STAG INDUSTRIAL

SUPPLEMENTAL INFORMATION

UNAUDITED FIRST QUARTER 2022

STAG INDUSTRIAL

Forward-Looking Statements

This supplemental information package contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. STAG Industrial, Inc. (STAG) intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with these safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe STAG's future plans, strategies and expectations, are generally identifiable by use of the words "believe," "will," "expect," "intend," "anticipate," "estimate," "should", "project" or similar expressions. You should not rely on forward-looking statements since they involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond STAG's control and which could materially affect actual results, performances or achievements. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, the risk factors discussed in STAG's most recent Annual Report on Form 10-K for the year ended December 31, 2021, as updated by the Company's subsequent reports filed with the Securities and Exchange Commission. Accordingly, there is no assurance that STAG's expectations will be realized. Except as otherwise required by the federal securities laws, STAG disclaims any obligation or undertaking to publicly release any updates or revisions to any forward-looking statement contained herein (or elsewhere) to reflect any change in STAG's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

Defined Terms, Including Non-GAAP Measurements

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

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OVERVIEW

Snapshot (March 31, 2022)	
Square Feet	110.1 million
Number of Buildings	551
Number of States	40
Portfolio Occupancy	96.9%
Operating Portfolio Occupancy	97.3%
Weighted Average Lease Term	5.1 years
Weighted Average Rent	$4.76/sf
Net Debt to Run Rate Adjusted EBITDA*re*	5.1x
Monthly Dividend (annualized)	$0.121667 ($1.46)


West Columbia, SC


Waukegan, IL

STAG INDUSTRIAL

CONSOLIDATED BALANCE SHEETS

(in thousands, except share data)	March 31, 2022	December 31, 2021
Assets		
Rental Property:		
Land	$ 626,385	$ 617,297
Buildings and improvements, net of accumulated depreciation of $650,370 and $611,867, respectively	4,535,725	4,435,743
Deferred leasing intangibles, net of accumulated amortization of $288,640 and $282,038, respectively	561,267	567,658
Total rental property, net	5,723,377	5,620,698
Cash and cash equivalents	34,830	18,981
Restricted cash	3,175	4,215
Tenant accounts receivable	98,320	93,600
Prepaid expenses and other assets	64,308	60,953
Interest rate swaps	27,696	5,220
Operating lease right-of-use assets	29,151	29,582
Total assets	**$ 5,980,857**	**$ 5,833,249**
Liabilities and Equity		
Liabilities:		
Unsecured credit facility	$ 384,000	$ 296,000
Unsecured term loans, net	970,925	970,577
Unsecured notes, net	897,058	896,941
Mortgage notes, net	54,190	54,744
Accounts payable, accrued expenses and other liabilities	72,726	76,475
Interest rate swaps	2,298	17,052
Tenant prepaid rent and security deposits	36,062	37,138
Dividends and distributions payable	22,282	21,906
Deferred leasing intangibles, net of accumulated amortization of $22,245 and $21,136, respectively	33,712	35,721
Operating lease liabilities	32,725	33,108
Total liabilities	**$ 2,505,978**	**$ 2,439,662**
Equity:		
Preferred stock, par value $0.01 per share, 20,000,000 shares authorized at March 31, 2022 and December 31, 2021; none issued or outstanding	—	—
Common stock, par value $0.01 per share, 300,000,000 shares authorized at March 31, 2022 and December 31, 2021, 179,211,305 and 177,769,342 shares issued and outstanding at March 31, 2022 and December 31, 2021, respectively	1,792	1,777
Additional paid-in capital	4,179,361	4,130,038
Cumulative dividends in excess of earnings	(805,400)	(792,332)
Accumulated other comprehensive income (loss)	24,652	(11,783)
Total stockholders' equity	3,400,405	3,327,700
Noncontrolling interest	74,474	65,887
Total equity	**3,474,879**	**3,393,587**
Total liabilities and equity	**$ 5,980,857**	**$ 5,833,249**

CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share data)	Three months ended March 31, 2022	Three months ended March 31, 2021
Revenue		
Rental income	$ 158,601	$ 133,825
Other income	608	170
Total revenue	159,209	133,995
Expenses		
Property	31,775	27,002
General and administrative	12,313	12,790
Depreciation and amortization	67,366	58,407
Other expenses	497	852
Total expenses	111,951	99,051
Other income (expense)		
Interest and other income	34	32
Interest expense	(17,259)	(15,358)
Debt extinguishment and modification expenses	—	(679)
Gain on the sales of rental property, net	23,955	6,409
Total other income (expense)	6,730	(9,596)
Net income	**$ 53,988**	**$ 25,348**
Less: income attributable to noncontrolling interest after preferred stock dividends	1,162	473
Net income attributable to STAG Industrial, Inc.	**$ 52,826**	**$ 24,875**
Less: preferred stock dividends	—	1,289
Less: redemption of preferred stock	—	2,582
Less: amount allocated to participating securities	62	73
Net income attributable to common stockholders	**$ 52,764**	**$ 20,931**
Weighted average common shares outstanding — basic	177,827	158,430
Weighted average common shares outstanding — diluted	178,065	159,126
Net income per share — basic and diluted		
Net income per share attributable to common stockholders — basic	$ 0.30	$ 0.13
Net income per share attributable to common stockholders — diluted	$ 0.30	$ 0.13

NET OPERATING INCOME (NOI) & CASH NOI

(in thousands)	Three months ended March 31, 2022		Three months ended March 31, 2021	
Net income	$	53,988	$	25,348
General and administrative		12,313		12,790
Depreciation and amortization		67,366		58,407
Interest and other income		(34)		(32)
Interest expense		17,259		15,358
Debt extinguishment and modification expenses		—		679
Other expenses		497		852
Gain on the sales of rental property, net		(23,955)		(6,409)
Net operating income (1)	**$**	**127,434**	**$**	**106,993**
Net operating income	$	127,434	$	106,993
Rental property straight-line rent adjustments, net		(4,402)		(4,789)
Amortization of above and below market leases, net		(84)		1,474
Cash net operating income	**$**	**122,948**	**$**	**103,678**
Cash net operating income	$	122,948		
Cash NOI from acquisitions' and dispositions' timing and other		(1,066)		
Run Rate Cash NOI	**$**	**121,882**		
Same Store Portfolio NOI				
Total NOI	$	127,434	$	106,993
Less: NOI non-same-store properties		(19,922)		(2,534)
Termination, solar and other adjustments, net		(918)		(337)
Same Store NOI	**$**	**106,594**	**$**	**104,122**
Less: straight-line rent adjustments, net		(3,101)		(5,638)
Amortization of above and below market leases, net		59		299
Same Store Cash NOI	**$**	**103,552**	**$**	**98,783**

(1) For the three months ended March 31, 2022 and 2021, Total Rental Income was $158,601 and $133,825, comprising of base rental income of $130,692 and $111,140 and tenant reimbursement income of $27,909 and $22,685, respectively.

FUNDS FROM OPERATIONS (FFO) & CORE FFO

(in thousands, except per share data)	Three months ended March 31, 2022	2021
Net income	$ 53,988	$ 25,348
Rental property depreciation and amortization	67,313	58,339
Gain on the sales of rental property, net	(23,955)	(6,409)
Funds from operations	**$ 97,346**	**$ 77,278**
Preferred stock dividends	—	(1,289)
Redemption of preferred stock	—	(2,582)
Amount allocated to restricted shares of common stock and unvested units	(157)	(237)
Funds from operations attributable to common stockholders and unit holders	**$ 97,189**	**$ 73,170**
Funds from operations attributable to common stockholders and unit holders	$ 97,189	$ 73,170
Amortization of above and below market leases, net	(84)	1,474
Non-recurring dead deal costs and other	—	432
Debt extinguishment and modification expenses	—	679
Redemption of preferred stock	—	2,582
Retirement plan adoption	—	1,502
Core funds from operations	**$ 97,105**	**$ 79,839**
Weighted average common shares and units		
Weighted average common shares outstanding	177,827	158,430
Weighted average units outstanding	3,660	3,132
Weighted average common shares and units - basic	**181,487**	**161,562**
Dilutive shares	238	696
Weighted average common shares, units, and other dilutive shares - diluted	**181,725**	**162,258**
Core funds from operations per share / unit - basic	**$ 0.54**	**$ 0.49**
Core funds from operations per share / unit - diluted	**$ 0.53**	**$ 0.49**

