



**STAG**  
**INDUSTRIAL**

SUPPLEMENTAL INFORMATION

UNAUDITED SECOND QUARTER 2024

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## Forward-Looking Statements

This supplemental information package contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. STAG Industrial, Inc. (STAG) intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with these safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe STAG’s future plans, strategies and expectations, are generally identifiable by use of the words “believe,” “will,” “expect,” “intend,” “anticipate,” “estimate,” “should”, “project” or similar expressions. You should not rely on forward-looking statements since they involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond STAG’s control and which could materially affect actual results, performances or achievements. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, the risk factors discussed in STAG’s most recent Annual Report on Form 10-K for the year ended December 31, 2023, as updated by the Company’s subsequent reports filed with the Securities and Exchange Commission. Accordingly, there is no assurance that STAG’s expectations will be realized. Except as otherwise required by the federal securities laws, STAG disclaims any obligation or undertaking to publicly release any updates or revisions to any forward-looking statement contained herein (or elsewhere) to reflect any change in STAG’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

## Defined Terms, Including Non-GAAP Measurements

Please refer to the Definitions section near the end of these materials for definitions of capitalized terms used herein, including, among others, Annualized Base Rental Revenue, Capitalization Rate and Retention, as well as non-GAAP financial measures, such as Adjusted EBITDAre, Cash NOI, and Core FFO. These materials provide reconciliations of non-GAAP financial measures to net income (loss) in accordance with GAAP. None of the non-GAAP financial measures is intended as an alternative to net income (loss) in accordance with GAAP as a measure of the Company’s financial performance.

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## Snapshot (June 30, 2024)

Square Feet	114.1 million
Number of Buildings	573
Number of States	41
Portfolio Occupancy	97.1%
Operating Portfolio Occupancy	97.5%
Weighted Average Lease Term	4.3 years
Weighted Average Rent	\$5.42/sf
Net Debt to Annualized Run Rate Adjusted EBITDAre ratio	5.0x
Monthly Dividend (annualized)	\$0.123333 (\$1.48)





# CONSOLIDATED BALANCE SHEETS

(in thousands, except share data)	June 30, 2024	December 31, 2023
<b>Assets</b>		
Rental Property:		
Land	\$ 716,613	\$ 698,633
Buildings and improvements, net of accumulated depreciation of \$998,633 and \$921,846, respectively	4,982,291	4,838,522
Deferred leasing intangibles, net of accumulated amortization of \$364,564 and \$360,094, respectively	421,560	435,722
Total rental property, net	6,120,464	5,972,877
Cash and cash equivalents	33,273	20,741
Restricted cash	1,247	1,127
Tenant accounts receivable	125,172	128,274
Prepaid expenses and other assets	80,855	80,455
Interest rate swaps	54,510	50,418
Operating lease right-of-use assets	28,598	29,566
<b>Total assets</b>	<b>\$ 6,444,119</b>	<b>\$ 6,283,458</b>
<b>Liabilities and Equity</b>		
Liabilities:		
Unsecured credit facility	\$ 127,000	\$ 402,000
Unsecured term loans, net	1,021,175	1,021,773
Unsecured notes, net	1,643,538	1,195,872
Mortgage notes, net	4,299	4,401
Accounts payable, accrued expenses and other liabilities	98,828	83,152
Tenant prepaid rent and security deposits	44,876	44,238
Dividends and distributions payable	22,936	22,726
Deferred leasing intangibles, net of accumulated amortization of \$26,796 and \$26,613, respectively	33,454	29,908
Operating lease liabilities	32,683	33,577
<b>Total liabilities</b>	<b>\$ 3,028,789</b>	<b>\$ 2,837,647</b>
Equity:		
Preferred stock, par value \$0.01 per share, 20,000,000 shares authorized at June 30, 2024 and December 31, 2023; none issued or outstanding	—	—
Common stock, par value \$0.01 per share, 300,000,000 shares authorized at June 30, 2024 and December 31, 2023, 182,105,303 and 181,690,867 shares issued and outstanding at June 30, 2024 and December 31, 2023, respectively	1,821	1,817
Additional paid-in capital	4,276,498	4,272,376
Cumulative dividends in excess of earnings	(987,218)	(948,720)
Accumulated other comprehensive income	53,228	49,207
Total stockholders' equity	3,344,329	3,374,680
Noncontrolling interest	71,001	71,131
<b>Total equity</b>	<b>3,415,330</b>	<b>3,445,811</b>
<b>Total liabilities and equity</b>	<b>\$ 6,444,119</b>	<b>\$ 6,283,458</b>

# CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share data)	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
<b>Revenue</b>				
Rental income	\$ 186,467	\$ 171,439	\$ 373,869	\$ 344,707
Other income	3,310	255	3,451	540
Total revenue	189,777	171,694	377,320	345,247
<b>Expenses</b>				
Property	37,478	32,675	76,549	68,556
General and administrative	11,828	12,060	24,780	24,736
Depreciation and amortization	75,280	68,494	146,707	137,438
Loss on impairment	4,967	—	4,967	—
Other expenses	595	357	1,158	3,336
Total expenses	130,148	113,586	254,161	234,066
<b>Other income (expense)</b>				
Interest and other income	14	17	25	36
Interest expense	(27,372)	(22,860)	(52,793)	(45,472)
Debt extinguishment and modification expenses	—	—	(667)	—
Gain on involuntary conversion	5,717	—	5,717	—
Gain on the sales of rental property, net	23,086	17,532	23,086	37,660
Total other income (expense)	1,445	(5,311)	(24,632)	(7,776)
<b>Net income</b>	<b>\$ 61,074</b>	<b>\$ 52,797</b>	<b>\$ 98,527</b>	<b>\$ 103,405</b>
Less: income attributable to noncontrolling interest	1,291	1,191	2,117	2,333
<b>Net income attributable to STAG Industrial, Inc.</b>	<b>\$ 59,783</b>	<b>\$ 51,606</b>	<b>\$ 96,410</b>	<b>\$ 101,072</b>
Less: amount allocated to participating securities	46	53	93	106
<b>Net income attributable to common stockholders</b>	<b>\$ 59,737</b>	<b>\$ 51,553</b>	<b>\$ 96,317</b>	<b>\$ 100,966</b>
Weighted average common shares outstanding — basic	181,961	179,413	181,834	179,305
Weighted average common shares outstanding — diluted	182,185	179,738	182,088	179,518
<b>Net income per share — basic and diluted</b>				
Net income per share attributable to common stockholders — basic	\$ 0.33	\$ 0.29	\$ 0.53	\$ 0.56
Net income per share attributable to common stockholders — diluted	\$ 0.33	\$ 0.29	\$ 0.53	\$ 0.56



