



REITworld: 2023 Annual Conference  
November 2023

# Safe Harbor

This presentation contains 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) 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 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; technological developments, particularly those affecting supply chains and logistics; 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 for the year ended December 31, 2022, 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 SEC. 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 press release 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 SEC.



# Company Overview



# Strategy to Create Value



U.S. industrial platform  
focused on 15 key logistics markets  
with a Coastal orientation



Distribution/logistics  
critical supply chain  
properties



- Drive cash flow growth by:
- lease-up of developments
  - increasing rents
  - capturing rental rate bumps
  - sustaining occupancy



New investment primarily  
via profitable development  
of best-in-class assets



Strong balance sheet,  
prudent enterprise risk management

# 3Q23 Highlights <sup>(1)</sup>

## Portfolio Metrics

**95.4%**

Occupancy

97.1% ex development impact

**7.4%**

Cash Same Store  
NOI Growth

**39.4%**

Cash Rental Rate  
Increase

**60%**

Cash Rental Rate Increase on Signed Leases  
Commencing in 2023 Through October 19<sup>th</sup>(1)

### Development Leasing

- 100%, 132 KSF FirstGate Commerce Center, South Florida
- 100%, 421 KSF JV Camelback 303 Building B, Phoenix
- 50%, 699 KSF First Logistics Center @ 283 Building B, Central PA
- 4Q: 100% 37 KSF, First 92, NorCal; 17 KSF, First Loop Building 3, Orlando

### Dispositions

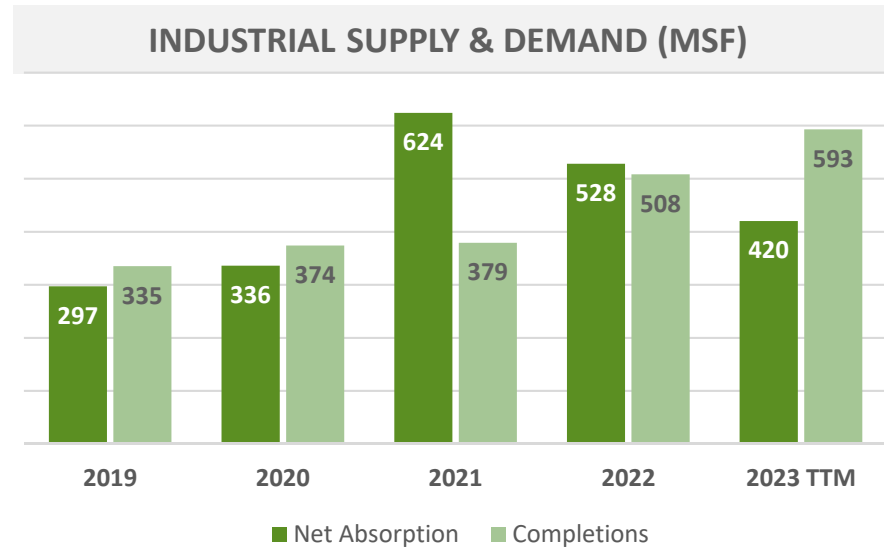
- 39 acres in Phoenix on balance sheet \$41M
- 5-year ground lease for remaining 100 acres on balance sheet with purchase option exercisable beginning in year three
- Three buildings in Detroit comprised of 32 KSF for a total of \$3M

### Acquisitions

- 38-acre site, Nashville, \$3M, 542 KSF developable

# U.S. Industrial Market Landscape

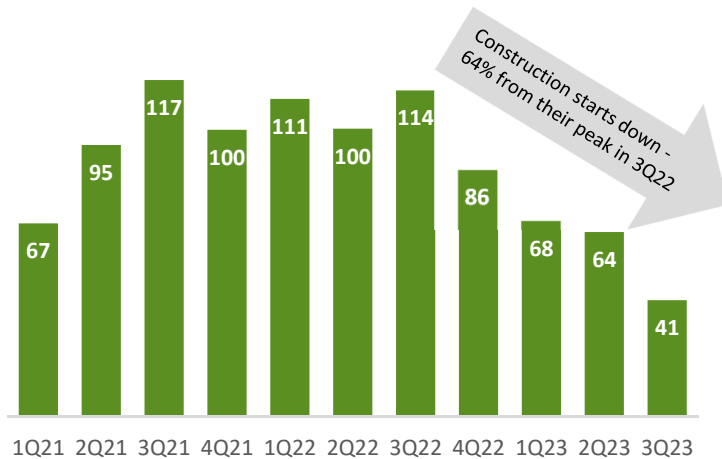
- National Market Metrics – 3Q23
  - Vacancy 4.2%
  - Net Absorption 420 MSF TTM
  - New Completions 593 MSF TTM
  - Under Construction 479 MSF
    - 27% pre-leased
    - 12 months-to-lease <sup>(1)</sup> assuming TTM pace of net absorption



