCCUPANCY</b>		
Occupancy by Product Type		
Bulk Warehouse	95.6%	97.4%
Regional Warehouse	95.7%	96.6%
Light Industrial	97.2%	95.4%
R&D/Flex	91.4%	98.8%
<b>Total Occupancy</b>	<b>95.7%</b>	<b>97.1%</b>
<b>GLA</b>		
In Service Gross Leasable Area by Property Type		
Bulk Warehouse	48,517,883	47,107,764
Regional Warehouse	7,560,190	7,444,024
Light Industrial	4,843,643	5,338,175
R&D/Flex	760,185	994,258
<b>Total In Service GLA</b>	<b>61,681,901</b>	<b>60,884,221</b>
In Service Gross Leasable Area by Property Type		
Bulk Warehouse	79%	77%
Regional Warehouse	12%	12%
Light Industrial	8%	9%
R&D/Flex	1%	2%
<b>Total</b>	<b>100%</b>	<b>100%</b>
Average In Service Property Size (GLA)		
Bulk Warehouse	265,125	266,146
Regional Warehouse	67,502	67,063
Light Industrial	42,864	44,485
R&D/Flex	54,299	55,237
<b>Average In Service GLA</b>	<b>146,166</b>	<b>142,921</b>

<sup>(1)</sup> We use the following general criteria to classify buildings by property type. While some properties may have characteristics of more than one property type, we determine the most dominating characteristic(s) to categorize a building. Individual properties may be reclassified over time due to changes in building characteristics such as tenant use and office space build out.

Property Type	Property Square Feet	Ceiling Height	Office Space
Bulk Warehouse	More than 100,000 sq. ft.	22 ft. or more	5% to 15%
Regional Warehouse	Less than 100,000 sq. ft.	22 ft. or more	5% to 15%
Light Industrial	Less than 100,000 sq. ft.	16 to 21 ft.	5% to 50%
R&D/Flex	Less than 100,000 sq. ft.	Less than 16 ft.	50% or more

# LARGEST TENANTS

(UNAUDITED) (AS OF MARCH 31, 2021)



## LARGEST TENANTS

### Twenty Largest Tenants By Annualized Lease Net Rent<sup>(1)</sup>

	% of Total Annualized Lease Net Rent
1. Amazon.com Services	6.0%
2. Adesa	2.4%
3. Lowe's Home Centers	2.1%
4. Ferrero USA	2.0%
5. Karma Automotive	1.3%
6. Home Depot	1.2%
7. Harbor Freight Tools	1.1%
8. United Natural Foods	1.0%
9. Federal-Mogul Motorparts	1.0%
10. B&H Foto & Electronics	0.9%
11. Healthcare Arizona	0.9%
12. XPO Logistics Supply Chain	0.8%
13. DCG Fulfillment	0.8%
14. Rust Oleum	0.8%
15. United States of America	0.8%
16. Best Buy	0.8%
17. Lakewood Candies	0.8%
18. Jacobson Warehouse	0.8%
19. Ariens Company	0.8%
20. Amazon Data Services	0.7%
<b>Total Annualized Net Rent - Top 20</b>	<b>27.0%</b>

### Twenty Largest Tenants by Gross Leasable Area

	Gross Leasable Area	
	Occupied	% of Total
1. Amazon.com Services	3,101,167	5.0%
2. Lowe's Home Centers	1,387,899	2.3%
3. Ferrero USA	1,382,518	2.3%
4. Home Depot	1,013,652	1.6%
5. Karma Automotive	921,787	1.5%
6. Rust Oleum	850,243	1.4%
7. Federal-Mogul Motorparts	708,000	1.2%
8. Post Consumer Brands	703,339	1.1%
9. Vi-Jon	700,000	1.1%
10. Jacobson Warehouse	698,258	1.1%
11. Harbor Freight Tools	691,960	1.1%
12. United Natural Foods	675,000	1.1%
13. Healthcare Arizona	643,798	1.1%
14. XPO Logistics Supply Chain	643,798	1.1%
15. Integrated Merchandising Systems	626,784	1.0%
16. Ariens Company	601,439	1.0%
17. Lion Vallen	583,000	0.9%
18. Best Buy	580,733	0.9%
19. B&H Foto & Electronics	577,200	0.9%
20. Geodis Logistics	498,572	0.8%
<b>Total Gross Leasable Area - Top 20</b>	<b>17,589,147</b>	<b>28.5%</b>

<sup>(1)</sup> Annualized net rental income per average occupied square foot is based on multiplying the current net rent by twelve and dividing by the average occupied GLA. This is used as a benchmark and does not necessarily reflect increases or decreases in NOI.



