



# Citi 2013 Global Property CEO Conference

March 3 – 6, 2013

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NYSE: DCT

# Forward-Looking Statement

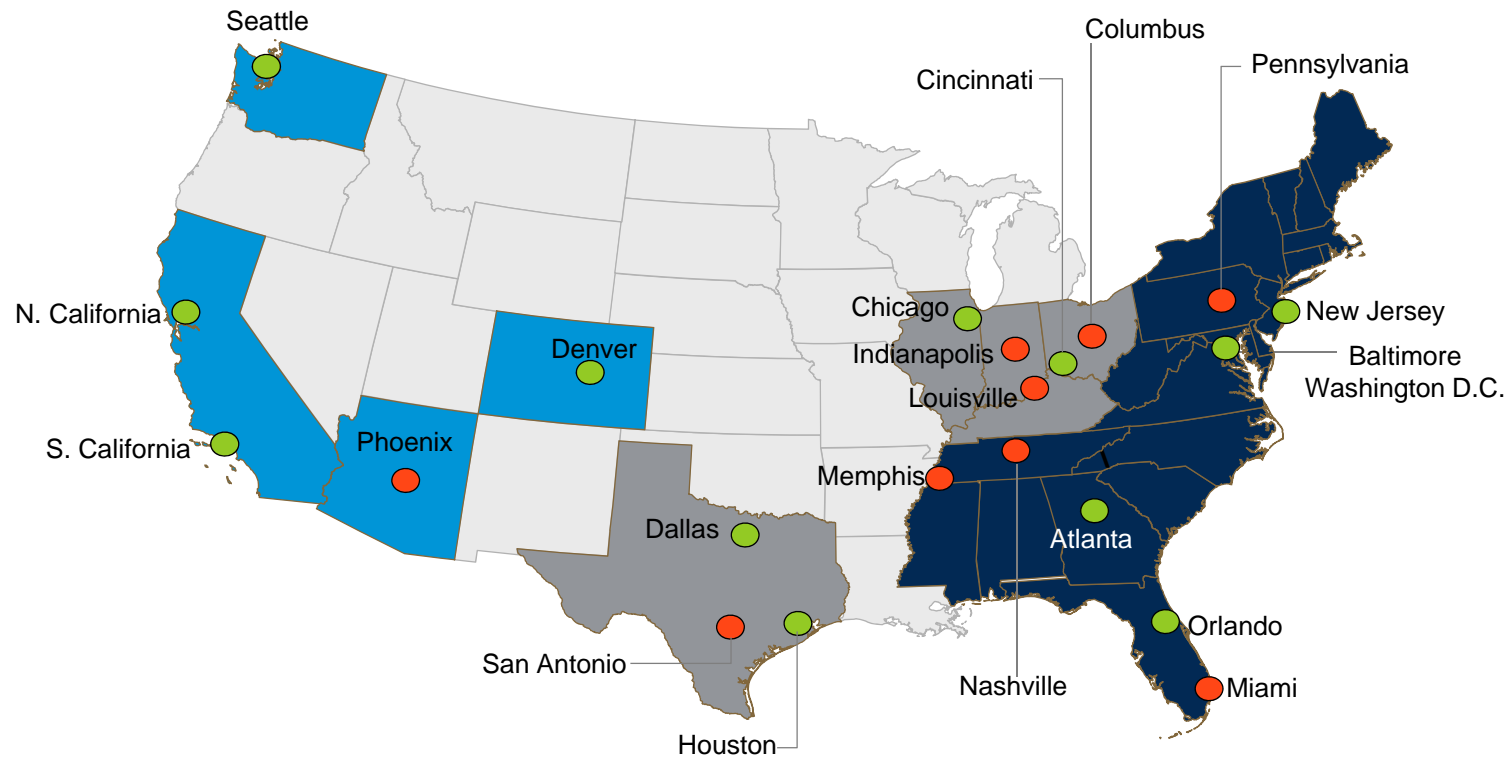
The Company makes statements in this document that are considered “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act, which are usually 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 their plans, intentions, expectations, strategies and prospects, which are based on the information currently available to the Company and on assumptions they have made. Although the Company believes that their plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, they 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 our control including, without limitation: national, international, regional and local economic conditions, including, in particular, the impact of the economic downturn and the strength of the economic recovery and the impact of the potential financial crisis in Europe; the general level of interest rates and the availability of capital; the competitive environment in which they operate; real estate risks, including fluctuations in real estate values and the general economic climate in local markets and competition for tenants in such markets; 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, dispositions and developments; natural disasters such as fires, floods, tornadoes, hurricanes and earthquakes; energy costs; the terms of governmental regulations that affect us and interpretations of those regulations, including the costs of compliance with those regulations, changes in real estate and zoning laws and increases in real property tax rates; financing risks, including the risk that our cash flows from operations may be insufficient to meet required payments of principal, interest and other commitments; 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 or civil unrest; 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 us; and other risks and uncertainties detailed in the section entitled “Risk Factors.” In addition, our current and continuing qualification as a real estate investment trust, or REIT, involves the application of highly technical and complex provisions of the Internal Revenue Code of 1986, or the Code, and depends on our ability to meet the various requirements imposed by the Internal Revenue Code of 1986 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 2012 Annual Report on Form 10-K, filed with the Securities and Exchange Commission on February 21, 2013 for more information. Reconciliations of our Same Store NOI, FFO and fixed charge coverage for the quarters ended December 31, 2012 and 2011 are contained in our earnings press release for the period ended December 31, 2012, and are available in the Investors section of our website at [www.dctindustrial.com](http://www.dctindustrial.com). Reconciliations of our adjusted FFO for the years ended December 31, 2012, 2011, and 2010 are contained in our 2012 annual report on Form 10-K to shareholders available in the Investors section of our website at [www.dctindustrial.com](http://www.dctindustrial.com) under the SEC filings tab.

