

FIRST INDUSTRIAL REALTY TRUST INC

Form 10-Q

July 30, 2014

Table of Contents

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

---

Form 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT  
OF 1934

For the quarterly period ended June 30, 2014

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT  
OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 1-13102

---

FIRST INDUSTRIAL REALTY TRUST, INC.  
(Exact name of Registrant as specified in its Charter)

Maryland 36-3935116  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

311 S. Wacker Drive, 60606  
Suite 3900, Chicago, Illinois (Zip Code)  
(Address of principal executive offices)  
(312) 344-4300  
(Registrant's telephone number, including area code)

---

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company) Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Number of shares of Common Stock, \$0.01 par value, outstanding as of July 29, 2014: 110,515,653.



Table of Contents

FIRST INDUSTRIAL REALTY TRUST, INC.  
 FORM 10-Q  
 FOR THE PERIOD ENDED JUNE 30, 2014  
 INDEX

	Page
<u>PART I: FINANCIAL INFORMATION</u>	<u>3</u>
<u>Item 1. Financial Statements</u>	<u>3</u>
<u>Consolidated Balance Sheets as of June 30, 2014 and December 31, 2013</u>	<u>3</u>
<u>Consolidated Statements of Operations for the Three and Six Months Ended June 30, 2014 and 2013</u>	<u>4</u>
<u>Consolidated Statements of Comprehensive Income for the Three and Six Months Ended June 30, 2014 and 2013</u>	<u>5</u>
<u>Consolidated Statement of Changes in Stockholders' Equity for the Six Months Ended June 30, 2014</u>	<u>6</u>
<u>Consolidated Statements of Cash Flows for the Six Months Ended June 30, 2014 and 2013</u>	<u>7</u>
<u>Notes to Consolidated Financial Statements</u>	<u>8</u>
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>19</u>
<u>Item 3. Quantitative and Qualitative Disclosures About Market Risk</u>	<u>31</u>
<u>Item 4. Control and Procedures</u>	<u>31</u>
<u>PART II: OTHER INFORMATION</u>	<u>32</u>
<u>Item 1. Legal Proceedings</u>	<u>32</u>
<u>Item 1A. Risk Factors</u>	<u>32</u>
<u>Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</u>	<u>32</u>
<u>Item 3. Defaults Upon Senior Securities</u>	<u>32</u>
<u>Item 4. Mine Safety Disclosures</u>	<u>32</u>
<u>Item 5. Other Information</u>	<u>32</u>
<u>Item 6. Exhibits</u>	<u>32</u>
<u>SIGNATURE</u>	<u>33</u>
<u>EXHIBIT INDEX</u>	<u>34</u>

Table of Contents

## PART I: FINANCIAL INFORMATION

## Item 1. Financial Statements

## FIRST INDUSTRIAL REALTY TRUST, INC.

## CONSOLIDATED BALANCE SHEETS

	June 30, 2014	December 31, 2013
	(Unaudited)	
	(In thousands except share and per share data)	
<b>ASSETS</b>		
Assets:		
Investment in Real Estate:		
Land	\$709,953	\$703,478
Buildings and Improvements	2,436,439	2,390,566
Construction in Progress	20,560	25,503
Less: Accumulated Depreciation	(778,882	) (748,044
Net Investment in Real Estate	2,388,070	2,371,503
Real Estate and Other Assets Held for Sale, Net of Accumulated Depreciation and Other Amortization of \$1,565 and \$0	4,058	—
Cash and Cash Equivalents	4,825	7,577
Tenant Accounts Receivable, Net	6,522	5,705
Investments in Joint Venture	91	907
Deferred Rent Receivable, Net	56,824	56,417
Deferred Financing Costs, Net	11,610	11,406
Deferred Leasing Intangibles, Net	32,325	29,790
Prepaid Expenses and Other Assets, Net	86,565	114,205
Total Assets	\$2,590,890	\$2,597,510
<b>LIABILITIES AND EQUITY</b>		
Liabilities:		
Indebtedness:		
Mortgage Loans Payable, Net	\$631,137	\$677,890
Senior Unsecured Notes, Net	364,814	445,916
Unsecured Term Loan	200,000	—
Unsecured Credit Facility	187,000	173,000
Accounts Payable, Accrued Expenses and Other Liabilities	73,799	75,305
Deferred Leasing Intangibles, Net	13,263	13,626
Rents Received in Advance and Security Deposits	31,369	30,265
Dividend Payable	11,891	10,289
Total Liabilities	1,513,273	1,426,291
Commitments and Contingencies	—	—
Equity:		
First Industrial Realty Trust Inc.'s Stockholders' Equity:		
Preferred Stock	—	—
Common Stock (\$0.01 par value, 150,000,000 shares authorized, 114,841,730 and 114,304,964 shares issued and 110,517,616 and 109,980,850 shares outstanding)	1,148	1,143
Additional Paid-in-Capital	1,868,891	1,938,886
Distributions in Excess of Accumulated Earnings	(688,032	) (669,896
Accumulated Other Comprehensive Loss	(6,544	) (3,265
Treasury Shares at Cost (4,324,114 shares)	(140,018	) (140,018

Edgar Filing: FIRST INDUSTRIAL REALTY TRUST INC - Form 10-Q

Total First Industrial Realty Trust, Inc.'s Stockholders' Equity	1,035,445	1,126,850
Noncontrolling Interest	42,172	44,369
Total Equity	1,077,617	1,171,219
Total Liabilities and Equity	\$2,590,890	\$2,597,510

The accompanying notes are an integral part of the consolidated financial statements.