# LEASE EXPIRATION SCHEDULE

(UNAUDITED)



## LEASE EXPIRATION SCHEDULE<sup>(1)</sup>

By Net Rent	Amount (in 000's) <sup>(2)</sup>	Average Net Rent <sup>(2)</sup>	% of Total
Month to Month	\$ 520	\$ 4.03	0.2%
2021	14,823	5.81	4.5%
2022	43,574	5.63	13.3%
2023	46,572	5.58	14.3%
2024	40,487	5.74	12.4%
2025	37,927	5.83	11.6%
2026	37,378	5.16	11.4%
2027	20,069	5.05	6.1%
2028	19,697	5.71	6.0%
2029	21,704	5.90	6.7%
2030	14,426	5.82	4.4%
Thereafter	29,912	5.54	9.1%
	<b>\$ 327,089</b>	<b>\$ 5.59</b>	<b>100.0%</b>

By GLA	GLA	Average Lease (GLA)	% of Total
Month to Month	129,040	43,013	0.2%
2021	2,551,578	27,144	4.4%
2022	7,737,904	42,054	13.2%
2023	8,343,412	43,913	14.2%
2024	7,053,290	41,984	12.1%
2025	6,505,361	47,834	11.1%
2026	7,250,615	74,749	12.4%
2027	3,971,119	136,935	6.8%
2028	3,452,144	164,388	5.9%
2029	3,679,825	175,230	6.3%
2030	2,480,785	130,568	4.2%
Thereafter	5,397,246	269,862	9.2%
	<b>58,552,319</b>	<b>59,626</b>	<b>100.0%</b>

<sup>(1)</sup> Rollover statistics reflect expiration dates on all leases executed through March 31, 2021. Excludes March 31, 2021 move-outs of 486,606 square feet. Leases which rollover the first day of a calendar year are included in the respective year.

<sup>(2)</sup> Expiring net rent is annualized as of the end of the current reporting period.

# 2021 PROPERTY ACQUISITION SUMMARY

(UNAUDITED)



ADDRESS/PORTFOLIO	MARKET	SQUARE FEET	GROSS LAND ACREAGE	PURCHASE PRICE (in millions)	STABILIZED EXPECTED CAP RATE <sup>(1)</sup>
2085 Burroughs Avenue	Northern California	62,474		12.3	
<b>1st Quarter Property Acquisitions</b>		<b>62,474</b>		<b>\$ 12.3</b>	<b>4.8%</b>
First March Logistics Center II	Inland Empire		4.9	2.7	
3764 Depot Road	Northern California		3.1	7.1	
1960 Weaversville Road	Philadelphia		8.6	2.0	
<b>1st Quarter Land Acquisitions</b>			<b>16.6</b>	<b>\$ 11.8</b>	
<b>Total First Quarter Acquisitions</b>		<b>62,474</b>	<b>16.6</b>	<b>\$ 24.1</b>	
<b>Total 2021 Acquisitions</b>		<b>62,474</b>	<b>16.6</b>	<b>\$ 24.1</b>	<b>4.8%</b>

(1) Stabilized expected cap rate of building acquisitions (excluding land acquisitions) represents the expected stabilized cash yield (stabilized cash NOI divided by the total expected GAAP investment). Straight-line rents and above/below market rents are not included in cash NOI.

