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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934  
Date of Report (Date of earliest event reported): **July 20, 2022**

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**REXFORD INDUSTRIAL REALTY, INC.**

(Exact name of registrant as specified in its charter)

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**Maryland**  
(State or other jurisdiction of  
incorporation)

**001-36008**  
(Commission File Number)

**46-2024407**  
(IRS Employer Identification No.)

**11620 Wilshire Boulevard, Suite 1000**

**Los Angeles  
California**  
(Address of principal executive offices)

**90025**  
(Zip Code)

**Registrant's telephone number, including area code: (310) 966-1680**

N/A  
(Former name or former address, if changed since last report.)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of each class                                   | Trading symbols | Name of each exchange on which registered |
|---|-----------------|---|
| Common Stock, \$0.01 par value                        | REXR            | New York Stock Exchange                   |
| 5.875% Series B Cumulative Redeemable Preferred Stock | REXR-PB         | New York Stock Exchange                   |
| 5.625% Series C Cumulative Redeemable Preferred Stock | REXR-PC         | New York Stock Exchange                   |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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## ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On July 20, 2022, Rexford Industrial Realty, Inc. (“Rexford Industrial”) issued a press release announcing its earnings for the quarter ended June 30, 2022, and distributed certain supplemental financial information. On July 20, 2022, Rexford Industrial also posted the supplemental financial information on its website located at [www.rexfordindustrial.com](http://www.rexfordindustrial.com). Copies of the press release and supplemental financial information are furnished herewith as Exhibits 99.1 and 99.2, respectively.

The information included in this Current Report on Form 8-K under this Item 2.02 (including Exhibits 99.1 and 99.2 hereto) are being “furnished” and shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of the Exchange Act, nor shall it be incorporated by reference into a filing under the Securities Act of 1933, as amended (the “Securities Act”), or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

## ITEM 7.01 REGULATION FD DISCLOSURE

As discussed in Item 2.02 above, Rexford Industrial issued a press release announcing its earnings for the quarter ended June 30, 2022 and distributed certain supplemental information. On July 20, 2022, Rexford Industrial also posted the supplemental financial information on its website located at [www.rexfordindustrial.com](http://www.rexfordindustrial.com).

The information included in this Current Report on Form 8-K under this Item 7.01 (including Exhibit 99.1 and 99.2 hereto) is being “furnished” and shall not be deemed to be “filed” for the purposes of the Exchange Act, or otherwise subject to the liabilities of the Exchange Act, nor shall it be incorporated by reference into a filing under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such filing. The information included in this Current Report on Form 8-K under this Item 7.01 (including Exhibit 99.1 and 99.2 hereto) will not be deemed an admission as to the materiality of any information required to be disclosed solely to satisfy the requirements of Regulation FD.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS

(d) Exhibits.

| <u>Exhibit<br/>Number</u> | <u>Description</u>  |
|---------------------------|---|
| 99.1                      | <a href="#">Press Release Dated July 20, 2022</a>                           |
| 99.2                      | <a href="#">Second Quarter 2022 Supplemental Financial Report</a>           |
| 104                       | Cover Page Interactive Data File (embedded within the Inline XBRL document) |

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

|               |   |
|---------------|---|
| July 20, 2022 | Rexford Industrial Realty, Inc.   |
|               | /s/ Michael S. Frankel  |
|               | <hr/> Michael S. Frankel<br>Co-Chief Executive Officer<br>(Principal Executive Officer) |
|               | Rexford Industrial Realty, Inc.   |
| July 20, 2022 | /s/ Howard Schwimmer  |
|               | <hr/> Howard Schwimmer<br>Co-Chief Executive Officer<br>(Principal Executive Officer)   |



## REXFORD INDUSTRIAL ANNOUNCES SECOND QUARTER 2022 FINANCIAL RESULTS

**Los Angeles, California - July 20, 2022** - Rexford Industrial Realty, Inc. (the “Company” or “Rexford Industrial”) (NYSE: REXR), a real estate investment trust (“REIT”) focused on creating value by investing in and operating industrial properties within Southern California infill markets, today announced financial and operating results for the second quarter of 2022.

### Second Quarter 2022 Financial and Operational Highlights:

- Net income attributable to common stockholders of \$36.1 million, or \$0.22 per diluted share, as compared to \$20.6 million, or \$0.15 per diluted share, for the prior year quarter.
- Company share of Core FFO of \$81.7 million, an increase of 54.7% as compared to the prior year quarter.
- Company share of Core FFO per diluted share of \$0.49, an increase of 25.6% as compared to the prior year quarter.
- Consolidated Portfolio Net Operating Income (NOI) of \$113.6 million, an increase of 42.5% as compared to the prior year quarter.
- Same Property Portfolio NOI increased 7.0% and Same Property Portfolio Cash NOI increased 10.1% as compared to the prior year quarter.
- 99.1% Average Same Property Portfolio occupancy.
- Comparable rental rates on 1.4 million rentable square feet of new and renewal leases increased by 83.0% compared to prior rents on a GAAP basis and by 61.5% on a cash basis.
- Acquired 18 properties for an aggregate purchase price of \$598.9 million.
- Issued a total of 6.0 million shares of common stock for total net proceeds of \$419.4 million.
- Ended the quarter with a low-leverage balance sheet measured by a net debt-to-enterprise value ratio of 13.5%.

“Our team’s performance through the first half of 2022 demonstrates the strength of our entrepreneurial business model focused on value creation within the infill Southern California industrial market, the world’s fourth largest and our nation’s highest-demand, lowest vacancy industrial market. Tenant demand continues to exceed supply with overall infill Southern California market vacancy estimated at 0.8%,” stated Michael Frankel and Howard Schwimmer, Co-Chief Executive Officers of the Company. “In the second quarter we grew Core FFO by 26% on a per share basis compared to the prior year, driven by Core FFO growth of 55% and consolidated NOI growth of 43%. Our team executed 1.4 million square feet of leasing activity at record releasing spreads of 83% and 62%, on a GAAP and cash basis, respectively, and we completed the quarter with average Same Property occupancy at 99.1%. We completed \$599 million of investments in the quarter plus an additional \$587 million subsequent to quarter end, bringing our year-to-date total to \$1.6 billion. Looking ahead, we have over \$500 million of additional investments under contract or accepted offer plus a deep range of accretive internal growth initiatives under-way. We continue to maintain our investment grade, fortress-like balance sheet with a net debt-to-enterprise value ratio of 13.5%, positioning the Company to enable significant value creation for our shareholders.”

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## Financial Results:

The Company reported net income attributable to common stockholders for the second quarter of \$36.1 million, or \$0.22 per diluted share, compared to \$20.6 million, or \$0.15 per diluted share, for the prior year quarter. The net income for the prior year quarter includes \$2.8 million of gains on sale of real estate. There was no sale of real estate during the current quarter. For the six months ended June 30, 2022, net income attributable to common stockholders was \$80.0 million, or \$0.49 per diluted share, compared to \$45.4 million, or \$0.34 per diluted share for the prior year. The net income for the six months ended June 30, 2022 includes \$8.5 million of gains on sale of real estate, as compared to \$13.6 million for the prior year.

The Company reported Core FFO for the second quarter of \$81.7 million, representing a 54.7% increase compared to \$52.8 million for the prior year quarter. The Company reported Core FFO of \$0.49 per diluted share, representing an increase of 25.6% compared to \$0.39 per diluted share for the prior year quarter. For the six months ended June 30, 2022, Core FFO was \$158.3 million, representing a 56.5% increase compared to \$101.2 million for the prior year. For the six months ended June 30, 2022, the Company reported Core FFO of \$0.97 per diluted share, representing an increase of 27.6% compared to \$0.76 per diluted share for the prior year.

In the second quarter, the Company's consolidated portfolio NOI on a GAAP and Cash basis increased 42.5% and 38.6%, respectively, compared to the prior year quarter. For the six months ended June 30, 2022, the Company's consolidated portfolio NOI on a GAAP and Cash basis increased 41.7% and 38.1%, respectively, compared to the prior year.

In the second quarter, the Company's Same Property Portfolio NOI increased 7.0% compared to the prior year quarter, driven by an 8.0% increase in Same Property Portfolio rental income and an 11.0% increase in Same Property Portfolio expenses. Same Property Portfolio Cash NOI increased 10.1% compared to the prior year quarter. When adjusted for the impact of short-term rent deferral agreements executed in response to the COVID-19 pandemic, Same Property Portfolio Cash NOI increased 10.5% compared to the prior year quarter.

For the six months ended June 30, 2022, the Company's Same Property Portfolio NOI increased 7.5% compared to the prior year, driven by an 8.5% increase in Same Property Portfolio rental income and an 11.6% increase in Same Property Portfolio expenses. Same Property Portfolio Cash NOI increased 10.9% compared to the prior year. When adjusted for the impact of short-term rent deferral agreements executed in response to the COVID-19 pandemic, Same Property Portfolio Cash NOI increased 11.4% compared to the prior year.

## Operating Results:

Second quarter 2022 leasing activity demonstrates strong tenant demand fundamentals within Rexford Industrial's target Southern California infill markets:

|                     | Q2-2022 Leasing Activity |                  |                   |              |
|---------------------|--------------------------|------------------|-------------------|--------------|
|                     | # of Leases Executed     | SF of Leasing    | Releasing Spreads |              |
| GAAP                |                          |                  | Cash              |              |
| New Leases          | 36                       | 649,099          | 107.6%            | 76.6%        |
| Renewal Leases      | 70                       | 745,840          | 73.0%             | 55.3%        |
| <b>Total Leases</b> | <b>106</b>               | <b>1,394,939</b> | <b>83.0%</b>      | <b>61.5%</b> |

At June 30, 2022, the Company's Same Property Portfolio occupancy was 98.9%. Average Same Property Portfolio occupancy for the second quarter 2022 was 99.1%. At June 30, 2022, the Company's consolidated portfolio, excluding value-add repositioning assets, was 98.2% occupied and 98.3% leased, and the Company's consolidated portfolio, including value-add repositioning assets, was 95.2% occupied and 95.9% leased.

## Transaction Activity:

During the second quarter of 2022, the Company completed 18 acquisitions with 1.4 million square feet of buildings on 85.5 acres of land, including 15 acres of land for near term redevelopment, for an aggregate purchase price of \$598.9 million. These investments are projected to generate a weighted average unlevered initial yield of 2.5% and an

estimated stabilized yield on total investment of 5.1%. Second quarter acquisitions included one UPREIT transaction, whereby the Company issued 954,000 operating partnership units representing \$56.2 million of purchase price value.

Subsequent to the second quarter of 2022, the Company completed five acquisitions with 1.4 million square feet of buildings on 65.2 acres of land, for an aggregate purchase price of \$587.4 million. Year to date, the Company has completed 37 acquisitions with 4.3 million square feet of buildings on 233.0 acres of land, including 28 acres of land for near term redevelopment, for an aggregate purchase price of \$1.6 billion. In aggregate, these investments are projected to generate a weighted average unlevered initial yield of 2.9% and an estimated stabilized yield on total investment of 4.6%.

During the second quarter of 2022, the Company stabilized one repositioning project with 62,607 square feet and \$19.5 million of total investment at a 6.9% unlevered stabilized yield. Year to date, the Company has stabilized two repositioning/redevelopment projects with 173,867 square feet and \$36.9 million of total investment at a 6.8% unlevered stabilized yield.

#### **Balance Sheet:**

The Company ended the second quarter with \$1.5 billion in liquidity, including \$34.3 million in cash on hand, \$875.0 million available under its unsecured revolving credit facility and an estimated \$552.1 million of forward equity proceeds available for settlement to occur before the third quarter of 2023. As of June 30, 2022, the Company had \$1.7 billion of outstanding debt, with an average interest rate of 2.7% and an average term-to-maturity of 6.8 years.

On May 26, 2022, the Company amended its senior unsecured credit agreement to increase the borrowing capacity of its unsecured revolving credit facility to \$1.0 billion from \$700 million and to add a \$300 million unsecured term loan facility. The proceeds from the \$300 million term loan were used to repay the Company's \$150 million term loan due in 2025, terminate the associated swap, partially pay down outstanding borrowings under the unsecured revolving credit facility and for general corporate purposes. The maturity date of the unsecured revolving credit facility is May 26, 2026 (with two extensions options of six months each) and the maturity date of the term loan facility is May 26, 2027.

On May 27, 2022, the Company renewed its at-the-market program ("ATM program") to include \$1.0 billion of capacity with the option to offer shares on a forward basis.

During the second quarter, the Company executed on its prior and renewed ATM programs, selling 12,002,480 shares of common stock subject to forward sale agreements at an average price of 62.55 per share for a gross value of \$750.8 million. On June 29, 2022, the Company partially settled these forward equity sale agreements and outstanding forward equity sale agreement from the prior quarter by issuing 5,967,783 shares of common stock for net proceeds of \$419.4 million.

As of June 30, 2022, the \$1.0 billion ATM program had approximately \$536.5 million of remaining capacity.

Subsequent to the second quarter of 2022, the Company amended its senior unsecured credit agreement to add a \$400 million unsecured term loan with a maturity date of July 19, 2024 (with two extensions options of one year each). Proceeds from the \$400 million term loan were used to fund acquisitions closed subsequent to quarter end, reduce outstanding borrowings under the unsecured revolving credit facility and for general corporate purposes.

#### **Dividends:**

On July 18, 2022, the Company's Board of Directors declared a dividend in the amount of \$0.315 per share for the third quarter of 2022, payable in cash on October 15, 2022, to common stockholders and common unit holders of record as of September 30, 2022.

On July 18, 2022, the Company's Board of Directors declared a quarterly dividend of \$0.367188 per share of its Series B Cumulative Redeemable Preferred Stock and a quarterly dividend of \$0.351563 per share of its Series C Cumulative Redeemable Preferred Stock, in each case, payable in cash on September 30, 2022, to preferred stockholders of record as of September 15, 2022.

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## Guidance

The Company is revising its full year 2022 guidance as indicated below. The Core FFO guidance refers only to the Company's in-place portfolio as of July 20, 2022, and does not include any assumptions for other acquisitions, dispositions or related balance sheet activities that have not closed. Please refer to the Company's supplemental information package for a complete list of guidance and 2022 Guidance Rollforward.

| 2022 Outlook <sup>(1)</sup>                                      | Q2'22 Updated Guidance | Q1'22 Guidance    |
|--|------------------------|-------------------|
| Net Income Attributable to Common Stockholders per diluted share | \$0.84 - \$0.87        | \$0.79 - \$0.83   |
| Company share of Core FFO per diluted share                      | \$1.87 - \$1.90        | \$1.84 - \$1.88   |
| Same Property Portfolio NOI Growth                               | 5.75% - 6.25%          | 4.0% - 5.0%       |
| Same Property Portfolio Cash NOI Growth                          | 8.50% - 9.00%          | 6.75% - 7.75%     |
| Average 2022 Same Property Portfolio Occupancy (Full Year)       | 98.50% - 98.75%        | 98.25% - 98.75%   |
| General and Administrative Expenses <sup>(2)</sup>               | \$60.5M - \$61.5M      | \$59.0M - \$60.0M |
| Net Interest Expense   | \$51.0M - \$52.0M      | \$39.0M - \$40.0M |

(1) 2022 Guidance represents the in-place portfolio as of July 20, 2022, and does not include any assumptions for prospective acquisitions, dispositions or related balance sheet activities that have not closed.

(2) 2022 General and Administrative expense guidance includes estimated non-cash equity compensation expense of \$23.9 million. Non-cash equity compensation includes restricted stock, time-based LTIP units and performance units that are tied to the Company's overall performance and may or may not be realized based on actual results.

A number of factors could impact the Company's ability to deliver results in line with its guidance, including, but not limited to, the impact of the ongoing COVID-19 pandemic, interest rates, the economy, the supply and demand of industrial real estate, the availability and terms of financing to the Company or to potential acquirers of real estate and the timing and yields for divestment and investment. There can be no assurance that the Company can achieve such results.

### Supplemental Information and Investor Presentation:

The Company's supplemental financial reporting package as well as an updated investor presentation are available on the Company's investor relations website at [www.ir.rexfordindustrial.com](http://www.ir.rexfordindustrial.com).

### Earnings Release, Investor Conference Webcast and Conference Call:

A conference call with senior management will be held on Thursday, July 21, 2022, at 1:00 p.m. Eastern Time.

To participate in the live telephone conference call, please dial 1-877-407-0789 (for domestic callers) or 1-201-689-8562 (for international callers) at least five minutes prior to start time. A webcast of the conference call will also be available in a listen-only mode at [ir.rexfordindustrial.com](http://ir.rexfordindustrial.com).

Conference call playback will be available through August 21, 2022, and can be accessed by dialing 1-844-512-2921 (for domestic callers) or 1-412-317-6671 (for international callers), using the pass code 13730258.

## **About Rexford Industrial:**

Rexford Industrial creates value by investing in, operating and redeveloping industrial properties throughout infill Southern California, the world's fourth largest industrial market and consistently the highest-demand, lowest supply market in the nation. The Company's highly differentiated strategy enables internal and external growth opportunities through its proprietary value creation and asset management capabilities. Rexford Industrial's high-quality, irreplaceable portfolio comprises 335 properties with approximately 40.8 million rentable square feet occupied by a stable and diverse tenant base. Structured as a real estate investment trust (REIT) listed on the New York Stock Exchange under the ticker "REXR," Rexford Industrial is an S&P MidCap 400 Index member. For more information, please visit [www.rexfordindustrial.com](http://www.rexfordindustrial.com)

## **Forward Looking Statements:**

This press release may contain forward-looking statements within the meaning of the federal securities laws, which are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. 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. While forward-looking statements reflect the Company's good faith beliefs, assumptions and expectations, they are not guarantees of future performance. For a further discussion of these and other factors that could cause the Company's future results to differ materially from any forward-looking statements, see the reports and other filings by the Company with the U.S. Securities and Exchange Commission, including the Company's Annual Report on Form 10-K for the year ended December 31, 2021, and other filings with the Securities and Exchange Commission. The Company disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes.

## **Definitions / Discussion of Non-GAAP Financial Measures:**

**Funds from Operations (FFO):** We calculate 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 (or losses) from sales 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 amortization of above/below-market lease intangibles) 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, other than temporary impairments of unconsolidated real estate entities, and impairment on our investment in real estate, 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. A reconciliation of net income, the nearest GAAP equivalent, to FFO is set forth below. "Company Share of FFO" reflects FFO attributable to common stockholders, which excludes amounts allocable to noncontrolling interests, participating securities and preferred stockholders.

**Core Funds from Operations (Core FFO):** We calculate Core FFO by adjusting FFO to exclude the impact of certain items that we do not consider reflective of our core revenue or expense streams. These adjustments consist of (i) acquisition expenses, (ii) loss on extinguishment of debt, (iii) the amortization of the loss on termination of interest rate swaps and (iv) other amounts as they may occur. Management believes that Core FFO is a useful supplemental measure as it provides a more meaningful and consistent comparison of operating performance and allows investors to

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more easily compare the Company's operating results. Because certain of 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. A reconciliation of FFO to Core FFO is set forth below. "Company Share of Core FFO" reflects Core FFO attributable to common stockholders, which excludes amounts allocable to noncontrolling interests, participating securities and preferred stockholders.

**Reconciliation of Net Income Attributable to Common Stockholders per Diluted Share Guidance to Company share of Core FFO per Diluted Share Guidance:**

The following is a reconciliation of the Company's 2022 guidance range of net income attributable to common stockholders per diluted share, the most directly comparable forward-looking GAAP financial measure, to Company share of Core FFO per diluted share.

|   | 2022 Estimate  |                |
|---|----------------|----------------|
|   | Low            | High           |
| <b>Net income attributable to common stockholders</b> | \$ 0.84        | \$ 0.87        |
| Company share of depreciation and amortization        | 1.08           | 1.08           |
| Company share of gains on sale of real estate         | (0.05)         | (0.05)         |
| <b>Company share of Core FFO</b>                      | <u>\$ 1.87</u> | <u>\$ 1.90</u> |

**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 rental income from real estate operations less property expenses (before interest expense, depreciation and amortization). We use NOI as a supplemental performance measure because, in excluding real estate depreciation and amortization expense and gains (or losses) from property dispositions, 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 a 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. A calculation of NOI for our Same Property Portfolio, as well as a reconciliation of net income to NOI for our Same Property Portfolio, is set forth below.

**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 adjustments. 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. A calculation of Cash NOI for our Same Property Portfolio, as well as a reconciliation of net income to Cash NOI for our Same Property Portfolio, is set forth below.

**Same Property Portfolio:** Our 2022 Same Property Portfolio is a subset of our consolidated portfolio and includes properties that were wholly owned by us for the period from January 1, 2021 through June 30, 2022, and excludes properties that were acquired or sold during the period from January 1, 2021 through June 30, 2022, and properties acquired prior to January 1, 2021, that were classified as current or future repositioning, redevelopment or lease-up during 2021 or 2022 (unless otherwise noted), which we believe significantly affected the properties' results during the comparative periods. As of June 30, 2022, our 2022 Same Property Portfolio consists of 224 properties aggregating 28,581,635 rentable square feet.

**Properties and Space Under Repositioning:** Typically defined as properties or units where a significant amount of space is held vacant in order to implement capital improvements that improve the functionality (not including basic refurbishments, i.e., paint and carpet), cash flow and value of that space. A repositioning is generally considered complete once the investment is fully or nearly fully deployed and the property is available for occupancy. We consider a repositioning property to be stabilized at the earlier of the following: (i) upon reaching 90% occupancy or (ii) one year from the date of completion of repositioning construction work.

**Net Debt to Enterprise Value:** At June 30, 2022, we had consolidated indebtedness of \$1.7 billion, reflecting a net debt to enterprise value of approximately 13.5%. Our enterprise value is defined as the sum of the liquidation preference of our outstanding preferred stock and preferred units plus the market value of our common stock excluding shares of nonvested restricted stock, plus the aggregate value of common units not owned by us, plus the value of our net debt. Our net debt is defined as our consolidated indebtedness less cash and cash equivalents.

