

# Supplemental Information March 31, 2012



## First Inland Logistics Center 24870 Nandina Avenue Moreno Valley, CA

692,000 Square Feet

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### March 31, 2012

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<sup>(1)</sup> The statement of operations and supplemental statement of operations provided in this supplemental information package present funds from operations, net operating income, EBITDA, funds available for distribution and same store net operating income, which are REIT industry financial measures that are not calculated in accordance with generally accepted accounting principles. Please see footnote (m) for a definition of these supplemental performance measures. Please see the supplemental statement of operations reconciliation for a reconciliation of certain captions in the supplemental statement of operations reported in this supplemental information package to the statement of operations as reported in the Company's filings with the Securities and Exchange Commission on Form 10-Q.



|  | March |            |    |           | December |           |
|--|-------|------------|----|-----------|----------|-----------|
|  |       | 31, 2012   |    | 31, 2011  |          | 31, 2010  |
| ASSETS   |       |            |    |           |          |           |
| Investment in Real Estate  | Φ.    | 054 507    | Φ  | 000.074   | Φ        | FF 4 000  |
| Land (a)   | \$    | 651,587    | \$ | 638,071   | \$       | 554,829   |
| Buildings and Improvements                                       |       | 2,387,895  |    | 2,326,245 |          | 2,061,266 |
| Construction in Progress   |       | 31,166     |    | 27,780    |          | 2,672     |
| Gross Real Estate Investment                                     |       | 3,070,648  |    | 2,992,096 |          | 2,618,767 |
| Less: Accumulated Depreciation                                   |       | (691,522)  |    | (658,729) |          | (509,634) |
| 2000. A toda malatoa Doprosiation                                |       | (001,022)  |    | (000,120) |          | (000,001) |
| Net Investment in Real Estate                                    |       | 2,379,126  |    | 2,333,367 |          | 2,109,133 |
| Real Estate and Other Assets Held for Sale, Net (b)              |       | 31,988     |    | 91,659    |          | 392,291   |
| Cash and Cash Equivalents  |       | 2,104      |    | 10,153    |          | 25,963    |
| Restricted Cash (c)  |       | · <u>-</u> |    | -         |          | 117       |
| Tenant Accounts Receivable, Net                                  |       | 2,881      |    | 3,062     |          | 3,064     |
| Investment in Joint Ventures                                     |       | 1,044      |    | 1,674     |          | 2,451     |
| Deferred Rent Receivable, Net                                    |       | 52,581     |    | 50,033    |          | 37,878    |
| Deferred Financing Costs, Net                                    |       | 14,397     |    | 15,244    |          | 15,351    |
| Deferred Leasing Intangibles, Net (a)                            |       | 39,590     |    | 38,037    |          | 39,718    |
| Prepaid Expenses and Other Assets, Net (d)                       |       | 116,995    |    | 123,428   |          | 124,088   |
| r repaid Expenses and Other Assets, Net (d)                      |       | 110,995    |    | 123,420   |          | 124,000   |
| Total Assets   | \$    | 2,640,706  | \$ | 2,666,657 | \$       | 2,750,054 |
| LIADULTEO AND FOLUTY   |       |            |    |           |          |           |
| LIABILITIES AND EQUITY   |       |            |    |           |          |           |
| Liabilities  Martagas and Other Leans Bayable, Net (a)           | ¢.    | 607 120    | φ  | 600.056   | Φ        | 40C OFF   |
| Mortgage and Other Loans Payable, Net (e)                        | \$    | 687,139    | \$ | 690,256   | \$       | 486,055   |
| Senior Unsecured Notes, Net (f) (g)                              |       | 640,182    |    | 640,227   |          | 879,529   |
| Unsecured Credit Facility (h)                                    |       | 115,000    |    | 149,000   |          | 376,184   |
| Mortgage Loan Payable on Real Estate Held for Sale               |       | -          |    | -         |          | 1,014     |
| Accounts Payable, Accrued Expenses and Other Liabilities, Net    |       | 67,409     |    | 71,470    |          | 67,326    |
| Deferred Leasing Intangibles, Net (a)                            |       | 16,856     |    | 16,567    |          | 18,519    |
| Rents Received in Advance and Security Deposits                  |       | 26,417     |    | 25,852    |          | 27,367    |
| Leasing Intangibles Held for Sale, Net (b)                       |       |            |    | 690       |          | 1,916     |
| Total Liabilities  |       | 1,553,003  |    | 1,594,062 |          | 1,857,910 |
| Commitments and Contingencies                                    |       | -          |    | -         |          | -         |
|  |       |            |    |           |          |           |
| Equity   |       |            |    |           |          |           |
| First Industrial Realty Trust, Inc.'s Stockholders' Equity       |       |            |    |           |          |           |
| Preferred Stock (g)  |       | -          |    | -         |          | -         |
| Common Stock   |       | 930        |    | 911       |          | 732       |
| Additional Paid-in-Capital                                       |       | 1,829,758  |    | 1,811,349 |          | 1,608,014 |
| Distributions in Excess of Accumulated Earnings                  |       | (637,572)  |    | (633,854) |          | (606,511) |
| Accumulated Other Comprehensive Loss                             |       | (11,172)   |    | (11,712)  |          | (15,339)  |
| Treasury Stock at Cost   |       | (140,018)  |    | (140,018) |          | (140,018) |
| Total First Industrial Realty Trust, Inc.'s Stockholders' Equity |       | 1,041,926  |    | 1,026,676 |          | 846,878   |
| Noncontrolling Interest (i)                                      |       | 45,777     |    | 45,919    |          | 45,266    |
| Total Equity   |       | 1,087,703  |    | 1,072,595 |          | 892,144   |
| Total Linkilities and Equity                                     | æ     | 0.640.700  | ¢  | 0.600.057 | ď        | 2.750.054 |
| Total Liabilities and Equity                                     | \$    | 2,640,706  | \$ | 2,666,657 | \$       | 2,750,054 |



|   | Quarte              | Ended               |
|---|---------------------|---------------------|
|   | March               | March               |
|   | 31, 2012            | 31, 2011            |
| REVENUES  | ф co 400            | Ф 04.000            |
| Rental Income Tenant Recoveries and Other Income                      | \$ 63,422<br>19,664 | \$ 61,680<br>20,137 |
| Total Revenues  | 83,086              | 81,817              |
| Total Neverlues   | 05,000              | 01,017              |
| EXPENSES  |                     |                     |
| Property Expenses   | 27,815              | 29,449              |
| General and Administrative  | 5,617               | 5,269               |
| Restructuring Costs   | -                   | 1,160               |
| Impairment of Real Estate   | (14)                | (2,779)             |
| Depreciation of Corporate FF&E  | 300                 | 405                 |
| Depreciation and Other Amortization of Real Estate                    | 32,640              | 27,151              |
| Total Expenses  | 66,358              | 60,655              |
|   |                     |                     |
| OTHER INCOME/(EXPENSE)  | 007                 | 000                 |
| Interest Income   | 927<br>(22,693)     | 980                 |
| Interest Expense (k) Amortization of Deferred Financing Costs         | (22,693)            | (26,739)<br>(1,085) |
| Mark-to-Market Gain on Interest Rate Protection Agreements (I)        | 124                 | (1,003)             |
| Gain (Loss) from Retirement of Debt (f)                               | 1                   | (1,026)             |
| Total Other Income/(Expense)  | (22,516)            | (27,826)            |
| (   | (==,0:0)            | (=:,===)            |
| LOSS FROM CONTINUING OPERATIONS BEFORE EQUITY IN INCOME               |                     |                     |
| OF JOINT VENTURES, GAIN ON CHANGE IN CONTROL OF                       |                     |                     |
| INTERESTS AND INCOME TAX BENEFIT                                      | (5,788)             | (6,664)             |
|   |                     |                     |
| Equity in Income of Joint Ventures                                    | 91                  | 36                  |
| Gain on Change in Control of Interests                                | 776                 | -                   |
| Income Tax Benefit  | 91                  | 78                  |
| LOSS FROM CONTINUING OPERATIONS                                       | (4,830)             | (6,550)             |
|   |                     |                     |
| Discontinued Operations:  |                     |                     |
| Loss Attributable to Discontinued Operations                          | (314)               | (1,128)             |
| Gain on Sale of Real Estate   | 6,199               | 3,804               |
| Provision for Income Taxes Allocable to Discontinued Operations       |                     | (509)               |
| Income from Discontinued Operations                                   | 5,885               | 2,167               |
| INCOME (LOSS) BEFORE GAIN ON SALE OF REAL ESTATE                      | 1.055               | (4,383)             |
| INCOME (1033) BEFORE GAIN ON SALE OF REAL ESTATE                      | 1,055               | (4,363)             |
| Gain on Sale of Real Estate   | _                   | _                   |
| Provision for Income Taxes Allocable to Gain on Sale of Real Estate   | _                   | -                   |
|   |                     |                     |
| NET INCOME (LOSS)   | 1,055               | (4,383)             |
|   |                     |                     |
| Net Loss Attributable to the Noncontrolling Interest                  | 207                 | 653                 |
| NET INCOME (LOSS) ATTRIBUTABLE TO FIRST INDUSTRIAL REALTY TRUST, INC. | 1,262               | (3,730)             |
|   | / ·                 | <del>.</del>        |
| Less: Preferred Dividends   | (4,762)             | (4,927)             |
| NET LOSS AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s           |                     |                     |
| COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES                      | \$ (3,500)          | \$ (8,657)          |
| COMMON CICCINICEDENC AND I ANTION ATING CECONITIES                    | Ψ (0,000)           | ψ (0,007)           |



