



**DCT INDUSTRIAL**

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# NAREIT 2010 Investor Forum

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REITWeek

June 9-11, 2010

## Forward Looking Statements

The Company makes statements in this document that are considered “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act, which are usually identified by the use of words such as “anticipates,” “believes,” “estimates,” “expects,” “intends,” “may,” “plans,” “projects,” “seeks,” “should,” “will,” and variations of such words or similar expressions. The Company intends these 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 are including this statement for purposes of complying with those safe harbor provisions. These forward-looking statements reflect the Company’s current views about its plans, intentions, expectations, strategies and prospects, which are based on the information currently available to the Company and on assumptions it has made. Although the Company believes that its plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, the Company can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. Furthermore, actual results may differ materially from those described in the forward-looking statements and will be affected by a variety of risks and factors that are beyond its control including, without limitation: the competitive environment in which the Company operates; real estate risks, including fluctuations in real estate values and the general economic climate in local markets and competition for tenants in such markets; particularly in light of the current economic slowdown in the U.S. and internationally, decreased rental rates or increasing vacancy rates; defaults on or non-renewal of leases by tenants; acquisition and development risks, including failure of such acquisitions and development projects to perform in accordance with projections; the timing of acquisitions and dispositions; natural disasters such as hurricanes, fires and earthquakes; national, international, regional and local economic conditions, including, in particular the current economic slowdown in the U.S. and internationally; the general level of interest rates and the availability of debt financing, particularly in light of the recent disruption in the credit markets; energy costs; the terms of governmental regulations that affect the Company and interpretations of those regulations, including changes in real estate and zoning laws and increases in real property tax rates; financing risks, including the risk that the Company’s cash flows from operations may be insufficient to meet required payments of principal and interest; lack of or insufficient amounts of insurance; litigation, including costs associated with prosecuting or defending claims and any adverse outcomes; the consequences of future terrorist attacks; possible environmental liabilities, including costs, fines or penalties that may be incurred due to necessary remediation of contamination of properties presently owned or previously owned by the Company; and other risks and uncertainties detailed from time to time in DCT Industrial Trust’s filings with the Securities Exchange Commission. In addition, the Company’s current and continuing qualification as a REIT involves the application of highly technical and complex provisions of the Internal Revenue Code of 1986, or the Code, and depends on its ability to meet the various requirements imposed by the Code through actual operating results, distribution levels and diversity of stock ownership. The Company assumes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

In addition, please refer to our 2009 Annual Report on Form 10-K, filed with the Securities and Exchange on February 26, 2010 for more information. Reconciliations of our Same Store NOI, FFO, debt to book value and fixed charge coverage for the quarters ended March 31, 2010 and 2009 are contained in our earnings press release for the period ended March 31, 2010, available in the Investor Relations section of our website at [www.dctindustrial.com](http://www.dctindustrial.com). Reconciliations of our adjusted FFO for the years ended December 31, 2009, 2008, and 2007 are contained in our 2009 annual report on Form 10-K to shareholders available in the Investor Relations section of our website at [www.dctindustrial.com](http://www.dctindustrial.com) under the SEC filings tab.

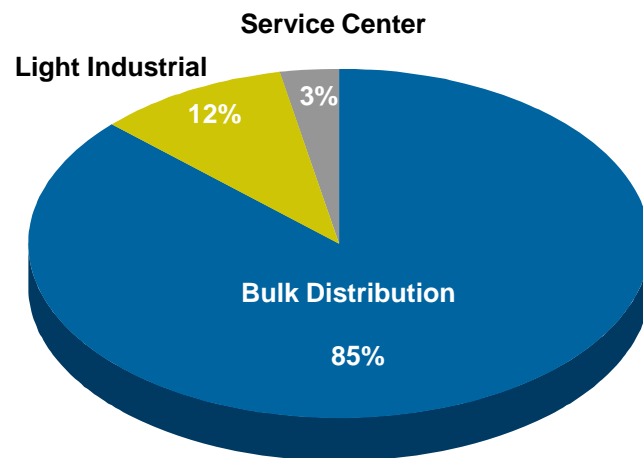
## DCT Industrial Overview

- Leading industrial REIT with strong local presence in key logistics markets
- Focused on high-quality bulk distribution and light industrial properties
  - 375 consolidated industrial operating properties totaling 52.9 million square feet including 1.2 million square feet in Mexico
- Diversified and strategically located portfolio in 24 high volume U.S. distribution markets
- Proven operating capability
- Strong balance sheet and conservative capital structure

