

Terreno Realty Corporation

Q3 2022 Update

November 2, 2022



Forward Looking Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws. All statements other than statements of historical fact are forward-looking statements and, in some cases, can be identified by the use of the words “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “might,” “plan,” “project,” “result,” “should,” “will,” “seek,” “target,” “see,” “likely,” “position,” “opportunity,” “outlook,” “potential,” “enthusiastic,” “future,” and similar expressions. These statements are subject to risks, uncertainties, and assumptions and are not guarantees of future performance, which may be affected by known and unknown risks, trends, uncertainties, and factors that are beyond our control, including risks related to our ability to meet our estimated forecasts related to stabilized cap rates and the impact of the COVID-19 pandemic on our business, our tenants and the national and local economies. 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.

We caution investors that forward-looking statements are based on management's beliefs and on assumptions made by, and information currently available to, management. Factors that may cause actual results, performance or achievements to differ materially from those expressed or implied by forward-looking statements include, but are not limited to: (i) our ability to identify and acquire industrial properties on terms favorable to us; (ii) general volatility of the capital markets and the market price of our stock; (iii) adverse economic or real estate conditions or developments in the industrial real estate sector and/or in the markets in which we acquire properties; (iv) our dependence on key personnel and our reliance on third parties to property manage the majority of our industrial properties; (v) our dependence upon tenants; (vi) our ability to comply with the laws, rules and regulations applicable to companies, and in particular, public companies; (vii) our ability to manage our growth effectively; (viii) tenant bankruptcies and defaults on or non-renewal of leases by tenants; (ix) decreased rental rates or increased vacancy rates; (x) increased interest rates and operating costs; (xi) declining real estate valuations and impairment charges; (xii) our expected leverage, our failure to obtain necessary outside financing, and future debt obligations; (xiii) our ability to make distributions to our stockholders; (xiv) our failure to successfully hedge against interest rate increases; (xv) our failure to successfully operate acquired properties; (xvi) our failure to maintain our status as a real estate investment trust (“REIT”) and possible adverse changes to tax laws; (xvii) uninsured or underinsured losses relating to our properties; (xviii) environmental uncertainties and risks related to natural disasters; (xix) financial market fluctuations; (xx) changes in real estate and zoning laws and increases in real property tax rates; and (xxi) the impact of COVID-19 on the U.S., regional and global economies and the business, financial condition and results of operations of our Company and our tenants. Other factors that could materially affect results can be found in the Company's Annual Report on Form 10-K for the year ended December 31, 2021, including those set forth under the sections titled “Risk Factors” and “Management's Discussion and Analysis of Financial Condition and Results of Operations,” in the Company's preliminary prospectus supplement relating to the offering under the section titled “Risk Factors”, and in our other public filings.

We expressly disclaim any responsibility to update our forward-looking statements, whether as a result of new information, future events, or otherwise. Accordingly, investors should use caution in relying on past forward-looking statements, which are based on results and trends at the time they are made, to anticipate future results or trends.

Investment Strategy

Unique and Highly Selective Market Approach

- Acquire, own and operate industrial real estate in six major coastal U.S. markets. Exclusively.
 - Mix of core and value-add investments
 - No greenfield development
 - No complex joint ventures
 - Emphasis on discount to replacement cost provides margin of safety
- Superior market fundamentals
 - Strong demand generators (high population densities, high volume distribution points, logistics infrastructure)
 - Physical and regulatory constraints to new supply
 - Shrinking supply in certain submarkets

Functional Assets in Infill Locations

- Broad product opportunity set ⁽¹⁾
 - Warehouse / distribution (77.9%)
 - Improved land (11.8%) ⁽²⁾
 - Transshipment (6.0%)
 - Flex (including light industrial and R&D) (4.3%)
- Functional and flexible assets
 - Cater to sub-market tenant demands, including last-mile distribution
 - Generally suitable for multiple tenants
 - Opportunity for higher and better use over time

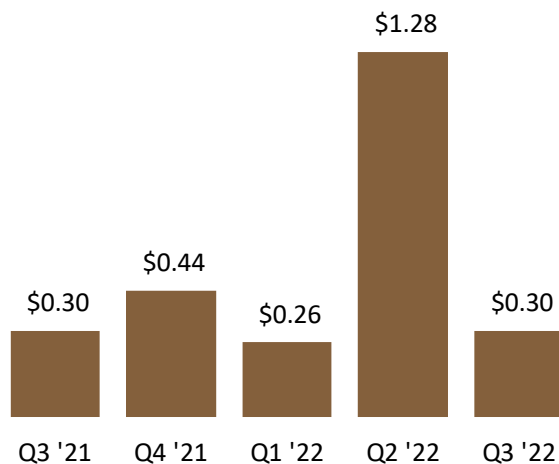
Goal: Superior same store NOI and per share NAV growth

⁽¹⁾ Reflects Terreno portfolio composition based on annualized base rent as of September 30, 2022. Excludes two properties under redevelopment that, upon completion, will consist of two improved land parcels aggregating approximately 12.1 acres.

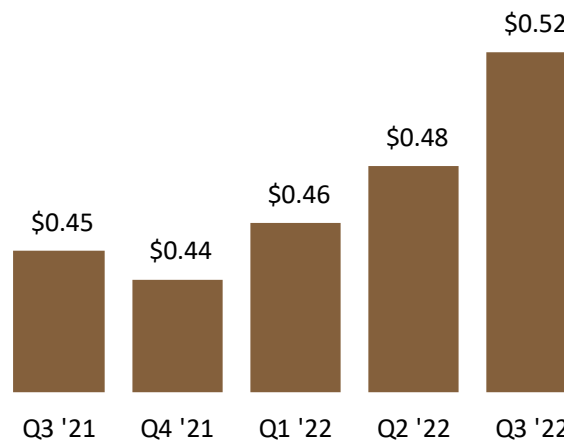
⁽²⁾ Includes 46 improved land parcels totaling approximately 159.9 acres that are 91.6% leased as of September 30, 2022. Such land is used for industrial outdoor storage and may be redeveloped to higher and better use.

Financial Highlights

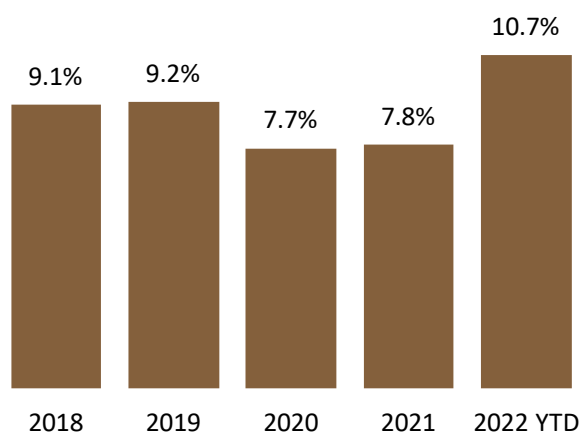
Net Income Per Share ⁽¹⁾



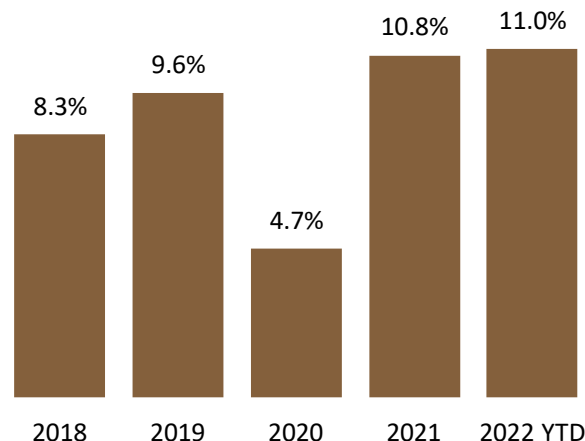
FFO Per Share ⁽²⁾



Cash Same Store NOI Growth ⁽²⁾⁽³⁾



Cash SSNOI Excluding Termination Fees ⁽²⁾⁽³⁾



(1) Net income for the three months ended June 30, 2022 includes a gain of approximately \$76.0 million resulting from the sale of Middlebrook Crossroads.

(2) This is a non-GAAP financial measure. Please see our Reporting Definitions for further explanation.

(3) Approximately \$0.4 million (40bps) of the increase in cash-basis same store NOI for the nine months ended September 30, 2022 was related to properties that were acquired vacant or with near term expirations. Same store NOI for the year ended December 31, 2020 included approximately \$3.3 million of termination fees at our Belleville property.