# Investment Highlights

- High-quality industrial portfolio located in major distribution markets
- Delivering results through excellent leasing and operating performance
- Strong market-based teams
- Creating value for shareholders through disciplined capital deployment
  - Attractive acquisitions
  - Selective development
  - Active capital recycling
- Simple, NOI-based operating model
- Strong balance sheet and prudent financial management

# High Quality Portfolio in Key Logistics Markets



West Region

Central Region

East Region

DCT market offices

DCT market presence

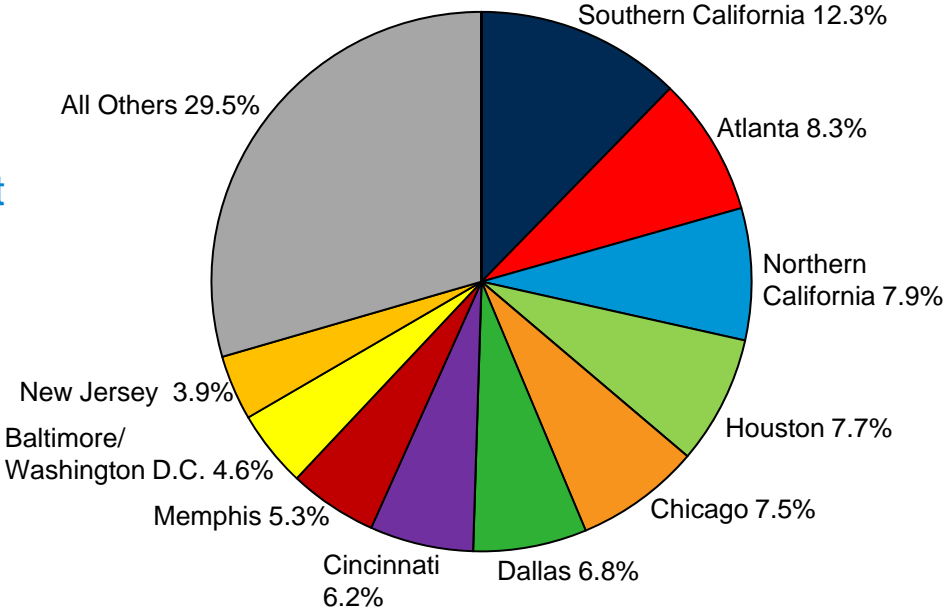
Reflects consolidated properties only  
Geographic diversification excludes Mexico