# NET OPERATING INCOME (NOI) & CASH NOI

(in thousands)	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
<b>Net income</b>	\$ 61,074	\$ 52,797	\$ 98,527	\$ 103,405
General and administrative	11,828	12,060	24,780	24,736
Depreciation and amortization	75,280	68,494	146,707	137,438
Interest and other income	(14)	(17)	(25)	(36)
Interest expense	27,372	22,860	52,793	45,472
Loss on impairment	4,967	—	4,967	—
Gain on involuntary conversion	(5,717)	—	(5,717)	—
Debt extinguishment and modification expenses	—	—	667	—
Other expenses	595	357	1,158	3,336
Gain on the sales of rental property, net	(23,086)	(17,532)	(23,086)	(37,660)
<b>Net operating income <sup>(1)</sup></b>	<b>\$ 152,299</b>	<b>\$ 139,019</b>	<b>\$ 300,771</b>	<b>\$ 276,691</b>
<b>Net operating income</b>	\$ 152,299	\$ 139,019	\$ 300,771	\$ 276,691
Rental property straight-line rent adjustments, net	(4,702)	(4,371)	(7,399)	(9,358)
Amortization of above and below market leases, net	835	(63)	532	(192)
<b>Cash net operating income</b>	<b>\$ 148,432</b>	<b>\$ 134,585</b>	<b>\$ 293,904</b>	<b>\$ 267,141</b>
<b>Cash net operating income</b>	\$ 148,432			
Cash NOI from acquisitions' and dispositions' timing	1,567			
Cash termination, solar and other income	(3,363)			
<b>Run Rate Cash NOI</b>	<b>\$ 146,636</b>			
<b>Same Store Portfolio NOI</b>				
Total NOI	\$ 152,299	\$ 139,019	\$ 300,771	\$ 276,691
Less: NOI non-same-store properties	(9,719)	(4,242)	(17,469)	(7,439)
Termination, solar and other adjustments, net	(1,645)	(451)	(2,238)	(1,305)
<b>Same Store NOI</b>	<b>\$ 140,935</b>	<b>\$ 134,326</b>	<b>\$ 281,064</b>	<b>\$ 267,947</b>
Less: straight-line rent adjustments, net	(2,858)	(3,945)	(5,490)	(8,826)
Plus: amortization of above and below market leases, net	116	(105)	217	(255)
<b>Same Store Cash NOI</b>	<b>\$ 138,193</b>	<b>\$ 130,276</b>	<b>\$ 275,791</b>	<b>\$ 258,866</b>

(1) For the three months and six months ended June 30, 2024 and 2023, Total Rental Income was \$186,467, \$171,439, \$373,869, and \$344,707 comprising of base rental income of \$152,014, \$141,741, \$302,078, and \$282,897 and tenant reimbursement income of \$34,453, \$29,698, \$71,791, and \$61,810, respectively.



# FUNDS FROM OPERATIONS (FFO) & CORE FFO

(in thousands, except per share data)	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
<b>Net income</b>	\$ 61,074	\$ 52,797	\$ 98,527	\$ 103,405
Rental property depreciation and amortization	75,213	68,439	146,581	137,328
Loss on impairment	4,967	—	4,967	—
Gain on the sales of rental property, net	(23,086)	(17,532)	(23,086)	(37,660)
<b>Funds from operations</b>	<b>\$ 118,168</b>	<b>\$ 103,704</b>	<b>\$ 226,989</b>	<b>\$ 203,073</b>
Amount allocated to restricted shares of common stock and unvested units	(139)	(144)	(285)	(291)
<b>Funds from operations attributable to common stockholders and unit holders</b>	<b>\$ 118,029</b>	<b>\$ 103,560</b>	<b>\$ 226,704</b>	<b>\$ 202,782</b>
<b>Funds from operations attributable to common stockholders and unit holders</b>	<b>\$ 118,029</b>	<b>\$ 103,560</b>	<b>\$ 226,704</b>	<b>\$ 202,782</b>
Amortization of above and below market leases, net	835	(63)	532	(192)
Non-recurring dead deal costs and other	—	—	—	2,491
Debt extinguishment and modification expenses	—	—	667	—
Gain on involuntary conversion	(5,717)	—	(5,717)	—
<b>Core funds from operations</b>	<b>\$ 113,147</b>	<b>\$ 103,497</b>	<b>\$ 222,186</b>	<b>\$ 205,081</b>
<b>Weighted average common shares and units</b>				
Weighted average common shares outstanding	181,961	179,413	181,834	179,305
Weighted average units outstanding	3,631	3,891	3,734	3,894
<b>Weighted average common shares and units - basic</b>	<b>185,592</b>	<b>183,304</b>	<b>185,568</b>	<b>183,199</b>
Dilutive shares	224	325	254	213
<b>Weighted average common shares, units, and other dilutive shares - diluted</b>	<b>185,816</b>	<b>183,629</b>	<b>185,822</b>	<b>183,412</b>
<b>Core funds from operations per share / unit - basic</b>	<b>\$ 0.61</b>	<b>\$ 0.56</b>	<b>\$ 1.20</b>	<b>\$ 1.12</b>
<b>Core funds from operations per share / unit - diluted</b>	<b>\$ 0.61</b>	<b>\$ 0.56</b>	<b>\$ 1.20</b>	<b>\$ 1.12</b>



# ADJUSTED EBITDAre & CASH AVAILABLE FOR DISTRIBUTION (CAD)

(in thousands)	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
<b>Net income</b>	\$ 61,074	\$ 52,797	\$ 98,527	\$ 103,405
Depreciation and amortization	75,280	68,494	146,707	137,438
Interest and other income	(14)	(17)	(25)	(36)
Interest expense	27,372	22,860	52,793	45,472
Loss on impairment	4,967	—	4,967	—
Gain on the sales of rental property, net	(23,086)	(17,532)	(23,086)	(37,660)
<b>EBITDA for Real Estate (EBITDAre)</b>	<b>\$ 145,593</b>	<b>\$ 126,602</b>	<b>\$ 279,883</b>	<b>\$ 248,619</b>
<b>EBITDAre</b>	<b>\$ 145,593</b>	<b>\$ 126,602</b>	<b>\$ 279,883</b>	<b>\$ 248,619</b>
Straight-line rent adjustments, net	(4,769)	(4,422)	(7,531)	(9,466)
Amortization of above and below market leases, net	835	(63)	532	(192)
Non-cash compensation expense	2,953	3,293	5,861	6,385
Non-recurring other items	(169)	—	(302)	2,390
Gain on involuntary conversion	(5,717)	—	(5,717)	—
Debt extinguishment and modification expenses	—	—	667	—
<b>Adjusted EBITDAre</b>	<b>\$ 138,726</b>	<b>\$ 125,410</b>	<b>\$ 273,393</b>	<b>\$ 247,736</b>
<b>Cash available for distribution reconciliation</b>				
<b>Core funds from operations</b>	<b>\$ 113,147</b>	<b>\$ 103,497</b>	<b>\$ 222,186</b>	<b>\$ 205,081</b>
Amount allocated to restricted shares of common stock and unvested units	139	144	285	291
Non-rental property depreciation and amortization	67	55	126	110
Straight-line rent adjustments, net	(4,769)	(4,422)	(7,531)	(9,466)
Capital expenditures	(7,779)	(10,820)	(16,173)	(16,767)
Capital expenditures reimbursed by tenants	(2,115)	(81)	(2,568)	(270)
Lease commissions and tenant improvements	(7,576)	(5,470)	(10,970)	(10,045)
Non-cash portion of interest expense	1,052	972	2,036	1,948
Non-cash compensation expense	2,953	3,293	5,861	6,385
<b>Cash available for distribution</b>	<b>\$ 95,119</b>	<b>\$ 87,168</b>	<b>\$ 193,252</b>	<b>\$ 177,267</b>