# 2020 PROPERTY ACQUISITION SUMMARY

(UNAUDITED)



ADDRESS/PORTFOLIO	MARKET	SQUARE FEET	GROSS LAND ACREAGE	PURCHASE PRICE (in millions)	STABILIZED EXPECTED CAP RATE <sup>(1)</sup>
27403 Industrial Boulevard	Northern California	22,500		4.9	
Nottingham Ridge Logistics Center A & B	Baltimore/D.C.	751,074		69.7	
19302-19400 S. Laurel Park <sup>(2)</sup>	Los Angeles	23,970		14.4	
<b>1st Quarter Property Acquisitions</b>		<b>797,544</b>		<b>\$ 89.0</b>	<b>5.7%</b>
First Park Miami	South Florida		63.2	48.9	
First Harley Knox Logistics Center	Inland Empire		9.2	2.0	
<b>1st Quarter Land Acquisitions</b>			<b>72.4</b>	<b>\$ 50.9</b>	
<b>Total First Quarter Acquisitions</b>		<b>797,544</b>	<b>72.4</b>	<b>\$ 139.9</b>	
4160-4170 Business Center Drive	Northern California	38,692		9.1	
4200 Business Center Drive	Northern California	46,000		8.7	
<b>2nd Quarter Property Acquisitions</b>		<b>84,692</b>		<b>\$ 17.8</b>	<b>4.6%</b>
First Wilson Logistics Center II	Inland Empire		9.7	3.5	
<b>2nd Quarter Land Acquisitions</b>			<b>9.7</b>	<b>\$ 3.5</b>	
<b>Total Second Quarter Acquisitions</b>		<b>84,692</b>	<b>9.7</b>	<b>\$ 21.3</b>	
22950 Clawiter Road <sup>(3)</sup>	Northern California	18,250		5.0	
<b>3rd Quarter Property Acquisitions</b>		<b>18,250</b>		<b>\$ 5.0</b>	<b>5.9%</b>
First Steele	Seattle		6.6	6.1	
First Loop Logistics Park	Central Florida		37.0	5.5	
First Elm Logistics Center	Inland Empire		3.1	3.6	
<b>3rd Quarter Land Acquisitions</b>			<b>46.7</b>	<b>\$ 15.2</b>	
<b>Total Third Quarter Acquisitions</b>		<b>18,250</b>	<b>46.7</b>	<b>\$ 20.2</b>	
3350 N.Cotton Lane <sup>(4)</sup>	Phoenix	643,798		42.6	
<b>4th Quarter Property Acquisitions</b>		<b>643,798</b>		<b>\$ 42.6</b>	<b>6.8%</b>
<b>Total Fourth Quarter Acquisitions</b>		<b>643,798</b>	<b>N/A</b>	<b>\$ 42.6</b>	
<b>Total 2020 Acquisitions</b>		<b>1,544,284</b>	<b>128.8</b>	<b>\$ 224.0</b>	<b>5.9%</b>

(1) Stabilized expected cap rate of building acquisitions (excluding land acquisitions) represents the expected stabilized cash yield (stabilized cash NOI divided by the total expected GAAP investment). Straight-line rents and above/below market rents are not included in cash NOI.

(2) Building is not ready for its intended use. Redevelopment completion date is expected to be in 4Q 2021.

(3) Building is not ready for its intended use. Redevelopment completion date is expected to be in 3Q 2021.

(4) We purchased this building from one of our joint ventures. The purchase price disclosed is net of \$5.2 million, which is our share of the joint venture's gain on sale and incentive fee.

# 2021 PROPERTY DEVELOPMENT SUMMARY

(UNAUDITED)



## DEVELOPMENTS PLACED IN SERVICE - THREE MONTHS ENDED MARCH 31, 2021

DEVELOPMENT	LOCATION	PLACED IN SERVICE DATE	SQUARE FEET	ESTIMATED INVESTMENT (in millions)	PERCENT LEASED <sup>(2)</sup>	PERCENT FUNDED
First Redwood Logistics Center I Building B	Fontana, CA	Q1 2021	43,996	6.8	100%	97%
First Cypress Creek Commerce Center	Fort Lauderdale, FL	Q1 2021	377,060	36.3	100%	80%
<b>Total Placed In Service</b>			<b>421,056</b>	<b>\$ 43.1</b>	<b>100%</b>	<b>83%</b>
Stabilized Average Expected Cap Rate <sup>(1)</sup>				6.7%		
Expected Profit Margin				63%-73%		