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

|  | Quarter Ended |                     |    |                     |  |
|--|---------------|---------------------|----|---------------------|--|
|  |               | March<br>1, 2012    |    | March<br>31, 2011   |  |
| REVENUES   | •             | 04.004              | •  | 25.000              |  |
| Rental Income Tenant Recoveries and Other Income   | \$            | 64,664              | \$ | 65,028<br>21,981    |  |
| Total Revenues   | -             | 21,121<br>85,785    |    | 87,009              |  |
| rotal Nevertues  | -             | 05,705              |    | 07,009              |  |
| EXPENSES   |               |                     |    |                     |  |
| Property Expenses  |               | 28,588              |    | 31,445              |  |
| Total Property Expenses  |               | 28,588              |    | 31,445              |  |
| NET OPERATING INCOME   |               | 57,197              |    | 55,564              |  |
| FFO from Joint Ventures  |               | 201                 |    | 534                 |  |
| Mark-to-Market Gain on Interest Rate Protection Agreements (I)   |               | 124                 |    | 44                  |  |
| General and Administrative   |               | (5,617)             |    | (5,269)             |  |
|  |               |                     |    |                     |  |
| EBITDA   |               | 51,905              |    | 50,873              |  |
| Interest Expense (k) Restructuring Costs   |               | (22,693)            |    | (26,802)<br>(1,160) |  |
| Benefit (Provision) for Income Taxes   |               | 91                  |    | (431)               |  |
| Gain (Loss) from Retirement of Debt (f)  |               | 1                   |    | (1,026)             |  |
| Preferred Dividends  |               | (4,762)             |    | (4,927)             |  |
| Amortization of Deferred Financing Costs   |               | (875)               |    | (1,085)             |  |
| Depreciation of Corporate FF&E   |               | (300)               |    | (405)               |  |
| Impairment of Undepreciated Real Estate  |               | <u> </u>            |    | 595                 |  |
| FUNDO FROM ORFO (FIGURE FEG. (MARKET)  |               | 00.007              |    | 45.000              |  |
| FUNDS FROM OPERATIONS - FFO (NAREIT)   |               | 23,367              |    | 15,632              |  |
| Depreciation and Other Amortization Impairment of Depreciated Real Estate                                    |               | (32,769)<br>(1,246) |    | (28,015)<br>(543)   |  |
| Equity in Dep/Other Amortization of Joint Ventures   |               | (90)                |    | (188)               |  |
| Preferred Dividends  |               | 4,762               |    | 4,927               |  |
| Gain on Change in Control of Interests   |               | 776                 |    | ,02.                |  |
| Non-NAREIT Compliant Gain (n)  |               | 6,199               |    | 3,804               |  |
| Non-NAREIT Compliant Gain from Joint Ventures  |               | 56                  |    |                     |  |
| NET INCOME (LOSS)  |               | 1,055               |    | (4,383)             |  |
| Net Loss Attributable to the Noncontrolling Interest   |               | 207                 |    | 653                 |  |
| NET INCOME (LOSS) ATTRIBUTABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.  |               | 1,262               |    | (3,730)             |  |
| Less: Preferred Dividends  |               | (4,762)             |    | (4,927)             |  |
| NET LOCG AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST INC. In  |               |                     |    |                     |  |
| NET LOSS AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'S COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES | \$            | (3,500)             | \$ | (8,657)             |  |
| EBITDA   | \$            | 51,905              | \$ | 50,873              |  |
| Interest Expense   | •             | (22,693)            | *  | (26,802)            |  |
| Restructuring Costs  |               | -                   |    | (1,160)             |  |
| Benefit (Provision) for Income Taxes   |               | 91                  |    | (431)               |  |
| Mark-to-Market Gain on Interest Rate Protection Agreements (I)   |               | (124)               |    | (44)                |  |
| Preferred Dividends  |               | (4,762)             |    | (4,927)             |  |
| Straight-line Rental Income Adjustment Restricted Stock/Unit Amortization                                    |               | (1,079)             |    | (2,547)             |  |
| Non-Incremental Capital Expenditures (aa)  |               | 1,099<br>(9,877)    |    | 645<br>(9,431)      |  |
| Non-incremental Capital Experiordres (aa)  |               | (9,677)             |    | (9,431)             |  |
| FUNDS AVAILABLE FOR DISTRIBUTION - FAD   | \$            | 14,560              | \$ | 6,176               |  |
| COMMON DIVIDENDS/DISTRIBUTIONS   |               | N/A                 |    | N/A                 |  |
| BASIC AND DILUTED PER SHARE DATA:  |               |                     |    |                     |  |
| Funds From Operations (NAREIT) (m)   | \$            | 0.25                | \$ | 0.21                |  |
| Funds Available For Distribution (m)   | \$            | 0.16                | \$ | 0.08                |  |
| Net Loss Available to First Industrial Realty Trust, Inc.'s Common Stockholders and Participating Securities | \$            | (0.04)              | \$ | (0.12)              |  |
| Common Dividends/Distributions   |               | N/A                 |    | N/A                 |  |
| Weighted Avg. Shares/Unite Outstanding (a)   |               | Ω1 011              |    | 76 000              |  |
| Weighted Avg. Shares/Units Outstanding (o) Weighted Avg. Shares Outstanding (o)                              |               | 91,811<br>86,575    |    | 76,002<br>70,639    |  |





|  | Quarter Ended |                |    | ed                                    |
|--|---------------|----------------|----|---------------------------------------|
|  |               | March          |    | March                                 |
|  | 3             | 31, 2012       | 3  | 31, 2011                              |
| NET LOSS AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'S COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES | \$            | (3,500)        | \$ | (8,657)                               |
| Depreciation and Other Amortization of Real Estate   |               | 32,640         |    | 27,151                                |
| Depreciation and Other Amortization of Real Estate   |               | 400            |    | 004                                   |
| Included in Discontinued Operations Impairment of Depreciated Real Estate                                    |               | 129<br>(14)    |    | 864<br>(2,184)                        |
| Impairment of Depreciated Real Estate  |               | (14)           |    | (2,104)                               |
| Included in Discontinued Operations  |               | 1,260          |    | 2,727                                 |
| Noncontrolling Interest  |               | (207)          |    | (653)                                 |
| Equity in Dep/Other Amortization of Joint Ventures   |               | 90             |    | 188                                   |
| Gain on Change in Control of Interests   |               | (776)          |    | - (0.004)                             |
| Non-NAREIT Compliant Gain (n)  |               | (6,199)        |    | (3,804)                               |
| Non-NAREIT Compliant Gain from Joint Ventures  |               | (56)           |    |                                       |
| FUNDS FROM OPERATIONS (NAREIT) (m)   | \$            | 23,367         | \$ | 15,632                                |
| (Gain) Loss from Retirement of Debt (f)  |               | (1)            |    | 1,026                                 |
| Restricted Stock/Unit Amortization   |               | 1,099          |    | 645                                   |
| Amortization of Deferred Financing Costs   |               | 875<br>300     |    | 1,085<br>405                          |
| Depreciation of Corporate FF&E Impairment of Undepreciated Real Estate                                       |               | 300            |    | (595)                                 |
| Mark-to-Market Gain on Interest Rate Protection Agreements (I)   |               | (124)          |    | (44)                                  |
| Non-Incremental Capital Expenditures (aa)  |               | (9,877)        |    | (9,431)                               |
| Straight-line Rental Income Adjustment   |               | (1,079)        |    | (2,547)                               |
| FUNDS AVAILABLE FOR DISTRIBUTION ("FAD") (m)   | \$            | 14,560         | \$ | 6,176                                 |
| NET LOSS AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s  |               |                |    |                                       |
| COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES   | \$            | (3,500)        | \$ | (8,657)                               |
| Interest Expense (k)   |               | 22,693         |    | 26,802                                |
| Restructuring Costs  |               | -              |    | 1,160                                 |
| Depreciation and Other Amortization of Real Estate   |               | 32,640         |    | 27,151                                |
| Depreciation and Other Amortization of Real Estate Included in Discontinued Operations                       |               | 129            |    | 864                                   |
| Impairment of Depreciated Real Estate  |               | (14)           |    | (2,184)                               |
| Impairment of Depreciated Real Estate  |               | ( · · /        |    | (=, : • · )                           |
| Included in Discontinued Operations  |               | 1,260          |    | 2,727                                 |
| Impairment of Undepreciated Real Estate  |               | -              |    | (595)                                 |
| Preferred Dividends  |               | 4,762          |    | 4,927                                 |
| (Benefit) Provision for Income Taxes   |               | (91)           |    | 431<br>(653)                          |
| Noncontrolling Interest (Gain) Loss from Retirement of Debt (f)  |               | (207)<br>(1)   |    | (653)<br>1,026                        |
| Amortization of Deferred Financing Costs   |               | 875            |    | 1,085                                 |
| Depreciation of Corporate FF&E   |               | 300            |    | 405                                   |
| Equity in Dep/Other Amortization of Joint Ventures   |               | 90             |    | 188                                   |
| Gain on Change in Control of Interests   |               | (776)          |    | -                                     |
| Non-NAREIT Compliant Gain (n)  |               | (6,199)        |    | (3,804)                               |
| Non-NAREIT Compliant Gain from Joint Ventures  |               | (56)           |    |                                       |
| EBITDA (m)   | \$            | 51,905         | \$ | 50,873                                |
| General and Administrative   |               | 5,617          |    | 5,269                                 |
| Mark-to-Market Gain on Interest Rate Protection Agreements (I) FFO from Joint Ventures                       |               | (124)<br>(201) |    | (44)<br>(534)                         |
|  |               | · · ·          |    | · · · · · · · · · · · · · · · · · · · |
| NET OPERATING INCOME (m)   | \$            | 57,197         | \$ | 55,564                                |



### Supplemental Statement of Operations Reconciliation (m)

By Quarter

(UNAUDITED) (IN 000'S)

|   | Quarter Ended |             |    |         |
|---|---------------|-------------|----|---------|
|   | March         |             | I  | March   |
|   | 3             | 1, 2012     | 3  | 1, 2011 |
| REVENUES  |               |             |    |         |
| Total Revenues per the Form 10-Q/Press Release  | \$            | 83,086      | \$ | 81,817  |
| Interest Income   |               | 927         |    | 980     |
| Fees Earned from Joint Ventures   |               | (76)        |    | (310)   |
| Revenues from Discontinued Operations   |               | 1,848       |    | 4,522   |
| Total Revenues per the Supplemental   | \$            | 85,785      | \$ | 87,009  |
| EXPENSES  |               |             |    |         |
| Property Expenses per the Form 10-Q/Press Release                                       | \$            | 27,815      | \$ | 29,449  |
| Property Expenses from Discontinued Operations  | Ψ             | 773         | Ψ  | 1,996   |
| Property Expenses per the Supplemental  | \$            | 28,588      | \$ | 31,445  |
|   |               |             |    |         |
| IMPAIRMENT OF REAL ESTATE Impairment of Real Estate per the Form 10-Q/Press Release     | \$            | (14)        | \$ | (2,779) |
| Impairment of Real Estate from Discontinued Operations                                  | Ψ             | 1,260       | Ψ  | 2,727   |
| Impairment of Undepreciated and Depreciated Real Estate per the Supplemental            | \$            | 1,246       | \$ | (52)    |
|   |               |             | -  | (- /    |
| DEPRECIATION AND OTHER AMORTIZATION   |               |             |    |         |
| Depreciation and Other Amortization per the Form 10-Q/Press Release                     | \$            | 32,940      | \$ | 27,556  |
| Depreciation and Other Amortization from Discontinued Operations                        |               | 129         |    | 864     |
| Less: Depreciation of Corporate FF&E  |               | (300)       |    | (405)   |
| Depreciation and Other Amortization per the Supplemental                                | \$            | 32,769      | \$ | 28,015  |
| INTEREST EXPENSE  |               |             |    |         |
| Interest Expense per the Form 10-Q/Press Release  | \$            | 22,693      | \$ | 26,739  |
| Interest Expense from Discontinued Operations   |               | -           |    | 63      |
| Interest Expense per the Supplemental   | \$            | 22,693      | \$ | 26,802  |
| NADELT COMPLIANT ECONOMIC CAIN  |               |             |    |         |
| NAREIT COMPLIANT ECONOMIC GAIN  Gain on Sale of Real Estate per Form 10-Q/Press Release | \$            |             | \$ |         |
| Gain on Sale of Real Estate from Discontinued Operations                                | Φ             | 6,199       | φ  | 3,804   |
| Non-NAREIT Compliant Gain   |               | (6,199)     |    | (3,804) |
| NAREIT Compliant Economic Gain per the Supplemental                                     | \$            | (0,199)     | \$ | (3,004) |
| 10 th 211 Compliant Economic Cam por the Cappionicinal                                  | Ψ             |             | Ψ  |         |
| FFO FROM JOINT VENTURES   | •             |             | •  |         |
| Equity in Income of Joint Ventures per the Form 10-Q/Press Release                      | \$            | 91          | \$ | 36      |
| Fees Earned from Joint Ventures   |               | 76          |    | 310     |
| Equity in Dep/Other Amortization of Joint Ventures                                      |               | 90          |    | 188     |
| Non-NAREIT Compliant Gain from Joint Ventures   | Ф.            | (56)<br>201 | \$ | 534     |
| FFO from Joint Ventures per the Supplemental  | \$            | 201         | Φ  | 534     |