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# Portfolio Overview

- 61mm sq. ft. of consolidated assets
- 14mm sq. ft. in joint ventures
- ~900 customers
- Buildings sized to fit heart of leasing market (average building size of 150,147 sq. ft.)
- Well-located buildings in 21 major U.S. distribution markets and Mexico
- Regionalized operating structure with twelve market offices

**Top 10 Markets<sup>1</sup>**



Note: Data as of 12/31/12

<sup>1</sup>Based on annualized base rent as of 12/31/12 and reflects consolidated properties only

# National Market Conditions

- **Macroeconomic**

- Economic recovery slow and inconsistent; political dysfunction and uncertainty not helpful
- Early stage housing recovery is a positive for the industrial sector
- PMI 53.1 in January; had been hovering around 50 (neither contracting or expanding) since May
- Trucking, rail and port volumes up modestly in 2012

- **Leasing**

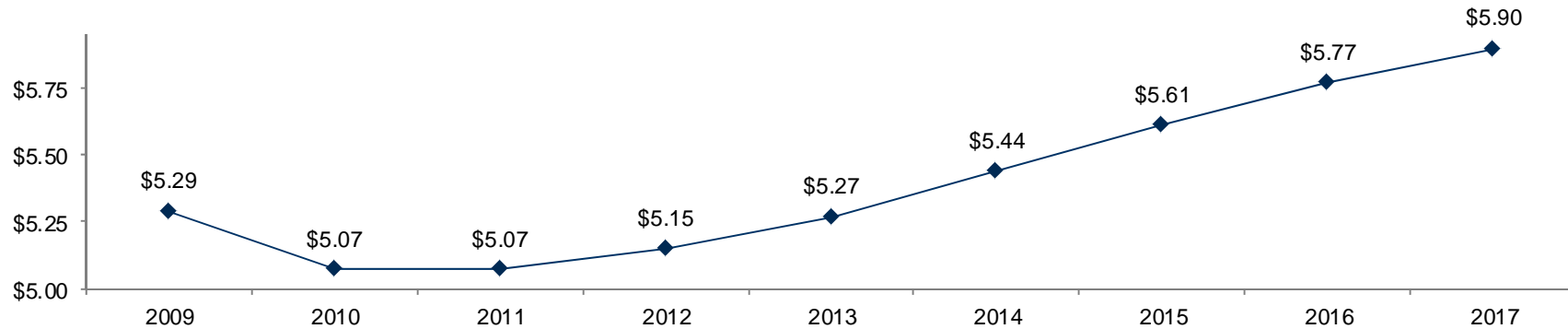
- Current leasing demand is similar to 4<sup>th</sup> quarter levels although January was slow; smaller tenants more active than a year ago
- Effective rents up in most markets, driven mostly by reduced concessions, but face rents also improving in some markets

- **Investment**

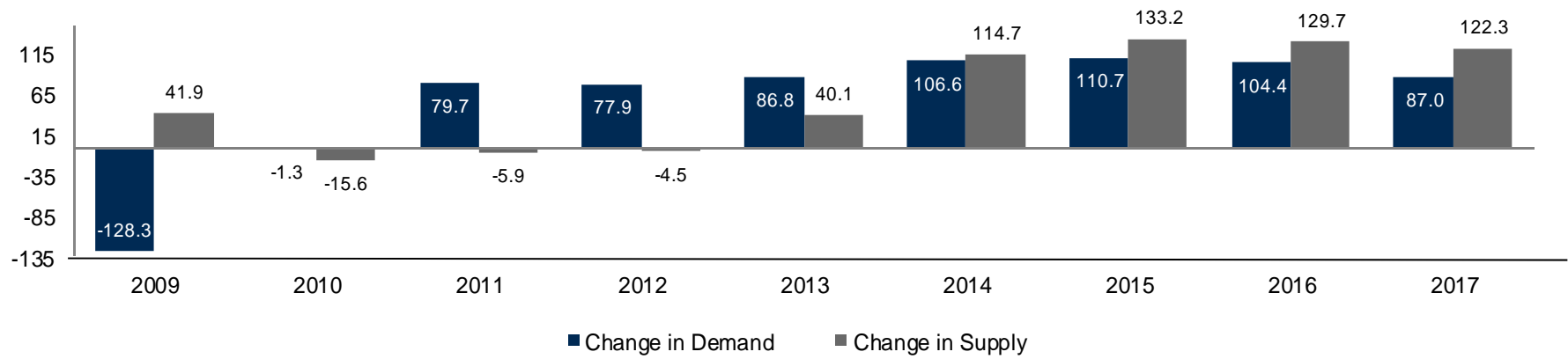
- Strong institutional demand for industrial; downward pressure on cap rates continues; many new entrants in industrial sector in addition to more traditional investors
- Liquidity in “second tier” markets has improved significantly although investors remain risk-adverse

