

NYSE: **REXR**

Rexford Industrial Realty

Earnings Presentation 3Q 2026



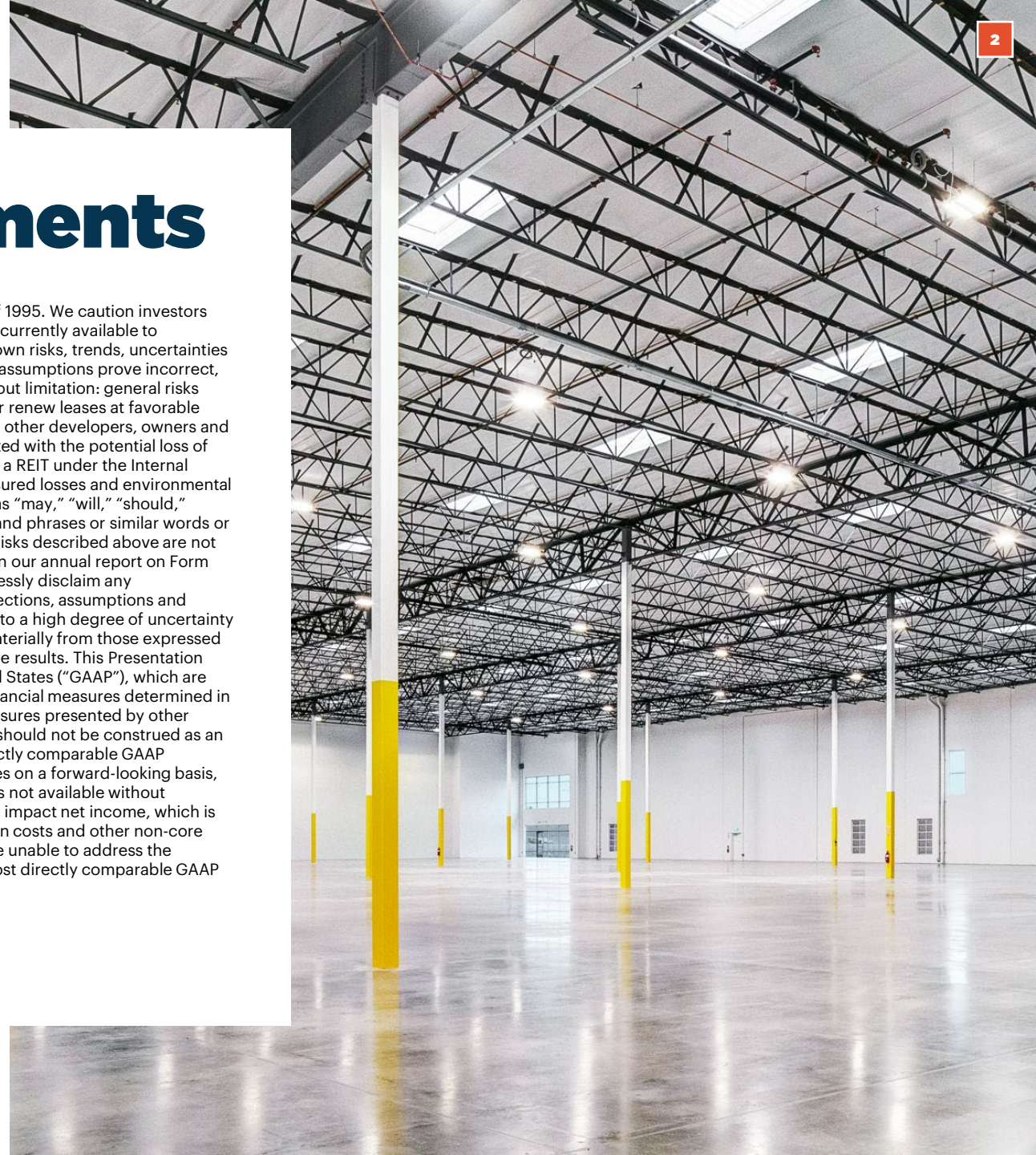
9615 Norwalk Boulevard | Mid-Counties

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. We caution investors that any forward-looking statements presented herein are based on management’s beliefs and assumptions and information currently available to management. Such statements are subject to risks, uncertainties and assumptions and may be affected by known and unknown risks, trends, uncertainties and factors that are beyond our control. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected. These risks and uncertainties include, without limitation: general risks affecting the real estate industry (including, without limitation, the market value of our properties, the inability to enter into or renew leases at favorable rates, portfolio occupancy varying from our expectations, dependence on tenants’ financial condition, and competition from other developers, owners and operators of real estate); risks associated with the disruption of credit markets or a global economic slowdown; risks associated with the potential loss of key personnel (most importantly, members of senior management); risks associated with our failure to maintain our status as a REIT under the Internal Revenue Code of 1986, as amended; possible adverse changes in tax and environmental laws; and potential liability for uninsured losses and environmental contamination. In some cases, you can identify forward-looking statements by the use of forward-looking terminology such as “may,” “will,” “should,” “expects,” “intends,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” or “potential” or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters. The risks described above are not exhaustive and additional factors could adversely affect our business and financial performance, including those discussed in our annual report on Form 10-K, for the year ended December 31, 2025, and subsequent filings with the Securities and Exchange Commission. We expressly disclaim any responsibility to update forward-looking statements, whether as a result of new information, future events or otherwise. Projections, assumptions and estimates of our future performance and the future performance of the industry in which we operate are necessarily subject to a high degree of uncertainty and risk due to a variety of factors, including those described above. These and other factors could cause results to differ materially from those expressed in our estimates and beliefs and in the estimates prepared by independent parties. Past performance is no guarantee of future results. This Presentation includes certain financial measures not presented in accordance with generally accepted accounting principles in the United States (“GAAP”), which are used by management as a supplemental measure, have certain limitations, and should not be construed as alternatives to financial measures determined in accordance with GAAP. The non-GAAP measures as defined by us may not be comparable to similar non-GAAP financial measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by other unusual or non-recurring items. A reconciliation to the most directly comparable GAAP measures is provided in the Appendix to this presentation. Further, we do not provide a reconciliation for non-GAAP estimates on a forward-looking basis, where we are unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the timing and/or amount of various items that would impact net income, which is the most directly comparable forward-looking GAAP financial measure. This includes, for example, acquisition and disposition costs and other non-core items that have not yet occurred, are out of our control and/or cannot be reasonably predicted. For the same reasons, we are unable to address the probable significance of the unavailable information. Forward-looking non-GAAP financial measures provided without the most directly comparable GAAP financial measures may vary materially from the corresponding GAAP financial measures.

