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# Prologis

**September 27, 2011**

# Forward-Looking Statements

Some of the information included in this press release contains forward-looking statements which are made pursuant to the safe-harbor provisions of Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause our actual results to differ materially from those in the forward-looking statements, and you should not rely on the forward-looking statements as predictions of future events. The events or circumstances reflected in forward-looking statements might not occur. You can identify forward-looking statements by the use of forward-looking terminology such as “believes,” “expects,” “may,” “will,” “should,” “seeks,” “approximately,” “intends,” “plans,” “pro forma,” “estimates” or “anticipates” or the negative of these words and phrases or similar words or phrases. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Forward-looking statements are necessarily dependent on assumptions, data or methods that may be incorrect or imprecise and we may not be able to realize them. We caution you not to place undue reliance on forward-looking statements, which reflect our analysis only and speak only as of the date of this report or the dates indicated in the statements. We assume no obligation to update or supplement forward-looking statements. The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: changes in general economic conditions in California, the U.S. or globally (including financial market fluctuations), global trade or in the real estate sector (including risks relating to decreasing real estate valuations and impairment charges); risks associated with using debt to fund the company’s business activities, including refinancing and interest rate risks; the company’s failure to obtain, renew, or extend necessary financing or access the debt or equity markets; the company’s failure to maintain its current credit agency ratings or comply with its debt covenants; risks related to the merger transaction with ProLogis, including the risk that the merger may not achieve its intended results; risks related to the company’s obligations in the event of certain defaults under co-investment venture and other debt; defaults on or non-renewal of leases by customers, lease renewals at lower than expected rent or failure to lease properties at all or on favorable rents and terms; difficulties in identifying properties, portfolios of properties, or interests in real-estate related entities or platforms to acquire and in effecting acquisitions on advantageous terms and the failure of acquisitions to perform as the company expects; unknown liabilities acquired in connection with the acquired properties, portfolios of properties, or interests in real-estate related entities; the company’s failure to successfully integrate acquired properties and operations; risks and uncertainties affecting property development, redevelopment and value-added conversion (including construction delays, cost overruns, the company’s inability to obtain necessary permits and financing, the company’s inability to lease properties at all or at favorable rents and terms, and public opposition to these activities); the company’s failure to set up additional funds, attract additional investment in existing funds or to contribute properties to its co-investment ventures due to such factors as its inability to acquire, develop, or lease properties that meet the investment criteria of such ventures, or the co-investment ventures’ inability to access debt and equity capital to pay for property contributions or their allocation of available capital to cover other capital requirements; risks and uncertainties relating to the disposition of properties to third parties and the company’s ability to effect such transactions on advantageous terms and to timely reinvest proceeds from any such dispositions; risks of doing business internationally and global expansion, including unfamiliarity with the new markets and currency risks; risks of changing personnel and roles; losses in excess of the company’s insurance coverage; changes in local, state and federal regulatory requirements, including changes in real estate and zoning laws; increases in real property tax rates; risks associated with the company’s tax structuring; increases in interest rates and operating costs or greater than expected capital expenditures; environmental uncertainties and risks related to natural disasters; and our failure to qualify and maintain our status as a real estate investment trust. Our success also depends upon economic trends generally, various market conditions and fluctuations and those other risk factors discussed under the heading “Risk Factors” and elsewhere in our most recent annual report on Form 10-K for the year ended December 31, 2010 and our other public reports.

# Global Franchise

- Leading global industrial REIT
- Global network of distribution facilities composed of 600 million square feet
- $48 billion of real estate assets owned, managed, or under development, in 22 countries
    - $22.3 billion of direct owned or under development
    - $25.7 billion of assets under management in co-investment ventures and funds
- Proven access to capital markets
- Firm commitment to de-lever and improve investment grade standing

Note: Data as of June 30, 2011.





