



Bank of America 2015 Global Real Estate Conference

September 2015

Safe Harbor

This presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. We intend for such statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on certain assumptions and describe future plans, strategies and expectations of the Company and are generally identifiable by use of the words "believe," "expect," "intend," "plan," "anticipate," "estimate," "project," "seek," "target," "potential," "focus," "may," "should" or similar words. Although we believe the expectations reflected in forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained or that results will not materially differ. Factors which could have a materially adverse effect on our operations and future prospects include, but are not limited to: changes in national, international, regional and local economic conditions generally and real estate markets specifically; changes in legislation/regulation (including changes to laws governing the taxation of real estate investment trusts) and actions of regulatory authorities; our ability to qualify and maintain our status as a real estate investment trust; the availability and attractiveness of financing (including both public and private capital) to us and to our potential counterparties; the availability and attractiveness of terms of additional debt repurchases; interest rates; our credit agency ratings; our ability to comply with applicable financial covenants; competition; changes in supply and demand for industrial properties (including land) in the Company's current and potential market areas; difficulties in identifying and consummating acquisitions and dispositions; our ability to manage the integration of properties we acquire; environmental liabilities; delays in development or lease-up schedules; tenant creditworthiness; higher-than-expected costs; changes in asset valuations and related impairment charges; changes in general accounting principles, policies and guidelines applicable to real estate investment trusts; and those additional factors described under the "Risk Factors" and elsewhere in the Company's annual report on Form 10-K for the year ended December 31, 2014 and in the Company's subsequent Exchange Act reports. We caution you not to place undue reliance on forward-looking statements, which reflect our outlook only and speak only as of the date of this press release or the dates indicated in the statements. We assume no obligation to update or supplement forward-looking statements. For further information on these and other factors that could impact the Company and the statements contained herein, reference should be made to the Company's filings with the Securities and Exchange Commission.

Why FR?

Tested Leadership and Platform

- **Focused strategy:** Deliver sustainable cash flow growth through leasing and disciplined portfolio and capital management
- **Local market expertise** for leasing, management, acquisitions, development and sales
- **Track record** of industry-leading customer service

Strong Capital Structure

- **Net debt to EBITDA ratio of 6.0x** ⁽¹⁾
- **Fixed Charge Coverage of 2.72x**
- **Investment grade credit ratings**
- **New \$625M line of credit with 4+1 year term;**
- **New \$260M 7-year term loan swapped to 3.39%**

Diversified, In-fill Portfolio

- **64.8 million square feet owned and under construction**
- **Nation's top industrial markets**
- **Top tenant = 2.8% of rental income; Top 20 tenants = 21.4%**
- **95.1% occupied, up 210 bps versus 2Q14**

Favorable Industrial Fundamentals

- **2Q15 was the 21st consecutive quarter of positive net absorption**
- **GDP growth drives tenant demand**
- **New supply still below historical levels**
- **FR cash rental rate spreads positive six consecutive quarters; GAAP = 14 consecutive**

Cash Flow Growth Opportunity – Potential Drivers

- **Drive average occupancy to 95%**
- **Rental rate bumps and rate growth**
- **Lower capital costs**
- **Lower TI/LC/Cap Ex**
- **In process development/acquisitions**

⁽¹⁾ Excluding interest rate hedge settlement and acquisition costs per 2Q15 conference call on July 31, 2015.

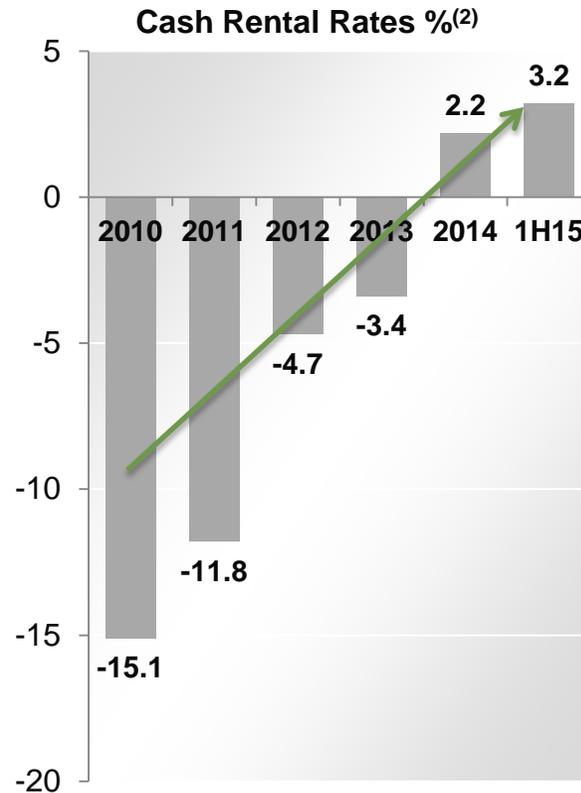
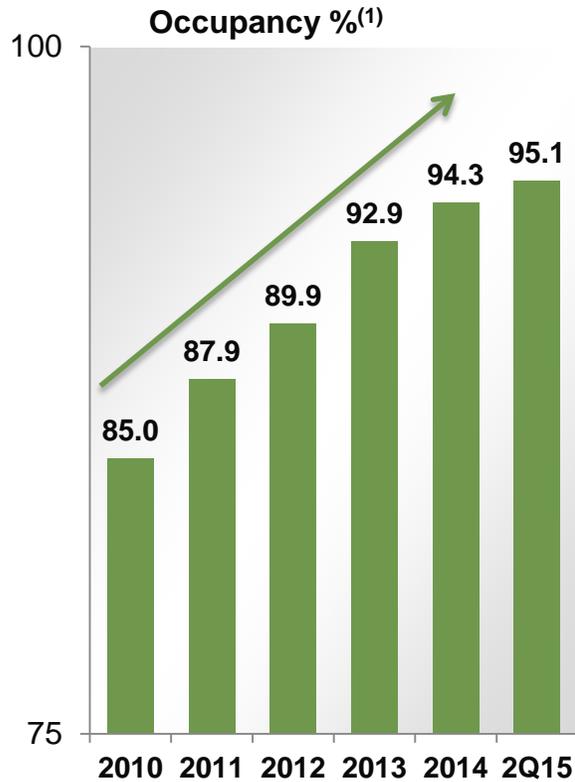
Broad Platform and Presence



**Allocating new capital to higher growth markets/submarkets
Southern California is largest market – and growing**

⁽¹⁾ Top five markets based on percentage of rental income as of June 30, 2015.

Key Portfolio Cash Flow Metrics



Reflects FR execution and improved market fundamentals

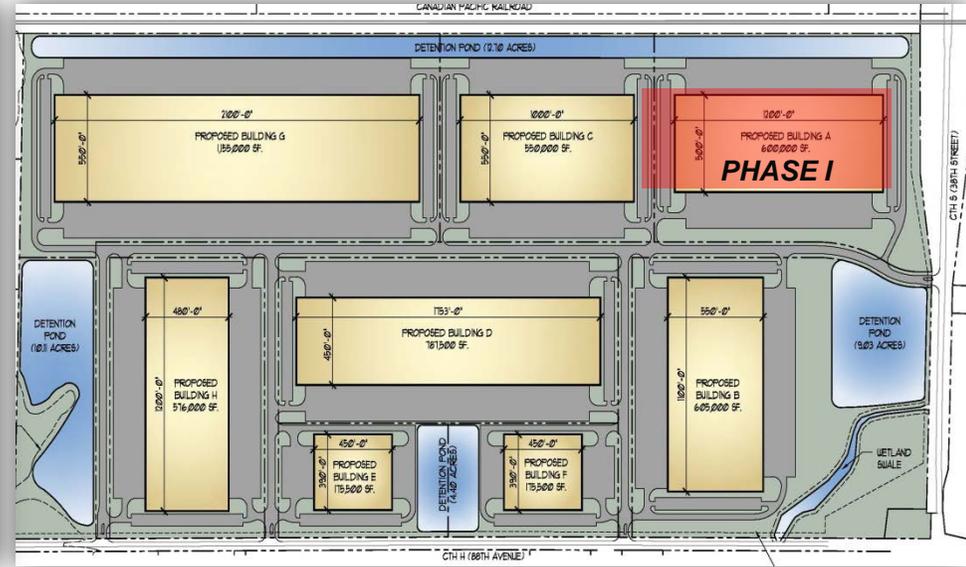
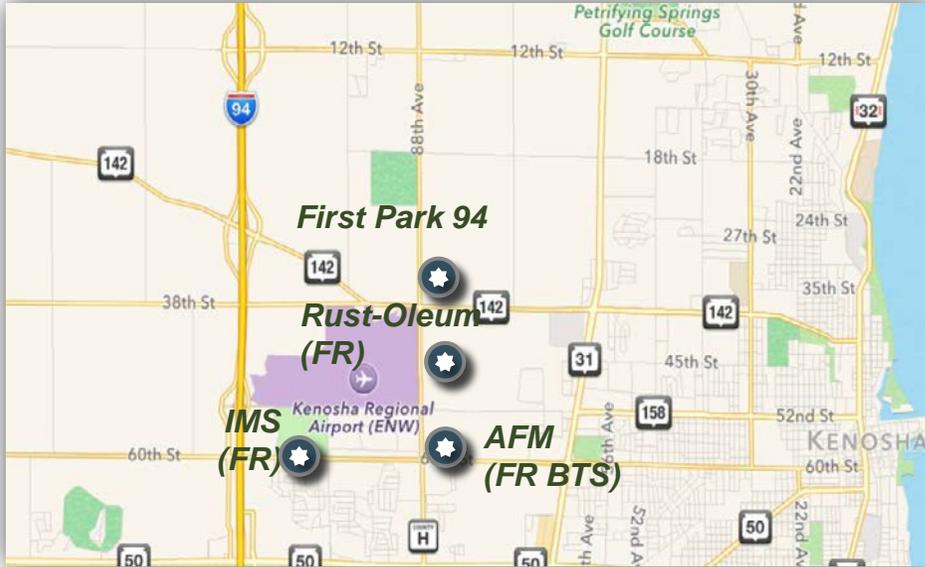
⁽¹⁾ Period End.