Unless otherwise indicated, all Rexford Industrial financial information is as of or for the quarter ended September 30, 2026.

Endnotes can be found in the [Appendix](#) and are linked throughout the presentation.



REXR

NYSE

44M

Square Feet

384

Properties

\$11B

Entity Value¹

3.8x

Net Debt/Adjusted EBITDA^{re2}

BBB+

S&P³

BBB+

Fitch³

Baa2

Moody's³

100%

Prime Infill Southern California



15996 Jurupa Avenue | Inland Empire West

Key Messages

Increasing 2026 Guidance

Core FFO/sh increased 2c at the midpoint, reflecting improved Same Property Portfolio NOI and occupancy expectations and stronger tenant health

Executing Strategic Priorities — Portfolio Realignment

Completed \$1.5B of the \$2.0B portfolio realignment YTD; redeploying proceeds into deleveraging & share repurchases

Improving Infill SoCal Market Fundamentals

Second consecutive quarter of positive net absorption; improving fundamentals drove 3.7M SF of leasing across the portfolio, including 600K SF of repositioning and developments, and a 200 bps increase in Same Property occupancy

Prioritizing Low Leverage & Ample Liquidity

3.8x Net Debt/Adjusted EBITDA^{re1}, down 0.7x from 2Q26; \$1.7B of liquidity²



Advancing Strategic Priorities

Executing a disciplined, return-driven strategy focused on portfolio realignment & operational rigor to position Rexford for more durable growth

Strategic Priorities

2026 Progress

Portfolio Realignment

A proactive \$2.0B disposition plan that improves portfolio quality, strengthens the durability of our cash flows & enhances our value creation business model



- ✓ Sold \$1.5B of targeted disposition assets
- ✓ Includes \$1.2B portfolio transaction
- ✓ Continuing to progress on remaining \$500M of dispositions

Capital Recycling

Redeploying capital to improve balance sheet strength, increase financial flexibility & allocate toward the highest risk-adjusted return opportunities, including accretive share repurchases



- ✓ Repaid \$492M of debt
- ✓ Repurchased \$709M of shares¹
- ✓ Lowered leverage to 3.8x; on track to reach ~3.5x by year-end

Operational Rigor

Prioritizing occupancy; driving G&A expense efficiency & effectiveness



- ✓ +85 bps increase to average Same Property occupancy guidance since initial outlook
- ✓ Executed 10M SF of leases, including 784K SF of repositioning & development leases
- ✓ Reduced YTD G&A by \$17.6M (30% reduction YoY)

Executing Disciplined Capital Allocation

YTD 2026

\$1.5B

Total Disposition
Proceeds

\$492M

Debt Repayments

\$709M

Share Repurchases¹

Redeploying Disposition Proceeds

Balance Sheet

Reduce leverage with focus on 2027 maturities & enhanced liquidity

- ✓ \$492M of debt repaid, including \$425M of 2027 maturities

Share Repurchases

Share repurchases when valuation supports attractive FFO & NAV per-share accretion

- ✓ \$709M of shares repurchased¹ at an implied yield in the mid-6% range

Repositioning & Select Development

Execution of value creation opportunities through high-yielding internal projects

- ✓ YTD & near-term project starts targeting an average stabilized return on cost of ~7.0%

Advancing Portfolio Realignment: \$1.5B Completed Year to Date

Portfolio Realignment \$2.0B

A planned 2026 disposition initiative comprised of non-core assets with limited long-term value creation opportunity & elevated competitive supply

3Q 2026 Portfolio Transaction Details

\$1.2B
Total Sales Price

22
Properties

5.2M
Square Feet

2.7 years
Weighted Average Lease Term

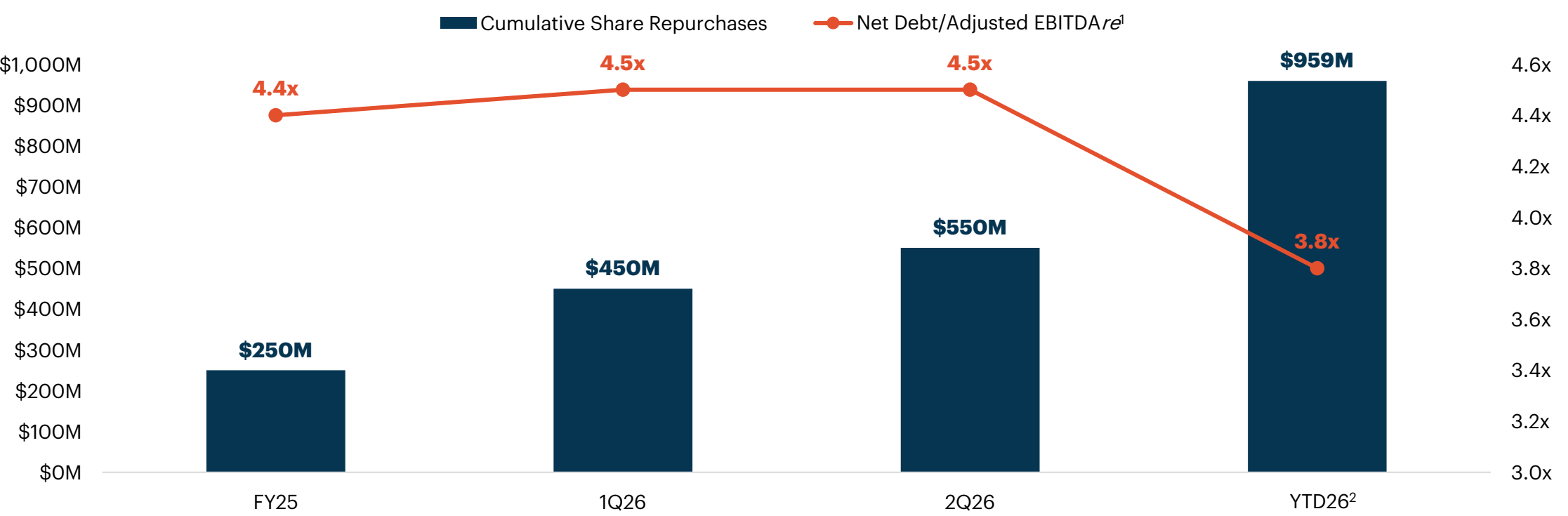
28%
Above-Market In-Place Rents

5.5%
Estimated 2027 Cash NOI Yield

Capital Allocation Creating Shareholder Value

Nearly \$1.0B of repurchases since 2025, 10% of shares outstanding, contributing to FFO & NAV per share growth