3

---

Table of ContentsFIRST INDUSTRIAL REALTY TRUST, INC.  
CONSOLIDATED STATEMENTS OF OPERATIONS

	Three Months Ended June 30, 2014 (Unaudited)	Three Months Ended June 30, 2013	Six Months Ended June 30, 2014	Six Months Ended June 30, 2013
	(In thousands except per share data)			
Revenues:				
Rental Income	\$65,322	\$62,674	\$129,125	\$124,259
Tenant Recoveries and Other Income	20,938	19,152	43,180	37,998
Total Revenues	86,260	81,826	172,305	162,257
Expenses:				
Property Expenses	27,836	26,609	59,143	53,199
General and Administrative	7,108	5,401	12,664	11,864
Depreciation and Other Amortization	28,508	28,151	57,212	54,375
Total Expenses	63,452	60,161	129,019	119,438
Other Income (Expense):				
Interest Income	671	600	1,373	1,163
Interest Expense	(18,924)	(18,431)	(37,970)	(37,394)
Amortization of Deferred Financing Costs	(803)	(833)	(1,607)	(1,687)
Mark-to-Market Gain on Interest Rate Protection Agreements	—	56	—	52
Loss from Retirement of Debt	(623)	(4,436)	(623)	(5,586)
Total Other Income (Expense)	(19,679)	(23,044)	(38,827)	(43,452)
Income (Loss) from Continuing Operations Before Equity in Income of Joint Ventures and Income Tax (Provision) Benefit	3,129	(1,379)	4,459	(633)
Equity in Income of Joint Ventures	556	27	3,522	47
Income Tax (Provision) Benefit	(79)	(3)	(89)	59
Income (Loss) from Continuing Operations	3,606	(1,355)	7,892	(527)
Discontinued Operations:				
Income (Loss) Attributable to Discontinued Operations	278	(764)	324	97
Gain on Sale of Real Estate	320	13,481	1,055	10,407
Income from Discontinued Operations	598	12,717	1,379	10,504
Income Before Gain on Sale of Real Estate	4,204	11,362	9,271	9,977
Gain on Sale of Real Estate	—	—	—	262
Net Income	4,204	11,362	9,271	10,239
Less: Net Income Attributable to the Noncontrolling Interest	(165)	(245)	(269)	(25)
Net Income Attributable to First Industrial Realty Trust, Inc.	4,039	11,117	9,002	10,214
Less: Preferred Dividends	—	(2,277)	(1,019)	(6,114)
Less: Redemption of Preferred Stock	—	(3,546)	(1,462)	(3,546)
Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders and Participating Securities	\$4,039	\$5,294	\$6,521	\$554
Basic and Diluted Earnings Per Share:				
Income (Loss) from Continuing Operations Available to First Industrial Realty Trust, Inc.'s Common Stockholders	\$0.03	\$(0.06)	\$0.05	\$(0.09)
Income from Discontinued Operations Attributable to First Industrial Realty Trust, Inc.'s Common Stockholders	\$0.01	\$0.11	\$0.01	\$0.10
Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders	\$0.04	\$0.05	\$0.06	\$0.01

Edgar Filing: FIRST INDUSTRIAL REALTY TRUST INC - Form 10-Q

Distributions Per Share	\$0.1025	\$0.0850	\$0.2050	\$0.1700
Weighted Average Shares Outstanding - Basic	109,815	108,117	109,746	104,466
Weighted Average Shares Outstanding - Diluted	110,404	108,117	110,310	104,466

The accompanying notes are an integral part of the consolidated financial statements.

Table of Contents

## FIRST INDUSTRIAL REALTY TRUST, INC.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Three Months Ended June 30, 2014 (Unaudited)	Three Months Ended June 30, 2013 (Unaudited)	Six Months Ended June 30, 2014	Six Months Ended June 30, 2013
	(In thousands)			
Net Income	\$4,204	\$11,362	\$9,271	\$10,239
Mark-to-Market Loss on Interest Rate Protection Agreements	(2,893)	—	(4,497)	—
Amortization of Interest Rate Protection Agreements	468	598	1,096	1,183
Write-off of Unamortized Settlement Amounts of Interest Rate Protection Agreements	—	916	—	1,099
Foreign Currency Translation Adjustment	45	(46)	(5)	(44)
Comprehensive Income	1,824	12,830	5,865	12,477
Comprehensive Income Attributable to Noncontrolling Interest	(72)	(307)	(135)	(121)
Comprehensive Income Attributable to First Industrial Realty Trust, Inc.	\$1,752	\$12,523	\$5,730	\$12,356

The accompanying notes are an integral part of the consolidated financial statements.



Table of Contents

## FIRST INDUSTRIAL REALTY TRUST, INC.

## CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY

	Preferred Stock	Common Stock	Additional Paid-in Capital	Distributions in Excess of Accumulated Earnings	Accumulated Other Comprehensive Loss	Treasury Shares At Cost	Noncontrolling Interest	Total
	(Unaudited)							
	(In thousands)							
Balance as of December 31, 2013	\$—	\$ 1,143	\$ 1,938,886	\$ (669,896 )	\$ (3,265 )	\$(140,018)	\$ 44,369	\$ 1,171,219
Redemption of Preferred Stock	—	—	(73,587 )	(1,462 )	—	—	—	(75,049 )
Stock Based Compensation Activity	—	4	2,169	(1,936 )	—	—	—	237
Conversion of Units to Common Stock	—	1	1,332	—	—	—	(1,333 )	—
Reallocation—Additional Paid in Capital	—	—	91	—	—	—	(91 )	—
Common Stock and Unit Distributions	—	—	—	(22,721 )	—	—	(915 )	(23,636 )
Preferred Dividends	—	—	—	(1,019 )	—	—	—	(1,019 )
Net Income	—	—	—	9,002	—	—	269	9,271
Reallocation—Other Comprehensive Income	—	—	—	—	(7 )	—	7	—
Other Comprehensive Loss	—	—	—	—	(3,272 )	—	(134 )	(3,406 )
Balance as of June 30, 2014	\$—	\$ 1,148	\$ 1,868,891	\$ (688,032 )	\$ (6,544 )	\$(140,018)	\$ 42,172	\$ 1,077,617

The accompanying notes are an integral part of the consolidated financial statements.

Table of ContentsFIRST INDUSTRIAL REALTY TRUST, INC.  
CONSOLIDATED STATEMENTS OF CASH FLOWS

	Six Months Ended June 30, 2014 (Unaudited) (In thousands)	Six Months Ended June 30, 2013	
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net Income	\$9,271	\$ 10,239	
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:			
Depreciation	46,710	46,479	
Amortization of Deferred Financing Costs	1,607	1,687	
Other Amortization	17,031	15,076	
Impairment of Real Estate	—	1,605	
Provision for Bad Debt	672	476	
Equity in Income of Joint Ventures	(3,522)	(47)	)
Distributions from Joint Ventures	1,881	—	)
Gain on Sale of Real Estate	(1,055)	(10,669)	)
Loss from Retirement of Debt	623	5,586	)
Mark-to-Market Gain on Interest Rate Protection Agreements	—	(52)	)
(Increase) Decrease in Tenant Accounts Receivable, Prepaid Expenses and Other Assets, Net	(977)	211	)
Increase in Deferred Rent Receivable	(508)	(2,416)	)
Decrease in Accounts Payable, Accrued Expenses, Other Liabilities, Rents Received in Advance and Security Deposits	(9,462)	(18,374)	)
Payments of Premiums, Discounts and Prepayment Penalties Associated with Retirement of Debt	(10,648)	(4,147)	)
Net Cash Provided by Operating Activities	51,623	45,654	
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Acquisitions of Real Estate	(31,125)	(47,293)	)
Additions to Investment in Real Estate and Non-Acquisition Tenant Improvements and Lease Costs	(50,042)	(52,679)	)
Net Proceeds from Sales of Investments in Real Estate	4,417	50,375	)
Contributions to and Investments in Joint Ventures	(13)	(18)	)
Distributions from Joint Ventures	2,469	—	)
Repayments of Notes Receivable	26,946	295	)
(Increase) Decrease in Escrows	(509)	859	)
Net Cash Used in Investing Activities	(47,857)	(48,461)	)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Debt and Equity Issuance and Redemption Costs	(2,060)	(311)	)
Proceeds from the Issuance of Common Stock, Net of Underwriter's Discount	—	174,081	)
Repurchase and Retirement of Restricted Stock	(2,060)	(2,732)	)
Common Stock and Unit Distributions Paid	(21,582)	(9,540)	)
Preferred Dividends Paid	(1,471)	(6,114)	)
Redemption of Preferred Stock	(75,000)	(100,000)	)
Payments on Interest Rate Swap Agreement	—	(598)	)
Repayments on Mortgage Loans Payable	(46,740)	(33,175)	)
Repayments of Senior Unsecured Notes	(71,578)	(28,965)	)