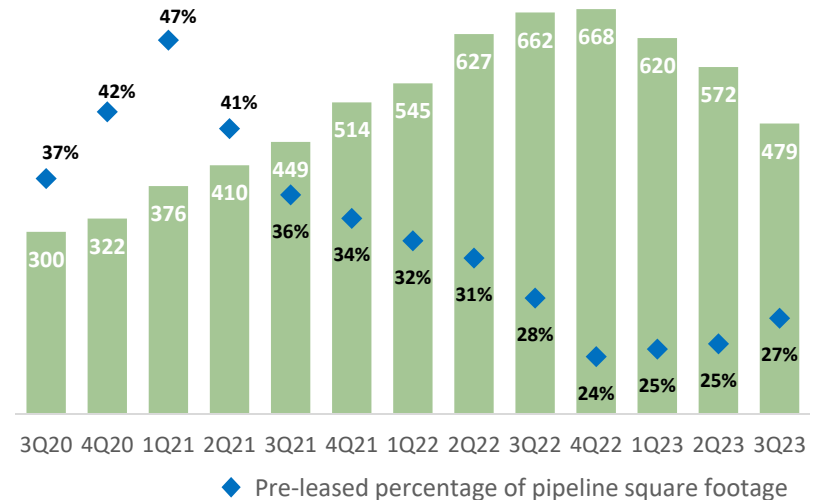
- Demand is softer than 2022 as tenants are cautious and taking more time to commit to new space
- Long-term e-commerce drivers intact; incremental demand from supply chain diversification and reshoring trends

# Construction Starts Decline; Pipelines Shrink

## Construction Starts (MSF)



## Construction Pipeline (MSF)

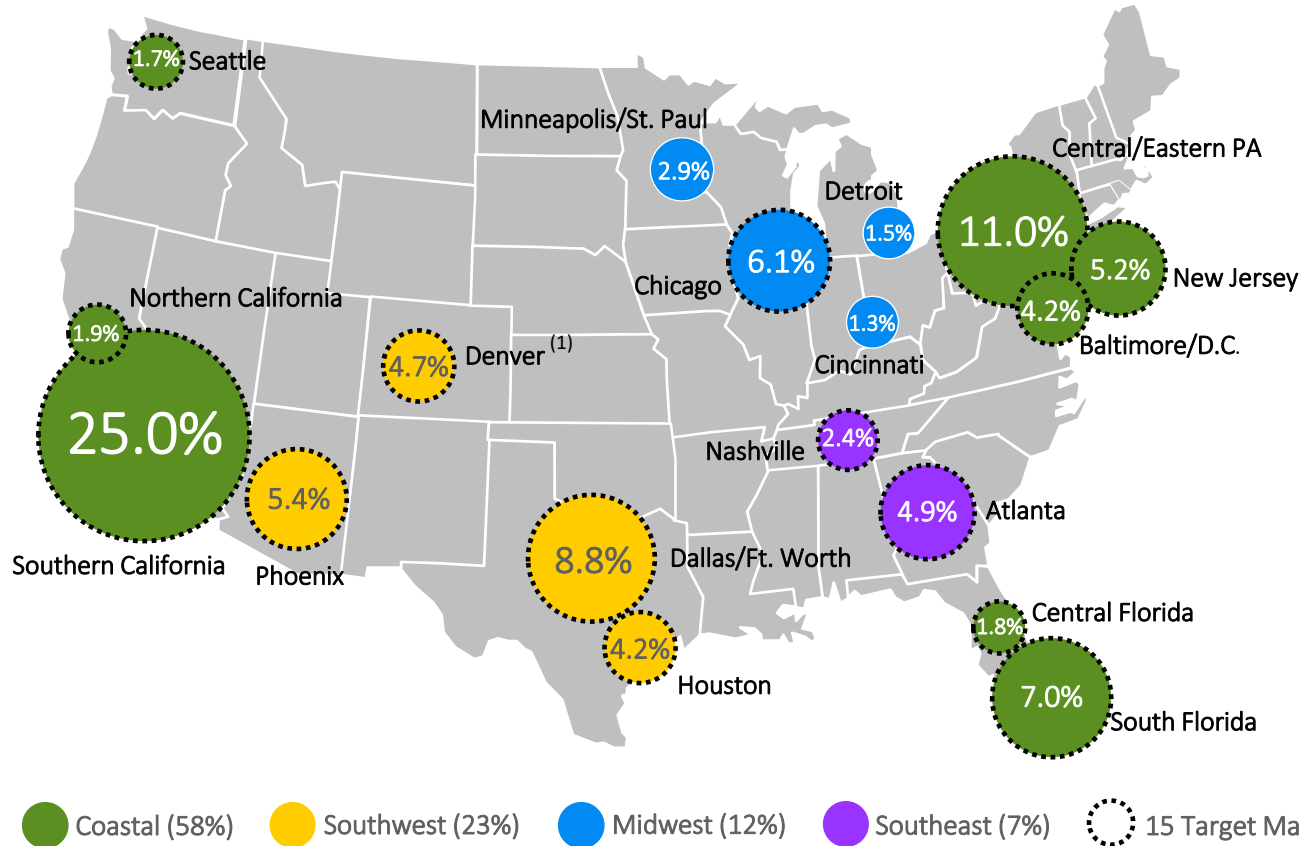


- Construction starts down 64% over 12 months
- Existing pipeline projects also facing delays suggesting further slowdown in deliveries
- Future new supply constrained by:
  - Lower availability and tighter lending standards from banks are slowing down/halting new projects
  - Scarcity of readily developable land in coastal and infill supply-chain centric markets

Pullback in new construction starts in 2023 may create a shortage of Class A first generation space in the coming years