**Contact:**

Investor Relations:

Stephen Swett

424-256-2153 ext 401

[investorrelations@rexfordindustrial.com](mailto:investorrelations@rexfordindustrial.com)

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Rexford Industrial Realty, Inc.  
Consolidated Balance Sheets  
(In thousands except share data)

|   | June 30, 2022<br>(unaudited) | December 31, 2021   |
|---|------------------------------|---------------------|
| <b>ASSETS</b>   |                              |                     |
| Land  | \$ 4,896,343                 | \$ 4,143,021        |
| Buildings and improvements  | 2,923,571                    | 2,588,836           |
| Tenant improvements   | 136,905                      | 127,708             |
| Furniture, fixtures, and equipment  | 132                          | 132                 |
| Construction in progress  | 90,192                       | 71,375              |
| Total real estate held for investment   | 8,047,143                    | 6,931,072           |
| Accumulated depreciation  | (538,711)                    | (473,382)           |
| Investments in real estate, net   | 7,508,432                    | 6,457,690           |
| Cash and cash equivalents   | 34,317                       | 43,987              |
| Restricted cash   | —                            | 11                  |
| Rents and other receivables, net  | 10,382                       | 11,027              |
| Deferred rent receivable, net   | 75,024                       | 61,511              |
| Deferred leasing costs, net   | 37,343                       | 32,940              |
| Deferred loan costs, net  | 5,532                        | 1,961               |
| Acquired lease intangible assets, net   | 164,764                      | 132,158             |
| Acquired indefinite-lived intangible  | 5,156                        | 5,156               |
| Other assets  | 19,513                       | 19,066              |
| Acquisition related deposits  | 18,475                       | 8,445               |
| Assets associated with real estate held for sale, net   | —                            | 7,213               |
| <b>Total Assets</b>   | <b>\$ 7,878,938</b>          | <b>\$ 6,781,165</b> |
| <b>LIABILITIES &amp; EQUITY</b>   |                              |                     |
| <b>Liabilities</b>  |                              |                     |
| Notes payable   | \$ 1,660,521                 | \$ 1,399,565        |
| Interest rate swap liability  | —                            | 7,482               |
| Accounts payable, accrued expenses and other liabilities  | 81,742                       | 65,833              |
| Dividends and distributions payable   | 56,300                       | 40,143              |
| Acquired lease intangible liabilities, net  | 149,580                      | 127,017             |
| Tenant security deposits  | 64,436                       | 57,370              |
| Prepaid rents   | 14,661                       | 15,829              |
| Liabilities associated with real estate held for sale   | —                            | 231                 |
| <b>Total Liabilities</b>  | <b>2,027,240</b>             | <b>1,713,470</b>    |
| <b>Equity</b>   |                              |                     |
| Rexford Industrial Realty, Inc. stockholders' equity  |                              |                     |
| Preferred stock, \$0.01 par value per share, 10,050,000 shares authorized:  |                              |                     |
| 5.875% series B cumulative redeemable preferred stock, 3,000,000 shares outstanding at June 30, 2022 and December 31, 2021 (\$75,000 liquidation preference)              | 72,443                       | 72,443              |
| 5.625% series C cumulative redeemable preferred stock, 3,450,000 shares outstanding at June 30, 2022 and December 31, 2021 (\$86,250 liquidation preference)              | 83,233                       | 83,233              |
| Common Stock, \$ 0.01 par value per share, 489,950,000 authorized and 171,064,419 and 160,511,482 shares outstanding at June 30, 2022 and December 31, 2021, respectively | 1,711                        | 1,605               |
| Additional paid in capital  | 5,556,819                    | 4,828,292           |
| Cumulative distributions in excess of earnings  | (216,588)                    | (191,120)           |
| Accumulated other comprehensive loss  | (2,974)                      | (9,874)             |
| Total stockholders' equity  | 5,494,644                    | 4,784,579           |
| Noncontrolling interests  | 357,054                      | 283,116             |
| <b>Total Equity</b>   | <b>5,851,698</b>             | <b>5,067,695</b>    |
| <b>Total Liabilities and Equity</b>   | <b>\$ 7,878,938</b>          | <b>\$ 6,781,165</b> |

Rexford Industrial Realty, Inc.  
Consolidated Statements of Operations  
(Unaudited and in thousands, except per share data)

|  | Three Months Ended June 30, |                  | Six Months Ended June 30, |                  |
|--|-----------------------------|------------------|---------------------------|------------------|
|  | 2022                        | 2021             | 2022                      | 2021             |
| <b>REVENUES</b>  |                             |                  |                           |                  |
| Rental income  | \$ 148,987                  | \$ 104,236       | \$ 289,575                | \$ 203,880       |
| Management and leasing services                                    | 130                         | 109              | 293                       | 214              |
| Interest income  | 1                           | 15               | 2                         | 29               |
| <b>TOTAL REVENUES</b>  | <b>149,118</b>              | <b>104,360</b>   | <b>289,870</b>            | <b>204,123</b>   |
| <b>OPERATING EXPENSES</b>  |                             |                  |                           |                  |
| Property expenses  | 35,405                      | 24,555           | 68,834                    | 48,130           |
| General and administrative   | 14,863                      | 10,695           | 29,580                    | 22,175           |
| Depreciation and amortization                                      | 46,609                      | 36,228           | 89,080                    | 71,372           |
| <b>TOTAL OPERATING EXPENSES</b>                                    | <b>96,877</b>               | <b>71,478</b>    | <b>187,494</b>            | <b>141,677</b>   |
| <b>OTHER EXPENSES</b>  |                             |                  |                           |                  |
| Other expenses <sup>(1)</sup>                                      | 295                         | 2                | 333                       | 31               |
| Interest expense   | 10,168                      | 9,593            | 19,851                    | 19,345           |
| <b>TOTAL EXPENSES</b>  | <b>107,340</b>              | <b>81,073</b>    | <b>207,678</b>            | <b>161,053</b>   |
| Loss on extinguishment of debt                                     | (877)                       | —                | (877)                     | —                |
| Gains on sale of real estate                                       | —                           | 2,750            | 8,486                     | 13,610           |
| <b>NET INCOME</b>  | <b>40,901</b>               | <b>26,037</b>    | <b>89,801</b>             | <b>56,680</b>    |
| Less: net income attributable to noncontrolling interests          | (2,290)                     | (1,710)          | (4,774)                   | (3,679)          |
| <b>NET INCOME ATTRIBUTABLE TO REXFORD INDUSTRIAL REALTY, INC.</b>  | <b>38,611</b>               | <b>24,327</b>    | <b>85,027</b>             | <b>53,001</b>    |
| Less: preferred stock dividends                                    | (2,315)                     | (3,637)          | (4,629)                   | (7,273)          |
| Less: earnings attributable to participating securities            | (203)                       | (139)            | (404)                     | (280)            |
| <b>NET INCOME ATTRIBUTABLE TO COMMON STOCKHOLDERS</b>              | <b>\$ 36,093</b>            | <b>\$ 20,551</b> | <b>\$ 79,994</b>          | <b>\$ 45,448</b> |
| Net income attributable to common stockholders per share – basic   | \$ 0.22                     | \$ 0.15          | \$ 0.49                   | \$ 0.34          |
| Net income attributable to common stockholders per share – diluted | \$ 0.22                     | \$ 0.15          | \$ 0.49                   | \$ 0.34          |
| Weighted-average shares of common stock outstanding – basic        | 164,896                     | 134,313          | 162,774                   | 132,970          |
| Weighted-average shares of common stock outstanding – diluted      | 165,201                     | 134,820          | 163,136                   | 133,297          |

(1) Acquisition expenses for the three and six months ended June 30, 2021, have been reclassified to “Other expenses” to conform to the current period presentation.

Rexford Industrial Realty, Inc.  
Same Property Portfolio Occupancy and NOI and Cash NOI  
(Unaudited, dollars in thousands)

**Same Property Portfolio Occupancy:**

|  | June 30, |       | Change (basis points) |
|--|----------|-------|-----------------------|
|  | 2022     | 2021  |                       |
| <b>Quarterly Weighted Average Occupancy:<sup>(1)</sup></b> |          |       |                       |
| Los Angeles County   | 99.4%    | 98.2% | 120 bps               |
| Orange County  | 98.2%    | 98.6% | (40) bps              |
| San Bernardino County                                      | 98.7%    | 99.3% | (60) bps              |
| San Diego County   | 98.9%    | 97.3% | 160 bps               |
| Ventura County   | 98.5%    | 95.3% | 320 bps               |
| Same Property Portfolio Weighted Average Occupancy         | 99.1%    | 98.1% | 100 bps               |
| Ending Occupancy:  | 98.9%    | 98.4% | 50 bps                |

(1) Calculated by averaging the occupancy rate at the end of each month in 2Q-2022 and March 2022 (for 2Q-2022) and the end of each month in 2Q-2021 and March 2021 (for 2Q-2021).

**Same Property Portfolio NOI and Cash NOI:**

|  | Three Months Ended June 30, |                  |                 |              | Six Months Ended June 30, |                   |                  |              |
|--|-----------------------------|------------------|-----------------|--------------|---------------------------|-------------------|------------------|--------------|
|  | 2022                        | 2021             | \$ Change       | % Change     | 2022                      | 2021              | \$ Change        | % Change     |
| Rental income  | \$ 102,205                  | \$ 94,677        | \$ 7,528        | 8.0%         | \$ 202,420                | \$ 186,635        | \$ 15,785        | 8.5%         |
| Property expenses                                    | 24,135                      | 21,745           | 2,390           | 11.0%        | 47,992                    | 43,001            | 4,991            | 11.6%        |
| <b>Same Property Portfolio NOI</b>                   | <b>\$ 78,070</b>            | <b>\$ 72,932</b> | <b>\$ 5,138</b> | <b>7.0%</b>  | <b>\$ 154,428</b>         | <b>\$ 143,634</b> | <b>\$ 10,794</b> | <b>7.5%</b>  |
| Straight line rental revenue adjustment              | (3,231)                     | (3,874)          | 643             | (16.6)%      | (5,922)                   | (7,727)           | 1,805            | (23.4)%      |
| Amortization of above/below market lease intangibles | (1,568)                     | (2,512)          | 944             | (37.6)%      | (3,207)                   | (4,889)           | 1,682            | (34.4)%      |
| <b>Same Property Portfolio Cash NOI</b>              | <b>\$ 73,271</b>            | <b>\$ 66,546</b> | <b>\$ 6,725</b> | <b>10.1%</b> | <b>\$ 145,299</b>         | <b>\$ 131,018</b> | <b>\$ 14,281</b> | <b>10.9%</b> |

Rexford Industrial Realty, Inc.  
Reconciliation of Net Income to NOI, Cash NOI, Same Property Portfolio NOI and  
Same Property Portfolio Cash NOI  
(Unaudited and in thousands)

|  | Three Months Ended June 30, |           | Six Months Ended June 30, |            |
|--|-----------------------------|-----------|---------------------------|------------|
|  | 2022                        | 2021      | 2022                      | 2021       |
| Net income   | \$ 40,901                   | \$ 26,037 | \$ 89,801                 | \$ 56,680  |
| Add:   |                             |           |                           |            |
| General and administrative                           | 14,863                      | 10,695    | 29,580                    | 22,175     |
| Depreciation and amortization                        | 46,609                      | 36,228    | 89,080                    | 71,372     |
| Other expenses                                       | 295                         | 2         | 333                       | 31         |
| Interest expense                                     | 10,168                      | 9,593     | 19,851                    | 19,345     |
| Loss on extinguishment of debt                       | 877                         | —         | 877                       | —          |
| Deduct:  |                             |           |                           |            |
| Management, leasing and development services         | 130                         | 109       | 293                       | 214        |
| Interest income                                      | 1                           | 15        | 2                         | 29         |
| Gain on sale of real estate                          | —                           | 2,750     | 8,486                     | 13,610     |
| Net operating income (NOI)                           | \$ 113,582                  | \$ 79,681 | \$ 220,741                | \$ 155,750 |
| Straight line rental revenue adjustment              | (8,441)                     | (4,840)   | (15,342)                  | (9,039)    |
| Amortization of above/below market lease intangibles | (6,126)                     | (3,386)   | (11,217)                  | (6,098)    |
| Cash NOI   | \$ 99,015                   | \$ 71,455 | \$ 194,182                | \$ 140,613 |
| NOI  | \$ 113,582                  | \$ 79,681 | \$ 220,741                | \$ 155,750 |
| Non-Same Property Portfolio rental income            | (46,782)                    | (9,559)   | (87,155)                  | (17,245)   |
| Non-Same Property Portfolio property expenses        | 11,270                      | 2,810     | 20,842                    | 5,129      |
| Same Property Portfolio NOI                          | \$ 78,070                   | \$ 72,932 | \$ 154,428                | \$ 143,634 |
| Straight line rental revenue adjustment              | (3,231)                     | (3,874)   | (5,922)                   | (7,727)    |
| Amortization of above/below market lease intangibles | (1,568)                     | (2,512)   | (3,207)                   | (4,889)    |
| Same Property Portfolio Cash NOI                     | \$ 73,271                   | \$ 66,546 | \$ 145,299                | \$ 131,018 |

Rexford Industrial Realty, Inc.  
Reconciliation of Net Income to Funds From Operations and Core Funds From Operations  
(Unaudited and in thousands, except per share data)

|  | Three Months Ended June 30, |                  | Six Months Ended June 30, |                   |
|--|-----------------------------|------------------|---------------------------|-------------------|
|  | 2022                        | 2021             | 2022                      | 2021              |
| <b>Net income</b>  | \$ 40,901                   | \$ 26,037        | \$ 89,801                 | \$ 56,680         |
| Add:   |                             |                  |                           |                   |
| Depreciation and amortization  | 46,609                      | 36,228           | 89,080                    | 71,372            |
| Deduct:  |                             |                  |                           |                   |
| Gain on sale of real estate  | —                           | 2,750            | 8,486                     | 13,610            |
| <b>Funds From Operations (FFO)</b>                                     | <u>\$ 87,510</u>            | <u>\$ 59,515</u> | <u>\$ 170,395</u>         | <u>\$ 114,442</u> |
| Less: preferred stock dividends  | (2,315)                     | (3,637)          | (4,629)                   | (7,273)           |
| Less: FFO attributable to noncontrolling interests <sup>(1)</sup>      | (4,131)                     | (3,256)          | (7,918)                   | (6,390)           |
| Less: FFO attributable to participating securities <sup>(2)</sup>      | (307)                       | (224)            | (603)                     | (433)             |
| <b>Company share of FFO</b>  | <u>\$ 80,757</u>            | <u>\$ 52,398</u> | <u>\$ 157,245</u>         | <u>\$ 100,346</u> |
| Company Share of FFO per common share – basic                          | \$ 0.49                     | \$ 0.39          | \$ 0.97                   | \$ 0.75           |
| Company Share of FFO per common share – diluted                        | \$ 0.49                     | \$ 0.39          | \$ 0.96                   | \$ 0.75           |
| <b>FFO</b>   | <u>\$ 87,510</u>            | <u>\$ 59,515</u> | <u>\$ 170,395</u>         | <u>\$ 114,442</u> |
| Adjust:  |                             |                  |                           |                   |
| Acquisition expenses   | 56                          | 2                | 92                        | 31                |
| Loss on extinguishment of debt   | 877                         | —                | 877                       | —                 |
| Amortization of loss on termination of interest rate swaps             | 23                          | 410              | 135                       | 820               |
| <b>Core FFO</b>  | <u>\$ 88,466</u>            | <u>\$ 59,927</u> | <u>\$ 171,499</u>         | <u>\$ 115,293</u> |
| Less: preferred stock dividends  | (2,315)                     | (3,637)          | (4,629)                   | (7,273)           |
| Less: Core FFO attributable to noncontrolling interest <sup>(1)</sup>  | (4,169)                     | (3,275)          | (7,962)                   | (6,430)           |
| Less: Core FFO attributable to participating securities <sup>(2)</sup> | (311)                       | (226)            | (607)                     | (437)             |
| <b>Company share of Core FFO</b>                                       | <u>\$ 81,671</u>            | <u>\$ 52,789</u> | <u>\$ 158,301</u>         | <u>\$ 101,153</u> |
| Company share of Core FFO per common share – basic                     | \$ 0.50                     | \$ 0.39          | \$ 0.97                   | \$ 0.76           |
| Company share of Core FFO per common share – diluted                   | \$ 0.49                     | \$ 0.39          | \$ 0.97                   | \$ 0.76           |
| Weighted-average shares of common stock outstanding – basic            | 164,896                     | 134,313          | 162,774                   | 132,970           |
| Weighted-average shares of common stock outstanding – diluted          | 165,201                     | 134,820          | 163,136                   | 133,297           |

(1) Noncontrolling interests relate to interests in the Company's operating partnership, represented by common units and preferred units (Series 1, 2 & 3 CPOP units) of partnership interests in the operating partnership that are owned by unit holders other than the Company.

(2) Participating securities include unvested shares of restricted stock, unvested LTIP units and unvested performance units.



Rexford  
Industrial

SECOND QUARTER 2022

# Supplemental Financial Reporting Package



29025 AVENUE PAINE | VALENCIA

Rexford Industrial Realty, Inc.  
NYSE: REXR  
11620 Wilshire Boulevard, Suite 1000  
Los Angeles, CA 90025  
310.966.1680



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## Disclosures:

Forward-Looking Statements: This supplemental package 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, 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 Real Estate Investment Trust under the Internal Revenue Code of 1986, as amended; possible adverse changes in tax and environmental laws; an epidemic or pandemic (such as the outbreak and worldwide spread of novel coronavirus (COVID-19), and the measures that international, federal, state and local governments, agencies, law enforcement and/or health authorities may implement to address it, which may (as with COVID-19) precipitate or exacerbate one or more of the above-mentioned factors and/or other risks, and significantly disrupt or prevent us from operating our business in the ordinary course for an extended period; litigation, including costs associated with prosecuting or defending pending or threatened claims and any adverse outcomes, and potential liability for uninsured losses and environmental contamination.

For a further discussion of these and other factors that could cause our future results to differ materially from any forward-looking statements, see Item 1A. Risk Factors in our 2021 Annual Report on Form 10-K, which was filed with the Securities and Exchange Commission ("SEC") on February 17, 2022. We disclaim any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes.

# Investor Company Summary.

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## Executive Management Team

---

|                    |   |
|--------------------|---|
| Howard Schwimmer   | Co-Chief Executive Officer, Director    |
| Michael S. Frankel | Co-Chief Executive Officer, Director    |
| Laura Clark        | Chief Financial Officer                 |
| David Lanzer       | General Counsel and Corporate Secretary |

---

## Board of Directors

---

|                    |                                      |
|--------------------|--------------------------------------|
| Richard Ziman      | Chairman                             |
| Howard Schwimmer   | Co-Chief Executive Officer, Director |
| Michael S. Frankel | Co-Chief Executive Officer, Director |
| Robert L. Antin    | Director                             |
| Diana J. Ingram    | Director                             |
| Angela L. Kleiman  | Director                             |
| Debra L. Morris    | Director                             |
| Tyler H. Rose      | Lead Independent Director            |

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## Investor Relations Information

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ICR  
Stephen Swett  
www.icrinc.com  
(212) 849-3882

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## Equity Research Coverage

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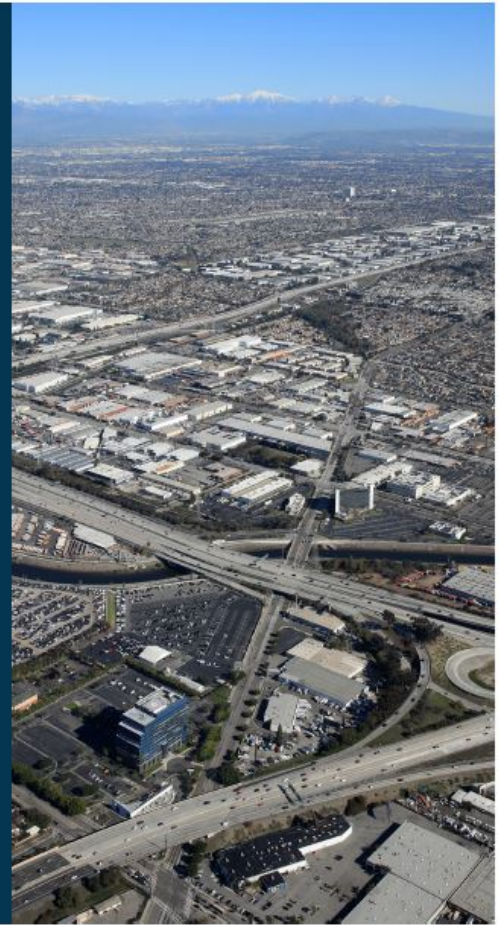
|                               |                         |                |
|-------------------------------|-------------------------|----------------|
| Bank of America Merrill Lynch | James Feldman           | (646) 855-5808 |
| Baird                         | David Rodgers           | (216) 737-7341 |
| Berenberg Capital Markets     | Connor Siversky         | (646) 949-9037 |
| Capital One                   | Chris Lucas             | (571) 633-8151 |
| Citigroup Investment Research | Craig Mailman           | (212) 816-4471 |
| Green Street                  | Vince Tibone            | (949) 640-8780 |
| J.P. Morgan                   | Michael W. Mueller, CFA | (212) 622-6689 |
| Jefferies LLC                 | Jonathan Petersen       | (212) 284-1705 |
| Wells Fargo Securities        | Blaine Heck             | (443) 263-6529 |
| Wolfe Research                | Andrew Rosivach         | (646) 582-9250 |

Disclaimer: This list may not be complete and is subject to change as firms add or delete coverage of our company. Please note that any opinions, estimates, forecasts or predictions regarding our historical or predicted performance made by these analysts are theirs alone and do not represent opinions, estimates, forecasts or predictions of Rexford Industrial Realty, Inc. or its management. We are providing this listing as a service to our stockholders and do not by listing these firms imply our endorsement of, or concurrence with, such information, conclusions or recommendations. Interested persons may obtain copies of analysts' reports on their own; we do not distribute these reports.

## Company Overview.

For the Quarter Ended June 30, 2022

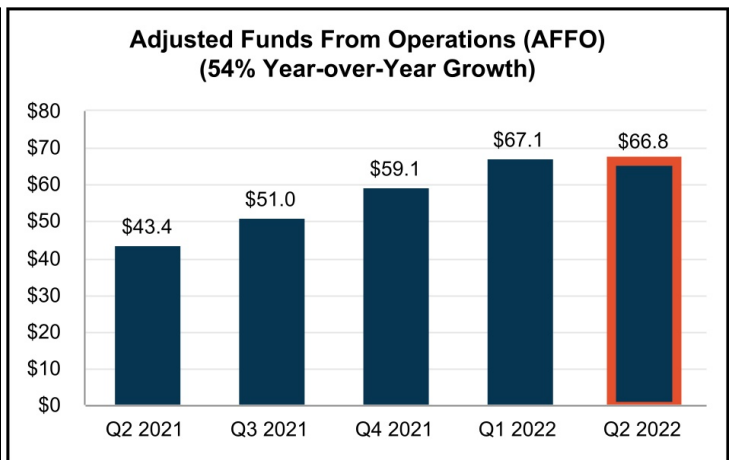
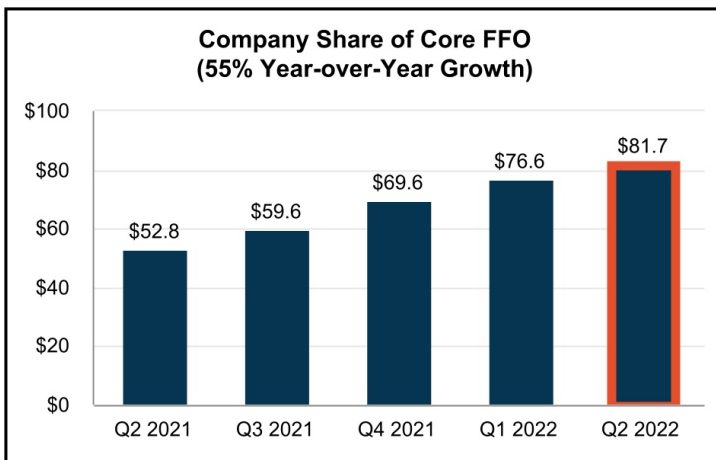
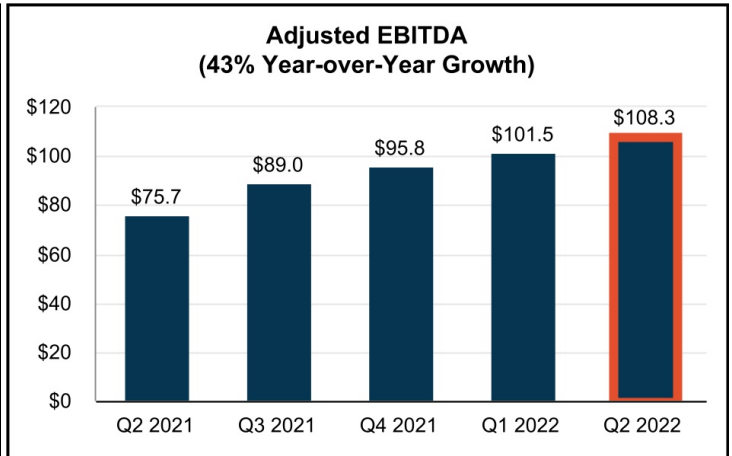
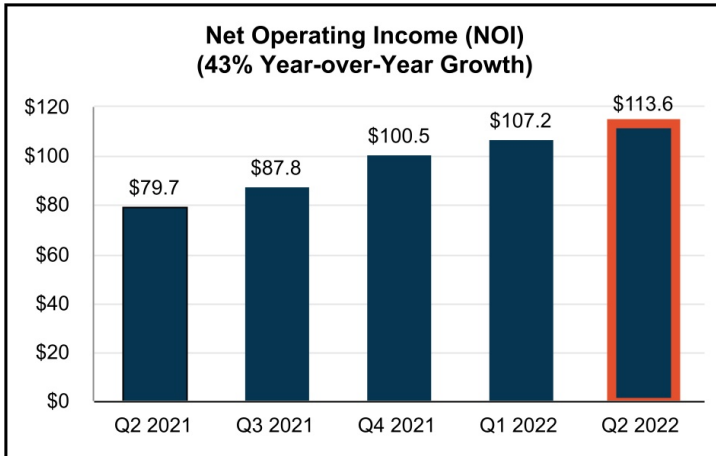
|  |   |
|--|---|
| Total # of Properties                            | 330   |
| Total Rentable Square Feet                       | 39,441,055  |
| Total Portfolio Occupancy                        | 95.2%   |
| Same Property Portfolio Occupancy                | 98.9%   |
| Consolidated Portfolio NOI Growth                | 42.5%   |
| Same Property Portfolio NOI Growth               | 7.0%  |
| Same Property Portfolio Cash NOI Growth          | 10.1%   |
| Core FFO Growth                                  | 54.7%   |
| Core FFO/Share Growth                            | 25.6%   |
| Credit Ratings (S&P/Moody's/Fitch)               | BBB (Positive Outlook)/<br>Baa3 (Positive Outlook)/<br>BBB (Positive Outlook) |
| Net Debt to Total Combined Market Capitalization | 13.5%   |
| Net Debt to Adjusted EBITDA                      | 3.8x  |



# Highlights - Consolidated Financial Results.

## Quarterly Results

(in millions)