Edgar Filing: FIRST INDUSTRIAL REALTY TRUST INC - Form 10-Q

Proceeds from Unsecured Term Loan	200,000	—	
Proceeds from Unsecured Credit Facility	262,000	194,000	
Repayments on Unsecured Credit Facility	(248,000)	) (184,000	)
Net Cash (Used in) Provided by Financing Activities	(6,491)	) 2,646	)
Net Effect of Exchange Rate Changes on Cash and Cash Equivalents	(27)	) (43	)
Net Decrease in Cash and Cash Equivalents	(2,725)	) (161	)
Cash and Cash Equivalents, Beginning of Year	7,577	4,938	
Cash and Cash Equivalents, End of Year	\$4,825	\$4,734	

The accompanying notes are an integral part of the consolidated financial statements.

7

---

Table of Contents

FIRST INDUSTRIAL REALTY TRUST, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

(Dollars in thousands except per share data)

1. Organization and Formation of Company

First Industrial Realty Trust, Inc. (the "Company") was organized in the state of Maryland on August 10, 1993. The Company is a real estate investment trust ("REIT") as defined in the Internal Revenue Code of 1986. Unless the context otherwise requires, the terms "Company," "we," "us" and "our" refer to First Industrial Realty Trust, Inc., First Industrial, L.P. and their respective controlled subsidiaries. We refer to our operating partnership, First Industrial, L.P., as the "Operating Partnership."

We began operations on July 1, 1994. Our operations are conducted primarily through the Operating Partnership, of which we are the sole general partner with an approximate 96.1% ownership interest at June 30, 2014, and through our taxable REIT subsidiaries. We also conduct operations through other partnerships (the "Other Real Estate Partnerships") and limited liability companies, the operating data of which, together with that of the Operating Partnership and the taxable REIT subsidiaries, is consolidated with that of the Company as presented herein. First Industrial Realty Trust, Inc. does not have any significant assets or liabilities other than its investment in the Operating Partnership and its 100% ownership interest in the general partner of the Other Real Estate Partnerships. Noncontrolling interest of approximately 3.9% at June 30, 2014 represents the aggregate partnership interest in the Operating Partnership held by the limited partners thereof.

We also own noncontrolling equity interests in, and provide various services to, two joint ventures (the "2003 Net Lease Joint Venture" and the "2007 Europe Joint Venture"; collectively, the "Joint Ventures"). At June 30, 2014, the 2003 Net Lease Joint Venture owned one industrial property comprising approximately 0.8 million square feet of gross leasable area ("GLA") and the 2007 Europe Joint Venture did not own any properties. The Joint Ventures are accounted for under the equity method of accounting. Accordingly, the operating data of our Joint Ventures is not consolidated with that of the Company as presented herein.

As of June 30, 2014, we owned 653 industrial properties located in 25 states, containing an aggregate of approximately 64.3 million square feet of GLA. Of the 653 properties owned by the Company on a consolidated basis, none of them are directly owned by First Industrial Realty Trust, Inc.

2. Summary of Significant Accounting Policies

The accompanying unaudited interim consolidated financial statements have been prepared in accordance with the accounting policies described in the consolidated financial statements and related notes included in our Annual Report on Form 10-K for the year ended December 31, 2013 ("2013 Form 10-K") and should be read in conjunction with such consolidated financial statements and related notes. The 2013 year end consolidated balance sheet data included in this Form 10-Q filing was derived from the audited consolidated financial statements in our 2013 Form 10-K, but does not include all disclosures required by accounting principles generally accepted in the United States of America ("GAAP"). The following notes to these interim consolidated financial statements highlight significant changes to the notes included in the December 31, 2013 audited consolidated financial statements included in our 2013 Form 10-K and present interim disclosures as required by the Securities and Exchange Commission. In order to conform with GAAP, in preparation of our consolidated financial statements we are required to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of June 30, 2014 and December 31, 2013, and the reported amounts of revenues and expenses for the three and six months ended June 30, 2014 and 2013. Actual results could differ from those estimates. In our opinion, the accompanying unaudited interim consolidated financial statements reflect all adjustments necessary for a fair statement of our financial position as of June 30, 2014 and December 31, 2013, the results of our operations and comprehensive income for each of the three and six months ended June 30, 2014 and 2013, and our cash flows for each of the six months ended June 30, 2014 and 2013; all adjustments are of a normal recurring nature.

Recent Accounting Pronouncements

In April 2014, the FASB issued Accounting Standards Update No. 2014-08, "Reporting Discontinued Operations and Disclosures of Disposals of Components of an Entity" ("ASU 2014-08"). ASU 2014-08 changes the criteria for

determining which disposals can be presented as discontinued operations and modifies related disclosure requirements. ASU 2014-08 is effective for annual periods beginning on or after December 15, 2014, and interim periods within those annual periods and is to be applied prospectively to new disposals and new classifications of disposal groups as held for sale after the effective date. Upon adoption, we anticipate the disposition of properties, as well as the classification of properties held for sale, will generally no longer meet the guidance to be classified as discontinued operations.

8

---

Table of Contents

In May 2014, the FASB issued Accounting Standards Update No. 2014-09, "Revenue from Contracts with Customers" ("ASU 2014-09"). ASU 2014-09 is based on the principle that revenue should be recognized to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those good or services. ASU 2014-09 is effective for annual periods beginning after December 15, 2016, including interim periods within that reporting period. Early application is not permitted. We are currently evaluating the potential effects on the consolidated financial statements.

