



# Rexford Industrial Realty

**NYSE: REXR**

[www.rexfordindustrial.com](http://www.rexfordindustrial.com)



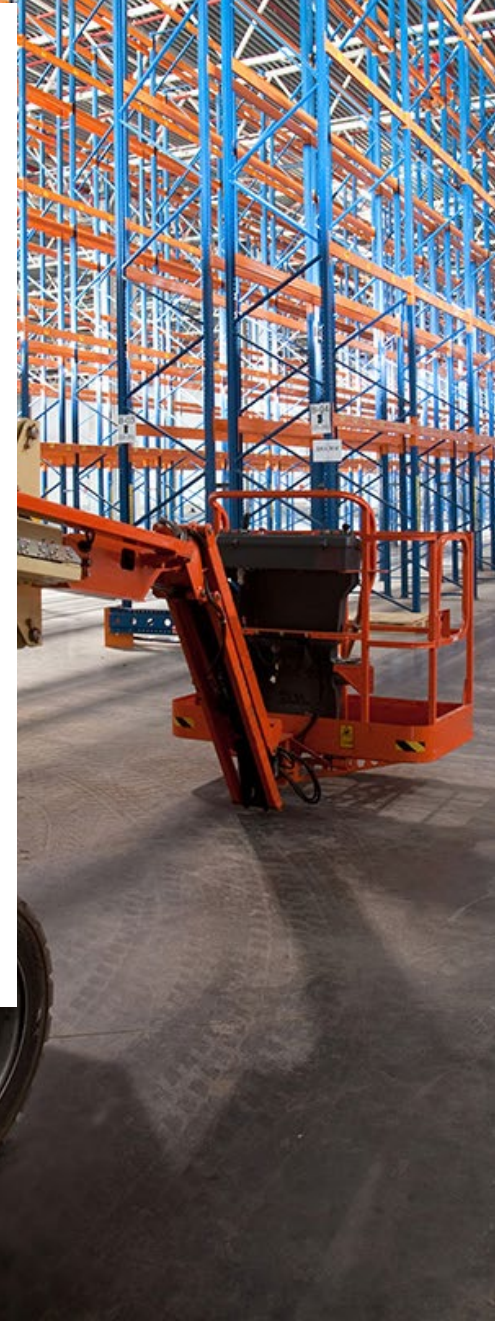
**Rexford  
Industrial**

Investor Presentation  
November 2022



# Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. We caution investors that any forward-looking statements presented herein are based on management’s beliefs and assumptions and information currently available to management. Such statements are subject to risks, uncertainties and assumptions and may be affected by known and unknown risks, trends, uncertainties and factors that are beyond our control. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected. These risks and uncertainties include, without limitation: general risks affecting the real estate industry (including, without limitation, the market value of our properties, the inability to enter into or renew leases at favorable rates, portfolio occupancy varying from our expectations, dependence on tenants’ financial condition, and competition from other developers, owners and operators of real estate); risks associated with the disruption of credit markets or a global economic slowdown; risks associated with the potential loss of key personnel (most importantly, members of senior management); risks associated with our failure to maintain our status as a REIT under the Internal Revenue Code of 1986, as amended; possible adverse changes in tax and environmental laws; and potential liability for uninsured losses and environmental contamination. In some cases, you can identify forward-looking statements by the use of forward-looking terminology such as “may,” “will,” “should,” “expects,” “intends,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” or “potential” or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters. The risks described above are not exhaustive and additional factors could adversely affect our business and financial performance, including those discussed in our annual report on Form 10-K, for the year ended December 31, 2021, and subsequent filings with the Securities and Exchange Commission. We expressly disclaim any responsibility to update forward-looking statements, whether as a result of new information, future events or otherwise.



# Rexford

## Overview

**2001**  
Founded

**REXR**  
NYSE

**S&P 400**  
Member

**100%**  
Infill Southern California

**41.8M SF**  
Owned<sup>1</sup>

**\$12.4B+**  
Entity Value<sup>2</sup>

### FOCUSED ON VALUE CREATION

**32%**

5-Year NOI CAGR  
(2018-2022)<sup>3</sup>

**15%**

5-Year Core FFO Per Share CAGR  
(2018-2022)<sup>3</sup>

### WELL-POSITIONED FOR GROWTH

**4.1x**

Net debt / Adj. EBITDA  
(as of 9/30/2022)

**~1.2B**

Liquidity<sup>4</sup>  
(as of 9/30/2022)

### 2022 Q3<sup>5</sup> PERFORMANCE

**98.6%**

SP Average Occupancy

**40.1%**

Consolidated NOI Growth (GAAP)

**9.7%**

SP NOI Growth (Cash)

**44.5%**

Core FFO Growth

**16.3%**

FFO per Share Growth

1. As of 10/19/2022

2. Based on share price as of 11/7/2022, and 189,606,738 total shares outstanding at 9/30/2022

3. 2022 based on actual results as of 9/30/2022

4. Consists of \$37mm cash, \$189mm of forward proceeds and \$1B full capacity on revolving credit facility as of 9/30/2022

5. Year-over-year results as of 9/30/2022

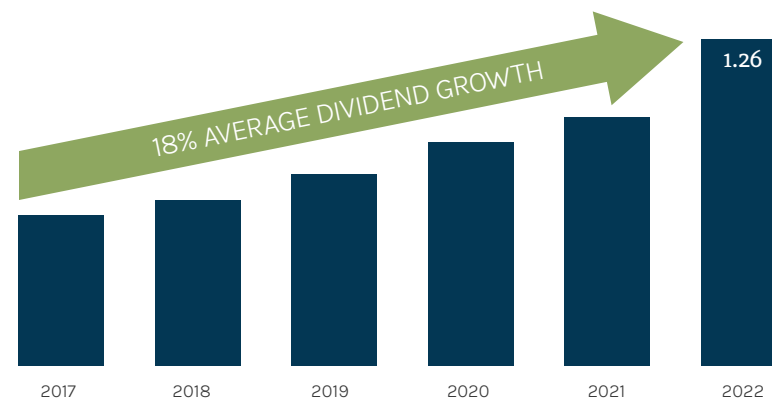


# Sector Leading Performance Driven By Accretive Internal & External Growth

# 111%

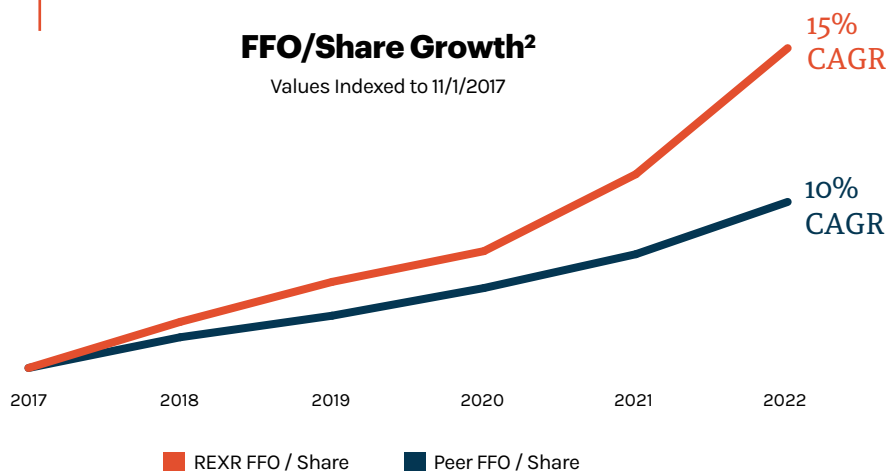
Rexford Total Shareholder Return  
(2017–Current)<sup>1</sup>

Rexford Dividend Per Share Growth



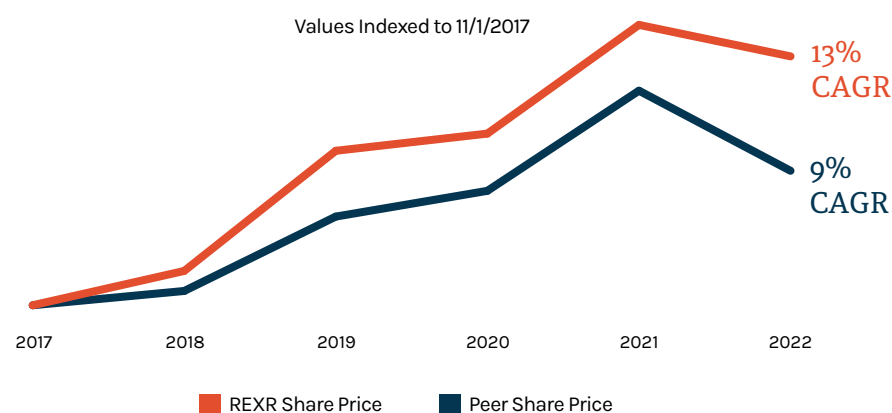
FFO/Share Growth<sup>2</sup>

Values Indexed to 11/1/2017



Share Price Performance<sup>2</sup>

Values Indexed to 11/1/2017



1. Based on share price as of 11/1/2017 through share price as of 11/7/2022

2. FFO/Share growth as of 9/30/2022. Peer group includes PLD, EGP, FR, STAG, and TRNO

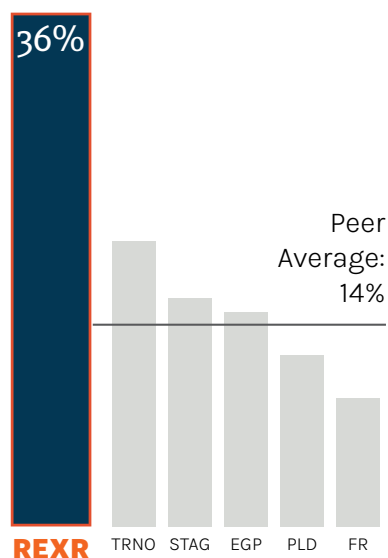
# Sector Leading Performance Driven By Accretive Internal & External Growth