# Portfolio Composition

% of Rental Revenue as of September 30, 2023



## Diverse Tenant Base

989 In Service tenants  
Top 20 = 25.6%

## Infill Portfolio

97% of SF within 30 miles of  
3.9M avg. population w/  
household income 10%  
greater than US median

## Development Impact

25.9 MSF added since 2012;  
≈ 41% of in-service portfolio

## YE 2023 objectives from Investor Day 2020

- 95% of FR's rental revenue from 15 target markets; 94.3% as of 3Q23
- 58% coastal as of 3Q23 - exceeds top end of 50-55% YE23 target

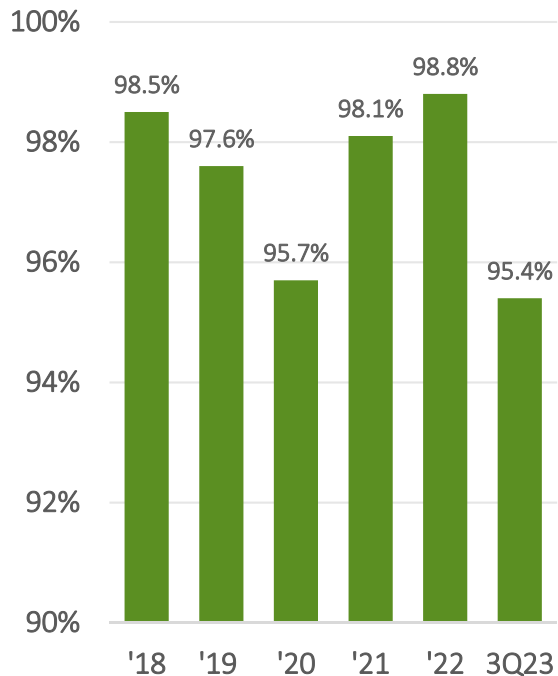
<sup>(1)</sup> Denver region includes one building in Salt Lake City, UT.



# Key Portfolio Cash Flow Metrics

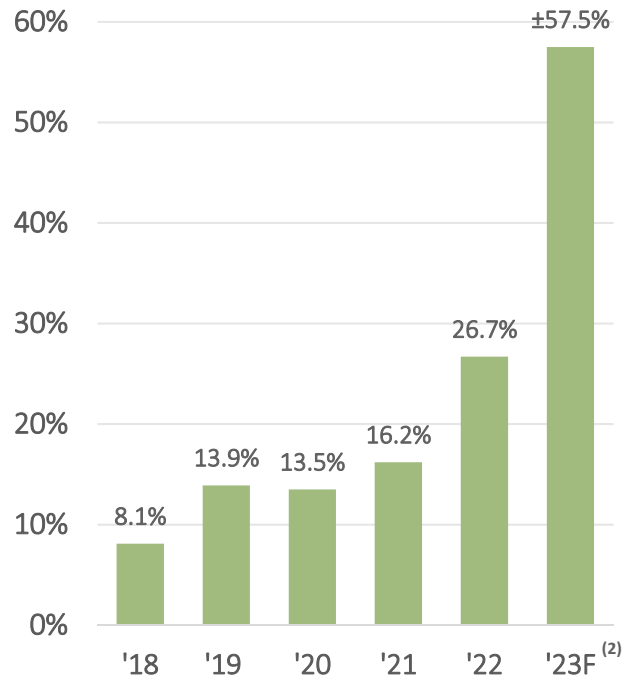
As of September 30, 2023

## OCCUPANCY (period end)



**3Q23 Occupancy**  
excluding developments  
placed in service impact  
= 97.1%

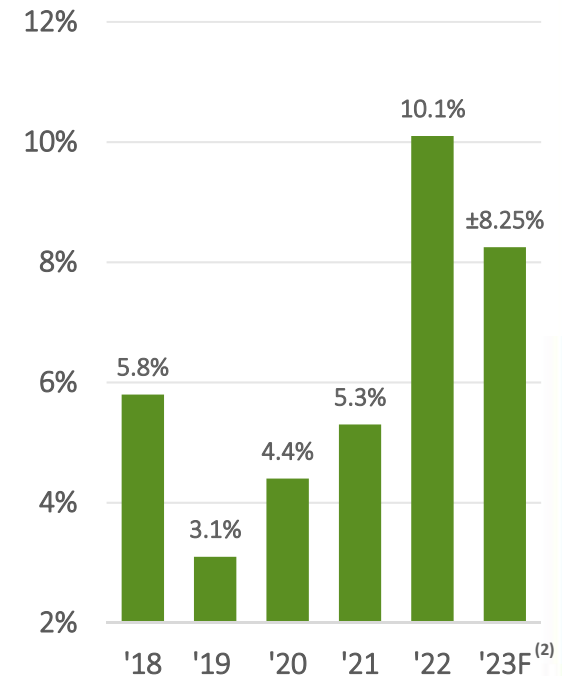
## CASH RENTAL RATES (period average)



**Capturing embedded rent growth within portfolio<sup>(2)</sup>**

60% cash increase on 97% of 2023 rollovers  
38% cash increase on 40% of 2024 rollovers

## CASH SAME STORE NOI<sup>(1)</sup> (full year)



# Financial Performance

FFO PER SHARE <sup>(1)</sup>



DIVIDEND PER SHARE



Quarterly dividend of  
\$0.32 annualized

<sup>(1)</sup> FFO per share excludes one-time items per disclosures in full year and quarterly results calls.