|  | March<br>31, 2012 |                 |    | March<br>31, 2011 |  |
|--|-------------------|-----------------|----|-------------------|--|
| COMMON STOCK                                     |                   |                 |    |                   |  |
| Common Shares and Partnership Units Outstanding  |                   | 00.007          |    | 77.005            |  |
| Common Shares Partnership Units (p)              |                   | 88,637<br>5,226 |    | 77,965<br>5,363   |  |
| Total  |                   | 93,863          |    | 83,328            |  |
|  |                   | 00,000          |    | 00,020            |  |
| Basic & Diluted                                  |                   |                 |    |                   |  |
| Weighted Avg. Shares/Units Outstanding (o)       |                   | 91,811          |    | 76,002            |  |
| Weighted Avg. Shares Outstanding (o)             |                   | 86,575          |    | 70,639            |  |
| Common Shares Trading Volume                     |                   |                 |    |                   |  |
| Average Daily Volume (Shares)                    |                   | 654             |    | 1,275             |  |
| Average Daily Volume (Dollars) (q)               | \$                | 7,593           | \$ | 13,541            |  |
| As a % of Common Shares                          |                   | 0.74%           |    | 1.64%             |  |
| Common Share Price Range                         |                   |                 |    |                   |  |
| Quarterly High                                   | \$                | 12.38           | \$ | 11.89             |  |
| Quarterly Low                                    | Ψ                 | 10.30           | Ψ  | 9.45              |  |
| Quarterly Average (r)                            |                   | 11.61           |    | 10.62             |  |
| End of Quarter                                   |                   | 12.35           |    | 11.89             |  |
| PREFERRED STOCK                                  |                   |                 |    |                   |  |
| Series F Preferred Depositary Shares Outstanding |                   | 50              |    | 50                |  |
| Series F Preferred Depositary Shares Book Value  | \$                | 1,000.00        | \$ | 1,000.00          |  |
| •  | ·                 | ,               | •  | •                 |  |
| Series G Preferred Depositary Shares Outstanding |                   | 25              |    | 25                |  |
| Series G Preferred Depositary Shares Book Value  | \$                | 1,000.00        | \$ | 1,000.00          |  |
| Series J Preferred Depositary Shares Outstanding |                   | 6,000           |    | 6,000             |  |
| Series J Preferred Depositary Shares Book Value  | \$                | 25.00           | \$ | 25.00             |  |
| Series K Preferred Depositary Shares Outstanding |                   | 2,000           |    | 2,000             |  |
| Series K Preferred Depositary Shares Book Value  | \$                | 25.00           | \$ | 25.00             |  |
| CADITALIZATION                                   |                   |                 |    |                   |  |
| CAPITALIZATION  Book Value of Preferred Stock    |                   | 275,000         |    | 275,000           |  |
| Market Value of Common Equity                    |                   | 1,159,208       |    | 990,770           |  |
| Market Capitalization                            | \$                | 1,434,208       | \$ | 1,265,770         |  |
| Total Debt                                       | Ψ                 | 1,442,321       | Ψ  | 1,618,198         |  |
| Total Maybet Conitalination                      |                   |                 |    |                   |  |
| Total Market Capitalization                      | \$                | 2,876,529       | \$ | 2,883,968         |  |
| (Market Capitalization + Total Debt)             |                   |                 |    |                   |  |



#### **RESEARCH**

| Current Analysts Coverage         | Contact         |
|-----------------------------------|-----------------|
| BMO Capital Markets               | Paul Adornato   |
| Credit Suisse                     | Andrew Rosivach |
| GreenStreet Advisors              | John Stewart    |
| Janney Montgomery Scott           | Daniel Donlan   |
| J.P. Morgan Securities            | Michael Mueller |
| Keybanc Capital Markets           | Craig Mailman   |
| Macquarie Research Equities (USA) | Ki Bin Kim      |
| Raymond James & Associates        | Paul Puryear    |
| RBC Capital Markets               | Dave Rodgers    |
| Standard & Poor's Stock Report    | Robert McMillan |

#### **INSTITUTIONAL OWNERSHIP**

|   |        | % of         |
|---|--------|--------------|
|   | Shares | Common       |
|   | Owned  | Shares/Units |
| Top Ten Institutional Holders 13F, UK UT, CAN MF and Offsh Fd               | 44,441 | 47.3%        |
| Top Twenty Institutional Holders 13F, UK UT, CAN MF and Offsh Fd            | 56,137 | 59.8%        |
| Total Shares Held by Institutions 13F, UK UT, CAN MF and Offsh Fd           | 74,283 | 79.1%        |
| Total Number of Institutional Shareholders 13F, UK UT, CAN MF, and Offsh Fd | 215    |              |

Source: Based on information compiled by Thomson Financial and using total outstanding shares and units of 93,862,905. This information may reflect filing and/or reporting lags.



# Balance Sheet Debt Analysis By Quarter

(UNAUDITED) (IN 000'S)

|  |        |                |      |                  |    | Quarter     | End      | ed         |
|--|--------|----------------|------|------------------|----|-------------|----------|------------|
|  |        |                |      |                  |    | March       |          | March      |
| DEBT OUTSTANDING                                     |        |                |      |                  |    | 31, 2012    |          | 31, 2011   |
| Outstanding Balance                                  |        |                |      |                  |    | ,           |          | ·          |
| Mortgage and Other Loans Payable (e)                 |        |                |      |                  | \$ | 687,139     | \$       | 451,954    |
| Unsecured Credit Facility (h)                        |        |                |      |                  | •  | 115,000     | •        | 286,108    |
| Senior Unsecured Notes, net (f) (g)                  |        |                |      |                  |    | 640,182     |          | 880,136    |
| (4)  |        |                |      |                  | \$ | 1,442,321   | \$       | 1,618,198  |
| Average Outstanding Balance                          |        |                |      |                  |    | .,,         | <u> </u> | 1,010,100  |
| Mortgage and Other Loans Payable (e)                 |        |                |      |                  | \$ | 688,226     | \$       | 473,012    |
| Unsecured Credit Facility (h)                        |        |                |      |                  | Ψ  | 174,198     | Ψ        | 360,056    |
| Senior Unsecured Notes, net (f) (g)                  |        |                |      |                  |    | 640,019     |          | 879,738    |
| Sellior Offsecured Notes, flet (i) (g)               |        |                |      |                  | \$ | 1,502,443   | \$       | 1,712,806  |
| Interest Rate Structure                              |        |                |      |                  | Ψ  | 1,302,443   | Ψ        | 1,7 12,000 |
|  |        |                |      |                  | Φ  | 4 007 004   | Φ        | 4 000 000  |
| Fixed  |        |                |      |                  | \$ | 1,327,321   | \$       | 1,332,090  |
| Floating   |        |                |      |                  |    | 115,000     | _        | 286,108    |
|  |        |                |      |                  | \$ | 1,442,321   | \$       | 1,618,198  |
| Average Interest Rates                               |        |                |      |                  |    |             |          |            |
| Mortgage and Other Loans Payable (e)                 |        |                |      |                  |    | 6.35%       |          | 7.51%      |
| Unsecured Credit Facility (h)                        |        |                |      |                  |    | 2.40%       |          | 3.40%      |
| Senior Unsecured Notes, net (f) (g)                  |        |                |      |                  |    | 7.02%       |          | 6.92%      |
| Total Weighted Average                               |        |                |      |                  |    | 6.18%       |          | 6.35%      |
|  |        |                |      |                  |    |             |          |            |
| DEBT RATIOS  |        |                |      |                  |    |             |          |            |
| Unencumbered Real Estate / Total Real Estate         |        |                |      |                  |    | 64.4%       |          | 74.9%      |
|  |        |                |      |                  |    |             |          |            |
| COVERAGE RATIOS                                      |        |                |      |                  |    |             |          |            |
| Interest Coverage - EBITDA                           |        |                |      |                  |    | 2.3x        |          | 1.9x       |
| (EBITDA / GAAP Interest Expense)                     |        |                |      |                  |    |             |          |            |
|  |        |                |      |                  |    |             |          |            |
| Fixed Charge Coverage - EBITDA                       |        |                |      |                  |    | 1.7x        |          | 1.5x       |
| (EBITDA / (GAAP Interest Expense + Principal Amort.  | + Pref | erred Dividend | ds)) |                  |    |             |          |            |
|  |        |                |      |                  |    |             |          |            |
| PRINCIPAL AMORTIZATION                               |        |                |      |                  |    | 3,101       |          | 1,901      |
|  |        |                |      |                  |    |             |          |            |
| DEBT MATURITY  |        |                |      |                  |    |             |          |            |
| Weighted Average Maturity in Years as of 3/31/12 (1) | )      |                |      |                  |    | 6.6         |          | 7.2        |
|  |        |                |      |                  |    |             |          |            |
|  | Mor    | tgage and      |      |                  |    | Senior      |          |            |
|  |        | ner Loans      | U    | nsecured         | ı  | Unsecured   |          |            |
| Debt Maturity and Scheduled Principal Amortization   |        | yable (e)      | Cred | lit Facility (h) |    | Notes (g)   |          | Total      |
| Payments By Year as of 3/31/12 (2)                   |        | ., 42.5 (5)    |      |                  |    | 110100 (g)  |          | . 010.     |
| 2012   | \$     | 9,588          | \$   | _                | \$ | 61,829      | \$       | 71,417     |
| 2013   | Ψ      | 13,164         | Ψ    | _                | Ψ  | 01,020      | Ψ        | 13,164     |
| 2014   |        | 65,269         |      | 115,000          |    | 90,794      |          | 271,063    |
| 2014   |        | 62,088         |      | 113,000          |    | 30,734      |          | 62,088     |
| 2016   |        | 133,788        |      | -                |    | 159,679     |          |            |
|  |        |                |      | -                |    |             |          | 293,467    |
| 2017   |        | 9,780          |      | -                |    | 166,505     |          | 176,285    |
| 2018   |        | 166,164        |      | -                |    | -           |          | 166,164    |
| 2019   |        | 74,157         |      | -                |    | -           |          | 74,157     |
| 2020   |        | 88,496         |      | -                |    | -           |          | 88,496     |
| 2021   |        | 64,356         |      | -                |    | -           |          | 64,356     |
| 2022   |        | -              |      | -                |    | -           |          | -          |
| Thereafter   |        | -              |      |                  |    | 165,615     |          | 165,615    |
|  |        |                |      | _                |    | <del></del> |          |            |

<sup>(1)</sup> Weighted average maturity includes senior unsecured notes and mortgage and other loans payable and excludes the unsecured line of credit.

\$

**Total Debt** 

686,850

115,000

\$

644,422

1,446,272

<sup>(2)</sup> The debt maturity schedule reflects the maturity dates and amounts with respect to principal and scheduled amortization payments. The schedule excludes premiums and discounts.



Quarter Ended March March 31, 2012 31, 2011 **COMMON STOCK DIVIDENDS** Dividends per Share/Unit N/A N/A Common Shareholders' Record Date N/A N/A Common Dividends Payment Date N/A N/A COMMON DIVIDEND/UNIT DISTRIBUTIONS **PAYOUT RATIOS PER SHARE/UNIT** Payout - FFO (NAREIT) N/A N/A (Common Dividends / Unit Distributions / FFO) Payout - FAD N/A N/A (Common Dividends / Unit Distributions / FAD) Dividend Coverage - FFO (NAREIT) N/A N/A (FFO / Common Dividends / Unit Distributions) Dividend Coverage - FAD N/A N/A (FAD / Common Dividends / Unit Distributions) **COMMON DIVIDEND YIELDS** Dividend Yield N/A N/A Spread Over 5 Year U.S. Treasury (s) N/A N/A Spread Over 10 Year U.S. Treasury (s) N/A N/A PREFERRED STOCK DIVIDENDS Series F Preferred Stock Dividends Per Depositary Share \$ 13.6879 \$ 16.9875 Series F Preferred Stock Dividend Yield N/A N/A Series F Quarter End Price N/A N/A Series G Preferred Stock Dividends Per Depositary Share \$ 18.0900 \$ 18.0900 Series G Preferred Stock Dividend Yield N/A N/A Series G Quarter End Price N/A N/A Series J Preferred Stock Dividends Per Depositary Share \$ 0.4531 0.4531 Series J Preferred Stock Dividend Yield 7.65% 7.91% Series J Quarter End Price 23.70 22.90 Series K Preferred Stock Dividends Per Depositary Share \$ 0.4531 \$ 0.4531 Series K Preferred Stock Dividend Yield 7.65% 7.89% Series K Quarter End Price 23.69 22.97