# Financial and Portfolio Highlights and Capitalization Data. <sup>(1)</sup>

(in thousands except share and per share data and portfolio statistics)

|   | Three Months Ended |                |                   |                    |               |
|---|--------------------|----------------|-------------------|--------------------|---------------|
|   | June 30, 2022      | March 31, 2022 | December 31, 2021 | September 30, 2021 | June 30, 2021 |
| <b>Financial Results:</b>   |                    |                |                   |                    |               |
| Total rental income   | \$ 148,987         | \$ 140,588     | \$ 132,593        | \$ 115,260         | \$ 104,236    |
| Net income  | \$ 40,901          | \$ 48,900      | \$ 39,380         | \$ 40,186          | \$ 26,037     |
| Net Operating Income (NOI)  | \$ 113,582         | \$ 107,159     | \$ 100,503        | \$ 87,759          | \$ 79,681     |
| Company share of Core FFO   | \$ 81,671          | \$ 76,630      | \$ 69,591         | \$ 59,592          | \$ 52,789     |
| Company share of Core FFO per common share - diluted                              | \$ 0.49            | \$ 0.48        | \$ 0.45           | \$ 0.43            | \$ 0.39       |
| Adjusted EBITDA   | \$ 108,309         | \$ 101,546     | \$ 95,804         | \$ 88,988          | \$ 75,675     |
| Dividend declared per common share  | \$ 0.315           | \$ 0.315       | \$ 0.240          | \$ 0.240           | \$ 0.240      |
| <b>Portfolio Statistics:</b>  |                    |                |                   |                    |               |
| Portfolio rentable square feet ("RSF")  | 39,441,055         | 38,133,166     | 36,922,021        | 34,932,613         | 32,955,385    |
| Ending occupancy  | 95.2 %             | 96.3 %         | 96.3 %            | 96.1 %             | 95.4 %        |
| Ending occupancy excluding repositioning/redevelopment                            | 98.2 %             | 98.7 %         | 98.9 %            | 98.4 %             | 98.2 %        |
| Rent Change - GAAP  | 83.0 %             | 71.1 %         | 34.2 %            | 54.3 %             | 33.9 %        |
| Rent Change - Cash  | 61.5 %             | 56.9 %         | 21.5 %            | 38.5 %             | 21.3 %        |
| <b>Same Property Portfolio Performance:</b>                                       |                    |                |                   |                    |               |
| Same Property Portfolio ending occupancy <sup>(2)</sup>                           | 98.9 %             | 99.3 %         | 99.1 %            | 98.8 %             | 98.4 %        |
| Same Property Portfolio NOI growth <sup>(3)</sup>                                 | 7.0 %              | 8.0 %          |                   |                    |               |
| Same Property Portfolio Cash NOI growth <sup>(3)</sup>                            | 10.1 %             | 11.7 %         |                   |                    |               |
| <b>Capitalization:</b>  |                    |                |                   |                    |               |
| Total shares and units issued and outstanding at period end <sup>(4)</sup>        | 178,087,557        | 171,153,722    | 166,663,680       | 157,609,745        | 143,920,170   |
| Series A, B and C Preferred Stock and Series 1, 2 and 3 CPOP Units <sup>(5)</sup> | \$ 241,068         | \$ 241,068     | \$ 229,068        | \$ 229,068         | \$ 319,068    |
| Total equity market capitalization  | \$ 10,497,130      | \$ 13,007,424  | \$ 13,747,159     | \$ 9,173,421       | \$ 8,515,322  |
| Total consolidated debt   | \$ 1,673,936       | \$ 1,537,486   | \$ 1,413,121      | \$ 1,400,552       | \$ 1,226,083  |
| Total combined market capitalization (net debt plus equity)                       | \$ 12,136,749      | \$ 14,496,066  | \$ 15,116,293     | \$ 10,513,819      | \$ 9,677,186  |
| <b>Ratios:</b>  |                    |                |                   |                    |               |
| Net debt to total combined market capitalization                                  | 13.5 %             | 10.3%          | 9.1%              | 12.7%              | 12.0%         |
| Net debt to Adjusted EBITDA (quarterly results annualized)                        | 3.8x               | 3.7x           | 3.6x              | 3.8x               | 3.8x          |

(1) For definition/discussion of non-GAAP financial measures and reconciliations to their nearest GAAP equivalents, see the definitions section & reconciliation section beginning on page 33 and page 12 of this report, respectively.

(2) Reflects the ending occupancy for the current 2022 Same Property Portfolio for each period presented. For historical ending occupancy as reported in prior Supplemental packages, see "SPP Historical Information" on page 36.

(3) Represents the year over year percentage change in NOI and Cash NOI for the Same Property Portfolio.

(4) Includes the following # of OP Units/vested LTIP units held by noncontrolling interests: 7,305,749 (Jun 30, 2022), 6,417,107 (Mar 31, 2022), 6,401,377 (Dec 31, 2021), 6,415,276 (Sep 30, 2021) and 6,428,125 (Jun 30, 2021). Excludes the following # of shares of unvested restricted stock: 282,611 (Jun 30, 2022), 280,972 (Mar 31, 2022), 249,179 (Dec 31, 2021), 250,439 (Sep 30, 2021) and 235,953 (Jun 30, 2021). Excludes unvested LTIP units and unvested performance units.

(5) On August 16, 2021, we redeemed all 3,600,000 shares of our 5.875% Series A Cumulative Redeemable Preferred Stock (the "Series A Preferred Stock") at a redemption price equal to the stated liquidation preference of \$25.00 per share, representing \$90,000 in aggregate, plus all accrued and unpaid dividends.

## 2022 OUTLOOK\*

| METRIC   | RESULTS AS OF JUNE 30, 2022 | Q2-2022 UPDATED GUIDANCE | Q1-2022 GUIDANCE  |
|--|-----------------------------|--------------------------|-------------------|
| Net Income Attributable to Common Stockholders per diluted share <sup>(1)(2)</sup> | \$0.49                      | \$0.84 - \$0.87          | \$0.79 - \$0.83   |
| Company share of Core FFO per diluted share <sup>(1)(2)</sup>                      | \$0.97                      | \$1.87 - \$1.90          | \$1.84 - \$1.88   |
| Same Property Portfolio NOI Growth - GAAP <sup>(3)</sup>                           | 7.5%                        | 5.75% - 6.25%            | 4.0% - 5.0%       |
| Same Property Portfolio NOI Growth - Cash <sup>(3)</sup>                           | 10.9%                       | 8.50% - 9.00%            | 6.75% - 7.75%     |
| Average Same Property Portfolio Occupancy <sup>(3)</sup>                           | 99.1%                       | 98.50% - 98.75%          | 98.25% - 98.75%   |
| General and Administrative Expenses <sup>(4)</sup>                                 | \$29.6M                     | \$60.5M - \$61.5M        | \$59.0M - \$60.0M |
| Net Interest Expense   | \$19.9M                     | \$51.0M - \$52.0M        | \$39.0M - \$40.0M |

- (1) Our 2022 Net Income and Core FFO guidance refers to the Company's in-place portfolio as of July 20, 2022, and does not include any assumptions for prospective acquisitions, dispositions or related balance sheet activities that have not closed.
- (2) See page 37 for a reconciliation of the Company's 2022 guidance range of net income attributable to common stockholders per diluted share, the most directly comparable forward-looking GAAP financial measure, to Company share of Core FFO per diluted share.
- (3) Our 2022 Same Property Portfolio is a subset of our consolidated portfolio and includes properties that were wholly owned by us for the period from January 1, 2021 through July 20, 2022 and excludes properties that were or will be classified as repositioning/redevelopment (current and future) or lease-up during 2021 and 2022 (unless otherwise noted). As of June 30, 2022, our 2022 Same Property Portfolio consists of 224 properties aggregating 28.6 million rentable square feet.
- (4) Our 2022 General and Administrative expense guidance includes estimated non-cash equity compensation expense of \$23.9 million.

\* A number of factors could impact the Company's ability to deliver results in line with its guidance, including, but not limited to, interest rates, the economy, the supply and demand of industrial real estate, the availability and terms of financing to potential acquirers of real estate, the impact of COVID-19 and actions taken to contain its spread on the Company, the Company's tenants and the economy, and the timing and yields for divestment and investment. There can be no assurance that the Company can achieve such results.

## Guidance (Continued).

As of June 30, 2022

### 2022 Guidance Rollforward <sup>(1)</sup>

| Earnings Components  | Range          |               | Notes  |
|--|----------------|---------------|--|
|  | (\$ per share) |               |  |
| <b>2022 Core FFO Per Diluted Share Guidance (Previous)</b> | <b>\$1.84</b>  | <b>\$1.88</b> | Q1 2022 Guidance   |
| Same Property Portfolio NOI Growth                         | 0.03           | 0.02          | SP NOI Guidance range of 5.75% - 6.25%   |
| Repositioning/Redevelopment NOI                            | (0.01)         | (0.01)        | Reduction in redevelopment/repositioning incremental NOI related to project construction delays                                  |
| 2Q-3Q 2022 Acquisitions NOI                                | 0.12           | 0.12          | \$599M 2Q Acquisitions - Guidance rollforward also reflects incremental NOI related to \$587M acquired subsequent to quarter-end |
| Net G&A Expense  | (0.01)         | (0.01)        | Guidance range of \$60.5M - \$61.5M  |
| Net Interest Expense                                       | (0.07)         | (0.07)        | Guidance range of \$51.0M - \$52.0M; Increase driven by incremental debt related to acquisition funding                          |
| Other  | (0.03)         | (0.03)        | Includes investment related equity funding activity  |
| <b>2022 Core FFO Per Diluted Share Guidance (Current)</b>  | <b>\$1.87</b>  | <b>\$1.90</b> |  |
| <b>Core FFO Annual Growth Per Diluted Share</b>            | <b>14%</b>     | <b>16%</b>    |  |

(1) 2022 Guidance and Guidance Rollforward represent the in-place portfolio as of July 20, 2022, and does not include any assumptions for prospective acquisitions, dispositions or related balance sheet activities that have not closed unless otherwise noted.

# Consolidated Balance Sheets

(unaudited and in thousands)

|  | June 30, 2022       | March 31, 2022      | December 31, 2021   | September 30, 2021  | June 30, 2021       |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>ASSETS</b>  |                     |                     |                     |                     |                     |
| Land   | \$ 4,896,343        | \$ 4,466,240        | \$ 4,143,021        | \$ 3,714,038        | \$ 2,942,639        |
| Buildings and improvements   | 2,923,571           | 2,737,575           | 2,588,836           | 2,466,435           | 2,339,640           |
| Tenant improvements  | 136,905             | 131,169             | 127,708             | 124,156             | 93,221              |
| Furniture, fixtures, and equipment                                   | 132                 | 132                 | 132                 | 132                 | 132                 |
| Construction in progress   | 90,192              | 71,147              | 71,375              | 50,823              | 33,250              |
| Total real estate held for investment                                | 8,047,143           | 7,406,263           | 6,931,072           | 6,355,584           | 5,408,882           |
| Accumulated depreciation   | (538,711)           | (505,196)           | (473,382)           | (452,019)           | (427,387)           |
| Investments in real estate, net                                      | 7,508,432           | 6,901,067           | 6,457,690           | 5,903,565           | 4,981,495           |
| Cash and cash equivalents  | 34,317              | 48,844              | 43,987              | 60,154              | 64,219              |
| Restricted cash  | —                   | —                   | 11                  | 50                  | 26                  |
| Rents and other receivables, net                                     | 10,382              | 11,130              | 11,027              | 9,863               | 8,228               |
| Deferred rent receivable, net  | 75,024              | 67,832              | 61,511              | 55,726              | 49,933              |
| Deferred leasing costs, net  | 37,343              | 33,703              | 32,940              | 33,531              | 31,183              |
| Deferred loan costs, net   | 5,532               | 1,729               | 1,961               | 2,192               | 2,545               |
| Acquired lease intangible assets, net <sup>(1)</sup>                 | 164,764             | 153,665             | 132,158             | 125,697             | 89,560              |
| Acquired indefinite-lived intangible                                 | 5,156               | 5,156               | 5,156               | 5,156               | 5,156               |
| Other assets   | 19,513              | 22,671              | 19,066              | 18,213              | 18,841              |
| Acquisition related deposits   | 18,475              | 18,275              | 8,445               | 9,610               | 14,540              |
| Assets associated with real estate held for sale, net <sup>(2)</sup> | —                   | —                   | 7,213               | —                   | —                   |
| <b>Total Assets</b>  | <b>\$ 7,878,938</b> | <b>\$ 7,264,072</b> | <b>\$ 6,781,165</b> | <b>\$ 6,223,757</b> | <b>\$ 5,265,726</b> |
| <b>LIABILITIES &amp; EQUITY</b>                                      |                     |                     |                     |                     |                     |
| <b>Liabilities</b>   |                     |                     |                     |                     |                     |
| Notes payable  | \$ 1,660,521        | \$ 1,524,279        | \$ 1,399,565        | \$ 1,386,649        | \$ 1,219,021        |
| Interest rate swap liability   | —                   | 1,212               | 7,482               | 10,205              | 12,694              |
| Accounts payable, accrued expenses and other liabilities             | 81,742              | 85,465              | 65,833              | 77,968              | 49,699              |
| Dividends and distributions payable                                  | 56,300              | 54,115              | 40,143              | 37,970              | 34,681              |
| Acquired lease intangible liabilities, net <sup>(3)</sup>            | 149,580             | 135,275             | 127,017             | 111,444             | 65,646              |
| Tenant security deposits   | 64,436              | 61,701              | 57,370              | 55,487              | 38,489              |
| Prepaid rents  | 14,661              | 14,265              | 15,829              | 16,358              | 12,724              |
| Liabilities associated with real estate held for sale <sup>(2)</sup> | —                   | —                   | 231                 | —                   | —                   |
| <b>Total Liabilities</b>   | <b>2,027,240</b>    | <b>1,876,312</b>    | <b>1,713,470</b>    | <b>1,696,081</b>    | <b>1,432,954</b>    |
| <b>Equity</b>  |                     |                     |                     |                     |                     |
| Preferred stock  | 155,676             | 155,676             | 155,676             | 155,676             | 242,327             |
| Common stock   | 1,711               | 1,650               | 1,605               | 1,514               | 1,377               |
| Additional paid in capital   | 5,556,819           | 5,133,875           | 4,828,292           | 4,283,600           | 3,499,623           |
| Cumulative distributions in excess of earnings                       | (216,588)           | (198,999)           | (191,120)           | (187,510)           | (182,851)           |
| Accumulated other comprehensive loss                                 | (2,974)             | (3,674)             | (9,874)             | (13,234)            | (12,319)            |
| Total stockholders' equity   | 5,494,644           | 5,088,528           | 4,784,579           | 4,240,046           | 3,548,157           |
| Noncontrolling interests   | 357,054             | 299,232             | 283,116             | 287,630             | 284,615             |
| <b>Total Equity</b>  | <b>5,851,698</b>    | <b>5,387,760</b>    | <b>5,067,695</b>    | <b>4,527,676</b>    | <b>3,832,772</b>    |
| <b>Total Liabilities and Equity</b>                                  | <b>\$ 7,878,938</b> | <b>\$ 7,264,072</b> | <b>\$ 6,781,165</b> | <b>\$ 6,223,757</b> | <b>\$ 5,265,726</b> |

(1) Includes net above-market tenant lease intangibles of \$13,810 (June 30, 2022), \$10,312 (March 31, 2022), \$10,671 (December 31, 2021), \$11,086 (September 30, 2021) and \$8,723 (June 30, 2021). Balance also includes net below-market ground lease intangible of \$12,929 (June 30, 2022) and \$12,970 (March 31, 2022) related to a ground lease that was assumed by Company, for which the Company is the lessee, in connection with its acquisition of 2970 East 50th Street.

(2) At December 31, 2021, our property located at 28159 Avenue Stanford was classified as held for sale.

(3) Represents net below-market tenant lease intangibles as of the balance sheet date.



# Consolidated Statements of Operations

## Quarterly Results

(unaudited and in thousands, except share and per share data)

|  | Three Months Ended |                  |                  |                  |                  |
|--|--------------------|------------------|------------------|------------------|------------------|
|  | Jun 30, 2022       | Mar 31, 2022     | Dec 31, 2021     | Sep 30, 2021     | Jun 30, 2021     |
| <b>Revenues</b>  |                    |                  |                  |                  |                  |
| Rental income <sup>(1)</sup>   | \$ 148,987         | \$ 140,588       | \$ 132,593       | \$ 115,260       | \$ 104,236       |
| Management and leasing services  | 130                | 163              | 118              | 136              | 109              |
| Interest income  | 1                  | 1                | 1                | 7                | 15               |
| <b>Total Revenues</b>  | <b>149,118</b>     | <b>140,752</b>   | <b>132,712</b>   | <b>115,403</b>   | <b>104,360</b>   |
| <b>Operating Expenses</b>  |                    |                  |                  |                  |                  |
| Property expenses  | 35,405             | 33,429           | 32,090           | 27,501           | 24,555           |
| General and administrative   | 14,863             | 14,717           | 15,009           | 11,806           | 10,695           |
| Depreciation and amortization  | 46,609             | 42,471           | 41,221           | 38,676           | 36,228           |
| <b>Total Operating Expenses</b>  | <b>96,877</b>      | <b>90,617</b>    | <b>88,320</b>    | <b>77,983</b>    | <b>71,478</b>    |
| <b>Other Expenses</b>  |                    |                  |                  |                  |                  |
| Other expenses <sup>(2)</sup>  | 295                | 38               | 1,262            | 4                | 2                |
| Interest expense   | 10,168             | 9,683            | 10,367           | 10,427           | 9,593            |
| <b>Total Expenses</b>  | <b>107,340</b>     | <b>100,338</b>   | <b>99,949</b>    | <b>88,414</b>    | <b>81,073</b>    |
| Loss on extinguishment of debt <sup>(4)</sup>                            | (877)              | —                | —                | (505)            | —                |
| Gain on sale of real estate  | —                  | 8,486            | 6,617            | 13,702           | 2,750            |
| <b>Net Income</b>  | <b>40,901</b>      | <b>48,900</b>    | <b>39,380</b>    | <b>40,186</b>    | <b>26,037</b>    |
| Less: net income attributable to noncontrolling interests                | (2,290)            | (2,484)          | (2,153)          | (2,173)          | (1,710)          |
| <b>Net income attributable to Rexford Industrial Realty, Inc.</b>        | <b>38,611</b>      | <b>46,416</b>    | <b>37,227</b>    | <b>38,013</b>    | <b>24,327</b>    |
| Less: preferred stock dividends  | (2,315)            | (2,314)          | (2,314)          | (2,976)          | (3,637)          |
| Less: original issuance costs of redeemed preferred stock <sup>(3)</sup> | —                  | —                | —                | (3,349)          | —                |
| Less: earnings allocated to participating securities                     | (203)              | (201)            | (145)            | (143)            | (139)            |
| <b>Net income attributable to common stockholders</b>                    | <b>\$ 36,093</b>   | <b>\$ 43,901</b> | <b>\$ 34,768</b> | <b>\$ 31,545</b> | <b>\$ 20,551</b> |
| <b>Earnings per Common Share</b>   |                    |                  |                  |                  |                  |
| Net income attributable to common stockholders per share - basic         | \$ 0.22            | \$ 0.27          | \$ 0.23          | \$ 0.23          | \$ 0.15          |
| Net income attributable to common stockholders per share - diluted       | \$ 0.22            | \$ 0.27          | \$ 0.23          | \$ 0.23          | \$ 0.15          |
| Weighted average shares outstanding - basic                              | 164,895,701        | 160,628,843      | 152,270,435      | 138,762,384      | 134,312,672      |
| Weighted average shares outstanding - diluted                            | 165,200,577        | 161,048,592      | 153,872,639      | 139,630,475      | 134,819,742      |

(1) We elected the "non-separation practical expedient" in ASC 842, which allows us to avoid separating lease and non-lease rental income. As a result of this election, all rental income earned pursuant to tenant leases, including tenant reimbursements, is reflected as one line, "Rental income," in the consolidated statements of operations. Under the section "Rental Income" on page 36 in the definitions section of this report, we include a presentation of rental revenues, tenant reimbursements and other income for all periods because we believe this information is frequently used by management, investors, securities analysts and other interested parties to evaluate our performance.

(2) Acquisition expenses for all periods presented prior to December 31, 2021 have been reclassified to "Other expenses." Other expenses for the three months ended December 31, 2021 include (i) a \$992 impairment charge related to the right-of-use asset for one of our leased office spaces that we subleased, (ii) \$211 of construction costs related to cancelled projects and (iii) \$59 of acquisition expenses.

(3) In connection with the redemption of our Series A Preferred Stock on August 16, 2021, we recognized a non-cash charge of \$3,349, as a reduction to net income attributable to common stockholders for the original issuance costs related to the Series A Preferred Stock.

(4) Represents the \$718 write-off of unamortized debt issuance costs related to the \$150.0 million unsecured term loan facility that we repaid in May 2022 in advance of its maturity, and the \$159 write-off of a portion of the unamortized debt issuance costs related to our credit agreement that we amended in May 2022, in which one of the creditors under the old agreement did not participate as a lender in the amended credit agreement.

# Consolidated Statements of Operations.

## Quarterly Results (continued)

(unaudited and in thousands, except share and per share data)

|  | Three Months Ended June 30, |                  | Six Months Ended June 30, |                  |
|--|-----------------------------|------------------|---------------------------|------------------|
|  | 2022                        | 2021             | 2022                      | 2021             |
| <b>Revenues</b>  |                             |                  |                           |                  |
| Rental income  | \$ 148,987                  | \$ 104,236       | \$ 289,575                | \$ 203,880       |
| Management and leasing services                                    | 130                         | 109              | 293                       | 214              |
| Interest income  | 1                           | 15               | 2                         | 29               |
| <b>Total Revenues</b>  | <b>149,118</b>              | <b>104,360</b>   | <b>289,870</b>            | <b>204,123</b>   |
| <b>Operating Expenses</b>  |                             |                  |                           |                  |
| Property expenses  | 35,405                      | 24,555           | 68,834                    | 48,130           |
| General and administrative   | 14,863                      | 10,695           | 29,580                    | 22,175           |
| Depreciation and amortization                                      | 46,609                      | 36,228           | 89,080                    | 71,372           |
| <b>Total Operating Expenses</b>                                    | <b>96,877</b>               | <b>71,478</b>    | <b>187,494</b>            | <b>141,677</b>   |
| <b>Other Expenses</b>  |                             |                  |                           |                  |
| Other expenses <sup>(1)</sup>                                      | 295                         | 2                | 333                       | 31               |
| Interest expense   | 10,168                      | 9,593            | 19,851                    | 19,345           |
| <b>Total Expenses</b>  | <b>107,340</b>              | <b>81,073</b>    | <b>207,678</b>            | <b>161,053</b>   |
| Loss on extinguishment of debt                                     | (877)                       | —                | (877)                     | —                |
| Gain on sale of real estate  | —                           | 2,750            | 8,486                     | 13,610           |
| <b>Net Income</b>  | <b>40,901</b>               | <b>26,037</b>    | <b>89,801</b>             | <b>56,680</b>    |
| Less: net income attributable to noncontrolling interests          | (2,290)                     | (1,710)          | (4,774)                   | (3,679)          |
| <b>Net income attributable to Rexford Industrial Realty, Inc.</b>  | <b>38,611</b>               | <b>24,327</b>    | <b>85,027</b>             | <b>53,001</b>    |
| Less: preferred stock dividends                                    | (2,315)                     | (3,637)          | (4,629)                   | (7,273)          |
| Less: earnings allocated to participating securities               | (203)                       | (139)            | (404)                     | (280)            |
| <b>Net income attributable to common stockholders</b>              | <b>\$ 36,093</b>            | <b>\$ 20,551</b> | <b>\$ 79,994</b>          | <b>\$ 45,448</b> |
| Net income attributable to common stockholders per share – basic   | \$ 0.22                     | \$ 0.15          | \$ 0.49                   | \$ 0.34          |
| Net income attributable to common stockholders per share – diluted | \$ 0.22                     | \$ 0.15          | \$ 0.49                   | \$ 0.34          |
| Weighted-average shares of common stock outstanding – basic        | 164,895,701                 | 134,312,672      | 162,774,059               | 132,970,234      |
| Weighted-average shares of common stock outstanding – diluted      | 165,200,577                 | 134,819,742      | 163,136,372               | 133,296,701      |