ADJUSTED EBITDA*re* & CASH AVAILABLE FOR DISTRIBUTION (CAD)

(in thousands)	Three months ended March 31, 2022		2021	
Net income	$	53,988	$	25,348
Depreciation and amortization		67,366		58,407
Interest and other income		(34)		(32)
Interest expense		17,259		15,358
Gain on the sales of rental property, net		(23,955)		(6,409)
EBITDA for Real Estate (EBITDA*re*)	**$**	**114,624**	**$**	**92,672**
EBITDA*re*	$	114,624	$	92,672
Straight-line rent adjustments, net		(4,450)		(5,734)
Amortization of above and below market leases, net		(84)		1,474
Non-cash compensation expense		3,249		4,615
Non-recurring other items		(335)		743
Debt extinguishment and modification expenses		—		679
Adjusted EBITDA*re*	**$**	**113,004**	**$**	**94,449**
Adjusted EBITDA*re*	$	113,004		
Adjusted EBITDA*re* from acquisitions' and dispositions' timing and other		(386)		
Run Rate Adjusted EBITDA*re*	**$**	**112,618**		
Cash available for distribution reconciliation				
Core funds from operations	$	97,105	$	79,839
Non-rental property depreciation and amortization		53		68
Straight-line rent adjustments, net		(4,450)		(4,676)
Capital expenditures		(7,386)		(3,822)
Capital expenditures reimbursed by tenants		(153)		(368)
Lease commissions and tenant improvements		(6,838)		(3,685)
Non-cash portion of interest expense		864		487
Non-cash compensation expense		3,249		4,615
Cash available for distribution	**$**	**82,444**	**$**	**72,458**

ACQUISITIONS

FIRST QUARTER 2022 ACQUISITIONS							
Market	Date Acquired	Square Feet	Buildings	Purchase Price ($000)	Weighted Average Lease Term (Years)	Cash Capitalization Rate	Straight-Line Capitalization Rate
Kansas City, MO	1/6/2022	702,000	1	$60,428	5.0		
Chicago, IL	1/31/2022	72,499	1	8,128	7.1		
Columbus, OH	2/8/2022	138,213	1	11,492	4.9		
Cleveland, OH	2/8/2022	136,800	1	13,001	4.6		
Nashville, TN	3/10/2022	109,807	1	12,810	3.7		
Greenville/Spartanburg, SC	3/10/2022	289,103	1	28,274	5.1		
Memphis, TN	3/18/2022	195,622	1	15,828	9.9		
Greenville/Spartanburg, SC	3/18/2022	155,717	1	16,390	2.9		
Total / weighted average		**1,799,761**	**8**	**$166,351**	**5.3**	**5.0%**	**5.2%**

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DISPOSITIONS

FIRST QUARTER 2022 DISPOSITIONS				
Market	**Date Disposed**	**Square Feet**	**Buildings**	**Gross Proceeds ($000s)**
New Boston, MI [1]	1/31/2022	—	—	$190
Lopatcong, NJ	2/16/2022	237,500	1	35,925
Total		**237,500**	**1**	**$36,115**

(1) One land parcel

LEASING & RETENTION STATISTICS

FIRST QUARTER 2022 OPERATING PORTFOLIO LEASING ACTIVITY										
Lease Type	Square Feet	Lease Count	W.A. Lease Term (Years)	Cash Base Rent $/SF	SL Base Rent $/SF	Lease Commissions $/SF	Tenant Improvements $/SF	Cash Rent Change	SL Rent Change	Retention
New Leases	1,179,224	10	7.1	$6.04	$6.44	$2.46	$1.15	25.0%	36.4%	
Renewal Leases	1,960,672	19	5.9	$4.97	$5.32	$0.51	$0.44	8.9%	17.9%	58.4%
Total / weighted average	**3,139,896**	**29**	**6.3**	**$5.37**	**$5.74**	**$1.25**	**$0.71**	**15.2%**	**25.1%**	

Note: The table above represents leases commencing during the quarter.
Note: For the three months ended March 31, 2022, leases commenced totaling 511,236 square feet related to Value Add assets and first generation leasing. These are excluded from the Operating Portfolio statistics above.