Rexford's Infill Southern California Platform  
Delivers Outsized Results Compared to Peers

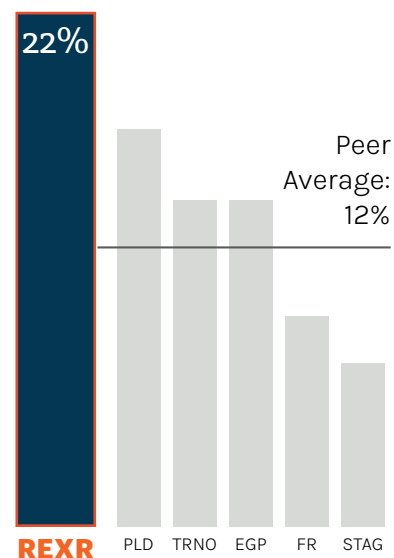
Strong Track Record  
of Rexford Outperformance

## 3-Year Outperformance

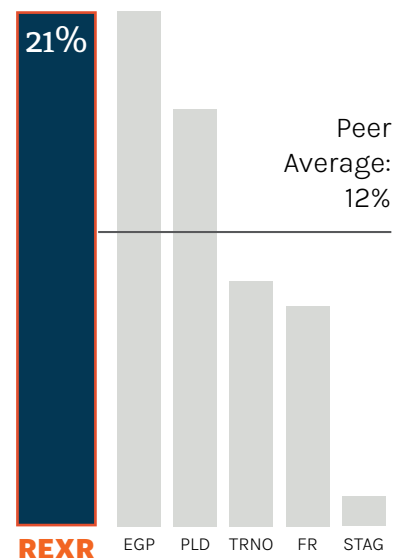
### Consolidated NOI CAGR<sup>1</sup>



### FFO/Share CAGR<sup>2</sup>



### Dividend/ Share CAGR<sup>3</sup>



1. 3-year CAGRs calculated using consolidated NOI through 9/30/2022

2. 3-year CAGRs calculated using FFO/Share through 9/30/2022. Core FFO attributable to common shareholders (per share) was used for REXR, STAG, and PLD. NAREIT definition of FFO (per share) was used for EGP, FR, and TRNO

3. 3-year CAGR calculated using Dividend/Share for FY 2018-2021 and most recent quarterly dividend multiplied by four for 2022

# The **Rexford** Investment Opportunity

A Superior, Highly Differentiated Strategy



Singular focus within infill Southern California, the nation's highest demand, strongest industrial market



High quality, irreplaceable industrial portfolio with exceptionally stable and diverse tenant base



Cash flow growth driven by extensive asset-level value creation and proprietary market access



Disciplined, low-leverage balance sheet proven through all phases of the capital cycle



Deep ESG purpose maximizes long-term value



# Largest Market, Superior Fundamentals, Highest Barriers to Entry

## Largest U.S. Market

Southern California is the largest U.S. industrial market and fourth largest in the world

## Highest Rental Rates

More than 95% higher in SoCal than the average of the next five largest U.S. markets

## Diverse Economy

Consumption driven by approximately 22 million residents and over 570,000 businesses<sup>1</sup>

## SoCal Ports Vital to the U.S.

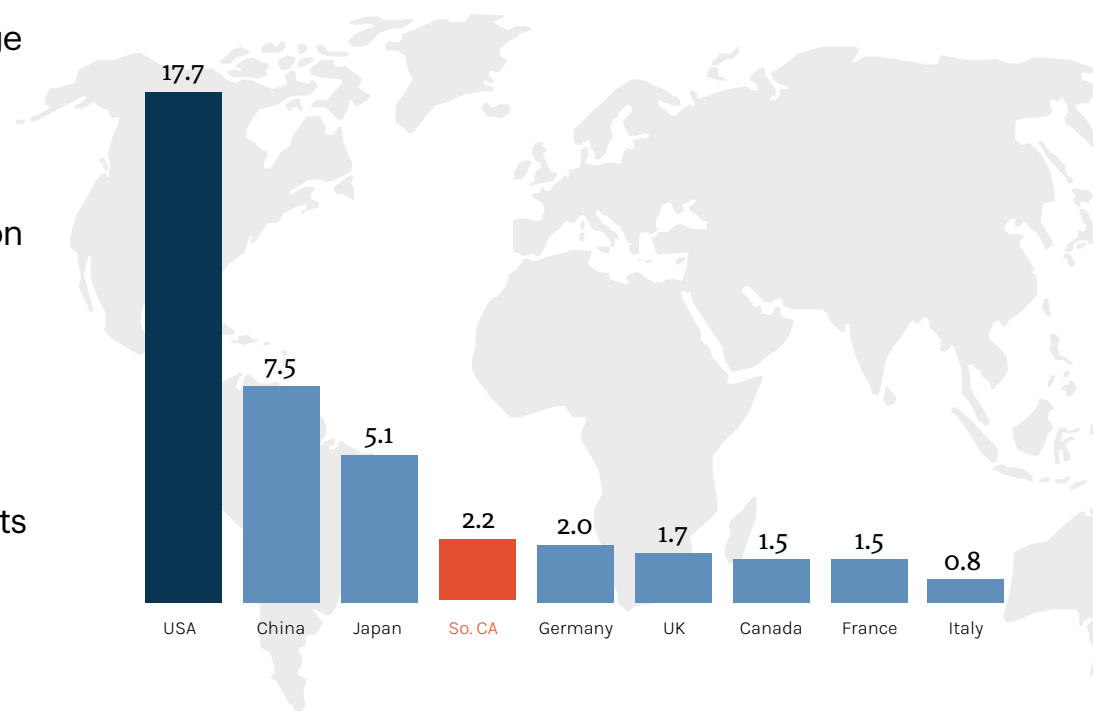
SoCal ports are largest in U.S., linking the U.S. to Pacific Rim representing 40% of all U.S. containerized imports, with 40%-50% of imports distributed locally<sup>2</sup>

## Regional Consumption Focus

Infill tenant base tends to serve regional consumption; less impacted by shifts in global trade

## Largest Global Industrial Markets<sup>3</sup>

IN BILLIONS OF SF



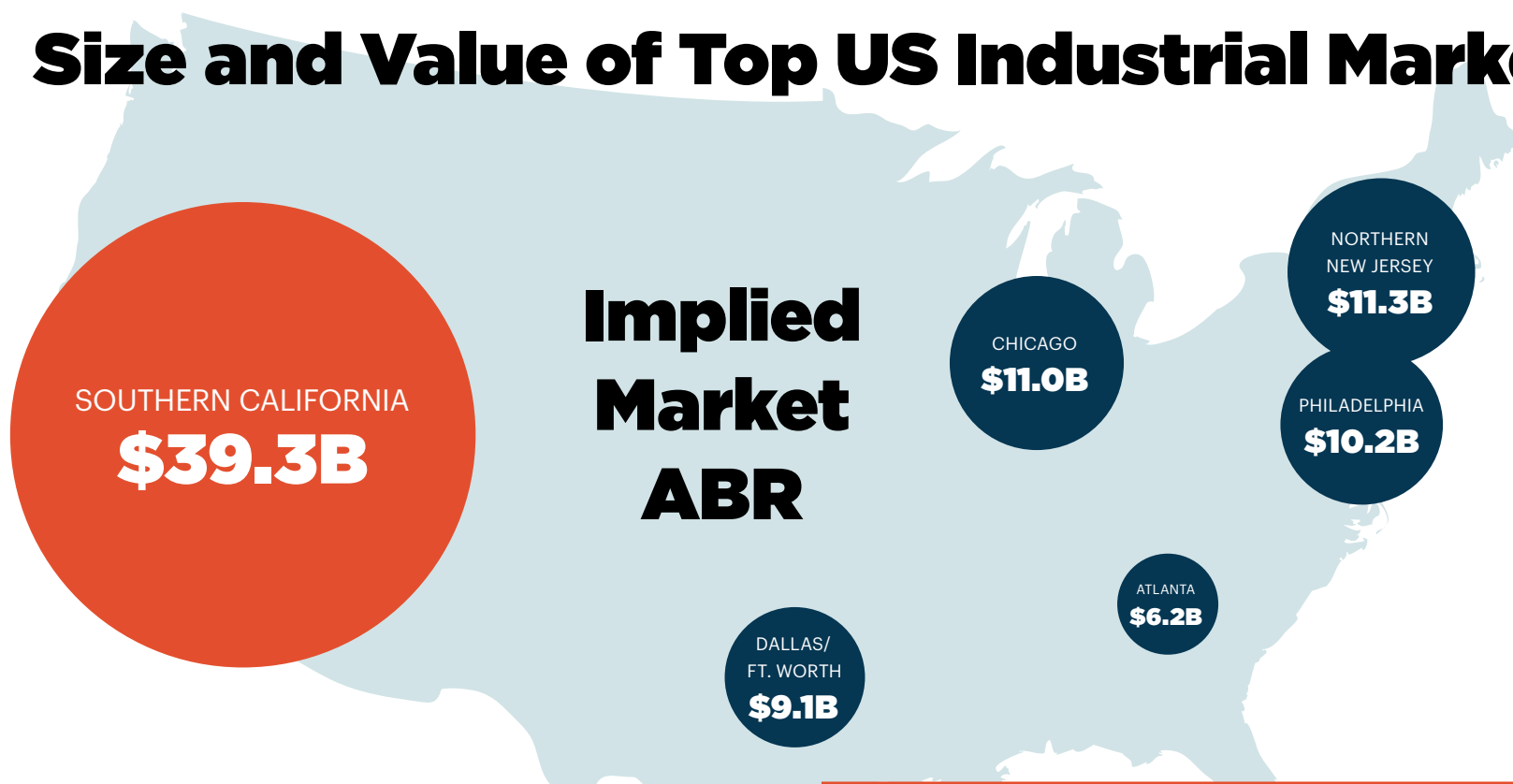
1. Source: U.S. Census Bureau for Los Angeles, Orange, San Diego, Riverside, San Bernardino and Ventura counties