# Non-GAAP FFO and Core FFO Reconciliations. <sup>(1)</sup>

(unaudited and in thousands, except share and per share data)

|  | Three Months Ended |                  |                   |                    |                  |
|--|--------------------|------------------|-------------------|--------------------|------------------|
|  | June 30, 2022      | March 31, 2022   | December 31, 2021 | September 30, 2021 | June 30, 2021    |
| <b>Net Income</b>  | \$ 40,901          | \$ 48,900        | \$ 39,380         | \$ 40,186          | \$ 26,037        |
| Add:   |                    |                  |                   |                    |                  |
| Depreciation and amortization  | 46,609             | 42,471           | 41,221            | 38,676             | 36,228           |
| Deduct:  |                    |                  |                   |                    |                  |
| Gain on sale of real estate  | —                  | 8,486            | 6,617             | 13,702             | 2,750            |
| <b>NAREIT Defined Funds From Operations (FFO)</b>                        | <b>87,510</b>      | <b>82,885</b>    | <b>73,984</b>     | <b>65,160</b>      | <b>59,515</b>    |
| Less: preferred stock dividends  | (2,315)            | (2,314)          | (2,314)           | (2,976)            | (3,637)          |
| Less: original issuance costs of redeemed preferred stock <sup>(2)</sup> | —                  | —                | —                 | (3,349)            | —                |
| Less: FFO attributable to noncontrolling interests <sup>(3)</sup>        | (4,131)            | (3,787)          | (3,528)           | (3,277)            | (3,256)          |
| Less: FFO attributable to participating securities <sup>(4)</sup>        | (307)              | (296)            | (258)             | (223)              | (224)            |
| <b>Company share of FFO</b>  | <b>\$ 80,757</b>   | <b>\$ 76,488</b> | <b>\$ 67,884</b>  | <b>\$ 55,335</b>   | <b>\$ 52,398</b> |
| <b>Company share of FFO per common share-basic</b>                       | <b>\$ 0.49</b>     | <b>\$ 0.48</b>   | <b>\$ 0.45</b>    | <b>\$ 0.40</b>     | <b>\$ 0.39</b>   |
| <b>Company share of FFO per common share-diluted</b>                     | <b>\$ 0.49</b>     | <b>\$ 0.47</b>   | <b>\$ 0.44</b>    | <b>\$ 0.40</b>     | <b>\$ 0.39</b>   |
| <b>FFO</b>   | <b>\$ 87,510</b>   | <b>\$ 82,885</b> | <b>\$ 73,984</b>  | <b>\$ 65,160</b>   | <b>\$ 59,515</b> |
| Add:   |                    |                  |                   |                    |                  |
| Acquisition expenses   | 56                 | 36               | 59                | 4                  | 2                |
| Impairment of right-of-use asset <sup>(5)</sup>                          | —                  | —                | 992               | —                  | —                |
| Loss on extinguishment of debt   | 877                | —                | —                 | 505                | —                |
| Amortization of loss on termination of interest rate swaps               | 23                 | 112              | 734               | 615                | 410              |
| <b>Core FFO</b>  | <b>88,466</b>      | <b>83,033</b>    | <b>75,769</b>     | <b>66,284</b>      | <b>59,927</b>    |
| Less: preferred stock dividends  | (2,315)            | (2,314)          | (2,314)           | (2,976)            | (3,637)          |
| Less: Core FFO attributable to noncontrolling interests <sup>(3)</sup>   | (4,169)            | (3,793)          | (3,599)           | (3,475)            | (3,275)          |
| Less: Core FFO attributable to participating securities <sup>(4)</sup>   | (311)              | (296)            | (265)             | (241)              | (226)            |
| <b>Company share of Core FFO</b>   | <b>\$ 81,671</b>   | <b>\$ 76,630</b> | <b>\$ 69,591</b>  | <b>\$ 59,592</b>   | <b>\$ 52,789</b> |
| <b>Company share of Core FFO per common share-basic</b>                  | <b>\$ 0.50</b>     | <b>\$ 0.48</b>   | <b>\$ 0.46</b>    | <b>\$ 0.43</b>     | <b>\$ 0.39</b>   |
| <b>Company share of Core FFO per common share-diluted</b>                | <b>\$ 0.49</b>     | <b>\$ 0.48</b>   | <b>\$ 0.45</b>    | <b>\$ 0.43</b>     | <b>\$ 0.39</b>   |
| Weighted-average shares outstanding-basic                                | 164,895,701        | 160,628,843      | 152,270,435       | 138,762,384        | 134,312,672      |
| Weighted-average shares outstanding-diluted <sup>(6)</sup>               | 165,200,577        | 161,048,592      | 153,872,639       | 139,630,475        | 134,819,742      |

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 33 of this report.

(2) In connection with the redemption of our Series A Preferred Stock on August 16, 2021, we recognized a non-cash charge of \$3,349, as a reduction to net income attributable to common stockholders for the original issuance costs related to the Series A Preferred Stock.

(3) Noncontrolling interests relate to interests in the Company's operating partnership, represented by common units and preferred units (Series 1, Series 2 and Series 3 CPOP units) of partnership interests in the operating partnership that are owned by unit holders other than the Company.

(4) Participating securities include unvested shares of restricted stock, unvested LTIP units and unvested performance units.

(5) Represents an impairment charge related to the right-of-use asset for one of our leased office spaces that we decided to sublease.

(6) Weighted-average shares outstanding-diluted includes adjustments for unvested performance units and shares issuable under forward equity sales agreements if the effect is dilutive for the reported period.

## Non-GAAP FFO and Core FFO Reconciliations. <sup>(1)</sup>

(unaudited and in thousands, except share and per share data)

|  | Three Months Ended June 30, |                  | Six Months Ended June 30, |                   |
|--|-----------------------------|------------------|---------------------------|-------------------|
|  | 2022                        | 2021             | 2022                      | 2021              |
| <b>Net Income</b>  | \$ 40,901                   | \$ 26,037        | \$ 89,801                 | \$ 56,680         |
| Add:   |                             |                  |                           |                   |
| Depreciation and amortization                              | 46,609                      | 36,228           | 89,080                    | 71,372            |
| Deduct:  |                             |                  |                           |                   |
| Gain on sale of real estate                                | —                           | 2,750            | 8,486                     | 13,610            |
| <b>Funds From Operations (FFO)</b>                         | <u>87,510</u>               | <u>59,515</u>    | <u>170,395</u>            | <u>114,442</u>    |
| Less: preferred stock dividends                            | (2,315)                     | (3,637)          | (4,629)                   | (7,273)           |
| Less: FFO attributable to noncontrolling interests         | (4,131)                     | (3,256)          | (7,918)                   | (6,390)           |
| Less: FFO attributable to participating securities         | (307)                       | (224)            | (603)                     | (433)             |
| <b>Company share of FFO</b>                                | <u>\$ 80,757</u>            | <u>\$ 52,398</u> | <u>\$ 157,245</u>         | <u>\$ 100,346</u> |
| <b>Company share of FFO per common share—basic</b>         | <u>\$ 0.49</u>              | <u>\$ 0.39</u>   | <u>\$ 0.97</u>            | <u>\$ 0.75</u>    |
| <b>Company share of FFO per common share—diluted</b>       | <u>\$ 0.49</u>              | <u>\$ 0.39</u>   | <u>\$ 0.96</u>            | <u>\$ 0.75</u>    |
| <b>FFO</b>   | \$ 87,510                   | \$ 59,515        | \$ 170,395                | \$ 114,442        |
| Add:   |                             |                  |                           |                   |
| Acquisition expenses                                       | 56                          | 2                | 92                        | 31                |
| Loss on extinguishment of debt                             | 877                         | —                | 877                       | —                 |
| Amortization of loss on termination of interest rate swaps | 23                          | 410              | 135                       | 820               |
| <b>Core FFO</b>  | <u>88,466</u>               | <u>59,927</u>    | <u>171,499</u>            | <u>115,293</u>    |
| Less: preferred stock dividends                            | (2,315)                     | (3,637)          | (4,629)                   | (7,273)           |
| Less: Core FFO attributable to noncontrolling interests    | (4,169)                     | (3,275)          | (7,962)                   | (6,430)           |
| Less: Core FFO attributable to participating securities    | (311)                       | (226)            | (607)                     | (437)             |
| <b>Company share of Core FFO</b>                           | <u>\$ 81,671</u>            | <u>\$ 52,789</u> | <u>\$ 158,301</u>         | <u>\$ 101,153</u> |
| <b>Company share of Core FFO per common share—basic</b>    | <u>\$ 0.50</u>              | <u>\$ 0.39</u>   | <u>\$ 0.97</u>            | <u>\$ 0.76</u>    |
| <b>Company share of Core FFO per common share—diluted</b>  | <u>\$ 0.49</u>              | <u>\$ 0.39</u>   | <u>\$ 0.97</u>            | <u>\$ 0.76</u>    |
| Weighted-average shares outstanding—basic                  | 164,895,701                 | 134,312,672      | 162,774,059               | 132,970,234       |
| Weighted-average shares outstanding—diluted                | 165,200,577                 | 134,819,742      | 163,136,372               | 133,296,701       |

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 33 of this report.

## Non-GAAP AFFO Reconciliation. <sup>(1)</sup>

(unaudited and in thousands, except share and per share data)

|   | Three Months Ended |                  |                   |                    |                  |
|---|--------------------|------------------|-------------------|--------------------|------------------|
|   | June 30, 2022      | March 31, 2022   | December 31, 2021 | September 30, 2021 | June 30, 2021    |
| <b>Funds From Operations<sup>(2)</sup></b>                                  | \$ 87,510          | \$ 82,885        | \$ 73,984         | \$ 65,160          | \$ 59,515        |
| Add:  |                    |                  |                   |                    |                  |
| Amortization of deferred financing costs                                    | 563                | 520              | 517               | 508                | 447              |
| Non-cash stock compensation   | 6,342              | 6,052            | 6,277             | 4,506              | 4,463            |
| Loss on extinguishment of debt  | 877                | —                | —                 | 505                | —                |
| Impairment of right-of-use asset  | —                  | —                | 992               | —                  | —                |
| Amortization related to termination/settlement of interest rate derivatives | 93                 | 181              | 804               | 655                | 410              |
| Deduct:   |                    |                  |                   |                    |                  |
| Preferred stock dividends   | 2,315              | 2,314            | 2,314             | 2,976              | 3,637            |
| Straight line rental revenue adjustment <sup>(3)</sup>                      | 8,441              | 6,901            | 5,999             | 5,865              | 4,840            |
| Amortization of net below-market lease intangibles                          | 6,126              | 5,091            | 6,154             | 3,191              | 3,386            |
| Capitalized payments <sup>(4)</sup>   | 5,715              | 4,878            | 4,150             | 3,339              | 2,593            |
| Note payable (discount) premium amortization, net                           | (62)               | (61)             | (60)              | (23)               | 28               |
| Recurring capital expenditures <sup>(5)</sup>                               | 2,063              | 1,251            | 3,363             | 2,509              | 2,053            |
| 2nd generation tenant improvements and leasing commissions <sup>(6)</sup>   | 4,031              | 2,147            | 1,510             | 2,523              | 4,885            |
| <b>Adjusted Funds From Operations (AFFO)</b>                                | <b>\$ 66,756</b>   | <b>\$ 67,117</b> | <b>\$ 59,144</b>  | <b>\$ 50,954</b>   | <b>\$ 43,413</b> |

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 33 of this report.

(2) A quarterly reconciliation of net income to Funds From Operations is set forth on page 12 of this report.

(3) The straight line rental revenue adjustment includes concessions of \$3,785, \$3,582, \$3,273, \$3,239 and \$3,127 for the three months ended June 30, 2022, March 31, 2022, December 31, 2021, September 30, 2021 and June 30, 2021, respectively.

(4) Includes capitalized interest, taxes, insurance and construction related compensation costs.

(5) Excludes nonrecurring capital expenditures of \$22,644, \$18,815, \$21,722, \$20,271 and \$21,968 for the three months ended June 30, 2022, March 31, 2022, December 31, 2021, September 30, 2021 and June 30, 2021, respectively.

(6) Excludes 1st generation tenant improvements and leasing commissions of \$2,146, \$997, \$433, \$2,531 and \$3,272 for the three months ended June 30, 2022, March 31, 2022, December 31, 2021, September 30, 2021 and June 30, 2021, respectively.

# Statement of Operations Reconciliations - NOI, Cash NOI, EBITDAre and Adjusted EBITDA. <sup>(1)</sup>

(unaudited and in thousands)

## NOI and Cash NOI

|  | Three Months Ended |                   |                   |                  |                  |
|--|--------------------|-------------------|-------------------|------------------|------------------|
|  | Jun 30, 2022       | Mar 31, 2022      | Dec 31, 2021      | Sep 30, 2021     | Jun 30, 2021     |
| Rental income <sup>(2)(3)</sup>                      | \$ 148,987         | \$ 140,588        | \$ 132,593        | \$ 115,260       | \$ 104,236       |
| Less: Property expenses                              | 35,405             | 33,429            | 32,090            | 27,501           | 24,555           |
| <b>Net Operating Income (NOI)</b>                    | <b>\$ 113,582</b>  | <b>\$ 107,159</b> | <b>\$ 100,503</b> | <b>\$ 87,759</b> | <b>\$ 79,681</b> |
| Amortization of above/below market lease intangibles | (6,126)            | (5,091)           | (6,154)           | (3,191)          | (3,386)          |
| Straight line rental revenue adjustment              | (8,441)            | (6,901)           | (5,999)           | (5,865)          | (4,840)          |
| <b>Cash NOI</b>                                      | <b>\$ 99,015</b>   | <b>\$ 95,167</b>  | <b>\$ 88,350</b>  | <b>\$ 78,703</b> | <b>\$ 71,455</b> |

## EBITDAre and Adjusted EBITDA

|   | Three Months Ended |                   |                  |                  |                  |
|---|--------------------|-------------------|------------------|------------------|------------------|
|   | Jun 30, 2022       | Mar 31, 2022      | Dec 31, 2021     | Sep 30, 2021     | Jun 30, 2021     |
| Net income                                      | \$ 40,901          | \$ 48,900         | \$ 39,380        | \$ 40,186        | \$ 26,037        |
| Interest expense                                | 10,168             | 9,683             | 10,367           | 10,427           | 9,593            |
| Depreciation and amortization                   | 46,609             | 42,471            | 41,221           | 38,676           | 36,228           |
| Gain on sale of real estate                     | —                  | (8,486)           | (6,617)          | (13,702)         | (2,750)          |
| <b>EBITDAre</b>                                 | <b>\$ 97,678</b>   | <b>\$ 92,568</b>  | <b>\$ 84,351</b> | <b>\$ 75,587</b> | <b>\$ 69,108</b> |
| Stock-based compensation amortization           | 6,342              | 6,052             | 6,277            | 4,506            | 4,463            |
| Loss on extinguishment of debt                  | 877                | —                 | —                | 505              | —                |
| Acquisition expenses                            | 56                 | 36                | 59               | 4                | 2                |
| Impairment of right-of-use asset                | —                  | —                 | 992              | —                | —                |
| Pro forma effect of acquisitions <sup>(4)</sup> | 3,376              | 2,938             | 4,175            | 8,572            | 2,086            |
| Pro forma effect of dispositions <sup>(5)</sup> | —                  | (48)              | (50)             | (186)            | 16               |
| <b>Adjusted EBITDA</b>                          | <b>\$ 108,329</b>  | <b>\$ 101,546</b> | <b>\$ 95,804</b> | <b>\$ 88,988</b> | <b>\$ 75,675</b> |

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 33 of this report.

(2) See footnote (1) on page 10 for details related to our presentation of "Rental income" in the consolidated statements of operations for all periods presented.

(3) Reflects increase (reduction) to rental income due to changes in the Company's assessment of lease payment collectability as follows (in thousands): \$158, \$40, \$4, \$142 and \$(121) for the three months ended June 30, 2022, March 31, 2022, December 31, 2021, September 30, 2021 and June 30, 2021, respectively.

(4) Represents the estimated impact on Q2'22 EBITDAre of Q2'22 acquisitions as if they had been acquired on April 1, 2022, the impact on Q2'22 EBITDAre of Q2'22 acquisitions as if they had been acquired on January 1, 2022, the impact on Q2'22 EBITDAre of Q2'22 acquisitions as if they had been acquired on October 1, 2021, the impact on Q2'22 EBITDAre of Q2'22 acquisitions as if they had been acquired on July 1, 2021 and the impact on Q2'22 EBITDAre of Q2'22 acquisitions as if they had been acquired on April 1, 2021. We have made a number of assumptions in such estimates and there can be no assurance that we would have generated the projected levels of EBITDAre had we owned the acquired entities as of the beginning of each period.

(5) Represents the impact on Q2'22 EBITDAre of Q2'22 dispositions as if they had been sold as of April 1, 2022, the impact on Q2'22 EBITDAre of Q2'22 dispositions as if they had been sold as of January 1, 2022, the impact on Q2'22 EBITDAre of Q2'22 dispositions as if they had been sold as of October 1, 2021, the impact on Q2'22 EBITDAre of Q2'22 dispositions as if they had been sold as of July 1, 2021 and the impact on Q2'22 EBITDAre of Q2'22 dispositions as if they had been sold as of April 1, 2021.

# Same Property Portfolio Performance. <sup>(1)</sup>

(unaudited and dollars in thousands)

## Same Property Portfolio:

|                      |            |
|----------------------|------------|
| Number of properties | 224        |
| Square Feet          | 28,581,635 |

## Same Property Portfolio NOI and Cash NOI:

|  | Three Months Ended June 30, |                  |                 |              | Six Months Ended June 30, |                   |                  |              |
|--|-----------------------------|------------------|-----------------|--------------|---------------------------|-------------------|------------------|--------------|
|  | 2022                        | 2021             | \$ Change       | % Change     | 2022                      | 2021              | \$ Change        | % Change     |
| Rental income <sup>(2)(3)(4)</sup>             | \$ 102,205                  | \$ 94,677        | \$ 7,528        | 8.0%         | \$ 202,420                | \$ 186,635        | \$ 15,785        | 8.5%         |
| Property expenses                              | 24,135                      | 21,745           | 2,390           | 11.0%        | 47,992                    | 43,001            | 4,991            | 11.6%        |
| <b>Same Property Portfolio NOI</b>             | <b>\$ 78,070</b>            | <b>\$ 72,932</b> | <b>\$ 5,138</b> | <b>7.0%</b>  | <b>\$ 154,428</b>         | <b>\$ 143,634</b> | <b>\$ 10,794</b> | <b>7.5%</b>  |
| Straight-line rental revenue                   | (3,231)                     | (3,874)          | 643             | (16.6)%      | (5,922)                   | (7,727)           | 1,805            | (23.4)%      |
| Amort. of above/below market lease intangibles | (1,568)                     | (2,512)          | 944             | (37.6)%      | (3,207)                   | (4,889)           | 1,682            | (34.4)%      |
| <b>Same Property Portfolio Cash NOI</b>        | <b>\$ 73,271</b>            | <b>\$ 66,546</b> | <b>\$ 6,725</b> | <b>10.1%</b> | <b>\$ 145,299</b>         | <b>\$ 131,018</b> | <b>\$ 14,281</b> | <b>10.9%</b> |

## Same Property Portfolio Occupancy:

|  | Three Months Ended June 30, |              | Year-over-Year Change (basis points) | Three Months Ended March 31, 2022 | Sequential Change (basis points) |
|--|-----------------------------|--------------|--------------------------------------|-----------------------------------|----------------------------------|
|  | 2022                        | 2021         |                                      |                                   |                                  |
| <b>Quarterly Weighted Average Occupancy:<sup>(6)</sup></b> |                             |              |                                      |                                   |                                  |
| Los Angeles County   | 99.4%                       | 98.2%        | 120 bps                              | 99.1%                             | 30 bps                           |
| Orange County  | 98.2%                       | 98.6%        | (40) bps                             | 98.7%                             | (50) bps                         |
| San Bernardino County                                      | 98.7%                       | 99.3%        | (60) bps                             | 99.8%                             | (110) bps                        |
| Ventura County   | 98.5%                       | 95.3%        | 320 bps                              | 99.1%                             | (60) bps                         |
| San Diego County   | 98.9%                       | 97.3%        | 160 bps                              | 99.4%                             | (50) bps                         |
| <b>Quarterly Weighted Average Occupancy</b>                | <b>99.1%</b>                | <b>98.1%</b> | <b>100 bps</b>                       | <b>99.2%</b>                      | <b>(10) bps</b>                  |
| <b>Ending Occupancy:</b>                                   | <b>98.9%</b>                | <b>98.4%</b> | <b>50 bps</b>                        | <b>99.3%</b>                      | <b>(40) bps</b>                  |

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 33 of this report.

(2) See "Same Property Portfolio Rental Income" on page 36 of the definitions section of this report for a breakdown of rental income into rental revenues, tenant reimbursement and other income for the three months ended June 30, 2022 and 2021.

(3) Reflects increase to rental income due to changes in the Company's assessment of lease payment collectability as follows: \$195 thousand and \$301 thousand for the three months ended June 30, 2022 and 2021, respectively, and \$395 thousand and \$16 thousand for the six months ended June 30, 2022 and 2021, respectively.

(4) Rental income includes lease termination fees of \$35 thousand and \$199 thousand for the three months ended June 30, 2022 and 2021, respectively, and \$38 thousand and \$250 thousand for the six months ended June 30, 2022 and 2021, respectively. Excluding these lease termination fees, Same Property Portfolio NOI increased by approximately 7.3% and 7.7% and Same Property Portfolio Cash NOI increased by approximately 10.4% and 11.1% during the three and six months ended June 30, 2022, compared to the three and six months ended June 30, 2021, respectively.

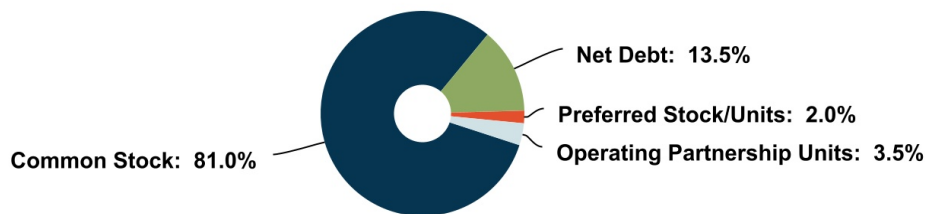
(5) Adjusting for the impact of short-term COVID-19 related rent deferral agreements, Same Property Portfolio Cash NOI increased by 10.5% and 11.4% for the three and six months ended June 30, 2022, compared to the three and six months ended June 30, 2021, respectively.

(6) Calculated by averaging the occupancy rate at the end of each month in 2Q-2022 and March 2022 (for 2Q-2022), the end of each month in 2Q-2021 and March 2021 (for 2Q-2021) and the end of each month in 1Q-2022 and December 2021 (for 1Q-2022).

# Capitalization Summary.

(unaudited and in thousands, except share and per share data)

## Capitalization as of June 30, 2022



| Description  | June 30, 2022        | March 31, 2022       | December 31, 2021    | September 30, 2021   | June 30, 2021       |
|--|----------------------|----------------------|----------------------|----------------------|---------------------|
| Common shares outstanding <sup>(1)</sup>   | 170,781,808          | 164,736,615          | 160,262,303          | 151,194,469          | 137,492,045         |
| Operating partnership units outstanding <sup>(2)</sup>                                       | 7,305,749            | 6,417,107            | 6,401,377            | 6,415,276            | 6,428,125           |
| <b>Total shares and units outstanding at period end</b>                                      | <b>178,087,557</b>   | <b>171,153,722</b>   | <b>166,663,680</b>   | <b>157,609,745</b>   | <b>143,920,170</b>  |
| Share price at end of quarter  | \$ 57.59             | \$ 74.59             | \$ 81.11             | \$ 56.75             | \$ 56.95            |
| <b>Common Stock and Operating Partnership Units - Capitalization</b>                         | <b>\$ 10,256,062</b> | <b>\$ 12,766,356</b> | <b>\$ 13,518,091</b> | <b>\$ 8,944,353</b>  | <b>\$ 8,196,254</b> |
| Series A, B and C Cumulative Redeemable Preferred Stock <sup>(3)</sup>                       | \$ 161,250           | \$ 161,250           | \$ 161,250           | \$ 161,250           | \$ 251,250          |
| 4.43937% Series 1 Cumulative Redeemable Convertible Preferred Units <sup>(4)</sup>           | 27,031               | 27,031               | 27,031               | 27,031               | 27,031              |
| 4.00% Series 2 Cumulative Redeemable Convertible Preferred Units <sup>(4)</sup>              | 40,787               | 40,787               | 40,787               | 40,787               | 40,787              |
| 3.00% Series 3 Cumulative Redeemable Convertible Preferred Units <sup>(4)</sup>              | 12,000               | 12,000               | —                    | —                    | —                   |
| <b>Preferred Equity</b>  | <b>\$ 241,068</b>    | <b>\$ 241,068</b>    | <b>\$ 229,068</b>    | <b>\$ 229,068</b>    | <b>\$ 319,068</b>   |
| <b>Total Equity Market Capitalization</b>  | <b>\$ 10,497,130</b> | <b>\$ 13,007,424</b> | <b>\$ 13,747,159</b> | <b>\$ 9,173,421</b>  | <b>\$ 8,515,322</b> |
| Total Debt   | \$ 1,673,936         | \$ 1,537,486         | \$ 1,413,121         | \$ 1,400,552         | \$ 1,226,083        |
| Less: Cash and cash equivalents  | (34,317)             | (48,844)             | (43,987)             | (60,154)             | (64,219)            |
| <b>Net Debt</b>  | <b>\$ 1,639,619</b>  | <b>\$ 1,488,642</b>  | <b>\$ 1,369,134</b>  | <b>\$ 1,340,398</b>  | <b>\$ 1,161,864</b> |
| <b>Total Combined Market Capitalization (Net Debt plus Equity)</b>                           | <b>\$ 12,136,749</b> | <b>\$ 14,496,066</b> | <b>\$ 15,116,293</b> | <b>\$ 10,513,819</b> | <b>\$ 9,677,186</b> |
| Net debt to total combined market capitalization   | 13.5 %               | 10.3 %               | 9.1 %                | 12.7 %               | 12.0 %              |
| Net debt to Adjusted EBITDA (quarterly results annualized) <sup>(5)</sup>                    | 3.8x                 | 3.7x                 | 3.6x                 | 3.8x                 | 3.8x                |
| Net debt & preferred equity to Adjusted EBITDA (quarterly results annualized) <sup>(5)</sup> | 4.3x                 | 4.2x                 | 4.2x                 | 4.4x                 | 4.9x                |

(1) Excludes the following number of shares of unvested restricted stock: 282,611 (Jun 30, 2022), 280,972 (Mar 31, 2022), 249,179 (Dec 31, 2021), 250,439 (Sep 30, 2021) and 235,953 (Jun 30, 2021).