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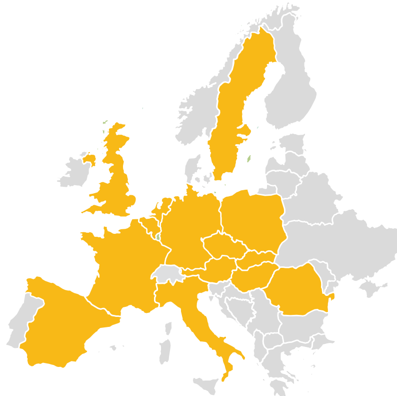
# Global Reach



### AMERICAS

- 422 msf / 39.2 msm
- $26.4B AUM
- 2,630 buildings in 4 countries
- 7,330 acres of land for sale / development

### EUROPE

- 147 msf / 13.7 msm
- $16.2B AUM
- 620 buildings in 14 countries
- 3,816 acres of land for sale / development

### ASIA

- 30 msf / 2.8 msm
- $5.4B AUM
- 87 buildings in 4 countries
- 93 acres of land for sale / development

### TOTAL

- 600 msf / 55.7 msm
- $48B AUM
- 3,337 buildings in 22 countries
- 11,239 acres of land for sale / development

**Platform covers countries representing ~78% of global GDP[1]**

Note: Data as of June 30, 2011.

1) International Monetary Fund.





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# Financial Goals 2011-2013

- Target “A” credit rating
- Target leverage of < 30%
- Achieve strong fixed charge coverage ratio of > 2.75x
- Maintain a large, stable pool of wholly-owned unencumbered properties, predominately U.S. focused
- Maintain staggered debt maturity profile
- Strategically access capital to fund development activities, hedge currency risk, and reduce debt through:
  - Disposition of non-strategic assets
  - Fund contributions and formations
  - Equity, as needed
  - Unsecured bond issuances, including non USD denominations





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# Key Credit Highlights

| | | **Target 2013+** |
|---|---|---|
| **Leverage & Capital Structure** | Solid and improving leverage and coverage metrics | |
| | Debt as % of gross real estate assets | 25 - 30% |
| | Debt / EBITDA | 5.0 - 6.0x |
| | Secured debt as % of gross real estate assets | 10 - 15% |
| **Liquidity & Funding** | Annual weighted debt maturities as a % of total debt | 12 - 15% |
| | Unencumbered gross real estate assets to unsecured debt | >2.5x |

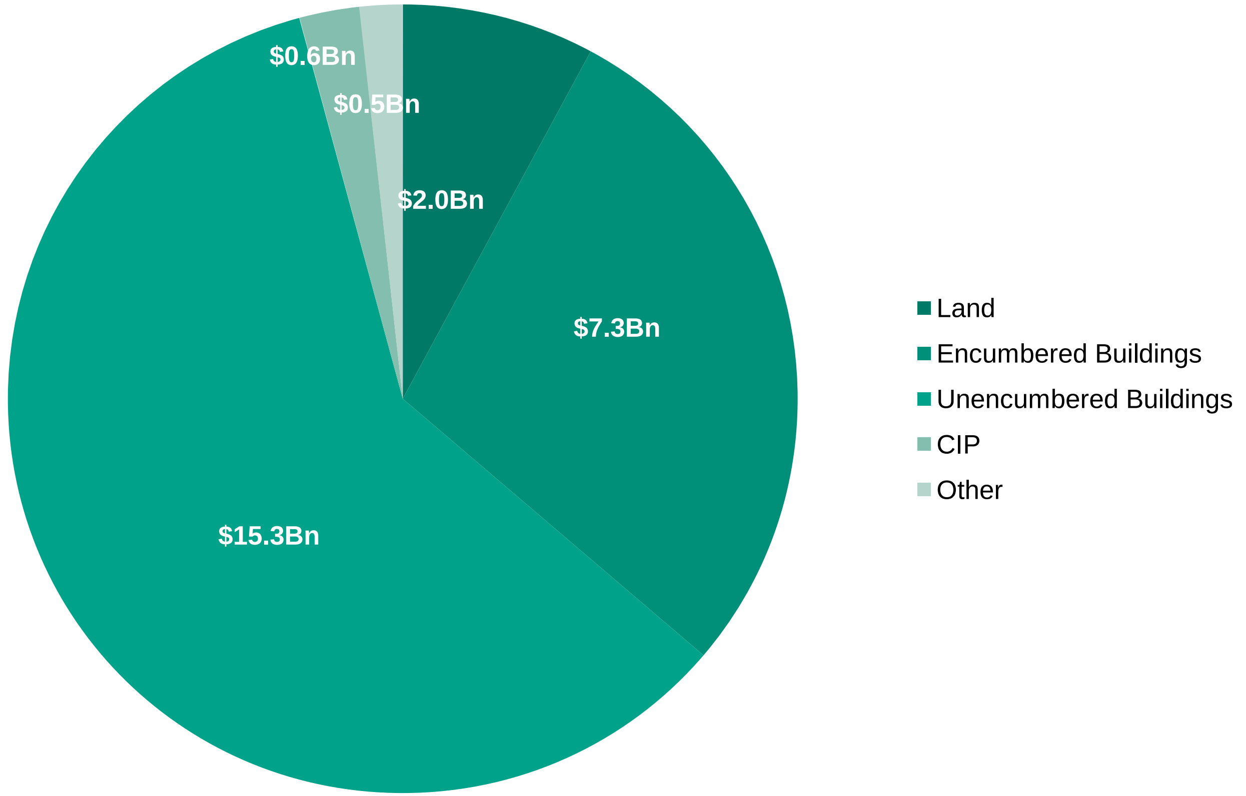
Solid investment grade standing further supported by:

- Strong access to all sources of private and public debt / equity capital: over $25 billion raised since 2009
- Large unencumbered asset base
- Market leading global real estate platform
- Global, diversified customer relationships
- Private Capital platform which provides captive, stable revenue stream

Note: Data as of June 30, 2011.

1) Credit metrics provided on a look-through basis, including Prologis' share of items (earnings, fixed charges, taxes, depreciation, etc.) in its unconsolidated investees and is not calculated on the same basis as required under applicable rules of the SEC.

# Significant Unencumbered Asset Base (as of June 30, 2011)




**Gross Book Real Estate Value totals $25.7 billion**

**Unencumbered assets comprise 72% of gross real estate assets or $18.4 billion**





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# Sources & Uses 2011-2013

| Sources [1] | |
|---|---|
| Americas Dispositions / Contributions | $3,000 |
| Europe Dispositions / Contributions | 1,600 |
| Asia Dispositions / Contributions | 3,300 |
| PLD Share of Fund Dispositions | 200 |
| Land Dispositions | 400 |
| **Total** | **$8,500** |

| Uses | |
|---|---|
| Development Funding[2] | $2,100 |
| PLD Share of Future Acquisitions | 900 |
| **Total** | **$3,000** |

| | |
|---|---|
| **Total Sources Less Uses** | **$5,500** |

| Debt Pay down Potential | | Market Cap | % of Market Cap |
|---|---|---|---|
| **Look through Debt @ 6/30/11** | **$14,364** | $31,513 [4] | 46% |
| Plus NA2 Debt [3] | 782 | | |
| Less Net Sources | (5,500) | | |
| PEPR Recap / Asset Sales | (3,200) | | |
| **Look-Through Debt Post De-Levering** | **$6,446** | $23,595 | 27% |

1) Sources are net of PLD share of equity and debt funding of contributions.
2) Represents estimated funding requirements for developments through 2013 post fund contribution and less land already owned.
3) Adjusted to reflect 100% of NA2 Debt.
4) Market Cap from 6/30/11 Supplemental.