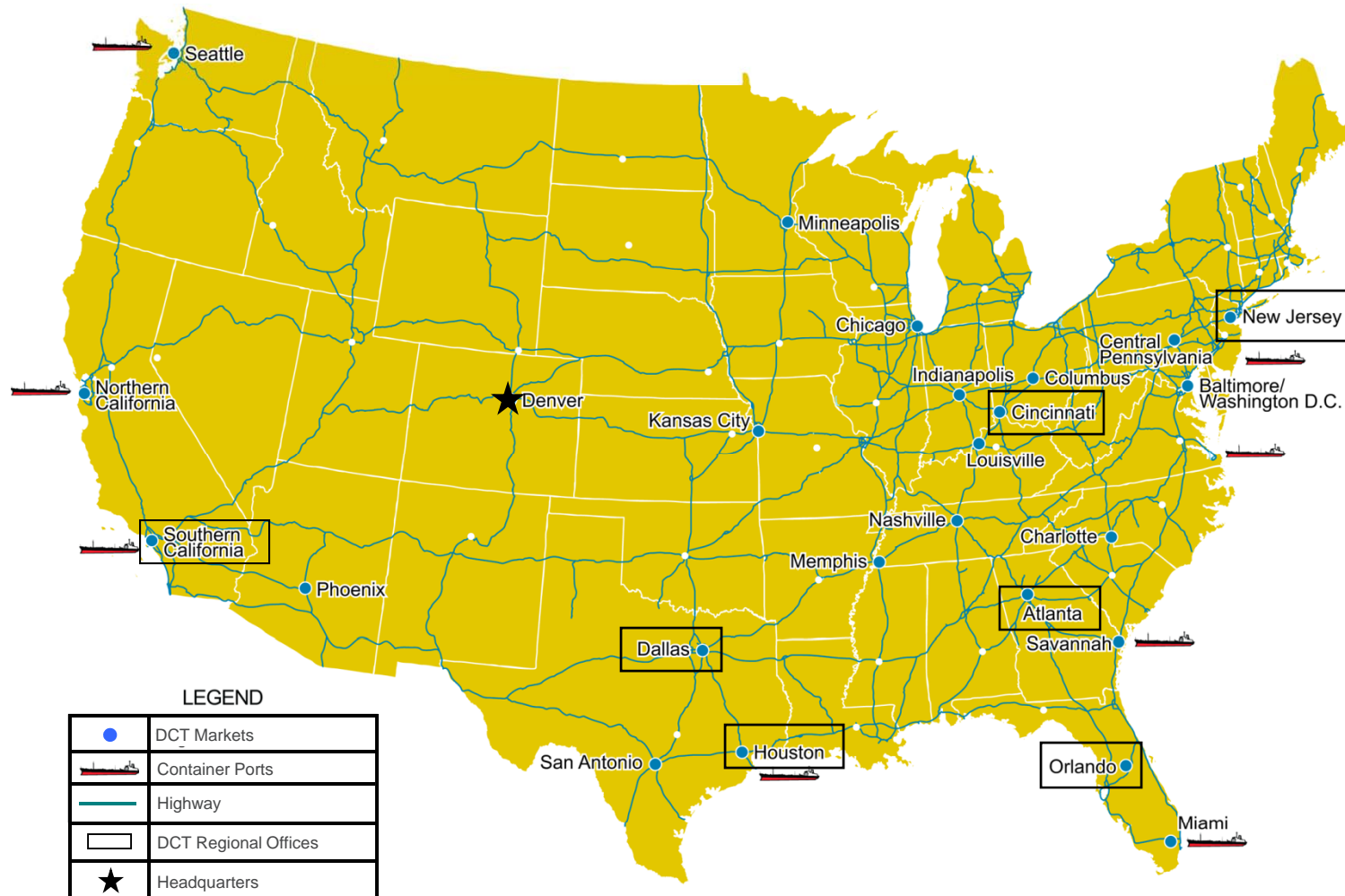
As of March 31, 2010

## High Quality Portfolio Serving Customers' Needs

- Well-located in major distribution hubs
- Highly functional with 83% of our bulk distribution properties greater than 200,000 square feet have the following:
  - Clear height of 24' or greater
  - Truck court of 120' or greater
  - ESFR sprinkler
- Appropriately sized to fit heart of leasing market
  - Average building size 144,000 square feet