## 3. Investment in Real Estate

## Acquisitions

During the six months ended June 30, 2014, we acquired three industrial properties comprising approximately 0.5 million square feet of GLA and several land parcels. The purchase price of these acquisitions totaled approximately \$31,101, excluding costs incurred in conjunction with the acquisition of the industrial properties and land parcels. The purchase price of the industrial properties and land parcels acquired was allocated as follows:

	Six Months Ended June 30, 2014
Land	\$7,695
Building and Improvements	16,946
Other Assets	897
Deferred Leasing Intangibles, Net	5,563
Total Purchase Price	\$31,101

## Intangible Assets (Liabilities) Subject To Amortization in the Period of Acquisition

The fair value at the date of acquisition of in-place leases, tenant relationships, a below market ground lease obligation and above and below market leases recorded due to the real estate properties acquired for the six months ended June 30, 2014, which are recorded as deferred leasing intangibles, are as follows:

	Six Months Ended June 30, 2014
In-Place Leases	\$2,660
Tenant Relationships	\$1,620
Above Market Leases	\$219
Below Market Ground Lease Obligation	\$1,854
Below Market Leases	\$(790)

The weighted average life, in months, of in-place leases, tenant relationships, a below market ground lease obligation and above and below market leases recorded at the time of acquisition as a result of the real estate properties acquired for the six months ended June 30, 2014 is as follows:

	Six Months Ended June 30, 2014
In-Place Leases	71
Tenant Relationships	130
Above Market Leases	83
Below Market Ground Lease Obligation	480
Below Market Leases	71

## Sales and Discontinued Operations

During the six months ended June 30, 2014, we sold five industrial properties comprising approximately 0.1 million square feet of GLA. Gross proceeds from the sales of the industrial properties were approximately \$4,806. The gain on sale of real estate was approximately \$1,055. The five sold industrial properties meet the criteria to be included in discontinued operations. Therefore the results of operations and gain on sale of real estate for the five industrial

properties sold are included in discontinued operations.

9

---

Table of Contents

At June 30, 2014, we had two industrial properties comprising approximately 0.1 million square feet of GLA held for sale. The results of operations of these industrial properties held for sale at June 30, 2014 are included in discontinued operations. There can be no assurance that such industrial properties held for sale will be sold.

Income from discontinued operations for the six months ended June 30, 2013 reflects the results of operations of the five industrial properties that were sold during the six months ended June 30, 2014, the results of operations of the 67 industrial properties that were sold during the year ended December 31, 2013, the results of operations of the two industrial properties identified as held for sale at June 30, 2014 and the net gain on sale of real estate relating to 12 industrial properties that were sold during the six months ended June 30, 2013.

The following table discloses certain information regarding the industrial properties included in our discontinued operations for the three and six months ended June 30, 2014 and 2013:

	Three Months Ended June 30, 2014	Three Months Ended June 30, 2013	Six Months Ended June 30, 2014	Six Months Ended June 30, 2013
Total Revenues	\$180	\$3,456	\$356	\$7,302
Property Expenses	161	(1,447)	) 114	(3,031)
Impairment of Real Estate	—	(1,605)	) —	(1,605)
Depreciation and Other Amortization	(63)	) (1,168)	) (146)	) (2,569)
Gain on Sale of Real Estate	320	13,481	1,055	10,407
Income from Discontinued Operations	\$598	\$12,717	\$1,379	\$10,504

At June 30, 2014 and December 31, 2013, we had notes receivable and accrued interest outstanding, issued in connection with sales of industrial properties, of approximately \$25,656 and \$52,605, net of a discount of \$0 and \$191, respectively, which are included as a component of prepaid expenses and other assets. At June 30, 2014 and December 31, 2013, the fair value of the notes receivable, including accrued interest, was \$26,190 and \$53,482, respectively. The fair values of our notes receivable were determined by discounting the future cash flows using the current rates at which similar loans would be made to other borrowers based on similar remaining maturities. The current market rates we utilized were internally estimated; therefore, we have concluded that our determination of fair values of our notes receivable was primarily based upon Level 3 inputs.

**Impairment Charges**

The impairment charges of \$1,605 recorded during the three and six months ended June 30, 2013, which are included in discontinued operations, were due to marketing certain properties for sale and our assessment of the likelihood and timing of a potential sale transaction.

The following table presents information about our real estate assets that were measured at fair value on a non-recurring basis and for which impairment charges were recorded during the six months ended June 30, 2013. The table indicates the fair value hierarchy of the valuation techniques we utilized to determine fair value.

Fair Value Measurements on a Non-Recurring Basis Using:

Description	At June 30, 2013	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Unobservable Inputs (Level 3)	Total Impairment for the Six Months Ended
Sold Operating Properties	\$6,993	—	—	\$6,993	\$(1,605)

The following table presents quantitative information about the Level 3 fair value measurements at June 30, 2013. Quantitative Information about Level 3 Fair Value Measurements:

Description	Fair Value	Valuation Technique	Unobservable Inputs	Range
Four industrial properties comprising approximately 0.3 million square feet of GLA	\$6,993	Contracted Price	(A)	N/A

(A) The fair value for the properties was based upon the value of a third party purchase contract or letter of intent, which was subject to our corroboration for reasonableness.





Table of Contents

## 4. Indebtedness

The following table discloses certain information regarding our indebtedness:

	Outstanding Balance at		Interest	Effective	Maturity Date
	June 30, 2014	December 31, 2013	Rate at June 30, 2014	Interest Rate at Issuance	
Mortgage Loans Payable, Net	\$631,137	\$ 677,890	4.03% – 8.26%	4.03% – 8.26%	January 2015 – September 2022
Unamortized Premiums	(102 )	(115 )			
Mortgage Loans Payable, Gross	\$631,035	\$ 677,775			
Senior Unsecured Notes, Net					
2016 Notes	\$ 159,594	\$ 159,566	5.750%	5.91%	1/15/2016
2017 Notes	54,963	54,960	7.500%	7.52%	12/1/2017
2027 Notes	6,066	6,066	7.150%	7.11%	5/15/2027
2028 Notes	31,883	31,883	7.600%	8.13%	7/15/2028
2032 Notes	10,516	10,514	7.750%	7.87%	4/15/2032
2014 Notes	—	81,149	N/A	N/A	6/1/2014
2017 II Notes	101,792	101,778	5.950%	6.37%	5/15/2017
Subtotal	\$364,814	\$ 445,916			
Unamortized Discounts	288	980			
Senior Unsecured Notes, Gross	\$365,102	\$ 446,896			
Unsecured Term Loan	\$200,000	N/A	1.901%	1.901%	1/29/2021
Unsecured Credit Facility*	\$187,000	\$ 173,000	1.652%	1.652%	9/29/2017

\* The maturity date may be extended an additional year at our election, subject to certain restrictions.