|  | Quarter Ended     |                   |  |  |  |
|--|-------------------|-------------------|--|--|--|
|  | March<br>31, 2012 | March<br>31, 2011 |  |  |  |
| PRICING MULTIPLES /YIELDS  NOI Multiple  ((Mkt. Value of Common Equity+Avg. Preferred  Stock+ Avg. Total Debt)/Ann. NOI) (t) | 12.8x             | 13.4x             |  |  |  |
| EBITDA Multiple<br>((Mkt. Value of Common Equity+Avg. Preferred<br>Stock+ Avg. Total Debt)/Ann. EBITDA) (t)                  | 14.1x             | 14.6x             |  |  |  |
| FFO (NAREIT) Multiple<br>(Market Value of Common Equity / Ann. FFO) (t)  | 12.4x             | 15.8x             |  |  |  |
| FAD Multiple<br>(Market Value of Common Equity / Ann. FAD) (t)   | 19.9x             | 40.1x             |  |  |  |
| NOI Yield  (Ann. NOI / (Mkt. Value of Common Equity + Avg. Preferred Stock+ Avg. Total Debt)) (t)                            | 7.8%              | 7.5%              |  |  |  |
| EBITDA Yield (Ann. EBITDA / (Mkt. Value of Common Equity + Avg. Preferred Stock+ Avg. Total Debt)) (t)                       | 7.1%              | 6.8%              |  |  |  |
| FFO (NAREIT) Yield<br>(Ann. FFO / Market Value of Common Equity) (t)   | 8.1%              | 6.3%              |  |  |  |
| FAD Yield<br>(Ann. FAD / Market Value of Common Equity) (t)  | 5.0%              | 2.5%              |  |  |  |
| DETUDNO  |                   |                   |  |  |  |
| RETURNS Unleveraged Yield on Real Estate Owned - NOI (Ann. NOI / Avg. Gross Real Estate Investment) (t)                      | 7.4%              | 7.1%              |  |  |  |
| Unleveraged Yield on Real Estate Owned - EBITDA (Ann. EBITDA / Avg. Gross Real Estate Investment) (t)                        | 6.7%              | 6.5%              |  |  |  |
| Return on Book Value of Common Stockholders' Equity (Ann. EBTDA / Avg. Common Stockholders' Equity) (t)                      | 12.1%             | 11.6%             |  |  |  |



| SENIOR UNSECURED NOTES (1)   | Current<br>Covenant | March<br>31, 2012 |
|--|---------------------|-------------------|
| Indebtedness to Total Assets   | ≤ 60.0%             | 44.2%             |
| Total Unencumbered Assets to Unsecured Indebtedness                                      | ≥ 150.0%            | 280.4%            |
| Indebtedness Subject to Encumbrance  | ≤ 40.0%             | 21.0%             |
| Consolidated Income Available for Debt Service to the Annual Service Charge              | ≥ 1.50              | 2.17              |
| UNSECURED CREDIT FACILITY (2)  |                     |                   |
| Fixed Charge Coverage Ratio (3)  | ≥ 1.35              | 1.59              |
| Consolidated Leverage Ratio  | ≤ 60.0%             | 49.0%             |
| Ratio of Value of Unencumbered Assets to Outstanding Consolidated Senior Unsecured Notes | ≥ 1.67              | 2.41              |
| Minimum Market Value Net Worth   | ≥ \$1,058,000,000   | \$1,521,388,000   |
| Consolidated Secured Debt Ratio  | ≤ 40.0%             | 23.5%             |
| Property Operating Income Ratio on Unencumbered Assets (4)                               | ≥ 1.60              | 2.79              |
| Unencumbered Debt Yield  | ≥ 11.0%             | 18.0%             |

- (1) Reflects the covenant calculations under all Supplemental Indentures except Supplemental Indenture No. 11 which relates to the 5.95% Notes due May 2017. The covenants reflected above are more restrictive than Supplemental Indenture No. 11.
- (2) Based on the line of credit dated December 14, 2011, which includes a decrease in the cap rate (from 8.5% to 8.0%) used to value the asset base of the Company for the leverage ratio covenants.
- (3) Covenant limitation reverts to 1.40 on January 1, 2013 and 1.50 from January 1, 2014 until maturity.
- (4) Covenant limitation reverts to 1.75 on January 1, 2013 until maturity.



|   | As Of      | As Of      |  |  |
|---|------------|------------|--|--|
|   | March      | March      |  |  |
| TOTAL PORTFOLIO                                 | 31, 2012   | 31, 2011   |  |  |
| Number of Properties                            |            |            |  |  |
| In-Service (u)                                  | 738        | 761        |  |  |
| Acquisitions/Redevelopments, not in-service (v) | 700        | 1 700      |  |  |
| Total Number of Properties                      | 738        | 762        |  |  |
| Land Area - Developed (Acres)                   | 4,817.32   | 5,018.75   |  |  |
| Land Area - Developable (Acres) (w)             | 588.59     | 641.87     |  |  |
| Gross Leasable Area (Square Feet)               |            |            |  |  |
| In-Service (u)                                  | 66,061,209 | 67,869,945 |  |  |
| Acquisitions/Redevelopments, not in-service (v) |            | 54,841     |  |  |
| Total Gross Leasable Area (Square Feet)         | 66,061,209 | 67,924,786 |  |  |
| Developments Under Construction (Square Feet)   | 691,960    | -          |  |  |
| Occupied In-Service (Square Feet)               | 57,756,424 | 57,476,151 |  |  |
| Vacant In-Service (Square Feet)                 | 8,304,785  | 10,393,794 |  |  |
| Number of In-Service Tenants                    | 1,955      | 1,978      |  |  |
| Average In-Service Tenant Size (Square Feet)    | 29,543     | 29,058     |  |  |
| Occupancy Rates - In Service GLA                | 87.4%      | 84.7%      |  |  |

|   |                   | For the Three          | Month             | ns Ended |
|---|-------------------|------------------------|-------------------|----------|
|   | March<br>31, 2012 |                        | March<br>31, 2011 |          |
| PORTFOLIO LEASING AND OPERATING STATISTICS  |                   |                        |                   |          |
| Leasing Renewal Lease Costs   | \$                | 1.25                   | \$                | 1.25     |
| New Lease Costs   | \$<br>\$<br>\$    | 6.12                   | \$                | 3.61     |
| Weighted Average Lease Costs Per Square Foot (includes tenant improvements and lease commissions) | \$                | 2.49                   | \$                | 2.01     |
| Tenant Retention (by square feet)   |                   | 58.7%                  |                   | 78.0%    |
| Tenant Retention (by number of leases)  |                   | 65.6%                  |                   | 61.5%    |
| Weighted Average Lease Term (years)   |                   | 5.8                    |                   | 5.9      |
| Capital Expenditures  |                   |                        |                   |          |
| Non-Leasing Capital Expenditures Per Sq. Ft. (i.e., roofs, parking lot, etc.)                     |                   | 0.02                   |                   | 0.02     |
|   |                   | he Three               |                   |          |
|   |                   | hs Ended<br>n 31, 2012 |                   |          |
| Same Property Detail (m)  |                   | 101, 2012              |                   |          |
| Change in Revenues  |                   | 1.6%                   |                   |          |
| Change in Expenses  |                   | (7.9%)                 |                   |          |
| Change in NOI w/o termination fees  |                   | 6.7%                   |                   |          |
| Change in NOI with Termination Fees   |                   | 6.4%                   |                   |          |
| Change in Average Occupancy   |                   | 1.0%                   |                   |          |
| Total Gross Leasable Area (Square Feet)   |                   | 64,905,576             |                   |          |
| % of Total Gross Leasable Area (Square Feet)  |                   | 98.3%                  |                   |          |
|   |                   |                        |                   |          |



|                           | NUMBER OF  |            | OCCUPANCY |
|---------------------------|------------|------------|-----------|
|                           | PROPERTIES | GLA        | RATES     |
| Atlanta                   | 38         | 5,661,168  | 81%       |
| Baltimore/Washington D.C. | 25         | 1,875,254  | 82%       |
| Central Pennsylvania      | 19         | 4,793,094  | 92%       |
| Chicago (ad)              | 39         | 4,783,666  | 96%       |
| Cincinnati                | 16         | 2,128,539  | 79%       |
| Cleveland                 | 7          | 1,317,799  | 75%       |
| Columbus                  | 11         | 2,982,959  | 66%       |
| Dallas/Ft. Worth          | 83         | 5,427,313  | 86%       |
| Denver                    | 50         | 2,886,197  | 84%       |
| Detroit                   | 114        | 3,953,430  | 91%       |
| Houston                   | 32         | 3,622,210  | 99%       |
| Indianapolis              | 36         | 3,753,509  | 90%       |
| Miami                     | 8          | 513,250    | 56%       |
| Milwaukee                 | 17         | 1,704,466  | 89%       |
| Minneapolis/St. Paul      | 35         | 4,379,317  | 79%       |
| Nashville                 | 7          | 1,413,140  | 95%       |
| Northern New Jersey       | 19         | 1,279,409  | 89%       |
| Philadelphia              | 13         | 1,218,830  | 98%       |
| Phoenix                   | 11         | 1,103,290  | 94%       |
| Salt Lake City            | 41         | 1,123,941  | 85%       |
| Seattle                   | 4          | 390,321    | 80%       |
| Southern California (ad)  | 38         | 2,522,947  | 92%       |
| Southern New Jersey       | 7          | 633,109    | 95%       |
| St. Louis                 | 17         | 2,436,750  | 97%       |
| Tampa                     | 35         | 1,133,961  | 85%       |
| Toronto                   | 1          | 280,773    | 100%      |
| Other                     | 15         | 2,742,567  | 97%       |
| Total In Service GLA      | 738        | 66,061,209 | 87%       |

|                           | PROPERTIES BY PERCENTAGE | GLA BY<br>PERCENTAGE | RENTAL INCOME<br>PERCENTAGE |  |
|---------------------------|--------------------------|----------------------|-----------------------------|--|
| Atlanta                   | 5.1%                     | 8.6%                 | 5.3%                        |  |
| Baltimore/Washington D.C. | 3.4%                     | 2.8%                 | 4.2%                        |  |
| Central Pennsylvania      | 2.6%                     | 7.3%                 | 6.5%                        |  |
| Chicago (ad)              | 5.3%                     | 7.2%                 | 7.6%                        |  |
| Cincinnati                | 2.2%                     | 3.2%                 | 2.4%                        |  |
| Cleveland                 | 0.9%                     | 2.0%                 | 1.8%                        |  |
| Columbus                  | 1.5%                     | 4.5%                 | 1.8%                        |  |
| Dallas/Ft. Worth          | 11.2%                    | 8.2%                 | 6.3%                        |  |
| Denver                    | 6.8%                     | 4.4%                 | 5.4%                        |  |
| Detroit                   | 15.4%                    | 6.0%                 | 6.2%                        |  |
| Houston                   | 4.3%                     | 5.5%                 | 5.0%                        |  |
| Indianapolis              | 4.9%                     | 5.7%                 | 5.0%                        |  |
| Miami                     | 1.1%                     | 0.8%                 | 0.6%                        |  |
| Milwaukee                 | 2.3%                     | 2.6%                 | 2.1%                        |  |
| Minneapolis/St. Paul      | 4.7%                     | 6.6%                 | 6.5%                        |  |
| Nashville                 | 0.9%                     | 2.1%                 | 2.1%                        |  |
| Northern New Jersey       | 2.6%                     | 1.9%                 | 3.7%                        |  |
| Philadelphia              | 1.8%                     | 1.8%                 | 2.1%                        |  |
| Phoenix                   | 1.5%                     | 1.7%                 | 1.7%                        |  |
| Salt Lake City            | 5.6%                     | 1.7%                 | 1.8%                        |  |
| Seattle                   | 0.5%                     | 0.6%                 | 1.0%                        |  |
| Southern California (ad)  | 5.1%                     | 3.8%                 | 9.1%                        |  |
| Southern New Jersey       | 0.9%                     | 1.0%                 | 1.0%                        |  |
| St. Louis                 | 2.3%                     | 3.7%                 | 3.3%                        |  |
| Tampa                     | 4.7%                     | 1.7%                 | 3.0%                        |  |
| Toronto                   | 0.1%                     | 0.4%                 | 0.3%                        |  |
| Other                     | 2.0%                     | 4.2%                 | 4.1%                        |  |
| Total                     | 100.0%                   | 100.0%               | 100.0%                      |  |