2025-2026 Cumulative Share Repurchases & Leverage



Enhancing Financial Flexibility

Substantially addressing near-term debt maturities, strengthening financial flexibility & mitigating refinancing risk in today's higher-rate environment

2027 Debt Maturities

2Q26

\$1,019M



3Q26

\$594M



1Q27 Pro Forma¹

\$19M



Net Debt/Adjusted EBITDA^{re2}

4.5x

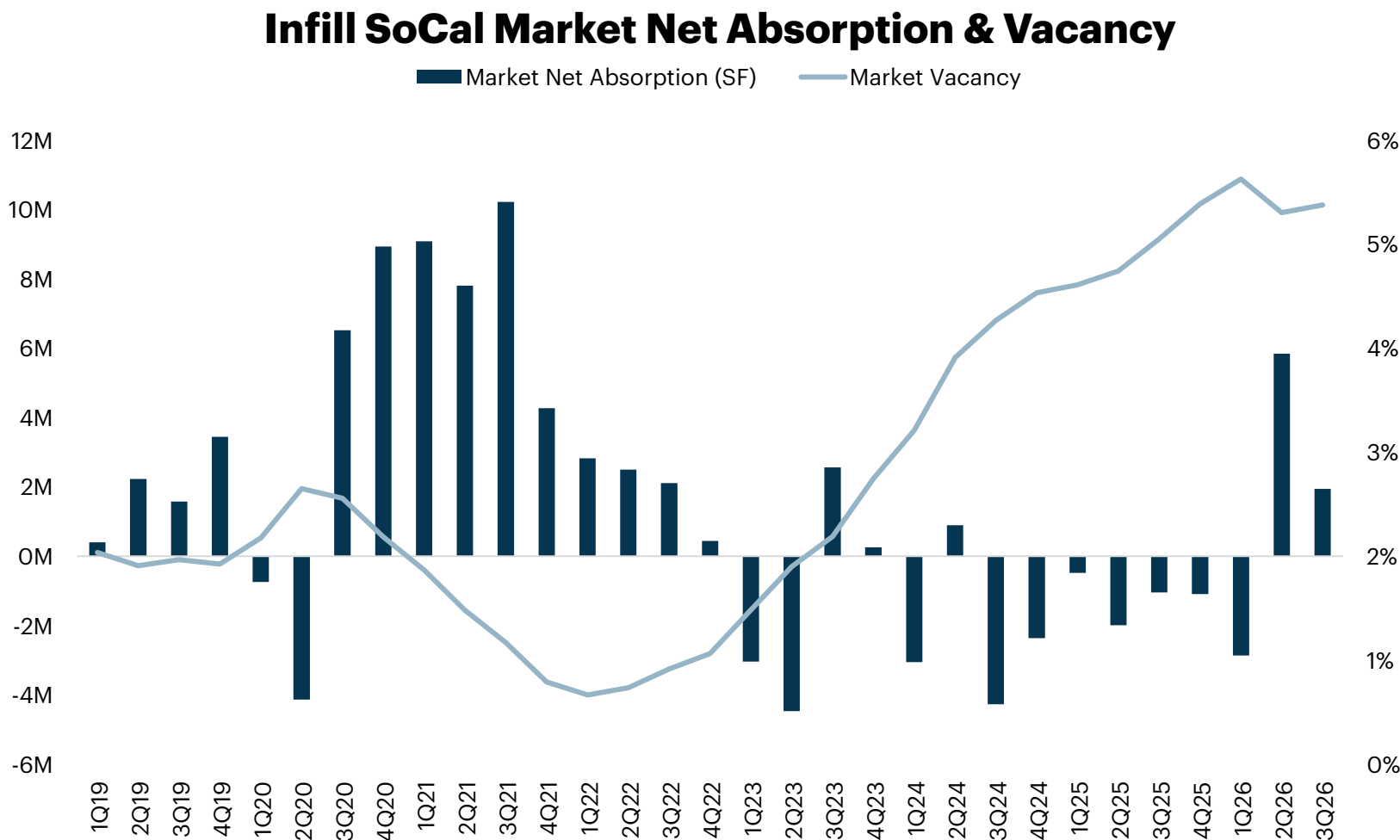


3.8x



~3.5x