# ACQUISITIONS

## SECOND QUARTER 2024 ACQUISITIONS

Market	Date Acquired	Square Feet	Buildings	Purchase Price (\$000)	Weighted Average Lease Term (Years)	Cash Capitalization Rate	Straight-Line Capitalization Rate
Milwaukee, WI	4/8/2024	150,002	1	\$16,062	5.1		
Portland, OR	4/15/2024	99,136	1	17,058	3.6		
Louisville, IN	4/16/2024	592,800	1	52,352	4.7		
El Paso, TX	6/10/2024	254,103	1	32,182	—		
Chicago, IL	6/24/2024	947,436	5	87,560	4.1		
Columbus, OH	6/26/2024	150,207	1	20,408	4.7		
<b>Total / weighted average</b>		<b>2,193,684</b>	<b>10</b>	<b>\$225,622</b>	<b>4.4</b>	<b>6.7%</b>	<b>7.0%</b>

## 2024 ACQUISITIONS

Market	Square Feet	Buildings	Purchase Price (\$000)	Weighted Average Lease Term (Years)	Cash Capitalization Rate	Straight-Line Capitalization Rate
Q1	697,500	1	\$50,073	6.8	6.1%	6.8%
Q2	2,193,684	10	225,622	4.4	6.7%	7.0%
<b>Total / weighted average</b>	<b>2,891,184</b>	<b>11</b>	<b>\$275,695</b>	<b>5.0</b>	<b>6.6%</b>	<b>6.9%</b>

Note: Additionally, in the second quarter, the Company acquired one vacant land parcel for \$8.2 million. This asset is excluded from the acquisition activity statistics above.

# DISPOSITIONS

## SECOND QUARTER 2024 DISPOSITIONS

Location	Date Disposed	Square Feet	Buildings	Gross Proceeds (\$000s)
Albion, IN	4/26/2024	37,578	1	\$1,250
Belvidere, IL	5/2/2024	96,058	1	5,167
Allentown, PA	5/22/2024	61,157	1	8,870
Elkhorn, WI	5/24/2024	111,000	1	7,659
Chicopee, MA	6/4/2024	217,000	1	12,400
Pedricktown, NJ	6/26/2024	247,220	1	28,850
Belvidere, IL	6/28/2024	336,204	1	14,000
<b>Total</b>		<b>1,106,217</b>	<b>7</b>	<b>\$78,196</b>

## 2024 DISPOSITIONS

Quarter	Square Feet	Buildings	Gross Proceeds (\$000s)
Q1	—	—	\$—
Q2	1,106,217	7	78,196
<b>Total</b>	<b>1,106,217</b>	<b>7</b>	<b>\$78,196</b>

# LEASING & RETENTION STATISTICS

## SECOND QUARTER 2024 OPERATING PORTFOLIO LEASING ACTIVITY

Lease Type	Square Feet	Lease Count	W.A. Lease Term (Years)	Cash Base Rent \$/SF	SL Base Rent \$/SF	Lease Commissions \$/SF	Tenant Improvements \$/SF	Cash Rent Change	SL Rent Change	Retention
New Leases	559,053	4	6.6	\$6.48	\$6.98	\$2.98	\$0.96	51.2%	72.6%	
Renewal Leases	2,975,312	22	5.1	\$6.25	\$6.57	\$1.22	\$0.29	34.3%	48.3%	79.9%
<b>Total / weighted average</b>	<b>3,534,365</b>	<b>26</b>	<b>5.4</b>	<b>\$6.29</b>	<b>\$6.63</b>	<b>\$1.50</b>	<b>\$0.40</b>	<b>36.8%</b>	<b>51.8%</b>	

## 2024 YEAR TO DATE OPERATING PORTFOLIO LEASING ACTIVITY

Lease Type	Square Feet	Lease Count	W.A. Lease Term (Years)	Cash Base Rent \$/SF	SL Base Rent \$/SF	Lease Commissions \$/SF	Tenant Improvements \$/SF	Cash Rent Change	SL Rent Change	Retention
New Leases	1,287,983	9	5.1	\$5.85	\$6.15	\$1.86	\$0.63	24.7%	36.9%	
Renewal Leases	6,527,325	46	4.7	\$5.97	\$6.28	\$0.97	\$0.25	35.3%	49.7%	82.2%
<b>Total / weighted average</b>	<b>7,815,308</b>	<b>55</b>	<b>4.8</b>	<b>\$5.95</b>	<b>\$6.26</b>	<b>\$1.12</b>	<b>\$0.31</b>	<b>33.4%</b>	<b>47.4%</b>	

Note: The table above represents leases commenced during the quarter.

Note: Additionally, for the three and six months ended June 30, 2024, leases commenced totaling 263,831 and 390,772 square feet, respectively, related to Value Add assets and first generation leasing. These are excluded from the Operating Portfolio statistics above.