### **On Balance Sheet Property Information**

|  | -          | (UNAUDITED) |
|--|------------|-------------|
|  | March      | March       |
|  | 31, 2012   | 31, 2011    |
| NUMBER OF PROPERTIES                                 |            |             |
| Number of In Service Properties by Property Type (x) |            |             |
| Bulk Warehouse                                       | 157        | 161         |
| Light Industrial                                     | 355        | 353         |
| R&D/Flex   | 113        | 128         |
| Regional Warehouse                                   | 105        | 108         |
| Manufacturing  | 8          | 11_         |
| Total In Service Properties                          | 738        | 761         |
| BASE RENT  |            |             |
| Base Rent Rate by Property Type                      |            |             |
| Bulk Warehouse                                       | 46%        | 45%         |
| Light Industrial                                     | 30%        | 30%         |
| R&D/Flex   | 10%        | 10%         |
| Regional Warehouse                                   | 13%        | 13%         |
| Manufacturing  | 1%         | 2%          |
| Total  | 100%       | 100%        |
| Total  | 10070      | 10070       |
| OCCUPANCY  |            |             |
| Occupancy by Product Type                            |            |             |
| Bulk Warehouse                                       | 89%        | 87%         |
| Light Industrial                                     | 86%        | 83%         |
| R&D/Flex   | 77%        | 73%         |
| Regional Warehouse                                   | 87%        | 83%         |
| Manufacturing  | 88%        | 83%         |
| Total Occupancy                                      | 87%        | 85%         |
| GLA  |            |             |
| In Service Gross Leasable Area by Property Type      |            |             |
| Bulk Warehouse                                       | 36,719,216 | 36,311,945  |
| Light Industrial                                     | 15,788,378 | 16,176,847  |
| R&D/Flex   | 3,875,955  | 4,577,340   |
| Regional Warehouse                                   | 8,259,907  | 8,716,060   |
| Manufacturing  | 1,417,753  | 2,087,753   |
| Total In Service GLA                                 | 66,061,209 | 67,869,945  |
| In Service Gross Leasable Area by Property Type      |            |             |
| Bulk Warehouse                                       | 56%        | 54%         |
|  |            |             |
| Light Industrial                                     | 24%        | 24%         |
| R&D/Flex   | 6%         | 7%          |
| Regional Warehouse                                   | 13%        | 13%         |
| Manufacturing  | 2%         | 3%          |
| Total  | 100%       | 100%        |
| Average In Service Property Size (GLA)               |            |             |
| Bulk Warehouse                                       | 233,880    | 225,540     |
| Light Industrial                                     | 44,474     | 45,827      |
| R&D/Flex   | 34,300     | 35,760      |
| Regional Warehouse                                   | 78,666     | 80,704      |
| Manufacturing  | 177,219    | 189,796     |
| Mandadanny   | 89,514     | 89,185      |
|  | 03,317     | 09,100      |

4.78

4.39

7.91

4.48

3.69

7.79

2.89

4.00

4.27



Salt Lake City

Southern California (ad)

Weighted Average Rental Income / Sq.Ft.

Southern New Jersey

Seattle

St. Louis

Tampa

Toronto

Other

| SAME PROPERTY OCCUPANCY RATES                                | March<br>31, 2012             | March<br>31, 2011 |
|--|-------------------------------|-------------------|
| Property Occupancy Rates by Metropolitan Area                | 01, 2012                      | 01, 2011          |
| Atlanta  | 77%                           | 73%               |
| Baltimore/Washington D.C.                                    | 83%                           | 83%               |
| Central Pennsylvania   | 91%                           | 849               |
| Chicago (ad)   | 96%                           | 89%               |
| Cincinnati   | 77%                           | 75%               |
| Cleveland  | 75%                           | 989               |
| Columbus   | 59%                           | 81%               |
| Dallas/Ft. Worth   | 85%                           | 829               |
| Denver   | 83%                           | 779               |
| Detroit  | 91%                           | 919               |
| Houston  | 95%                           | 919               |
| Indianapolis   | 90%                           | 899               |
| Miami  | 53%                           | 519               |
| Milwaukee  | 84%                           | 86%               |
|  | 78%                           | 869               |
| Minneapolis/St. Paul   |                               |                   |
| Nashville  | 93%                           | 949               |
| Northern New Jersey  | 88%                           | 839               |
| Philadelphia   | 97%                           | 959               |
| Phoenix  | 93%                           | 739               |
| Salt Lake City   | 84%                           | 929               |
| Seattle  | 80%                           | 839               |
| Southern California (ad)                                     | 93%                           | 849               |
| Southern New Jersey  | 95%                           | 95%               |
| St. Louis  | 97%                           | 95%               |
| Tampa  | 83%                           | 75%               |
| Toronto  | 100%                          | 100%              |
| Other  | 97%                           | 979               |
| Weighted Average Occupancy                                   | 86%                           | 85%               |
| SAME PROPERTY RENTAL INCOME                                  |                               |                   |
| Annual Cash Base Rental Income per Average Occupied Square F | Foot by Metropolitan Area (y) |                   |
| Atlanta  | 2.99                          | 2.80              |
| Baltimore/Washington D.C.                                    | 6.90                          | 6.26              |
| Central Pennsylvania   | 3.28                          | 3.59              |
| Chicago (ad)   | 4.69                          | 4.89              |
| Cincinnati   | 3.63                          | 3.70              |
| Cleveland  | 4.66                          | 4.3               |
| Columbus   | 2.60                          | 2.3               |
| Dallas/Fort Worth  | 3.31                          | 3.2               |
| Denver   | 5.76                          | 5.4               |
| Detroit  | 4.38                          | 4.50              |
| Houston  | 3.33                          | 3.20              |
| Indianapolis   | 3.77                          | 3.5               |
| Miami  | 5.02                          | 5.08              |
| Milwaukee  | 2.56                          | 2.70              |
| Minneapolis/St. Paul   | 4.80                          | 4.78              |
| Nashville  | 3.43                          | 3.1               |
| Northern New Jersey  | 8.21                          | 8.3               |
| Philadelphia   | 4.59                          | 4.1               |
| Phoenix  | 4.45                          | 4.23              |
| Cold Lake City   | 4.40                          | 4.2.<br>5.1.      |

5.14

4.77

7.74

4.19

3.75

7.17

2.56

3.68 4.17





(AS OF MARCH 31, 2012 AND DOLLARS IN 000'S)



| LARGEST TENANTS                                     | Annualized Le | ase Net Rent |  |
|---|---------------|--------------|--|
| Twenty Largest Tenants By Annualized Lease Net Rent | Amount        | % of Total   |  |
| 1. ADESA <b>(a)</b>                                 | \$ 6,508      | 2.7%         |  |
| 2. Ozburn-Hessey Logistics                          | 4,399         | 1.9%         |  |
| 3. General Services Administration                  | 4,023         | 1.7%         |  |
| 4. Quidsi   | 3,377         | 1.4%         |  |
| 5. Exel   | 3,080         | 1.3%         |  |
| 6. United Natural Foods                             | 2,754         | 1.2%         |  |
| 7. Michelin North America                           | 2,615         | 1.1%         |  |
| 8. Vi-Jon   | 2,492         | 1.1%         |  |
| 9. Jacobson Warehouse Company                       | 2,461         | 1.0%         |  |
| 10. Rust-Oleum                                      | 1,860         | 0.8%         |  |
| 11. Quad/Graphics                                   | 1,754         | 0.7%         |  |
| 12. Amgen   | 1,644         | 0.7%         |  |
| 13. Pure Fishing                                    | 1,615         | 0.7%         |  |
| 14. Viasat  | 1,611         | 0.7%         |  |
| 15. Navistar  | 1,599         | 0.7%         |  |
| 16. Best Buy  | 1,597         | 0.7%         |  |
| 17. Chep, USA                                       | 1,450         | 0.6%         |  |
| 18. Unisource Worldwide, Inc.                       | 1,411         | 0.6%         |  |
| 19. Ruan Transportation                             | 1,378         | 0.6%         |  |
| 20. Winebow   | 1,376_        | 0.6%         |  |
|   | \$ 49,008     | 20.7%        |  |
|   |               |              |  |

|   | Gross Leas | sable Area |
|---|------------|------------|
| Twenty Largest Tenants by Gross Leasable Area | Occupied   | % of Total |
| Ozburn-Hessey Logistics                       | 1,357,823  | 2.1%       |
| 2. Quidsi                                     | 1,279,350  | 1.9%       |
| 3. Jacobson Warehouse Company                 | 879,658    | 1.3%       |
| 4. Vi-Jon                                     | 700,000    | 1.1%       |
| 5. United Natural Foods                       | 675,000    | 1.0%       |
| 6. Michelin North America                     | 663,821    | 1.0%       |
| 7. Rust-Oleum                                 | 600,000    | 0.9%       |
| 8. Chep, USA                                  | 551,175    | 0.8%       |
| 9. Quad/Graphics                              | 478,889    | 0.7%       |
| 10. General Services Administration           | 445,783    | 0.7%       |
| 11. Sears Roebuck                             | 435,134    | 0.7%       |
| 12. Best Buy                                  | 424,866    | 0.6%       |
| 13. Emser Tile                                | 417,350    | 0.6%       |
| 14. Pure Fishing                              | 400,828    | 0.6%       |
| 15. Unisource Worldwide                       | 398,420    | 0.6%       |
| 16. TSN                                       | 394,380    | 0.6%       |
| 17. Navistar                                  | 390,000    | 0.6%       |
| 18. Greentech Automotive                      | 376,016    | 0.6%       |
| 19. Baldor Electric (1)                       | 364,000    | 0.6%       |
| 20. DMI Distribution                          | 358,693    | 0.5%       |
|   | 11,591,186 | 17.5%      |

(1) The tenant's lease obligation is guaranteed by Rockwell Automation, Inc.