(2) Represents outstanding common units of the Company's operating partnership ("OP"), Rexford Industrial Realty, LP, that are owned by unitholders other than Rexford Industrial Realty, Inc. Represents the noncontrolling interest in our OP. As of Jun 30, 2022, includes 659,586 vested LTIP Units & 744,899 vested performance units & excludes 250,006 unvested LTIP Units & 1,096,819 unvested perf. units.

(3) Values based on liquidation preference of \$25 per share and the following number of outstanding shares of preferred stock: 5.875% Series A (3,600,000); 5.875% Series B (3,000,000); 5.625% Series C (3,450,000). On August 16, 2021, we redeemed all 3,600,000 shares of our Series A Preferred Stock at a redemption price equal to the stated liquidation preference of \$25.00 per share, representing \$90,000 in aggregate, plus all accrued and unpaid dividends.

(4) Value based on 593,960 outstanding Series 1 preferred units at a liquidation preference of \$45.50952 per unit, 906,374 outstanding Series 2 preferred units at a liquidation preference of \$45.00 per unit and 164,998 outstanding Series 3 preferred units at a liquidation preference of \$72.72825 per unit.

(5) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 33 of this report.



# Debt Summary.

(unaudited and dollars in thousands)

## Debt Detail:

As of June 30, 2022

| Debt Description                                       | Maturity Date            | Stated Interest Rate       | Effective Interest Rate <sup>(1)</sup> | Principal Balance <sup>(2)</sup> |
|--|--------------------------|----------------------------|--|----------------------------------|
| <b>Unsecured Debt:</b>                                 |                          |                            |  |                                  |
| \$1.0 Billion Revolving Credit Facility <sup>(3)</sup> | 5/26/2026 <sup>(4)</sup> | SOFR+0.775% <sup>(5)</sup> | 2.375%                                 | \$ 125,000                       |
| \$100M Senior Notes                                    | 8/6/2025                 | 4.290%                     | 4.290%                                 | 100,000                          |
| \$300M Term Loan Facility                              | 5/26/2027                | SOFR+0.850% <sup>(5)</sup> | 2.636%                                 | 300,000                          |
| \$125M Senior Notes                                    | 7/13/2027                | 3.930%                     | 3.930%                                 | 125,000                          |
| \$25M Series 2019A Senior Notes                        | 7/16/2029                | 3.880%                     | 3.880%                                 | 25,000                           |
| \$400M Senior Notes due 2030                           | 12/1/2030                | 2.125%                     | 2.125%                                 | 400,000                          |
| \$400M Senior Notes due 2031 - Green Bond              | 9/1/2031                 | 2.150%                     | 2.150%                                 | 400,000                          |
| \$75M Series 2019B Senior Notes                        | 7/16/2034                | 4.030%                     | 4.030%                                 | 75,000                           |
| <b>Secured Debt:</b>                                   |                          |                            |  |                                  |
| 2601-2641 Manhattan Beach Boulevard                    | 4/5/2023                 | 4.080%                     | 4.080%                                 | 3,892                            |
| \$60M Term Loan  | 8/1/2023 <sup>(6)</sup>  | LIBOR+1.700%               | 3.487%                                 | 57,716                           |
| 960-970 Knox Street                                    | 11/1/2023                | 5.000%                     | 5.000%                                 | 2,354                            |
| 7612-7642 Woodwind Drive                               | 1/5/2024                 | 5.240%                     | 5.240%                                 | 3,760                            |
| 11600 Los Nietos Road                                  | 5/1/2024                 | 4.190%                     | 4.190%                                 | 2,545                            |
| 5160 Richton Street                                    | 11/15/2024               | 3.790%                     | 3.790%                                 | 4,213                            |
| 22895 Eastpark Drive                                   | 11/15/2024               | 4.330%                     | 4.330%                                 | 2,648                            |
| 701-751 Kingshill Place                                | 1/5/2026                 | 3.900%                     | 3.900%                                 | 7,100                            |
| 13943-13955 Balboa Boulevard                           | 7/1/2027                 | 3.930%                     | 3.930%                                 | 15,144                           |
| 2205 126th Street                                      | 12/1/2027                | 3.910%                     | 3.910%                                 | 5,200                            |
| 2410-2420 Santa Fe Avenue                              | 1/1/2028                 | 3.700%                     | 3.700%                                 | 10,300                           |
| 11832-11954 La Cienega Boulevard                       | 7/1/2028                 | 4.260%                     | 4.260%                                 | 3,965                            |
| 1100-1170 Gilbert Street (Gilbert/La Palma)            | 3/1/2031                 | 5.125%                     | 5.125%                                 | 2,028                            |
| 7817 Woodley Avenue                                    | 8/1/2039                 | 4.140%                     | 4.140%                                 | 3,071                            |
|  |                          |                            | 2.742%                                 | \$ 1,673,936                     |

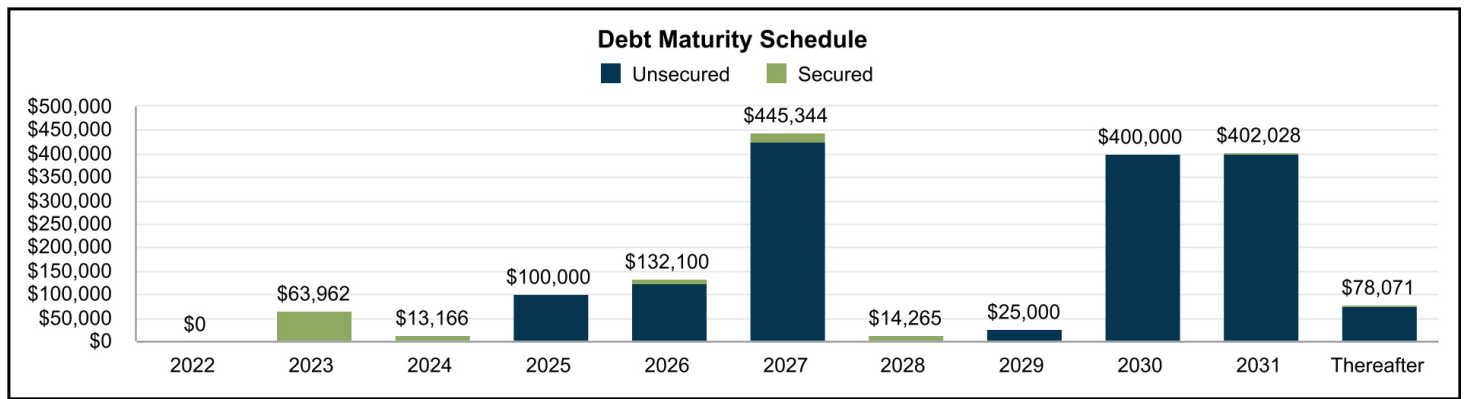
## Debt Composition:

| Category  | Weighted Average Term Remaining (yrs) <sup>(7)</sup> | Stated Interest Rate               | Effective Interest Rate | Balance      | % of Total |
|-----------|--|------------------------------------|-------------------------|--------------|------------|
| Fixed     | 7.9  | 2.77%                              | 2.77%                   | \$ 1,191,220 | 71%        |
| Variable  | 4.2  | SOFR/LIBOR + Margin<br>(See Above) | 2.67%                   | \$ 482,716   | 29%        |
| Secured   | 3.0  |                                    | 3.81%                   | \$ 123,936   | 7%         |
| Unsecured | 7.1  |                                    | 2.66%                   | \$ 1,550,000 | 93%        |

\*See footnotes on the following page\*

## Debt Summary (Continued)

(unaudited and dollars in thousands)



| Debt Maturity Schedule: |                        |                     |                     |              |  |
|-------------------------|------------------------|---------------------|---------------------|--------------|--|
| Year                    | Secured <sup>(8)</sup> | Unsecured           | Total               | % Total      | Effective Interest Rate <sup>(1)</sup> |
| 2022                    | \$ —                   | \$ —                | \$ —                | — %          | — %                                    |
| 2023                    | 63,962                 | —                   | 63,962              | 4 %          | 3.579 %                                |
| 2024                    | 13,166                 | —                   | 13,166              | 1 %          | 4.390 %                                |
| 2025                    | —                      | 100,000             | 100,000             | 6 %          | 4.290 %                                |
| 2026                    | 7,100                  | 125,000             | 132,100             | 8 %          | 2.457 %                                |
| 2027                    | 20,344                 | 425,000             | 445,344             | 26 %         | 3.058 %                                |
| 2028                    | 14,265                 | —                   | 14,265              | 1 %          | 3.856 %                                |
| 2029                    | —                      | 25,000              | 25,000              | 1 %          | 3.880 %                                |
| 2030                    | —                      | 400,000             | 400,000             | 24 %         | 2.125 %                                |
| 2031                    | 2,028                  | 400,000             | 402,028             | 24 %         | 2.165 %                                |
| Thereafter              | 3,071                  | 75,000              | 78,071              | 5 %          | 4.034 %                                |
| <b>Total</b>            | <b>\$ 123,936</b>      | <b>\$ 1,550,000</b> | <b>\$ 1,673,936</b> | <b>100 %</b> | <b>2.742 %</b>                         |

(1) Excludes the effect of premiums/discounts, deferred loan costs and the credit facility fee.

(2) Excludes unamortized debt issuance costs, premiums and discounts aggregating \$13.4 million as of June 30, 2022.

(3) The credit facility is subject to a facility fee which is calculated as a percentage of the total commitment amount, regardless of usage. The facility fee ranges from 0.125% to 0.300% depending on our investment grade rating. As of June 30, 2022, the facility fee rate is 0.150%.

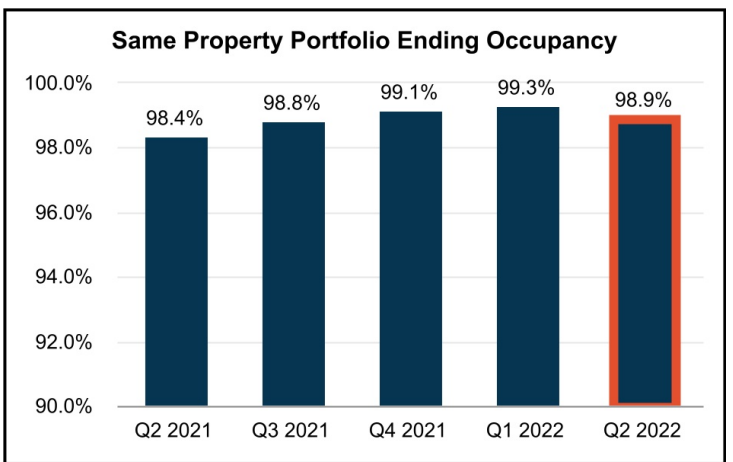
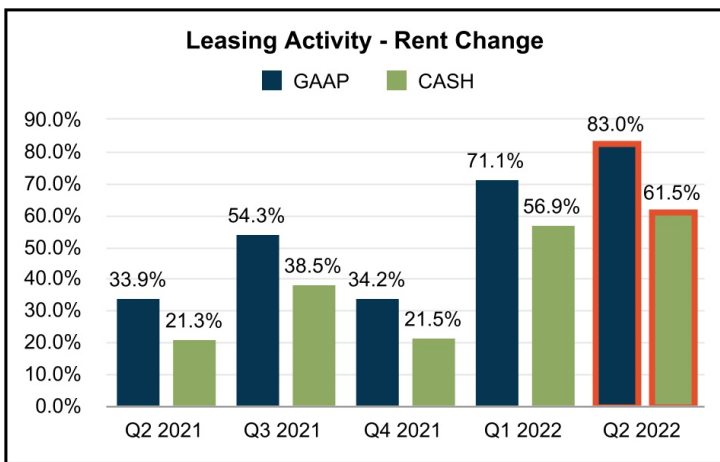
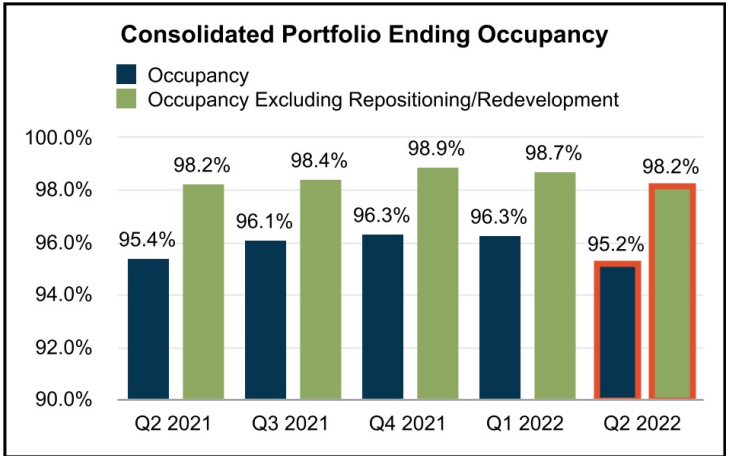
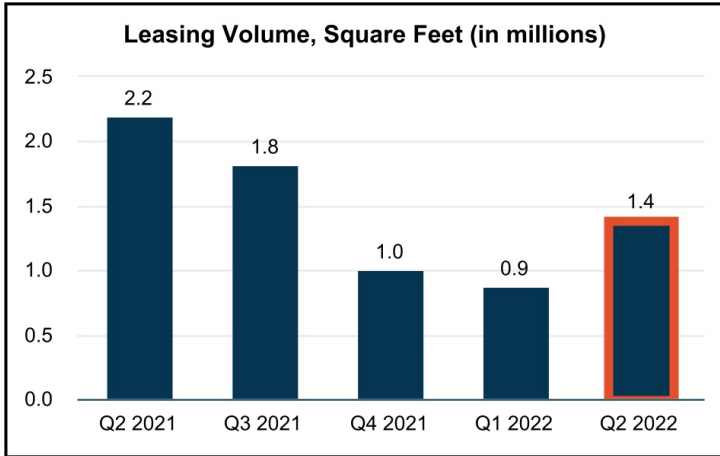
(4) Two additional six-month extensions are available at the borrower's option, subject to certain terms and conditions.

(5) The interest rates on these loans are comprised of Daily SOFR for the revolving credit facility and 1-Month Term SOFR for the \$300M term loan facility, plus a SOFR adjustment of 0.10% and an applicable margin ranging from 0.725% to 1.40% for the revolving credit facility and 0.80% to 1.60% for the \$300M term loan facility depending on our credit ratings, leverage ratio and sustainability performance metrics, which may change from time to time.

(6) One two-year extension is available, provided that certain conditions are satisfied.

(7) The weighted average remaining term to maturity of our consolidated debt is 6.8 years.

(8) Excludes the effect of scheduled monthly principal payments on amortizing loans.



**Portfolio Overview.**  
At June 30, 2022

(unaudited results)

**Consolidated Portfolio:**

| Market                              | # Properties | Rentable Square Feet    |                             |                   | Ending Occupancy %      |                             |                 | Total Portfolio Excluding Repositioning/Redevelopment <sup>(1)</sup> | In-Place ABR <sup>(2)</sup> |                 |
|-------------------------------------|--------------|-------------------------|-----------------------------|-------------------|-------------------------|-----------------------------|-----------------|--|-----------------------------|-----------------|
|                                     |              | Same Property Portfolio | Non-Same Property Portfolio | Total Portfolio   | Same Property Portfolio | Non-Same Property Portfolio | Total Portfolio |  | Total (in 000's)            | Per Square Foot |
| Central LA                          | 20           | 2,456,761               | 517,036                     | <b>2,973,797</b>  | 100.0 %                 | 60.4 %                      | <b>93.1 %</b>   | <b>95.8 %</b>  | \$ 29,100                   | \$10.51         |
| Greater San Fernando Valley         | 57           | 4,819,459               | 1,704,647                   | <b>6,524,106</b>  | 98.8 %                  | 90.5 %                      | <b>96.7 %</b>   | <b>98.5 %</b>  | 79,001                      | \$12.53         |
| Mid-Counties                        | 27           | 2,188,592               | 493,382                     | <b>2,681,974</b>  | 100.0 %                 | 54.8 %                      | <b>91.7 %</b>   | <b>100.0 %</b>   | 30,309                      | \$12.33         |
| San Gabriel Valley                  | 29           | 3,385,702               | 569,760                     | <b>3,955,462</b>  | 99.7 %                  | 71.3 %                      | <b>95.6 %</b>   | <b>99.8 %</b>  | 38,286                      | \$10.12         |
| South Bay                           | 62           | 3,661,351               | 2,641,223                   | <b>6,302,574</b>  | 98.9 %                  | 87.6 %                      | <b>94.2 %</b>   | <b>97.3 %</b>  | 99,696                      | \$16.80         |
| <b>Los Angeles County</b>           | <b>195</b>   | <b>16,511,865</b>       | <b>5,926,048</b>            | <b>22,437,913</b> | <b>99.4 %</b>           | <b>81.8 %</b>               | <b>94.7 %</b>   | <b>98.2 %</b>  | <b>276,392</b>              | <b>\$13.01</b>  |
| North Orange County                 | 18           | 1,250,754               | 380,642                     | <b>1,631,396</b>  | 97.2 %                  | 100.0 %                     | <b>97.8 %</b>   | <b>97.8 %</b>  | 19,841                      | \$12.43         |
| OC Airport                          | 9            | 463,537                 | 597,757                     | <b>1,061,294</b>  | 98.3 %                  | 75.0 %                      | <b>85.2 %</b>   | <b>96.5 %</b>  | 14,903                      | \$16.48         |
| South Orange County                 | 5            | 360,407                 | 88,355                      | <b>448,762</b>    | 100.0 %                 | 100.0 %                     | <b>100.0 %</b>  | <b>100.0 %</b>   | 5,827                       | \$12.98         |
| West Orange County                  | 8            | 725,788                 | 392,068                     | <b>1,117,856</b>  | 100.0 %                 | 28.4 %                      | <b>74.9 %</b>   | <b>100.0 %</b>   | 8,840                       | \$10.56         |
| <b>Orange County</b>                | <b>40</b>    | <b>2,800,486</b>        | <b>1,458,822</b>            | <b>4,259,308</b>  | <b>98.5 %</b>           | <b>70.5 %</b>               | <b>88.9 %</b>   | <b>98.2 %</b>  | <b>49,411</b>               | <b>\$13.05</b>  |
| Inland Empire East                  | 1            | 33,258                  | —                           | <b>33,258</b>     | 100.0 %                 | — %                         | <b>100.0 %</b>  | <b>100.0 %</b>   | 229                         | \$6.89          |
| Inland Empire West                  | 43           | 4,552,148               | 2,028,019                   | <b>6,580,167</b>  | 97.9 %                  | 98.3 %                      | <b>98.0 %</b>   | <b>98.0 %</b>  | 63,199                      | \$9.80          |
| <b>San Bernardino County</b>        | <b>44</b>    | <b>4,585,406</b>        | <b>2,028,019</b>            | <b>6,613,425</b>  | <b>97.9 %</b>           | <b>98.3 %</b>               | <b>98.0 %</b>   | <b>98.0 %</b>  | <b>63,428</b>               | <b>\$9.78</b>   |
| Ventura                             | 19           | 1,941,865               | 1,214,567                   | <b>3,156,432</b>  | 98.6 %                  | 100.0 %                     | <b>99.1 %</b>   | <b>99.1 %</b>  | 33,284                      | \$10.64         |
| <b>Ventura County</b>               | <b>19</b>    | <b>1,941,865</b>        | <b>1,214,567</b>            | <b>3,156,432</b>  | <b>98.6 %</b>           | <b>100.0 %</b>              | <b>99.1 %</b>   | <b>99.1 %</b>  | <b>33,284</b>               | <b>\$10.64</b>  |
| Central San Diego                   | 18           | 1,297,498               | 196,964                     | <b>1,494,462</b>  | 98.8 %                  | 86.4 %                      | <b>97.2 %</b>   | <b>97.2 %</b>  | 22,290                      | \$15.34         |
| North County San Diego              | 14           | 1,444,515               | 35,000                      | <b>1,479,515</b>  | 98.0 %                  | 100.0 %                     | <b>98.1 %</b>   | <b>98.1 %</b>  | 18,403                      | \$12.68         |
| <b>San Diego County</b>             | <b>32</b>    | <b>2,742,013</b>        | <b>231,964</b>              | <b>2,973,977</b>  | <b>98.4 %</b>           | <b>88.4 %</b>               | <b>97.6 %</b>   | <b>97.6 %</b>  | <b>40,693</b>               | <b>\$14.01</b>  |
| <b>CONSOLIDATED TOTAL / WTD AVG</b> | <b>330</b>   | <b>28,581,635</b>       | <b>10,859,420</b>           | <b>39,441,055</b> | <b>98.9 %</b>           | <b>85.5 %</b>               | <b>95.2 %</b>   | <b>98.2 %</b>  | <b>\$ 463,208</b>           | <b>\$12.33</b>  |

(1) Excludes space aggregating 1,199,025 square feet at our properties that were in various stages of repositioning, redevelopment or lease-up as of June 30, 2022. See pages 27-28 for additional details on these properties.

(2) See page 33 for definitions and details on how these amounts are calculated.

# Occupancy and Leasing Trends

(unaudited results)

## Occupancy by County:

|  | Jun 30, 2022 | Mar 31, 2022 | Dec 31, 2021 | Sep 30, 2021 | Jun 30, 2021 |
|--|--------------|--------------|--------------|--------------|--------------|
| <b>Ending Occupancy:<sup>(1)</sup></b> |              |              |              |              |              |
| Los Angeles County                     | 94.7%        | 96.2%        | 94.9%        | 95.1%        | 95.0%        |
| Orange County                          | 88.9%        | 87.4%        | 95.4%        | 96.5%        | 95.1%        |
| San Bernardino County                  | 98.0%        | 99.8%        | 99.9%        | 98.6%        | 98.4%        |
| Ventura County                         | 99.1%        | 98.9%        | 98.9%        | 96.8%        | 93.5%        |
| San Diego County                       | 97.6%        | 98.8%        | 97.3%        | 96.4%        | 94.7%        |
| <b>Total/Weighted Average</b>          | <b>95.2%</b> | <b>96.3%</b> | <b>96.3%</b> | <b>96.1%</b> | <b>95.4%</b> |

|                            |            |            |            |            |            |
|----------------------------|------------|------------|------------|------------|------------|
| <b>Total Portfolio RSF</b> | 39,441,055 | 38,133,166 | 36,922,021 | 34,932,613 | 32,955,385 |
|----------------------------|------------|------------|------------|------------|------------|

## Leasing Activity:

|   | Three Months Ended |              |              |              |              |
|---|--------------------|--------------|--------------|--------------|--------------|
|   | Jun 30, 2022       | Mar 31, 2022 | Dec 31, 2021 | Sep 30, 2021 | Jun 30, 2021 |
| <b>Leasing Activity (SF):<sup>(2)</sup></b> |                    |              |              |              |              |
| New leases <sup>(2)</sup>                   | 649,099            | 314,567      | 223,347      | 717,104      | 1,207,516    |
| Renewal leases <sup>(2)</sup>               | 745,840            | 552,828      | 776,554      | 1,104,424    | 981,781      |
| Gross leasing                               | 1,394,939          | 867,395      | 999,901      | 1,821,528    | 2,189,297    |
| Expiring leases                             | 1,255,301          | 842,891      | 1,092,589    | 1,678,180    | 1,480,571    |
| Expiring leases - placed into repositioning | 369,763            | 310,656      | 77,400       | 206,155      | 400,503      |
| Net absorption                              | (230,125)          | (286,152)    | (170,088)    | (62,807)     | 308,223      |
| Retention rate <sup>(3)</sup>               | 66 %               | 79 %         | 72 %         | 72 %         | 74 %         |

## Weighted Average New / Renewal Leasing Spreads:

|                  | Three Months Ended |              |              |              |              |
|------------------|--------------------|--------------|--------------|--------------|--------------|
|                  | Jun 30, 2022       | Mar 31, 2022 | Dec 31, 2021 | Sep 30, 2021 | Jun 30, 2021 |
| GAAP Rent Change | 83.0%              | 71.1%        | 34.2%        | 54.3%        | 33.9%        |
| Cash Rent Change | 61.5%              | 56.9%        | 21.5%        | 38.5%        | 21.3%        |

(1) See page 21 for the ending occupancy by County of our total portfolio excluding repositioning/redevelopment space.