Recent Highlights

Investment Highlights

Q3 2022 Acquisitions	\$65.9 million
2022 YTD Acquisitions⁽¹⁾	\$377.1 million
Acquisitions Under Contract⁽¹⁾⁽²⁾	\$15.6 million
Acquisitions Under LOI⁽¹⁾⁽²⁾	\$49.5 million
2022 YTD Dispositions⁽¹⁾	\$119.0 million
Dispositions Under Contract⁽¹⁾⁽²⁾	\$26.5 million

Capital Markets Activities

- During the three and nine months ended September 30, 2022, Terreno Realty Corporation issued an aggregate of 444,512 and 471,599 shares of common stock, respectively, under the ATM at a weighted average offering price of \$64.97 and \$65.61 per share, respectively, receiving gross proceeds of approximately \$28.9 million and \$30.9 million, respectively.
- During the third quarter of 2022, Terreno Realty Corporation issued a new \$100 million five-year unsecured term loan. The new five-year unsecured term loan will mature on January 15, 2028, and the interest rate generally will be SOFR plus 1.25% to 1.75%, depending on leverage. The current interest rate is SOFR plus 1.25%. Proceeds from the term loan were used to reduce borrowings under Terreno Realty Corporation's \$400 million revolving credit facility.
- On August 1, 2022, the Company prepaid \$50 million of senior unsecured notes which bore interest at 4.23% and had an original maturity date of September 1, 2022. The Company has no remaining debt maturities in 2022 or 2023.

Operating Highlights

- Cash rents on new and renewed leases commencing during the three months ended September 30, 2022 increased approximately 65.9% on approximately 0.7 million square feet and 5.1 acres of improved land; tenant retention during the three months ended September 30, 2022 was 76.2% for the operating portfolio and 53.3% for the improved land portfolio. Cash rents on new and renewed leases commencing during the nine months ended September 30, 2022 increased approximately 50.3% on approximately 1.9 million square feet and 16.5 acres of improved land; tenant retention during the nine months ended September 30, 2022 was 51.4% for the operating portfolio and 74.2% for the improved land portfolio.
- Total portfolio, excluding two properties under redevelopment and 46 improved land parcels, was 98.4% leased as of September 30, 2022 as compared to 97.9% at June 30, 2022 and 98.0% at September 30, 2021.
- The same store portfolio of approximately 12.2 million square feet, representing approximately 79.3% of our total square feet, was 98.9% leased as of September 30, 2022 as compared to 98.0% as of June 30, 2022 and 98.6% as of September 30, 2021.

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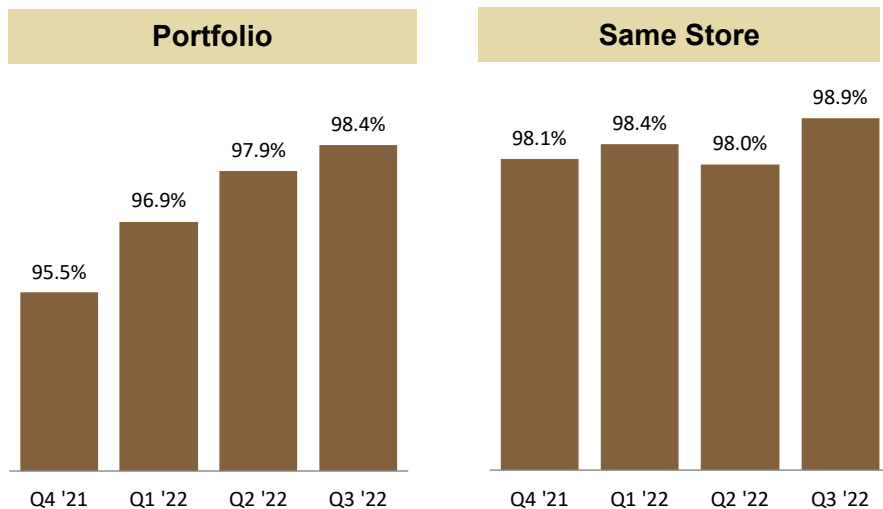
(1) As of November 1, 2022.

(2) There is no assurance that we will acquire or dispose of the properties under contract or letter of intent because the proposed acquisitions and dispositions are subject to the completion of satisfactory due diligence and various closing conditions and, in the case of properties under letter of intent, purchase and sale agreements.

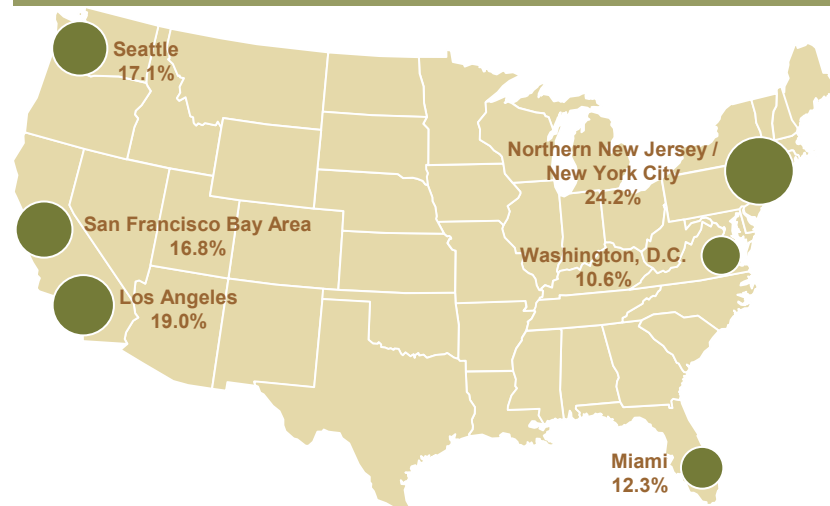


Current Portfolio Overview

Occupancy ⁽¹⁾



Six Major Coastal U.S. Markets ⁽²⁾



Key Metrics ⁽³⁾

Square Feet	15.4 million	Average Acquisition Size	\$14.9 million
Number of Buildings	252	Weighted Average Occupancy at Acquisition	85.2%
46 Improved Land Parcels	159.9 acres; 91.6% leased	Two Land Parcels Under Redevelopment	12.1 acres

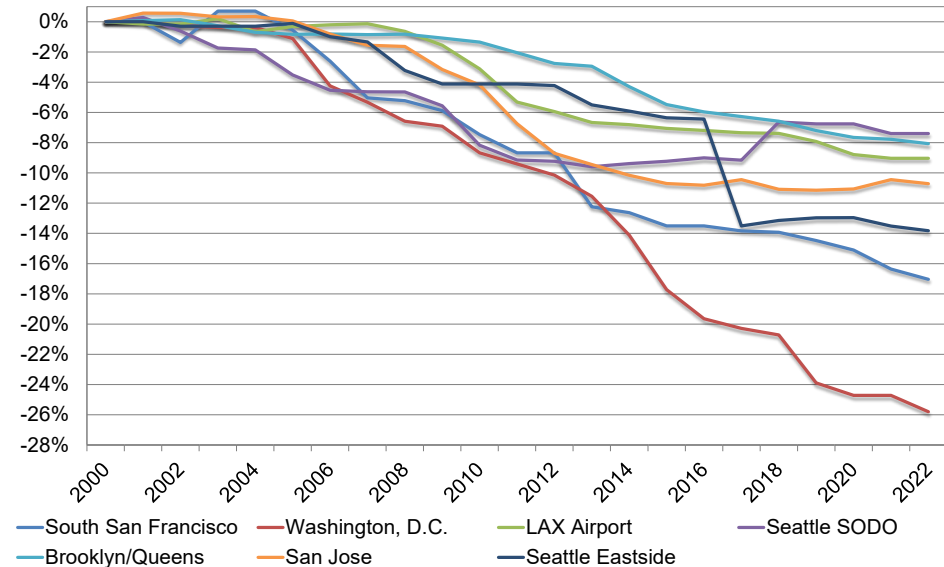
- (1) Portfolio and Same Store occupancy based on 15.4 million and 12.2 million square feet, respectively, as of September 30, 2022, and excludes 46 improved land parcels consisting of 159.9 acres and two properties under redevelopment that, upon completion, will consist of two improved land parcels aggregating approximately 12.1 acres.
- (2) Based on annualized base rent by market including 15.4 million square feet and 46 improved land parcels consisting of 159.9 acres as of September 30, 2022. Excludes two properties under redevelopment that, upon completion, will consist of two improved land parcels aggregating approximately 12.1 acres.
- (3) Properties owned as of September 30, 2022. Excludes two properties under redevelopment that, upon completion, will consist of two improved land parcels aggregating approximately 12.1 acres. Average acquisition size and weighted average occupancy at acquisition exclude 27 properties sold with an aggregate 3.9 million square feet.

Terreno's Submarket Focus

Highly Focused Submarket Strategy

- 35% of portfolio located in **shrinking supply** submarkets ⁽¹⁾
 - Characterized by shrinking industrial supply. Offers opportunities to convert existing buildings into higher and better use over time. Urban infill.
- 48% of portfolio in **no net new supply** submarkets ⁽¹⁾
 - Characterized by older existing industrial product. Offers opportunities to redevelop existing buildings into new, modern industrial buildings. Infill.
- 17% of portfolio in **new supply** submarkets ⁽¹⁾
 - Characterized by industrial buildings that will remain in their current state for the foreseeable future with previously undeveloped land available for industrial development. Greenfield.