2. Source: JLL

3. Source: CBRE, DAUM Real Estate Services citing CoStar Property Database. Southern California data includes Inland Empire East



# Size and Value of Top US Industrial Markets

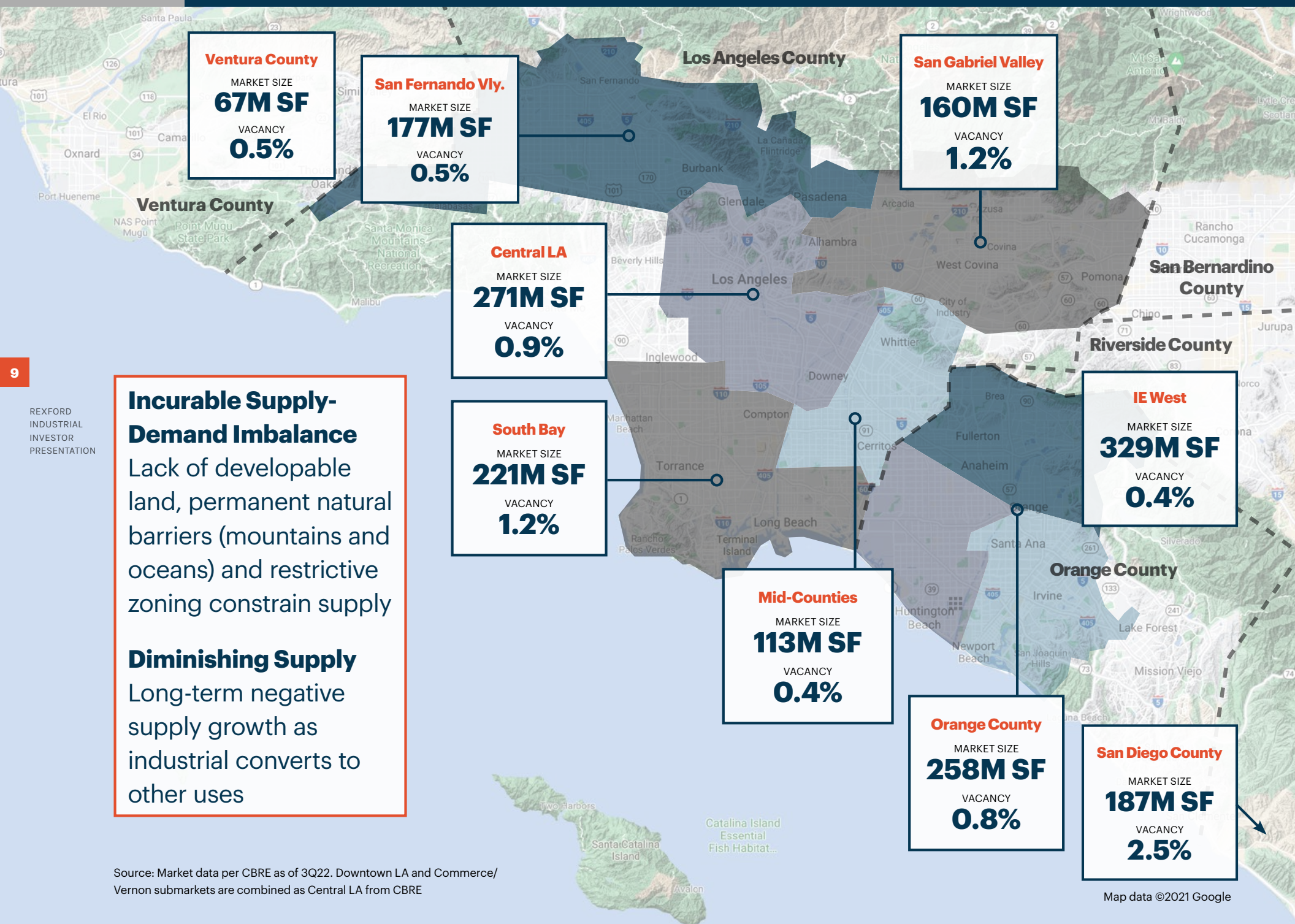


Value of SoCal industrial market is estimated to be nearly as large as next five largest U.S. markets combined driven by higher ABR and relative cap rates

	TOTAL SF MARKET (MM')	AVG. ANNUAL MARKET ASKING RENTS PER SF <sup>1</sup>
<b>So. California</b>	<b>2,256</b>	<b>\$17.42</b>
North New Jersey	876	\$12.87
Chicago	1,422	\$7.73
Philadelphia	1,281	\$7.95
Dallas / Ft. Worth	1,062	\$8.59
Atlanta	890	\$6.96

1. Source: DAUM Real Estate Services as of 3Q22 citing CoStar Property Database. Southern California data includes Inland Empire East





## Incurable Supply-Demand Imbalance

Lack of developable land, permanent natural barriers (mountains and oceans) and restrictive zoning constrain supply

## Diminishing Supply

Long-term negative supply growth as industrial converts to other uses

Source: Market data per CBRE as of 3Q22. Downtown LA and Commerce/Vernon submarkets are combined as Central LA from CBRE

Map data ©2021 Google



# Nation's Strongest Market Dynamics Drive Superior Market Rent Growth

## Limited Supply

Total infill SoCal market vacancy = 1.0%

## Diminishing Supply

Over 100M SF removed from infill market or converted to other uses since 2001<sup>1</sup>

## Highest-demand Industrial Market

Driven by diversity and size of regional economy, largest regional population and nation's most substantial first- and last-mile of distribution

## Mission-Critical Tenant Locations

Infill locations in close proximity to customers, essential to tenants' operations

## Highest Rent Growth

Southern California market rent growth consistently exceeds all other U.S. industrial markets:

**39% Market Rent Growth** year-over-year (as of 3Q)<sup>2</sup>

## Diverse & Growing Demand



### E-Commerce/ 3PLs

Leading technology innovation transforming supply chain



### Aerospace

SoCal a top global market



### Entertainment

Largest media industry in US



### Medical/Health/ Wellness

Growing market and demand



### Retail

In-Store and E-Commerce fulfillment from local warehouses



### First Mile/ Last Mile Distribution

Minimizes delivery times and lowers transportation costs



### Auto/EV

SoCal is among top global EV manufacturing markets



### Construction Trades

CA mandate to increase housing supply >20%

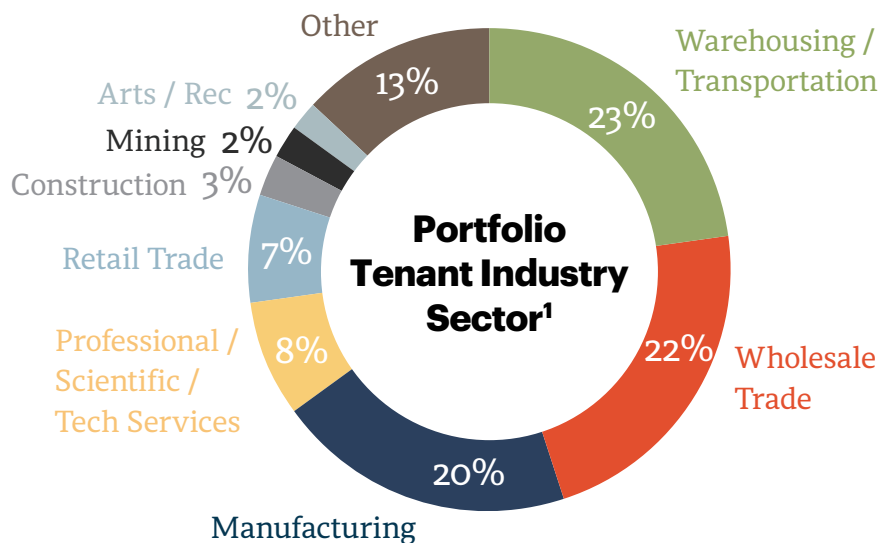
1. Source: CoStar/DAUM Real Estate Services