# Outlook: Strengthening Fundamentals

Average Rents PSF



Change in Demand & Supply (millions of square feet)



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Source: Property and Portfolio Research (PPR), 2/5/13 for Warehouse PPR 54

## Significant Progress in 2012

- Continued operating improvement
  - Same store NOI growth of 5.7% cash and 2.8% GAAP
- Strong value-add and development capability; early success
  - Started development of 1.8mm square feet, approximately \$106mm
  - Completed 1.2mm square feet of development
  - 70% leased, including developments under construction
- Successful acquisition program
  - \$338mm acquired in 2012
  - \$618mm acquired since 1/1/2010
    - 96% Focus Markets; 69% “Coastal”
- \$155mm of non-strategic assets sold at a projected year-one weighted average cash yield of 7.0%
- \$172mm of equity issued to strengthen balance sheet



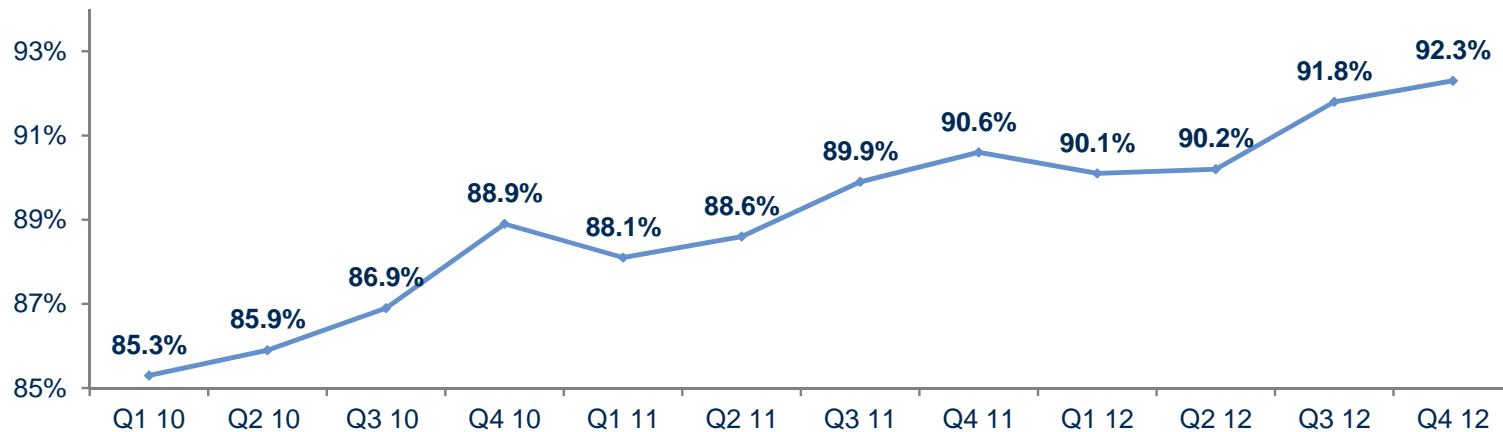
# Proven Operating Organization

- Highly-regarded, experienced industrial real estate professionals
- Market teams lease/manage portfolio, and source new capital deployment opportunities
- Accountability at market level increases local competitiveness
- DCT property management maintains excellent customer relationships

# Delivering Strong Operating Results

- Significant leasing activity driving occupancy gains
- Net effective rents have improved in all markets
- 73% tenant retention over last twelve months
- Positive same-store cash and GAAP NOI growth of 5.7% and 2.8% year-to-date

## Consolidated Operating Occupancy (%)



As of 12/31/2012

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# Capital Deployment Strategy