Percentage Decrease in Industrial Supply Since 2000 ⁽²⁾ In Select Submarkets



Submarket	SF Decrease (Millions of SF)	Total SF Decrease Since 2000	Annual SF Decrease
Washington, D.C.	2.6	25.8%	1.2%
South San Francisco	3.1	17.0%	0.8%
Seattle Eastside	1.6	13.8%	0.6%
San Jose	6.5	10.7%	0.5%
LAX Airport	1.7	9.0%	0.4%
Brooklyn/Queens	14.6	8.1%	0.4%
Seattle SODO	1.7	7.4%	0.3%

7 ⁽¹⁾ As of November 1, 2022. Reflects Terreno's portfolio composition based on geography and purchase price, includes properties under redevelopment, and improved land parcels. Refer to Appendix for submarket classifications.

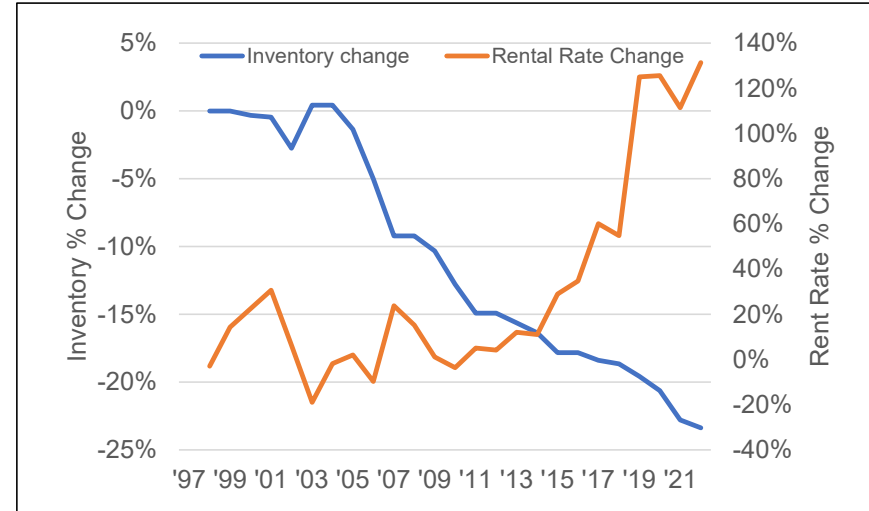
⁽²⁾ Data provided by Costar. As a comparison, industrial supply has increased 26% nationally and 129% in the Inland Empire since 2000.



Shrinking Supply: South San Francisco

Approximately 23% Decrease in Supply Since 1997

Percentage Inventory Decrease and Rental Rate Increase Since 1997

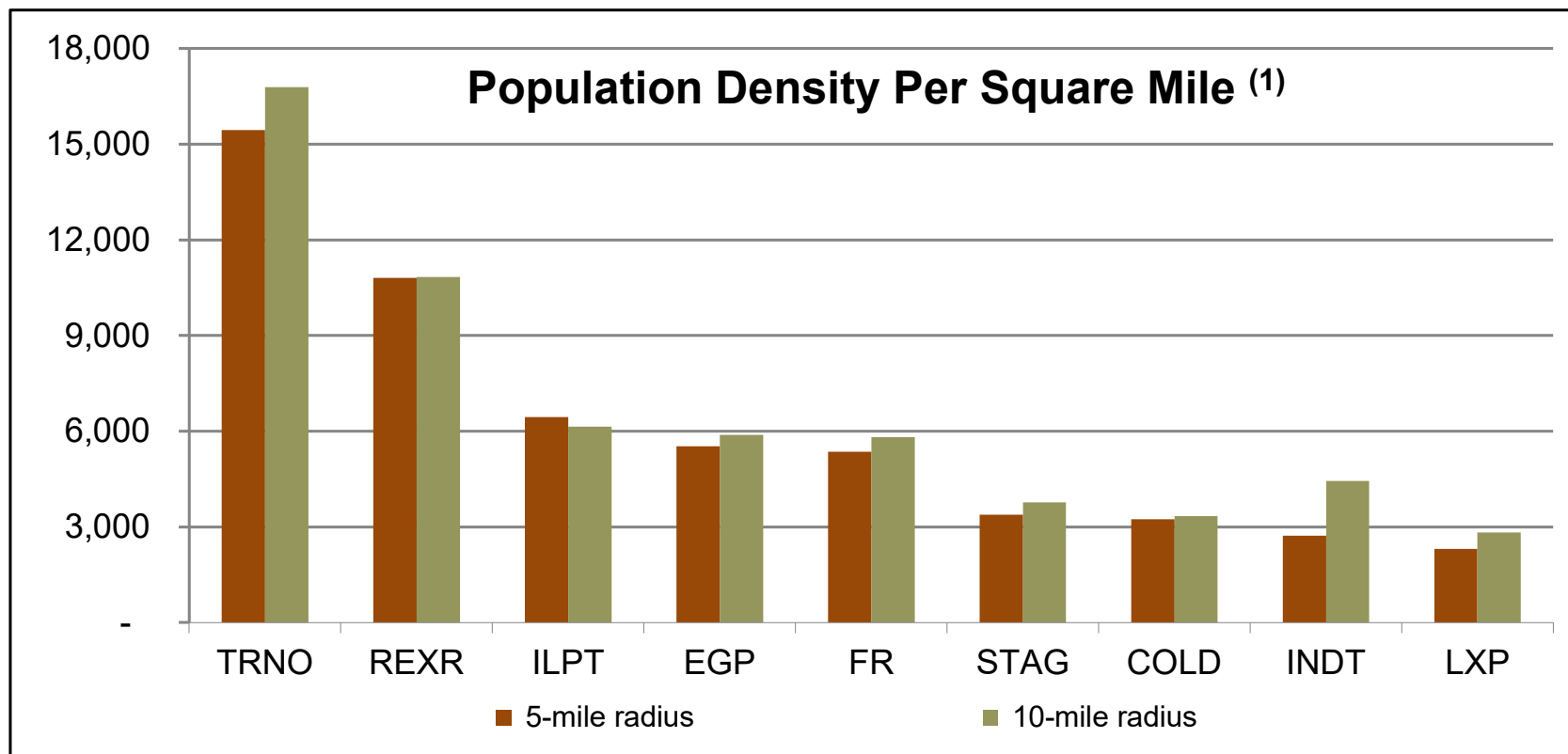


Source: CoStar

- South San Francisco zoning limits freight forwarding contributing to higher and better use conversions.
- Industrial buildings are being demolished and replaced by life science, creative office, manufacturing, and multifamily.

Submarket Focus: Infill

Terreno portfolio located within highest density population submarkets as compared to other industrial REITs



(1) Represents average population density weighted by square feet and ranked by 5-mile radius.

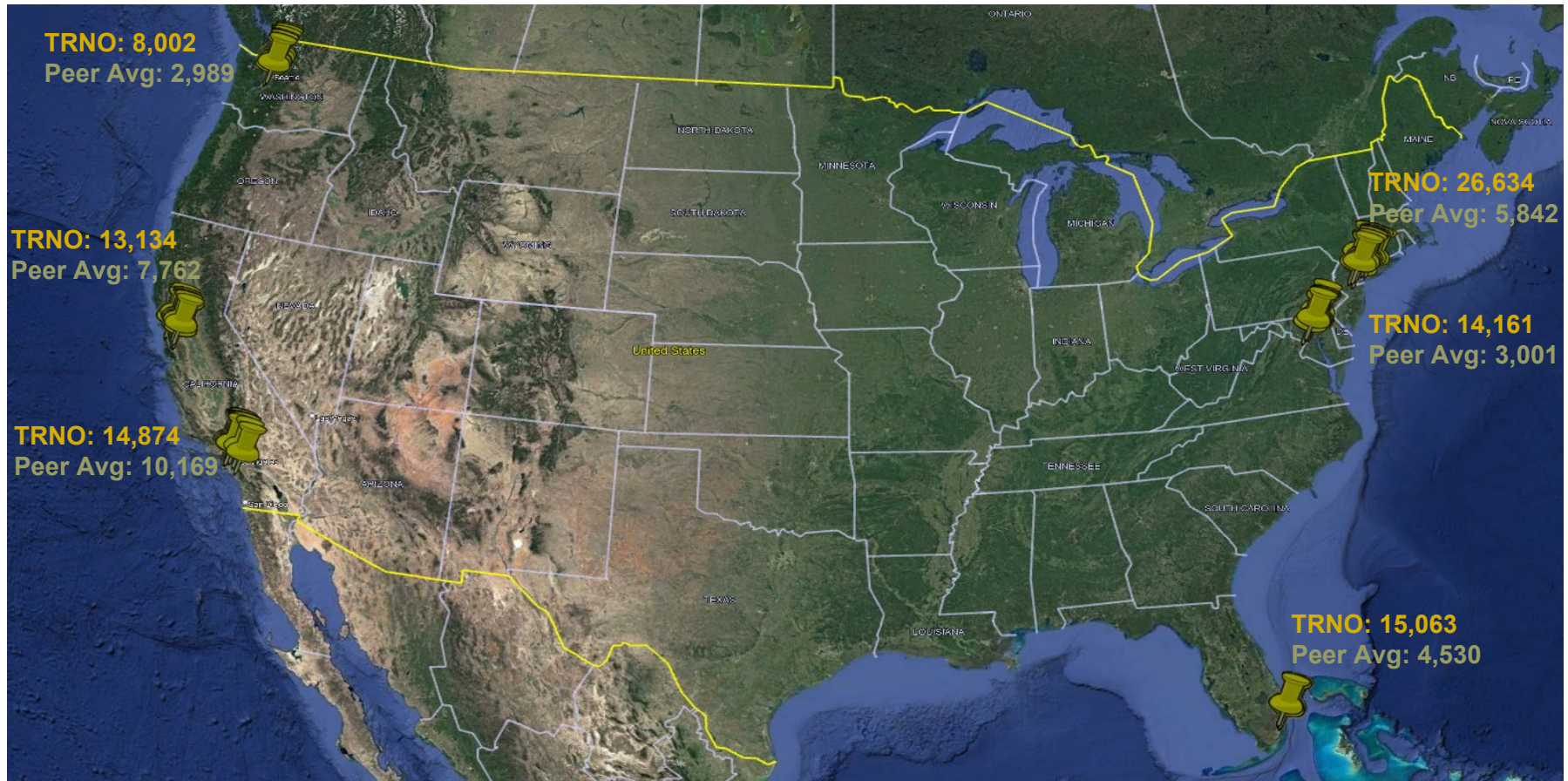
Prologis (NYSE: PLD) excluded due to lack of disclosed data.