Infill SoCal Experiences Second Consecutive Quarter of Positive Net Absorption¹

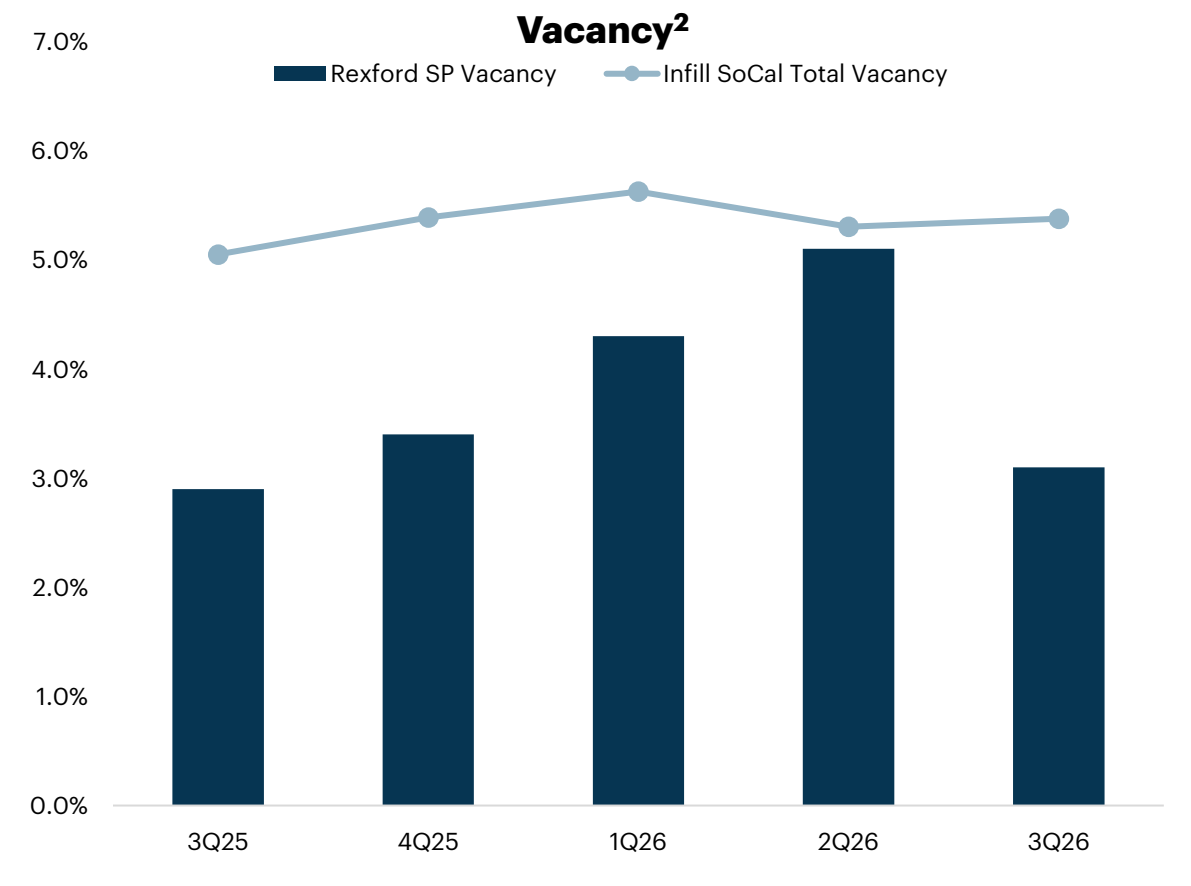
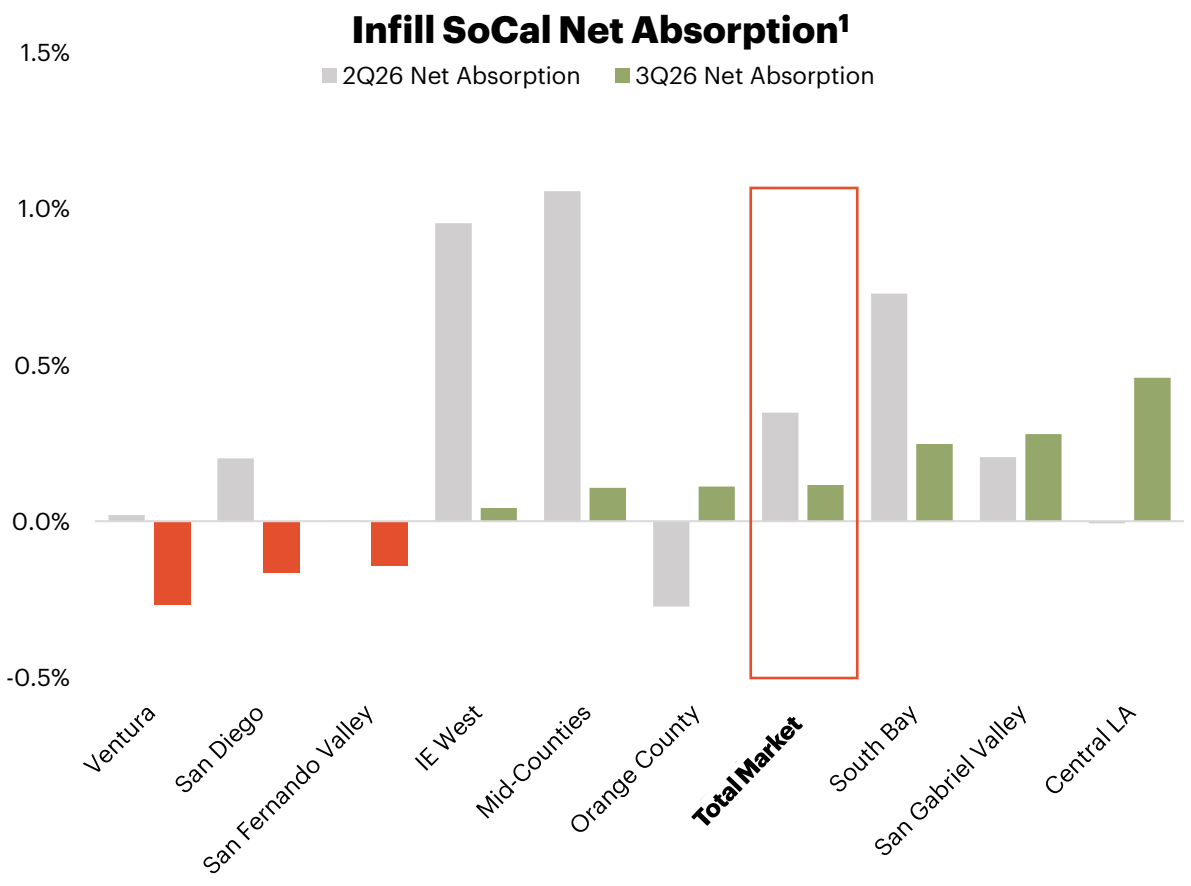


3Q26 Market Highlights

- 5.4% infill SoCal market vacancy, up 7 basis points sequentially
- 1.9M SF positive net absorption
- Market rents +1% QoQ, (1)% YoY & (23)% from peak
- Continued quarters of positive net absorption remain a key prerequisite for market inflection