# SAME STORE NOI

(in thousands, except building count data and square footage)	Three months ended June 30,				Six months ended June 30,			
	2024	2023	Change	% Change	2024	2023	Change	% Change
Same Store square footage	107,787,622				107,787,622			
Same Store buildings	541				541			
% of total square feet	94.5 %				94.5 %			
Occupancy Rate at quarter end	97.4 %	97.8 %	(0.4)%		97.4 %	97.8 %	(0.4)%	
Average Occupancy Rate	97.8 %	98.1 %	(0.3)%		97.9 %	98.2 %	(0.3)%	
<b>Same Store GAAP Analysis</b>								
Income from real estate operations	\$176,103	\$166,751	\$9,352		\$354,158	\$335,949	\$18,209	
Income from lease terminations, solar and other	(2,922)	(460)	(2,462)		(3,525)	(1,322)	(2,203)	
GAAP adjustments for write-offs for lease terminations	1,277	9	1,268		1,287	17	1,270	
Income excluding lease terminations, solar and other	174,458	166,300	8,158		351,920	334,644	17,276	
Expenses from real estate operations	(33,523)	(31,974)	(1,549)		(70,856)	(66,697)	(4,159)	
<b>Same Store GAAP NOI</b>	<b>\$140,935</b>	<b>\$134,326</b>	<b>\$6,609</b>	<b>4.9%</b>	<b>\$281,064</b>	<b>\$267,947</b>	<b>\$13,117</b>	<b>4.9%</b>
<b>Same Store Cash Analysis</b>								
Income from real estate operations	\$173,658	\$162,272	\$11,386		\$349,550	\$326,374	\$23,176	
Cash received from lease terminations, solar and other	(2,046)	(140)	(1,906)		(3,108)	(1,051)	(2,057)	
Income excluding lease terminations, solar and other	171,612	162,132	9,480		346,442	325,323	21,119	
Expenses from real estate operations	(33,419)	(31,856)	(1,563)		(70,651)	(66,457)	(4,194)	
<b>Same Store Cash NOI</b>	<b>\$138,193</b>	<b>\$130,276</b>	<b>\$7,917</b>	<b>6.1%</b>	<b>\$275,791</b>	<b>\$258,866</b>	<b>\$16,925</b>	<b>6.5%</b>

# CAPITAL EXPENDITURES

(in thousands, except square feet data)	CAPITAL EXPENDITURES, TENANT IMPROVEMENTS, AND LEASE COMMISSIONS SUMMARY			
	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
Tenant improvements (TIs) and lease commissions (LCs)	\$7,576	\$5,470	\$10,970	\$10,045
Capital expenditures	\$7,779	\$10,820	\$16,173	\$16,767
<b>Total capital expenditures, TIs and LCs</b>	<b>\$15,355</b>	<b>\$16,290</b>	<b>\$27,143</b>	<b>\$26,812</b>
Building expansions, repositioning, and redevelopment	\$1,447	\$4,352	\$1,506	\$5,291
Development	\$8,990	\$6,059	\$20,076	\$25,600
Capital expenditures reimbursed by tenants	\$2,115	\$81	\$2,568	\$270

# LEASE EXPIRATION SCHEDULE

## LEASE EXPIRATION SCHEDULE AS OF JUNE 30, 2024

Lease Expiration Year	Number of Leases Expiring	Total Rentable SF	% of Occupied SF	Annualized Base Rental Revenue (\$000s)	% of Total Annualized Base Rental Revenue
Available	N/A	3,262,851	N/A	N/A	N/A
MTM	—	—	—%	\$—	—%
2024	23	2,645,845	2.4%	14,954	2.5%
2025	99	12,556,740	11.3%	62,677	10.4%
2026	142	20,143,782	18.2%	108,696	18.1%
2027	127	17,137,296	15.5%	90,488	15.1%
2028	98	12,231,264	11.0%	67,157	11.2%
2029	97	15,215,025	13.7%	82,529	13.7%
2030	45	7,106,366	6.4%	43,378	7.2%
2031	48	8,868,642	8.0%	45,675	7.6%
2032	20	2,839,706	2.6%	20,011	3.3%
2033	15	2,334,347	2.1%	13,663	2.3%
Thereafter	35	9,720,340	8.8%	51,298	8.6%
<b>Total</b>	<b>749</b>	<b>114,062,204</b>	<b>100.0%</b>	<b>\$600,526</b>	<b>100.0%</b>

Note: Leases previously scheduled to expire in 2024, totaling 11.4 million square feet, have been executed as of June 30, 2024. These leases are excluded from 2024 expirations and are now reflected in the new year of expiration.

# TOP MARKETS, TENANTS AND INDUSTRIES

TOP MARKETS June 30, 2024		
#	Market <sup>(1)</sup>	ABR %
1	Chicago, IL	7.7%
2	Greenville, SC	5.2%
3	Pittsburgh, PA	4.1%
4	Detroit, MI	4.0%
5	Columbus, OH	3.7%
6	Minneapolis, MN	3.5%
7	South Central, PA	3.3%
8	Philadelphia, PA	3.0%
9	El Paso, TX	2.6%
10	Houston, TX	2.5%
11	Milwaukee, WI	2.2%
12	Charlotte, NC	2.1%
13	Indianapolis, IN	2.0%
14	Boston, MA	2.0%
15	Sacramento, CA	1.9%
16	Cincinnati, OH	1.9%
17	Cleveland, OH	1.8%
18	Kansas City, MO	1.7%
19	Columbia, SC	1.5%
20	Grand Rapids, MI	1.4%
<b>Top 10</b>		<b>39.6%</b>
<b>Top 11-20</b>		<b>18.5%</b>
<b>Total Top 20</b>		<b>58.1%</b>

TOP TENANTS June 30, 2024			
#	Tenant <sup>(2)</sup>	# of Leases	ABR %
1	Amazon	6	2.8%
2	American Tire Distributors, Inc.	7	1.0%
3	Soho Studio, LLC	1	0.9%
4	Schneider Electric USA, Inc.	4	0.9%
5	Tempur Sealy International, Inc.	2	0.8%
6	The Coca-Cola Company	3	0.7%
7	Hachette Book Group, Inc.	1	0.7%
8	Kenco Logistic Services, LLC	3	0.7%
9	FedEx Corporation	4	0.7%
10	Penguin Random House, LLC	1	0.7%
11	Penske Truck Leasing Co. LP	3	0.7%
12	Lippert Component Manufacturing	4	0.7%
13	WestRock Company	6	0.7%
14	GXO Logistics, Inc.	2	0.7%
15	DS Smith North America	2	0.7%
16	Carolina Beverage Group	3	0.6%
17	DHL Supply Chain	4	0.6%
18	AFL Telecommunications LLC	2	0.6%
19	Iron Mountain Information Management	5	0.6%
20	Packaging Corp of America	5	0.6%
<b>Top 10</b>		<b>32</b>	<b>9.9%</b>
<b>Top 11-20</b>		<b>36</b>	<b>6.5%</b>
<b>Total Top 20</b>		<b>68</b>	<b>16.4%</b>

TOP INDUSTRIES June 30, 2024		
#	Industry <sup>(3)</sup>	ABR %
1	Air Freight & Logistics	11.7%
2	Containers & Packaging	8.1%
3	Machinery	6.4%
4	Automobile Components	6.4%
5	Commercial Services & Supplies	5.4%
6	Trading Companies & Distribution (Industrial Goods)	5.4%
7	Distributors (Consumer Goods)	4.5%
8	Building Products	4.2%
9	Consumer Staples Distribution	3.7%
10	Broadline Retail	3.6%
11	Household Durables	3.4%
12	Media	3.1%
13	Beverages	2.6%
14	Specialty Retail	2.6%
15	Ground Transportation	2.3%
16	Food Products	2.0%
17	Chemicals	2.0%
18	Electronic Equip, Instruments	1.8%
19	Electrical Equipment	1.7%
20	Health Care Equipment & Supplies	1.6%
<b>Top 10</b>		<b>59.4%</b>
<b>Top 11-20</b>		<b>23.1%</b>
<b>Total Top 20</b>		<b>82.5%</b>

(1) Top markets classification based on CBRE-EA industrial market geographies.