Source: S&P Global Market Intelligence, Terreno Realty Corporation.



Submarket Focus: Infill

Terreno portfolio located within highest density population submarkets as compared to other industrial REITs



- TRNO represents average population density within 5-mile radius of owned properties, weighted by square footage.
- Peers represent average population density within 5-mile radius of owned properties for combined portfolios of COLD, EGP, FR, ILPT, INDT, LXP, REXR, and STAG, weighted by square footage, and located in states with TRNO-owned properties.
- PLD excluded due to lack of disclosed data.
- Source: S&P Global Market Intelligence, Terreno Realty Corporation.



Superior Long-Term Results

11.0%

Average Cash
SSNOI Growth
Since IPO⁽¹⁾

12.6%

Unleveraged IRR on
27 Sold Properties
Since IPO⁽¹⁾

12.8%

Dividend CAGR
Since 2011 Initiation

10.6%

TSR CAGR Since
2010 IPO

(1) See Appendix for details.

Selected Recent Acquisitions

4857 W 147th Street

Hawthorne, CA
August 2, 2022

- Purchase Price: \$6.5 million
- Size: 1.3-acre improved land parcel. The property is expected to be redeveloped with the construction of an approximately 35,800 square foot LEED-certified industrial distribution building
- Estimated Stabilized Cap Rate of Redeveloped Property: 5.0%
- Occupancy: Leased on a short-term basis
- Location: Adjacent to I-405 approximately four miles south of Los Angeles International Airport



19500 South Alameda Street

Rancho Dominguez, CA
August 3, 2022

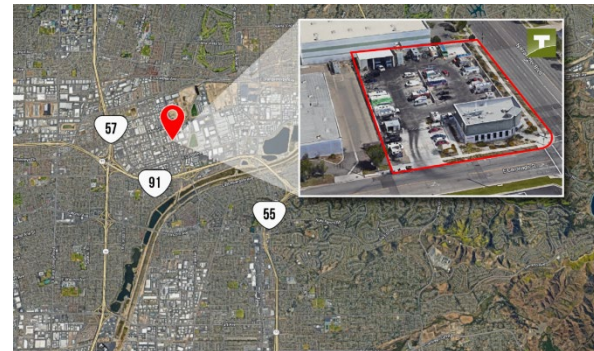
- Purchase Price: \$32.1 million
- Size: 3.0-acre improved land parcel
- Estimated Stabilized Cap Rate: 5.5%
- Occupancy: 100% leased to two tenants on a short-term basis
- Location: South of the Gardena Freeway (SR 91) and west of the Long Beach Freeway (I-710)



3091 East Coronado Street

Anaheim, CA
September 6, 2022

- Purchase Price: \$7.3 million
- Size: 1.2-acre improved land parcel
- Estimated Stabilized Cap Rate: 5.0%
- Occupancy: Acquired vacant. Terreno Realty Corporation executed a lease for the property commencing on the date of acquisition and ending December 2027
- Location: Adjacent to the intersection of the Riverside Freeway (SR 91) and the Orange Freeway (SR 57)



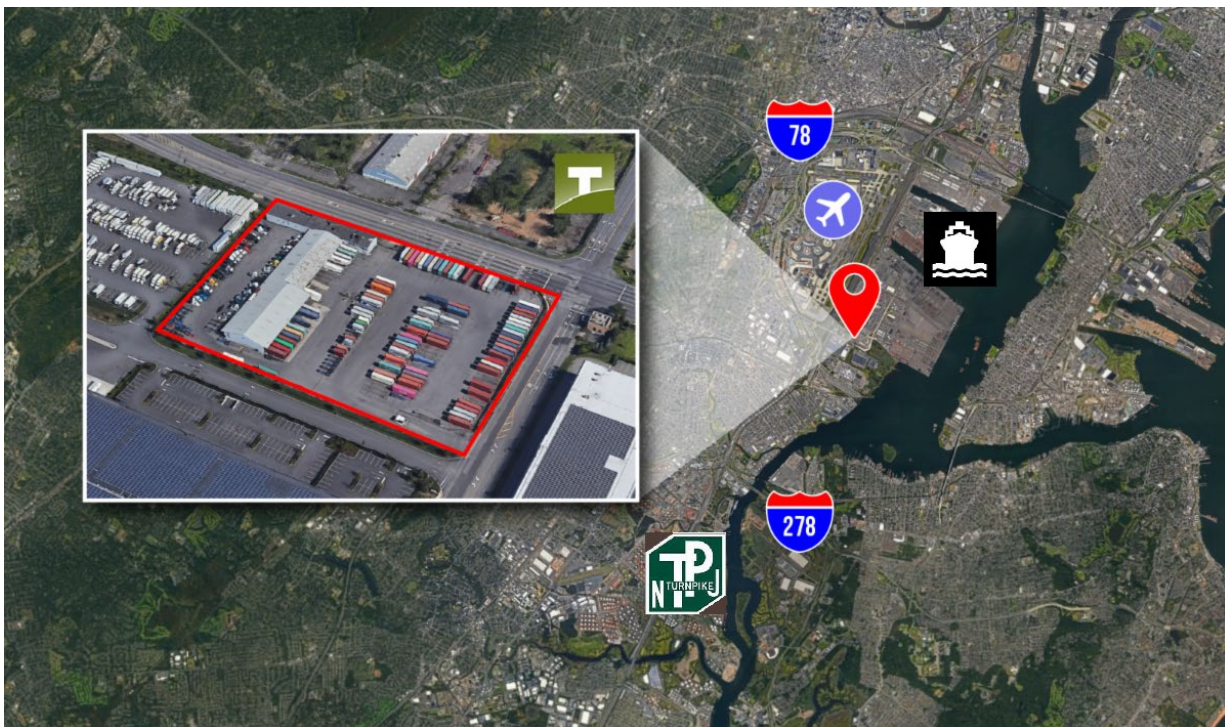
Selected Examples of Value Creation

Since Terreno's 2010 IPO, approximately 60% of our acquisitions have been value-add investments. Terreno has successfully stabilized 104 value-add investments to date. Terreno has sold approximately 9% of our properties for an unleveraged IRR of 12.6%.

Strategy	Examples
Leasing and Redevelopment	228 North Avenue, Elizabeth, NJ: One industrial transshipment building containing approximately 31,000 square feet on 6.0 acres acquired in October 2021 for approximately \$44.0 million. During the third quarter of 2022, Terreno executed a lease with a nationwide operator of container freight stations. The lease will commence subsequent to the January 2023 expiration of the current lease and expire October 2027, resulting in an estimated stabilized cap rate of 6.6%. 3000 NW 73rd Street, Miami, FL: Completed the development of two 32' clear height industrial distribution buildings containing 129,000 square feet which have achieved LEED certification. The buildings provide 36 dock-high loading positions and parking for 104 cars approximately three miles from Miami International Airport and six miles from both PortMiami and Downtown Miami. The redevelopment, originally scheduled to be completed in the fourth quarter of 2022, was stabilized in September 2022. The property is 92% leased to 11 tenants with leases expiring between 2025 and 2027 resulting in an estimated stabilized cap rate of 8.1% and a total expected investment of \$20.2 million.
Value Realized	Sold 27 properties since inception for a sales price totaling \$526.7 million, realizing an 12.6% unleveraged IRR. Most recently, sold 79th Avenue South in Kent, WA. Terreno acquired the property for approximately \$2.8 million in July 2014. The property was sold in October 2022 for approximately \$8.7 million, generating an unleveraged IRR of 15.6%.