2. Source: Rexford's internal portfolio metrics



# Stable & High-Quality Tenant Base

## Highly Diversified Rexford Tenant Base



## Strong Tenant Credit Quality

~1,600 total tenants

**Bad Debt Reserve  
as % of Revenue**

**0.0%**

2022  
TTM<sup>2</sup>

**0.5%**

2017-2019  
Pre-Covid Average

1. Based on percentage of total annualized base rent as of 9/30/2022

2. Trailing-twelve months as of 9/30/2022

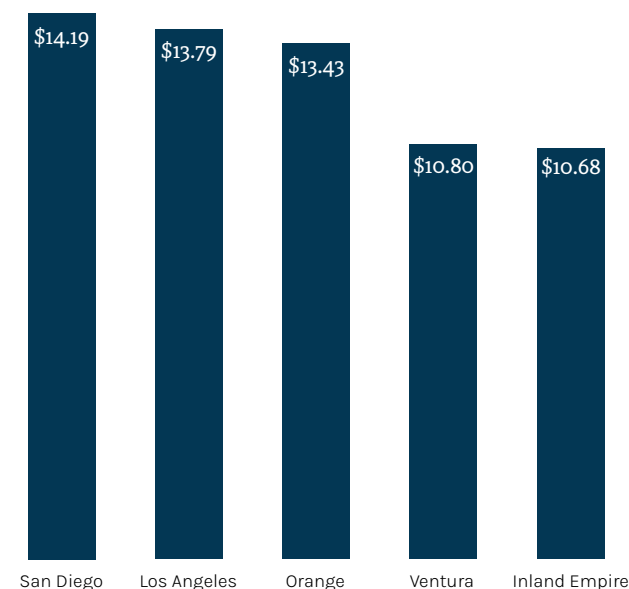


# Higher Rents Demonstrate Superior Market Fundamentals & Quality



Rexford's ABR exceeds peers by more than 65% reflecting strength of infill Southern California market

**ABR per Square Foot**  
As of 9/30/2022



**Rexford portfolio at a glance**  
(As of 10/19/2022)

Market	REXR SF	REXR SF By Market	# of Properties
<b>San Diego</b>	3.0m	7%	32
<b>Los Angeles</b>	23.6m	56%	209
<b>Orange</b>	4.3m	10%	40
<b>Ventura</b>	3.1m	8%	19
<b>Inland Empire</b>	7.8m	19%	46
<b>TOTAL</b>	<b>41.8m</b>	<b>100%</b>	<b>346</b>

1. As of 9/30/2022. Peer group includes PLD, EGP, FR, STAG and TRNO



# Value-Add Asset Management Drives Outperformance

Sector Leading Leasing Spreads YTD  
82% GAAP & 61% Cash

Demonstrate Superior, Entrepreneurial  
Rexford Platform and Execution

Substantial Go-Forward Opportunity to  
Drive In-Place Revenue Growth

In-Place Portfolio Rents Substantially  
Below Current Market Rates

**72%**

Portfolio Net Effective  
Mark-to-Market

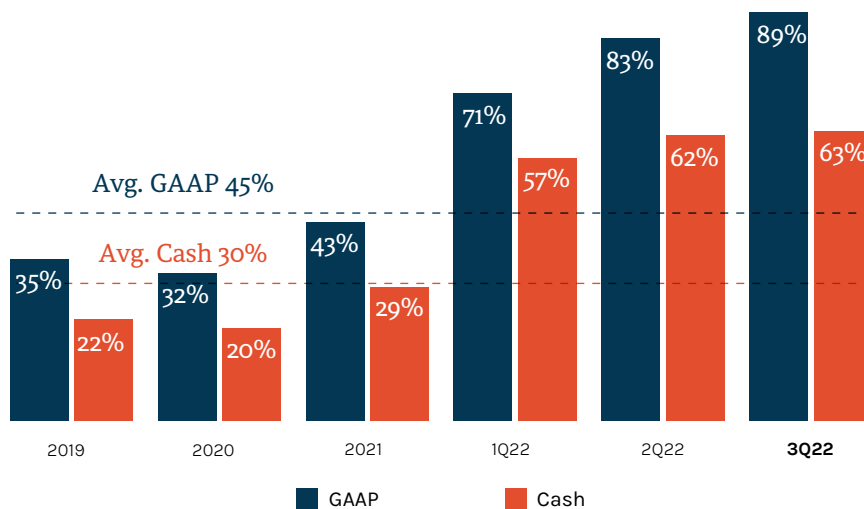
As of 9/30/2022<sup>1</sup>

**62%**

Portfolio Cash  
Mark-to-Market

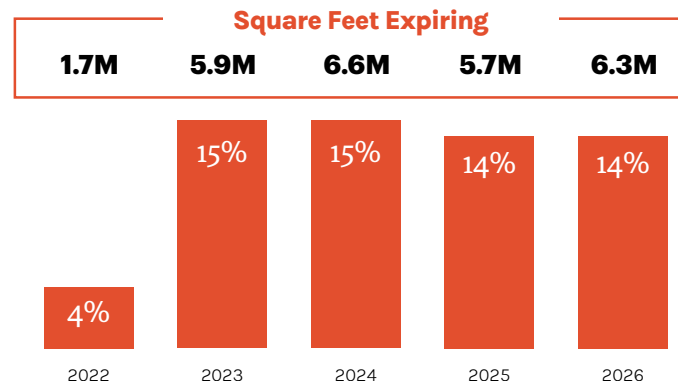
As of 9/30/2022<sup>1</sup>

## Combined New/Renewal Leasing Spreads



## Lease Expiration Schedule (% ABR)

As of 9/30/2022



1. Mark-to-Market is defined as growth in rental rates compared to in-place rental rates as of 9/30/2022

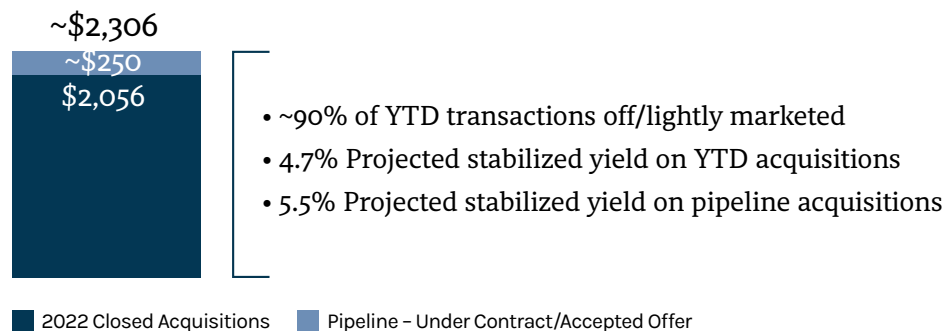




# Proprietary Market Access & Value-Add Execution

## Proprietary Sourcing Advantage

### 2022 Acquisitions & Pipeline (\$mm)<sup>1</sup>



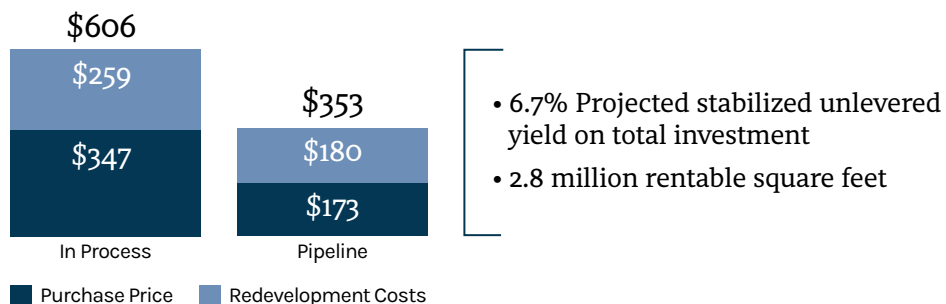
## Astute Capital Allocation Drives Substantial Value Creation

	Investment <sup>3</sup>	Yield
YTD Acquisitions: Core Plus / Value Add	\$1.3B	5.2%
YTD Acquisitions: Core	\$1.0B	4.2%
Near-Term Repositioning / Redevelopment	\$1.0B	6.7%
<b>Aggregate Projected Stabilized Yield</b>	<b>\$3.3B</b>	<b>5.4%</b>
<b>Value Creation</b>	<b>~175 bps Above Market Yields</b>	

## Repositioning / Redevelopment Expertise

### Near Term Repositioning / Redevelopment Investment (\$mm)<sup>2</sup>

As of 9/30/2022



1. As of 10/19/2022. Yields represent projected unlevered stabilized yield on total investment. Pipeline based on transactions under contract or accepted offer, which are subject to customer closing conditions
2. Reflects projects underway or expected to start over the next eighteen months and project completion/stabilization timing as of 9/30/2022 per supplemental (see pages 26 and 27 of 3Q22 supplemental for further project details). Excludes other repositioning/redevelopment projects with estimated costs <\$1mm
3. Reflects total acquisition costs and additional capital to achieve projected stabilized yields



# Proprietary Acquisition Sourcing Drives Superior Value Creation

## Proven Research & Analytics

- Extensive broker, owner, lender analytics
- Event driven research & catalysts
- Extensive property & transaction analyses

## Deep Relationships, Marketing & Premier Rexford Brand

- Relationships developed over 30+ years
- Extensive broker marketing & loyalty
- Superior alignment with key market participants