## DEVELOPMENTS COMPLETED - NOT IN SERVICE AT MARCH 31, 2021

DEVELOPMENT	LOCATION	BUILDING COMPLETION	SQUARE FEET	ESTIMATED INVESTMENT (in millions)	PERCENT LEASED <sup>(2)</sup>	PERCENT FUNDED
First Independence Logistics Center	Philadelphia, PA	Q2 2020	100,272	12.3	0%	98%
<b>Total Completed - Not In Service</b>			<b>100,272</b>	<b>\$ 12.3</b>	<b>0%</b>	<b>98%</b>
Stabilized Average Expected Cap Rate <sup>(1)</sup>				6.1%		
Expected Profit Margin				34%-44%		

## DEVELOPMENTS UNDER CONSTRUCTION AT MARCH 31, 2021

DEVELOPMENT	LOCATION	ESTIMATED BUILDING COMPLETION	SQUARE FEET	ESTIMATED INVESTMENT (in millions)	PERCENT LEASED <sup>(2)</sup>	PERCENT FUNDED
First Park @ PV303 Building C	Goodyear, AZ	Q3 2021	547,764	42.6	0%	25%
First Nandina II Logistics Center BTS	Moreno Valley, CA	Q3 2021	221,321	22.4	100%	57%
First 95 Distribution Center	Pompano Beach, FL	Q3 2021	140,880	21.7	0%	59%
First Park Miami Buildings 2, 9 & 11	Medley, FL	Q4 2021	591,940	91.2	0%	52%
First Rockdale IV	Mt. Juliet, TN	Q1 2022	500,240	26.8	0%	15%
First Wilson Logistics Center I	Perris, CA	Q1 2022	303,204	30.2	0%	19%
<b>Total Under Construction</b>			<b>2,305,349</b>	<b>\$ 234.9</b>	<b>10%</b>	<b>40%</b>
Stabilized Average Expected Cap Rate <sup>(1)</sup>				6.1%		
Expected Profit Margin				45%-55%		

<sup>(1)</sup> Stabilized average expected cap rate of developments placed in service represents the expected stabilized cash yield (stabilized cash NOI divided by the total expected GAAP investment). Straight-line rents are not included in cash NOI.

<sup>(2)</sup> Percentage leased is calculated as of the press release date, April 21, 2021.

Note: A development project is transferred to developments completed - not in service once the building is considered substantially complete. It remains in that category until the earlier of 90% occupancy is achieved or one year following construction completion.

# 2020 PROPERTY DEVELOPMENT SUMMARY

(UNAUDITED)



## DEVELOPMENTS PLACED IN SERVICE - TWELVE MONTHS ENDED DECEMBER 31, 2020

DEVELOPMENT	LOCATION	PLACED IN SERVICE DATE	SQUARE FEET	ESTIMATED INVESTMENT (in millions)	PERCENT LEASED <sup>(2)</sup>
Ferrero BTS @ PV303	Goodyear, AZ	Q1 2020	643,798	53.5	100%
First Sawgrass Commerce Center	Coconut Creek, FL	Q4 2020	103,356	16.3	100%
First Redwood Logistics Center I Building A	Fontana, CA	Q4 2020	358,291	38.8	100%
First Redwood Logistics Center II Building C	Fontana, CA	Q4 2020	71,905	12.3	100%
First Fossil Creek Commerce Center	Fort Worth, TX	Q4 2020	198,572	12.0	100%
First Grand Pkwy Commerce Ctr Buildings I & II	Katy, TX	Q4 2020	371,950	28.5	33%
First Park 121 Buildings A & B	Lewisville, TX	Q4 2020	345,021	27.5	36%
First Park 121 Buildings E	Lewisville, TX	Q4 2020	433,710	32.8	100%
<b>Total Placed In Service</b>			<b>2,526,603</b>	<b>\$ 221.7</b>	<b>81%</b>
Stabilized Average Expected Cap Rate <sup>(1)</sup>				7.2%	
Expected Profit Margin				58%-68%	

<sup>(1)</sup> Stabilized average expected cap rate of developments placed in service represents the expected stabilized cash yield (stabilized cash NOI divided by the total expected GAAP investment). Straight-line rents are not included in cash NOI.