(2) Based on annualized base rental revenue and the inclusion of tenants, guarantors, and / or non-guarantor parents.

(3) Industry classification based on GICS methodology.



# CAPITAL STRUCTURE, DEBT METRICS & COVENANTS

## CAPITAL STRUCTURE

As of June 30, 2024

CAPITAL STRUCTURE	
<b>Common shares, participating securities, performance units and other units</b>	
Common shares outstanding	181,983,040
Participating securities outstanding	122,263
Units outstanding	3,866,173
<b>Common shares, participating securities, and other units - basic</b>	<b>185,971,476</b>
Performance units	454,517
<b>Common shares, participating securities, performance and other units - diluted</b>	<b>186,425,993</b>

## DEBT METRICS

(in thousands)

June 30, 2024

<b>Adjusted EBITDAre</b>	\$	138,726
Adjusted EBITDAre from acquisitions' and dispositions' timing		1,567
<b>Run Rate Adjusted EBITDAre</b>	<b>\$</b>	<b>140,293</b>
Less: Allowable one-time items		(3,194)
<b>Run Rate Adjusted EBITDAre net of allowable one-time items</b>	<b>\$</b>	<b>137,099</b>
Annualize		548,396
Plus: Allowable one-time items		3,194
<b>Annualized Run Rate Adjusted EBITDAre</b>	<b>\$</b>	<b>551,590</b>
Net Debt / Annualized Adjusted EBITDAre ratio		5.1x
Net Debt / Annualized Run Rate Adjusted EBITDAre ratio		5.0x
Net Debt / total Real Estate Cost Basis (at quarter end)		37.4%
Total debt / total Enterprise Value (at quarter end)		29.6%
Liquidity		\$902.9 million
Fitch Credit Rating		BBB / Stable
Moody's Credit Rating		Baa3 / Positive

## UNSECURED BANK DEBT COVENANTS

	Covenant	June 30, 2024
Consolidated leverage ratio	< 60%	29.3%
Secured leverage ratio	< 40%	0.0%
Unencumbered leverage ratio	< 60%	30.1%
Unsecured interest coverage ratio	> 1.75x	5.5x
Fixed charge coverage ratio	> 1.5x	5.2x

# DEBT SUMMARY

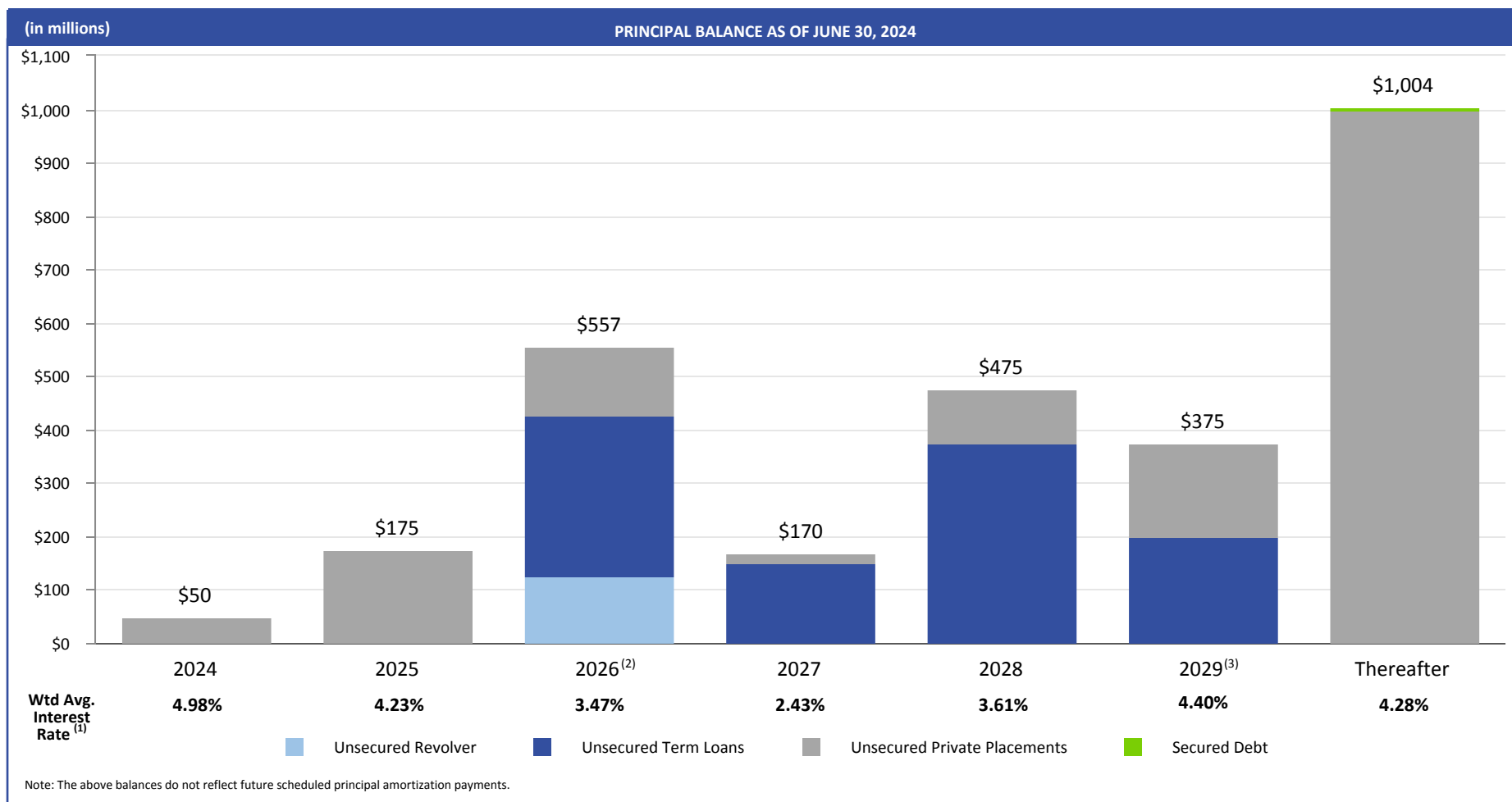
AS OF JUNE 30, 2024 (in millions)							
Category	Committed	Principal Balance	Interest Rate <sup>(1)</sup>	Current Maturity	In place swap rate	Forward swap effective date	Swap rate at maturity
<b>Unsecured Debt:</b>							
Unsecured Credit Facility <sup>(2)</sup>	\$1,000.0	\$127.0	Term SOFR + 0.775%	10/23/2026			
<b>Total / weighted average credit facility</b>	<b>\$1,000.0</b>	<b>\$127.0</b>	<b>Term SOFR + 0.755%</b>				
Unsecured Term Loan G	\$300.0	\$300.0	1.80 %	2/5/2026	0.95 %	NA	0.95 %
Unsecured Term Loan A	150.0	150.0	2.16 %	3/15/2027	1.31 %	NA	1.31 %
Unsecured Term Loan H	187.5	187.5	3.35 %	1/25/2028	2.50 %	NA	2.50 %
Unsecured Term Loan I	187.5	187.5	3.51 %	1/25/2028	2.66 %	NA	2.66 %
Unsecured Term Loan F <sup>(3)</sup>	200.0	200.0	2.96 %	3/23/2029	2.11 %	1/15/2025	3.98 %
<b>Total / weighted average term loans</b>	<b>\$1,025.0</b>	<b>\$1,025.0</b>	<b>2.67 %</b>		<b>1.82 %</b>		<b>2.19 %</b>
Series A Unsecured Note	\$50.0	\$50.0	4.98 %	10/1/2024			
Series D Unsecured Note	100.0	100.0	4.32 %	2/20/2025			
Series G Unsecured Note	75.0	75.0	4.10 %	6/13/2025			
Series B Unsecured Note	50.0	50.0	4.98 %	7/1/2026			
Series C Unsecured Note	80.0	80.0	4.42 %	12/30/2026			
Series E Unsecured Note	20.0	20.0	4.42 %	2/20/2027			
Series H Unsecured Note	100.0	100.0	4.27 %	6/13/2028			
Series L Unsecured Note	175.0	175.0	6.05 %	5/28/2029			
Series M Unsecured Note	125.0	125.0	6.17 %	5/28/2031			
Series I Unsecured Note	275.0	275.0	2.80 %	9/29/2031			
Series K Unsecured Note	400.0	400.0	4.12 %	6/28/2032			
Series J Unsecured Note	50.0	50.0	2.95 %	9/28/2033			
Series N Unsecured Note	150.0	150.0	6.30 %	5/28/2034			
<b>Total / weighted average notes</b>	<b>\$1,650.0</b>	<b>\$1,650.0</b>	<b>4.51 %</b>				
<b>Total / weighted average unsecured</b>	<b>\$3,675.0</b>	<b>\$2,802.0</b>	<b>3.92 %</b>	<b>4.7 years</b>			
<b>Secured Debt:</b>							
United of Omaha Life Insurance Company	\$4.4	\$4.4	3.71 %	10/1/2039			
<b>Total / weighted average secured</b>	<b>\$4.4</b>	<b>\$4.4</b>	<b>3.71 %</b>	<b>15.3 years</b>			
<b>Total / weighted average</b>	<b>\$3,679.4</b>	<b>\$2,806.4</b>	<b>3.92 %</b>	<b>4.7 years</b>			
Less: net unamortized fair market value discount		\$(0.10)					
Less: total unamortized deferred financing fees and debt issuance costs		(10.3)					
<b>Total book value</b>		<b>\$2,796.0</b>					