SAME STORE NOI

(in thousands, except building count data and square footage)	Three months ended March 31, 2022	2021	Change	% Change
Same Store square footage	94,576,727			
Same Store buildings	463			
% of total square feet	85.9 %			
Occupancy Rate at quarter end	97.4 %	97.9 %	(0.5)%	
Average Occupancy Rate	97.3 %	98.0 %	(0.7)%	
Same Store GAAP Analysis				
Income from real estate operations	$134,364	$129,391	$4,973	
Income from lease terminations, solar and other	(918)	(555)	(363)	
GAAP adjustments for write-offs for lease terminations	—	218	(218)	
Income excluding lease terminations, solar and other	$133,446	$129,054	$4,392	
Expenses from real estate operations	(26,852)	(24,932)	(1,920)	
Same Store GAAP NOI	**$106,594**	**$104,122**	**$2,472**	**2.4%**
Same Store Cash Analysis				
Income from real estate operations	$131,103	$125,173	$5,930	
Cash received from lease terminations, solar and other	(781)	(1,544)	763	
Income excluding lease terminations, solar and other	$130,322	$123,629	$6,693	
Expenses from real estate operations	(26,770)	(24,846)	(1,924)	
Same Store Cash NOI	**$103,552**	**$98,783**	**$4,769**	**4.8%**

CAPITAL EXPENDITURES

(in thousands, except square feet data) CAPITAL EXPENDITURES, TENANT IMPROVEMENTS, AND LEASE COMMISSIONS SUMMARY	Three months ended March 31, 2022	2021
Average portfolio square feet	**109,338,659**	**98,664,498**
Tenant improvements (TIs) and lease commissions (LCs)	**$6,838**	**$3,685**
Capital expenditures	**$7,386**	**$3,822**
Capital expenditures per average square foot	**$0.07**	**$0.04**
Total capital expenditures, TIs and LCs	**$14,224**	**$7,507**
Acquisition capital expenditures	**$3,841**	**$945**
Building expansions and redevelopment	**$518**	**$772**
Development	**$3,367**	**$0**
Capital expenditures paid or reimbursed by tenants	**$318**	**$419**
Total capital expenditures, building expansions, TIs, and LCs	**$22,268**	**$9,643**
RECONCILIATION OF CAPITAL EXPENDITURES TO STATEMENT OF CASH FLOWS		
Additions to building and other capital improvements per cash flow statement	$17,061	$10,269
Change in additions of land and building and improvements included in accounts payable, accrued expenses and other liabilities and additions from non-cash items per cash flow statement	(564)	(4,281)
New and renewal lease commissions	5,771	3,655
Total capital expenditures, building expansions, TIs, and LCs	**$22,268**	**$9,643**

LEASE EXPIRATION SCHEDULE

LEASE EXPIRATION SCHEDULE AS OF MARCH 31, 2022					
Lease Expiration Year	**Number of Leases Expiring**	**Total Rentable SF**	**% of Occupied SF**	**Annualized Base Rental Revenue ($000s)**	**% of Total Annualized Base Rental Revenue**
Available	N/A	3,412,002	N/A	N/A	N/A
MTM	3	123,031	0.1%	$477	0.1%
2022	34	3,559,398	3.3%	16,780	3.3%
2023	100	13,138,341	12.3%	57,723	11.4%
2024	98	13,767,694	12.9%	63,864	12.6%
2025	88	12,901,137	12.1%	58,034	11.4%
2026	97	14,658,908	13.7%	71,460	14.1%
2027	75	11,979,061	11.2%	57,918	11.4%
2028	44	6,886,711	6.6%	31,679	6.2%
2029	41	7,039,607	6.6%	33,763	6.7%
2030	27	3,763,278	3.5%	21,576	4.3%
2031	39	7,182,980	6.7%	34,219	6.7%
Thereafter	47	11,710,329	11.0%	60,082	11.8%
Total	**693**	**110,122,477**	**100.0%**	**$507,575**	**100.0%**