Value Creation – Leasing



- **Property:** 228 North Avenue
- **Location:** Elizabeth, NJ, adjacent to Exit 13A of the New Jersey Turnpike, Port Newark and Newark Liberty International Airport
- **Size:** One industrial transshipment building containing approximately 31,000 square feet on 6.0 acres
- **Acquisition Price:** \$44.0 million in October 2021
- **Occupancy at Acquisition:** 100% leased to one tenant on a short-term basis

- **2022 Leasing:** Executed a lease with a nationwide operator of container freight stations. The lease will commence subsequent to the January 2023 expiration of the current lease and expire October 2027

Value Creation – Estimated stabilized cap rate after releasing of 6.6%

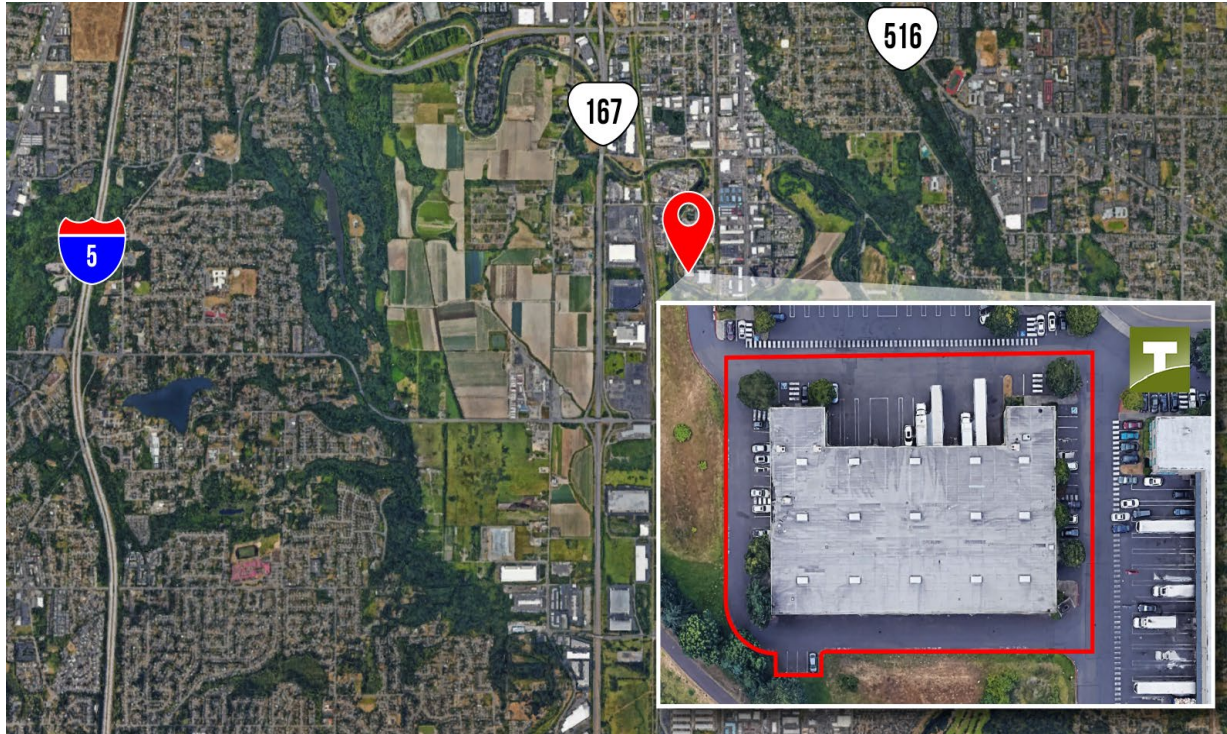
Value Creation – Redevelopment



- **Property:** 3000 NW 73rd Street
- **Location:** Miami, FL, approximately three miles from Miami International Airport and six miles from both PortMiami and Downtown Miami
- **Size:** 5.8 acres
- **Acquisition Date:** April 2021
- **Redevelopment:** Construction of two newly developed LEED certified industrial buildings with 32' clear height totaling 129,000 square feet. The buildings provide 36 dock-high loading positions and parking for 104 cars
- **Stabilization:** The redevelopment, originally scheduled to be completed in the fourth quarter of 2022, was stabilized in September 2022. The property is 92% leased to 11 tenants with leases expiring between 2025 and 2027

**Value Creation – Estimated stabilized cap rate of 8.1%
and total expected investment of \$20.2 million**

Value Realized



- **Property:** 79th Avenue South
- **Location:** Kent, WA
- **Size:** One industrial distribution building containing approximately 32,000 square feet on 3.8 acres
- **Acquisition Price:** \$2.8 million in July 2014
- **Value Created:** Sold in October 2022 for approximately \$8.7 million, generating an unleveraged IRR of 15.6%

Value Realized – Sold in October 2022 for \$8.7 million (net book value of approximately \$2.9 million) generating an estimated unleveraged internal rate of return of 15.6%

Environmental Highlights

We contribute positively to the environment by owning and operating facilities in infill locations close to population centers thereby minimizing vehicle miles traveled and the concomitant use of fuel and production of airborne particulate matter pollution. We do not develop buildings in greenfield locations. When re-leasing and redeveloping, we reduce our carbon footprint by upgrading existing facilities with energy efficient lighting and heating, and water saving solutions. Many of our properties are in historical manufacturing sites and we remove hazardous materials and remediate those sites that have environmental contaminants.

Recent Highlights

Rooftop Solar

- Entered agreements to host rooftop solar projects in our Washington, D.C., Los Angeles, and Northern New Jersey/New York markets. The Company expects the projects to become operational through 2023 and 2024 as part of Terreno Realty Corporation's sustainability goal of rooftop solar on at least 5% of total rooftop area by year-end 2024.

Green Building Certifications



- Achieved LEED certification at 3000 NW 73rd Street in Miami, Florida. To date, we have achieved LEED certification on 624,000 square feet of newly-developed buildings built on former landfill and industrial land sites and commenced LEED certification on an additional 809,000 square feet of newly-developed buildings built on former landfill sites in Miami.

Energy Efficient Lighting

- More than 70% of our portfolio now contains energy efficient lighting and we are committed to upgrading the lighting across the portfolio as we gain access to units during vacancy periods.

Commitment to ESG Excellence

- Formed an Environmental, Social and Governance ("ESG") committee with senior management stakeholders, incorporated ESG goals in annual and long-term business plans, and increased our GRESB Real Estate Assessment score from 35 in 2021 to 56 in 2022, our second year of participation in the Assessment.



Market Leading Corporate Structure

Management Alignment

- Executive Team's long-term incentive compensation fully aligned with stockholders
 - Performance shares tied to three-year total stockholder return exceeding the MSCI U.S. REIT Index and FTSE Nareit Equity Industrial Index
 - No annual cash bonus plan for CEO and President with their long-term compensation paid solely in stock
- No stock options, SARs, dividend equivalent units or UPREIT units
- Significant senior management and board investment in common shares (approximately 2.4% of outstanding shares valued at \$104.4 million)

Corporate Governance

- Tied for #1 among all REITs for Corporate Governance by Green Street Advisors, July 14, 2022
- Majority independent directors with diverse expertise serving annual terms; no classification of Board without shareholder approval ("MUTA opt-out")
- Adopted a majority voting standard in non-contested director elections
- Opted out of three Maryland anti-takeover provisions (no opt in without stockholder approval)
- Ownership limits designed to protect REIT status and not for the purpose of serving as an anti-takeover device
- No stockholder rights plan unless approved in advance by stockholders or if adopted, subject to termination if not ratified by stockholders within 12 months



Key Takeaways

- Focused strategy
 - Six major coastal US markets, exclusively
 - Flexible and functional assets in infill locations
- Acquisition opportunities across our target markets at discounts to replacement cost
 - Ability to convert value-add investments into stabilized assets and realize value
 - Urban infill locations provide superior rent growth and higher and better use opportunities over time
- Strong balance sheet including an investment grade credit rating
- Demonstrated value creation with 27 properties sold for an aggregate sales price of approximately \$526.7 million earning a 12.6% unleveraged IRR
- 12.8% dividend CAGR since initiating dividend in 2011
- 10.6% compounded annual total shareholder return since 2010 IPO
- Aligned management team and market leading corporate governance