(2) Excludes month-to-month tenants.

(3) Retention rate is calculated as renewal lease square footage plus relocation/expansion square footage, divided by expiring lease square footage. Retention excludes square footage related to the following: (i) expiring leases associated with space that is placed into repositioning after the tenant vacates (which beginning in Q2-22 includes "Other Repositioning" projects which have been aggregated on page 27), (ii) early terminations with prenegotiated replacement leases and (iii) move outs where space is directly leased by subtenants.

# Leasing Statistics.

(unaudited results)

## Leasing Activity:

| Second Quarter 2022:          | # Leases Signed | SF of Leasing    | Weighted Average Lease Term (Years) |
|-------------------------------|-----------------|------------------|-------------------------------------|
| New                           | 36              | 649,099          | 5.8                                 |
| Renewal                       | 70              | 745,840          | 3.9                                 |
| <b>Total/Weighted Average</b> | <b>106</b>      | <b>1,394,939</b> | <b>4.8</b>                          |

## Change in Annual Rental Rates and Turnover Costs for Current Quarter Leases:

| Second Quarter 2022:    | GAAP Rent      |                |                    | Weighted Avg. Abatement (Months) | Cash Rent                          |                                  |                    | Turnover Costs per SF <sup>(2)</sup> |
|-------------------------|----------------|----------------|--------------------|----------------------------------|------------------------------------|----------------------------------|--------------------|--------------------------------------|
|                         | Current Lease  | Prior Lease    | Rent Change - GAAP |                                  | Starting Cash Rent - Current Lease | Expiring Cash Rent - Prior Lease | Rent Change - Cash |                                      |
| New <sup>(1)</sup>      | \$19.03        | \$9.17         | 107.6%             | 0.5                              | \$17.38                            | \$9.84                           | 76.6%              | \$6.23                               |
| Renewal                 | \$19.28        | \$11.15        | 73.0%              | 0.7                              | \$18.44                            | \$11.88                          | 55.3%              | \$2.32                               |
| <b>Weighted Average</b> | <b>\$19.20</b> | <b>\$10.49</b> | <b>83.0%</b>       | <b>0.6</b>                       | <b>\$18.09</b>                     | <b>\$11.20</b>                   | <b>61.5%</b>       | <b>\$3.40</b>                        |

## Uncommenced Leases by County:

| Market                        | Uncommenced Renewal Leases: Leased SF <sup>(3)</sup> | Uncommenced New Leases: Leased SF <sup>(3)</sup> | Percent Leased | ABR Under Uncommenced Leases (in thousands) <sup>(4)(5)</sup> | In-Place + Uncommenced ABR (in thousands) <sup>(4)(5)</sup> | In-Place + Uncommenced ABR per SF <sup>(5)</sup> |
|-------------------------------|--|--|----------------|---|---|--|
| Los Angeles County            | 276,056  | 120,114  | 95.2%          | \$ 7,221  | \$ 283,613  | \$13.27  |
| Orange County                 | 26,475   | 129,686  | 91.9%          | 1,931   | 51,341  | \$13.11  |
| San Bernardino County         | 245,646  | —  | 98.0%          | 4,396   | 67,824  | \$10.46  |
| San Diego County              | 44,846   | 22,667   | 98.4%          | 557   | 41,251  | \$14.10  |
| Ventura County                | 80,976   | —  | 99.1%          | 208   | 33,492  | \$10.70  |
| <b>Total/Weighted Average</b> | <b>673,999</b>                                       | <b>272,467</b>                                   | <b>95.9%</b>   | <b>\$ 14,313</b>  | <b>\$ 477,521</b>   | <b>\$12.62</b>                                   |

- (1) GAAP and cash rent statistics and turnover costs for new leases exclude eight leases aggregating 275,567 RSF for which there was no comparable lease data. Of these eight excluded leases, two leases totaling 125,957 RSF related to current year significant repositioning/redevelopment properties. Comparable leases generally exclude: (i) space that has never been occupied under our ownership, (ii) repositioned/redeveloped space, (iii) space that has been vacant for over one year or (iv) lease terms shorter than six months.
- (2) Turnover costs include estimated tenant improvement and leasing costs associated with leases executed during the current period. Excludes costs for first generation leases.
- (3) Reflects the square footage of renewal and new leases, respectively, that have been signed but have not yet commenced as of June 30, 2022.
- (4) Includes \$7.1 million of annualized base rent under Uncommenced New Leases and \$7.2 million of incremental annualized base rent under Uncommenced Renewal Leases.
- (5) See page 33 for further details on how these amounts are calculated.

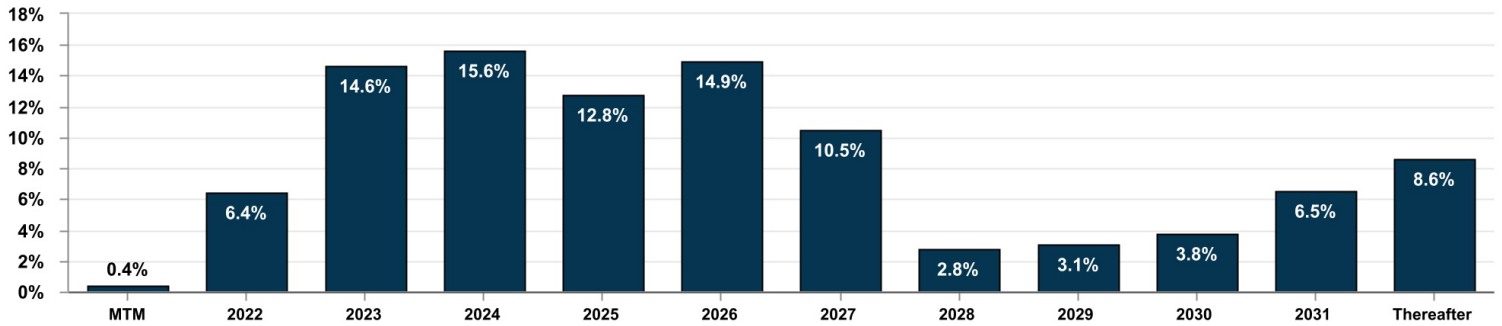
# Leasing Statistics (Continued).

(unaudited results)

## Lease Expiration Schedule as of June 30, 2022:

### Lease Expirations

■ % of In-Place + Uncommenced Annualized Base Rent (ABR)



| Year of Lease Expiration                   | # of Leases Expiring | Total Rentable Square Feet | In-Place + Uncommenced ABR (in thousands) | In-Place + Uncommenced ABR per SF |
|--|----------------------|----------------------------|---|-----------------------------------|
| Available                                  | —                    | 640,375                    | \$ —                                      | \$ —                              |
| Repositioning/Redevelopment <sup>(1)</sup> | —                    | 974,809                    | —   | \$ —                              |
| MTM Tenants                                | 19                   | 116,825                    | 1,889                                     | \$16.17                           |
| 2022                                       | 205                  | 2,603,766                  | 30,369                                    | \$11.66                           |
| 2023                                       | 405                  | 5,766,458                  | 69,807                                    | \$12.11                           |
| 2024                                       | 384                  | 6,465,927                  | 74,571                                    | \$11.53                           |
| 2025                                       | 270                  | 5,215,230                  | 61,132                                    | \$11.72                           |
| 2026                                       | 170                  | 6,159,457                  | 71,054                                    | \$11.54                           |
| 2027                                       | 92                   | 3,744,014                  | 50,033                                    | \$13.36                           |
| 2028                                       | 17                   | 1,063,657                  | 13,328                                    | \$12.53                           |
| 2029                                       | 18                   | 1,161,399                  | 15,017                                    | \$12.93                           |
| 2030                                       | 15                   | 1,513,063                  | 18,423                                    | \$12.18                           |
| 2031                                       | 18                   | 1,906,263                  | 30,945                                    | \$16.23                           |
| Thereafter                                 | 34                   | 2,109,812                  | 40,953                                    | \$19.41                           |
| <b>Total Portfolio</b>                     | <b>1,647</b>         | <b>39,441,055</b>          | <b>\$ 477,521</b>                         | <b>\$12.62</b>                    |

(1) Represents vacant space at properties that were classified as repositioning or redevelopment as of June 30, 2022. Excludes completed or pre-leased repositioning/redevelopment properties and properties in lease-up. See pages 27-28 for additional details on these properties.

# Top Tenants and Lease Segmentation.

(unaudited results)

## Top 20 Tenants:

| Tenant                                 | Submarket                          | Leased Rentable SF | In-Place + Uncommenced ABR (in 000's) <sup>(1)</sup> | % of In-Place + Uncommenced ABR <sup>(1)</sup> | In-Place + Uncommenced ABR per SF <sup>(1)</sup> | Lease Expiration          |
|--|------------------------------------|--------------------|--|--|--|---------------------------|
| Zenith Energy West Coast Terminals LLC | South Bay                          | — <sup>(2)</sup>   | \$11,002   | 2.3%   | \$3.15 <sup>(2)</sup>                            | 9/29/2041                 |
| Federal Express Corporation            | Multiple Submarkets <sup>(3)</sup> | 527,861            | \$9,875  | 2.1%   | \$18.71  | 11/30/2032 <sup>(3)</sup> |
| L3 Technologies, Inc.                  | South Bay                          | 461,431            | \$8,474  | 1.8%   | \$18.36  | 9/30/2031                 |
| Michael Kors (USA), Inc.               | Mid-Counties                       | 565,619            | \$5,748  | 1.2%   | \$10.16  | 11/30/2026                |
| United Natural Foods, Inc.             | Central LA                         | 695,120            | \$5,588  | 1.2%   | \$8.04   | 5/8/2038                  |
| County of Los Angeles                  | Multiple Submarkets <sup>(4)</sup> | 170,542            | \$4,597  | 1.0%   | \$26.95  | 1/31/2027 <sup>(4)</sup>  |
| Madden Corporation                     | Multiple Submarkets <sup>(5)</sup> | 312,570            | \$4,528  | 0.9%   | \$14.49  | 5/31/2027 <sup>(5)</sup>  |
| Global Mail, Inc.                      | Mid-Counties                       | 346,381            | \$3,957  | 0.8%   | \$11.42  | 6/30/2030                 |
| Amazon                                 | Multiple Submarkets <sup>(6)</sup> | 129,061            | \$3,847  | 0.8%   | \$29.81  | 3/31/2031 <sup>(6)</sup>  |
| Volt Information Sciences, Inc.        | North Orange County                | 191,127            | \$3,423  | 0.7%   | \$17.91  | 3/31/2031                 |
| <b>Top 10 Tenants</b>                  |                                    | <b>3,399,712</b>   | <b>\$61,039</b>                                      | <b>12.8%</b>                                   |  |                           |
| <b>Top 11 - 20 Tenants</b>             |                                    | <b>1,998,022</b>   | <b>\$28,245</b>                                      | <b>5.9%</b>                                    |  |                           |
| <b>Total Top 20 Tenants</b>            |                                    | <b>5,397,734</b>   | <b>\$89,284</b>                                      | <b>18.7%</b>                                   |  |                           |

(1) See page 33 for further details on how these amounts are calculated.

(2) The tenant is leasing an 80.2 acre industrial outdoor storage site with ABR of \$11.0 million or \$3.15 per land square foot.

(3) Includes (i) land lease in LA-Mid-Counties expiring Jul 31, 2025, (ii) one land lease in North OC expiring Oct 31, 2026, (iii) 30,160 RSF in Ventura expiring Sep 30, 2027, (iv) one land lease in LA-Mid-Counties expiring Jun 30, 2029, (v) 42,270 RSF in LA-South Bay expiring Oct 31, 2030, (vi) 311,995 RSF in North County San Diego expiring Feb 28, 2031, & (vii) 143,436 RSF in LA-South Bay expiring Nov 30, 2032.

(4) Includes (i) 164,500 RSF in the Greater San Fernando Valley expiring Oct. 31, 2023 and (ii) 6,042 RSF in LA-South Bay expiring Jan. 31, 2027.

(5) Includes (i) 29,146 RSF in Inland Empire West expiring Dec 31, 2026 and (ii) 266,144 RSF in LA-South Bay expiring May 31, 2027.

(6) Includes (i) 30,000 RSF in LA-South Bay expiring Apr. 30, 2025, (ii) 55,748 RSF in Ventura expiring Aug. 31, 2025, (iii) 43,313 RSF in Greater San Fernando Valley expiring Aug. 31, 2025, and (iv) parking lot lease in LA-South Bay expiring Mar. 31, 2031.

## Lease Segmentation by Size:

| Square Feet                   | Number of Leases | Leased Building Rentable SF | Building Rentable SF      | Building Leased % | Building Leased % Excl. Repositioning | In-Place + Uncommenced ABR (in 000's) <sup>(1)</sup> | % of In-Place + Uncommenced ABR <sup>(1)</sup> | In-Place + Uncommenced ABR per SF <sup>(1)</sup> |
|-------------------------------|------------------|-----------------------------|---------------------------|-------------------|---------------------------------------|--|--|--|
| <4,999                        | 670              | 1,629,850                   | 1,699,380                 | 95.9%             | 95.9%                                 | \$ 24,948  | 5.2%   | \$15.31  |
| 5,000 - 9,999                 | 234              | 1,668,294                   | 1,770,687                 | 94.2%             | 94.5%                                 | 25,174   | 5.3%   | \$15.09  |
| 10,000 - 24,999               | 322              | 5,195,143                   | 5,473,339                 | 94.9%             | 95.4%                                 | 71,344   | 14.9%  | \$13.73  |
| 25,000 - 49,999               | 167              | 6,111,445                   | 6,423,195                 | 95.1%             | 96.8%                                 | 77,131   | 16.2%  | \$12.62  |
| >50,000                       | 197              | 23,037,476                  | 23,871,921                | 96.5%             | 100.0%                                | 248,778  | 52.1%  | \$10.80  |
| Building Subtotal / Wtd. Avg. | 1,590            | 37,642,208                  | 39,238,522 <sup>(2)</sup> | 95.9%             | 98.3%                                 | \$ 447,375   | 93.7%  | \$11.88  |
| Land/IOS <sup>(3)</sup>       | 23               |                             | 7,407,527 <sup>(4)</sup>  |                   |                                       | 27,975   | 5.9%   | \$3.78 <sup>(4)</sup>                            |
| Other <sup>(3)</sup>          | 34               |                             |                           |                   |                                       | 2,171  | 0.4%   |  |
| <b>Total</b>                  | <b>1,647</b>     |                             |                           |                   |                                       | <b>\$ 477,521</b>                                    | <b>100.0%</b>                                  |  |

(1) See page 33 for further details on how these amounts are calculated.

(2) Excludes 202,533 building RSF that is associated with "Land/IOS".

(3) "Land/IOS" includes leases for improved land sites and industrial outdoor storage (IOS) sites. "Other" includes amounts related to cellular tower, solar and parking lot leases.

(4) Represents land square feet and ABR per land square foot.



# Capital Expenditure Summary.

(unaudited results, in thousands, except square feet and per square foot data)

Six months ended June 30, 2022

|   | Q2-2022          | Q1-2022          | Year to Date     |                   |                |
|---|------------------|------------------|------------------|-------------------|----------------|
|   |                  |                  | Total            | SF <sup>(1)</sup> | PSF            |
| <b>Tenant Improvements:</b>                               |                  |                  |                  |                   |                |
| New Leases-1st Generation                                 | \$ 248           | \$ 76            | \$ 324           | 481,997           | \$ 0.67        |
| New Leases-2nd Generation                                 | 45               | 85               | 130              | 244,988           | \$ 0.53        |
| Renewals  | 11               | 106              | 117              | 395,466           | \$ 0.30        |
| <b>Total Tenant Improvements</b>                          | <b>\$ 304</b>    | <b>\$ 267</b>    | <b>\$ 571</b>    |                   |                |
| <b>Leasing Commissions &amp; Lease Costs:</b>             |                  |                  |                  |                   |                |
| New Leases-1st Generation                                 | \$ 1,898         | \$ 921           | \$ 2,819         | 343,133           | \$ 8.22        |
| New Leases-2nd Generation                                 | 3,059            | 846              | 3,905            | 696,596           | \$ 5.61        |
| Renewals  | 916              | 1,110            | 2,026            | 875,568           | \$ 2.31        |
| <b>Total Leasing Commissions &amp; Lease Costs</b>        | <b>\$ 5,873</b>  | <b>\$ 2,877</b>  | <b>\$ 8,750</b>  |                   |                |
| <b>Total Recurring Capex</b>                              | <b>\$ 2,063</b>  | <b>\$ 1,251</b>  | <b>\$ 3,314</b>  | <b>37,896,126</b> | <b>\$ 0.09</b> |
| Recurring Capex % of NOI                                  | 1.8 %            | 1.2 %            | 1.5 %            |                   |                |
| Recurring Capex % of Rental Revenue                       | 1.7 %            | 1.1 %            | 1.4 %            |                   |                |
| <b>Nonrecurring Capex:</b>                                |                  |                  |                  |                   |                |
| Repositioning and Redevelopment in Process <sup>(2)</sup> | \$ 18,009        | \$ 15,413        | \$ 33,422        |                   |                |
| Unit Renovation <sup>(3)</sup>                            | 986              | 409              | 1,395            |                   |                |
| Other <sup>(4)</sup>                                      | 3,649            | 2,993            | 6,642            |                   |                |
| <b>Total Nonrecurring Capex</b>                           | <b>\$ 22,644</b> | <b>\$ 18,815</b> | <b>\$ 41,459</b> | <b>19,790,395</b> | <b>\$ 2.09</b> |
| <b>Other Capitalized Costs<sup>(5)</sup></b>              | <b>\$ 5,880</b>  | <b>\$ 5,000</b>  | <b>\$ 10,880</b> |                   |                |

(1) For tenant improvements and leasing commissions, reflects the aggregate square footage of the leases in which we incurred such costs, excluding new/renewal leases in which there were no tenant improvements and/or leasing commissions. For recurring capex, reflects the weighted average square footage of our consolidated portfolio for the period (including properties that were sold during the period). For nonrecurring capex, reflects the aggregate square footage of the properties in which we incurred such capital expenditures.

(2) Includes capital expenditures related to properties that were under repositioning or redevelopment as of June 30, 2022. See pages 27-28 for details of these properties.

(3) Includes non-tenant-specific capital expenditures with costs less than \$100,000 per unit.

(4) Includes other nonrecurring capital expenditures including, but not limited to, seismic and fire sprinkler upgrades, replacements of either roof or parking lots, ADA related construction and capital expenditures for deferred maintenance existing at the time such property was acquired.

(5) Includes the following capitalized costs: (i) compensation costs of personnel directly responsible for and who spend their time on redevelopment, renovation and rehabilitation activity and (ii) interest, property taxes and insurance costs incurred during the pre-development and construction periods of repositioning or redevelopment projects.

# Properties and Space Under Repositioning\*/Redevelopment.<sup>(1)</sup>

As of June 30, 2022

(unaudited results, \$ in millions)

| Property (Submarket)   | Total Property RSF <sup>(2)</sup> | Repo/Lease-Up RSF <sup>(2)</sup> | Total Property Leased % 6/30/22 | Est. Constr. Period <sup>(1)</sup> |                 | Est. Stabilization Period <sup>(1)(3)</sup> | Purch. Price <sup>(1)</sup> | Proj. Repo Costs <sup>(1)</sup> | Proj. Total Invest. <sup>(1)</sup> | Cumulative Investment to Date <sup>(1)</sup> | Actual Cash NOI 2Q-2022 <sup>(1)</sup> | Est. Annual Stabilized Cash NOI <sup>(1)</sup> | Est. Unlevered Stabilized Yield <sup>(1)</sup> |
|--|-----------------------------------|----------------------------------|---------------------------------|------------------------------------|-----------------|---|-----------------------------|---------------------------------|------------------------------------|--|--|--|--|
|  |                                   |                                  |                                 | Start                              | Target Complet. |   |                             |                                 |                                    |  |  |  |  |
| <b>CURRENT REPOSITIONING:</b>  |                                   |                                  |                                 |                                    |                 |   |                             |                                 |                                    |  |  |  |  |
| 12821 Knott Street (West OC) <sup>(4)</sup>  | 165,171                           | 165,171                          | 0%                              | 1Q-19                              | 4Q-22           | 2Q-23                                       | \$ 20.7                     | \$ 14.3                         | \$ 35.0                            | \$ 32.1                                      | \$ 0.0                                 | \$ 2.9   | 8.1%   |
| 12133 Greenstone Ave. (Mid-Counties) <sup>(5)</sup>  | LAND                              | LAND                             | 100% <sup>(5)</sup>             | 1Q-21                              | 3Q-22           | 3Q-22                                       | 5.7                         | 7.2                             | 12.9                               | 8.6  | 0.0                                    | 1.0  | 7.8%   |
| 11600 Los Nietos Road (Mid-Counties)   | 106,251                           | 106,251                          | 0%                              | 2Q-21                              | 3Q-22           | 4Q-22                                       | 17.0                        | 6.4                             | 23.4                               | 21.5   | 0.0                                    | 1.9  | 8.1%   |
| 15650-15700 Avalon Blvd. (South Bay) <sup>(6)</sup>  | 98,259                            | 98,259                           | 100% <sup>(6)</sup>             | 3Q-21                              | 3Q-22           | 3Q-22                                       | 28.3                        | 7.8                             | 36.1                               | 31.6   | 0.0                                    | 2.8  | 7.7%   |
| 8210-8240 Haskell Avenue (SF Valley)   | 53,886                            | 53,886                           | 0%                              | 1Q-22                              | 3Q-22           | 1Q-23                                       | 12.5                        | 2.3                             | 14.8                               | 12.9   | 0.0                                    | 1.0  | 6.4%   |
| 19431 Santa Fe Avenue (South Bay)  | LAND                              | LAND                             | 100% <sup>(7)</sup>             | 1Q-22                              | 4Q-22           | 4Q-22                                       | 8.2                         | 3.1                             | 11.3                               | 9.7  | 0.1                                    | 1.8  | 16.1%  |
| 14100 Vine Place (Mid-Counties)  | 123,148                           | 123,148                          | 0%                              | 2Q-22                              | 3Q-22           | 4Q-22                                       | 49.0                        | 2.8                             | 51.8                               | 49.4   | 0.1                                    | 2.4  | 4.6%   |
| 3441 MacArthur Blvd. (OC Airport)  | 124,102                           | 124,102                          | 100% <sup>(8)</sup>             | 2Q-22                              | 3Q-22           | 4Q-22                                       | 9.0                         | 3.7                             | 12.7                               | 10.3   | 0.0                                    | 1.8  | 14.1%  |
| <b>Total/Weighted Average</b>  | <b>670,817</b>                    | <b>670,817</b>                   |                                 |                                    |                 |   | <b>\$ 150.4</b>             | <b>\$ 47.6</b>                  | <b>\$ 198.0</b>                    | <b>\$ 176.1</b>                              | <b>\$ 0.2</b>                          | <b>\$ 15.6</b>                                 | <b>7.8%</b>                                    |
| <b>STABILIZED - REPOSITIONING:</b>   |                                   |                                  |                                 |                                    |                 |   |                             |                                 |                                    |  |  |  |  |
| 900 East Ball Road (North OC)  | 62,607                            | 62,607                           | 100%                            | 4Q-21                              | 2Q-22           | 2Q-22                                       | \$ 17.4                     | \$ 2.1                          | \$ 19.5                            | \$ 19.5                                      | \$ 0.0                                 | \$ 1.3   | 6.9%   |
| <b>FUTURE REPOSITIONING:</b>   |                                   |                                  |                                 |                                    |                 |   |                             |                                 |                                    |  |  |  |  |
| 19474 Gramercy Place (South Bay)   | 47,712                            | 47,712                           | 0%                              | 3Q-22                              | 4Q-22           | 4Q-22                                       | \$ 11.4                     | \$ 1.8                          | \$ 13.2                            | \$ 11.4                                      | \$ 0.0                                 | \$ 0.9   | 6.9%   |
| <b>Total Repositioning (Excluding Other)</b>   | <b>781,136</b>                    | <b>781,136</b>                   |                                 |                                    |                 |   | <b>\$ 179.2</b>             | <b>\$ 51.5</b>                  | <b>\$ 230.7</b>                    | <b>\$ 207.0</b>                              | <b>\$ 0.2</b>                          | <b>\$ 17.8</b>                                 | <b>7.7%</b>                                    |
| <b>OTHER CURRENT REPOSITIONING IN PROCESS:</b>   |                                   |                                  |                                 |                                    |                 |   |                             |                                 |                                    |  |  |  |  |
| Other Repositioning - 20 projects with estimated costs < \$1 million individually <sup>(9)</sup> |                                   |                                  |                                 |                                    |                 |   | \$ 15.2                     |                                 | \$ 8.9                             |  |  |  | 6.5%-7.5%                                      |

\* "Properties and Space Under Repositioning" are typically defined as properties or units where a significant amount of space is held vacant in order to implement capital improvements that improve the functionality (not including basic refurbishments, i.e., paint and carpet), cash flow and value of that space. A repositioning is generally considered complete once the investment is fully or nearly fully deployed and the property is available for occupancy.