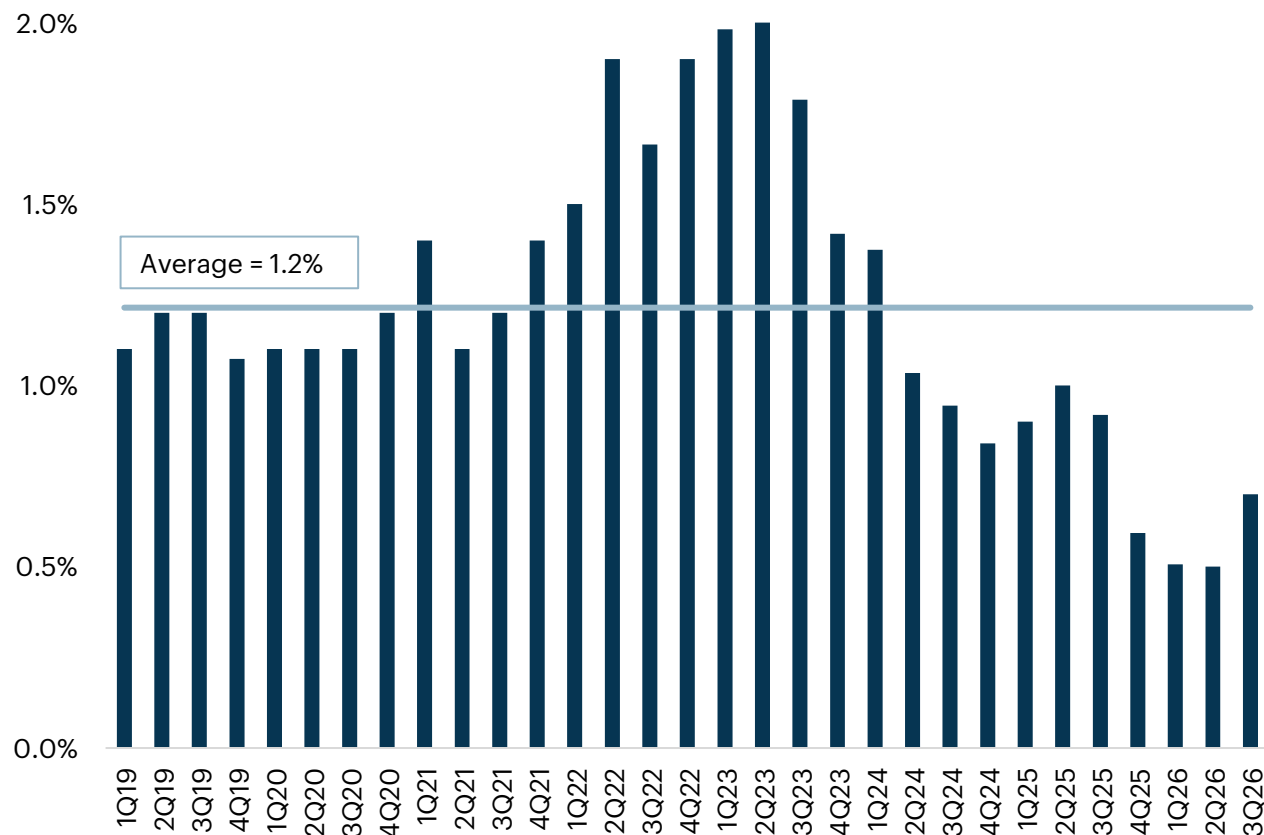
Continued Improvement in Infill SoCal Market Fundamentals

Rexford's portfolio captures outsized demand, reflecting differentiated quality & resilience of portfolio



Supply Constraints Support Long-Term Fundamentals

Infill SoCal Under Construction as % of Total Stock¹
(1Q19-3Q26)



Unprecedented Inability to Add Supply

What is the Regulation?

- More recent CA state legislation (AB 98 & SB 415) and increasing municipal zoning limitations materially impede new development in infill areas
- Repositioning improvements largely unimpacted by regulation

Why it Matters?

- Regulation increases cost, complexity and entitlement risk, significantly impacting the financial feasibility of adding new supply
- Supply under construction at multi-decade lows, with limited ability to add new product

Why is Rexford Well Positioned?

- Higher barriers to entry reinforce the scarcity value of Rexford's existing infill industrial assets, supporting long-term rent growth and asset value
- Rexford's value creation repositioning platform delivers higher functionality and quality to existing product, meeting demand that would have previously been satisfied by new supply

3Q 2026 Highlights



2026 Guidance Expectations¹

	3Q 2026 Updated Guidance	2Q 2026 Guidance	Initial 2026 Guidance
Earnings			
Company share of Core FFO per diluted share	\$2.41 – \$2.44	\$2.38 – \$2.43	\$2.35 – \$2.40
Same Property Portfolio²			
Same Property Portfolio NOI Growth - Net Effective	(0.25)% – 0.25%	(1.25)% – (0.25)%	(2.5)% – (1.5)%
Same Property Portfolio NOI Growth - Cash	0.25% – 0.75%	(0.75)% – 0.25%	(2.0)% – (1.0)%
Average Same Property Portfolio Occupancy (Full Year)	95.8% – 96.0%	95.3% – 95.7%	94.8% – 95.3%
Capital Allocation			
Dispositions	\$1.7B – \$2.0B	\$1.5B – \$2.0B	\$400M – \$500M
Repositioning/Development Annualized Stabilized Cash NOI ³	\$16M – \$18M	\$16M – \$18M	\$19M – \$21M
Repositioning/Development Starts (SF)	0.8M	1.2M	1.1M
Repositioning/Development Starts (Total Estimated Project Costs)	\$125M – \$130M	\$160M – \$170M	\$140M – \$150M
Other Assumptions			
General and Administrative Expenses	+/- \$57M	+/- \$57M	+/- \$60M
Interest Expense ⁴	+/- \$105M	+/- \$105M	+/- \$112M

2026 Guidance Rollforward¹

Earnings Components	Range (\$ per share)	Notes
2026 Core FFO per Diluted Share (Previous)	\$2.38 – \$2.43	
Same Property Portfolio NOI Change - Net Effective	0.03 – 0.01	Projected higher average occupancy driven by better-than-expected leasing; lower projected bad debt expense
2026 Core FFO per Diluted Share (Current)	\$2.41 – \$2.44	
Core FFO per Diluted Share Annual Growth	0.4% – 1.7%	