TOP MARKETS, TENANTS AND INDUSTRIES

TOP MARKETS
March 31, 2022

#	Market	ABR %
1	Chicago, IL	7.8%
2	Philadelphia, PA	7.1%
3	Greenville/Spartanburg, SC	5.4%
4	Milwaukee/Madison, WI	4.5%
5	Detroit, MI	4.3%
6	Columbus, OH	4.1%
7	Minneapolis/St Paul, MN	3.8%
8	Pittsburgh, PA	3.8%
9	Houston, TX	3.0%
10	West Michigan, MI	2.4%
11	Charlotte, NC	2.3%
12	Indianapolis, IN	2.3%
13	El Paso, TX	2.2%
14	Cincinnati/Dayton, OH	2.0%
15	Cleveland, OH	1.9%
16	Boston, MA	1.9%
17	Kansas City, MO	1.8%
18	Columbia, SC	1.6%
19	Westchester/So Connecticut, CT/NY	1.6%
20	Washington, DC	1.5%
	Top 10	**46.2%**
	Top 11-20	**19.1%**
	Total Top 20	**65.3%**

TOP TENANTS
March 31, 2022

#	Tenant[1]	# of Leases	ABR %
1	Amazon	7	3.2%
2	Eastern Metal Supply, Inc.	5	1.0%
3	American Tire Distributors Inc	7	1.0%
4	FedEx Corporation	4	0.9%
5	Tempur Sealy International Inc	2	0.9%
6	Lippert Component Manufact	5	0.8%
7	Kenco Logistic Services, LLC	3	0.8%
8	Penguin Random House LLC	1	0.8%
9	DS Smith North America	2	0.7%
10	Westrock Company	7	0.7%
11	GXO Logistics, Inc.	2	0.7%
12	DHL Supply Chain	4	0.7%
13	LKQ Corporation	4	0.7%
14	Hachette Book Group, Inc.	1	0.7%
15	Yanfeng US Automotive Interior	2	0.7%
16	Ford Motor Company	1	0.7%
17	Carolina Beverage Group	3	0.7%
18	Packaging Corp of America	5	0.6%
19	Schneider Electric USA, Inc.	3	0.6%
20	Costco Wholesale Corporation	1	0.6%
	Top 10	**43**	**10.8%**
	Top 11-20	**26**	**6.7%**
	Total Top 20	**69**	**17.5%**

TOP INDUSTRIES
March 31, 2022

#	Industry[2]	ABR %
1	Air Freight & Logistics	10.8%
2	Containers & Packaging	8.3%
3	Auto Components	7.1%
4	Trading Companies & Distributors (Industrial Goods)	5.3%
5	Commercial Services & Supplies	5.3%
6	Internet & Direct Mkt Retail	4.9%
7	Machinery	4.7%
8	Distributors (Consumer Goods)	4.6%
9	Household Durables	4.5%
10	Food & Staples Retailing	3.5%
11	Media	3.4%
12	Building Products	3.2%
13	Specialty Retail	2.9%
14	Chemicals	2.3%
15	Road & Rail	2.2%
16	Electronic Equip, Instruments	2.1%
17	Food Products	2.1%
18	Beverages	2.0%
19	Textiles, Apparel, Luxury Good	2.0%
20	Household Products	1.7%
	Top 10	**59.0%**
	Top 11-20	**23.9%**
	Total Top 20	**82.9%**

(1) Based on annualized base rental revenue and the inclusion of tenants, guarantors, and / or non-guarantor parents.
(2) Industry classification based on GICS methodology.