— See numbered footnotes on page 29 —

# Properties and Space Under Repositioning/Redevelopment\* (Continued)<sup>(1)</sup>

As of June 30, 2022

(unaudited results, \$ in millions)

## Redevelopment

| Property (Submarket)                   | Projected RSF <sup>(10)</sup> | Total Property Leased % 6/30/2022 | Est. Constr. Period <sup>(11)</sup> |                 | Estimated Stabilization Period <sup>(1)(9)</sup> | Purchase Price <sup>(1)</sup> | Projected Redev. Costs <sup>(1)</sup> | Projected Total Investment <sup>(1)</sup> | Cumulative Investment to Date <sup>(1)</sup> | Actual Cash NOI 2Q-2022 <sup>(1)</sup> | Est. Annual Stabilized Cash NOI <sup>(1)</sup> | Estimated Unlevered Stabilized Yield <sup>(1)</sup> |
|--|-------------------------------|-----------------------------------|-------------------------------------|-----------------|--|-------------------------------|---------------------------------------|---|--|--|--|---|
|  |                               |                                   | Start                               | Target Complet. |  |                               |                                       |   |  |  |  |   |
| <b>CURRENT REDEVELOPMENT:</b>          |                               |                                   |                                     |                 |  |                               |                                       |   |  |  |  |   |
| 415-435 Motor Avenue (SG Valley)       | 94,321                        | —%                                | 2Q-21                               | 3Q-22           | 4Q-22  | \$ 7.4                        | \$ 10.4                               | \$ 17.8                                   | \$ 15.9                                      | \$ 0.0                                 | \$ 1.8   | 10.4%   |
| 15601 Avalon Boulevard (South Bay)     | 86,879                        | —%                                | 3Q-21                               | 4Q-22           | 1Q-23  | 16.1                          | 12.9                                  | 29.0                                      | 20.9   | 0.0                                    | 1.8  | 6.1%  |
| 1055 Sandhill Avenue (South Bay)       | 127,853                       | —%                                | 3Q-21                               | 3Q-23           | 1Q-24  | 12.0                          | 17.9                                  | 29.9                                      | 15.2   | 0.0                                    | 2.5  | 8.2%  |
| 9615 Norwalk Boulevard (Mid-Counties)  | 201,571                       | —%                                | 3Q-21                               | 4Q-23           | 1Q-24  | 9.6                           | 34.5                                  | 44.1                                      | 18.5   | 0.0                                    | 4.1  | 9.4%  |
| 9920-10020 Pioneer Blvd (Mid-Counties) | 162,231                       | —%                                | 4Q-21                               | 3Q-23           | 1Q-24  | 23.6                          | 34.3                                  | 57.9                                      | 25.6   | 0.0                                    | 3.2  | 5.6%  |
| 12752-12822 Monarch St. (West OC)**    | 160,547                       | 41%                               | 1Q-22                               | 2Q-23           | 3Q-23  | 34.1                          | 17.4                                  | 51.5                                      | 37.2   | 0.2                                    | 3.8  | 7.4%  |
| 1901 Via Burton (North OC)             | 139,449                       | —%                                | 1Q-22                               | 4Q-23           | 1Q-24  | 24.5                          | 21.4                                  | 45.9                                      | 25.8   | 0.0                                    | 2.9  | 6.3%  |
| 3233 Mission Oaks Blvd. (Ventura)***   | 173,124                       | —%                                | 2Q-22                               | 3Q-23           | 1Q-24  | 40.7                          | 30.8                                  | 71.5                                      | 41.0   | 0.9                                    | 5.5  | 7.7%  |
| Total/Weighted Average                 | 1,145,975                     |                                   |                                     |                 |  | \$ 168.0                      | \$ 179.6                              | \$ 347.6                                  | \$ 200.1                                     | \$ 1.1                                 | \$ 25.6  | 7.4%  |
| <b>FUTURE REDEVELOPMENT:</b>           |                               |                                   |                                     |                 |  |                               |                                       |   |  |  |  |   |
| 4416 Azusa Canyon Road (SG Valley)     | 130,063                       | —%                                | 3Q-22                               | 1Q-24           | 1Q-24  | \$ 12.3                       | \$ 18.9                               | \$ 31.2                                   | \$ 13.6                                      | \$ 0.0                                 | \$ 2.4   | 7.8%  |
| 8888-8892 Balboa Avenue (Central SD)   | 124,125                       | —%                                | 3Q-22                               | 4Q-23           | 1Q-24  | 19.9                          | 21.2                                  | 41.1                                      | 20.6   | 0.0                                    | 2.3  | 5.5%  |
| 2390-2444 American Way (North OC)      | 97,170                        | —%                                | 3Q-22                               | 4Q-23           | 2Q-24  | 17.1                          | 20.6                                  | 37.7                                      | 17.5   | 0.0                                    | 1.9  | 5.1%  |
| 12118 Bloomfield Avenue (Mid-Counties) | 109,570                       | 100%                              | 3Q-22                               | 1Q-24           | 2Q-24  | 16.7                          | 17.0                                  | 33.7                                      | 17.1   | 0.1                                    | 2.1  | 6.3%  |
| 6027 Eastern Avenue (Central LA)       | 92,781                        | —%                                | 4Q-22                               | 4Q-23           | 1Q-24  | 23.4                          | 20.6                                  | 44.0                                      | 23.7   | 0.0                                    | 2.1  | 4.7%  |
| 15010 Don Julian Road (SG Valley)      | 219,242                       | —%                                | 4Q-22                               | 4Q-23           | 2Q-24  | 22.9                          | 32.3                                  | 55.2                                      | 23.6   | (0.1)                                  | 3.7  | 6.8%  |
| 3071 Coronado Street (North OC)        | 107,000                       | 100%                              | 1Q-23                               | 1Q-24           | 3Q-24  | 28.2                          | 19.8                                  | 48.0                                      | 28.4   | (0.1)                                  | 2.2  | 4.7%  |
| 13711 Freeway Drive (Mid-Counties)     | 108,000                       | 100%                              | 1Q-23                               | 2Q-24           | 3Q-24  | 34.1                          | 23.1                                  | 57.2                                      | 34.1   | 0.0                                    | 2.7  | 4.7%  |
| 12772 San Fernando Road (SF Valley)    | 143,421                       | 52%                               | 3Q-23                               | 3Q-24           | 4Q-24  | 22.1                          | 26.7                                  | 48.8                                      | 22.6   | 0.4                                    | 2.8  | 5.7%  |
| 21515 Western Avenue (South Bay)       | 84,100                        | —%                                | 4Q-23                               | 4Q-24           | 2Q-25  | 19.1                          | 19.6                                  | 38.7                                      | 19.3   | 0.0                                    | 1.9  | 4.8%  |
| Total/Weighted Average                 | 1,215,472                     |                                   |                                     |                 |  | \$ 215.8                      | \$ 219.8                              | \$ 435.6                                  | \$ 220.5                                     | \$ 0.3                                 | \$ 24.1  | 5.5%  |
| <b>Total Redevelopment</b>             | <b>2,361,447</b>              |                                   |                                     |                 |  | <b>\$ 383.8</b>               | <b>\$ 399.4</b>                       | <b>\$ 783.2</b>                           | <b>\$ 420.6</b>                              | <b>\$ 1.4</b>                          | <b>\$ 49.7</b>                                 | <b>6.4%</b>   |

\* "Properties Under Redevelopment" are typically defined as a properties where we plan to fully or partially demolish an existing building(s) due to building obsolescence and/or a property with excess or vacant land where we plan to construct a ground-up building.

\*\* As of June 30, 2022, 12752-12822 Monarch Street comprises 276,585 RSF. The project includes 111,325 RSF that are not being redeveloped. We plan to reposition 65,335 RSF, and to demolish 99,925 RSF and construct a new 95,212 RSF building in its place. At completion, the total project will contain 271,872 RSF. Costs and yield shown above reflect the entire project.

\*\*\* As of June 30, 2022, 3233 Mission Oaks Blvd comprises 461,717 RSF. The project includes 409,217 RSF that are not being redeveloped. We plan to demolish the remaining 52,500 RSF and construct two new buildings comprising 173,124 RSF. We are also performing site work across the entire project. At completion, the total project will contain 582,505 RSF. Costs and yield shown above reflect the entire project.

— See numbered footnotes on page 29 —

# Properties and Space Under Repositioning/Redevelopment (Continued).<sup>(1)</sup>

As of June 30, 2022

(unaudited results, in thousands, except square feet)

## Stabilized Repositionings/Redevelopments: Properties and Space

| Property (Submarket)                                      | Rentable Square Feet | Stabilized Period | Unlevered Stabilized Yield |
|---|----------------------|-------------------|----------------------------|
| The Merge (Inland Empire West)                            | 333,544              | 2Q-21             | 7.0%                       |
| 16221 Arthur Street (Mid-Counties)                        | 61,372               | 2Q-21             | 7.9%                       |
| Rancho Pacifica - Bldgs 1 & 6 (South Bay) <sup>(11)</sup> | 488,114              | 3Q-21             | 6.3%                       |
| 8745-8775 Production Avenue (Central SD) <sup>(12)</sup>  | 26,200               | 3Q-21             | 6.9%                       |
| 19007 Reyes Avenue (South Bay) <sup>(13)</sup>            | —                    | 3Q-21             | 6.2%                       |
| 851 Lawrence Drive (Ventura)                              | 90,773               | 3Q-21             | 6.4%                       |
| 29025 Avenue Paine (SF Valley)                            | 111,260              | 1Q-22             | 6.6%                       |
| 900 East Ball Road (North OC)                             | 62,607               | 2Q-22             | 6.9%                       |

(1) For definitions of "Properties and Space Under Repositioning/Redevelopment," "Estimated Construction Period," "Purchase Price," "Projected Repositioning/Redevelopment Costs," "Projected Total Investment," "Cumulative Investment to Date," "Estimated Annual Stabilized Cash NOI," "Actual Cash NOI," "Estimated Unlevered Stabilized Yield" and "Stabilization Date - Properties and Space Under Repositioning" see page 35-36 in the Notes and Definitions section of this report.

(2) "Total Property RSF" is the total RSF of the entire property or particular building(s) (footnoted if applicable) under repositioning. "Repositioning/Lease-up RSF" is the actual RSF that is subject to repositioning at the property/building, and may be less than Total Property RSF.

(3) Represents the estimated quarter that the project will reach stabilization. Includes time to complete construction & lease-up the project. The actual period of stabilization may vary materially from our estimates.

(4) At 12821 Knott Street, we are repositioning the existing 120,800 RSF building and are constructing approximately 45,000 RSF of new warehouse space.

(5) As of June 30, 2022, 12133 Greenstone Avenue has been pre-leased with the lease expected to commence in September 2022, subject to completion of repositioning work.

(6) As of June 30, 2022, 15650-15700 Avalon Boulevard has been pre-leased with the lease expected to commence in September 2022, subject to completion of repositioning work.

(7) As of June 30, 2022, 19431 Santa Fe Avenue has been leased and the tenant is occupying a portion of the property. The tenant is expected to take full occupancy in Q4 2022, subject to completion of repositioning work.

(8) As of June 30, 2022, 3441 MacArthur Blvd has been pre-leased with the lease expected to commence in November 2022, subject to completion of repositioning work.

(9) "Other Repositioning" includes 20 projects where estimated costs are generally less than \$1.0 million individually. Repositioning work at these 20 projects totals 365,675 RSF. Other Repositioning is comprised of properties both included and excluded from our Same Property Portfolio.

(10) Represents the estimated rentable square footage of the project upon completion of redevelopment.

(11) Rancho Pacifica Buildings 1 & 6 are located at 2301-2329 Pacifica Place and 2332-2366 Pacifica Place, and represent two buildings totaling 488,114 RSF, out of six buildings at our Rancho Pacifica Park property, which has a total of 1,152,883 RSF. Amounts detailed in the table above (stabilized yield) reflect only these two buildings.

(12) At 8745-8775 Production Avenue, we repositioned 26,000 RSF of the 46,820 RSF property. The stabilized yield reflects the full project and its RSF.

(13) At 19007 Reyes Avenue, a 4.5 acre industrial site, we removed the dysfunctional improvements and converted the site into a single tenant industrial outdoor storage facility for container storage.

# Current Year Acquisitions and Dispositions Summary.

As of June 30, 2022

(unaudited results)

## 2022 Current Period Acquisitions

| Acquisition Date  | Property Address                          | County         | Submarket                   | Rentable Square Feet | Acquisition Price (\$ in MM) | Occ. % at Acquisition | Occ.% at Jun 30, 2022 |
|---|---|----------------|-----------------------------|----------------------|------------------------------|-----------------------|-----------------------|
| 1/14/2022   | 444 Quay Avenue <sup>(1)</sup>            | Los Angeles    | South Bay                   | 29,760               | \$ 10.76                     | 86%                   | 86%                   |
| 1/31/2022   | 18455 Figueroa Street                     | Los Angeles    | South Bay                   | 146,765              | 64.25                        | 100%                  | 100%                  |
| 2/1/2022  | 24903 Avenue Kearny                       | Los Angeles    | Greater San Fernando Valley | 214,436              | 58.46                        | 100%                  | 100%                  |
| 2/2/2022  | 19475 Gramercy Place                      | Los Angeles    | South Bay                   | 47,712               | 11.30                        | —%                    | —%                    |
| 2/8/2022  | 14005 Live Oak Avenue                     | Los Angeles    | San Gabriel Valley          | 56,510               | 25.00                        | 100%                  | 100%                  |
| 2/10/2022   | 13700-13738 Slover Ave <sup>(1)</sup>     | San Bernardino | Inland Empire West          | 17,862               | 13.21                        | 100%                  | 100%                  |
| 2/24/2022   | Meggitt Simi Valley                       | Ventura        | Ventura                     | 285,750              | 57.00                        | 100%                  | 100%                  |
| 2/25/2022   | 21415-21605 Plummer Street                | Los Angeles    | Greater San Fernando Valley | 231,769              | 42.00                        | 82%                   | 82%                   |
| 3/1/2022  | 1501-1545 Rio Vista Avenue                | Los Angeles    | Central LA                  | 54,777               | 28.00                        | 100%                  | 58%                   |
| 3/9/2022  | 17011-17027 Central Avenue                | Los Angeles    | South Bay                   | 52,561               | 27.36                        | 100%                  | 100%                  |
| 3/9/2022  | 2843 Benet Road                           | San Diego      | North County San Diego      | 35,000               | 12.97                        | 100%                  | 100%                  |
| 3/9/2022  | 14243 Bessemer Street                     | Los Angeles    | Greater San Fernando Valley | 14,299               | 6.59                         | 100%                  | 100%                  |
| 3/9/2022  | 2970 East 50th Street                     | Los Angeles    | Central LA                  | 48,876               | 18.07                        | 100%                  | 100%                  |
| 3/11/2022   | 19900 Plummer Street                      | Los Angeles    | Greater San Fernando Valley | 43,472               | 15.00                        | 100%                  | 100%                  |
| 3/17/2022   | Long Beach Business Park <sup>(2)</sup>   | Los Angeles    | South Bay                   | 123,532              | 24.00                        | 95%                   | 94%                   |
| 3/18/2022   | 13711 Freeway Drive <sup>(3)</sup>        | Los Angeles    | Mid-Counties                | 82,092               | 34.00                        | 100%                  | 100%                  |
| 3/22/2022   | 6245 Providence Way                       | San Bernardino | Inland Empire West          | 27,636               | 9.67                         | 100%                  | 100%                  |
| 4/19/2022   | 7815 Van Nuys Blvd                        | Los Angeles    | Greater San Fernando Valley | 43,101               | 25.00                        | 100%                  | 100%                  |
| 4/21/2022   | 13535 Larwin Circle                       | Los Angeles    | Mid-Counties                | 56,011               | 15.50                        | 100%                  | 100%                  |
| 4/29/2022   | 1154 Holt Blvd                            | San Bernardino | Inland Empire West          | 35,033               | 14.16                        | 100%                  | —%                    |
| 5/3/2022  | 900-920 Allen Avenue                      | Los Angeles    | Greater San Fernando Valley | 68,630               | 25.00                        | 100%                  | 100%                  |
| 5/6/2022  | 1550-1600 Champagne Avenue                | San Bernardino | Inland Empire West          | 124,243              | 46.85                        | 100%                  | 100%                  |
| 5/6/2022  | 10131 Banana Avenue <sup>(1)</sup>        | San Bernardino | Inland Empire West          | —                    | 26.17                        | 92%                   | 92%                   |
| 5/20/2022   | 2020 Central Avenue                       | Los Angeles    | South Bay                   | 30,233               | 10.80                        | 100%                  | 100%                  |
| 5/25/2022   | 14200-14220 Arminta Street <sup>(4)</sup> | Los Angeles    | Greater San Fernando Valley | 200,003              | 80.65                        | 100%                  | 100%                  |
| 5/25/2022   | 1172 Holt Blvd                            | San Bernardino | Inland Empire West          | 44,004               | 17.78                        | 100%                  | 100%                  |
| 6/1/2022  | 1500 Raymond Avenue                       | Orange         | North Orange County         | —                    | 45.00                        | —%                    | —%                    |
| 6/2/2022  | 2400 Marine Avenue                        | Los Angeles    | South Bay                   | 50,000               | 30.00                        | 100%                  | 100%                  |
| 6/3/2022  | 14434-14527 San Pedro Street              | Los Angeles    | South Bay                   | 118,923              | 49.11                        | 100%                  | 100%                  |
| 6/3/2022  | 20900 Normandie Avenue                    | Los Angeles    | South Bay                   | 74,038               | 39.98                        | 100%                  | 100%                  |
| 6/9/2022  | 15771 Red Hill Avenue                     | Orange         | OC Airport                  | 103,281              | 46.00                        | 76%                   | 76%                   |
| 6/10/2022   | 14350 Arminta Street                      | Los Angeles    | Greater San Fernando Valley | 18,147               | 8.40                         | 100%                  | 100%                  |
| 6/14/2022   | 29125 Avenue Paine                        | Los Angeles    | Greater San Fernando Valley | 175,897              | 45.00                        | 100%                  | 100%                  |
| 6/22/2022   | 3935-3949 Heritage Oak Court              | Ventura        | Ventura                     | 186,726              | 56.40                        | 100%                  | 100%                  |
| 6/23/2022   | 620 Anaheim Street                        | Los Angeles    | South Bay                   | 34,555               | 17.10                        | —%                    | —%                    |
| <b>Total 2022 Current Period Acquisitions through June 30, 2022</b> |   |                |                             | <b>2,875,634</b>     | <b>\$ 1,056.54</b>           |                       |                       |

## Current Year Acquisitions and Dispositions Summary.

As of June 30, 2022

(unaudited results)

### 2022 Subsequent Period Acquisitions

| Acquisition Date                            | Property Address         | County      | Submarket          | Rentable Square Feet | Acquisition Price (\$ in MM) | Occ. % at Acquisition | Occ. % at Jun 30, 2022 |
|---|--------------------------|-------------|--------------------|----------------------|------------------------------|-----------------------|------------------------|
| 7/06/2022                                   | 400 Rosecrans Avenue     | Los Angeles | South Bay          | 28,006               | 8.50                         | —%                    | n/a                    |
| 7/12/2022                                   | 3547-3555 Voyager Street | Los Angeles | South Bay          | 60,248               | 20.90                        | 82%                   | n/a                    |
| 7/13/2022                                   | 6996-7044 Bandini Blvd   | Los Angeles | Central LA         | 111,515              | 40.50                        | 100%                  | n/a                    |
| 7/15/2022                                   | 4325 Etiwanda Avenue     | Riverside   | Inland Empire West | 124,258              | 47.50                        | 100%                  | n/a                    |
| 7/18/2022                                   | Merge-West               | Riverside   | Inland Empire West | 1,057,419            | 470.00                       | —%                    | n/a                    |
| <b>Total Year to Date 2022 Acquisitions</b> |                          |             |                    | <u>4,257,080</u>     | <u>\$ 1,643.94</u>           |                       |                        |

### 2022 Current Period Dispositions

| Disposition Date                         | Property Address      | County      | Submarket                   | Rentable Square Feet | Sale Price (\$ in MM) |
|--|-----------------------|-------------|-----------------------------|----------------------|-----------------------|
| 1/13/2022                                | 28159 Avenue Stanford | Los Angeles | Greater San Fernando Valley | 79,247               | \$ 16.50              |
| <b>Total Current Period Dispositions</b> |                       |             |                             | <u>79,247</u>        | <u>\$ 16.50</u>       |

- (1) Represents acquisition of an industrial outdoor storage site.
- (2) In consideration for the purchase of the property, we (i) paid \$12.0 million in cash and (ii) issued 164,998 3.00% Cumulative Redeemable Convertible Preferred Units of partnership interest in the Operating Partnership, all of which are more fully described in the Current Report on Form 8-K filed with the SEC on March 21, 2022.
- (3) Represents acquisition of a current or near-term redevelopment site. See page 28 for additional details.
- (4) This property was acquired for \$80.7 million (including purchase price accounting adjustments), and was completed through a combination of cash and an UPREIT transaction, whereby the seller contributed the property to the Company's operating partnership in exchange for the issuance of 954,000 OP Units.

# Net Asset Value Components.

As of June 30, 2022

(unaudited and in thousands, except share data)

| Net Operating Income  |                                 |
|---|---------------------------------|
| Pro Forma Net Operating Income (NOI) <sup>(1)</sup>   | Three Months Ended Jun 30, 2022 |
| Total operating rental income   | \$148,987                       |
| Property operating expenses   | (35,405)                        |
| Pro forma effect of uncommenced leases <sup>(2)</sup>   | 1,864                           |
| Pro forma effect of acquisitions <sup>(3)</sup>   | 3,376                           |
| Pro forma NOI effect of significant properties classified as repositioning, redevelopment and lease-up <sup>(4)</sup> | 15,418                          |
| <b>Pro Forma NOI</b>  | <b>134,240</b>                  |
| Amortization of net below-market lease intangibles  | (6,126)                         |
| Straight line rental revenue adjustment   | (8,441)                         |
| <b>Pro Forma Cash NOI</b>   | <b>\$119,673</b>                |
| Balance Sheet Items   |                                 |
| Other assets and liabilities  | June 30, 2022                   |
| Cash and cash equivalents   | \$34,317                        |
| Rents and other receivables, net  | 10,382                          |
| Other assets  | 19,513                          |
| Acquisition related deposits  | 18,475                          |
| Accounts payable, accrued expenses and other liabilities  | (81,742)                        |
| Dividends payable   | (56,300)                        |
| Tenant security deposits  | (64,436)                        |
| Prepaid rents   | (14,661)                        |
| Estimated remaining cost to complete repositioning/redevelopment projects   | (386,097)                       |
| <b>Total other assets and liabilities</b>   | <b>\$(520,549)</b>              |
| Debt and Shares Outstanding   |                                 |
| Total consolidated debt <sup>(5)</sup>  | \$1,673,936                     |
| Preferred stock/units - liquidation preference  | \$241,068                       |
| Common shares outstanding <sup>(6)</sup>  | 170,781,808                     |
| Operating partnership units outstanding <sup>(7)</sup>  | 7,305,749                       |
| <b>Total common shares and operating partnership units outstanding</b>  | <b>178,087,557</b>              |

(1) For a definition and discussion of non-GAAP financial measures, see the notes and definitions section beginning on page 33 of this report.

(2) Represents the estimated incremental base rent from uncommenced new and renewal leases as if they had commenced as of April 1, 2022.

(3) Represents the estimated incremental NOI from Q2'22 acquisitions as if they had been acquired on April 1, 2022. We have made a number of assumptions in such estimates and there can be no assurance that we would have generated the projected levels of NOI had we actually owned the acquired entities as of April 1, 2022.