⁽²⁾ Period Average.

⁽³⁾ End of year population. Excludes one-time restoration fee in 2014 and lease termination fees for all periods.

New Development Opportunity

First Park 94 – Southeast Wisconsin

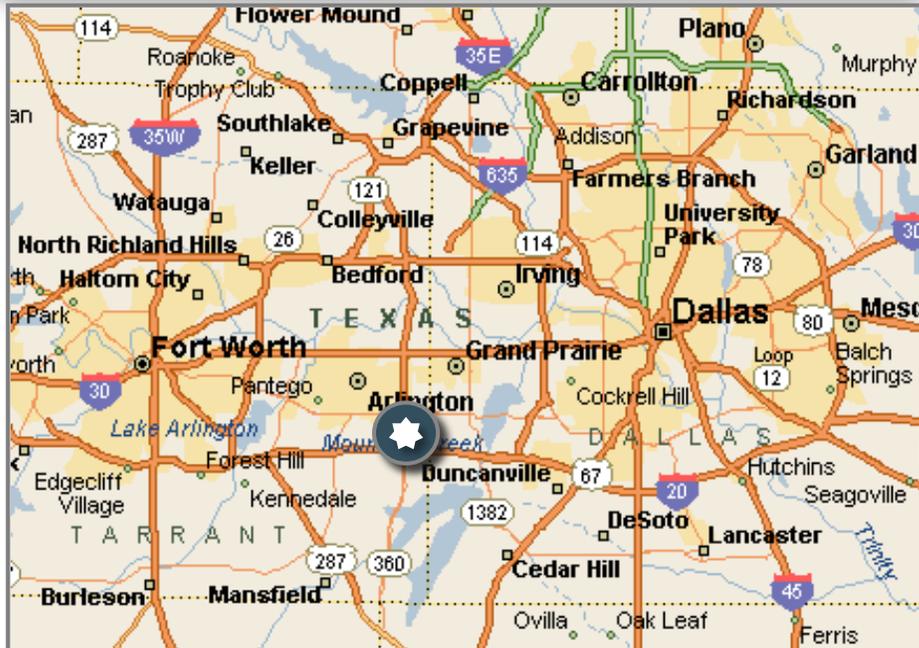


Summary	
Building 1 SF	600,539
Building 1 Completion By:	2Q16
Developable to 4.6 MSF	150K SF to 1.5 MSF

New Development Opportunity

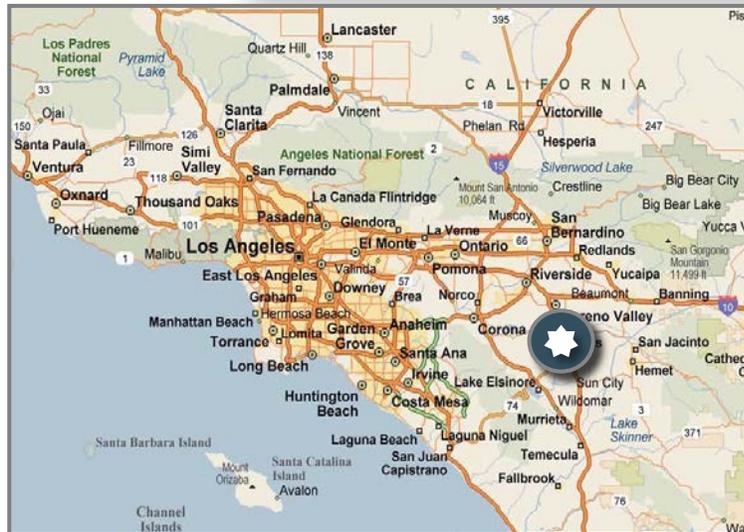
First Arlington Commerce Center II @ I-20

Dallas, TX – Up to 302,000 SF



Development Execution

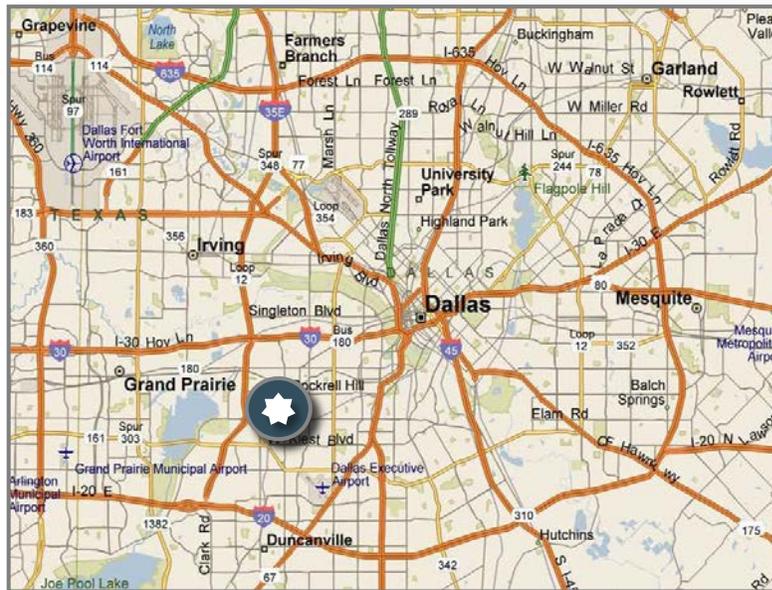
First 36 Logistics Center @ Moreno Valley



Summary	
Square Feet:	555,670
Investment:	\$33.1M / \$60/SF
Estimated Yield ⁽¹⁾ :	7.0%
Completed:	2Q14

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis.

Development Execution First Pinnacle Industrial Center



Summary	
Square Feet:	598,445
Estimated Investment:	\$25.7M / \$43/SF
Estimated Yield ⁽¹⁾ :	7.9%
Completed:	2Q15

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis. Two building project (376,601 SF and 221,844 SF).