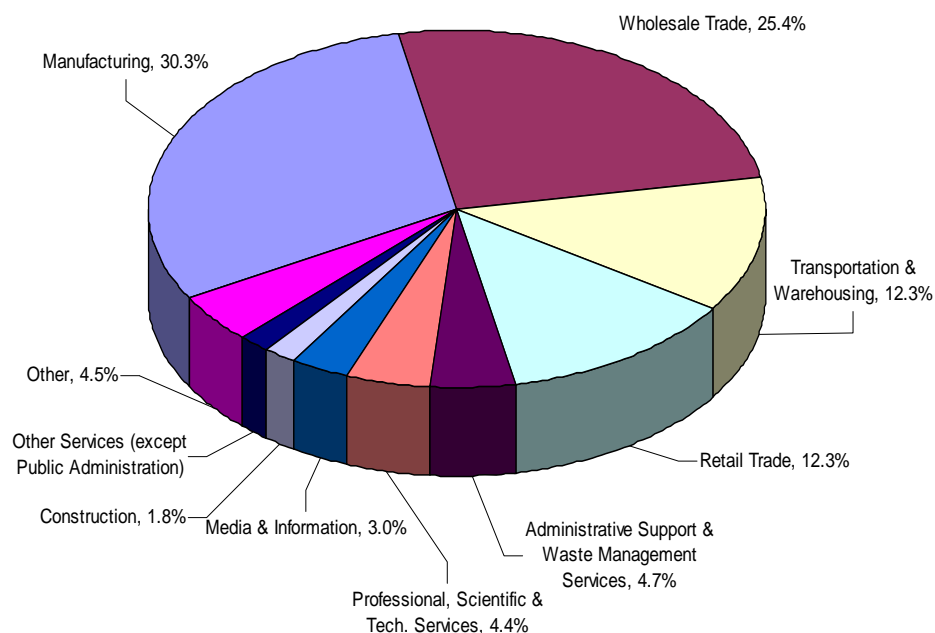
# Select High-Volume Distribution Markets Leveraging Local Presence & Relationships



## Strong and Diverse Customer Base

- Broad diversity: Largest customer 2.1% of annualized base rent (ABR)
- Average tenant size 51,500 square feet

Tenant Diversification (a)



(a) Based on consolidated square feet as of March 31, 2010

Top 10 Customers

Customer	Square Feet (in thousands)	ABR	% Total
CEVA Logistics	1,182.4	\$3.6mm	2.1%
Bridgestone/Firestone	987.9	2.6mm	1.5%
Technicolor (Thomson)	806.0	2.6mm	1.5%
United Parcel Service (UPS)	820.7	2.5mm	1.4%
Deutsche Post World Net (DHL & Exel)	683.9	2.4mm	1.4%
United Stationers Supply Company	774.1	2.4mm	1.3%
The Glidden Company	413.1	2.3mm	1.3%
Crayola, LLC	550.0	2.1mm	1.2%
Pitney Bowes Inc.	406.8	1.8mm	1.0%
Toys "R" Us, Inc	500.0	1.6mm	0.9%
<b>Total Top 10</b>	<b>7,124.9</b>	<b>\$23.9mm</b>	<b>13.6%</b>
All Others	45,785.2	\$148.2mm	86.4%
<b>Total</b>	<b>52,910.0</b>	<b>\$172.1mm</b>	<b>100.0%</b>

Note: Top 10 Customers based on consolidated operating properties.