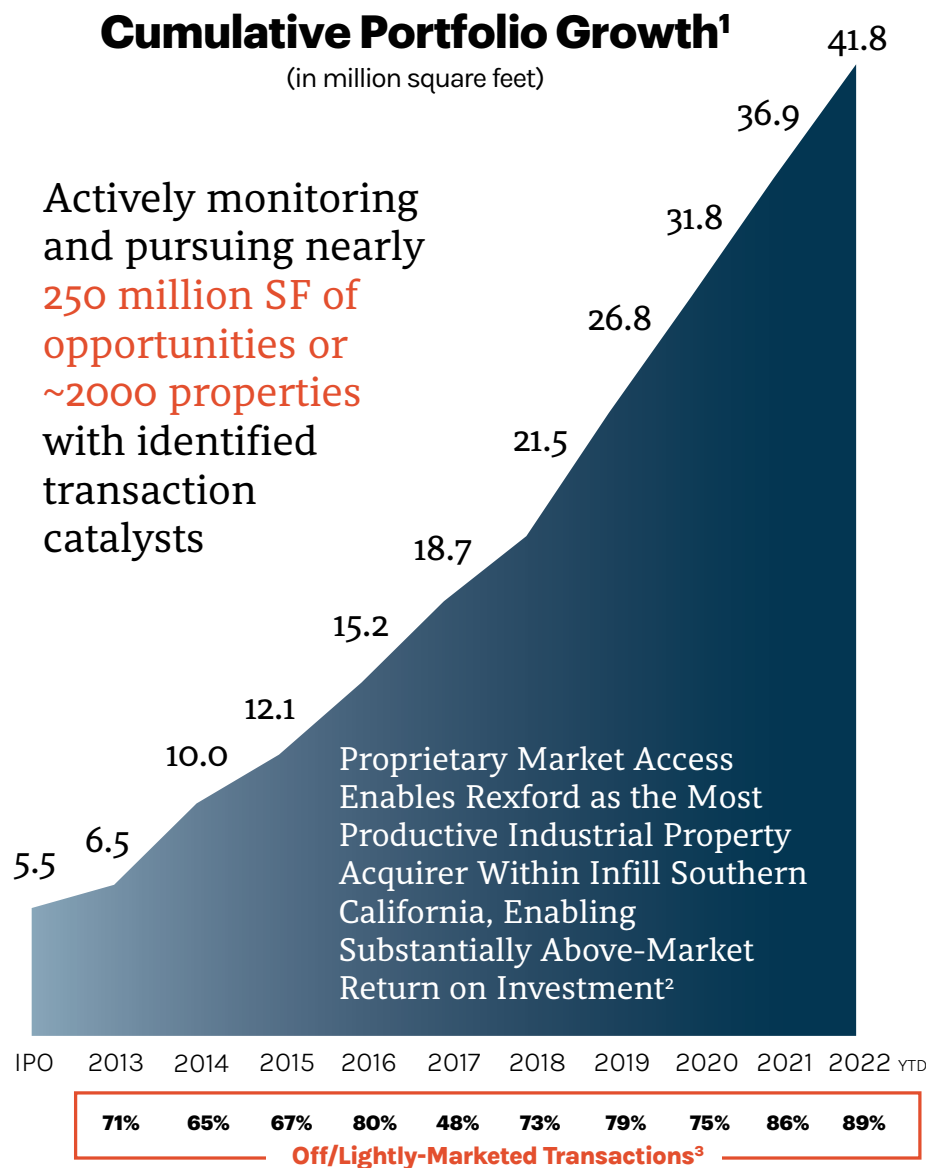
1. As of 10/19/2022

2. Source: CBRE

3. Calculated as percentage of total transaction count

## Cumulative Portfolio Growth<sup>1</sup>

(in million square feet)

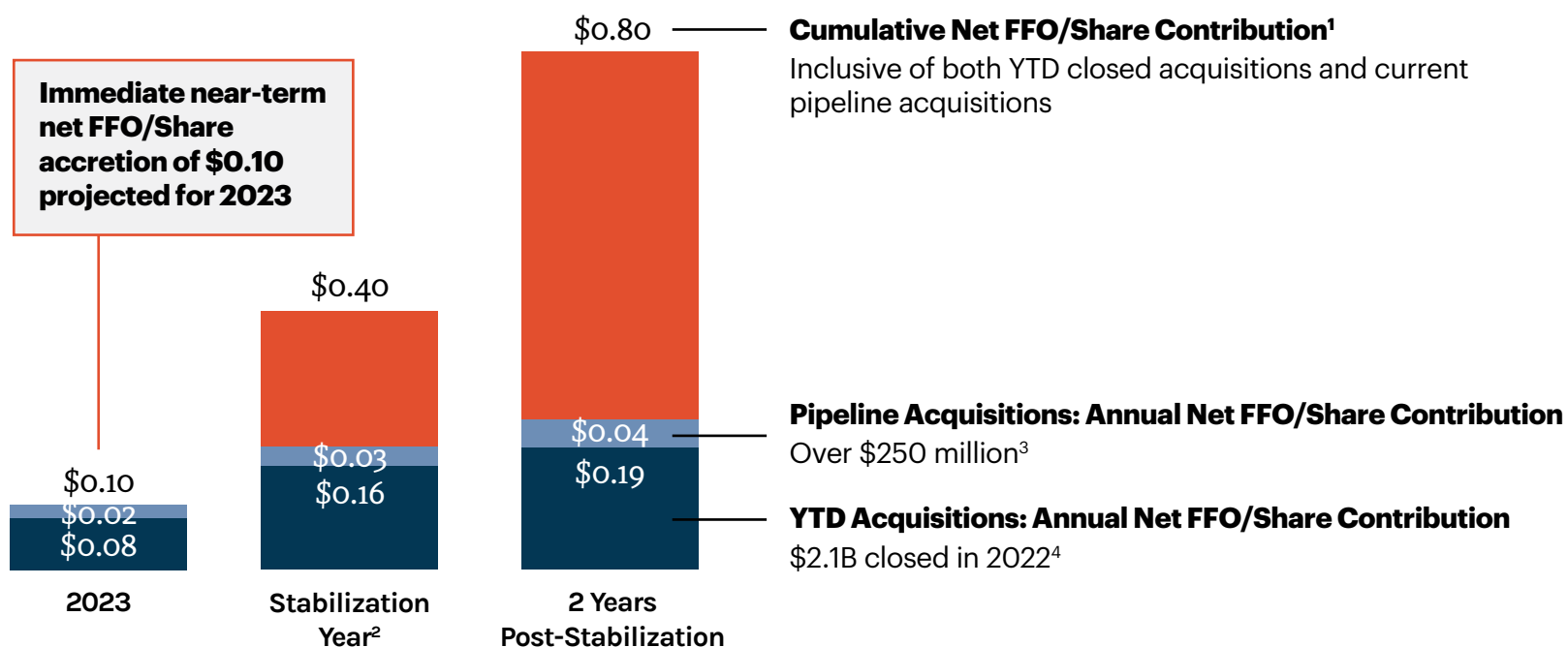




# Substantial Near- and Long-Term Cash Flow Accretion From Acquisitions

## Net FFO/Share Contribution From Acquisitions

Net of Funding



1. Net contribution to FFO per share based on projected GAAP NOI after equity and debt funding. Cumulative contribution includes FFO impact from 2023 through approximately two years post-stabilization period for both YTD acquisitions and prospective acquisition pipeline
2. Stabilization year based on weighted average year of initial stabilization for aggregate acquisitions
3. Prospective pipeline of over \$250 million of transactions under contract or accepted offer, which are subject to customer closing conditions. For aggregate portfolio, projected unlevered initial yield of approximately 5% and stabilized yield of 5.5%, with 2.5 years average time to stabilization. Post-stabilization period includes 4.0% annual rent increases. Assumes pipeline funded 85% through equity issuances at ~\$54 per share and remaining 15% funded by debt. Cost of debt projected based on 1-month term SOFR forward curve plus 90 basis points
4. Based on \$2.1 billion of acquisitions closed YTD as of 10/19/2022. For aggregate portfolio, projected unlevered initial yield of 3.0% and stabilized yield of 4.7%, with 3.5 years average time to stabilization. Post-stabilization period includes 4.0% annual rent increases. Funding based on executed equity and debt transactions



# Significant Value Creation through Repositioning & Redevelopment

Repositioning and Redevelopment pipeline projects 6.7% unlevered yields compared to mid-3.0% +/- market cap rates