## Mortgage Loans Payable, Net

During the three months ended June 30, 2014, we paid off and retired prior to maturity mortgage loans payable in the amount of \$40,342. In connection with these prepayments, we recognized \$623 as loss from retirement of debt for the three and six months ended June 30, 2014.

As of June 30, 2014, mortgage loans payable are collateralized, and in some instances cross-collateralized, by industrial properties with a net carrying value of \$768,018. We believe the Operating Partnership and the Company were in compliance with all covenants relating to mortgage loans payable as of June 30, 2014.

## Senior Unsecured Notes, Net

During the three months ended June 30, 2014, we paid off and retired our 2014 Notes, at maturity, in the amount of \$81,794.

## Unsecured Term Loan

On January 29, 2014, we entered into a seven-year, \$200,000 unsecured loan (the "Unsecured Term Loan") with a syndicate of financial institutions. The Unsecured Term Loan requires interest only payments and bears interest at a variable rate based on LIBOR, as defined in the loan agreement, plus a specified spread based on our leverage ratio or credit ratings. We also entered into interest rate swap agreements, with an aggregate notional value of \$200,000, to effectively convert the Unsecured Term Loan's LIBOR rate to a fixed rate. See Note 10 for more information on the interest rate swap agreements.

Table of Contents

## Indebtedness

The following is a schedule of the stated maturities and scheduled principal payments of our indebtedness, exclusive of premiums and discounts, for the next five years as of June 30, 2014 and thereafter:

	Amount
Remainder of 2014	\$6,118
2015	37,179
2016	251,870
2017	355,723
2018	168,341
Thereafter	563,906
Total	\$1,383,137

Our unsecured revolving credit facility (the "Unsecured Credit Facility"), Unsecured Term Loan and the indentures governing our senior unsecured notes contain certain financial covenants, including limitations on incurrence of debt and debt service coverage. Under the Unsecured Credit Facility and Unsecured Term Loan, an event of default can also occur if the lenders, in their good faith judgment, determine that a material adverse change has occurred which could prevent timely repayment or materially impair our ability to perform our obligations under the loan agreements. We believe that the Operating Partnership and the Company were in compliance with all covenants relating to the Unsecured Credit Facility, Unsecured Term Loan and indentures governing our senior unsecured notes as of June 30, 2014. However, these financial covenants are complex and there can be no assurance that these provisions would not be interpreted by our lenders in a manner that could impose and cause us to incur material costs.

## Fair Value

At June 30, 2014 and December 31, 2013, the fair value of our indebtedness was as follows:

	June 30, 2014		December 31, 2013	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Mortgage Loans Payable, Net	\$631,137	\$667,095	\$677,890	\$684,914
Senior Unsecured Debt, Net	364,814	403,458	445,916	482,781
Unsecured Term Loan	200,000	200,000	N/A	N/A
Unsecured Credit Facility	187,000	187,296	173,000	173,000
Total	\$1,382,951	\$1,457,849	\$1,296,806	\$1,340,695

The fair values of our mortgage loans payable were determined by discounting the future cash flows using the current rates at which similar loans would be made based upon similar remaining maturities. The current market rates we utilized were internally estimated. The fair value of the senior unsecured debt was determined by using rates, as advised by our bankers in certain cases, that are based upon recent trades within the same series of the senior unsecured debt, recent trades for senior unsecured debt with comparable maturities, recent trades for fixed rate unsecured debt from companies with profiles similar to ours, as well as overall economic conditions. The fair value of the Unsecured Credit Facility and Unsecured Term Loan was determined by discounting the future cash flows using current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining term, assuming no repayment until maturity. We have concluded that our determination of fair value for each of our mortgage loans payable, senior unsecured debt, Unsecured Term Loan and Unsecured Credit Facility was primarily based upon Level 3 inputs.

## 5. Stockholders' Equity

## Preferred Stock

On March 6, 2014, we redeemed all 50,000 depositary shares, each representing 1/100th of a share, of our 6.236%, Series F Flexible Cumulative Redeemable Preferred Stock, \$0.01 par value (the "Series F Preferred Stock"), at a redemption price of \$1,000.00 per depositary share, and paid a quarterly dividend of \$11.3299 per depositary share, totaling \$566.

On March 31, 2014, we redeemed all 25,000 depositary shares, each representing 1/100th of a share, of our 7.236%, Series G Flexible Cumulative Redeemable Preferred Stock, \$0.01 par value (the "Series G Preferred Stock"), at a

redemption price of \$1,000.00 per depositary share, and paid a semi-annual dividend of \$36.18 per depositary share, totaling \$905.

Table of Contents

The initial offering costs associated with the issuance of the Series F and Series G Preferred Stock, as well as costs associated with the redemptions, totaled \$1,462 and are reflected as a deduction from net income in determining earnings per share for the six months ended June 30, 2014.

The Company has 10,000,000 shares of preferred stock authorized. At June 30, 2014 and December 31, 2013, the Company had 0 and 750 shares of preferred stock outstanding, respectively.

Dividends/Distributions

The coupon rate of our Series F Preferred Stock reset every quarter at 2.375% plus the greater of (i) the 30 year Treasury constant maturity treasury ("CMT") Rate, (ii) the 10 year Treasury CMT Rate or (iii) 3-month LIBOR. For the period January 1, 2014 through March 6, 2014 (the redemption date), the coupon rate was 6.275%.

The following table summarizes dividends/distributions accrued during the six months ended June 30, 2014:

	Total Dividend/ Distribution
Common Stock/Operating Partnership Units	\$23,636
Series F Preferred Stock	\$566
Series G Preferred Stock	\$453

Shares of Common Stock and Noncontrolling Interest

During the six months ended June 30, 2014 and 2013, 137,463 and 85,028, respectively, limited partnership interests in the Operating Partnership ("Units") were converted into an equivalent number of shares of common stock, resulting in a reclassification of \$1,333 and \$804 of noncontrolling interest to First Industrial Realty Trust Inc.'s stockholders' equity.