(1) The interest rate on the unsecured facilities represents the interest rate as of June 30, 2024, based on the Company's investment grade rating as defined in the respective loan agreements. Unsecured term loans A, F, G, H and I have a stated interest rate of one-month term SOFR plus a 0.10% adjustment and a spread of 0.85%. As of June 30, 2024, one-month term SOFR for the unsecured term loans A, F, G, H, and I was swapped to a fixed rate of 1.31%, 2.11%, 0.95%, 2.50%, and 2.66%, respectively (which includes the 0.10% adjustment). Daily simple SOFR for the Unsecured Term Loan F will be swapped to a fixed rate of 3.98% effective January 15, 2025. The current interest rates presented in the table above are not adjusted to include the amortization of deferred financing fees or debt issuance costs incurred in obtaining debt or the unamortized fair market value premiums or discounts.

(2) The unsecured credit facility has a stated rate of one-month Term SOFR plus a 0.10% adjustment and a spread of 0.775%. The maturity date for the unsecured credit facility is October 24, 2025, or such later date as may be extended pursuant to two six-month extension options exercisable by the Company in its discretion upon advance written notice. Exercise of each six-month option is subject to the following conditions: (i) absence of a default immediately before the extension and immediately after giving effect to the extension, (ii) accuracy of representations and warranties as of the extension date (both immediately before and after the extension), as if made on the extension date, and (iii) payment of a fee. Neither extension option is subject to lender consent, assuming proper notice and satisfaction of the conditions.

(3) The maturity date for the unsecured term loan F is March 25, 2027, or such later date as may be extended pursuant to two one-year extension options exercisable by the Company in its discretion upon advance written notice. Exercise of each one-year option is subject to the following conditions: (i) absence of a default immediately before the extension and immediately after giving effect to the extension, (ii) accuracy of representations and warranties as of the extension date (both immediately before and after the extension), as if made on the extension date, and (iii) payment of a fee. Neither extension option is subject to lender consent, assuming proper notice and satisfaction of the conditions.

# DEBT MATURITY SCHEDULE



(1) The weighted average interest rate for unsecured debt was calculated using the current swapped notional amount of \$1.025 billion of debt, and excludes any fair market value premiums or discounts and also excludes the amortization of deferred financing fees and debt issuance costs incurred in obtaining debt. As of June 30, 2024, one-month term SOFR for the unsecured term loans A, F, G, H, and I was swapped to a fixed rate of 1.31%, 2.11%, 0.95%, 2.50%, and 2.66%, respectively. Daily simple SOFR for the Unsecured Term Loan F will be swapped to a fixed rate of 3.98% effective January 15, 2025.

(2) The maturity date for the unsecured credit facility is October 24, 2025, or such later date as may be extended pursuant to two six-month extension options exercisable by the Company in its discretion upon advance written notice. Exercise of each six-month option is subject to the following conditions: (i) absence of a default immediately before the extension and immediately after giving effect to the extension, (ii) accuracy of representations and warranties as of the extension date (both immediately before and after the extension), as if made on the extension date, and (iii) payment of a fee. Neither extension option is subject to lender consent, assuming proper notice and satisfaction of the conditions.