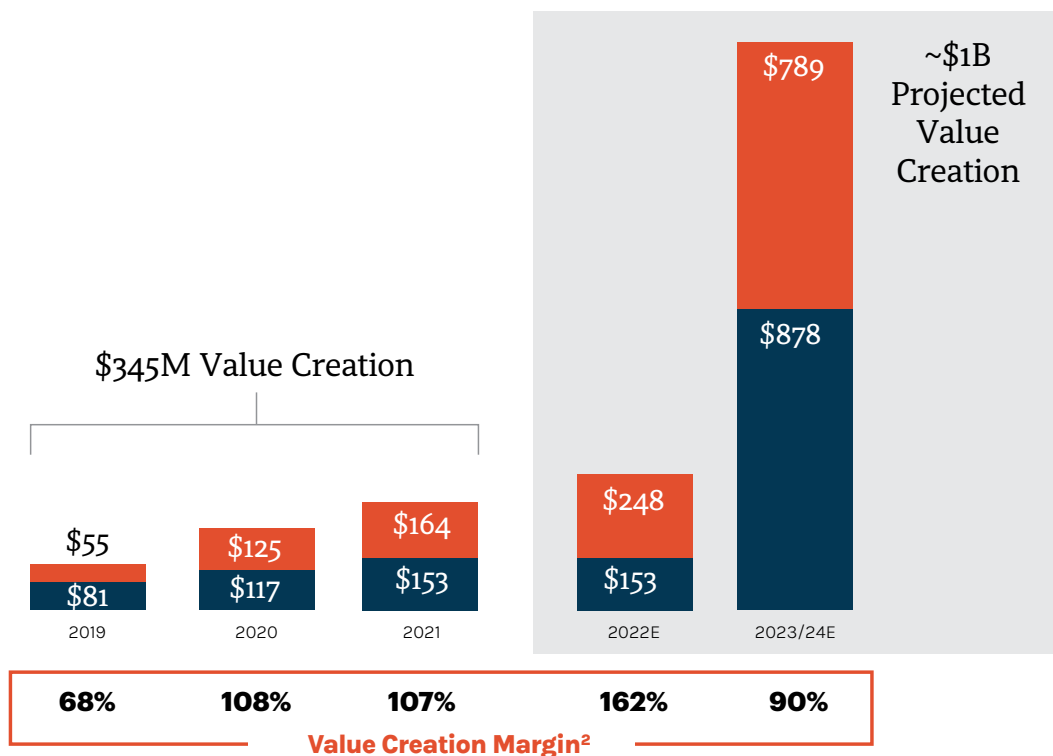
Approximately \$1 billion of value creation from in-place repositioning and redevelopment pipeline through 2024

Additional value creation embedded in acquisition pipeline

## Repositioning and Redevelopment Value Creation (\$mm)<sup>1</sup>

Includes Projects as of 9/30/2022

Value Creation Total Investment



Source: Company filing unless otherwise noted. Reflects projects underway or expected to start over the next eighteen months and project completion/stabilization timing as of 9/30/2022 per supplemental (see pages 26 and 27 of 3Q22 supplemental for further project details). Excludes other repositioning/redevelopment projects with estimated costs <\$1mm

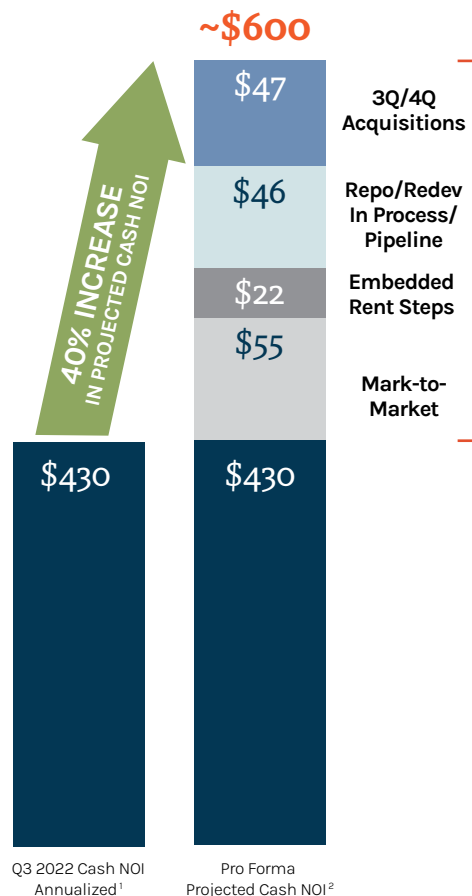
1. Value Creation calculated as incremental value at stabilization, using current market cap rates, less total investment cost

2. Value Creation Margin calculated as value creation divided by total investment



## 40% Projected Internal Cash NOI Growth (\$mm)

(Over 24 Months, as of 9/30/2022 and Excludes Future Acquisitions)

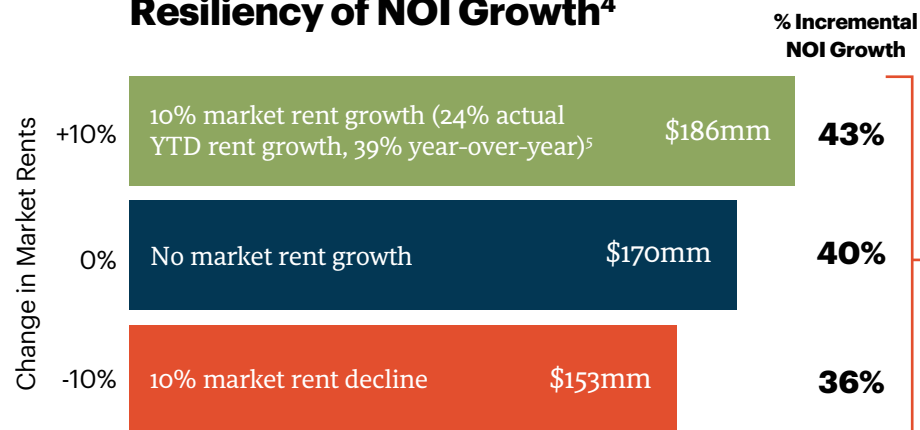


## Positioned for Superior Internal Cash NOI Growth

### ~\$170 million cash NOI growth potential embedded within existing in-place portfolio

- Annual embedded rent steps of 3.2% for Total Portfolio (3Q Executed Lease Average 4.4%)
- Annual cash same property NOI growth<sup>3</sup> of +10% per year assuming stable occupancy

### Sensitizing Market Rents Demonstrates Resiliency of NOI Growth<sup>4</sup>



**Positioned for significant NOI growth irrespective of market rent growth**

Source: Company filings unless otherwise noted

1. Based on the annualized sum of 3Q22 cash NOI of \$107.5mm

2. Includes projected NOI impact of (a) Stabilization of properties and spaces undergoing repositioning and redevelopment as of 9/30/2022; and (b) Re-leasing of 4Q22 - 3Q24 expiring square footage, not including repositioning properties, at projected 65% re-leasing spreads, assumes consolidated portfolio excluding repositioning properties occupancy remains constant at 9/30/2022 levels of 97.8%

3. Assumes portfolio square footage as of 9/30/2022. Occupancy held constant as of projected year-end 2022 with mark-to-market as of 9/30/2022. Assumes annual portfolio rent steps of 3.2% as of 9/30/2022

4. Sensitivity analysis assumes change in market rents impacting re-leasing of 4Q22 - 3Q24 expiring square footage and repositioning/redevelopment properties, with annual rent steps of 3.2% and occupancy

5. Based on Rexford's internal portfolio metrics





# Strong, Low Leverage Balance Sheet Positioned for Growth

Investment Grade Balance Sheet  
with Substantial Liquidity

**~\$1.2B**

of Liquidity<sup>1</sup> (as of 9/30/2022)

**BBB+/Baa2/BBB**

S&P / Moody's / Fitch (Positive)

Ratings upgrades by S&P and Moody's in 3Q 2022

**4.1x**

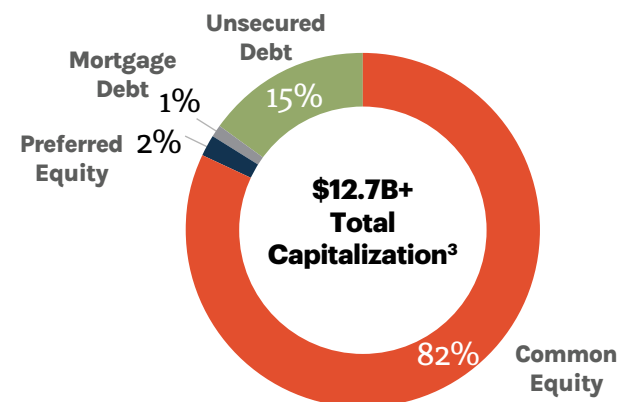
Net Debt / LQA

Adjusted EBITDA (as of 9/30/2022)<sup>2</sup>

**15.9%**

Net Debt / Total Enterprise Value

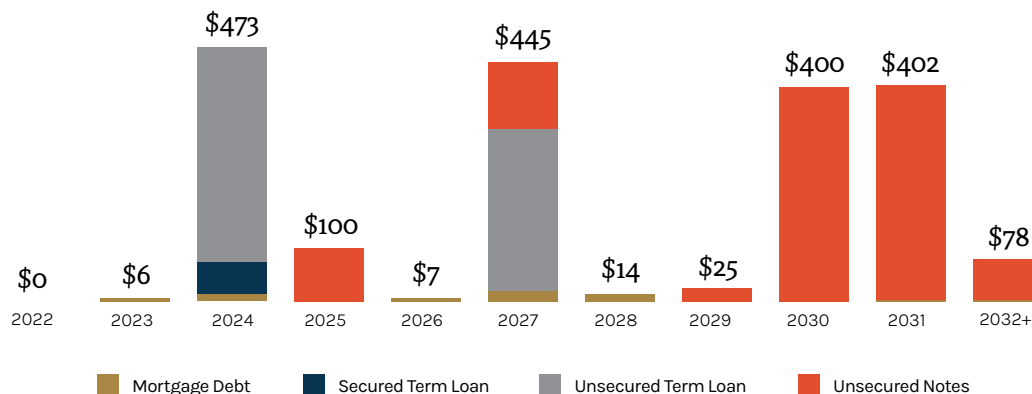
(as of 9/30/2022)



## Well-Staggered Debt Maturities (\$mm)

As of 11/7/2022<sup>4</sup>

3.4% weighted avg interest rate  
5.8 years weighted avg maturity



Note: Unless stated otherwise, all information as of 9/30/2022

1. Consists of \$37mm cash, \$189mm of forward proceeds and \$1B full capacity on revolving credit facility as of 9/30/2022

2. Last qtr annualized (LQA) Adj EBITDA for 3Q22 adjusts for non-cash stock comp, gains, non-recurring and acquisition expenses, and pro forma for the annualized impact of 3Q22 acquisitions

3. Common equity based on share price as of 11/2/2022, includes operating partnership units. Preferred equity reflects 100% of par value of preferred shares

4. \$60mm secured term loan expiring August 2023 was refinanced on 10/27/2022. New \$60mm secured term loan has interest-only payment terms, interest rate of SOFR plus 135 basis points, and expires on 10/27/2024 with three 1-year extensions



# ESG Priorities for Long-Term Success

To learn more about Rexford's ESG Impacts please  
view our report: [rexfordindustrial.com/esg](https://rexfordindustrial.com/esg).