<sup>(2)</sup> 2023 FFO per share reflects midpoint of guidance before \$0.02 of income related to accelerated recognition of a tenant improvement reimbursement per press release dated October 18, 2023.

# Investment Activity



# Creating Value Through Development

	Total SF Placed In-Service	Total GAAP Investment (\$M)	Cash Yield	Margin % Range
2016-17	3,881,743	256	7.4%	±45%
2018	3,454,560	227	7.9%	101% - 111%
2019	4,428,701	325	6.7%	50% - 60%
2020	2,526,603	224	7.2%	99% - 109%
2021	883,529	98	6.6%	48% - 58%
2022	4,056,587	447	6.7%	31% - 41%
3Q23	2,080,068	271	6.7%	29% - 39%
<b>Totals</b>	<b>21,311,791</b>	<b>\$1,848</b>	<b>7.0%</b>	<b>53% - 63%</b>

Created ≈\$1B of value the last 7+ years or ≈\$8.35 per share of NAV

Developments Under Construction/Not In Service

≈\$235M potential value creation or \$1.75 per share of NAV

# Developments Placed in Service

As of September 30, 2023

Property	Market	SF	Estimated Investment (\$M)	\$/SF	% Leased <sup>(1)</sup>	Estimated Cash Yield <sup>(2)</sup>	Placed In Service Date
 First Lehigh Logistics Center	Central PA	105,000	15.6	149	100%	7.4%	1Q23
 First Loop Logistics Park – Buildings 1 & 2	Orlando	152,826	23.3	152	100%	6.1%	1Q23
 First Park Miami - Building 1	South Florida	219,040	42.1	192	100%	5.8%	2Q23
 First Park Miami - Building 10	South Florida	198,108	38.0	192	100%	7.8%	2Q23
 First Aurora Commerce Center Bldg. E	Denver	588,085	53.8	91	0%	6.0%	3Q23
 First Steele	Seattle	128,682	25.1	195	50%	5.4%	3Q23
 FirstGate Commerce Center	South Florida	131,683	25.4	193	100%	7.9%	3Q23
 First Park Miami - Building 13	South Florida	56,404	15.0	266	100%	6.4%	3Q23
 First Rockdale IV	Nashville	500,240	32.6	65	0%	8.3%	3Q23
<b>Total</b>		<b>2,080,068</b>	<b>\$270.9</b>	<b>\$130</b>	<b>45%</b>	<b>6.7%</b>	

Average potential margin is approximately 29% - 39%

<sup>(1)</sup> As of the Company's results press release dated October 18, 2023.

<sup>(2)</sup> Defined as first year stabilized cash NOI divided by GAAP investment basis.



# Developments Under Construction







As of September 30, 2023

Property	Market	SF	Estimated Investment (\$M)	\$/SF	% Leased <sup>(1)</sup>	Estimated Cash Yield <sup>(2)</sup>	Estimated Completion
 First State Crossing	Philadelphia/DE	358,848	60.5	169	-%	6.8%	4Q23
 First 92	NorCal	37,056	20.4	551	100%	4.5%	4Q23
 First Wilson Logistics Center II	Inland Empire	154,559	29.3	190	-%	7.9%	4Q23
 First Rider Logistics Center	Inland Empire	324,379	44.2	136	-%	11.0%	1Q24
 First Harley Knox Logistics Center	Inland Empire	158,730	30.8	194	-%	7.7%	1Q24
 First Park Miami - Building 12	South Florida	135,707	33.7	248	-%	6.9%	2Q24
 First Stockton Logistics Center	NorCal	1,015,791	126.1	124	-%	6.3%	2Q24
<b>Total</b>		<b>2,185,070</b>	<b>\$345.0</b>	<b>\$158</b>	<b>2%</b>	<b>7.2%</b>	

Average potential margin is approximately 35% - 45%  
100% in Coastal-oriented markets

# Completed Developments In Lease Up

As of September 30, 2023

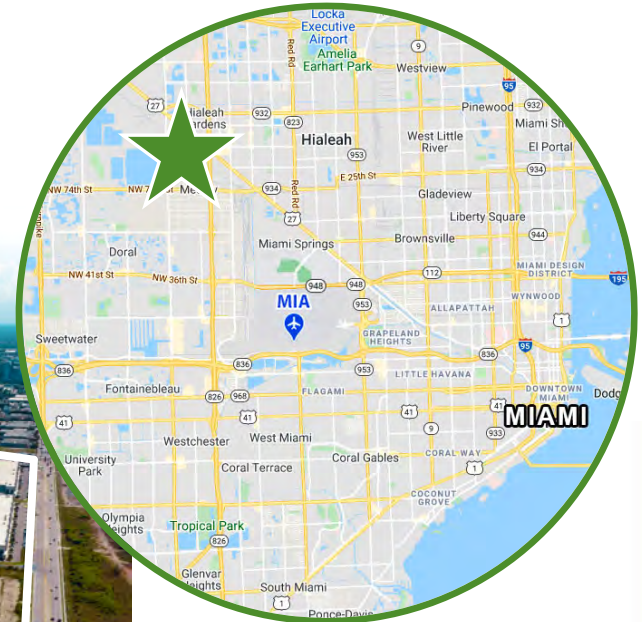
Property	Market	SF	Estimated Investment (\$M)	\$/SF	% Leased <sup>(1)</sup>	Estimated Cash Yield <sup>(2)</sup>	Completion
 First 76 Logistics Center	Denver	199,500	34.2	171	0%	5.4%	4Q22
 First Park 94 Building D	Chicago	451,022	37.5	83	0%	6.3%	4Q22
 First Loop Logistics Park – Buildings 3 & 4	Orlando	194,331	26.3	135	31%	6.6%	1Q23
 First Logistics Center @ 283 - Building B	Central PA	698,880	95.8	137	50%	5.4%	2Q23
 First Elm Logistics Center	Inland Empire	83,140	21.4	257	0%	8.6%	3Q23
 First Pioneer Logistics Center	Inland Empire	460,788	74.2	161	0%	9.7%	3Q23
<b>Total</b>		<b>2,087,661</b>	<b>\$289.4</b>	<b>\$139</b>	<b>20%</b>	<b>7.0%</b>	