(4) Represents the estimated incremental NOI from the properties that were classified as current or future repo/redev, lease-up or stabilized during the three months ended June 30, 2022, assuming that all repo/redevelopment work had been completed and all of the properties were fully stabilized as of April 1, 2022. Includes all properties that are separately listed on pages 27-28 and excludes "Other Repositionings." We have made a number of assumptions in such estimates & there can be no assurance that we would have generated the projected levels of NOI had these properties actually been stabilized as of April 1, 2022.

(5) Excludes unamortized loan discount and debt issuance costs totaling \$13.4 million.

(6) Represents outstanding shares of common stock of the Company, which excludes 282,611 shares of unvested restricted stock.

(7) Represents outstanding common units of the Company's operating partnership, Rexford Industrial Realty, L.P., that are owned by unit holders other than Rexford Industrial Realty, Inc. Includes 659,586 vested LTIP Units and 744,899 vested performance units and excludes 250,006 unvested LTIP Units and 1,096,819 unvested performance units.

**Adjusted Funds from Operations (“AFFO”):** We calculate adjusted funds from operations, or AFFO, by adding to or subtracting from FFO, as defined below, the following items: (i) certain non-cash operating revenues and expenses, (ii) capitalized operating expenditures such as construction payroll, (iii) recurring capital expenditures required to maintain and re-tenant our properties, (iv) capitalized interest costs resulting from the repositioning/redevelopment of certain of our properties and (v) 2nd generation tenant improvements and leasing commissions. Management uses AFFO as a supplemental performance measure because it provides a performance measure that, when compared year over year, captures trends in portfolio operating results. We also believe that, as a widely recognized measure of the performance of REITs, AFFO will be used by investors as a basis to assess our performance in comparison to other REITs. However, because AFFO may exclude certain non-recurring capital expenditures and leasing costs, the utility of AFFO as a measure of our performance is limited. Additionally, other Equity REITs may not calculate AFFO using the method we do. As a result, our AFFO may not be comparable to such other Equity REITs’ AFFO. AFFO should be considered only as a supplement to net income (as computed in accordance with GAAP) as a measure of our performance.

### **In-Place Annualized Base Rent and Uncommenced Annualized Base Rent:**

- **In-Place Annualized Base Rent (“In-Place ABR”):** Calculated as the monthly contractual base rent (before rent abatements) per the terms of the lease, as of June 30, 2022, multiplied by 12. Includes leases that have commenced as of June 30, 2022 or leases where tenant has taken early possession of space as of June 30, 2022. Excludes billboard and antenna revenue and tenant reimbursements.
- **In-Place ABR per Square Foot:** Calculated by dividing In-Place ABR for the lease by the occupied square feet of the lease, as of June 30, 2022.
- **Combined In-Place and Uncommenced Annualized Base Rent (“In-Place + Uncommenced ABR”):** Calculated by adding (i) In-Place ABR and (ii) ABR Under Uncommenced Leases (see definition below). Does not include adjustments for leases that expired and were not renewed subsequent to June 30, 2022, or adjustments for future known non-renewals.
- **ABR Under Uncommenced Leases:** Calculated by adding the following:
  - (i) ABR under Uncommenced New Leases = first full month of contractual base rents (before rent abatements) to be received under Uncommenced New Leases, multiplied by 12.
  - (ii) Incremental ABR under Uncommenced Renewal Leases = difference between: (a) the first full month of contractual base rents (before rent abatements) to be received under Uncommenced Renewal Leases and (b) the monthly In-Place ABR for the same space as of June 30, 2022, multiplied by 12.
- **In-Place + Uncommenced ABR per Square Foot:** Calculated by dividing (i) In-Place + Uncommenced ABR for the leases by (ii) the square footage under commenced and uncommenced leases (net of renewal space) as of June 30, 2022.
- **Uncommenced New Leases:** Reflects new leases (for vacant space) that have been signed but have not yet commenced as of June 30, 2022.

- **Uncommenced Renewal Leases:** Reflects renewal leases (for space occupied by renewing tenant) that have been signed but have not yet commenced as of June 30, 2022.

**Capital Expenditures, Non-recurring:** Expenditures made with respect to a property for repositioning, redevelopment, major property or unit upgrade or renovation, and further includes capital expenditures for seismic upgrades, roof or parking lot replacements and capital expenditures for deferred maintenance existing at the time such property was acquired.

**Capital Expenditures, Recurring:** Expenditures made with respect to a property for maintenance of such property and replacement of items due to ordinary wear and tear including, but not limited to, expenditures made for maintenance of parking lot, roofing materials, mechanical systems, HVAC systems and other structural systems. Recurring capital expenditures shall not include any of the following: (a) major upgrade or renovation of such property not necessary for proper maintenance or marketability of such property; (b) capital expenditures for seismic upgrades; (c) capital expenditures for deferred maintenance for such property existing at the time such property was acquired; or (d) replacements of either roof or parking lots.

**Capital Expenditures, First Generation:** Capital expenditures for newly acquired space, newly developed or redeveloped space, or change in use.

**Cash NOI:** Cash basis 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 calculate Core FFO by adjusting FFO, as defined below, to exclude the impact of certain items that we do not consider reflective of our core revenue or expense streams. Core FFO adjustments consist of (i) acquisition expenses, (ii) loss on extinguishment of debt, (iii) the amortization of the loss on termination of interest rate swaps, (iv) impairments of right of use assets and (v) other amounts as they may occur. Management believes that Core FFO is a useful supplemental measure as it provides a more meaningful and consistent comparison of operating performance and allows investors to more easily compare the Company's operating results. 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).



## Notes and Definitions.

### Debt Covenants (\$ in thousands)

|                                      | June 30, 2022           |  |   |
|--------------------------------------|-------------------------|--|---|
|                                      | Current Period Covenant | Revolver and \$300M Term Loan Facility | Senior Notes (\$100M, \$125M, \$25M, \$75M) |
| Maximum Leverage Ratio               | less than 60%           | 19.4%                                  | 21.2%                                       |
| Maximum Secured Leverage Ratio       | less than 45%           | 1.4%                                   | N/A   |
| Maximum Secured Leverage Ratio       | less than 40%           | N/A                                    | 1.5%  |
| Maximum Secured Recourse Debt        | less than 15%           | N/A                                    | —%  |
| Minimum Tangible Net Worth           | \$4,649,422             | N/A                                    | \$6,370,069                                 |
| Minimum Fixed Charge Coverage Ratio  | at least 1.50 to 1.00   | 7.07 to 1.00                           | 7.07 to 1.00                                |
| Unencumbered Leverage Ratio          | less than 60%           | 19.4%                                  | 21.1%                                       |
| Unencumbered Interest Coverage Ratio | at least 1.75 to 1.00   | 10.52 to 1.00                          | 10.52 to 1.00                               |

|   | June 30, 2022           |  |
|---|-------------------------|--|
|   | Current Period Covenant | \$400M 2.125% Senior Notes and \$400M 2.15% Senior Notes |
| Maximum Debt to Total Asset Ratio                   | less than 60%           | 19.7%  |
| Maximum Secured Debt to Total Asset Ratio           | less than 40%           | 1.5%   |
| Minimum Debt Service Coverage Ratio                 | at least 1.50 to 1.00   | 6.18 to 1.00   |
| Minimum Unencumbered Assets to Unsecured Debt Ratio | at least 1.50 to 1.00   | 5.64 to 1.00   |

Our actual performance for each covenant is calculated based on the definitions set forth in each loan agreement/indenture.

**EBITDAre and Adjusted EBITDA:** We calculate EBITDAre in accordance with the standards established by the National Association of Real Estate Investment Trusts ("NAREIT"). EBITDAre is calculated as net income (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 and adjustments to reflect our proportionate share of EBITDAre from our unconsolidated joint venture. We calculate Adjusted EBITDA by adding or subtracting from EBITDAre the following items: (i) non-cash stock based compensation expense, (ii) gain (loss) on extinguishment of debt, (iii) acquisition expenses, (iv) impairments of right of use assets and (v) the pro-forma effects of acquisitions and dispositions. We believe that EBITDAre and Adjusted EBITDA are 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 these measures in ratios to compare our performance to that of our industry peers. In addition, we believe EBITDAre and Adjusted EBITDA are frequently used by securities analysts, investors and other interested parties in the evaluation of Equity REITs. However, because EBITDAre and Adjusted EBITDA are calculated before recurring cash charges including interest expense and income taxes, and are not adjusted for capital expenditures or other recurring cash requirements of our business, their utility as a measure of our liquidity is limited. Accordingly, EBITDAre and Adjusted EBITDA should not be considered alternatives to cash flow from operating

activities (as computed in accordance with GAAP) as a measure of our liquidity. EBITDAre and Adjusted EBITDA should not be considered as alternatives to net income or loss as an indicator of our operating performance. Other Equity REITs may calculate EBITDAre and Adjusted EBITDA differently than we do; accordingly, our EBITDAre and Adjusted EBITDA may not be comparable to such other Equity REITs' EBITDAre and Adjusted EBITDA. EBITDAre and Adjusted EBITDA should be considered only as supplements to net income (as computed in accordance with GAAP) as a measure of our performance.

### Fixed Charge Coverage Ratio:

|  | For the Three Months Ended |                  |                  |                  |                  |
|--|----------------------------|------------------|------------------|------------------|------------------|
|  | Jun 30, 2022               | Mar 31, 2022     | Dec 31, 2021     | Sep 30, 2021     | Jun 30, 2021     |
| <b>EBITDAre</b>  | \$ 97,678                  | \$ 92,568        | \$ 84,351        | \$ 75,587        | \$ 69,108        |
| Amortization of above/below market lease intangibles   | (6,126)                    | (5,091)          | (6,154)          | (3,191)          | (3,386)          |
| Non-cash stock compensation                            | 6,342                      | 6,052            | 6,277            | 4,506            | 4,463            |
| Loss on extinguishment of debt                         | 877                        | —                | —                | 505              | —                |
| Impairment of right-of-use asset                       | —                          | —                | 992              | —                | —                |
| Straight line rental revenue adj.                      | (8,441)                    | (6,901)          | (5,999)          | (5,865)          | (4,840)          |
| Capitalized payments                                   | (3,296)                    | (2,895)          | (2,539)          | (2,062)          | (1,700)          |
| Recurring capital expenditures                         | (2,063)                    | (1,251)          | (3,363)          | (2,509)          | (2,053)          |
| 2nd gen. tenant improvements & leasing commissions     | (4,031)                    | (2,147)          | (1,510)          | (2,523)          | (4,885)          |
| <b>Cash flow for fixed charge coverage calculation</b> | <b>\$ 80,940</b>           | <b>\$ 80,335</b> | <b>\$ 72,055</b> | <b>\$ 64,448</b> | <b>\$ 56,707</b> |
| <b>Cash interest expense calculation detail:</b>       |                            |                  |                  |                  |                  |
| Interest expense                                       | 10,168                     | 9,683            | 10,367           | 10,427           | 9,593            |
| Capitalized interest                                   | 2,419                      | 1,983            | 1,611            | 1,277            | 893              |
| Note payable premium amort.                            | (62)                       | (61)             | (60)             | (23)             | 28               |
| Amort. of deferred financing costs                     | (563)                      | (520)            | (517)            | (508)            | (447)            |
| Amort. of swap term fees & t-locks                     | (93)                       | (181)            | (804)            | (655)            | (410)            |
| <b>Cash interest expense</b>                           | <b>11,869</b>              | <b>10,904</b>    | <b>10,597</b>    | <b>10,518</b>    | <b>9,657</b>     |
| Scheduled principal payments                           | 607                        | 635              | 598              | 531              | 332              |
| Preferred stock/unit dividends                         | 3,112                      | 3,037            | 3,022            | 3,684            | 4,345            |
| <b>Fixed charges</b>                                   | <b>\$ 15,588</b>           | <b>\$ 14,576</b> | <b>\$ 14,217</b> | <b>\$ 14,733</b> | <b>\$ 14,334</b> |
| <b>Fixed Charge Coverage Ratio</b>                     | <b>5.2 x</b>               | <b>5.5 x</b>     | <b>5.1 x</b>     | <b>4.4 x</b>     | <b>4.0 x</b>     |

**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 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.

**Proforma NOI:** Proforma NOI is calculated by adding to NOI the following adjustments: (i) the estimated impact on NOI of uncommenced leases as if they had commenced at the beginning of the reportable period, (ii) the estimated impact on NOI of current period acquisitions as if they had been acquired at the beginning of the reportable period, (iii) the actual NOI of properties sold during the current period and (iv) the estimated incremental NOI from properties that were classified as

repositioning/lease-up properties as of the end of the reporting period, assuming that all repositioning work had been completed and the properties/space were fully stabilized as of the beginning of the reportable period. These estimates do not purport to be indicative of what operating results would have been had the transactions actually occurred at the beginning of the reportable period and may not be indicative of future operating results.

#### Definitions Related to Properties and Space Under Repositioning/Redevelopment:

- **Properties and Space Under Repositioning:** Typically defined as properties or units where a significant amount of space is held vacant in order to implement capital improvements that improve the functionality (not including basic refurbishments, i.e., paint and carpet), cash flow and value of that space. A repositioning is generally considered complete once the investment is fully or nearly fully deployed and the property is available for occupancy.
- **Properties Under Redevelopment:** Typically defined as a properties where we plan to fully or partially demolish an existing building(s) due to building obsolescence and/or a property with excess or vacant land where we plan to construct a ground-up building.
- **Estimated Construction Period:** The "Start" of the Estimated Construction Period is our current estimate of the period in which we will start physical construction on a property. Prior to Q4-2020, we defined the "Start" as the period in which we began activities to get a property ready for its intended use, which included pre-construction activities, including securing entitlements or permits, design, site work, and other necessary activities preceding construction. The Target Completion of the Estimated Construction Period is our current estimate of the period in which we will have substantially completed a project and the project is made available for occupancy. We expect to update our timing estimates on a quarterly basis.
- **Purchase Price:** Represents the contractual purchase price of the property plus closing costs.
- **Projected Repositioning/Redevelopment Costs:** Represents the estimated costs to be incurred to complete construction and lease-up each repositioning/redevelopment project. Estimated costs include (i) nonrecurring capital expenditures, (ii) estimated tenant improvement allowances/costs and (iii) estimated leasing commissions. We expect to update our estimates upon completion of the project, or sooner if there are any significant changes to expected costs from quarter to quarter. Excludes capitalized costs including capitalized interest, property taxes, insurance and compensation.
- **Projected Total Investment:** Includes the sum of the Purchase Price and Projected Repositioning/Redevelopment Costs.
- **Cumulative Investment to Date:** Includes the Purchase Price and nonrecurring capital expenditures, tenant improvement costs and leasing commission costs incurred as of the reporting date.
- **Estimated Annual Stabilized Cash NOI:** Represents management's estimate of each project's annual Cash NOI once the property has reached stabilization and initial rental concessions, if any, have elapsed. Actual results may vary materially from our estimates.
- **Actual Quarterly NOI:** Represents the actual cash NOI (a non-GAAP measure defined on page 33) for the repositioning/redevelopment property for the entire reported quarter or from the date of acquisition if such property was acquired during the current reported quarter.

## Notes and Definitions.

- **Estimated Unlevered Stabilized Yield:** Calculated by dividing each project's Estimated Annual Stabilized Cash NOI by its Projected Total Investment.
- **Stabilization Date - Properties and Space Under Repositioning/Redevelopment:** We consider a repositioning/redevelopment property to be stabilized at the earlier of the following: (i) upon reaching 90% occupancy or (ii) one year from the date of completion of repositioning/redevelopment construction work.

**Rental Income:** See below for a breakdown of consolidated rental income for the last five trailing quarters. We believe this information is frequently used by management, investors, securities analysts and other interested parties to evaluate the our performance.

|  | Three Months Ended |                   |                   |                   |                   |
|--|--------------------|-------------------|-------------------|-------------------|-------------------|
|  | Jun 30, 2022       | Mar 31, 2022      | Dec 31, 2021      | Sep 30, 2021      | Jun 30, 2021      |
| Rental revenue (before collectability adjustment)                          | \$ 122,937         | \$ 115,532        | \$ 110,009        | \$ 95,862         | \$ 86,935         |
| Tenant reimbursements  | 25,413             | 24,553            | 22,192            | 19,024            | 17,119            |
| Other income   | 479                | 463               | 388               | 232               | 303               |
| Increase (reduction) in revenue due to change in collectability assessment | 158                | 40                | 4                 | 142               | (121)             |
| <b>Rental income</b>   | <b>\$ 148,987</b>  | <b>\$ 140,588</b> | <b>\$ 132,593</b> | <b>\$ 115,260</b> | <b>\$ 104,236</b> |

**Rent Change - Cash:** Compares the first month cash rent excluding any abatement on new/renewal leases to the last month rent for the most recent expiring lease. Data included for comparable leases only. Comparable leases generally exclude: (i) space that has never been occupied under our ownership, (ii) repositioned/redeveloped space, (iii) space that has been vacant for over one year or (iv) lease terms shorter than six months.

**Rent Change - GAAP:** Compares GAAP rent, which straightlines rental rate increases and abatements, on new/renewal leases to GAAP rent for the most recent expiring lease. Data included for comparable leases only. Comparable leases generally exclude: (i) space that has never been occupied under our ownership, (ii) repositioned/redeveloped space, (iii) space that has been vacant for over one year or (iv) lease terms shorter than six months.

**Same Property Portfolio ("SPP")** (previously referred to as the "Stabilized Same Property Portfolio."): Our 2022 SPP is a subset of our consolidated portfolio and includes properties that were wholly owned by us for the period from January 1, 2021 through June 30, 2022, and excludes (i) any properties that were acquired or sold during the period from January 1, 2021 through June 30, 2022, and (ii) properties acquired prior to January 1, 2021 that were or will be classified as repositioning/redevelopment (current and future) or lease-up during 2021 and 2022 (unless otherwise noted), which we believe will significantly affect the properties' results during the comparative periods.

**SPP Historical Information:** The table below reflects selected information related to our SPP as initially reported in each quarter's respective supplemental package.

|                     | Three Months Ended |              |              |              |              |
|---------------------|--------------------|--------------|--------------|--------------|--------------|
|                     | Jun 30, 2022       | Mar 31, 2022 | Dec 31, 2021 | Sep 30, 2021 | Jun 30, 2021 |
| # of Properties     | 224                | 224          | 193          | 194          | 195          |
| Square Feet         | 28,581,635         | 28,570,287   | 24,619,258   | 24,652,152   | 24,721,010   |
| Ending Occupancy    | 98.9 %             | 99.3 %       | 99.1 %       | 98.8 %       | 98.4 %       |
| SPP NOI growth      | 7.0 %              | 8.0 %        | 10.0 %       | 9.7 %        | 10.1 %       |
| SPP Cash NOI growth | 10.1 %             | 11.7 %       | 6.8 %        | 13.3 %       | 22.0 %       |

**Same Property Portfolio Rental Income:** See below for a breakdown of 2022 & 2021 rental income for our SPP. We believe this information is frequently used by management, investors, securities analysts and other interested parties to evaluate the our performance.

|                       | Three Months Ended June 30, |                 |                 |             | Six Months Ended June 30, |                  |                  |             |
|-----------------------|-----------------------------|-----------------|-----------------|-------------|---------------------------|------------------|------------------|-------------|
|                       | 2022                        | 2021            | \$ Change       | % Change    | 2022                      | 2021             | \$ Change        | % Change    |
| Rental revenue        | \$ 84,074                   | \$78,629        | \$ 5,445        | 6.9%        | \$166,333                 | \$155,009        | \$ 11,324        | 7.3%        |
| Tenant reimbursements | 17,822                      | 15,806          | 2,016           | 12.8%       | 35,536                    | 31,283           | 4,253            | 13.6%       |
| Other income          | 309                         | 242             | 67              | 27.7%       | 551                       | 343              | 208              | 60.6%       |
| <b>Rental income</b>  | <b>\$102,205</b>            | <b>\$94,677</b> | <b>\$ 7,528</b> | <b>8.0%</b> | <b>\$202,420</b>          | <b>\$186,635</b> | <b>\$ 15,785</b> | <b>8.5%</b> |

**Reconciliation of Net Income to NOI and Cash NOI (in thousands):**

|  | Three Months Ended |                   |                   |                  |                  |
|--|--------------------|-------------------|-------------------|------------------|------------------|
|  | Jun 30, 2022       | Mar 31, 2022      | Dec 31, 2021      | Sep 30, 2021     | Jun 30, 2021     |
| <b>Net Income</b>                                    | <b>\$ 40,901</b>   | <b>\$ 48,900</b>  | <b>\$ 39,380</b>  | <b>\$ 40,186</b> | <b>\$ 26,037</b> |
| <b>Add:</b>  |                    |                   |                   |                  |                  |
| General and administrative                           | 14,863             | 14,717            | 15,009            | 11,806           | 10,695           |
| Depreciation & amortization                          | 46,609             | 42,471            | 41,221            | 38,676           | 36,228           |
| Other expenses                                       | 295                | 38                | 1,262             | 4                | 2                |
| Interest expense                                     | 10,168             | 9,683             | 10,367            | 10,427           | 9,593            |
| Loss on extinguishment of debt                       | 877                | —                 | —                 | 505              | —                |
| <b>Subtract:</b>                                     |                    |                   |                   |                  |                  |
| Management & leasing services                        | 130                | 163               | 118               | 136              | 109              |
| Interest income                                      | 1                  | 1                 | 1                 | 7                | 15               |
| Gain on sale of real estate                          | —                  | 8,486             | 6,617             | 13,702           | 2,750            |
| <b>NOI</b>   | <b>\$ 113,582</b>  | <b>\$ 107,159</b> | <b>\$ 100,503</b> | <b>\$ 87,759</b> | <b>\$ 79,681</b> |
| S/L rental revenue adj.                              | (8,441)            | (6,901)           | (5,999)           | (5,865)          | (4,840)          |
| Amortization of above/below market lease intangibles | (6,126)            | (5,091)           | (6,154)           | (3,191)          | (3,386)          |
| <b>Cash NOI</b>                                      | <b>\$ 99,015</b>   | <b>\$ 95,167</b>  | <b>\$ 88,350</b>  | <b>\$ 78,703</b> | <b>\$ 71,455</b> |

## Notes and Definitions.

### Reconciliation of Net Income to Total Portfolio NOI, Same Property Portfolio NOI and Same Property Portfolio Cash NOI:

|  | Three Months Ended<br>June 30, |           | Six Months Ended June<br>30, |            |
|--|--------------------------------|-----------|------------------------------|------------|
|  | 2022                           | 2021      | 2022                         | 2021       |
| <b>Net income</b>                              | \$ 40,901                      | \$ 26,037 | \$ 89,801                    | \$ 56,680  |
| <b>Add:</b>                                    |                                |           |                              |            |
| General and administrative                     | 14,863                         | 10,695    | 29,580                       | 22,175     |
| Depreciation and amortization                  | 46,609                         | 36,228    | 89,080                       | 71,372     |
| Other expenses                                 | 295                            | 2         | 333                          | 31         |
| Interest expense                               | 10,168                         | 9,593     | 19,851                       | 19,345     |
| Loss on extinguishment of debt                 | 877                            | —         | 877                          | —          |
| <b>Deduct:</b>                                 |                                |           |                              |            |
| Management and leasing services                | 130                            | 109       | 293                          | 214        |
| Interest income                                | 1                              | 15        | 2                            | 29         |
| Gain on sale of real estate                    | —                              | 2,750     | 8,486                        | 13,610     |
| <b>NOI</b>                                     | \$ 113,582                     | \$ 79,681 | \$ 220,741                   | \$ 155,750 |
| Non-Same Property Portfolio rental income      | (46,782)                       | (9,559)   | (87,155)                     | (17,245)   |
| Non-Same Property Portfolio property exp.      | 11,270                         | 2,810     | 20,842                       | 5,129      |
| <b>Same Property Portfolio NOI</b>             | \$ 78,070                      | \$ 72,932 | \$ 154,428                   | \$ 143,634 |
| Straight line rental revenue adjustment        | (3,231)                        | (3,874)   | (5,922)                      | (7,727)    |
| Amort. of above/below market lease intangibles | (1,568)                        | (2,512)   | (3,207)                      | (4,889)    |
| <b>Same Property Portfolio Cash NOI</b>        | \$ 73,271                      | \$ 66,546 | \$ 145,299                   | \$ 131,018 |

### Reconciliation of Net Income Attributable to Common Stockholders per Diluted Share Guidance to Company share of Core FFO per Diluted Share Guidance:

|  | 2022 Estimate |         |
|--|---------------|---------|
|  | Low           | High    |
| <b>Net income attributable to common stockholders</b>        | \$ 0.84       | \$ 0.87 |
| Company share of depreciation and amortization               | 1.08          | 1.08    |
| Company share of gains on sale of real estate <sup>(1)</sup> | (0.05)        | (0.05)  |
| <b>Company share of Core FFO</b>                             | \$ 1.87       | \$ 1.90 |

(1) Reflects the sale of 28159 Avenue Stanford on January 13, 2022.