We create  
positive impacts  
through our  
differentiated  
business model,  
**which integrates  
ESG factors into  
every decision  
we make.**



## Our Mission

is to reinvent the business of industrial real estate by **optimizing positive impacts** for the environment and our communities, tenants, employees and shareholders. We strive to continuously **create value** for all stakeholders, and, for us, value encompasses economic, community and environmental impact.

## Our Vision

is to further build upon our enduring competitive advantage by investing in our team, innovation, communities and the environment.



# Environmental Stewardship

## Recycling Buildings and Reinvigorating Communities

- We convert outdated, inefficient buildings into high-functioning, energy-efficient and higher-value properties which positively transforms communities and drives holistic change throughout infill Southern California

## Building Green

- We are committed to building green – all developments will meet the LEED Silver Certification or better
- Rexford has 52 LEED Certified buildings, representing over 4.5 million square feet, completed, under development, or in the pipeline for near-term development

## Path to Net Zero Emissions

- We have committed to establishing science-based reduction targets for greenhouse gas emissions aligned with the Science Based Targets initiative (SBTi)

## Transitioning to Clean Energy

- With over 40 million square feet of industrial buildings in infill Southern California, we have a significant opportunity to expand our investment in renewable energy
- 4.2MW of solar is currently operating on our rooftops, targeting over 9MW by the end of 2022

## Progress Toward a Resilient Future

- We conducted a climate change risk assessment following the Task Force on Climate-Related Financial Disclosures (TCFD) framework, which enhances our long-term ability to create value for our stakeholders



## Value-Add Repositioning and Redevelopment Improvements



Modernization upgrades



LEED certified buildings



Fire suppression systems



Truck access and loading docks increasing throughput



Lighting, HVAC, roofing and water conservation systems



Increased functionality and better working conditions



# Community Welfare

## Maximize Positive Community Impact

- Understanding environmental impacts of our investments and engaging with local stakeholders creates healthier, more productive environments for our tenants and the community

## Proactive Tenant Engagement and Collaboration

- Tenant surveys, ESG guides and our Green Lease Leader Gold designation ensure we are raising the bar for customer service and sustainability



## Serving Our Local Communities

- We are committed to utilizing our human, physical and financial resources to mark positive and lasting impacts in Southern California communities where we live and operate with an emphasis on youth development, environmental sustainability and the eradication of homelessness
- In 2021, 85% of our employees donated their time to volunteering in our communities

**REXFORGOOD**

1. Through an extensive cost-benefit economic analysis, we quantify the net-present-value ("NPV") of the social and environmental contribution from our business model over a 25-year period. Please refer to our 2021 Environmental, Social and Governance Report for additional details

## Rexford's differentiated business strategy ensures positive impacts on the environment and our communities



Reduced carbon and air pollution emissions



Avoided embodied carbon from demolition and material reuse



Reduced urban heat island effects



Enhanced social value of water



Reduced trucking miles



Decreased noise pollution and congestion



Improved environmental quality for tenants



Increased employee productivity and health benefits

The environmental and social benefits created through execution of our business strategy yield an estimated NPV of

**\$2.6 billion.**

This is expected to grow over time as we continue to grow our business<sup>1</sup>



# Culture of Respect & Excellence

## Our Rexford Team



Our people make everything we do possible and are the single greatest determinant of our long-term success, tenant satisfaction, environmental benefits and bottom-line growth

## Learning and Development

- Our learning culture includes a dedicated Learning and Development team, a robust internal learning platform and tuition reimbursement
- In 2021, employees completed an average of 24 hours of training per person

## Caring for and Engaging with Employees

- We provide a comprehensive benefits package including comprehensive parental leave and flexible, employee-driven time-off programs
- RexFlex is our new, permanent flexible approach to how we work and engage with our teammates, allowing employees to work from home or the office and providing maximum flexibility and engagement for our team

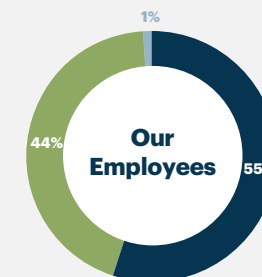
## Governance – Commitment to Integrity and Accountability

- Our principles, ESG policies and Enterprise Risk Management guide our business
- The Board of Directors has oversight over ESG



## Advancing Diversity, Equity and Inclusion

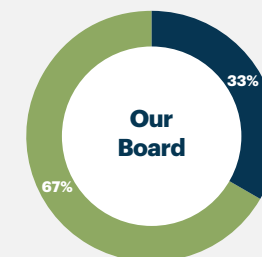
The value we create is directly linked to our culture of inclusion. We empower employees to bring their best selves to work and to provide feedback on the direction of our business



48% DIVERSE RACE / ETHNICITY

55% FEMALE

FEMALE MALE NON-BINARY



22% DIVERSE RACE / ETHNICITY





# 2022 ESG Goals

Our 2021 ESG initiatives advanced our strategic priorities, providing a strong foundation for our 2022 goals in alignment with the United Nations Sustainable Development Goals (SDGs), as outlined below



## Environmental Stewardship



7 AFFORDABLE AND CLEAN ENERGY



Install ~5 MW of solar installations bringing total portfolio to over 9MW

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



Pursue LEED Silver for new ground-up developments

13 CLIMATE ACTION



Establish science-based targets within 24 months of SBTi commitment letter

## Community Welfare



11 SUSTAINABLE CITIES AND COMMUNITIES



Exceed prior year Kingsley customer engagement survey score

Achieve Gold Green Lease Leader

Achieve 2,000 hours of employee volunteer time

## Culture of Respect and Excellence



3 GOOD HEALTH AND WELL-BEING



Maintain at least 5 points above industry average Voice of Employee survey scores

Increase employee vacation time usage by 10% over prior year

5 GENDER EQUALITY



Ensure candidate slates include minimum of 20% diverse candidates

10 REDUCED INEQUALITIES



Implement Diversity, Equity and Inclusion Employee Committee

8 DECENT WORK AND ECONOMIC GROWTH



Establish formal mentor program

Achieve average of 20 training hours per employee

13 CLIMATE ACTION



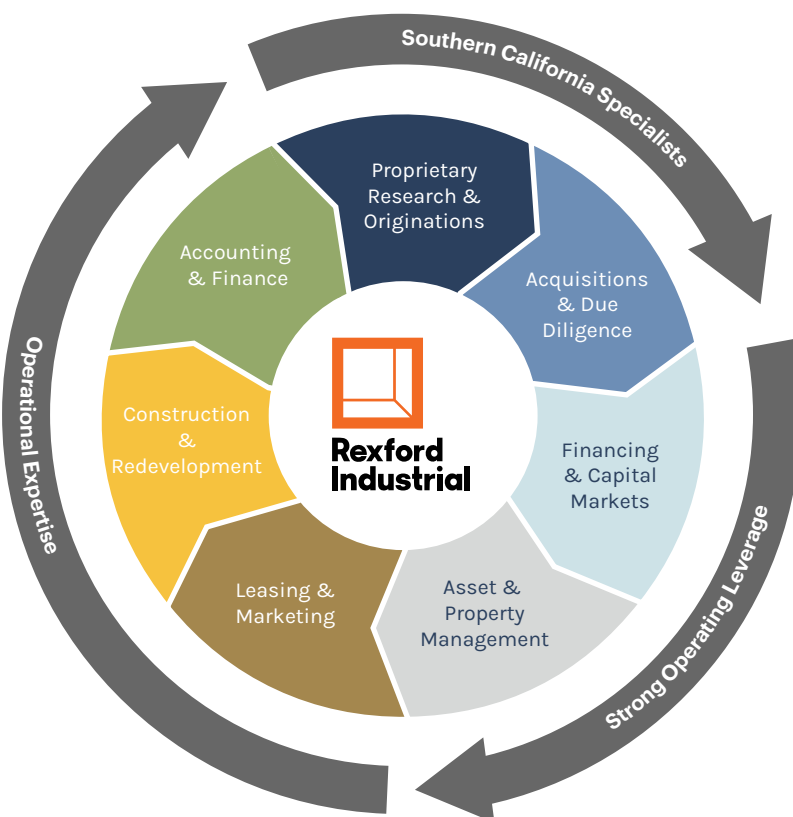
Expand board oversight over climate-related risks