## Strong Operating Platform

- Regionally organized with eight market offices led by highly regarded, seasoned deal makers with strong business judgment
  - Leasing expertise
  - Internal property management
  - Development/project management expertise
- Self-managed in core markets
- Local presence and industry expertise maximizes leasing and investment opportunities
- Strong customer relationships
- Utilize third party leasing brokers to enhance market coverage



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# Business Strategy

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# DCT Industrial Business Strategy

## Operations

- Maximize returns on operating and development portfolios
- Capitalize on market offices to maximize leasing, enhance customer service and deepen relationships
  - Aggressively pursue opportunities to serve new requirements of existing customers and pursue new customers through identifying needs and offering sale leasebacks, etc.

## Investment

- Invest future capital to generate attractive returns by acquiring quality, well-located assets in select markets
- Build modestly sized value-add program (<10% of assets)
- Recycle capital out of lower return, non-strategic assets and markets for reinvestment into higher growth opportunities



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# Operations

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## Market Conditions Expected to Turn Positive

### Current Conditions

#### Market Conditions

- Demand drivers beginning to improve
- GDP growth significantly positive last 3 quarters
- Key industrial metrics improving: truck volumes, U.S. port container volumes, business inventories, Purchasing Managers' Index

#### DCT Industrial Fundamentals

- Proposal and completion activity up significantly
- Broker and other peers report similar experiences
- 3.2 million square feet of operating leases in Q1'10
- 570,000 square feet of development leases in Q1'10; over 1 million square feet announced in Q2'10
- Occupancy expected increase in 2H'10

### Outlook

#### Market Conditions

- Rents and vacancy bottoming; long-term outlook very positive
- Expect net absorption to turn positive by mid-2010
- Rents appear to be stabilizing
- Market rents generally 25-40% below levels required to justify new construction indicating significant room for growth

#### DCT Industrial Fundamentals

- Tenant financial stress easing and some business growth returning
- More positive feedback from tenants regarding business activity
- Some existing tenants are expanding space; New tenants signed who had increased space requirements
- Some tenants requesting longer-term leases

## Maximizing Returns from Operating Portfolio

Q1'10 leasing results in line with expectations:

- 3.2 million square feet of operating leases signed<sup>(1)</sup>
- Signed new customers taking occupancy in Q3-Q4'10
- Occupancy of 86.1% as of Q1'10
- Tenant Retention of 65%



(1) Operating Portfolio



## Success in Leasing Development Pipeline

- 3.2 million square feet (pro rata) remaining to lease at Q1'10
  - Consolidated: 1.6 million square feet in 15 buildings
  - IDI/DCT (50/50): 1.9 million square feet in 4 buildings
  - SCLA development in Inland Empire (50/50): 1.2 million square feet in 4 buildings
- Successfully leased 570,000 square feet in Q1'10
- Significant leases announced to date in Q2'10
  - 385,000 square feet of development in Southern California
  - 482,000 square feet of redevelopment in Chicago





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# Investment Strategy

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## Acquisition Strategy

- Actively pursuing deals – off market and marketed
  - Optimistic about ability to find and close more acquisitions in 2010 though availability of quality assets remains limited
  - Remain disciplined with respect to underwriting and investment criteria
- Bulk distribution and light industrial focus
  - Stable cash flow
  - Low turnover costs
  - Low volatility
- Investment Selection/Criteria
  - Specific submarket strategies
  - Quality, functional assets in desirable locations
  - Discount to replacement cost
  - Focus on assets appropriately sized for market
    - Divisible to “heart” of the market
  - Critical underwriting of market rates and tenant credit

## Recycling Capital for Investment

- Fundamental part of our business plan and effort to continually recycle capital
- Selective and opportunistic approach given market conditions
- Sell non-strategic assets
  - Product type – ex. high-finish buildings
  - Functionality
  - Below average NOI growth prospects
  - Long term market fundamentals
- Multiple smaller transactions more successful than larger portfolio dispositions
  - Portfolio discounts in today's environment

Disposition Track Record				
	2006	2007	2008	2009
Dispositions	\$266 mm	\$366 mm	\$145 mm	\$31 mm