### **LEASE EXPIRATION SCHEDULE (1)**

|                        |            | Average     |            |
|------------------------|------------|-------------|------------|
| By Net Rent            | Amount     | Net Rent    | % of Total |
| Month to Month         | \$ 3,144   | \$ 2.92     | 1.3%       |
| 2012                   | 22,807     | 3.99        | 9.6%       |
| 2013                   | 48,450     | 4.29        | 20.4%      |
| 2014                   | 36,971     | 4.32        | 15.6%      |
| 2015                   | 29,730     | 4.21        | 12.5%      |
| 2016                   | 27,594     | 3.86        | 11.6%      |
| 2017                   | 19,565     | 4.25        | 8.3%       |
| 2018                   | 14,266     | 3.90        | 6.0%       |
| 2019                   | 8,643      | 4.57        | 3.6%       |
| 2020                   | 7,553      | 3.47        | 3.2%       |
| 2021                   | 8,436      | 3.92        | 3.6%       |
| Thereafter             | 9,812      | 4.57        | 4.1%       |
|                        | \$ 236,971 | \$ 4.12     | 100.0%     |
|                        |            | A           |            |
| Pu CLA                 | CLA        | Average     | % of Total |
| By GLA  Month to Month | GLA        | Lease (GLA) | % of Total |
|                        | 1,078,402  | 13,826      | 1.9%       |
| 2012                   | 5,714,812  | 19,982      | 9.9%       |
| 2013                   | 11,289,564 | 22,579      | 19.6%      |
| 2014                   | 8,553,152  | 25,083      | 14.9%      |
| 2015                   | 7,055,934  | 25,381      | 12.3%      |
| 2016                   | 7,140,565  | 34,330      | 12.4%      |
| 2017                   | 4,599,102  | 35,108      | 8.0%       |
| 2018                   | 3,655,546  | 68,973      | 6.4%       |
| 2019                   | 1,890,195  | 65,179      | 3.3%       |
| 2020                   | 2,177,764  | 120,987     | 3.8%       |
| 2021                   | 2,154,236  | 107,712     | 3.7%       |
| Thereafter             | 2,148,066  | 82,618      | 3.7%       |
|                        | 57,457,338 | 29,196      | 100.0%     |
| By Number of Leases    |            | Number      | % of Total |
| Month to Month         |            | 78          | 4.0%       |
| 2012                   |            | 286         | 14.5%      |
| 2013                   |            | 500         | 25.4%      |
| 2014                   |            | 341         | 17.3%      |
| 2015                   |            | 278         | 14.1%      |
| 2016                   |            | 208         | 10.6%      |
| 2017                   |            | 131         | 6.7%       |
| 2018                   |            | 53          | 2.7%       |
| 2019                   |            | 29          | 1.5%       |
| 2020                   |            | 18          | 0.9%       |
| 2021                   |            | 20          | 1.0%       |
| Thereafter             |            | 26<br>26    | 1.0%       |
| Heleatel               |            | 1,968       | 100.0%     |
|                        |            | 1,555       | 100.070    |

(1) Excludes March 31, 2012 move-outs of 299,086 square feet. Leases which rollover the first day of a calendar year are included in the respective year.



### On Balance Sheet Property Acquisition And Development Summary

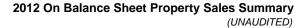
(UNAUDITED)

| PROPERTY ACQUISITIONS  |               |                           |                          |                                    | WEIGHTED                            |
|--|---------------|---------------------------|--------------------------|------------------------------------|-------------------------------------|
| PORTFOLIO  | MARKET        | SQUARE<br>FEET            | GROSS<br>LAND<br>ACREAGE | PURCHASE<br>PRICE<br>(in millions) | AVERAGE<br>EXPECTED<br>CAP RATE (z) |
| 105 Steamboat Boulevard 1st Quarter Property Acquisitions      | Central PA    | 390,000<br><b>390,000</b> |                          | 21.8<br><b>\$21.8</b>              |                                     |
| San Michele Road/Perris Boulevard 1st Quarter Land Acquisitons | Inland Empire |                           | 9.3<br><b>9.3</b>        | 1.2<br><b>\$1.2</b>                |                                     |
| Total 2012 Acquisitions  |               | 390,000                   | 9.3                      | \$23.0                             | 7.1%                                |
|  |               |                           |                          |                                    |                                     |
| 8800 City Park Loop Total Second Quarter Acquisitions          | Houston       | 663,821<br><b>663,821</b> | n/a                      | 30.6<br><b>\$30.6</b>              | 8.4%                                |
| Total 2011 Acquisitions  |               | 663,821                   | n/a                      | \$30.6                             | 8.4%                                |

### **DEVELOPMENTS IN PROCESS AT MARCH 31, 2012**

| DEVELOPMENT                   | MARKET        | SQUARE<br>FEET | ESTIMATED INVESTMENT (in millions) |
|-------------------------------|---------------|----------------|------------------------------------|
| First Inland Logistics Center | Inland Empire | 691,960        | 35.4 <b>(1)</b>                    |
| TOTAL IN PROC                 | ESS           | 691,960        | \$35.4                             |
| % Leased<br>% Funded          |               | 0%<br>85%      |                                    |

<sup>(1)</sup> Estimated investment is stated as estimated book value. Estimated gross investment prior to the impairment charge recognized is \$43.7 million.





SALE **WEIGHTED SQUARE** LAND PRICE **AVERAGE** CAP RATE ADDRESS/PORTFOLIO MARKET FEET **ACREAGE** (in millions) CAP RATE (z) AT SALE (z) 701-735 N. Plano Road Dallas/Ft. Worth 100,065 3.6 5599 Highway 31 West Nashville 161,500 3.5 3150 Barry Drive Nashville 414,043 13.0 1st Quarter Property Sales 675,608 \$20.1 8.1% 7.0% 1st Quarter Land Sales n/a n/a **Total First Quarter Sales** 675,608 n/a \$20.1 Total 2012 Sales 675,608 n/a \$20.1 8.1% 7.0%



| ADDRESS/PORTFOLIO                            | MARKET                   | SQUARE<br>FEET | LAND<br>ACREAGE     | SALE<br>PRICE<br>(in millions) | WEIGHTED<br>AVERAGE<br>CAP RATE (z) | CAP RATE<br>AT SALE (z) |
|--|--------------------------|----------------|---------------------|--------------------------------|-------------------------------------|-------------------------|
| 3501 Maple Avenue                            | Other (Abilene, TX)      | 123,700        |                     | 0.8                            |                                     |                         |
| N25 W23050 Paul Road                         | Milwaukee                | 37,765         |                     | 3.8                            |                                     |                         |
| 4200 W. Harry Street                         | Other (Wichita, KS)      | 177,655        |                     | 3.1                            |                                     |                         |
| 678 Erie Street                              | Toronto                  | 57,540         |                     | 1.8                            |                                     |                         |
| 5015 52nd Street SE                          | Other (Grand Rapids, MI) | 61,250         |                     | 1.3                            |                                     |                         |
| Abilene & Florida                            | Denver                   | 189,663        |                     | 7.2                            |                                     |                         |
| 30081 Stephenson                             | Detroit                  | 49,002         |                     | 0.6                            |                                     |                         |
| 1st Quarter Property Sales                   |                          | 696,575        |                     | \$18.6                         | 8.2%                                | 10.3%                   |
| 1st Quarter Land Sales                       |                          |                | n/a                 | n/a                            |                                     |                         |
| Total First Quarter Sales                    |                          | 696,575        | n/a                 | \$18.6                         |                                     |                         |
| 23070 Commerce Drive                         | Detroit                  | 16,765         |                     | 0.7                            |                                     |                         |
| 135 Dundas Street                            | Toronto                  | 279,000        |                     | 10.5                           |                                     |                         |
| 33067 Industrial Road                        | Detroit                  | 18,640         |                     | 0.4                            |                                     |                         |
| 32201 N. Avis Drive                          | Detroit                  | 50,000         |                     | 0.8                            |                                     |                         |
| 2nd Quarter Property Sales                   |                          | 364,405        |                     | \$12.4                         | 8.3%                                | 6.4%                    |
| 2nd Quarter Land Sales                       |                          |                | n/a                 | n/a                            |                                     |                         |
| Total Second Quarter Sales                   |                          | 364,405        | n/a                 | \$12.4                         |                                     |                         |
| 3600 W. Pratt Avenue                         | Chicago                  | 204,092        |                     | 3.1                            |                                     |                         |
| 2725-2805 S. Industrial Highway              | Detroit                  | 62,333         |                     | 3.7                            |                                     |                         |
| 1650 Elm Hill Pike                           | Nashville                | 41,353         |                     | 2.3                            |                                     |                         |
| 1021 W. First Street                         | Other (Sumner, IA)       | 150,444        |                     | 2.5                            |                                     |                         |
| 1150 Feehanville Drive                       | Chicago                  | 33,600         |                     | 2.5                            |                                     |                         |
| 1601 Schlumberger Drive                      | Southern New Jersey      | 79,538         |                     | 2.0                            |                                     |                         |
| 1849 Maple Road                              | Detroit                  | 61,306         |                     | 1.8                            |                                     |                         |
| 7415 Whitehall Street                        | Dallas/Ft. Worth         | 61,260         |                     | 2.4                            |                                     |                         |
| 1245 N. Hearne Avenue                        | Other (Shreveport, LA)   | 36,000         |                     | 1.5                            |                                     |                         |
| 7501 S. Pulaski Road                         | Chicago                  | 159,728        |                     | 0.9                            |                                     |                         |
| 26980 Trolley Industrial Drive               | Detroit                  | 102,400        |                     | 1.0                            |                                     |                         |
| 3rd Quarter Property Sales                   |                          | 992,054        | -                   | \$23.7                         | 8.1%                                | 5.8%                    |
| 8811 Huntington Road  3rd Quarter Land Sales | Toronto                  |                | 81.5<br><b>81.5</b> | 19.5<br><b>19.5</b>            |                                     |                         |
|  |                          |                |                     |                                |                                     |                         |
| Total Third Quarter Sales (ae)               |                          | 992,054        | 81.5                | \$43.2                         |                                     |                         |
| 12898 Westmore Avenue                        | Detroit                  | 18,000         |                     | 0.5                            |                                     |                         |
| 2441 N. Opdyke Road                          | Detroit                  | 31,460         |                     | 0.8                            |                                     |                         |
| 301 Executive Drive                          | Detroit                  | 20,411         |                     | 0.7                            |                                     |                         |
| 254 Welsh Pool Road                          | Philadelphia             | 14,187         |                     | 1.2                            |                                     |                         |
| 3411 N. Perris Boulevard                     | Los Angeles              | 384,025        |                     | 9.3                            | • 40/                               | 4.00/                   |
| 4th Quarter Property Sales                   |                          | 468,083        | -                   | \$12.4                         | 6.1%                                | 1.0%                    |
| 4th Quarter Land Sales                       |                          |                | n/a                 | n/a                            |                                     |                         |
| Total Fourth Quarter Sales (ae)              |                          | 468,083        | n/a                 | \$12.4                         |                                     |                         |
|  |                          |                |                     |                                |                                     |                         |
| Total 2011 Sales                             |                          | 2,521,117      | 81.5                | \$86.6                         | 7.8%                                | 6.3%                    |



### On Balance Sheet Developable Site Inventory (UNAUDITED) (AS OF MARCH 31, 2012)

|  | 2.6<br>2.6<br>2.6<br>34.0<br>78.0<br>112.0<br>6.1<br>10.3 | Developable GLA (Est.) (w)  10,000 10,000 500,000 |
|--|---|---|
| Windsor Mill, MD Baltimore/Washington D.C.  Gouldsboro, PA Gouldsboro, PA Central Pennsylvania  Carol Stream, IL Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH | 2.6<br>34.0<br>78.0<br>112.0<br>6.1<br>10.3               | 10,000  |
| Baltimore/Washington D.C.  Gouldsboro, PA Gouldsboro, PA Central Pennsylvania  Carol Stream, IL Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH                  | 2.6<br>34.0<br>78.0<br>112.0<br>6.1<br>10.3               | 10,000  |
| Baltimore/Washington D.C.  Gouldsboro, PA Gouldsboro, PA Central Pennsylvania  Carol Stream, IL Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH                  | 2.6<br>34.0<br>78.0<br>112.0<br>6.1<br>10.3               | 10,000  |
| Gouldsboro, PA Central Pennsylvania  Carol Stream, IL Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  | 78.0<br>112.0<br>6.1<br>10.3                              | 500,000   |
| Central Pennsylvania  Carol Stream, IL Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH   | 6.1<br>10.3   | _   |
| Carol Stream, IL Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH   | 6.1<br>10.3   | E00.000   |
| Kenosha, WI Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  | 10.3  | 500,000   |
| Menomonee Falls, WI Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  |   | 90,000  |
| Menomonee Falls, WI Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  | 5.0   | 203,500   |
| Chicago  West Chester, OH Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  | 5.9   | 82,000<br>87,000                                  |
| Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  | 27.3  | 462,500   |
| Cincinnati  Cleveland, OH Cleveland  Hillard, OH Grove City, OH  | 6.4   | 80,000  |
| Cleveland Hillard, OH Grove City, OH   | 6.4   | 80,000  |
| Cleveland Hillard, OH Grove City, OH   | 12.0  | 150,000   |
| Grove City, OH   | 12.0  | 150,000   |
|  | 55.9  | -   |
| Columbus   | 23.2  | 300,000   |
|  | 79.1  | 300,000   |
| Dallas, TX   | 43.5  | 737,500   |
| Dallas/ Ft. Worth  | 43.5  | 737,500   |
| Broomfield, CO   | 8.2   | 95,000  |
| Denver   | 8.2   | 95,000  |
| Indianapolis, IN   | 35.0  | 381,150   |
| Indianapolis   | 35.0  | 381,150   |
| Moreno Valley, CA(1)   | 9.3   | 188,576   |
| Inland Empire  | 9.3   | 188,576   |
| Los Angeles, CA  | 2.0   | 43,581  |
| Los Angeles  | 2.0   | 43,581  |
| Maple Grove, MN  | 3.4   | 25,000  |
| Minneapolis/St. Paul   | 3.4   | 25,000  |
| Wilson County, TN  | 101.7   | 1,500,000   |
| Nashville  | 101.7   | 1,500,000   |
| Sayerville, NJ   | 10.7  | 150,000   |
| New Jersey   | 10.7  | 150,000   |
| Allentown, PA  | 57.6  | 675,000   |
| Philadelphia   | 57.6  | 675,000   |
| West Valley City, UT   | 2.7   | 38,000  |
| Salt Lake City   | 2.7   | 38,000  |
| Stockton, CA   | 57.9  | 1,200,000   |
| San Francisco  | 57.9  | 1,200,000   |
| Lakeland, FL   | 9.6   | 200,000   |
| Tampa  |   | 200,000   |
| Ajax, ON   | 9.6   |   |
| Toronto  |   | 100.000   |
|  | 7.7   | 100,000<br><b>100,000</b>                         |
| TOTAL OF OWNED LAND  | 7.7   |   |