Appendix

Appendix: Statements Of Operations

CONSOLIDATED STATEMENTS OF OPERATIONS (in thousands except share and per share data)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2022	2021	2022	2021
REVENUES				
Rental revenues and tenant expense reimbursements	\$ 70,801	\$ 57,269	\$ 200,205	\$ 161,255
Total revenues	70,801	57,269	200,205	161,255
COSTS AND EXPENSES				
Property operating expenses	17,140	14,200	49,820	40,883
Depreciation and amortization	16,957	13,636	47,227	36,980
General and administrative ⁽¹⁾	8,139	6,800	22,999	19,248
Acquisition costs	36	-	1,091	172
Total costs and expenses	42,272	34,636	121,137	97,283
OTHER INCOME (EXPENSE)				
Interest and other income	175	228	411	685
Interest expense, including amortization	(6,265)	(4,686)	(16,393)	(12,847)
Gain on sales of real estate investments	-	3,185	76,048	3,185
Total other income and expenses	(6,090)	(1,273)	60,066	(8,977)
Net income	22,439	21,360	139,134	54,995
Allocation to participating securities	(107)	(87)	(583)	(191)
Net income available to common stockholders	\$ 22,332	\$ 21,273	\$ 138,551	\$ 54,804
EARNINGS PER COMMON SHARE - BASIC AND DILUTED:				
Net income available to common stockholders - basic	\$ 0.30	\$ 0.30	\$ 1.84	\$ 0.79
Net income available to common stockholders - diluted	\$ 0.30	\$ 0.30	\$ 1.84	\$ 0.79
BASIC WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	75,495,232	70,516,787	75,316,222	69,571,511
DILUTED WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	75,588,750	70,752,863	75,402,846	69,799,206

Appendix: Net Income, FFO and Adjusted FFO

NET INCOME, FFO AND ADJUSTED FFO ⁽¹⁾ (in thousands except share and per share data)	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2022	2021	2022	2021
Total revenues	\$ 70,801	\$ 57,269	\$ 200,205	\$ 161,255
Property operating expenses	(17,140)	(14,200)	(49,820)	(40,883)
Depreciation and amortization	(16,957)	(13,636)	(47,227)	(36,980)
General and administrative ⁽²⁾	(8,139)	(6,800)	(22,999)	(19,248)
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Allocation to participating securities	(107)	(87)	(583)	(191)
Net income available to common stockholders	\$ 22,332	\$ 21,273	\$ 138,551	\$ 54,804
Net income available to common stockholders per common share - basic	\$ 0.30	\$ 0.30	\$ 1.84	\$ 0.79
Net income available to common stockholders per common share - diluted	\$ 0.30	\$ 0.30	\$ 1.84	\$ 0.79
Adjustments to arrive at Funds from Operations:				
Gain on sales of real estate investments	-	(3,185)	(76,048)	(3,185)
Depreciation and amortization related to real estate	16,945	13,614	47,171	36,928
Allocation to participating securities	(182)	(126)	(464)	(302)
Funds from Operations ⁽¹⁾	\$ 39,202	\$ 31,663	\$ 109,793	\$ 88,436
Funds from operations per common share - basic	\$ 0.52	\$ 0.45	\$ 1.46	\$ 1.27
Funds from operations per common share - diluted	\$ 0.52	\$ 0.45	\$ 1.46	\$ 1.27
Adjustments to arrive at Adjusted Funds From Operations:				
Acquisition costs	36	-	1,091	172
Stock-based compensation	2,679	2,360	7,518	7,007
Straight-line rents	(2,889)	(2,254)	(7,326)	(5,845)
Amortization of lease intangibles	(4,198)	(2,046)	(10,807)	(5,117)
Total capital expenditures ⁽³⁾	(20,457)	(21,405)	(81,572)	(50,129)
Capital expenditures related to stabilization ⁽⁴⁾	12,211	14,216	54,907	28,013
Adjusted Funds from Operations	\$ 26,584	\$ 22,534	\$ 73,604	\$ 62,537
Common stock dividends paid	\$ 25,686	\$ 20,428	\$ 76,984	\$ 60,389
Weighted average basic common shares	75,495,232	70,516,787	75,316,222	69,571,511
Weighted average diluted common shares	75,588,750	70,752,863	75,402,846	69,799,206

(1) See Reporting Definitions for further explanation.

(2) Includes non-cash compensation associated with the Company's Performance Share awards. The Company recognized compensation expense related to all Performance Share awards outstanding of approximately \$1.3 million and \$1.3 million for the three months ended September 30, 2022 and 2021, respectively, and approximately \$3.2 million and \$4.0 million for the nine months ended September 30, 2022 and 2021, respectively.

(3) Total capital expenditures includes approximately \$3.4 million and \$3.6 million for the three and nine months ended September 30, 2022, respectively related to roof replacements in advance of rooftop solar installations as part of our environmental, social and governance initiatives.

(4) Capital expenditures related to stabilization includes costs incurred related to leasing acquired vacancy and redevelopment projects.

Appendix: Supplemental Components of NAV

COMPONENTS OF NET OPERATING INCOME⁽¹⁾ (in thousands except share and per share data)

	For the Three Months Ended September 30, 2022
Total revenues	\$ 70,801
Less straight-line rents	(2,889)
Less amortization of lease intangibles	(4,198)
Less property operating expenses	(17,140)
Cash net operating income	\$ 46,574

CONTRACTUAL RENT ABATEMENTS	\$ 2,433
LEASE TERMINATION INCOME	\$ 96

BALANCE SHEET ITEMS (in thousands except share and per share data)

Other assets and liabilities	As of September 30, 2022
Cash and cash equivalents	\$ 10,153
Restricted cash	844
Construction in progress ⁽²⁾	44,320
Other assets, net	58,043
Less straight-line rents	(38,462)
Security deposits	(27,247)
Dividends payable	(30,427)
Accounts payable and other liabilities	(57,814)
Total other assets and liabilities	\$ (40,590)

DEBT

Credit facility	\$ (10,000)
Term Loan ⁽³⁾	(200,000)
Senior unsecured notes ⁽³⁾	(575,000)
Total debt	\$ (785,000)

Total shares outstanding 76,066,729

Q3 2022 Acquisitions

Property Name	Date	Purchase Price (in thousands)	Estimated Stabilized Cap Rate	Leased % at Acquisition
8050 NW 90th St	July 5, 2022	\$ 20,000	5.6%	0%
4857 W 147th St	August 2, 2022	6,500	5.0%	100%
19500 South Alameda St	August 3, 2022	32,075	5.5%	100%
3091 East Coronado St	September 6, 2022	7,325	5.0%	0%
Total/Weighted Average		\$ 65,900	5.4%	59%

SUMMARY MARKET INFORMATION (Investments in Real Estate) ⁽²⁾

Market	Rentable Square Feet	Occupancy % as of September 30, 2022	Annualized Base Rent (000's)	Base Rent Per Occupied Square Foot
Los Angeles	2,753,852	99.2%	\$ 32,798	\$ 12.01
Northern New Jersey/New York City	2,868,885	95.8%	41,009	14.91
San Francisco Bay Area	2,438,522	99.4%	34,251	14.14
Seattle	2,815,767	97.5%	32,666	11.91
Miami	2,798,627	99.6%	25,429	9.12
Washington, D.C.	1,762,136	99.4%	20,959	11.96
Total/Weighted Average	15,437,789	98.4%	\$ 187,112	\$ 12.32

SUMMARY MARKET INFORMATION (Improved Land) ⁽²⁾

Market	Number of Parcels	Acreage	Occupancy % as of September 30, 2022	Annualized Base Rent (000's)
Los Angeles	14	28.3	92.5%	\$ 7,508
Northern New Jersey/New York City	13	68.0	100.0%	10,375
San Francisco Bay Area	3	7.1	100.0%	1,452
Seattle	10	25.9	83.4%	3,736
Miami	3	9.9	32.0%	428
Washington, D.C.	3	20.7	100.0%	1,734
Total/Weighted Average	46	159.9	91.6%	\$ 25,233

(1) See Reporting Definitions for further explanation.

(2) The Company had two properties under redevelopment as of September 30, 2022 that, upon completion, will consist of two improved land parcels aggregating approximately 12.1 acres, with a total expected investment of approximately \$51.3 million.

(3) Excludes deferred financing costs and loan fees.