Financial¹

3Q 2026

\$0.60

Core FFO/Share
0.0% Growth

(2.6)%

Same Property
Net Effective NOI Growth

(1.1)%

Same Property
Cash NOI Growth

YTD 2026

\$1.85

Core FFO/Share
1.6% Growth

(0.1)%

Same Property
Net Effective NOI Growth

0.9%

Same Property
Cash NOI Growth



Operations

3Q 2026

3.7M

Leased Square Feet

3.5%

Average Embedded
Rent Steps¹

7.1%

Net Effective
Leasing Spreads

(3.0)%

Cash
Leasing Spreads

95.6%

Average Same
Property Occupancy
+10 bps v. 2Q26

96.9%

Ending Same
Property Occupancy
+200 bps v. 2Q26

YTD 2026

10.0M

Leased Square Feet

3.4%

Average Embedded
Rent Steps¹

(3.2)%

Net Effective
Leasing Spreads

(10.7)%

Cash
Leasing Spreads

95.9%

Average Same
Property Occupancy

Dispositions

3Q 2026

25

Closed Dispositions

\$1.3B

Total Sales Price

5.5M

Square Feet

YTD 2026

37

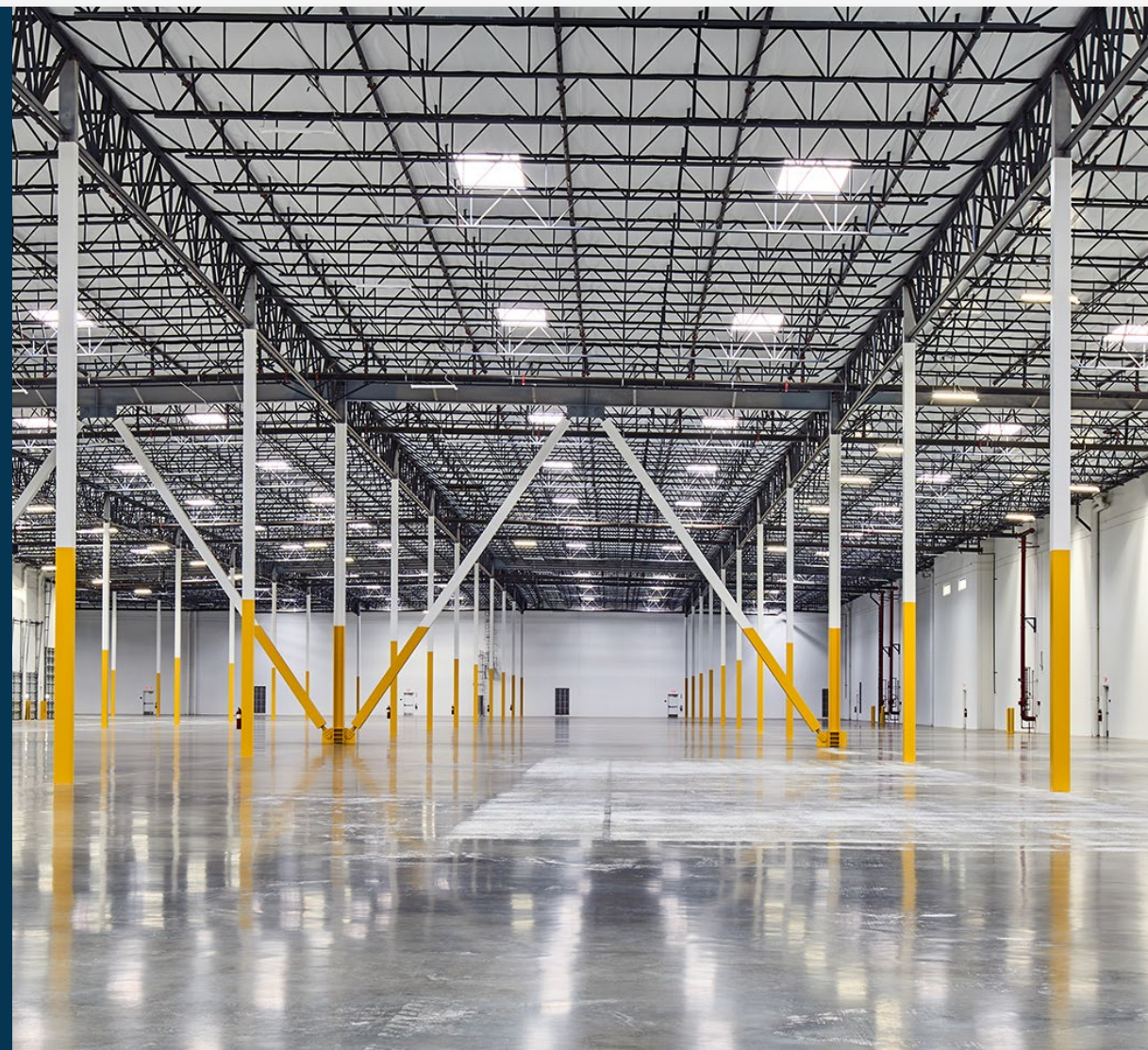
Closed Dispositions

\$1.5B

Total Sales Price

6.4M

Square Feet



Repositioning & Development

3Q 2026

599K

Leased Square Feet

\$14.2M

Leased Annualized
Cash NOI¹

1

Stabilized Project

47K

Stabilized Square Feet

\$15M

Total Investment for
Stabilized Projects

13.8%

Stabilized Return
on Cost²

YTD 2026

784K

Leased Square Feet

\$17.5M

Leased Annualized
Cash NOI¹

5

Stabilized Projects

388K

Stabilized Square Feet

\$161M

Total Investment for
Stabilized Projects

7.7%

Stabilized Return
on Cost²

Appendix

Endnotes

Non-GAAP Reconciliations

Definitions



Endnotes

SLIDE 3

1. Calculated as the market value of fully diluted common shares (including common shares outstanding, Operating Partnership units, unvested shares of restricted stock, vested and unvested LTIP units and performance units) as of 9/30/2026, plus liquidation value of preferred equity and total net debt at balance sheet carrying value as of 9/30/2026.
2. Adjusted EBITDA_{re} is a Non-GAAP financial measure. Please refer to the Non-GAAP Reconciliations and Definitions on the following pages of this presentation for descriptions and reconciliations of Adjusted EBITDA_{re}.
3. These credit ratings may not reflect the potential impact of risks relating to the structure or trading of the Company's securities and are provided solely for informational purposes. Credit ratings are not recommendations to buy, sell or hold any security, and may be revised or withdrawn at any time by the issuing organization in its sole discretion. The Company does not undertake any obligation to maintain the ratings or to advise of any change in ratings. Each agency's rating should be evaluated independently of any other agency's rating. An explanation of the significance of the ratings may be obtained from each of the rating agencies.

SLIDE 4

1. Adjusted EBITDA_{re} is a Non-GAAP financial measure. Please refer to the Non-GAAP Reconciliations and Definitions on the following pages of this presentation for descriptions and reconciliations of Adjusted EBITDA_{re}.
2. Total liquidity reflects ending cash balance of approximately \$424 million and nearly full availability on our \$1.25 billion revolver.