The following table summarizes the changes in noncontrolling interest for the six months ended June 30, 2014 and 2013:

	June 30, 2014	June 30, 2013
Noncontrolling Interest, Beginning of Period	\$44,369	\$42,274
Net Income	269	25
Unit Distributions	(915	) (792
Other Comprehensive (Loss) Income	(134	) 96
Conversion of Units to Common Stock	(1,333	) (804
Reallocation—Additional Paid In Capital	(91	) 3,206
Reallocation—Other Comprehensive Income	7	29
Noncontrolling Interest, End of Period	\$42,172	\$44,034

Table of Contents

## 6. Accumulated Other Comprehensive Loss

The following tables summarize the changes in accumulated other comprehensive loss by component for the six months ended June 30, 2014 and the reclassifications out of accumulated other comprehensive loss for the three and six months ended June 30, 2014 and 2013:

	Interest Rate Protection Agreements	Foreign Currency Translation Adjustment	Comprehensive Income Attributable to Noncontrolling Interest	Total
Balance as of December 31, 2013	\$ (3,481 )	\$78	\$ 138	\$(3,265 )
Other Comprehensive (Loss) Income Before Reclassifications	(6,309 )	(5 )	127	(6,187 )
Amounts Reclassified from Accumulated Other Comprehensive Loss	2,908	—	—	2,908
Net Current Period Other Comprehensive (Loss) Income	(3,401 )	(5 )	127	(3,279 )
Balance as of June 30, 2014	\$ (6,882 )	\$73	\$265	\$(6,544 )

Details about Accumulated Other Comprehensive Loss Components	Amount Reclassified from Accumulated Other Comprehensive Loss				Affected Line Item in the Consolidated Statements of Operations
	Three Months Ended June 30, 2014	Three Months Ended June 30, 2013	Six Months Ended June 30, 2014	Six Months Ended June 30, 2013	
Interest Rate Protection Agreements Amortization of Interest Rate Protection Agreements (Previously Settled)	\$468	\$598	\$1,096	\$1,183	Interest Expense
Settlement Payments to our Counterparties (see Note 10)	1,079	—	1,812	—	Interest Expense
Write-off of Unamortized Settlement Amounts of Interest Rate Protection Agreements	—	916	—	1,099	Loss from Retirement of Debt
	\$1,547	\$1,514	\$2,908	\$2,282	Total

The effective portion of changes in the fair value of derivatives designated and that qualify as cash flow hedges is recorded in other comprehensive income and is subsequently reclassified to earnings through interest expense over the life of the derivative or over the life of the debt. In the next 12 months, we expect to amortize approximately \$523 into net income by increasing interest expense for interest rate protection agreements we settled in previous periods. Additionally, recurring settlement amounts on the Swaps, as defined in Note 10, will also be reclassified to net income.

Table of Contents

## 7. Supplemental Information to Statements of Cash Flows

	Six Months Ended June 30, 2014	Six Months Ended June 30, 2013
Interest Expense Capitalized in Connection with Development Activity	\$742	\$1,998
Supplemental Schedule of Non-Cash Investing and Financing Activities:		
Distribution Payable on Common Stock/Operating Partnership Units	\$11,891	\$9,745
Distribution Payable on Preferred Stock	\$—	\$2,056
Exchange of Operating Partnership Units for Common Stock:		
Noncontrolling Interest	\$(1,333	) \$(804
Common Stock	1	1
Additional Paid-in-Capital	1,332	803
Total	\$—	\$—
Assumption of Liabilities in Connection with the Acquisition of Real Estate	\$183	\$298
Accounts Payable Related to Construction in Progress and Additions to Investment in Real Estate	\$17,829	\$13,836
Write-off of Fully Depreciated Assets	\$(19,462	) \$(36,010

## 8. Earnings Per Share ("EPS")

The computation of basic and diluted EPS is presented below:

	Three Months Ended June 30, 2014	Three Months Ended June 30, 2013	Six Months Ended June 30, 2014	Six Months Ended June 30, 2013
Numerator:				
Income (Loss) from Continuing Operations	\$3,606	\$(1,355 )	\$7,892	\$(527 )
Gain on Sale of Real Estate	—	—	—	262
Noncontrolling Interest Allocable to Continuing Operations	(142 )	281	(215 )	425
Income from Continuing Operations Allocable to Participating Securities	(37 )	—	(60 )	—
Income (Loss) from Continuing Operations Attributable to First Industrial Realty Trust, Inc.	3,427	(1,074 )	7,617	160
Preferred Dividends	—	(2,277 )	(1,019 )	(6,114 )
Redemption of Preferred Stock	—	(3,546 )	(1,462 )	(3,546 )
Income (Loss) from Continuing Operations Available to First Industrial Realty Trust, Inc.'s Common Stockholders	\$3,427	\$(6,897 )	\$5,136	\$(9,500 )
Income from Discontinued Operations	\$598	\$12,717	\$1,379	\$10,504
Noncontrolling Interest Allocable to Discontinued Operations	(23 )	(526 )	(54 )	(450 )
Income from Discontinued Operations Allocable to Participating Securities	(6 )	(42 )	(15 )	(78 )
Income from Discontinued Operations Attributable to First Industrial Realty Trust, Inc.	\$569	\$12,149	\$1,310	\$9,976
Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders and Participating Securities	\$4,039	\$5,294	\$6,521	\$554
Net Income Allocable to Participating Securities	(43 )	(42 )	(75 )	(78 )
Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders	\$3,996	\$5,252	\$6,446	\$476
Denominator:				
Weighted Average Shares—Basic	109,815	108,117	109,746	104,466
Effect of Dilutive Securities:				
LTIP Unit Awards	589	—	564	—
Weighted Average Shares—Diluted	110,404	108,117	110,310	104,466
Basic and Diluted EPS:				
Income (Loss) from Continuing Operations Available to First Industrial Realty Trust, Inc.'s Common Stockholders	\$0.03	\$(0.06 )	\$0.05	\$(0.09 )
Income from Discontinued Operations Attributable to First Industrial Realty Trust, Inc.'s Common Stockholders	\$0.01	\$0.11	\$0.01	\$0.10
Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders	\$0.04	\$0.05	\$0.06	\$0.01

Participating securities include 465,737 and 489,381 of unvested restricted stock awards outstanding at June 30, 2014 and 2013, respectively, which participate in non-forfeitable dividends of the Company. Under the two class method, participating security holders are allocated income, in proportion to total weighted average shares outstanding, based upon the greater of net income (after reduction for preferred dividends and redemption of preferred stock) or common dividends declared.

The number of weighted average shares—diluted is the same as the number of weighted average shares—basic for the three and six months ended June 30, 2013, as the effect of restricted stock unit awards outstanding at June 30, 2013, which do not participate in non-forfeitable dividends of the Company, was excluded as its inclusion would have been



antidilutive to the loss from continuing operations available to First Industrial Realty Trust, Inc.'s common stockholders.

Effective July 1, 2013, the Board of Directors granted performance awards ("LTIP Unit Awards") to certain officers and employees of the Company. The LTIP Unit Awards, which do not participate in non-forfeitable dividends of the Company, are dilutive and are included in the calculation of diluted EPS for the three and six months ended June 30, 2014.