(3) The maturity date for the unsecured term loan F is March 25, 2027, or such later date as may be extended pursuant to two one-year extension options exercisable by the Company in its discretion upon advance written notice. Exercise of each one-year option is subject to the following conditions: (i) absence of a default immediately before the extension and immediately after giving effect to the extension, (ii) accuracy of representations and warranties as of the extension date (both immediately before and after the extension), as if made on the extension date, and (iii) payment of a fee. Neither extension option is subject to lender consent, assuming proper notice and satisfaction of the conditions.

# GUIDANCE

2024 GUIDANCE				
	As of Q2		As of Q1	
	Low	High	Low	High
Core FFO per share	\$2.36	\$2.40	\$2.36	\$2.40
Acquisition volume	\$350 million	\$650 million	\$350 million	\$650 million
Stabilized Capitalization Rate	6.25%	6.50%	6.00%	6.50%
Disposition volume	\$100 million	\$150 million	\$75 million	\$125 million
Same Store Cash NOI Change	5.00%	5.50%	4.75%	5.25%
Retention		75%	70%	75%
Cash Rent Change	27.5%	30.0%	25.0%	30.0%
Net Debt to Annualized Run Rate Adjusted EBITDAre	5.00x	5.50x	5.00x	5.50x
General & administrative expense	\$49.0 million	\$51.0 million	\$49.0 million	\$51.0 million

**Acquisition Capital Expenditures:** We define Acquisition Capital Expenditures as capital expenditures identified at the time of acquisition. Acquisition Capital Expenditures also include new lease commissions and tenant improvements for space that was not occupied under the Company's ownership.

**Annualized Base Rental Revenue:** We define Annualized Base Rental Revenue as the monthly base cash rent for the applicable property or properties (which is different from rent calculated in accordance with GAAP for purposes of our financial statements), multiplied by 12. If a tenant is in a free rent period, the annualized rent is calculated based on the first contractual monthly base rent amount multiplied by 12.

**Cash Available for Distribution:** Cash Available for Distribution represents Core FFO, excluding non-rental property depreciation and amortization, straight-line rent adjustments, non-cash portion of interest expense, non-cash compensation expense, and deducts capital expenditures reimbursed by tenants, capital expenditures, leasing commissions and tenant improvements, and severance costs.

Cash Available for Distribution should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, these measurements should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements.

Cash Available for Distribution excludes, among other items, depreciation and amortization and capture neither the changes in the value of our buildings that result from use or market conditions of our buildings, all of which have real economic effects and could materially impact our results from operations, the utility of these measures as measures of our performance is limited. In addition, our calculation of Cash Available for Distribution may not be comparable to similarly titled measures disclosed by other REITs.

**Cash Capitalization Rate:** We define Cash Capitalization Rate as calculated by dividing (i) the Company's estimate of year one cash net operating income from the applicable property's operations stabilized for occupancy (post-lease-up for vacant properties), which does not include termination income, solar income, miscellaneous other income, capital expenditures, general and administrative costs, reserves, tenant improvements and leasing commissions, credit loss, or vacancy loss, by (ii) the GAAP purchase price plus estimated Acquisition Capital Expenditures. These Capitalization Rate estimates are subject to risks, uncertainties, and assumptions and are not guarantees of future performance, which may be affected by known and unknown risks, trends, uncertainties, and factors that are beyond our control, including those risk factors contained in our Annual Report on Form 10-K for the year ended December 31, 2023.

**Cash Rent Change:** We define Cash Rent Change as the percentage change in the base rent of the lease commenced during the period compared to the base rent of the Comparable Lease for assets included in the Operating Portfolio. The calculation compares the first base rent payment due after the lease commencement date compared to the base rent of the last monthly payment due prior to the termination of the lease, excluding holdover rent. Rent under gross or similar type leases are converted to a net rent based on an estimate of the applicable recoverable expenses.

**Comparable Lease:** We define a Comparable Lease as a lease in the same space with a similar lease structure as compared to the previous in-place lease, excluding new leases for space that was not occupied under our ownership.

**Earnings before Interest, Taxes, Depreciation, and Amortization for Real Estate (EBITDAre), Adjusted EBITDAre, Annualized Adjusted EBITDAre, Run Rate Adjusted EBITDAre, and Annualized Run Rate Adjusted EBITDAre:** We define EBITDAre in accordance with the standards established by the National Association of Real Estate Investment Trusts ("NAREIT"). EBITDAre represents net income (loss) (computed in accordance with GAAP) before interest expense, interest and other income, tax, depreciation and amortization, gains or losses on the sale of rental property, and loss on impairments. Adjusted EBITDAre further excludes straight-line rent adjustments, non-cash compensation expense, amortization of above and below market leases, net, gain (loss) on involuntary conversion, debt extinguishment and modification expenses, and other non-recurring items.

We define Annualized Adjusted EBITDAre as Adjusted EBITDAre multiplied by four.

We define Run Rate Adjusted EBITDAre as Adjusted EBITDAre plus incremental Adjusted EBITDAre adjusted for a full period of acquisitions and dispositions. Run Rate Adjusted EBITDAre does not reflect the Company's historical results and does not predict future results, which may be substantially different.

We define Annualized Run Rate Adjusted EBITDAre as Run Rate Adjusted EBITDAre excluding allowable one-time items multiplied by four plus allowable one-time items.

EBITDAre, Adjusted EBITDAre, and Run Rate Adjusted EBITDAre should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, EBITDAre, Adjusted EBITDAre, and Run Rate Adjusted EBITDAre should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements. We believe that EBITDAre, Adjusted EBITDAre, and Run Rate Adjusted EBITDAre are helpful to investors as supplemental measures of the operating performance of a real estate company because they are direct measures of the actual operating results of our properties. We also use these measures in ratios to compare our performance to that of our industry peers.

**Enterprise Value:** We define Enterprise Value as the Company's total Equity Market Capitalization, plus Net Debt.

**Equity Market Capitalization:** We define Equity Market Capitalization as the Company's total outstanding shares and units, less performance units, multiplied by the Company's closing share price.

**Fixed Charge Coverage Ratio:** We define the Fixed Charge Coverage Ratio as Adjusted EBITDAre divided by cash interest expense, preferred dividends paid and principal payments.

**Funds from Operations (FFO) and Core FFO:** We define FFO in accordance with the standards established by the National Association of Real Estate Investment Trusts ("NAREIT"). FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) from sales of depreciable operating property, gains (losses) from sales of land, impairment write-downs of depreciable real estate, rental property depreciation and amortization (excluding amortization of deferred financing costs and fair market value of debt adjustment) and after adjustments for unconsolidated partnerships and joint ventures. Core FFO excludes amortization of above and below market leases, net, debt extinguishment and modification expenses, gain (loss) on involuntary conversion, gain (loss) on swap ineffectiveness, and non-recurring other expenses.