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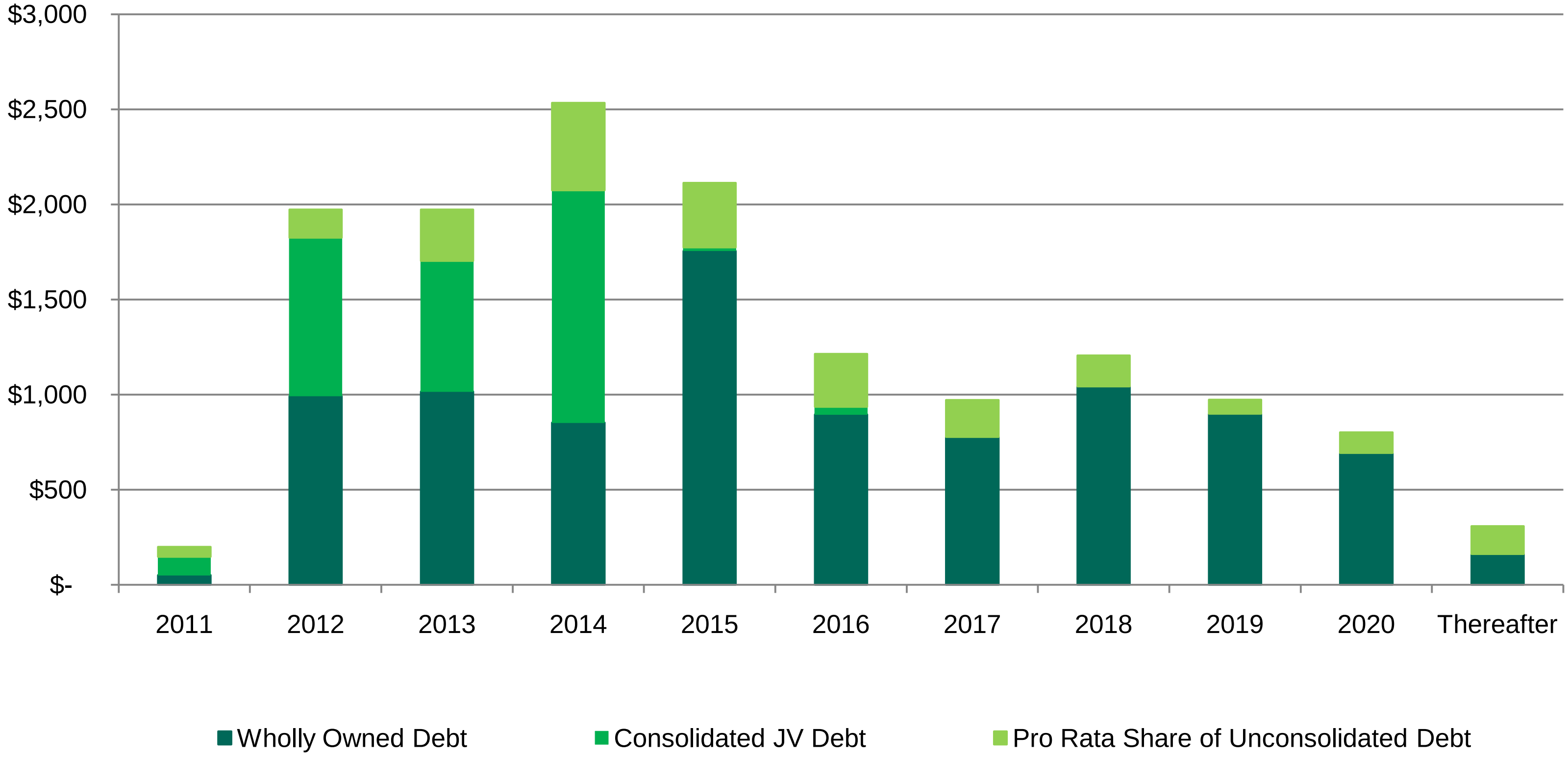
# Debt Maturity Schedule (as of June 30, 2011)

**(in millions)**



# Prologis Debt Covenant Compliance (as of June 30, 2011)

| | Legacy AMB Indenture | | New Prologis Indenture | |
|---|---|---|---|---|
| | Covenant | Actual | Covenant | Actual |
| Aggregate Debt Test | < 60% | 41.6% | < 60% | 39.0% |
| Debt Service Test | > 1.5x | 2.4x | > 1.5x | 2.5x |
| Secured Debt Test | < 40% | 12.6% | < 40% | 11.1% |
| Maintenance of Total Unencumbered Assets | > 150% | 260.8% | > 150% | 270.8% |

| | Global Line | |
|---|---|---|
| | Covenant | Actual |
| Secured Indebtedness | < 35% | 13% |
| Consolidated Tangible Net Worth | > $10,000,000 | $15,724,619 |
| Consolidated Leverage Ratio | < 60% | 42% |
| Fixed Charge Coverage Ratio | > 1.5x | 2.0x |
| Unencumbered Debt Service Coverage Ratio | > 1.5x | 2.0x |



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