New Development – In Process

Name	Market	SF	Total Investment	\$/SF	Estimated Yield (GAAP)	% Leased	Estimated Completion
First Northwest Commerce Center	Houston	351,672	\$19.7M	\$56	8.3%	78%	Completed 4Q14
Interstate North Business Park II	Minneapolis	142,290	\$10.7M	\$75	6.8%	50%	Completed 4Q14
First Arlington Commerce Center @ I-20	Dallas	153,187	\$9.5M	\$62	6.4%	41%	3Q15
First 33 Commerce Center	Eastern PA	584,760	\$43.8M	\$75	6.4%	0%	4Q15
First Park @ Ocean Ranch	S. California	237,276	\$27.5M	\$116	6.7%	0%	4Q15
First Park Tolleson	Arizona	386,100	\$21.5M	\$55	7.8%	44%	1Q16
Subtotal/Average		1,855,285	\$132.7M	\$72	7.0%	31%	

First Northwest Commerce Center

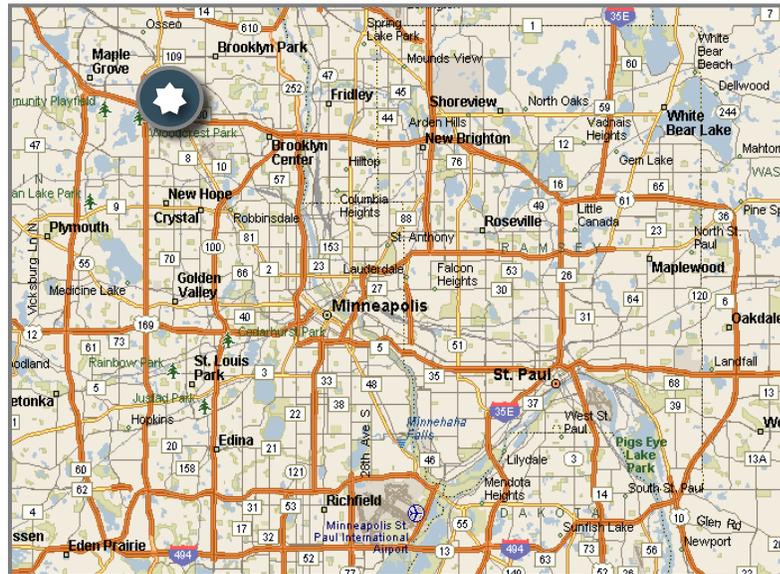


Summary

Square Feet:	351,672
Estimated Investment:	\$19.7M / \$56/SF
Estimated Yield ⁽¹⁾ :	8.3%
Completed:	4Q14

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis.

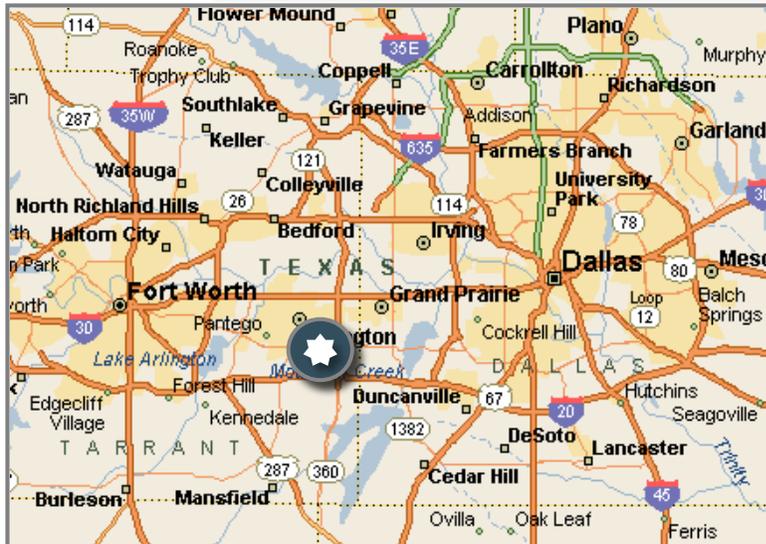
Interstate North Business Park II



Summary	
Square Feet:	142,290
Estimated Investment:	\$10.7M / \$75/SF
Estimated Yield ⁽¹⁾ :	6.8%
Completed:	4Q14

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis.

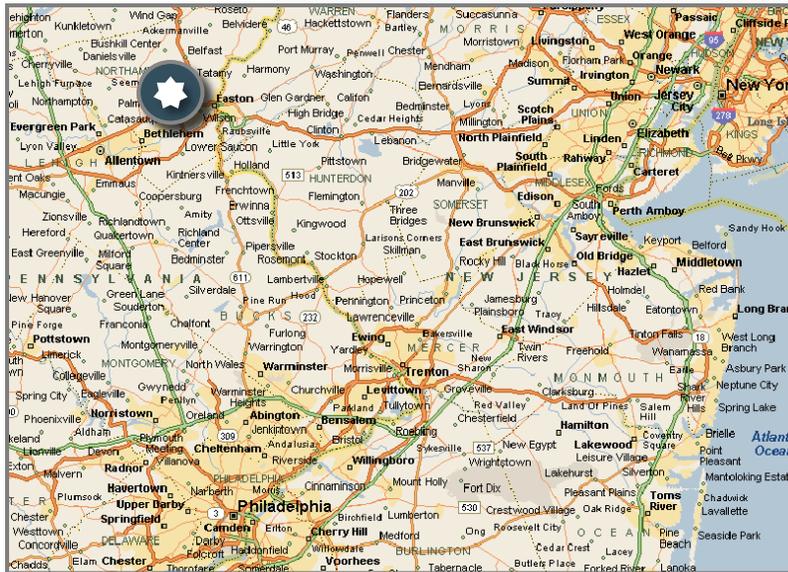
First Arlington Commerce Center @ I-20



Summary	
Square Feet:	153,187
Estimated Investment:	\$9.5M / \$62/SF
Estimated Yield ⁽¹⁾ :	6.4%
Completion By:	3Q15

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis.