Average potential margin is approximately 29% - 39%

# First Park Miami – Medley Submarket

Value Creation In Action

Bldg.	Size	Leased %	GAAP Investment	Cash Yield
<b>Complete</b>				
1	219,040	100%	\$42.1	5.8%
2	258,925	100%	\$42.2	5.8%
9	132,751	100%	\$21.8	7.9%
10	198,108	100%	\$38.0	7.8%
11	200,264	100%	\$32.8	7.1%
13	56,404	100%	\$15.0	6.4%
	<b>1,065,492</b>	<b>100%</b>	<b>\$191.9M</b>	<b>6.7%</b>
<b>In Process</b>				
12	135,707	0%	\$33.7	6.9%
	<b>135,707</b>	<b>0%</b>	<b>\$33.7M</b>	<b>6.9%</b>



## Future Growth

- 38 additional acres owned; 846 KSF developable
- ±21 acres from future takedown; 430 KSF developable



# Phoenix Value Creation

## Camelback 303 JV & PV 303 Balance Sheet



Camelback 303 – FR Interest = 43% Glendale, AZ	
JV Buildings In Process (3 Bldgs)	
Size	1.8 MSF
Est. Investment	\$210M <sup>(1)</sup>
\$/SF	\$117
% Leased	24%
Est. Cash Yield	6.8%
Est. Completion	1Q24
1Q23 JV Land Sale	
Size	31 acres
Sale Price	\$50M
FR Share of Gain + Incentive Fees Pre-tax	\$24M
3Q22 JV Land Sale	
Size	391 acres
Sale Price	\$255M
FR Share of Gain + Incentive Fees Pre-tax	\$104M

PV 303 Goodyear, AZ	
3Q23 Balance Sheet Sale	
Size	31 acres
Sale Price	\$41M
5-Year Ground Lease <sup>(2)</sup>	
Size	100 acres

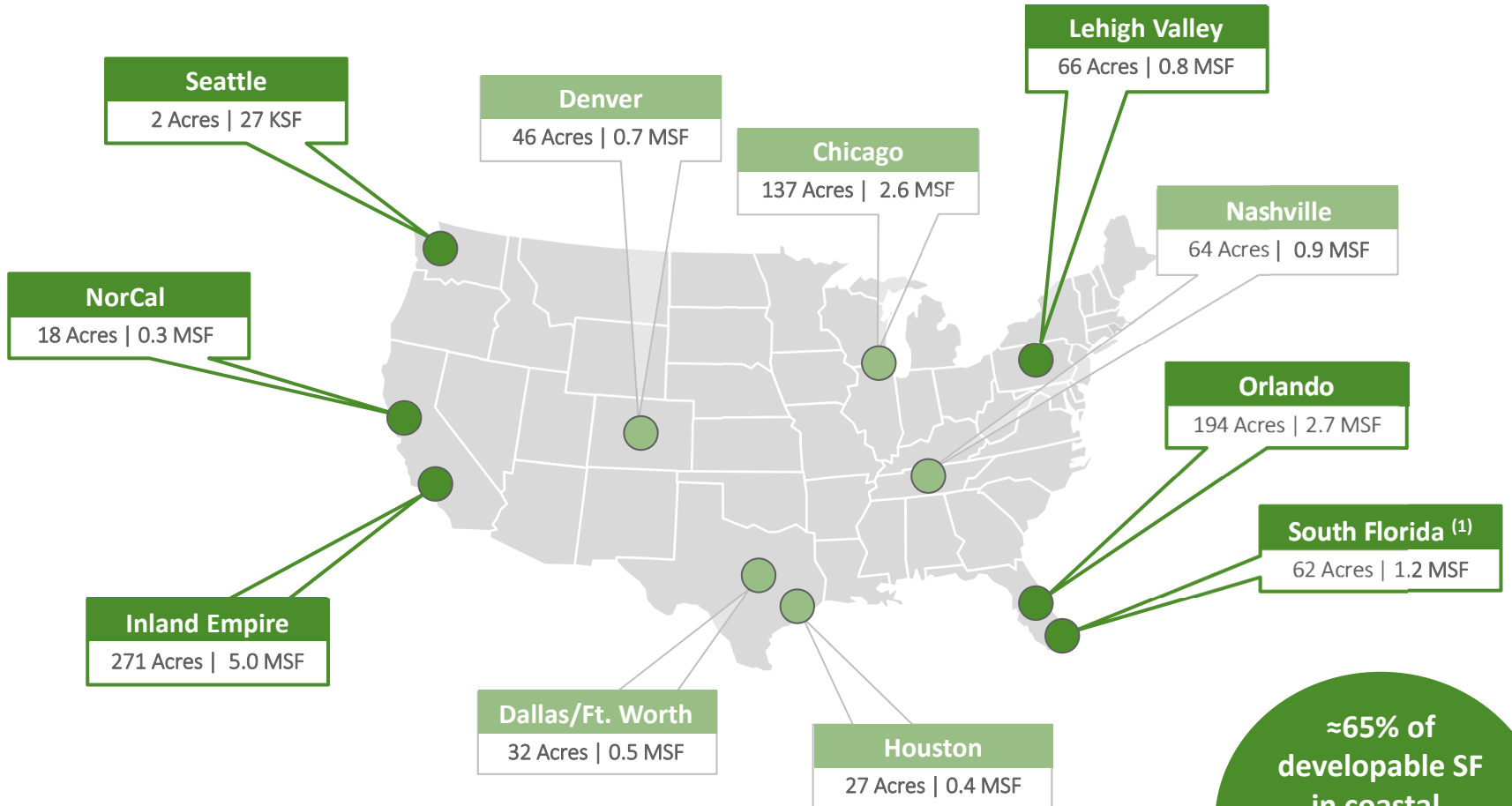
Significant value created/captured via transactions  
with data center users – higher & better use