SLIDE 5

1. Share repurchases year to date as of 10/22/2026.

SLIDE 6

1. Share repurchases year to date as of 10/22/2026.

SLIDE 8

1. Adjusted EBITDA_{re} is a Non-GAAP financial measure. Please refer to the Non-GAAP Reconciliations and Definitions on the following pages of this presentation for descriptions and reconciliations of Adjusted EBITDA_{re}.
2. Year to date as of 10/22/2026.

SLIDE 9

1. Pro forma assumes repayment of \$575 million Exchangeable Senior Notes at maturity in 1Q 2027.
2. Adjusted EBITDA_{re} is a Non-GAAP financial measure. Please refer to the Non-GAAP Reconciliations and Definitions on the following pages of this presentation for descriptions and reconciliations of Adjusted EBITDA_{re}.

SLIDE 10

1. Source: CBRE Research 1Q 2019 to 3Q 2026. Infill SoCal refers to Greater Los Angeles, Inland Empire West, Orange County and San Diego; excludes Inland Empire East, Southwest Riverside, East County San Diego and Otay Mesa.

SLIDE 11

1. Source: CBRE Research 2Q 2026 to 3Q 2026. Infill SoCal refers to Greater Los Angeles, Inland Empire West, Orange County and San Diego; excludes Inland Empire East, Southwest Riverside, East County San Diego and Otay Mesa.
2. Source: Rexford Same Property Portfolio ending occupancy 3Q 2025 to 3Q 2026, restated as of 9/30/2026, and CBRE Research 3Q 2025 to 3Q 2026. Infill SoCal refers to Greater Los Angeles, Inland Empire West, Orange County and San Diego; excludes Inland Empire East, Southwest Riverside, East County San Diego and Otay Mesa.

SLIDE 12

1. Source: CBRE Research 1Q 2019 to 3Q 2026. Infill SoCal refers to Greater Los Angeles, Inland Empire West, Orange County and San Diego; excludes Inland Empire East, Southwest Riverside, East County San Diego and Otay Mesa.

SLIDE 14

1. The Company's 2026 guidance reflects management's view of current and future market conditions, including current expectations with respect to rental rates and occupancy levels. 2026 Core FFO Guidance represents the in-place portfolio as of 10/22/2026, as well as guidance expectations related to investment activity. To the extent actual results differ from the Company's current expectations, its results may differ materially from the guidance set forth here.
2. 2026 Same Property Portfolio is a subset of our consolidated portfolio and includes properties that were wholly owned by us for the period from 1/1/2025 through 10/22/2026 and excludes properties that were or will be classified as repositioning or development (current and future) or lease-up during 2025 and 2026 (unless otherwise noted) and select buildings in other repositioning and properties included in the 2026 disposition guidance.
3. Represents estimated annualized Cash NOI for repositioning and development projects expected to stabilize in 2026, including projects that stabilized in 1Q through 3Q 2026.
4. Interest Expense excludes the \$2.9 million gain on the termination of interest rate swaps associated with the repayment of the \$300 million term loan due May 2027 recognized in 3Q 2026.

Endnotes (cont.)

SLIDE 15

1. The Company's 2026 guidance reflects management's view of current and future market conditions, including current expectations with respect to rental rates and occupancy levels. 2026 Guidance represents the in-place portfolio as of 10/22/2026, as well as guidance expectations related to investment activity. To the extent actual results differ from the Company's current expectations, its results may differ materially from the guidance set forth here.

SLIDE 16

1. NOI and Core FFO are Non-GAAP financial measures. Please refer to the Non-GAAP Reconciliations and Definitions on the following pages of this presentation for descriptions and reconciliations of NOI and Core FFO.

SLIDE 17

1. Annual contractual rental rate increases for leases executed in 3Q 2026 and year to date 2026.

SLIDE 19

1. Annualized Cash NOI associated with leases executed through 9/30/2026 for repositioning and development projects. Excludes projects in other repositioning.
2. Stabilized Return on Cost is a Non-GAAP financial measure. Please refer to the Non-GAAP Reconciliations and Definitions on the following pages of this presentation for a description of stabilized return on cost.

Non-GAAP Reconciliations

Net Operating Income (\$ in '000s)		
	Quarter Ended 9/30/2026	Quarter Ended 9/30/2025
Net income	\$18,070	\$93,056
General & administrative	13,431	20,037
Depreciation & amortization	74,440	81,172
Other expenses, net	2,561	4,218
Interest expense	24,785	25,463
Debt extinguishment and modification expenses	194	—
Management & leasing services	—	(118)
Interest income	(3,266)	(6,367)
Impairment of real estate	71,834	—
Gains on sale of real estate	(23,208)	(28,583)
Net Operating Income (NOI)	\$178,841	\$ 188,878
Straight line rental revenue adjustments	(6,000)	(8,164)
Above/(below) market lease revenue adjustments	(3,438)	(5,254)
Cash NOI	\$169,403	\$175,460

Funds from Operations (\$ in '000s, except per share data)		
	Quarter Ended 9/30/2026	Quarter Ended 9/30/2025
Net income	\$18,070	\$93,056
Depreciation and amortization	74,440	81,172
Impairment of real estate	71,834	—
Gains on sale of real estate	(23,208)	(28,583)
Funds from Operations (FFO)	\$141,136	\$145,645
Less: preferred stock dividends	(2,314)	(2,314)
Less: FFO, attributable to noncontrolling interests	(5,358)	(4,906)
Less: FFO, attributable to participating securities	(610)	(713)
Company Share of FFO	\$132,854	\$137,712
FFO	\$141,136	\$145,645
Acquisition expenses	—	161
Debt extinguishment and modification expenses	194	—
Gain on termination of interest rate swaps	(2,874)	—
Non-capitalizable demolition costs	1,309	—
Co-CEO transition costs	528	—
Severance costs	680	2,728
Other nonrecurring expenses	—	1,259
Core FFO	\$140,973	\$149,793
Less: preferred stock dividends	(2,314)	(2,314)
Less: FFO, attributable to noncontrolling interests	(5,351)	(5,045)
Less: FFO, attributable to participating securities	(610)	(734)
Company Share of Core FFO	\$132,698	\$141,700
Weighted-average shares outstanding - diluted	220,510	234,587
Company Share of Core FFO per share - basic	\$0.60	\$0.60
Company Share of Core FFO per share - diluted	\$0.60	\$0.60