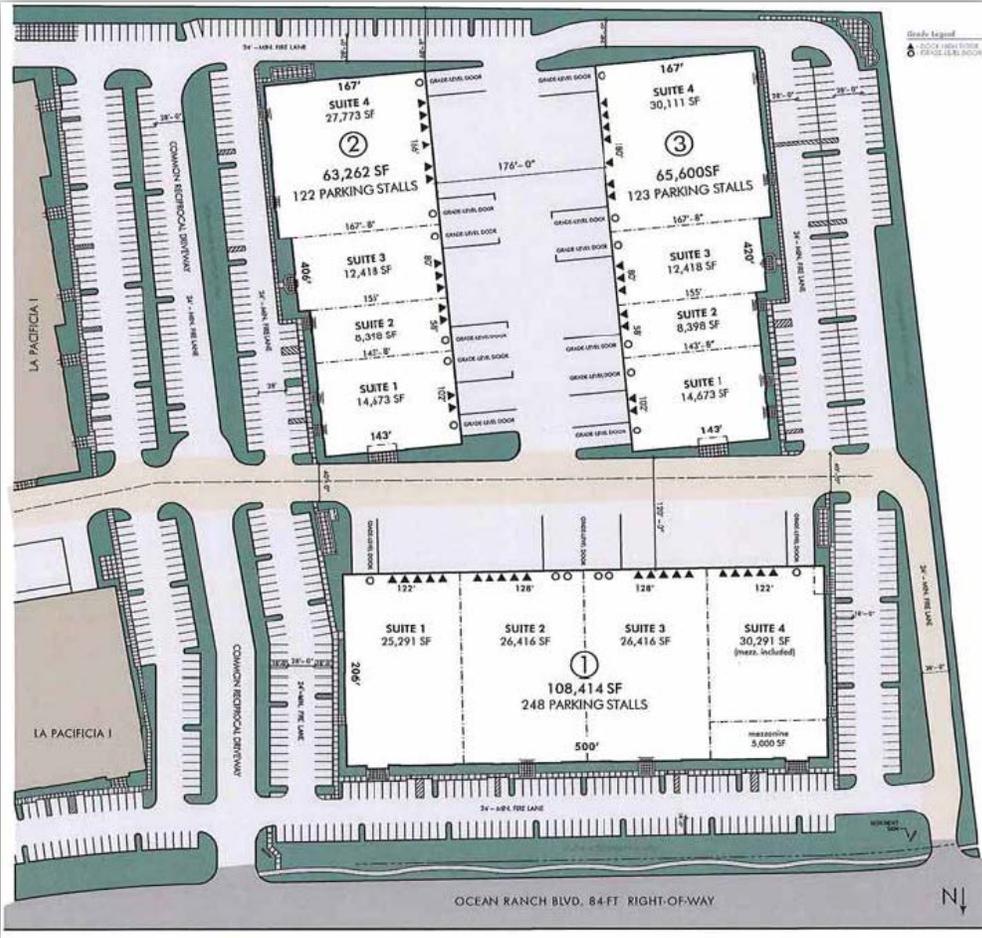
First 33 Commerce Center



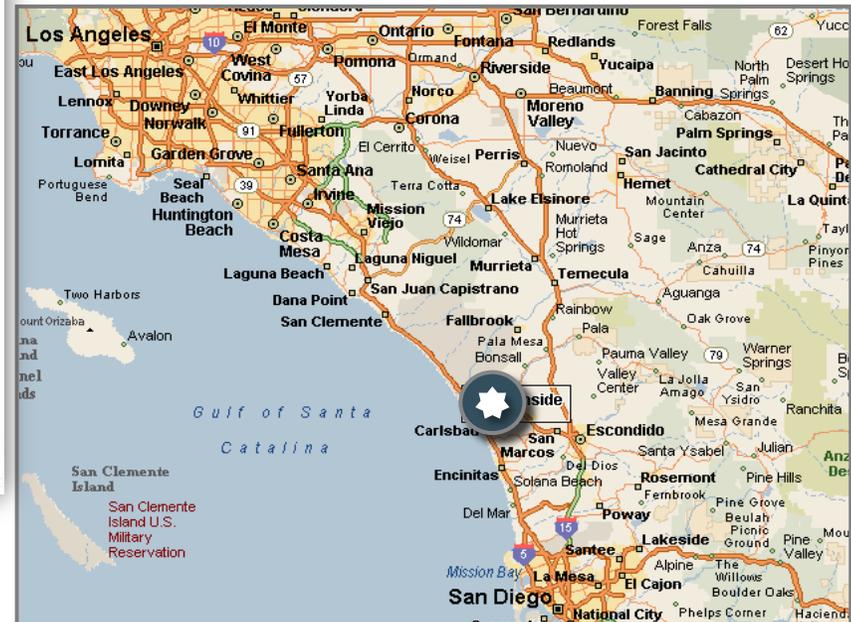
Summary	
Square Feet:	584,760
Estimated Investment:	\$43.8M / \$75/SF
Estimated Yield ⁽¹⁾ :	6.4%
Completion By:	4Q15

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis. Two building project (341,400 SF and 243,360 SF).

First Park @ Ocean Ranch



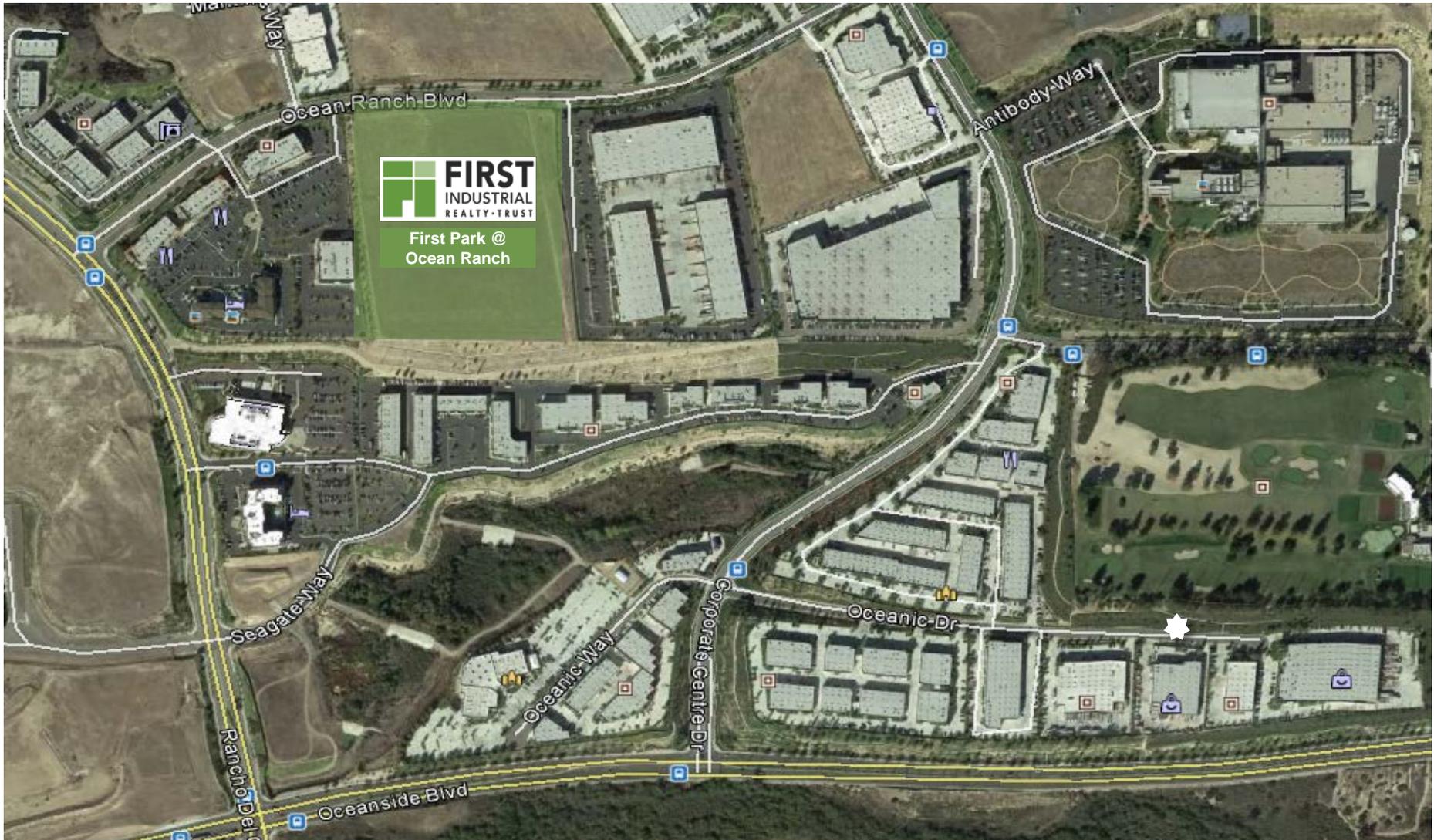
Summary	
Square Feet:	237,276
Estimated Investment:	\$27.5M / \$116/SF
Estimated Yield ⁽¹⁾ :	6.7%
Completion By:	4Q15



⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis.

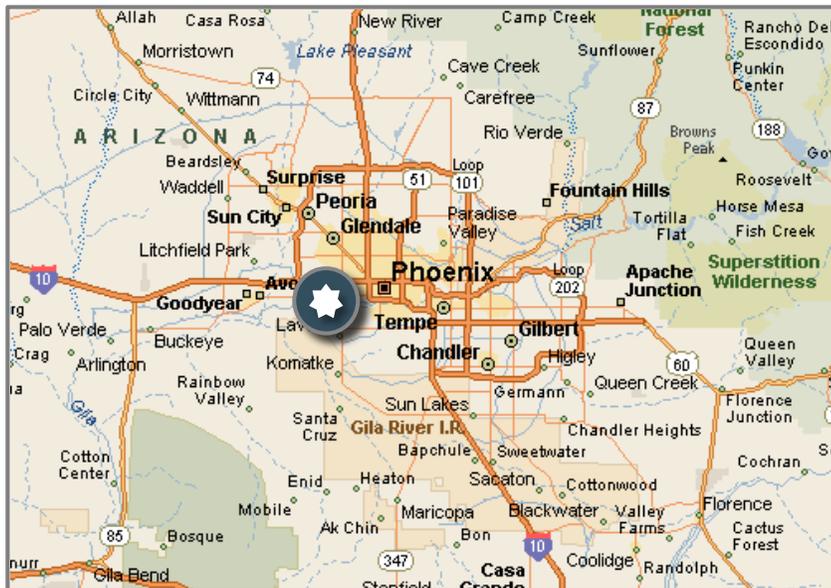
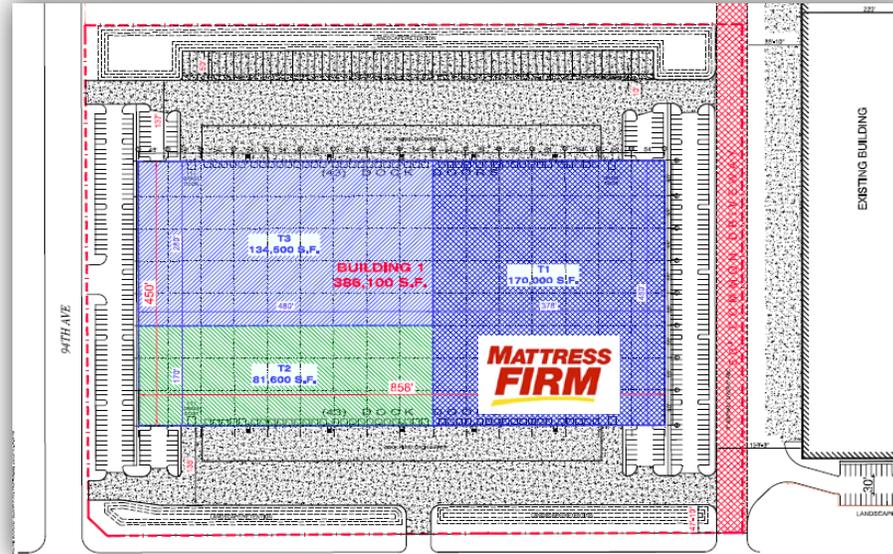
First Park @ Ocean Ranch

1Q15 Start – Total of 237,276 SF, 3 Buildings⁽¹⁾



⁽¹⁾ Estimated yield of 6.7% based on first year stabilized NOI over GAAP investment basis; targeted completion of 4Q15.