- Acquire quality assets that consistently generate favorable returns
- Disciplined Approach
  - Conservative underwriting
  - Attractive returns over time
  - Competitive cost-basis
- Focus on quality, well-located assets in markets with above average growth profile
  - Coastal
  - High-barrier / in-fill
- Pursue value-add activities
  - Development
  - Under-leased assets
  - Redevelopment
- Recycle capital out of lower return, non-strategic assets and markets

# Acquisition Results

- **Stabilized Investments**
  - \$527mm since April 2010
    - 2012 - \$303mm; expected year-one cash yield 6.7%
    - 2011 - \$131mm; expected year-one cash yield 7.1%
    - 2010 - \$93mm; expected year-one cash yield 8.0%
  - 73% coastal
  - 85% of replacement cost
  
- **Value-Add Investments**
  - \$106mm (total expected investment)
    - 2012 - \$42mm; expected year-one cash yield 3.5%; expected stabilized yield 7.4%
    - 2011 - \$64mm; expected year-one cash yield 5.6%; expected stabilized yield 8.4%
  - 66% leased on acquisition
  - 83% leased as of 12/31/12
  
- **Active pipeline of deployment opportunities under consideration**

# Development Strategy

- **Strong in-house development capabilities**
  - Local teams in markets where we expect to develop have extensive development experience
- **Focus on land that can be put into production quickly**
  - Deliver the right product at the right time with great visibility into market fundamentals
    - Underwriting based on tenant demand and rents today, not the hope of tomorrow
  - One or two building projects only, not a land-banker
- **Risk management orientation**
  - No more than 10 – 15% of total assets
  - Actively manage market and submarket exposure to vacancy and new deliveries
- **Developing when we're paid to take the risk**
  - Projected stabilized yields well in excess of cap rates for existing, stabilized product

# Development Progress

- **\$128 mm under construction or recently completed**
  - 70% leased
  - 5 markets: Chicago, Houston, Miami, Southern California and Washington D.C.
  - \$33 mm unfunded as of December 31, 2012
- **\$125-200mm of starts projected in 2013**
  - Markets include: Houston, Nashville (pre-leased building expansion), Seattle and Southern California
  - \$126 mm unfunded as of December 31, 2012
  - All on land sites currently owned
- **Excellent pipeline beyond 2013**
  - Able to maintain momentum without large incremental investment in land

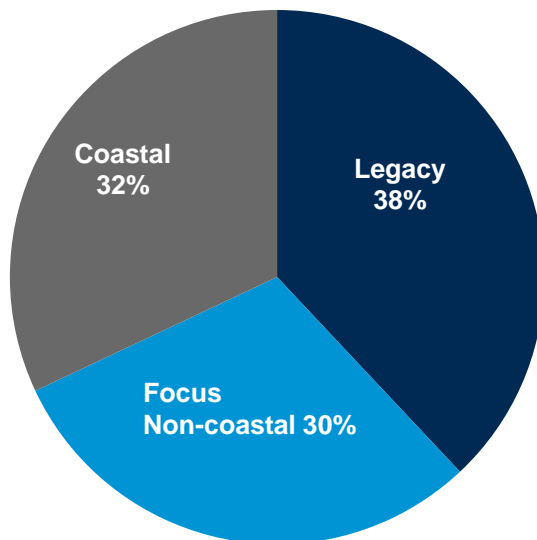
# Active Capital Recycling

- Dispositions remain a critical component of DCT's investment strategy
  - Upgrade portfolio and cash flow growth by selling non-strategic assets
  - Dispositions contribute to funding growth
  - Very competitive source of capital at current point in the cycle
- Cap rates have declined and liquidity has increased in secondary markets
  - Frustrated capital continues to disperse beyond primary markets
  - Transaction volume increasing
- Strong Results
  - \$305mm<sup>1</sup> closed since fourth quarter 2011 with a weighted average year-one cash yield of 6.6%
  - Additional assets under contract or being marketed
  - Exited 3 markets

<sup>1</sup> Excludes \$17mm representing DCT's proportionate share of proceeds for properties sold by unconsolidated joint ventures.