<sup>(2)</sup> Percentage leased is calculated as of the press release date, April 21, 2021.



# 2021 PROPERTY SALES SUMMARY

(UNAUDITED)



ADDRESS/PORTFOLIO	MARKET	SQUARE FEET	LAND ACREAGE	SALE PRICE (in millions)	STABILIZED AVERAGE CAP RATE <sup>(1)</sup>	CAP RATE AT SALE <sup>(1)</sup>
102601 NW 115th Avenue	South Florida	4,875		0.7		
8800 Park City Loop	Houston	663,821		42.0		
7501 NW 106th Terrace	Other	400,828		18.0		
2730-2736 Research Drive	Detroit	57,850		5.8		
102601 NW 115th Avenue	South Florida	4,875		0.7		
<b>1st Quarter Property Sales</b>		<b>1,132,249</b>		<b>\$ 67.2</b>	<b>5.3%</b>	<b>8.4%</b>
<b>Total First Quarter Sales</b>		<b>1,132,249</b>	<b>N/A</b>	<b>\$ 67.2</b>		
<b>Total 2021 Sales</b>		<b>1,132,249</b>	<b>N/A</b>	<b>\$ 67.2</b>	<b>5.3%</b>	<b>8.4%</b>

<sup>(1)</sup> Stabilized cap rate on building sales (excluding land sales) represents the stabilized cash yield (stabilized cash NOI divided by the total expected stabilized investment). Cap rate at building sale (excluding land sales) represents the actual NOI for the previous twelve months prior to sale divided by the sales price. Straight-line rents, above/below market rents, lease inducement amortization and insurance proceeds, other than business interruption insurance proceeds, are not included in cash NOI.

# 2020 PROPERTY SALES SUMMARY

(UNAUDITED)



ADDRESS/PORTFOLIO	MARKET	SQUARE FEET	LAND ACREAGE	SALE PRICE (in millions)	STABILIZED AVERAGE CAP RATE <sup>(1)</sup>	CAP RATE AT SALE <sup>(1)</sup>
Thompson Center Waters <b>1st Quarter Property Sales</b>	Central Florida	225,651		26.5		
		<b>225,651</b>		<b>\$ 26.5</b>	<b>7.2%</b>	<b>8.8%</b>
<b>Total First Quarter Sales</b>		<b>225,651</b>	<b>N/A</b>	<b>\$ 26.5</b>		
4400 Purks Road	Detroit	157,100		12.0		
17001 S. Vincennes	Chicago	34,252		1.5		
1335 Sadlier Circle East <b>2nd Quarter Property Sales</b>	Indianapolis	20,000		1.1		
		<b>211,352</b>		<b>\$ 14.6</b>	<b>7.3%</b>	<b>7.6%</b>
<b>Total Second Quarter Sales</b>		<b>211,352</b>	<b>N/A</b>	<b>\$ 14.6</b>		
102601 NW 115th Avenue	South Florida	3,500		0.5		
6655 Wedgewood Road	Minneapolis/St. Paul	123,854		14.7		
<b>3rd Quarter Property Sales</b>		<b>127,354</b>		<b>\$ 15.2</b>	<b>7.6%</b>	<b>9.3%</b>
<b>Total Third Quarter Sales</b>		<b>127,354</b>	<b>N/A</b>	<b>\$ 15.2</b>		
1500 Peebles Drive	Other	165,644		3.4		
1707 Northwood Drive	Detroit	28,750		2.2		
102601 NW 115th Avenue	South Florida	4,875		0.7		
102601 NW 115th Avenue	South Florida	6,000		0.8		
11923 Brookfield Avenue	Detroit	14,600		1.0		
7600 69th Avenue	Minneapolis/St. Paul	216,700		8.2		
3250 Quentin Street	Denver	144,464		16.0		
320 Reliance Road	Central Pennsylvania	65,390		2.5		
1214-B Freedom Road	Central Pennsylvania	32,799		4.4		
8200 Park Meadows Drive	Denver	90,219		14.2		
6547 S. Racine Circle	Denver	58,943		9.1		
2871 Research Drive	Detroit	49,543		3.7		
18212 Shawley Drive	Baltimore/D.C.	300,000		18.8		
1030 and 1060 Lone Oak Road <b>4th Quarter Property Sales</b>	Minneapolis/St. Paul	166,385		12.1		
		<b>1,344,312</b>		<b>\$ 97.1</b>	<b>6.7%</b>	<b>6.4%</b>
<b>Total Fourth Quarter Sales</b>		<b>1,344,312</b>	<b>N/A</b>	<b>\$ 97.1</b>		
<b>Total 2020 Sales</b>		<b>1,908,669</b>	<b>N/A</b>	<b>\$ 153.4</b>	<b>6.9%</b>	<b>7.2%</b>