#### 9. Stock Based Compensation

During the six months ended June 30, 2014, we awarded 299,805 shares of restricted stock awards to certain employees, which had a fair value of \$5,413 on the date of approval by either the Compensation Committee of the Board of Directors or the approval date of the 2014 Stock Incentive Plan. These restricted stock awards generally vest over a period of three years. Additionally, during the six months ended June 30, 2014, we awarded 19,250 shares of restricted stock to non-employee members of the Board of Directors, which had a fair value of \$350 on the date of approval. These restricted stock awards vest over a one-year period.

Compensation expense will be charged to earnings over the vesting periods for the shares expected to vest except if the recipient is not required to provide future service in exchange for vesting of such shares. If vesting of a recipient's restricted stock award is not contingent upon future service, the expense is recognized immediately at the date of grant. During the six months ended June 30, 2014 and 2013, we recognized \$1,451 and \$1,008, respectively, of compensation expense related to restricted stock awards granted to our Chief Executive Officer for which future service was not required.

We recognized \$3,322 and \$841 for the three months ended June 30, 2014 and 2013, and \$4,897 and \$2,667 for the six months ended June 30, 2014 and 2013, respectively, in amortization related to restricted stock and unit awards and LTIP Unit Awards, of which \$11 and \$6 was capitalized for the three months ended June 30, 2014 and 2013, and \$30 and \$17 was capitalized for the six months ended June 30, 2014 and 2013, respectively, in connection with development activities. At June 30, 2014, we had \$7,819 in unrecognized compensation related to unvested restricted stock awards and LTIP Unit Awards. The weighted average period that the unrecognized compensation is expected to be recognized is 0.95 years.

#### 10. Derivatives

Our objectives in using interest rate derivatives are to add stability to interest expense and to manage our cash flow volatility and exposure to interest rate movements. To accomplish this objective, we primarily use interest rate swaps as part of our interest rate risk management strategy. Interest rate swaps designated as cash flow hedges involve the receipt of variable-rate amounts from a counterparty in exchange for fixed-rate payments over the life of the agreements without exchange of the underlying notional amount.

In connection with origination of the Unsecured Term Loan (see Note 4), during January 2014, we entered into four interest rate swaps, with an aggregate notional value of \$200,000, to manage our exposure to changes in the one month LIBOR rate (the "Swaps"). The Swaps fix the LIBOR rate at a weighted average rate of 2.29% and mature on January 29, 2021. We designated the Swaps as cash flow hedges.

Our agreement with our derivative counterparty contains provisions where if we default on any of our indebtedness, then we could also be declared in default on our derivative obligations subject to certain thresholds.

The following table sets forth our financial liabilities related to the Swaps, which are included in Accounts Payable, Accrued Expenses and Other Liabilities on the accompanying consolidated balance sheet and are accounted for at fair value on a recurring basis as of June 30, 2014:

Description	Fair Value	Fair Value Measurements at Reporting Date Using:		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Unobservable Inputs (Level 3)
Liabilities:				
Swaps	\$(4,497 )	—	\$(4,497 )	—

There was no ineffectiveness recorded on the Swaps during the three and six months ended June 30, 2014. See Note 6 for more information.

The estimated fair value of the Swaps was determined using the market standard methodology of netting the discounted fixed cash payments and the discounted expected variable cash receipts. The variable cash receipts are based on an expectation of interest rates (forward curves) derived from observable market interest rate curves. In addition, credit valuation adjustments are incorporated in the fair value to account for potential non-performance risk, including our own non-performance risk and the respective counterparty's non-performance risk. We determined that the significant inputs used to value the Swaps fell within Level 2 of the fair value hierarchy.

Table of Contents

11. Commitments and Contingencies

In the normal course of business, we are involved in legal actions arising from the ownership of our industrial properties. In our opinion, the liabilities, if any, that may ultimately result from such legal actions are not expected to have a materially adverse effect on our consolidated financial position, operations or liquidity.

In conjunction with the development of industrial properties, we have entered into agreements with general contractors for the construction of industrial buildings. At June 30, 2014, we have five industrial buildings totaling approximately 1.2 million square feet of GLA that are under construction. The estimated total construction costs as of June 30, 2014 are approximately \$64,700. Of this amount, approximately \$44,200 remains to be funded. There can be no assurance that the actual completion cost will not exceed the estimated completion cost stated above.

12. Subsequent Events

From July 1, 2014 to July 29, 2014, we sold seven industrial properties and a certain land parcel for approximately \$33,160. There were no industrial properties acquired during the period.

Table of Contents

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the consolidated financial statements and notes thereto appearing elsewhere in this Form 10-Q. In addition, the following discussion contains certain 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 (the "Exchange Act"). We intend 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 are including this statement for purposes of complying with those safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies and expectations of the Company, are generally identifiable by use of the words "believe," "expect," "intend," "plan," "anticipate," "estimate," "project," "seek," "target," "potential," "focus," "may," "should" or similar expressions. Our ability to predict results or the actual effect of future plans or strategies is inherently uncertain. 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 (including the Internal Revenue Service); 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, the supply and demand for which is inherently more volatile than other types of industrial property) in the Company's current and proposed market areas; difficulties in identifying and consummating acquisitions and dispositions; our ability to manage the integration of properties we acquire; risks related to our investments in properties through joint ventures; environmental liabilities; slippages 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; international business risks and those additional factors described under the heading "Risk Factors" and elsewhere in the Company's annual report on Form 10-K for the year ended December 31, 2013, and in this quarterly report. We caution you not to place undue reliance on forward looking statements, which reflect our analysis only and speak only as of the date of this report or the dates indicated in the statements. We assume no obligation to update or supplement forward-looking statements. Unless the context otherwise requires, the terms "Company," "we," "us" and "our" refer to First Industrial Realty Trust, Inc., First Industrial, L.P. and their respective controlled subsidiaries. We refer to our operating partnership, First Industrial, L.P., as the "Operating Partnership."

GENERAL

The Company was organized in the state of Maryland on August 10, 1993. We are a real estate investment trust ("REIT") as defined in the Internal Revenue Code of 1986 (the "Code"). We began operations on July 1, 1994. Our operations are conducted primarily through the Operating Partnership, of which we are the sole general partner with an approximate 96.1% ownership interest at June 30, 2014, and through our taxable REIT subsidiaries. We also conduct operations through other partnerships (the "Other Real Estate Partnerships") and limited liability companies, the operating data of which, together with that of the Operating Partnership and the taxable REIT subsidiaries, is consolidated with that of the Company, as presented herein. First Industrial Realty Trust, Inc. does not have any significant assets or liabilities other than its investment in the Operating Partnership and its 100% ownership interest in the general partner of the Other Real Estate Partnerships. Noncontrolling interest of approximately 3.9% at June 30, 2014 represents the aggregate partnership interest in the Operating Partnership held by the limited partners thereof. We also own noncontrolling equity interests in, and provide services to, two joint ventures (the "2003 Net Lease Joint Venture" and the "2007 Europe Joint Venture"; collectively, the "Joint Ventures"). At June 30, 2014, the 2003 Net Lease Joint Venture owned one industrial property comprising approximately 0.8 million square feet of gross leasable area ("GLA") and the 2007 Europe Joint Venture did not own any properties. The Joint Ventures are accounted for under the equity method of accounting. Accordingly, the operating data of our Joint Ventures is not consolidated with that of the Company as presented herein.