First Park Tolleson



Summary

Square Feet: 386,100

Estimated Investment: \$21.5M / \$56/SF

Estimated Yield⁽¹⁾: 7.8%

Occupancy⁽¹⁾: 44%

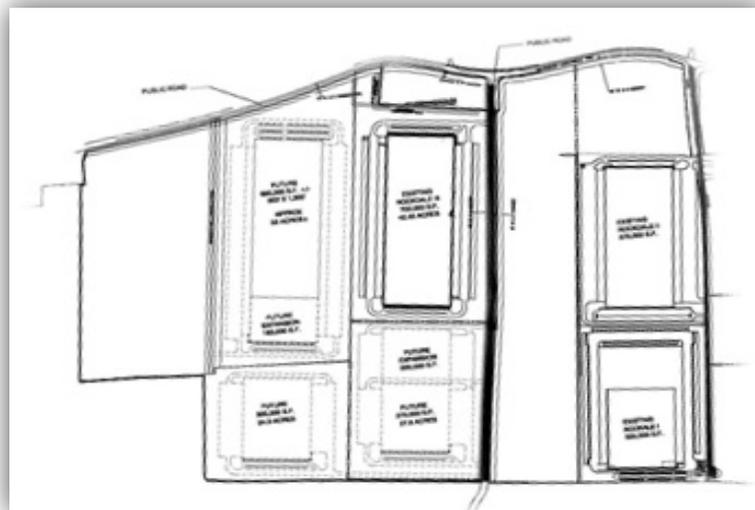
Completion By: 1Q16

⁽¹⁾ Estimated yield based on first year stabilized NOI over GAAP investment basis.

Development Pipeline

Key Sites	Market	Developable SF (K)
Rockdale Land	Nashville, TN	1,500
First Nandina Logistics Center	Inland Empire, CA	1,450
Stockton Land	Stockton, CA	1,200
Oakley Distribution Center	Atlanta, GA	924
Covington Land	Gouldsboro, PA	502
First Grand Parkway Commerce Center	Houston, TX	676
First San Michelle Logistics Center	Inland Empire, CA	189
Totals		6,441

Rockdale Land Nashville, TN – Up to 1.5 MSF



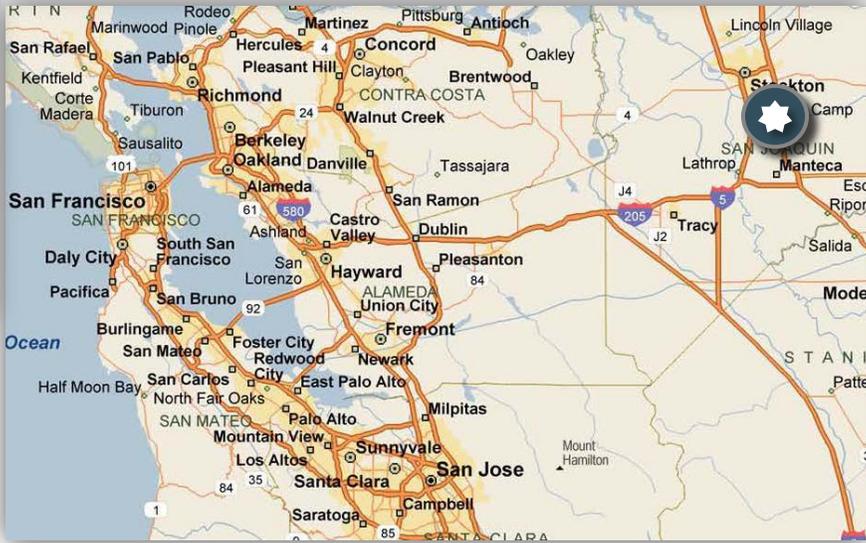
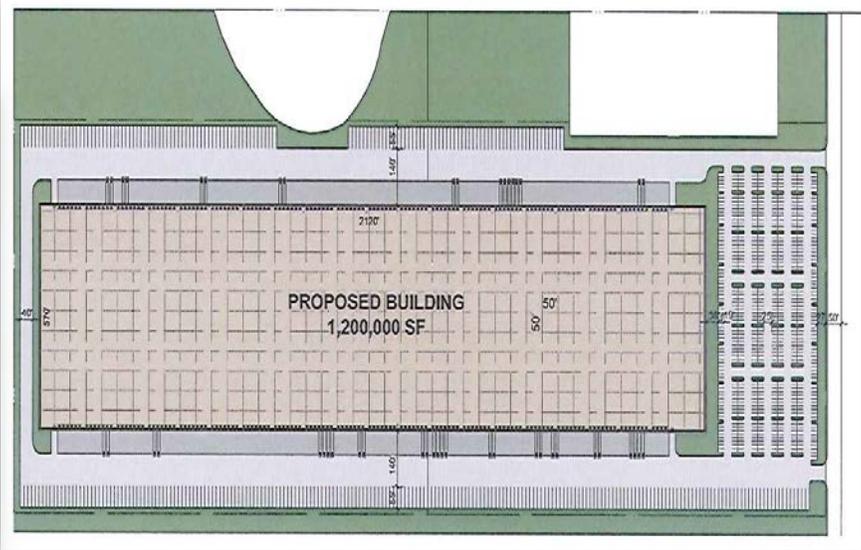
First Nandina Logistics Center Inland Empire, CA - Up to 1.45 MSF