Appendix: Same Store Results

SAME STORE GROWTH ⁽¹⁾ (in thousands)	For the Three Months Ended September 30,				For the Nine Months Ended September 30,			
	2022	2021	\$ Change	% Change	2022	2021	\$ Change	% Change
Net income	\$ 22,439	\$ 21,360	\$ 1,079	5.1%	\$ 139,134	\$ 54,995	\$ 84,139	153.0%
Depreciation and amortization	16,957	13,636	3,321	24.4%	47,227	36,980	10,247	27.7%
General and administrative	8,139	6,800	1,339	19.7%	22,999	19,248	3,751	19.5%
Acquisition costs	36	-	36	n/a	1,091	172	919	534.3%
Total other income and expenses	6,090	1,273	4,817	378.4%	(60,066)	8,977	(69,043)	n/a
Net operating income	53,661	43,069	10,592	24.6%	150,385	120,372	30,013	24.9%
Less non-same store NOI	(12,464)	(4,625)	(7,839)	169.5%	(31,342)	(9,914)	(21,428)	216.1%
Same store NOI	\$ 41,197	\$ 38,444	\$ 2,753	7.2%	\$ 119,043	\$ 110,458	\$ 8,585	7.8%
Less straight-line rents and amortization of lease intangibles	(2,288)	(2,826)	538	(19.0)%	(6,189)	(8,470)	2,281	(26.9)%
Cash-basis same store NOI	\$ 38,909	\$ 35,618	\$ 3,291	9.2%	\$ 112,854	\$ 101,988	\$ 10,866	10.7%
Less termination fee income	(96)	(470)	374	(79.6)%	(345)	(617)	272	(44.1)%
Cash-basis same store NOI excluding termination fees	\$ 38,813	\$ 35,148	\$ 3,665	10.4%	\$ 112,509	\$ 101,371	\$ 11,138	11.0%

HISTORICAL SAME STORE RESULTS ^{(1) (2)}

	Full Year 2012	Full Year 2013	Full Year 2014	Full Year 2015	Full Year 2016	Full Year 2017	Full Year 2018	Full Year 2019	Full Year 2020	Full Year 2021	2022 YTD
Same store square feet	2,235,500	3,091,365	4,792,329	6,312,641	8,627,109	10,159,084	10,421,965	11,795,386	12,018,238	12,494,870	12,237,767
Occupancy %	93.0%	96.8%	97.1%	94.4%	99.0%	97.5%	99.1%	98.4%	98.0%	98.2%	98.9%
Cash-basis same store NOI growth %	11.9%	18.1%	12.9%	3.1%	8.6%	16.5%	9.1%	9.2%	7.7%	7.8%	10.7%

Average cash-basis same store growth since IPO:

11.0%

(1) Same Store NOI is computed as rental revenues, including tenant expense reimbursements, less property operating expenses on a same store basis. The same store pool includes all properties that were owned as of September 30, 2022 and since January 1, 2021 and excludes properties that were held for sale, disposed of prior to or were under redevelopment as of September 30, 2022. See Reporting Definitions for further explanation.

(2) Historical Same Store Results include cash-basis same store NOI growth %'s as reported in the Company's Form 10-Q and 10-K's. Previously reported cash-basis same store NOI growth has not been adjusted for properties that were subsequently disposed of or held for sale.

Appendix: Redevelopments and Dispositions

REDEVELOPMENTS⁽³⁾

Property Name	Total Expected Investment (in thousands) ⁽¹⁾	Amount Spent to Date (in thousands)	Amount Remaining to Spend (in thousands)	Estimated Stabilized Return on Cost ⁽²⁾	Estimated Stabilization Quarter	% Pre-leased September 30, 2022
Berryessa	\$ 25,961	\$ 24,492	\$ 1,469	4.9%	Q1 2023	-
Paterson Plank III	25,303	19,828	5,475	4.4%	Q2 2023	-
Total/Weighted Average	\$ 51,264	\$ 44,320	\$ 6,944	4.7%		-

HISTORICAL DISPOSITIONS

Property	Market	Acquisition Date	Disposition Date	Acquisition Price (in thousands)	Disposition Price (in thousands)	Unleveraged IRR
Rialto	Los Angeles	September 2010	November 2012	\$ 12,110	\$ 16,962	20.9%
Maltese	New Jersey/New York	September 2010	December 2013	16,500	19,000	11.8%
Warm Springs	San Francisco	March 2010	June 2015	7,264	13,400	15.1%
Sweitzer	Washington, D.C.	October 2012	November 2015	6,950	11,200	21.5%
Fortune Qume	San Francisco	March 2010	February 2016	5,550	8,200	11.3%
Global Plaza	Washington, D.C.	March 2012	March 2016	6,100	8,200	13.2%
39th Street	Miami	August 2011	September 2016	4,400	6,097	12.1%
Whittier	Los Angeles	June 2012	April 2017	16,100	25,300	14.5%
Bollman	Washington, D.C.	June 2011	August 2017	7,500	12,000	12.4%
Route 100	Washington, D.C.	June 2013	August 2017	16,650	28,500	15.7%
8441 Dorsey	Washington, D.C.	March 2011	December 2017	5,800	11,500	11.9%
Hampton	Washington, D.C.	May 2014	February 2018	18,050	20,250	6.9%
10th Avenue	Miami	December 2010	June 2018	9,000	24,300	11.5%
26th Street (office)	Miami	September 2012	November 2018	3,150	4,325	14.4%
Miller Ave	Los Angeles	December 2014	November 2018	22,899	33,217	14.5%
California Ave	Los Angeles	June 2014	March 2019	7,815	12,410	12.4%
10100 NW 25th Street	Miami	January 2011	August 2019	9,875	14,000	7.2%
8215 Dorsey	Washington, D.C.	November 2009	October 2019	6,000	7,470	7.5%
9020 Junction	Washington, D.C.	November 2010	December 2019	13,800	15,000	7.6%
9070 Junction	Washington, D.C.	February 2015	June 2020	10,360	16,609	8.3%
Troy Hill	Washington, D.C.	August 2012	June 2020	6,664	9,348	9.2%
Parkway	Washington, D.C.	March 2014	June 2020	18,000	25,293	12.8%
NW 60th Avenue	Miami	December 2010	July 2020	7,750	22,150	7.4%
Hanford	Seattle	April 2017	September 2021	5,900	10,300	11.0%
Melanie Lane	New Jersey/New York	September 2013	October 2021	20,000	32,700	10.1%
Middlebrook	New Jersey/New York	September 2010	May 2022	27,000	110,350	15.2%
79th Avenue South	Seattle	July 2014	October 2022	2,770	8,650	15.6%
Total				\$ 293,957	\$ 526,731	12.6%

(1) Total expected investment for the property includes the initial purchase price, buyer's due diligence and closing costs, estimated near-term redevelopment expenditures, capitalized interest and leasing costs necessary to achieve stabilization.

(2) Estimated stabilized return on cost is calculated as annualized cash basis net operating income for the property stabilized to market occupancy (generally 95%) divided by the total expected investment for the property.

26 (3) During the third quarter of 2022, we completed redevelopment of 73rd Street in Miami, Florida. The property is 92% leased to 11 tenants. The total investment was approximately \$20.2 million and the estimated stabilized cap rate is 8.1%. During the third quarter of 2022, we completed redevelopment of Countyline #30 in Hialeah, Florida. The property is 100% leased to one tenant. The total investment was approximately \$37.9 million and the estimated stabilized cap rate is 3.8%.



Appendix: Capitalization

Maturity (in thousands except share and per share data)	Credit Facility	Term Loans	Senior Unsecured Notes	Total Debt
2022 (3 months)	\$ -	\$ -	\$ -	\$ -
2023	-	-	-	-
2024	-	-	100,000	100,000
2025	10,000	-	-	10,000
2026	-	-	50,000	50,000
Thereafter	-	200,000	425,000	625,000
Total Debt	10,000	200,000	575,000	785,000
Deferred financing costs, net	-	(1,061)	(3,324)	(4,385)
Total Debt, net	\$ 10,000	\$ 198,939	\$ 571,676	\$ 780,615
Weighted Average Interest Rate	3.9%	4.0%	3.1%	3.4%
Total Debt, net			As of September 30, 2022	As of September 30, 2021
			\$ 780,615	\$ 596,623
Common Stock				
Shares Outstanding			76,066,729	71,291,250
Market Price			\$ 52.99	\$ 63.23
Total Equity			4,030,776	4,507,746
Total Market Capitalization			\$ 4,811,391	\$ 5,104,369
Total Debt-to-Total Investments in Properties			23.3%	22.8%
Total Debt-to-Total Market Capitalization			16.2%	11.7%
Floating Rate Debt as a % of Total Debt			26.8%	16.7%
Adjusted EBITDA ⁽¹⁾			\$ 135,315	\$ 108,816
Interest Coverage			8.3 x	8.5 x
Fixed Charge Coverage			7.3 x	8.3 x
Total Debt-to-Adjusted EBITDA ⁽¹⁾			4.0 x	3.8 x
Weighted Average Maturity of Total Debt (years)			5.5	5.6

Appendix: Submarket Focus

Market	Shrinking Supply (1)	No Net New Supply (2)	New Supply (3)	
Los Angeles	LAX	South Bay	Inland Empire West	
	West of 405	Commerce/Vernon	Inland Empire East	
	Hawthorne	Mid-Counties		
	Downtown LA	San Fernando Valley		
		Orange County		
New York City/Northern New Jersey	Brooklyn/Queens/Bronx	Meadowlands	Exit 8A	
	Secaucus	Newark/Elizabeth	Exit 10 / I 287	
	Bayonne	Fairfield		
	Jersey City	Exit 12		
	Teterboro	JFK Kearny		
San Francisco Bay Area	Silicon Valley	East Bay	Livermore	
	San Jose		Richmond	
	South SF		Fremont	
	Dogpatch/Mission Bay			
Miami	Central Dade	Airport/Doral Hialeah	Medley Airport North North Dade Hialeah North	
	South Seattle	Kent	Auburn	
	Tukwila	SeaTac	Sumner	
	Eastside	Renton	Fife Puyallup	
Washington D.C.	D.C.	Corridor	Dulles	
	Inside the D.C. Beltway	Close in PG County		
	Alexandria	Close in NOVA		
% of Terreno's Portfolio ⁽⁴⁾		35%	48%	17%

(1) Shrinking Supply: Characterized by shrinking industrial supply. Offers opportunities to convert existing buildings into higher and better use over time. Super infill.