# Portfolio Repositioning

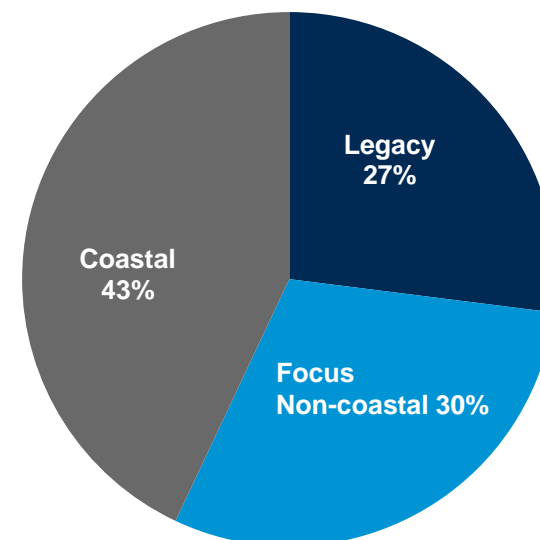
Portfolio as of 12/31/09



## Top 5 Markets<sup>1</sup>

1. Atlanta
2. Dallas
3. Houston
4. Northern California
5. Memphis

Portfolio as of 12/31/12



## Top 5 Markets<sup>1</sup>

1. Southern California
2. Atlanta
3. Northern California
4. Houston
5. Chicago

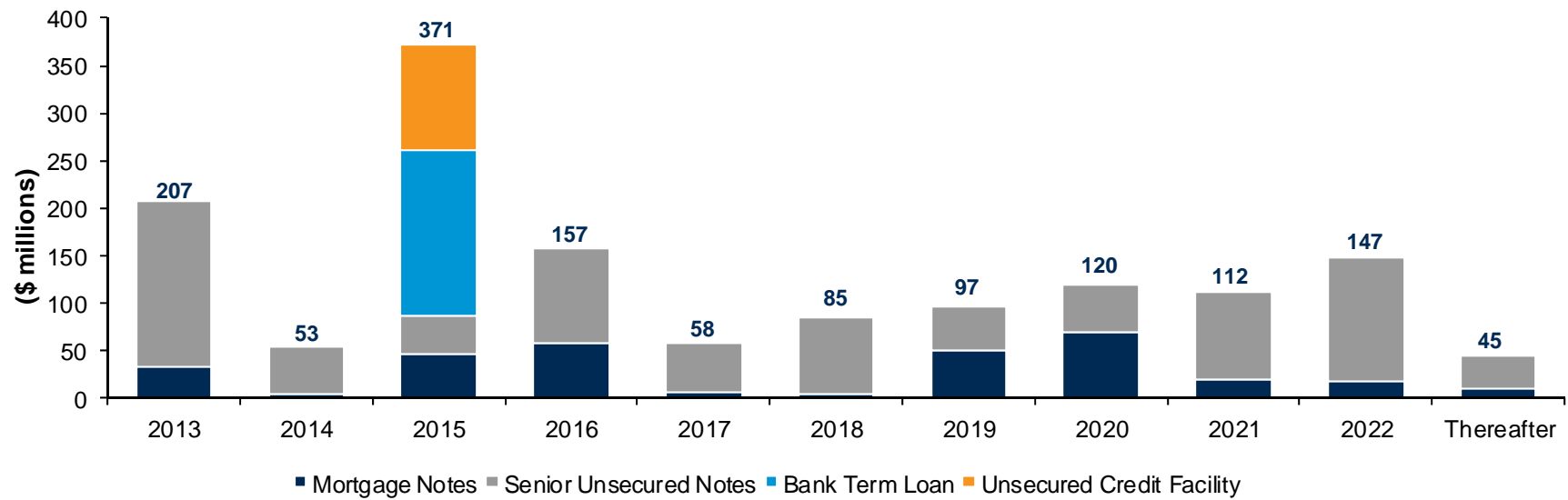
<sup>1</sup> Based on annualized base rent



# Strong Balance Sheet

- Excellent credit metrics
  - Fixed charge coverage of 2.8x in Q4 2012
  - Debt to EBITDA of 7.3x in Q4 2012
- Well-laddered debt maturity schedule
- Proven access to multiple sources of capital
- Simple, conservative debt structure provides flexibility

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



(a) As of December 31, 2012

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**Positioned to take advantage of current momentum and create long-term growth through customer relationships, strategic investments and our strong balance sheet**