<sup>(1)</sup> JV using construction financing to fund a portion of the total cost. FR's est. incremental cash out-of-pocket spend to complete these buildings ≈\$20M per 3Q22 results call October 20, 2022.

<sup>(2)</sup> Purchase option agreement beginning in year three.

# Strategically Located Land To Drive Growth

As of September 30, 2023



15.2 MSF (2) of potential development on balance sheet

≈65% of developable SF in coastal-oriented markets, higher by value

(1) Excludes approximately 40 acres of option land at First Park Miami developable to 860 KSF.  
(2) Map excludes additional land sites developable to 126 KSF.



# Corporate Responsibility

E



## Green Development

Environmentally-friendly features; 4.6 MSF LEED certified; volume program prototype established



## Improving Energy Efficiency

Efficient lighting: 91% of total SF, 52% LED; Investing in tracking/measurement



## Water Conservation

Increasing use of sensors, drought-resistant landscaping

S



## Charities & Investment

Impacting communities where we live and work



## Volunteer Paid Time Off

Employees serve charities of choice with two PTO days per year



## Diversity & Inclusion

Team-oriented culture, equal opportunity, equitable, training

G



## Tested Team & Platform

Experienced experts; investment in training for growth



## Valuable Relationships

Engagement with tenants, investors, business partners, communities, teammates



## Corporate Governance

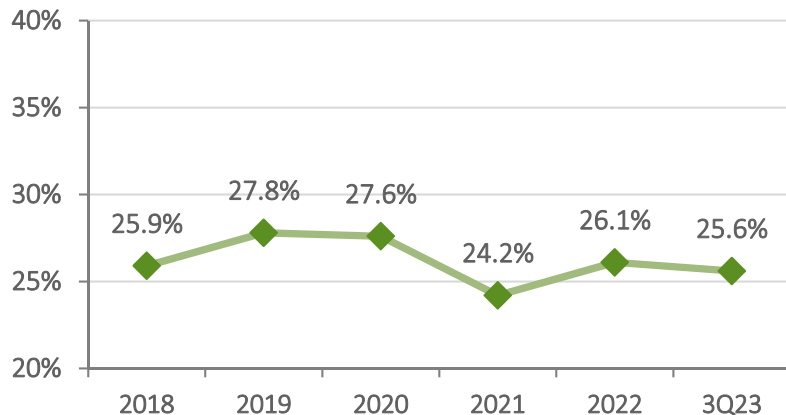
Policies/practices support growth, resilience, risk management; diverse membership