(2) No Net New Supply: Characterized by older existing industrial product. Offers opportunities to redevelop existing buildings into new, modern industrial buildings. Infill.

(3) New Supply: Characterized by industrial buildings that will remain in their current state for the foreseeable future with previously undeveloped land available for industrial development. Greenfield.

(4) As of November 1, 2022. Reflects Terreno portfolio composition based on geography and purchase price, includes two properties under redevelopment and improved land parcels. Completed redevelopments are included at total investment.

Appendix: Management and Board of Directors

Blake Baird <i>Chairman and CEO</i>	- Co-founded Terreno Realty Corporation in 2007 - Former President and Director of AMB Property Corporation (NYSE: AMB) - Director of Sunstone Hotel Investors, Inc. (NYSE: SHO)
Mike Coke <i>President</i>	- Co-founded Terreno Realty Corporation in 2007 - Former Chief Financial Officer and Executive Vice President of AMB - Director of Broadstone Net Lease, Inc. (NYSE: BNL)
Jaime Cannon <i>EVP and CFO</i>	- Joined Terreno Realty Corporation in 2010 - Former Vice President, Treasury at AMB - Former Audit Manager at PriceWaterhouseCoopers LLP
John Meyer <i>EVP</i>	- Joined Terreno Realty Corporation in 2010 - Former Senior Vice President, Director of Transactions, Southwest Region for AMB
Melinda Weston <i>CAO</i>	- Joined Terreno Realty Corporation in 2013 - Former Assistant Controller at AMB
Linda Assante <i>Nominating & Corporate Governance Chair</i>	- Former Managing Partner at Jasper Ridge Partners and Former Principal with The Townsend Group - Director of James Campbell Company LLC
Gary Boston <i>Director</i>	- Former Senior Portfolio Manager of APG Asset Management - Former Director of Retail Value Inc. (NYSE:RVI)
Lee Carlson <i>Audit Chair</i>	- Principal of NNC Apartment Ventures, LLC - Former Executive Vice President, Chief Operating Officer, Chief Financial Officer and Board Member of BRE Properties
David Lee <i>Director</i>	- Former founder and portfolio manager of T. Rowe Price Real Estate Fund - Former founder and portfolio manager of T. Rowe Price Global Real Estate Fund
Doug Pasquale <i>Lead Director</i>	- Former President, Chief Executive Officer and Chairman of Nationwide Health Properties (formerly NYSE: NHP) - Chairman of the Board of Sunstone Hotel Investors, Inc. (NYSE: SHO) - Director of Alexander & Baldwin (NYSE: ALEX) and Dine Brands Global (NYSE: DIN)
Dennis Polk <i>Compensation Chair</i>	- Executive Chair of the Board of Directors of TD SYNEX (NYSE: SNX) - Director of Concentrix Corporation (NASDAQ: CNXC)

Appendix: Reporting Definitions

Adjusted EBITDA: We compute Adjusted EBITDA as earnings before interest, taxes, depreciation and amortization, gain on sales of real estate investments, acquisition costs and stock-based compensation. We believe that presenting Adjusted EBITDA provides useful information to investors regarding our operating performance because it is a measure of our operations on an unleveraged basis before the effects of tax, gain (loss) on sales of real estate investments, non-cash depreciation and amortization expense, acquisition costs and stock-based compensation. By excluding interest expense, Adjusted EBITDA allows investors to measure our operating performance independent of our capital structure and indebtedness and, therefore, allows for more meaningful comparison of our operating performance between quarters as well as annual periods and for the comparison of our operating performance to that of other companies, both in the real estate industry and in other industries. As we are currently in a growth phase, acquisition costs are excluded from Adjusted EBITDA to allow for the comparison of our operating performance to that of stabilized companies.

The following table reflects the calculation of Adjusted EBITDA reconciled from net income for the three and nine months ended September 30, 2022 and 2021 (dollars in thousands):

	<i>For the Three Months Ended September 30,</i>				<i>For the Nine Months Ended September 30,</i>			
	2022	2021	\$ Change	% Change	2022	2021	\$ Change	% Change
Net income	\$ 22,439	\$ 21,360	\$ 1,079	5.1%	\$ 139,134	\$ 54,995	\$ 84,139	153.0%
Gain on sales of real estate investments	-	(3,185)	3,185	n/a	(76,048)	(3,185)	(72,863)	2287.7%
Depreciation and amortization	16,957	13,636	3,321	24.4%	47,227	36,980	10,247	27.7%
Interest expense, including amortization	6,265	4,686	1,579	33.7%	16,393	12,847	3,546	27.6%
Stock-based compensation	2,679	2,360	319	13.5%	7,518	7,007	511	7.3%
Acquisition costs	36	-	36	n/a	1,091	172	919	534.3%
Adjusted EBITDA	<u>\$ 48,376</u>	<u>\$ 38,857</u>	<u>\$ 9,519</u>	<u>24.5%</u>	<u>\$ 135,315</u>	<u>\$ 108,816</u>	<u>\$ 26,499</u>	<u>24.4%</u>

Appendix: Reporting Definitions

Adjusted Funds from Operations (AFFO): We compute AFFO by adding to or subtracting from FFO (see definition below) (i) acquisition costs (ii) stock-based compensation (iii) straight-line rents, (iii) amortization of above- and below-market lease intangibles and (iv) non-recurring capital expenditures required to stabilize acquired vacancy or renovation projects. We use AFFO as a meaningful supplemental measure of our operating performance because it captures trends in our portfolio operating results when compared year over year. We also believe that AFFO is a widely recognized supplemental measure of the performance of REITs and is used by investors as a basis to assess operating performance in comparison to other REITs. As a result, we believe that the use of AFFO, together with the required GAAP presentations, provide a more complete understanding of our operating performance.

Funds from Operations (FFO): We compute FFO in accordance with standards established by the National Association of Real Estate Investment Trusts (“Nareit”), which defines FFO as net income (loss) (determined in accordance with GAAP), excluding gains (losses) from sales of property and impairment write-downs of depreciable real estate, plus depreciation and amortization on real estate assets and after adjustments for unconsolidated partnerships and joint ventures (which are calculated to reflect FFO on the same basis). We believe that presenting FFO provides useful information to investors regarding our operating performance because it is a measure of our operations without regard to specified non-cash items, such as real estate depreciation and amortization and gain or loss on sale of assets.

We believe that FFO is a meaningful supplemental measure of our operating performance because historical cost accounting for real estate assets in accordance with GAAP implicitly assumes that the value of real estate assets diminishes predictably over time. Since real estate values have historically risen or fallen with market conditions, many industry investors and analysts have considered the presentation of operating results for real estate companies that use historical cost accounting alone to be insufficient. As a result, we believe that the use of FFO, together with the required GAAP presentations, provide a more complete understanding of our operating performance.

Appendix: Reporting Definitions

Net Operating Income (NOI): We compute NOI as rental revenues, including tenant expense reimbursements, less property operating expenses. We compute same store NOI as rental revenues, including tenant expense reimbursements, less property operating expenses on a same store basis. NOI excludes depreciation, amortization, general and administrative expenses, acquisition costs and interest expense. We compute cash-basis same store NOI as same store NOI excluding straight-line rents and amortization of lease intangibles. The same store pool includes all properties that were owned as of September 30, 2022 and since January 1, 2021 and excludes properties that were either held for sale, disposed of prior to, held for sale to a third party or in redevelopment as of September 30, 2022. As of September 30, 2022, the same store pool consisted of 198 buildings aggregating approximately 12.2 million square feet representing approximately 79.3% of our total square feet owned and 24 improved land parcels containing 91.5 acres. We believe that presenting NOI, same store NOI and cash-basis same store NOI provides useful information to investors regarding the operating performance of our properties because NOI excludes certain items that are not considered to be controllable in connection with the management of the property, such as depreciation, amortization, general and administrative expenses, acquisition costs and interest expense. By presenting same store NOI and cash-basis same store NOI, the operating results on a same store basis are directly comparable from period to period.

Stabilized Cap Rate: We compute estimated stabilized cap rates as annualized cash basis net operating income stabilized to market occupancy (generally 95%) divided by total acquisition cost. Total acquisition cost includes the initial purchase price, the effects of marking assumed debt to market, buyer's due diligence and closing costs, estimated near-term capital expenditures and leasing costs necessary to achieve stabilization.