Complete Carbon Disclosure Project (CDP)



# Vertically Integrated Platform, Experienced Management

Entrepreneurial and proven team with  
average of 25 years of real estate experience



Name	Title	Years of Real Estate Experience
Management		
Howard Schwimmer	Co-CEO, Director	39
Michael Frankel	Co-CEO, Director	19
Laura Clark	Chief Financial Officer	17
David Lanzer	General Counsel	24
Patrick Schlehuber	Chief Investment Officer	18
Carlos Serra	EVP, Development & Construction	24
Bruce Herbkersman	SVP, Development & Construction	31
Matt Ehrlich	SVP, Leasing	14
Erin Crum	SVP, Property Operations	21
Sharyl LaPorte	SVP, Property Operations	19
Advisory		
Richard Ziman	Chairman	48



**Rexford  
Industrial**

# Appendix.

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REXFORD  
INDUSTRIAL  
INVESTOR  
PRESENTATION

Core  
Acquisition

# Recent Acquisition

## Merge-West

Six industrial buildings on 49.7 acres

Inland Empire West

**\$470.0 million**

Acquisition Price

**July 2022**

Acquisition Date

**1,057,419 sf**

Size

## Sourcing

- Lightly-marketed transaction

## Highlights

- Newly constructed, state-of-the-art, Class A six-building industrial project situated on 49.7 acres
- Highest functionality in the Inland Empire West including 30'–40' minimum clear heights, all-concrete secured yards, ESFR fire sprinklers, extensive dock high loading and excess trailer storage
- 71% occupied, projected stabilized yield of 4.0%, growing over time by contractual rent increases of 4.0% and greater



Value  
Add  
Acquisition

# Recent Acquisition

## 6996-7044 Bandini

One industrial building on 5.5 acres

Los Angeles - Central

**\$40.5 million**

Acquisition Price

**July 2022**

Acquisition Date

**111,515 sf**

Size

## Sourcing

- Off-market transaction through a two-seller land assemblage utilizing Rexford's proprietary sourcing model and relationships

## Highlights

- At acquisition, property leased at approximately 60% below market rent
- Negotiated lease renewal with new rate commencing 2 years prior to lease expiration
- Achieved stabilized yield of 5.2%, growing by 4.0% contractual annual rent increases





Value  
Add  
Acquisition

# Recent Acquisition

## 6000-6052 & 6027-6029 Bandini

Two industrial buildings on 10.1 acres

Los Angeles - Central

**\$91.5 million**

Acquisition Price

**July 2022**

Acquisition Date

**182,782 SF**

Size

### Sourcing

- Off-market transaction utilizing Rexford's proprietary sourcing model and relationships

### Highlights

- Currently 100% leased at rents estimated to be approximately 35% below market
- Drive cash flow growth through a light refurbishment plan and renewal of existing tenants or re-tenanting at higher market rents
- Projected stabilized unlevered yield of approximately 5.0%



Core-Plus  
Acquisition

# Recent Acquisition

## City of Industry Portfolio

Three industrial buildings on 6.0 acres

Los Angeles - San Gabriel Valley

**\$42.5 million**

Acquisition Price

**Aug 2022**

Acquisition Date

**113,733 sf**

Size

## Sourcing

- Off-market transaction utilizing Rexford's proprietary sourcing model and relationships

## Highlights

- Currently 100% leased at rates estimated to be approximately 50% below market
- Drive cash flow growth through modest capital improvements and renewal of existing tenants or re-tenanting at higher market rents
- Projected stabilized unlevered yield of approximately 5.7%



Value-Add  
Property  
Renovation

# Recently Completed Repositioning

**11600 Los Nietos Road**

Single Tenant Industrial Property

Mid-Counties

**Q2 2021**

Start Date

**Q3 2022**

Stabilization Date

**106,251 SF**

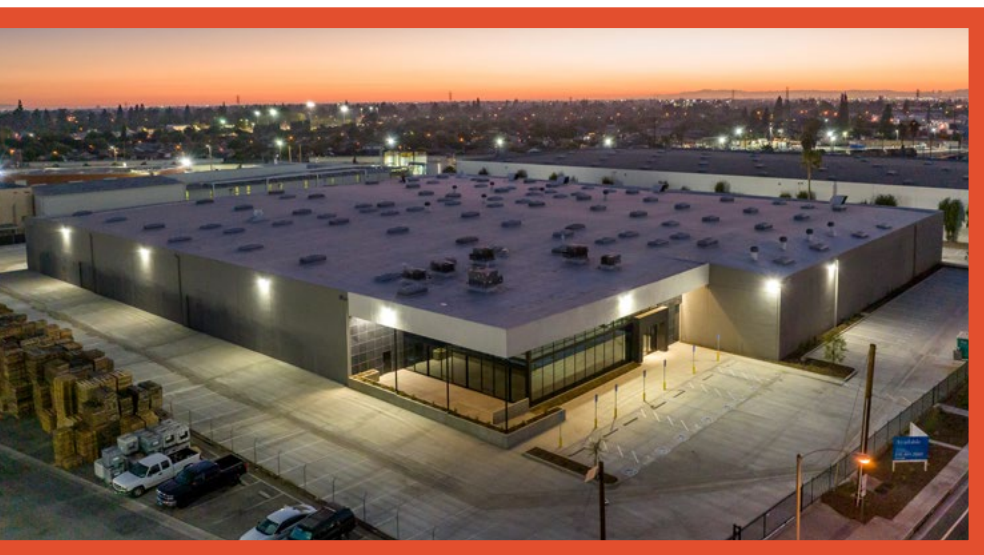
Size

## Sourcing

- Off-market transaction utilizing Rexford's proprietary sourcing model and relationships

## Highlights

- Repositioned, upgraded and modernized a prime infill industrial building with excellent freeway access
- Achieved stabilized unlevered yield of 9.3%



Property  
Development

# In-Process Redevelopment

## 1901 Via Burton

Single Tenant Industrial Property

Orange County - North

REXFORD  
INDUSTRIAL  
INVESTOR  
PRESENTATION



**Q1 2022**

Start Date

**Q2 2024**

Est. Stabilization Date

**139,449 sf**

Est. Size

## Sourcing

- Off-market transaction utilizing Rexford's proprietary sourcing model and relationships

## Highlights

- Under construction on new state-of-the art 139K SF industrial building
- Projected stabilized unlevered yield of 6.4%

# Non-GAAP Reconciliations

Net Operating Income (\$ in '000s)		
	Qtr ended 9/30/22	Qtr ended 9/30/21
Net Income (Loss)	\$ 41,648	\$ 40,186
Add:		
General and administrative	14,951	11,806
Depreciation & amortization	51,146	38,676
Other expenses	413	4
Interest expense	14,975	10,427
Loss on extinguishment of debt	–	505
Subtract:		
Management, leasing and development services	163	136
Interest income	3	7
Gain/(Loss) on sale of real estate	–	13,702
<b>Net Operating Income (NOI)</b>	<b>\$122,967</b>	<b>\$ 87,759</b>
Fair value lease revenue	(7,033)	(3,191)
Straight line rent adjustment	(8,411)	(5,865)
<b>Cash NOI</b>	<b>\$107,523</b>	<b>\$ 78,703</b>
Pro forma effect of acquisitions	3,088	8,572
Pro forma effect of dispositions	–	(186)
Pro forma effect of uncommenced leases	2,105	1,588
Pro forma effect of properties/space under repositioning	15,466	10,483
<b>Pro Forma Cash NOI</b>	<b>\$ 128,182</b>	<b>\$ 99,160</b>

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REXFORD  
INDUSTRIAL  
INVESTOR  
PRESENTATION

Source: Company filings

Funds from Operations		
	Qtr ended 9/30/22	Qtr ended 9/30/21
Net Income (Loss)	\$ 41,648	\$ 40,186
Add:		
D&A, including amounts in discontinued operations	51,146	38,676
Subtract:		
Gain on sale of real estate	–	13,702
<b>Funds from Operations</b>	<b>\$ 92,794</b>	<b>\$ 65,160</b>
Less: preferred stock dividends	(2,314)	(2,976)
Less: original issuance costs of redeemed preferred stock	–	(3,349)
Less: FFO, noncontrolling interests	(4,454)	(3,277)
Less: FFO, participating securities	(306)	(223)
<b>Company Share of FFO</b>	<b>\$ 85,720</b>	<b>\$ 55,335</b>
Loss on extinguishment of debt	–	505
Interest rate swap amortization	59	615
Acquisition expenses	359	4
Less: preferred stock dividends	(2,314)	(2,976)
Less: FFO, noncontrolling interests	(4,471)	(3,475)
Less: FFO, participating securities	(307)	(241)
<b>Company Share of Core FFO</b>	<b>\$ 86,120</b>	<b>\$ 59,592</b>
Weighted-average shares outstanding - diluted	172,831	139,630
<b>FFO per share - diluted</b>	<b>\$ 0.50</b>	<b>\$ 0.43</b>
<b>Core FFO per share - diluted</b>	<b>\$ 0.50</b>	<b>\$ 0.43</b>





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