CAPITAL STRUCTURE, DEBT METRICS & COVENANTS

CAPITAL STRUCTURE	
	As of March 31, 2022
Common shares, participating securities, performance units and other units	
Common shares outstanding	179,046,939
Participating securities outstanding	164,366
Units outstanding	3,925,001
Common shares, participating securities, and other units - basic	183,136,306
Performance units	350,804
Common shares, participating securities, performance and other units - diluted	183,487,110

DEBT METRICS	
	March 31, 2022
Net debt / Adjusted EBITDAre ratio	5.1x
Net debt / Run Rate Adjusted EBITDAre ratio	5.1x
Net debt / total Real Estate Cost Basis (at quarter end)	34.5%
Total debt / total enterprise value (at quarter end)	23.5%
Liquidity	$397.1 million
Fitch Credit Rating	BBB / Stable
Moody's Credit Rating	Baa3 / Stable

UNSECURED BANK DEBT COVENANTS		
	Covenant	March 31, 2022
Consolidated leverage ratio	< 60%	29.1%
Secured leverage ratio	< 40%	0.7%
Unencumbered leverage ratio	< 60%	30.1%
Unsecured interest coverage ratio	> 1.75x	7.4x
Fixed charge coverage ratio	> 1.5x	6.6x

DEBT SUMMARY

AS OF MARCH 31, 2022 (in millions)

Category	Committed	Principal Balance	Interest Rate[1]	Current Maturity
Unsecured debt:				
Unsecured Term Loan D	150.0	150.0	2.85 %	1/4/2023
Series F Unsecured Note	100.0	100.0	3.98 %	1/5/2023
Unsecured Term Loan E	175.0	175.0	3.77 %	1/15/2024
Series A Unsecured Note	50.0	50.0	4.98 %	10/1/2024
Unsecured Term Loan F	200.0	200.0	2.96 %	1/12/2025
Series D Unsecured Note	100.0	100.0	4.32 %	2/20/2025
Series G Unsecured Note	75.0	75.0	4.10 %	6/13/2025
Unsecured Term Loan G	300.0	300.0	1.13 %	2/5/2026
Series B Unsecured Note	50.0	50.0	4.98 %	7/1/2026
Unsecured Credit Facility[2]	750.0	384.0	L + 0.775%	10/23/2026
Series C Unsecured Note	80.0	80.0	4.42 %	12/30/2026
Series E Unsecured Note	20.0	20.0	4.42 %	2/20/2027
Unsecured Term Loan A	150.0	150.0	3.23 %	3/15/2027
Series H Unsecured Note	100.0	100.0	4.27 %	6/13/2028
Series I Unsecured Note	275.0	275.0	2.80 %	9/29/2031
Series J Unsecured Note	50.0	50.0	2.95 %	9/28/2033
Total / weighted average unsecured	**$2,625.0**	**$2,259.0**	**2.83 %**	**4.4 years**
Secured debt:				
Wells Fargo Bank, National Association CMBS Loan	46.1	46.1	4.31 %	12/1/2022
Thrivent Financial for Lutherans	3.4	3.4	4.78 %	12/15/2023
United of Omaha Life Insurance Company	4.9	4.9	3.71 %	10/1/2039
Total / weighted average secured	**$54.4**	**$54.4**	**4.29 %**	**2.3 years**
Total / weighted average	**$2,679.4**	**$2,313.4**	**2.87 %**	**4.3 years**
Less: net unamortized fair market value discount		(0.1)		
Less: total unamortized deferred financing fees and debt issuance costs		(7.1)		
Total book value		**$2,306.2**		