<sup>(1)</sup> Stabilized cap rate on building sales (excluding land sales) represents the stabilized cash yield (stabilized cash NOI divided by the total expected stabilized investment). Cap rate at building sale (excluding land sales) represents the actual NOI for the previous twelve months prior to sale divided by the sales price. Straight-line rents, above/below market rents, lease inducement amortization and insurance proceeds, other than business interruption insurance proceeds, are not included in cash NOI.

# DEVELOPABLE SITE INVENTORY

(UNAUDITED) (AS OF MARCH 31, 2021)



Market/Location	Useable Land Area <sup>(1)</sup> (Acres)	Industrial Developable GLA (Est.) <sup>(1)</sup>
<b>OWNED LAND</b>		
First Park 94	167.7	3,200,000
<b>Chicago</b>	<b>167.7</b>	<b>3,200,000</b>
First Park 121	27.4	375,000
First I-20/35 Distribution Center	26.3	420,000
<b>Dallas/Ft. Worth</b>	<b>53.7</b>	<b>795,000</b>
First Aurora Commerce Center	84.8	1,288,000
<b>Denver</b>	<b>84.8</b>	<b>1,288,000</b>
First Wilson Logistics Center II	9.7	155,000
First March Logistics Center	22.8	419,000
First March Logistics Center II	4.9	133,000
First Rider Logistics Center	14.9	325,000
First Elm Logistics Center	5.1	84,000
First Harley Knox Logistics Center	9.2	169,000
<b>Inland Empire</b>	<b>66.6</b>	<b>1,285,000</b>
1960 Weaversville Road	8.6	105,000
<b>Lehigh Valley, PA</b>	<b>8.6</b>	<b>105,000</b>
First 95 Distribution Center II	19.6	340,000
FirstGate Commerce Center	9.3	131,000
First Park Miami	31.1	624,000
<b>Miami</b>	<b>60.0</b>	<b>1,095,000</b>
First Rockdale	41.5	700,000
<b>Nashville</b>	<b>41.5</b>	<b>700,000</b>
First Loop Logistics Park	25.7	343,000
<b>Orlando</b>	<b>25.7</b>	<b>343,000</b>
3764 Depot Road	3.1	37,000
First Stockton Logistics Center	58.0	1,200,000
<b>San Francisco</b>	<b>61.1</b>	<b>1,237,000</b>
First Steele	6.6	129,000
<b>Seattle</b>	<b>6.6</b>	<b>129,000</b>
Other Land Sites	115.0	926,000
<b>Various</b>	<b>115.0</b>	<b>926,000</b>
<b>TOTAL OF OWNED LAND</b>	<b>691.3</b>	<b>11,103,000</b>
<b>JOINT VENTURE LAND</b>		
PV 303 <sup>(2)</sup>	137.8	2,160,300
Camelback 303 <sup>(3)</sup>	569.1	8,924,400
<b>TOTAL OF JOINT VENTURE LAND (Phoenix)</b>	<b>706.9</b>	<b>11,084,700</b>

