



# Seller Benefits are Unparalleled with Rexford UPREIT

## UPREIT Property Contribution into Rexford Provides<sup>(1)</sup>...



### Tax Deferral<sup>(2)</sup>

No tax at time of transaction, similar to a 1031 exchange



### Cash Flow

Track record of consistent, increasing dividend



### Growth

Potential go-forward value-creation exceeding that of contributed assets



### Divisibility

Ownership interests can be divided and distributed to your partners or heirs tax efficiently<sup>(2)</sup>



### Liquidity

Rexford stock (REXR) traded on NYSE after units are converted



### Diversification

Rexford owns 46.1M SF across 374 industrial properties<sup>(3)</sup> located within prime SoCal infill markets



### Passive Income & Investments

No future operating or capital expenditures — no downtime

Contribute property in exchange for ownership in Rexford Industrial, a \$14.0B+ public REIT<sup>(1)</sup> — reinvest 100% of net sale proceeds  
All Industrial, All Infill SoCal



## Rexford UPREIT Case Study

**\$210M**

Purchase Price

**902,192**

Square Feet

**45.41**

Acres

**11 Building**

Industrial Portfolio

### Overview

- 4 single-tenant & 7 multi-tenant industrial properties.
- Properties located in four core infill SoCal markets (South Bay, Mid Counties, Inland Empire West & Orange County).

### Case Study

- Acquisition completed through a combination of cash and tax deferred Operating Partnership ("OP") Units.
- Each investor was able to determine their own unique mix of cash and OP Units.
- Investors were able to choose between common OP Units and higher yielding Convertible Preferred OP ("CPOP") Units.

### Case Study Results

This transaction represented a unique value proposition through a tax-efficient UPREIT structure allowing the sellers to efficiently invest in one of the largest logistics REITs 100% focused on the strongest industrial market in North America.

# 100% Focus on Infill Southern California, the Nation's Strongest Industrial Market

Ventura

San Fernando Valley

Central LA

San Gabriel Valley

Inland Empire

LAX

South Bay

Mid-Counties

Orange County

San Diego

**Rexford Holdings**  
(as of 2/5/2024)

**374**  
Properties

**46.1M**  
Square Feet

## The Upside to **UPREIT**, Why Choose Rexford

- Over 24 years of creating value by investing and operating in SoCal industrial
- The only publicly traded REIT solely focused on SoCal industrial real estate
- History of favorable access to low cost, public company growth capital to drive shareholder value
- Investment grade REIT traded on the New York Stock Exchange (REXR) — avg. annual return of 40%<sup>(1)(2)</sup> (415% Total Shareholder Return since 2013 IPO)
- Estate Planning — Ownership interests can be distributed to your partners or heirs<sup>(2)</sup>

## Contact Our Market Leaders Today to Learn More About Rexford **UPREIT**.

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**Rexford  
Industrial**

(1) In an UPREIT transaction, a property contributor may obtain ownership in Rexford Industrial LP, a wholly-owned subsidiary of Rexford Industrial Realty, Inc. (NYSE: "REXR"), whose ownership units will be convertible into REXR shares on a one-for-one basis, subject to certain terms, conditions and limitations contained in the partnership agreement. This information is provided only as an example of how an UPREIT transaction may be structured. The information is provided only to the individual to whom it is provided by Rexford and is not for general group dissemination. This is not an offer to sell or a solicitation of any offer to buy any securities nor shall there be any sale of these securities in any state in which such solicitation or sale would be unlawful prior to registration or qualification of these securities under the laws of any such state. Offers are made only by prospectus or other offering materials. This example of an UPREIT transaction may contain forward-looking statements within the meaning of the federal securities laws, which are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts, and forward-looking statements are not guarantees of future performance. For a further discussion of these and other factors that could cause Rexford's future results to differ materially from any forward-looking statements, see the reports and other filings by Rexford with the U.S. Securities and Exchange Commission, including Rexford's Annual Report on Form 10-K for the year ended December 31, 2023. Rexford disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes.

(2) Example of contribution of your property TAX DEFERRED in exchange for ownership in Rexford Industrial Realty (NYSE: REXR) operating partnership. No tax, legal or investment advice is contained in or intended by this communication (or any related discussions), and consultation with your tax, legal, estate planning or financial advisors is recommended. Past performance does not guarantee future performance and blackout periods may apply. Each contributor must be an accredited investor for SEC purposes. Quoted returns as of 12/31/23.

(3) Enterprise Value (net debt plus equity).