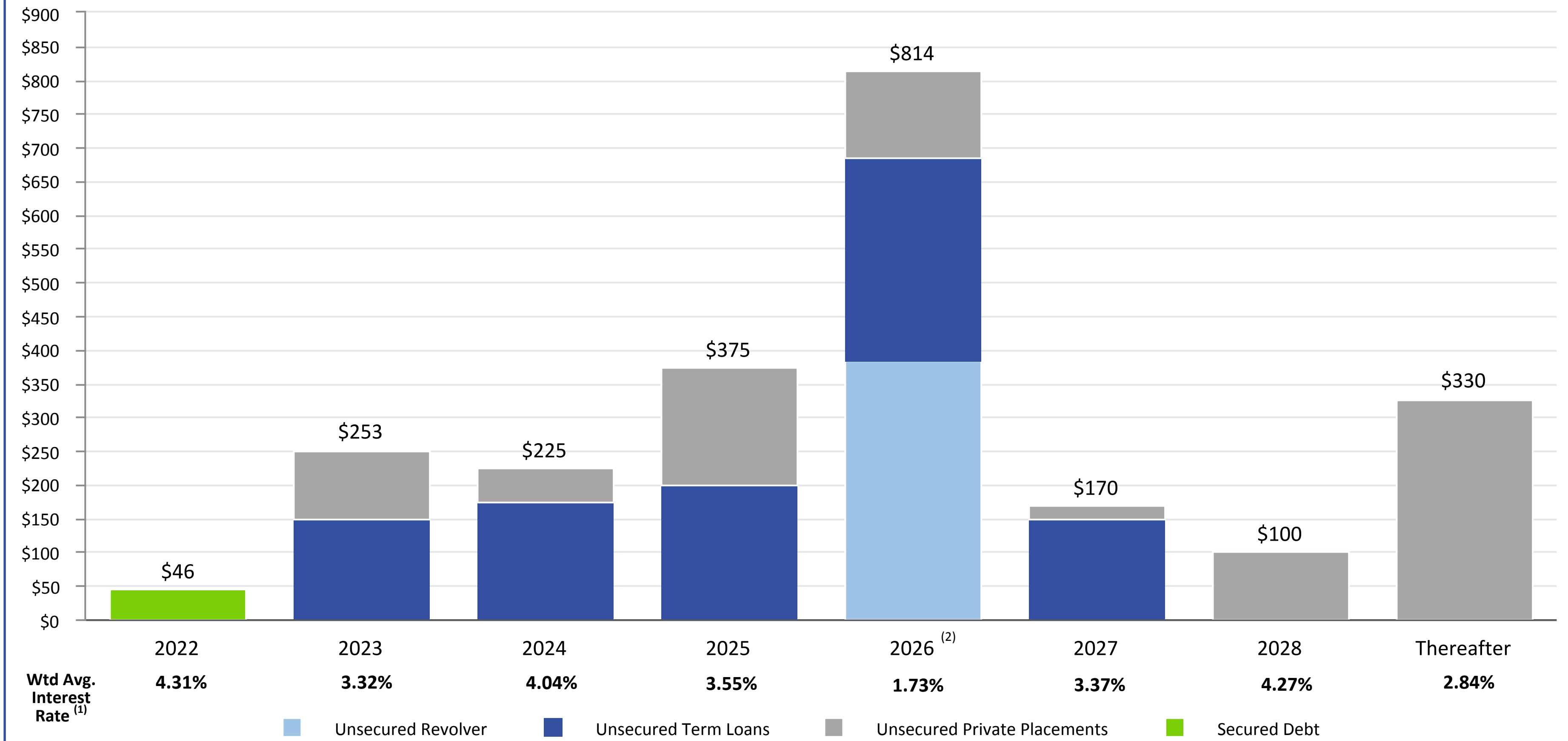
(1) The interest rate on the unsecured facilities represents the interest rate as of March 31, 2022 based on the Company's investment grade rating as defined in the respective loan agreements. Unsecured term loans A, E, F, and G have a stated interest rate of one-month LIBOR plus a spread of 0.85%. Unsecured Term Loan D has a stated interest rate of one-month LIBOR plus a spread of 1.0%. As of March 31, 2022, one-month LIBOR for the unsecured term loans A, D, E, F, and G was swapped to a fixed rate of 2.38%, 1.85%, 2.92%, 2.11%, and 0.28%, respectively. One-month LIBOR for the Unsecured Term Loan A will be swapped to a fixed rate of 1.30% effective April 1, 2022. One-month LIBOR for the Unsecured Term Loan G will be swapped to a fixed rate of 0.94% effective April 18, 2023. The current interest rates presented in the table above are not adjusted to include the amortization of deferred financing fees or debt issuance costs incurred in obtaining debt or the unamortized fair market value premiums or discounts.