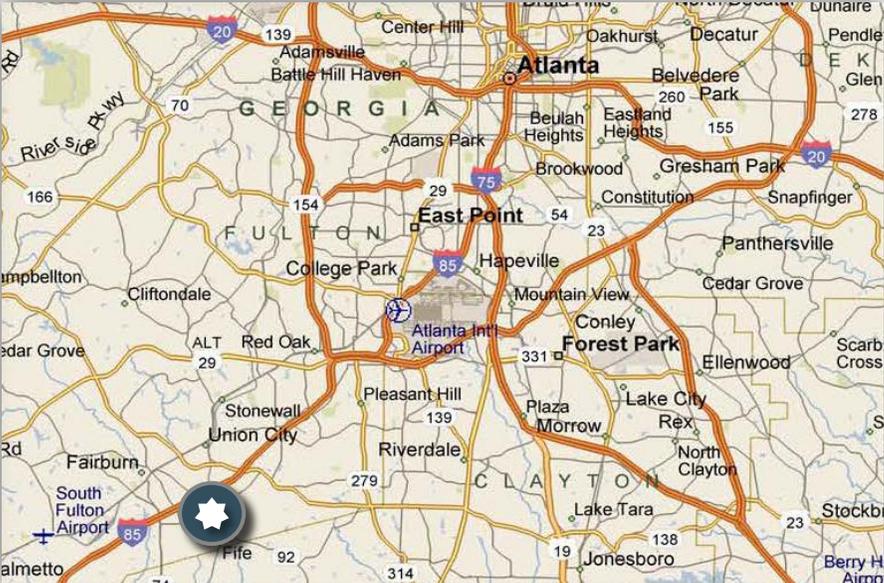
First Nandina Logistics Center



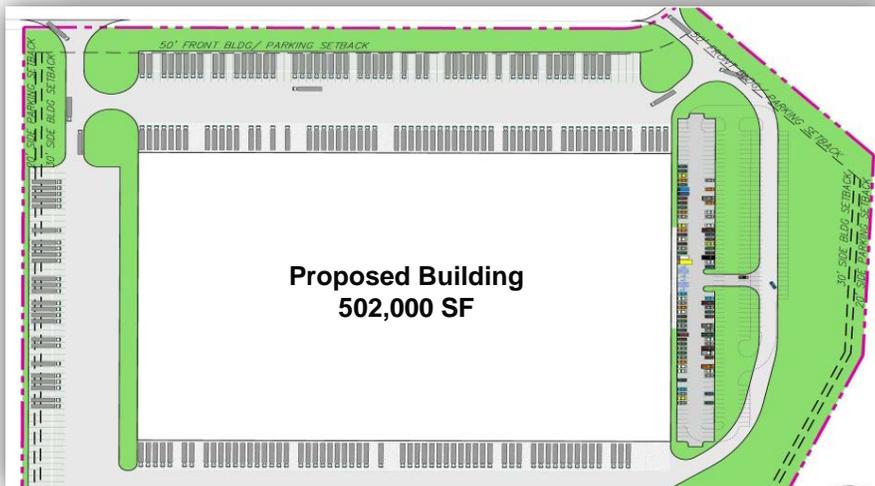
Stockton Land Stockton, CA – 1.2 MSF



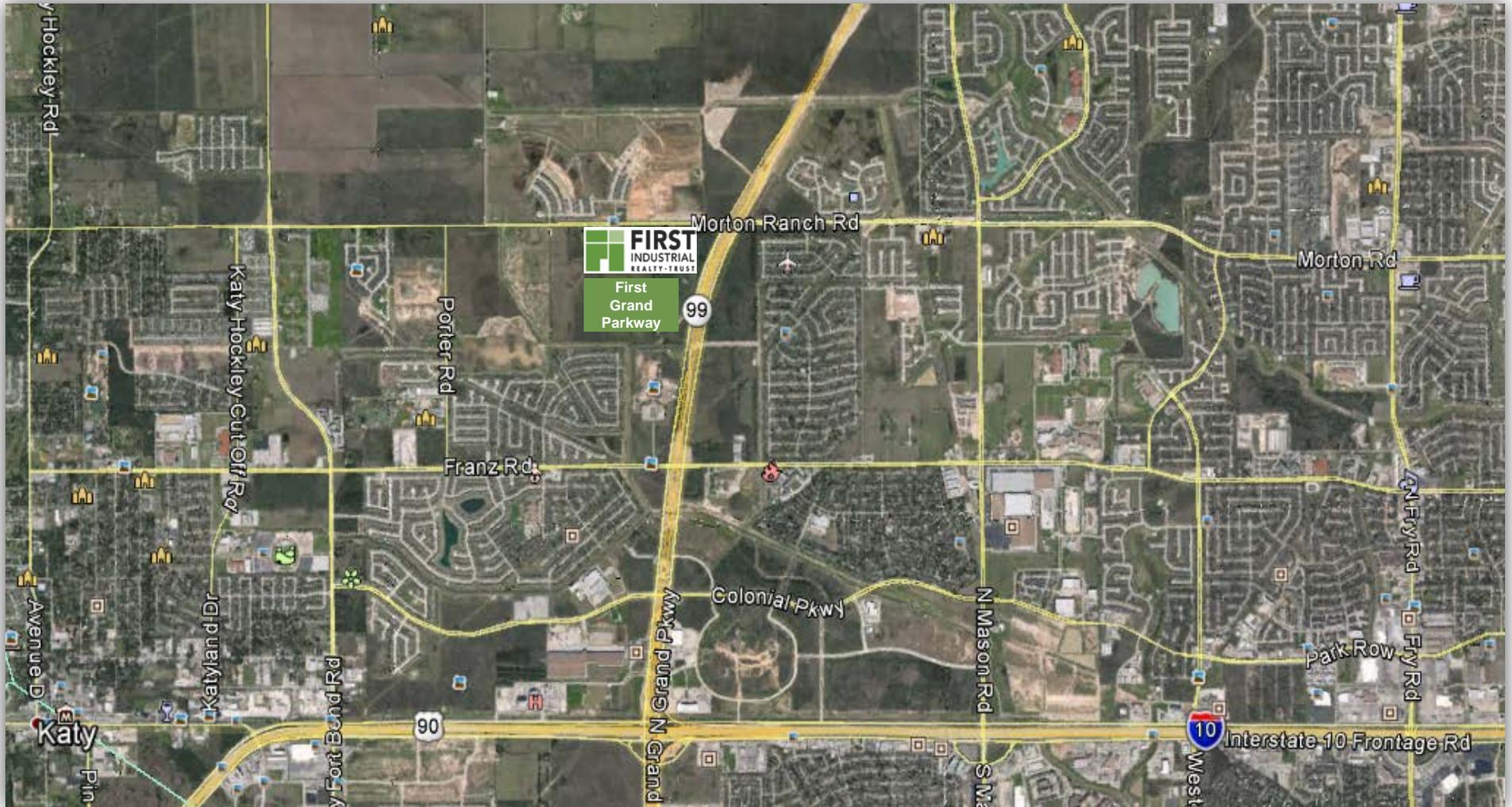
First Park Fairburn Atlanta, GA – 924,000 SF



Covington Land Covington, PA – 502,000 SF



First Grand Parkway Commerce Center



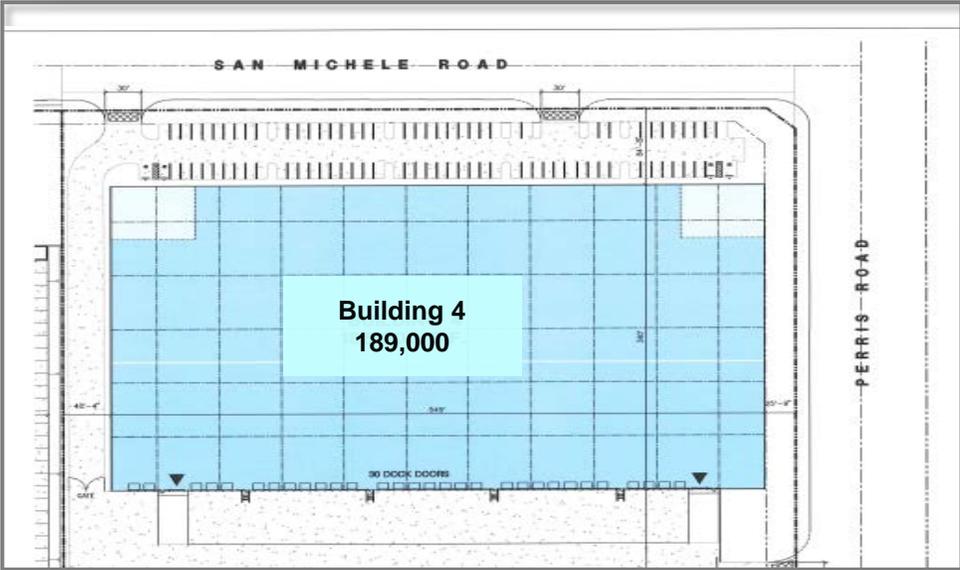
First San Michelle Logistics Center Inland Empire, CA – 189,000 SF



Enlarged East Elevation



Enlarged North Elevation



First San Michelle Logistics Center

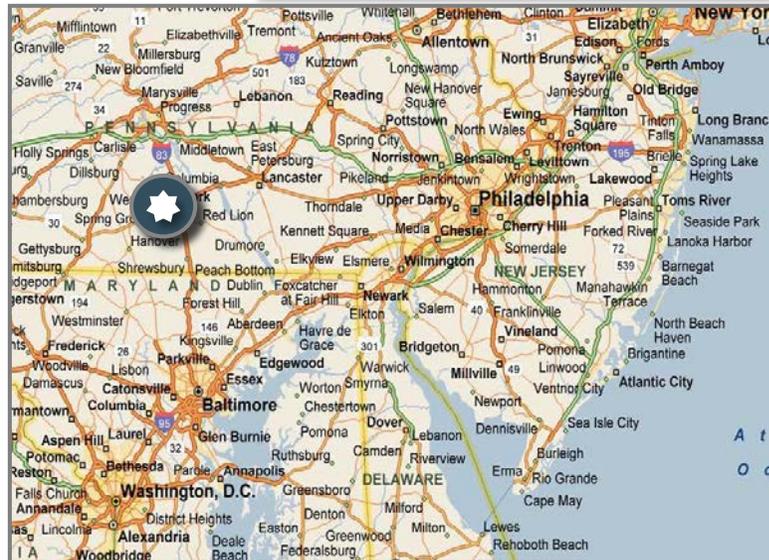


2014 Placed In Service Developments

Name	Market	Total Investment	SF	\$/SF	Estimated Yield (GAAP)	% Occupancy
First Logistics Center @ I-83	Central PA	\$35.4M	708,000	\$50	8.4%	100%
First Bandini Logistics Center	S. California	\$55.3M	489,038	\$113	6.1%	100%
Rust-Oleum Expansion ⁽¹⁾	Chicago	\$8.4M	250,243	\$34	6.7%	100%
First Figueroa Logistics Center	S. California	\$8.5M	43,485	\$195	4.0%	100%
Interstate North – Building 1	Minneapolis	\$7.4M	96,787	\$76	9.6%	100%
Subtotal/Average		\$115.0M	1,587,553	\$72	6.9%	100%

⁽¹⁾ Total investment excludes land basis.