# Financial

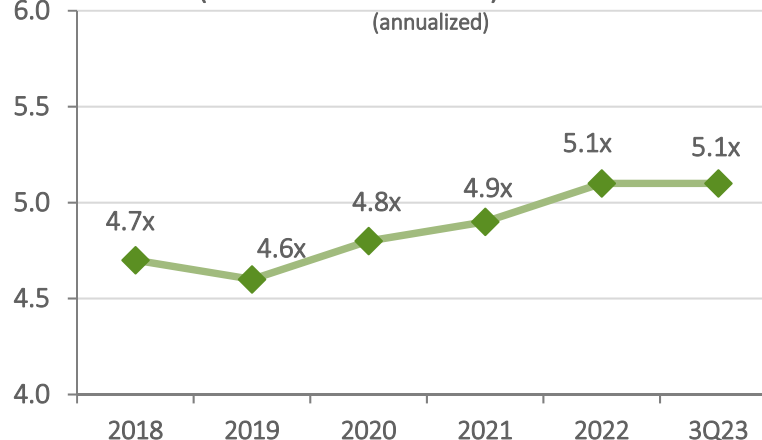


# Strong Balance Sheet

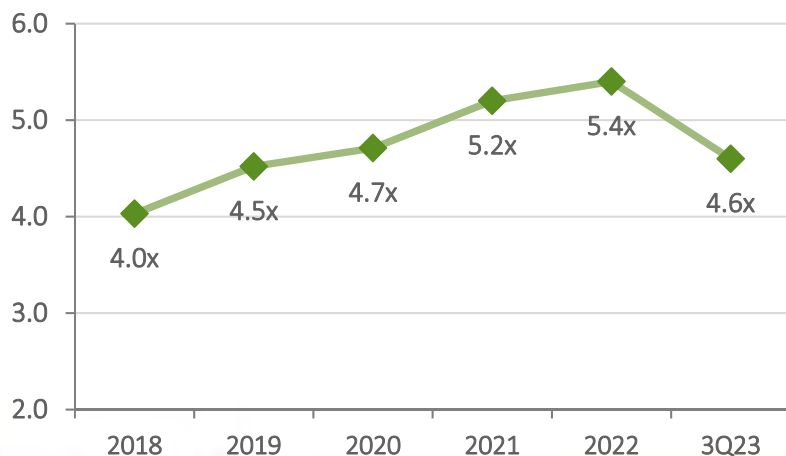
TOTAL LEVERAGE <sup>(1)</sup>



(DEBT + PREFERRED) TO EBITDA



FIXED CHARGE COVERAGE <sup>(1)</sup>



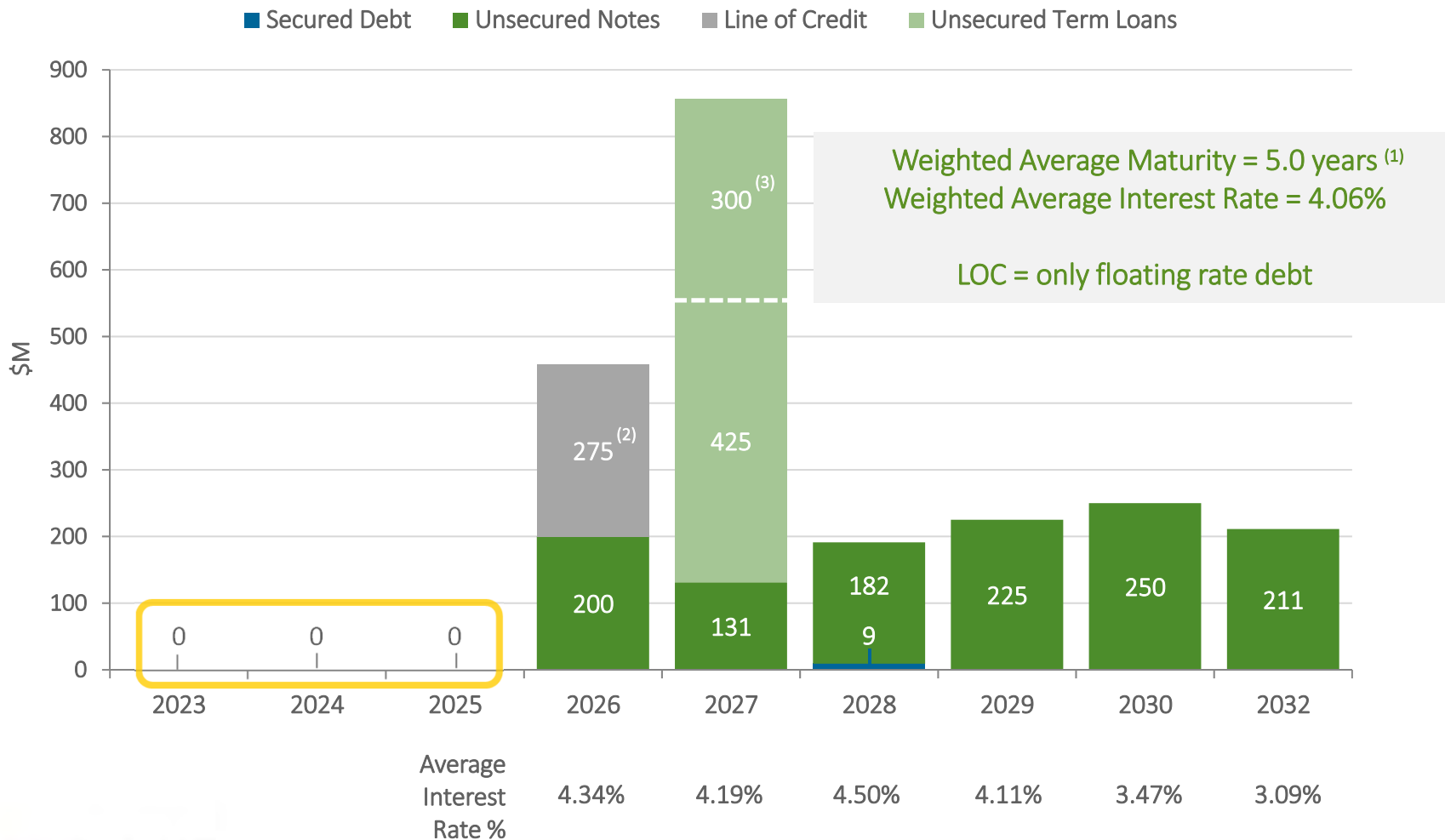
**Unsecured Balance Sheet**  
**Consolidated Secured Leverage Ratio <sup>(1)</sup> =**  
**0.5x at 3Q23**

<sup>(1)</sup> For 2018 - 2020, total leverage and fixed charge coverage are calculated in accordance with the Company's October 2017 line of credit (LOC) terms, with a cap rate of 6.25%. For 2021 and after, these metrics are calculated based on July 2021 LOC terms, with a cap rate of 5.75%.