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

DEBT MATURITY SCHEDULE

(in millions)

PRINCIPAL BALANCE AS OF MARCH 31, 2022



Note: The above balances do not reflect future scheduled principal amortization payments.

(1) The weighted average interest rate for unsecured debt was calculated using the current swapped notional amount of $975 million of debt, and excludes any fair market value premiums or discounts and also excludes the amortization of deferred financing fees and debt issuance costs incurred in obtaining debt. As of March 31, 2022, one-month LIBOR for the unsecured term loans A, D, E, F, and G was swapped to a fixed rate of 2.38%, 1.85%, 2.92%, 2.11%, and 0.28%, respectively. One-month LIBOR for the Unsecured Term Loan A will be swapped to a fixed rate of 1.30% effective April 1, 2022. One-month LIBOR for the Unsecured Term Loan G will be swapped to a fixed rate of 0.94% effective April 18, 2023.

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

GUIDANCE

2022 GUIDANCE				
	Q1 Guidance		Initial Guidance	
	Low	High	Low	High
Core FFO per share	$2.16	$2.20	$2.15	$2.19
Acquisition volume	$1.0 billion	$1.2 billion	$1.0 billion	$1.2 billion
Stabilized Capitalization Rate	5.00%	5.25%	5.00%	5.25%
Disposition volume	$200.0 million	$300.0 million	$200.0 million	$300.0 million
Same Store Cash NOI Change	4.00%	4.50%	3.00%	4.00%
Retention	65%	75%	65%	75%
Net debt to Run Rate Adjusted EBITDA*re*	4.75x	5.50x	4.75x	5.50x
General & administrative expense	$48.0 million	$50.0 million	$49.0 million	$51.0 million

NON-GAAP FINANCIAL MEASURES & OTHER DEFINITIONS

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

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

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

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

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

Cash Capitalization Rate: We define Cash Capitalization Rate as calculated by dividing (i) the Company's estimate of year one cash net operating income from the applicable property's operations stabilized for occupancy (post-lease-up for vacant properties), which does not include termination income, solar income, miscellaneous other income, capital expenditures, general and administrative costs, reserves, tenant improvements and leasing commissions, credit loss, or vacancy loss, by (ii) the GAAP purchase price plus estimated Acquisition Capital Expenditures. These Capitalization Rate estimates are subject to risks, uncertainties, and assumptions and are not guarantees of future performance, which may be affected by known and unknown risks, trends, uncertainties, and factors that are beyond our control, including those risk factors contained in our Annual Report on Form 10-K for the year ended December 31, 2021.

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

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

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

NON-GAAP FINANCIAL MEASURES & OTHER DEFINITIONS

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

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

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

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

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

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

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

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

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

NON-GAAP FINANCIAL MEASURES & OTHER DEFINITIONS

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

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

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

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

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

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

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

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

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

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

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

Same Store: We define Same Store properties as properties that were in the Operating Portfolio for the entirety of the comparative periods presented. Same Store GAAP NOI and Same Store Cash NOI exclude termination fees, solar income, and revenue associated with one-time tenant reimbursements of capital expenditures.

NON-GAAP FINANCIAL MEASURES & OTHER DEFINITIONS

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

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

Straight-Line Capitalization Rate: We define Straight-Line Capitalization Rate as calculated by dividing (i) the Company's estimate of average annual net operating income from the applicable property's operations stabilized for occupancy (post-lease-up for vacant properties), which does not include termination income, solar income, miscellaneous other income, capital expenditures, general and administrative costs, reserves, tenant improvements and leasing commissions, credit loss, or vacancy loss, by (ii) the GAAP purchase price plus estimated Acquisition Capital Expenditures. These Capitalization Rate estimates are subject to risks, uncertainties, and assumptions and are not guarantees of future performance, which may be affected by known and unknown risks, trends, uncertainties, and factors that are beyond our control, including those risk factors contained in our Annual Report on Form 10-K for the year ended December 31, 2021.

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

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

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

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