EBITDA _{re} and Adjusted EBITDA _{re} (\$ in '000s)		
	Quarter Ended 9/30/2026	Quarter Ended 9/30/2025
Net income	\$18,070	\$93,056
Interest expense	24,785	25,463
Depreciation and amortization	74,440	81,172
Impairment of real estate	71,834	—
Gains on sale of real estate	(23,208)	(28,583)
EBITDA_{re}	\$165,921	\$171,108
Stock-based compensation amortization	4,106	10,485
Debt extinguishment and modification expenses	194	—
Acquisition expenses	—	161
Non-capitalizable demolition costs	1,309	—
Co-CEO transition costs	528	—
Other nonrecurring expenses	—	1,259
Pro forma effect of dispositions	(15,234)	(389)
Adjusted EBITDA_{re}	\$156,824	\$182,624

Source: Company filings

Definitions

Cash NOI: Cash NOI is a non-GAAP measure, which we calculate by adding or subtracting from NOI (i) fair value lease revenue and (ii) straight-line rent adjustment. We use Cash NOI, together with NOI, as a supplemental performance measure. Cash NOI should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs. Cash NOI should not be used as a substitute for cash flow from operating activities computed in accordance with GAAP. We use Cash NOI to help evaluate the performance of the Company as a whole, as well as the performance of our Same Property Portfolio.

Core Funds from Operations (“Core FFO”): We believe that Core FFO is a useful supplemental measure and that by adjusting for items that are not considered by us to be part of our on going operating performance, provides a more meaningful and consistent comparison of the Company’s operating and financial performance period-over-period. Because these adjustments have a real economic impact on our financial condition and results from operations, the utility of Core FFO as a measure of our performance is limited. Other REITs may not calculate Core FFO in a consistent manner. Accordingly, our Core FFO may not be comparable to other REITs’ core FFO. Core FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance. “Company Share of Core FFO” reflects Core FFO attributable to common stockholders, which excludes amounts allocable to noncontrolling interests, participating securities and preferred stockholders (which consists of preferred stock dividends, but excludes non-recurring preferred stock redemption charges related to the write-off of original issuance costs which we do not consider reflective of our core revenue or expense streams).

Estimated Stabilized Return on Cost: Calculated by dividing each project’s Annualized Stabilized Cash NOI by its Projected Total Investment.

NAREIT Defined Funds from Operations (“FFO”): We calculate FFO in accordance with the standards established by NAREIT. FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) on sale of real estate assets, gains (or losses) on sale of assets incidental to our business, impairment losses of depreciable operating property or assets incidental to our business, real estate related depreciation and amortization (excluding amortization of deferred financing costs) and after adjustments for unconsolidated joint ventures. Management uses FFO as a supplemental performance measure because, in excluding real estate related depreciation and amortization, gains and losses from property dispositions or assets incidental to our business, other than temporary impairments of unconsolidated real estate entities, and impairment on our investment in real estate and other assets incidental to our business, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that, as a widely recognized measure of performance used by other REITs, FFO may be used by investors as a basis to compare our operating performance with that of other REITs. However, because FFO excludes depreciation and amortization and captures neither the changes in the value of our properties that result from use or market conditions nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties, all of which have real economic effects and could materially impact our results from operations, the utility of FFO as a measure of our performance is limited. Other equity REITs may not calculate or interpret FFO in accordance with the NAREIT definition as we do, and, accordingly, our FFO may not be comparable to such other REITs’ FFO. FFO should not be used as a measure of our liquidity, and is not indicative of funds available for our cash needs, including our ability to pay dividends. FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance. “Company Share of FFO” reflects FFO attributable to common stockholders, which excludes amounts allocable to noncontrolling interests, participating securities and preferred stockholders (which consists of preferred stock dividends and any preferred stock redemption charges related to the write-off of original issuance costs).

Net Debt to Adjusted EBITDAre: Calculated as Net Debt divided by annualized Adjusted EBITDAre. We calculate Adjusted EBITDAre as net income or loss (computed in accordance with GAAP), before interest expense, tax expense, depreciation and amortization, gains (or losses) from sales of depreciable operating property, impairment losses of depreciable property, non-cash stock-based compensation expense, write-offs of below market lease intangibles related to unexercised renewal options, gains (or losses) on debt extinguishment and debt modification expenses, acquisition expenses, non-capitalizable demolition costs and the pro-forma effects of dispositions and other nonrecurring expenses. We believe that Adjusted EBITDAre is helpful to investors as a supplemental measure of our operating performance as a real estate company because it is a direct measure of the actual operating results of our industrial properties. We also use this measure in ratios to compare our performance to that of our industry peers. In addition, we believe Adjusted EBITDAre is frequently used by securities analysts, investors and other interested parties in the evaluation of Equity REITs. However, because Adjusted EBITDAre is calculated before recurring cash charges including interest expense and income taxes, and is not adjusted for capital expenditures or other recurring cash requirements of our business, its utility as a measure of our liquidity is limited. Accordingly, Adjusted EBITDAre should not be considered an alternative to cash flow from operating activities (as computed in accordance with GAAP) as a measure of our liquidity. Adjusted EBITDAre should not be considered as an alternative to net income or loss as an indicator of our operating performance. Other Equity REITs may calculate Adjusted EBITDAre differently than we do; accordingly, our Adjusted EBITDAre may not be comparable to such other Equity REITs’ Adjusted EBITDAre. Adjusted EBITDAre should be considered only as a supplement to net income or loss (as computed in accordance with GAAP) as a measure of our performance.

Net Operating Income (“NOI”): NOI is a non-GAAP measure which includes the revenue and expense directly attributable to our real estate properties. NOI is calculated as total revenue from real estate operations including i) rental income, ii) tenant reimbursements, and iii) other income less property expenses. We use NOI as a supplemental performance measure because, in excluding real estate depreciation and amortization expense, general and administrative expenses, interest expense, gains (or losses) on sale of real estate and other non-operating items, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that NOI will be useful to investors as a basis to compare our operating performance with that of other REITs. However, because NOI excludes depreciation and amortization expense and captures neither the changes in the value of our properties that result from use or market conditions, nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties (all of which have real economic effect and could materially impact our results from operations), the utility of NOI as a measure of our performance is limited. Other equity REITs may not calculate NOI in a similar manner and, accordingly, our NOI may not be comparable to such other REITs’ NOI. Accordingly, NOI should be considered only as a supplement to net income as a measure of our performance. NOI should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs. NOI should not be used as a substitute for cash flow from operating activities in accordance with GAAP. We use NOI to help evaluate the performance of the Company as a whole, as well as the performance of our Same Property Portfolio.



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