None of FFO or Core FFO should be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, these measurements should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements. We use FFO as a supplemental performance measure because it is a widely recognized measure of the performance of REITs. FFO may be used by investors as a basis to compare our operating performance with that of other REITs. We and investors may use Core FFO similarly as FFO.

However, because FFO and Core FFO exclude, among other items, depreciation and amortization and capture neither the changes in the value of our buildings that result from use or market conditions of our buildings, all of which have real economic effects and could materially impact our results from operations, the utility of these measures as measures of our performance is limited. In addition, other REITs may not calculate FFO in accordance with the NAREIT definition as we do, and, accordingly, our FFO may not be comparable to such other REITs' FFO. Similarly, our calculation of Core FFO may not be comparable to similarly titled measures disclosed by other REITs.

**GAAP:** We define GAAP as generally accepted accounting principles in the United States.

**Liquidity:** We define Liquidity as the amount of aggregate undrawn nominal commitments the Company could immediately borrow under the Company's unsecured debt instruments, consistent with the financial covenants, plus unrestricted cash balances.

**Market:** We define Market as the market defined by CBRE-EA based on the building address. If the building is located outside of a CBRE-EA defined market, the city and state is reflected.

**Net Debt:** We define Net Debt as the outstanding principal balance of the Company's total debt, less cash and cash equivalents.

**Net operating income (NOI), Cash NOI, and Run Rate Cash NOI:** We define NOI as rental income, including reimbursements, less property expenses, which excludes depreciation, amortization, loss on impairments, general and administrative expenses, interest expense, interest income, gain (loss) on involuntary conversion, debt extinguishment and modification expenses, gain on sales of rental property, and other expenses.

We define Cash NOI as NOI less rental property straight-line rent adjustments and less amortization of above and below market leases, net.

We define Run Rate Cash NOI as Cash NOI plus Cash NOI adjusted for a full period of acquisitions and dispositions, less cash termination income, solar income and revenue associated with one-time tenant reimbursements of capital expenditures. Run Rate Cash NOI does not reflect the Company's historical results and does not predict future results, which may be substantially different.

We consider NOI, Cash NOI and Run Rate Cash NOI to be appropriate supplemental performance measures to net income because we believe they help us, and investors understand the core operations of our buildings. None of these measures should be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, these measurements should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements. Further, our calculations of NOI, Cash NOI and Run Rate NOI may not be comparable to similarly titled measures disclosed by other REITs.

**Occupancy Rate:** We define Occupancy Rate as the percentage of total leasable square footage for which either revenue recognition has commenced in accordance with GAAP or the lease term has commenced as of the close of the reporting period, whichever occurs earlier.

**Operating Portfolio:** We define the Operating Portfolio as all buildings that were acquired stabilized or have achieved Stabilization. The Operating Portfolio excludes non-core flex/office buildings, buildings contained in the Value Add Portfolio, and buildings classified as held for sale.

**Pipeline:** We define Pipeline as a point in time measure that includes all of the transactions under consideration by the Company's acquisitions group that have passed the initial screening process. The pipeline also includes transactions under contract and transactions with non-binding LOIs.

**Real Estate Cost Basis:** We define Real Estate Cost Basis as the book value of rental property and deferred leasing intangibles, exclusive of the related accumulated depreciation and amortization.

**Renewal Lease:** We define a Renewal Lease as a lease signed by an existing tenant to extend the term for 12 months or more, including (i) a renewal of the same space as the current lease at lease expiration, (ii) a renewal of only a portion of the current space at lease expiration, or (iii) an early renewal or workout, which ultimately does extend the original term for 12 months or more.

**Repositioning:** We define Repositioning as significant capital improvements made to improve the functionality of a building without causing material disruption to the tenant or Occupancy Rate. Buildings undergoing Repositioning remain in the Operating Portfolio.

**Retention:** We define Retention as the percentage determined by taking Renewal Lease square footage commencing in the period divided by square footage of leases expiring in the period for assets included in the Operating Portfolio.

**Same Store:** We define Same Store properties as properties that were in the Operating Portfolio for the entirety of the comparative periods presented. The results for Same Store properties exclude termination fees, solar income, and revenue associated with one-time tenant reimbursements of capital expenditures. Same Store properties exclude Operating Portfolio properties with expansions placed into service or transferred from the Value Add Portfolio to the Operating Portfolio after January 1, 2023.

**Stabilization:** We define Stabilization for assets under development or redevelopment to occur as the earlier of achieving 90% occupancy or 12 months after completion. Stabilization for assets that were acquired and immediately added to the Value Add Portfolio occurs under the following:

- if acquired with less than 75% occupancy as of the acquisition date, Stabilization will occur upon the earlier of achieving 90% occupancy or 12 months from the acquisition date;
- if acquired and will be less than 75% occupied due to known move-outs within two years of the acquisition date, Stabilization will occur upon the earlier of achieving 90% occupancy after the known move-outs have occurred or 12 months after the known move-outs have occurred.

**Straight-Line Capitalization Rate:** We define Straight-Line Capitalization Rate as calculated by dividing (i) the Company's estimate of average annual net operating income from the applicable property's operations stabilized for occupancy (post-lease-up for vacant properties), which does not include termination income, solar income, miscellaneous other income, capital expenditures, general and administrative costs, reserves, tenant improvements and leasing commissions, credit loss, or vacancy loss, by (ii) the GAAP purchase price plus estimated Acquisition Capital Expenditures. These Capitalization Rate estimates are subject to risks, uncertainties, and assumptions and are not guarantees of future performance, which may be affected by known and unknown risks, trends, uncertainties, and factors that are beyond our control, including those risk factors contained in our Annual Report on Form 10-K for the year ended December 31, 2023.

**Straight-Line Rent Change (SL Rent Change):** We define SL Rent Change as the percentage change in the average monthly base rent over the term of the lease that commenced during the period compared to the Comparable Lease for assets included in the Operating Portfolio. Rent under gross or similar type leases are converted to a net rent based on an estimate of the applicable recoverable expenses, and this calculation excludes the impact of any holdover rent.

**Value Add Portfolio:** We define the Value Add Portfolio as properties that meet any of the following criteria:

- less than 75% occupied as of the acquisition date
- will be less than 75% occupied due to known move-outs within two years of the acquisition date;
- out of service with significant physical renovation of the asset;
- development.

**Weighted Average Lease Term:** We define Weighted Average Lease Term as the contractual lease term in years as of the lease start date weighted by square footage. Weighted Average Lease Term related to acquired assets reflects the remaining lease term in years as of the acquisition date weighted by square footage.