First Logistics Center @ I-83



Summary

Square Feet: 708,000

Investment: \$35.4M / \$50/SF

Yield: 8.4%

Completed / Leased: 4Q13 / 3Q14

First Bandini Logistics Center



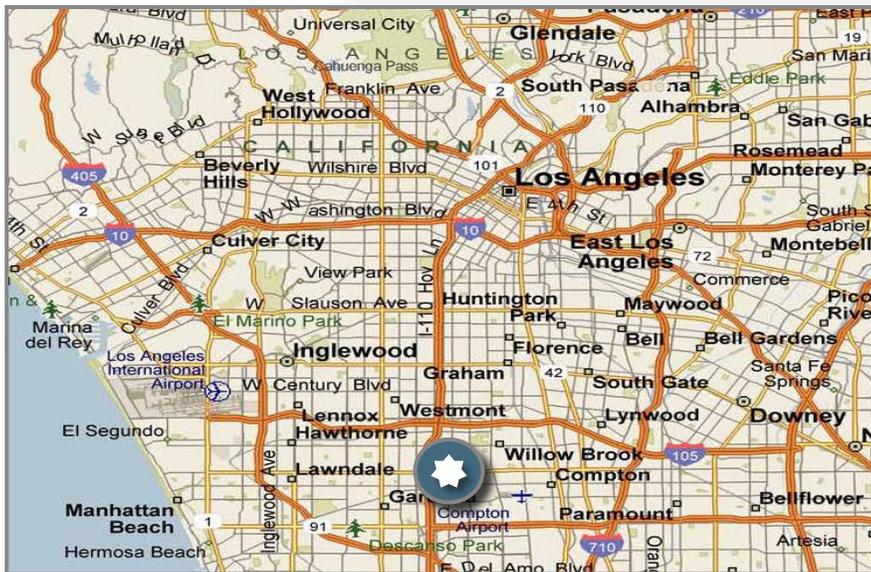
Summary	
Square Feet:	489,038
Investment:	\$55.3M / \$113/SF
Yield:	6.1%
Completed / Leased:	4Q13 / 4Q14

Rust-Oleum Expansion



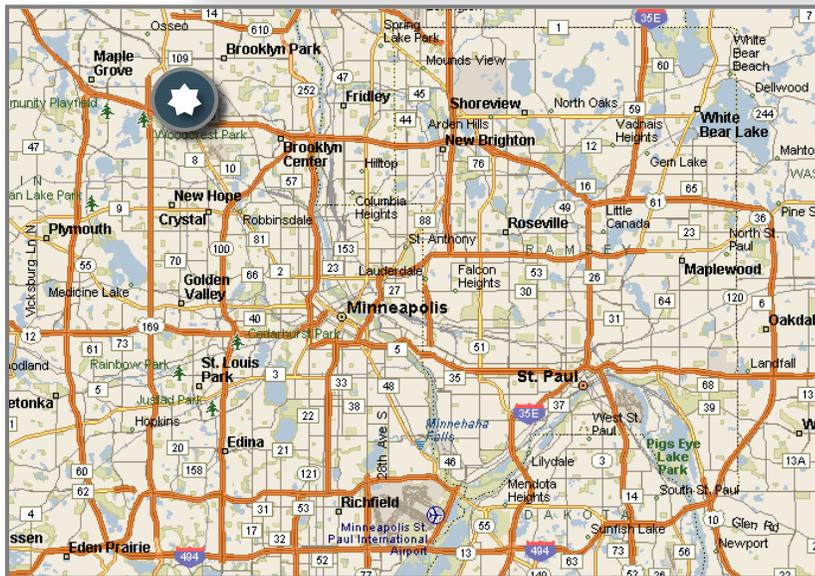
Summary	
Square Feet:	250,243
Investment:	\$8.4M / \$34/SF
Yield:	6.7%
Completed / Leased:	2Q14 / 2Q14

First Figueroa Logistics Center



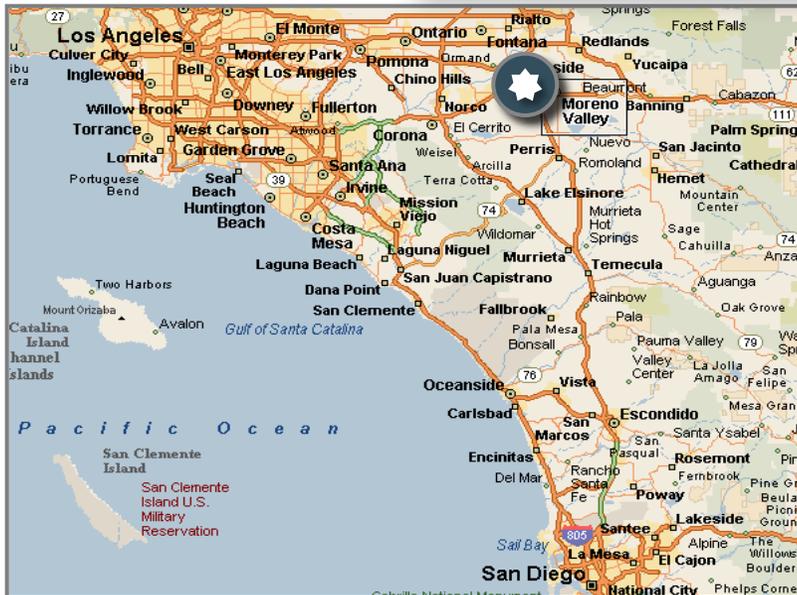
Summary	
Square Feet:	43,485
Investment:	\$8.5M / \$195/SF
Yield:	4.0%
Completed / Leased	2Q14 / 2Q14

Interstate North Business Park I



Summary	
Square Feet:	96,787
Investment:	\$7.4M / \$76/SF
Yield:	9.6%
Completed / Leased:	4Q14 / 4Q14

2Q15 Acquisition 6150 Sycamore Canyon – Inland Empire



Summary	
Square Feet:	171,619
Purchase Price:	\$14.8M / \$86/SF
GAAP Yield:	5.0%
Acquisition Date:	2Q15

2Q15 Acquisition 145 W 134th Street – Los Angeles



Summary

Square Feet: 44,644

Purchase Price: \$5.4M / \$121/SF

GAAP Yield: 5.1%

Acquisition Date: 2Q15

2014 Property Acquisitions

Name	Market	SF	Purchase Price	Price Per SF	GAAP Yield
First Arrowhead Business Center	Phoenix	220,324	\$18.2M ⁽²⁾	\$83	6.6%
Rivertown Distribution Center	Minneapolis	251,968	\$13.4M	\$53	7.3%
Aldrin Distribution Center	Minneapolis	200,000	\$12.0M	\$60	6.7%
4710 Guasti Road	Inland Empire West	133,342	\$10.6M	\$79	5.6%
16875 Heacock ⁽¹⁾	Inland Empire East	225,450	\$10.0M	\$44	6.4%
401 Airport Road	Chicago	53,260	\$3.2M	\$60	7.1%
Subtotal/Average		1,084,344	\$67.4M	\$62	6.6%

⁽¹⁾ Leasehold interest approximately 60 years.

⁽²⁾ Estimated total investment is expected to be \$20.2M due to costs related to stabilizing the vacant building in this three-building acquisition.

2014 Property Acquisitions

First Arrowhead Business Center * Phoenix, AZ * 220,324 SF



4710 Guasti Road * Inland Empire, CA * 133,342 SF



Rivertown Distribution Center * Minneapolis, MN * 251,968 SF



16875 Heacock Street * Inland Empire, CA * 225,450 SF



Aldrin Distribution Center * Minneapolis, MN * 200,000 SF



401 Airport Road * Chicago, IL * 53,260 SF



Select Sales

2014

Building SF	2.0 MSF
Price	\$103M (\$51/SF without land)
Average Occupancy	77%
Trailing Twelve-Month Yield	6.0%
Stabilized Yield	7.4%
Occupancy Impact	50 bps