<sup>(1)</sup> Developable land area represents land acquired for future development or potential land sales. The developable GLA is based on the developable land area and a parcel by parcel estimate of the land to building ratio. Useable land area and developable/expandable GLA are estimated and can change periodically due to changes in the site design, road and storm water requirements, trailer parking, staging areas, type of building, condemnation, etc. Actual build out can be influenced by a number of factors including renegotiations with existing tenants, negotiations with new tenants, and in certain instances, zoning restrictions, assessments of market conditions and physical constraints for development.

<sup>(2)</sup> We own a 49% interest in the joint venture.

<sup>(3)</sup> We own a 43% interest in the joint venture.

# COMPONENTS OF NAV

(UNAUDITED) (IN 000's) (AS OF MARCH 31, 2021)



Quarterly NOI	83,017	
Stabilized Occupancy Adjustment (97.0% Occupancy)	2,177	(1)
Sales, Acquisitions/Developments Placed in Service and Developable Land Run Rate Adjustment	(776)	(2)
Stabilized Completed Developments Not in Service Adjustment (100% Occupancy)	240	(3)
Stabilized Acquisitions/Redevelopments Not in Service Adjustment (100% Occupancy)	739	(4)
<b>Adjusted NOI</b>	<b>\$ 85,397</b>	
	X 4	
<b>Annualized NOI</b>	<b>\$ 341,588</b>	
CIP and Associated Land for Developments Under Construction	103,606	
Cash and Cash Equivalents	97,723	
Restricted Cash	81,975	
Tenant Accounts Receivable, Net	8,914	
Investment in Joint Ventures	42,116	(5)
Furniture, Fixtures, Leasehold Improvements and Equipment, Net	1,748	
Prepaid Real Estate Taxes	2,308	
Earnest Money, Escrows and Other Deposits	37,408	
Developable Land Inventory	259,954	
<b>Total Other Assets</b>	<b>\$ 635,752</b>	
<b>Total Liabilities (Excluding Operating Lease Liabilities)</b>	<b>\$ 1,813,360</b>	
<b>Shares &amp; Units Outstanding</b>	<b>132,160</b>	

- (1) Adjustment reflects the potential NOI impact of leasing the in service portfolio to an average daily occupancy of 97.0%. This will add NOI when occupancy is below 97.0% and subtract from NOI when occupancy is above 97.0%. This adjustment excludes the impact of any future acquisitions or sales.
- (2) Adjustment reflects the NOI for any developments placed in service or acquisitions placed in service during the quarter, net of a deduction for the NOI realized from any properties that were sold or included in our developable site inventory during the quarter. See page 20 for acquisitions completed, page 22 for developments placed in service and page 24 for sales consummated during the quarter.
- (3) Adjustment reflects potential additional NOI impact of leasing completed developments not in service to 100% occupancy. See page 22 for a list of the completed developments not in service.
- (4) Adjustment reflects potential additional NOI impact of leasing acquisitions and redevelopments not in service to 100% occupancy. See page 12, footnote (3) for listing of properties.
- (5) Our interest in the Camelback 303 joint venture, is held through a partnership with a third party. We consolidate the partnership on our balance sheet. As a result, the investment in joint ventures balance is adjusted to remove the portion of the investment that is owned by the third party.

# OUTLOOK

(UNAUDITED)



Net Income  
 Add: Real Estate Depreciation/Amortization  
 Less: Gain on Sale of Real Estate Through April 21, 2021  
**FFO (NAREIT Definition) <sup>(A) (1)</sup>**

2021 Estimate	
Current Guidance	
Low End of Guidance for 2021 (Per share/unit)	High End of Guidance for 2021 (Per share/unit)
\$ 1.17	\$ 1.27
0.99	0.99
(0.31)	(0.31)
<b>\$ 1.85</b>	<b>\$ 1.95</b>