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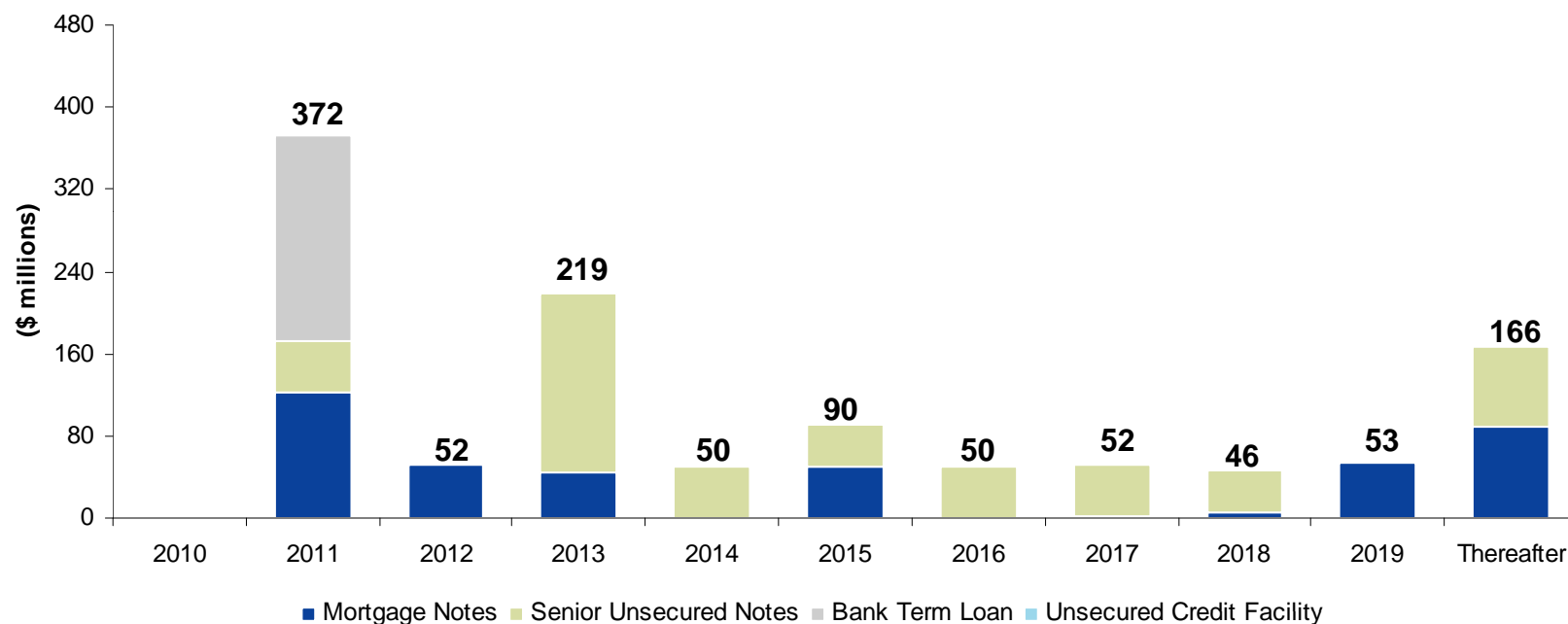
# Strong Capital Structure

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## Strong Balance Sheet

- Favorable liquidity position
  - Refinanced \$215 million of mortgage maturities in early 2010 extending \$123 million for 9.6 years
  - Refinanced \$210 million of unsecured debt with near-term maturities extending average maturity to 8.3 years
  - Extended \$200 million of unsecured term loan until June 2011
- Limited funding commitments and manageable debt maturity schedule
  - Finalizing terms with syndication leadership to refinance \$300 million revolving credit facility due to expire in December 2010
- Excellent credit metrics limiting risk and providing offensive capital
- Fund new acquisitions with dispositions or equity

## Debt Maturity Schedule <sup>(a)</sup>



(a) As of March 31, 2010 and adjusted to reflect the proceeds of DCT Industrial's recently announced \$210 million senior unsecured private placement which is expected to be used to pay down \$100 million of our senior unsecured term loan and to pay off our revolving credit facility which had a balance of \$88 million as of March 31, 2010.

## Why DCT Industrial?

- Value-added owner, operator and developer that delivers substantial value to customers
- Strong operating platform focused on leasing, capital deployment and opportunities to build on customer relationships
- Strong balance sheet and conservative capital structure
- Diversified industrial portfolio in high-volume distribution markets
- Well positioned to identify and capture acquisition and value-add opportunities