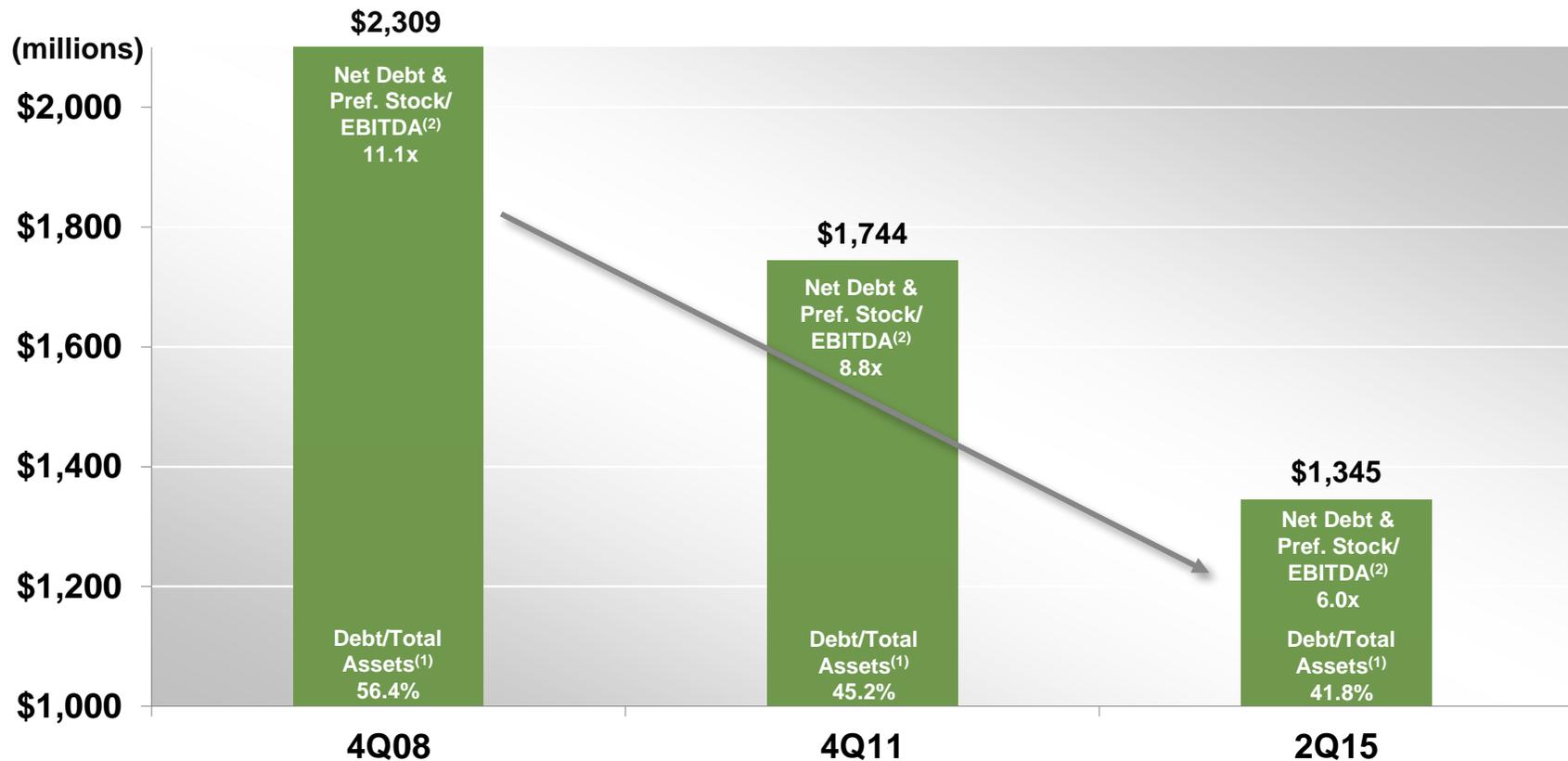
2015 through July 30, 2015

Building SF	917K SF @ \$46/SF
Price	\$42.9M / \$1.0M (Land)
Average Occupancy	84%
In-place Yield	4.7%
Stabilized Yield	7.4%

Executing on targeted sales to enhance portfolio and redeploy in higher growth assets

Improved Financial Profile Significantly Strengthened Balance Sheet

Net Debt/Preferred Stock: Reduced by approximately \$964M through 2Q15



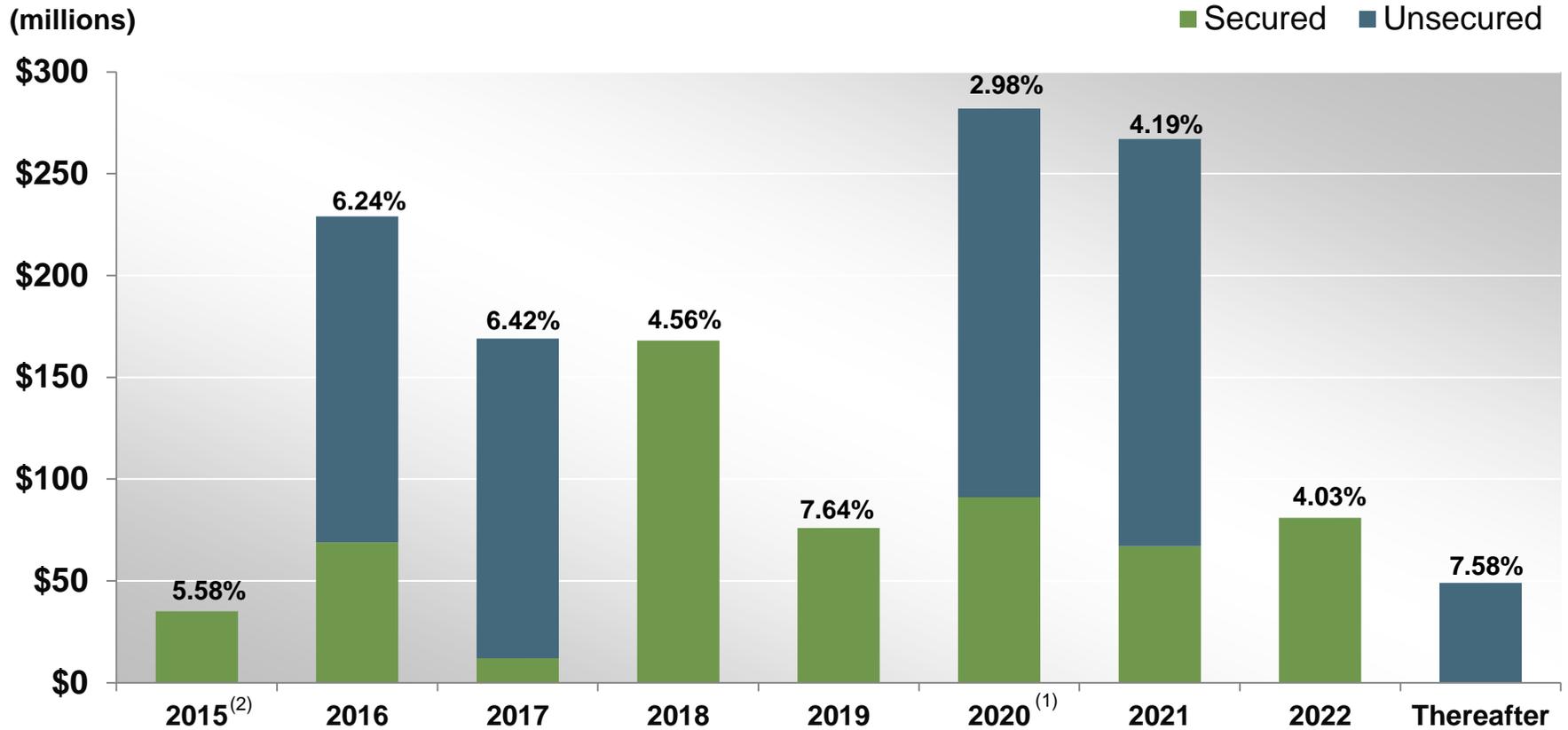
**At low end of target Debt + Preferred to EBITDA range of 6.0x to 7.0x
Unsecured debt rated investment grade by all ratings agencies**

⁽¹⁾ Per Indebtedness to Total Assets covenant in senior unsecured note indentures.

⁽²⁾ EBITDA adjusted for one-time items and timing differences.

Laddered Debt Maturities

(as of June 30, 2015)



(1) Assumes 4+1 maturity for LOC renewal.

(2) Assumes 2015 prepayment of a \$23.1 mortgage due in 2016.
Excludes new \$260M 7-year term loan announced 9/14/15

Strategy for Success



Leasing and Operations Management

- Drive Average Occupancy to 95%
- Grow Rents
- Normalize TI/LC/CapEx
- Customer Service Focus



Capital Management

- Conservative and Flexible Balance Sheet
- Strong Credit Ratios
- Investment Grade
- Optimize Cost of Capital



Portfolio Management

- Targeted Development Opportunities
- Selective Acquisitions
- Disciplined Asset Sales



Deliver on opportunity to significantly grow AFFO per share and deliver value for shareholders



Q&A

September 2015