# Manageable Maturity Schedule

No Maturities Until 2026 Assuming Extensions

As of September 30, 2023



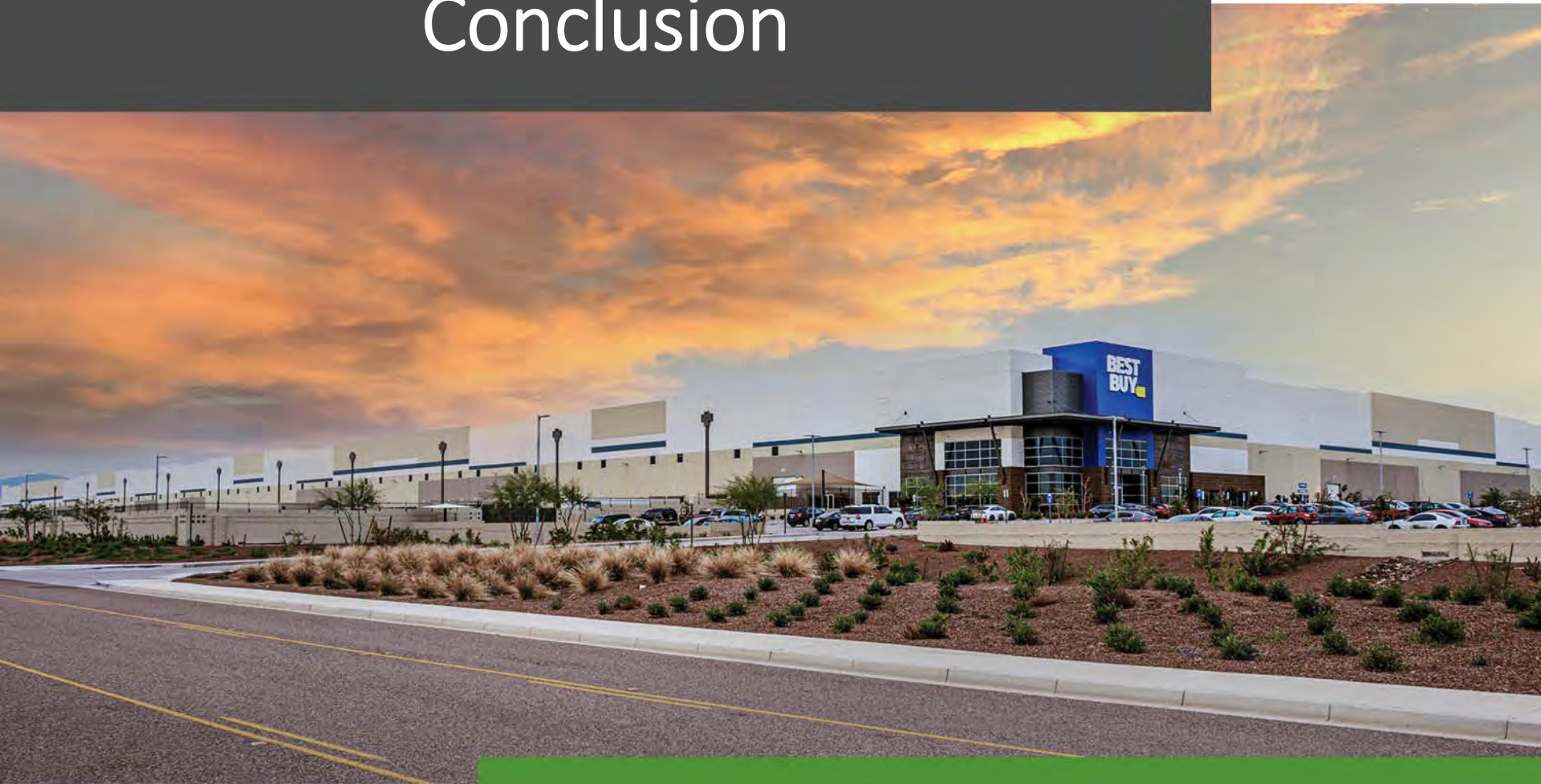
<sup>(1)</sup> Excludes unsecured line of credit. Assumes two one-year extensions for \$300M unsecured term loan.

<sup>(2)</sup> Assumes the exercise of the two 6-month extension options.

<sup>(3)</sup> Assumes the exercise of the two one-year extension options.



# Conclusion





# First Industrial's Investment Strengths

## GROWTH

Well-positioned to capitalize on long-term supply chain trends, rent growth opportunities within portfolio, development lease-up, and future developments on owned land at attractive basis

## FOCUS

Targeting investment in 15 key logistics markets with strategic land positions for growth; Coastal market orientation: 58% of rental income at 3Q23, achieved 2023 YE target from 2020 Investor Day

## PLATFORM

Drives superior portfolio and investment performance while managing risk

## RETURNS

On track to achieve opportunity to grow AFFO 9%+ per annum from 2021 through 2023 <sup>(1)</sup>

## VALUE

Ability to create and capture value internally/externally from growing rents and executing on investments, leveraging balance sheet landholdings