<sup>(1)</sup> Adjacent to the developable land in Moreno Valley is land currently built out as a truck court. Combining the two parcels could allow the developable GLA to increase from 188,576 sq. ft. to 394,000 sq. ft.



This table shows the financial results of the Joint Ventures and the Company's proportionate share of those results. In addition to the FFO and net income (loss) shown below, the Company earns fees and incentives, as more fully described in footnote(3).

|   | Net | 2003<br>Lease JV                                    | E   | 2007<br>urope JV             |        | Total   | FR | 's Share                                      |
|---|-----|---|-----|------------------------------|--------|---|----|---|
| FR Ownership %  |     | 15%   |     | 10%                          |        |   |    |   |
|   |     |   | Thr | ee Months En                 | ded Ma | arch 31, 2012                                       |    |   |
| Net Operating Income<br>Less: General & Administrative<br>Less: Interest Expense<br>Less: Amortization of Deferred Financing Fees | \$  | 3,331<br>(36)<br>(1,802)<br>(109)                   | \$  | (43)<br>(9)                  | \$     | 3,331<br>(79)<br>(1,811)<br>(109)                   | \$ | 500<br>(10)<br>(271)<br>(16)                  |
| Funds from Operations (1)   |     | 1,384   |     | (52)                         |        | 1,332   |    | 203   |
| Less: Depreciation and Amortization (2)   |     | (1,701)   |     |                              |        | (1,701)   |    | (255)   |
| Net Loss  | \$  | (317)   | \$  | (52)                         | \$     | (369)   | \$ | (52)  |
|   |     |   |     | As of Mar                    | ch 31, | 2012  |    |   |
| Gross Real Estate Investment (Including FAS 141 Adjustments) Less: Accumulated Depreciation Net Real Estate Other Assets          | \$  | 147,852<br>(44,539)<br>103,313<br>10,315            | \$  | -<br>-<br>-<br>399           | \$     | 147,852<br>(44,539)<br>103,313<br>10,714            | \$ | 22,178<br>(6,681)<br>15,497<br>1,587          |
| Total Assets  | \$  | 113,628   | \$  | 399                          | \$     | 114,027   | \$ | 17,084  |
| Unsecured Debt<br>Secured Debt<br>Other Liabilities<br>Equity   | \$  | 97,019<br>2,563<br>14,046                           | \$  | 1,850<br>-<br>521<br>(1,972) | \$     | 1,850<br>97,019<br>3,084<br>12,074                  | \$ | 185<br>14,553<br>436<br>1,910                 |
| Total Liabilities and Equity  | \$  | 113,628   | \$  | 399                          | \$     | 114,027   | \$ | 17,084  |
| Debt Maturity:  |     |   |     |                              |        |   |    |   |
| 2012<br>2013<br>2014<br>2015<br>2016<br>Thereafter  | \$  | 16,943<br>9,440<br>56,072<br>10,606<br>487<br>3,471 | \$  | 1,850<br>-<br>-<br>-<br>-    | \$     | 18,793<br>9,440<br>56,072<br>10,606<br>487<br>3,471 | \$ | 2,726<br>1,416<br>8,411<br>1,591<br>73<br>521 |
| Total   | \$  | 97,019  | \$  | 1,850                        | \$     | 98,869  | \$ | 14,738  |

Note: At March 31, 2012, the 2003 Net Lease Joint Venture owned six industrial properties comprising approximately 3.1 million square feet of GLA (95.3% occupied).

Three Months Ended Mar. 31, 2012

- (1) Reconciliation of FR's Share of Funds from Operations to Pro-Rata Share of Operations
  - \$ 203 FR's Share of Funds from Operations excluding FR's Share of NAREIT Net Economic Gain
    - (82) Less: FFO from a property in the 2003 Net Lease JV not being recorded, as the cumulative losses exceed the Company's investment
  - (2) Plus: Amortization of basis differential in the 2003 Net Lease JV 119 FFO from Pro-Rata Share of Operations
  - \$
- (2) Reconciliation of FR's Share of Depreciation and Amortization to Depreciation and Other Amortization of Real Estate Joint Ventures per the Company's Statement of Operations \$
  - (255) FR's Share of Depreciation and Amortization
    - 154 Less: Depr and amort from a property in the 2003 Net Lease JV not being recorded, as the cumulative losses exceed the Company's investment

  - 11 Plus: Amortization of basis differential in the 2003 Net Lease JV

    (90) Depreciation and Other Amortization of Real Estate Joint Ventures per the Company's Statement of Operation \$
- (3) The Company recognizes income (loss) from its joint ventures using the equity method of accounting. The following table shows the Company's share of FFO from its prior rata share of operations joint venture fees, incentive payments received from its joint ventures and its pro rata share of economic gain, if applicable (see footnote (n)).

|                              | Er | nded<br>31, 2012 | E  | nded<br>31, 2011 |
|------------------------------|----|------------------|----|------------------|
| FFO from:                    |    |                  |    |                  |
| Pro rata Share of Operations | \$ | 119              | \$ | 224              |
| Fees                         |    | 76               |    | 310              |
| Incentive Payments           |    | 6                |    | -                |
| Total                        | \$ | 201              | \$ | 534              |
|                              |    |                  |    |                  |



- (a) Included in land and deferred leasing intangibles, net, is land purchased in 2008 for a purchase price of \$63,178 that is leased under ground lease arrangements
- (b) Detail for properties held for sale.

|                                    | March    | December | December  |
|------------------------------------|----------|----------|-----------|
|                                    | 31, 2012 | 31, 2011 | 31, 2010  |
| Number of Properties               | 15       | 46       | 192       |
| Square Feet (in Millions)          | 2.7      | 4.8      | 15.8      |
| Accum. Depreciation & Amortization | \$18,773 | \$38,998 | \$162,543 |

- (c) Restricted cash is primarily comprised of cash held in escrow in connection with mortgage debt requirements.
- (d) Prepaid Expenses and Other Assets, Net as of March 31, 2012, are comprised as follows:

| Other Assets   |               |
|--|---------------|
| Mortgage Loans Receivable, Net and Interest Receivable         | \$<br>47,733  |
| Furniture, Fixtures, Leasehold Improvements and Equipment, Net | 1,955         |
| Prepaid Real Estate Taxes                                      | 2,176         |
| Earnest Money, Escrow and Other Deposits                       | 11,338        |
| Leasing Commissions FAS 141, Net                               | 11,035        |
| Leasing Commissions, Net                                       | 35,500        |
| Other  | 7,258         |
| Total Other Assets, Net  | \$<br>116,995 |

- (e) Mortgage and Other Loans Payable, Net consists of 60 first mortgage loans totaling \$687,139, which have interest rates ranging from 4.45% to 9.25%, maturities ranging between January 2013 through October 2021 and collateralizes 190 properties and one letter of credit.
- (f) During the three months ended March 31, 2012, we repurchased and retired the following senior unsecured notes prior to maturity:

|            | Principal Amount Repurchased |     | Pui | rchase Price |
|------------|------------------------------|-----|-----|--------------|
| 2028 Notes | \$                           | 430 | \$  | 406          |

In connection with these repurchases prior to maturity, we recognized \$1 as gain from retirement of debt for the three months ended March 31, 2012, which is the difference between the repurchase price and the principal amount retired, net of the pro rata write off of the unamortized debt issue discount, the unamortized loan fees and the unamortized settlement amount of the interest rate protection agreements related to the repurchases.

(g) First Industrial has received ratings from three rating agencies with respect to its senior unsecured notes and preferred stock. The ratings are as follows:

|                   | Senior       |       |  |  |
|-------------------|--------------|-------|--|--|
|                   | Unsecured Pr |       |  |  |
|                   | Notes        | Stock |  |  |
| Fitch             | BB           | B+    |  |  |
| Moody's           | Ba3          | B2    |  |  |
| Standard & Poor's | BB-          | CCC+  |  |  |

(h) The Unsecured Credit Facility consists of a \$450,000 unsecured revolving credit facility ("Unsecured Credit Facility").

The Unsecured Credit Facility is used to provide for interim financing of property acquisitions and development, and for general corporate needs. In the first quarter of 2012, the revolving borrowings provided for interest only payments at LIBOR plus 210 basis points or at a base rate plus 210 basis points, at our election, based on our leverage ratio. The Unsecured Credit Facility matures on December 12, 2014 and may be extended for an additional year subject to certain conditions.

- (i) Noncontrolling Interest represents operating partnership units owned by unit holders other than First Industrial Realty Trust, Inc.
- (j) Not used.
- (k) Interest expense is reflected net of interest capitalized with respect to properties under development. For the three months ended March 31, 2012, we capitalized \$390 of interest with respect to a property under development. There was no interest capitalized for the three months ended March 31, 2011.
- (I) As of April 1, 2009, our Series F Preferred Stock is subject to a coupon rate reset. The coupon rate resets every quarter beginning March 31, 2009, at 2.375% plus the greater of i) the 30 Year Treasury CMT Rate, ii) the 10 Year Treasury CMT Rate or iii) the 3 Month LIBOR. In October 2008, the Company entered into an interest rate protection agreement to mitigate its exposure to interest rates related to the forecasted reset rate of its Series F Preferred Stock. The agreement has a notional value of \$50,000, is effective from April 1, 2009 through October 1, 2013, and fixes the 30 year U.S. Treasury rate at 5.2175%. Since the interest rate protection agreement is hedging an equity component, the interest rate protection agreement does not qualify for hedge accounting and the change in value of the interest rate protection agreement was recognized in net income (loss) as opposed to other comprehensive income (loss). Quarterly payments or receipts are treated as a component of the mark to market gains or losses. For three months ended March 31, 2012, \$124 of gain is recognized as Mark-to-Market Gain on Interest Rate Protection Agreements. For the three months ended March 31, 2011, \$44 of gain is recognized as Mark-to-Market Protection Agreements.



(m) Investors in and analysts following the real estate industry utilize funds from operations ("FFO"), net operating income ("NOI"), EBITDA and funds available for distribution ("FAD"), variously defined, as supplemental performance measures. While the Company believes net income (loss) available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities, as defined by GAAP, is the most appropriate measure, it considers FFO, NOI, EBITDA and FAD, 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. EBITDA provides a tool to further evaluate the ability to incur and service debt and to fund dividends and other cash needs. FAD provides a tool to further evaluate the ability to fund dividends. In addition, FFO, NOI, EBITDA and FAD are commonly used in various ratios, pricing multiples/yields and returns and valuation calculations used to measure financial position, performance and value.