## ASSUMPTIONS: <sup>(1)</sup>

Average Quarter-End In Service Occupancy  
 Annual Same Store NOI Growth - Cash Basis Before Termination Fees  
 General and Administrative Expense (in millions)  
 Capitalized Interest (per share)

Low	High
95.75%	96.75%
3.50%	4.50%
\$ 33.0	\$ 34.0
\$ 0.05	\$ 0.05

<sup>(1)</sup> Guidance does not include the impact of:

- any future debt repurchases prior to maturity or future debt issuances, other than the expected payoff of an approximately \$58 million secured debt maturity in the third quarter at an interest rate of 4.85%,
- any future investments or property sales, other than the sale of a 36-acre land site in Central Pennsylvania,
- any future development starts except the incremental costs expected in 2021 related to the Company's developments completed and under construction as of March 31, 2021 and the expected second quarter starts of a two-building 375,000 square-foot development located in Dallas and a 588,000 square-foot development located in Denver, or
- any future equity issuances.





- (A) Investors in, and analysts following, the real estate industry utilize funds from operations ("FFO"), net operating income ("NOI"), adjusted EBITDA and adjusted funds from operations ("AFFO"), variously defined below, as supplemental performance measures. While we believe net income available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities, as defined by GAAP, is the most appropriate measure, we consider FFO, NOI, adjusted EBITDA and AFFO, given their wide use by, and relevance to investors and analysts, appropriate supplemental performance measures. FFO, reflecting the assumption that real estate asset values rise or fall with market conditions, principally adjusts for the effects of GAAP depreciation and amortization of real estate assets. NOI provides a measure of rental operations, and does not factor in depreciation and amortization and non-property specific expenses such as general and administrative expenses. Adjusted EBITDA provides a tool to further evaluate the ability to incur and service debt and to fund dividends and other cash needs. AFFO provides a tool to further evaluate the ability to fund dividends. In addition, FFO, NOI, adjusted EBITDA and AFFO are commonly used in various ratios, pricing multiples/yields and returns and valuation calculations used to measure financial position, performance and value.

In accordance with the NAREIT definition of FFO, we calculate FFO to be equal to net income available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities, plus depreciation and other amortization of real estate, plus impairment of real estate, minus gain or plus loss on sale of real estate, net of any income tax provision or benefit associated with the sale of real estate. We also exclude the same adjustments from our share of net income from unconsolidated joint ventures.

NOI is defined as our revenues, minus property expenses such as real estate taxes, repairs and maintenance, property management, utilities, insurance and other expenses.

Adjusted EBITDA is defined as NOI minus general and administrative expenses and the equity in FFO from our investment in joint ventures. For the three months ended March 31, 2020, \$1,204 of severance and retirement benefit expense included in general and administrative expense was not deducted to arrive at adjusted EBITDA.

AFFO is defined as adjusted EBITDA minus interest expense, minus capitalized interest and overhead, (minus)/plus amortization of debt discounts and hedge costs, minus straight-line rent, amortization of above (below) market leases and lease inducements, minus provision for income taxes or plus benefit for income taxes not allocable to gain on sale of real estate, plus amortization of equity based compensation, minus severance and retirement benefit expense and minus non-incremental capital expenditures. Non-incremental capital expenditures refer to building improvements and leasing costs required to maintain current revenues plus tenant improvements amortized back to the tenant over the lease term. Excluded are first generation leasing costs, capital expenditures underwritten at acquisition and development/redevelopment costs.

FFO, NOI, adjusted EBITDA and AFFO do not represent cash generated from operating activities in accordance with GAAP and are not necessarily indicative of cash available to fund cash needs, including the repayment of principal on debt and payment of dividends and distributions. FFO, NOI, adjusted EBITDA and AFFO should not be considered as substitutes for net income available to common stockholders and participating securities (calculated in accordance with GAAP) as a measure of results of operations or cash flows (calculated in accordance with GAAP) as a measure of liquidity. FFO, NOI, adjusted EBITDA and AFFO as currently calculated by us may not be comparable to similarly titled, but variously calculated, measures of other REITs.