From January 1, 2009 until September 30, 2011, the Company calculated FFO to be equal to net income (loss) available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities, plus depreciation and amortization on real estate less non-NAREIT compliant gain (loss) in accordance with NAREIT's definition of FFO. In the fourth quarter of 2011, NAREIT modified its definition of FFO to exclude impairment write downs of depreciable real estate from FFO. Beginning in the fourth quarter of 2011, the Company adopted NAREIT's updated FFO definition. The Company restated FFO for the three months ended March 31, 2011 in accordance with NAREIT's updated FFO definition. The impact of this change was to increase FFO by \$543 or \$0.01 per share for the three months ended March 31, 2011.

NOI is defined as revenues of the Company, minus property expenses such as real estate taxes, repairs and maintenance, property management, utilities, insurance and other expenses. NOI includes NOI from discontinued operations.

EBITDA is defined as NOI plus the equity in FFO of the Company's joint ventures, which are accounted for under the equity method of accounting, plus or minus NAREIT compliant economic gain (loss), plus or minus mark-to-market gain or loss on interest rate protection agreements, minus general and administrative expenses. EBITDA includes EBITDA from discontinued operations.

FAD is defined as EBITDA minus GAAP interest expense, minus restructuring costs, minus preferred stock dividends, minus straight-line rental income, minus provision for income taxes or plus benefit for income taxes, minus or plus mark-to-market gain or loss on interest rate protection agreements, plus restricted stock amortization, minus non-incremental capital expenditures. Non-incremental capital expenditures are building improvements and leasing costs required to maintain current revenues.

FFO, NOI, EBITDA and FAD 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, EBITDA and FAD should not be considered as substitutes for net income (loss) 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, EBITDA and FAD as currently calculated by the Company may not be comparable to similarly titled, but variously calculated, measures of other REITs.

In addition, the Company considers cash-basis same store NOI ("SS NOI") to be a useful supplemental measure of its operating performance. Same store properties, for the period beginning January 1, 2012, include all properties owned prior to January 1, 2011 and held as an operating property through the end of the current reporting period, and developments and redevelopments that were placed in service or were substantially completed for 12 months prior to January 1, 2011 (the "Same Store Pool"). The Company defines SS NOI as NOI, less NOI of properties not in the Same Store Pool, less the impact of straight-line rent, the amortization of lease inducements and the amortization of above/below market rent. For the quarters ended March 31, 2012 and March 31, 2011, NOI was \$57,197 and \$55,564, respectively; NOI of properties not in the Same Store Pool was \$915 and \$1,144, respectively; the impact of straight-line rent, the amortization of lease inducements and the amortization of above/below market rent was \$1,181 and \$2,655, respectively. The Company excludes straight-line rent, amortization of lease inducements and above/below market rent in calculating SS NOI because the Company believes it provides a better measure of actual cash basis rental growth for a year-over-year comparison. In addition, the Company believes that SS NOI helps the investing public compare the operating performance of a company's real estate as companed 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 (loss) 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 expenses, interest expenses, depreciation and amortization costs, capital expenditures and leasing costs, or trends in development and construction activities that could materially impact our results from o

The SS NOI percentage changes for the years 2012, 2011 and 2010 are as follows:

|                                       | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD    |
|---------------------------------------|---------------|----------------|---------------|----------------|--------|
| 2012 Cash Basis SS NOI                | 6.4%          | N/A            | N/A           | N/A            | N/A    |
| 2012 Cash SS NOI w/o Termination Fees | 6.7%          | N/A            | N/A           | N/A            | N/A    |
| 2011 Cash Basis SS NOI                | (0.9%)        | (2.5%)         | 1.1%          | (1.2%)         | (0.6%) |
| 2011 Cash SS NOI w/o Termination Fees | (1.0%)        | (2.7%)         | 2.7%          | 0.5%           | 0.1%   |
| 2010 Cash Basis SS NOI                | (7.2%)        | (1.7%)         | (0.1%)        | (2.8%)         | (2.7%) |
| 2010 Cash SS NOI w/o Termination Fees | (6.9%)        | (1.5%)         | (1.3%)        | (2.0%)         | (2.7%) |

(n) NAREIT Compliant Economic Gain (Loss) result from the sale of properties not previously depreciated.

Non-NAREIT Compliant Gain (Loss) result from the sale of depreciable properties.

(o) In accordance with GAAP, the diluted weighted average number of shares/units outstanding and the diluted weighted average number of shares outstanding are the same as the basic weighted average number of shares/units outstanding and the basic weighted average number of shares outstanding, respectively, for periods in which continuing operations is a loss, as the dilutive effect of stock options and restricted units would be antidilutive to the loss from continuing operations per share. The Company has conformed with the GAAP computation of diluted common shares in computing per share amounts for items included on the Statement of Operations, including FFO and FAD.

GAAP requires unvested equity based compensation awards that have nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) to be included in the two class method of the computation of EPS. For the three months ended March 31, 2012 and March 31, 2011, there was no impact on basic and diluted EPS as participating security holders are not obligated to share in losses. The Company conforms the calculation of FFO and FAD with the calculation of EPS.

(p) Partnership Units are exchangeable for common shares 1 to 1.



- (q) Average Daily Volume (Dollars) is calculated by multiplying Average Daily Volume (Shares) by Average Common Share Price
- (r) Average common share price is based on the average closing share price weighted by volume during the respective guarter
- (s) Spread over U.S. Treasury is equal to the dividend yield less the U.S. Treasury yield.

|                        | March    | March    |
|------------------------|----------|----------|
|                        | 31, 2012 | 31, 2011 |
| 5 Yr. U.S. Treasuries  | 1.04%    | 2.22%    |
| 10 Yr. U.S. Treasuries | 2.22%    | 3.45%    |

- (t) Annualized results are based on multiplying quarterly results by 4. Average Gross Real Estate Investment excludes the average value of Construction in Progress
- (u) Beginning January 1, 2009, properties which are at least 75% occupied at acquisition are placed in-service. Acquired properties less than 75% are placed in-service upon the earlier of reaching 90% occupancy or one year from the acquisition date. Development properties are placed in-service upon the earlier of reaching 90% occupancy or one year from the date construction is completed. Redevelopments (generally projects which require capital expenditures exceeding 25% of basis) are placed in-service upon the earlier of reaching 90% occupancy or one year from the completion of renovation construction.
- (v) At March 31, 2012 and March 31, 2011, the Company had 0 square feet and 54,841 square feet, respectively, of acquisitions and redevelopments that have not reached stabilization under the placed in-service occupancy definition (see footnote u). The occupancy rate at March 31, 2011 was 49.4%. Additionally, the Company had 0 square feet of completed developments that were not in-service at March 31, 2012 and March 31, 2011.
- (w) 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.
- (X) The Company uses the following general criteria to classify buildings by property type. While some properties may have characteristics of more than one property type, the Company determines 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 buildout.

| Property<br>Type   | Property Square Feet      | Ceiling<br>Height | Office<br>Space | Manufacturing Space |
|--------------------|---------------------------|-------------------|-----------------|---------------------|
| Light Industrial   | Less than 100,000 sq. ft. | 16 to 21 ft.      | 5% to 50%       | Under 50%           |
| R&D/Flex           | Less than 100,000 sq. ft. | Less than 16 ft.  | 50% or more     | Under 25%           |
| Bulk Warehouse     | More than 100,000 sq. ft. | 22 ft. or more    | 5% to 15%       | Under 25%           |
| Regional Warehouse | Less than 100,000 sq. ft. | 22 ft. or more    | 5% to 15%       | Under 25%           |
| Manufacturing      | Various                   | Various           | 5% to 15%       | Over 50%            |

- (y) Annualized base rental income per average occupied square foot is based on multiplying the quarter's result by four and dividing by the average occupied GLA. This is used as a benchmark and does not necessarily reflect increases or decreases in NOI.
- (z) Weighted average expected cap rate of acquisitions represents the expected stabilized cash yield (cash NOI divided by the total expected investment). Weighted average cap rate on sales represents the stabilized cash yield (stabilized cash NOI divided by the total expected stabilized investment). Cap rate at sale represents the actual NOI for the previous twelve months prior to sale divided by the sales price. Straight-line rents are not included in cash NOI.
- (aa) Non-incremental Capital Expenditures refers to building improvements and leasing costs required to maintain current revenues and excludes first generation leasing costs, capital expenditures underwritten at acquisition and development/redevelopment costs. The amounts below reflect amounts recorded during the period.

|  | March<br>1, 2012     | March<br>I, 2011     |
|--|----------------------|----------------------|
| Building Improvements<br>Leasing Costs | \$<br>1,501<br>8,376 | \$<br>1,505<br>7,926 |
|  | \$<br>9,877          | \$<br>9,431          |

(ab) First Industrial has reserved 6,500 shares under the 1997 Stock Incentive Plan, 2,300 shares under the 2001 Stock Incentive Plan, 400 shares under the 2019 Stock Incentive Plan and 1,100 shares under the 2011 Stock Incentive Plan. Previously, 1,200 shares were reserved under the 1994 Plan, which are no longer available. At March 31, 2012, 4,833 restricted shares were outstanding, having been issued in connection with the Company's compensation plans, options covering 10 shares (at a weighted average price of \$33.15 at March 31, 2012) were outstanding, 4,977 options have been exercised or converted and 1,554 shares were available under the 1997, 2001, 2009 and 2011 Stock Incentive Plan for future grants.



(ac) The Company considers Net Asset Value ("NAV") to be a useful tool for investors and analysts to estimate the value of common shareholder equity. The assessment of NAV is subjective and involves estimates and assumptions and can be calculated using various methods. The detail shown below is provided to assist analysts and investors in calculating NAV. A separate adjustment has been provided below to reflect NOI at 91% occupancy. This adjustment will add NOI when occupancy is below 91% and subtract from NOI when occupancy is above 91%.

|  | At March 31,<br>2012 |
|--|----------------------|
| Quarterly NOI                          | 57,197               |
| Sales/Acq./Dev. Run<br>Rate Adjustment | (115)                |
| Stabilized Occupancy                   | (113)                |
| Adjustment (91% Occupancy)             | 3,162                |
| Adjusted NOI                           | 60,244               |
|  | X 4                  |
| Annualized NOI                         | 240,976              |
| CIP and Associated Land                | 37,648               |
| Cash and Cash Equivalents              | 2,104                |
| Tenant A/R                             | 2,881                |
| Furn. Fix. & Equip.                    | 1,955                |
| Prepaid Expenses                       | 2,176                |
| Earnest Money & Escrows                | 11,338               |
| Developable Land Inventory             | 51,574               |
| Total Other Assets                     | 109,676              |
| Total Link State                       | 4.552.002            |
| Total Liabilities Preferred Stock      | 1,553,003            |
| Preferred Stock                        | 275,000              |
| Shares & Units Outstanding             | 93,863               |

(ad) Southern California includes the markets of Los Angeles, Inland Empire and San Diego

A 600,000 sq. ft. bulk warehouse located in Kenosha, WI was recategorized to the Chicago market from the Milwaukee market in Q1 2012, reflective of general market practices.

(ae) In addition to the dispositions detailed for the third quarter of 2011, on September 20, 2011, we also transferred title to a 355,000 sq. ft. property located in the market of Southern New Jersey and an escrow balance in the amount of \$1.8 million to the lender in satisfaction of a \$5.0 million non-recourse mortgage loan.

In addition to the dispositions detailed for the fourth quarter of 2011, on December 28, 2011, we transferred title for no consideration a 40,000 sq. ft. property located in Horn Lake, Mississippi to the City of Horn Lake.