Edgar Filing: FIRST INDUSTRIAL REALTY TRUST INC - Form 10-Q

As of June 30, 2014, we owned 653 industrial properties located in 25 states, containing an aggregate of approximately 64.3 million square feet of GLA.

We maintain a website at [www.firstindustrial.com](http://www.firstindustrial.com). Information on this website shall not constitute part of this Form 10-Q. Copies of our annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and amendments to such reports are available without charge on our website as soon as reasonably practicable after such reports are filed with or furnished to the Securities and Exchange Commission ("SEC"). You may also read and copy any document filed at the public

Table of Contents

reference facilities of the SEC at 100 F Street, N.E., Washington, D.C. 20549. Please call the SEC at (800) SEC-0330 for further information about the public reference facilities. These documents also may be accessed through the SEC's Interactive Data Electronic Application via the SEC's home page on the Internet (<http://www.sec.gov>). In addition, our Corporate Governance Guidelines, Code of Business Conduct and Ethics, Audit Committee Charter, Compensation Committee Charter and Nominating/Corporate Governance Committee Charter, along with supplemental financial and operating information prepared by us, are all available without charge on our website or upon request to us.

Amendments to, or waivers from, our Code of Business Conduct and Ethics that apply to our executive officers or directors will also be posted to our website. We also post or otherwise make available on our website from time to time other information that may be of interest to our investors. Please direct requests as follows:

First Industrial Realty Trust, Inc.

311 S. Wacker Drive, Suite 3900

Chicago, IL 60606

Attention: Investor Relations

MANAGEMENT'S OVERVIEW

We believe our financial condition and results of operations are, primarily, a function of our performance in four key areas: leasing of industrial properties, acquisition and development of additional industrial properties, disposition of industrial properties and access to external capital.

We generate revenue primarily from rental income and tenant recoveries from long-term (generally three to six years) operating leases of our industrial properties. Such revenue is offset by certain property specific operating expenses, such as real estate taxes, repairs and maintenance, property management, utilities and insurance expenses, along with certain other costs and expenses, such as depreciation and amortization costs and general and administrative and interest expenses. Our revenue growth is dependent, in part, on our ability to (i) increase rental income, through increasing either or both occupancy rates and rental rates at our properties, (ii) maximize tenant recoveries and (iii) minimize operating and certain other expenses. Revenues generated from rental income and tenant recoveries are a significant source of funds, in addition to income generated from gains/losses on the sale of our properties (as discussed below), for our liquidity. The leasing of property, in general, and occupancy rates, rental rates, operating expenses and certain non-operating expenses, in particular, are impacted, variously, by property specific, market specific, general economic and other conditions, many of which are beyond our control. The leasing of property also entails various risks, including the risk of tenant default. If we were unable to maintain or increase occupancy rates and rental rates at our properties or to maintain tenant recoveries and operating and certain other expenses consistent with historical levels and proportions, our revenue would decline. Further, if a significant number of our tenants were unable to pay rent (including tenant recoveries) or if we were unable to rent our properties on favorable terms, our financial condition, results of operations, cash flow and ability to pay dividends on, and the market price of, our common stock would be adversely affected.

Our revenue growth is also dependent, in part, on our ability to acquire existing, and acquire and develop new, additional industrial properties on favorable terms. The Company seeks to identify opportunities to acquire existing industrial properties on favorable terms, and, when conditions permit, also seeks to identify opportunities to acquire and develop new industrial properties on favorable terms. Existing properties, as they are acquired, and acquired and developed properties, as they are leased, generate revenue from rental income, tenant recoveries and fees, income from which, as discussed above, is a source of funds for our distributions. The acquisition and development of properties is impacted, variously, by property specific, market specific, general economic and other conditions, many of which are beyond our control. The acquisition and development of properties also entails various risks, including the risk that our investments may not perform as expected. For example, acquired existing and acquired and developed new properties may not sustain and/or achieve anticipated occupancy and rental rate levels. With respect to acquired and developed new properties, we may not be able to complete construction on schedule or within budget, resulting in increased debt service expense and construction costs and delays in leasing the properties. Also, we face significant competition for attractive acquisition and development opportunities from other well-capitalized real estate investors, including publicly-traded REITs and private investors. Further, as discussed below, we may not be able to finance the acquisition and development opportunities we identify. If we were unable to acquire and develop sufficient additional

properties on favorable terms, or if such investments did not perform as expected, our revenue growth would be limited and our financial condition, results of operations, cash flow and ability to pay dividends on, and the market price of, our common stock would be adversely affected.

We also generate income from the sale of our properties (including existing buildings, buildings which we have developed or re-developed on a merchant basis and land). The gain/loss on, and fees from, the sale of such properties are included in our income and can be a significant source of funds, in addition to revenues generated from rental income and tenant recoveries. Proceeds from sales are being used to repay outstanding debt and, market conditions permitting, may be used



Table of Contents

to fund the acquisition of existing, and the acquisition and development of new, industrial properties. The sale of properties is impacted, variously, by property specific, market specific, general economic and other conditions, many of which are beyond our control. The sale of properties also entails various risks, including competition from other sellers and the availability of attractive financing for potential buyers of our properties. Further, our ability to sell properties is limited by safe harbor rules applying to REITs under the Code which relate to the number of properties that may be disposed of in a year, their tax bases and the cost of improvements made to the properties, along with other tests which enable a REIT to avoid punitive taxation on the sale of assets. If we are unable to sell properties on favorable terms, our income growth would be limited and our financial condition, results of operations, cash flow and ability to pay dividends on, and the market price of, our common stock could be adversely affected.

We utilize a portion of the net sales proceeds from property sales, borrowings under our unsecured credit facility (the "Unsecured Credit Facility") and proceeds from the issuance, when and as warranted, of additional debt and equity securities to refinance debt and finance future acquisitions and developments. Access to external capital on favorable terms plays a key role in our financial condition and results of operations, as it impacts our cost of capital and our ability and cost to refinance existing indebtedness as it matures and to fund acquisitions and developments or through the issuance, when and as warranted, of additional equity securities. Our ability to access external capital on favorable terms is dependent on various factors, including general market conditions, interest rates, credit ratings on our preferred stock and debt, the market's perception of our growth potential, our current and potential future earnings and cash distributions and the market price of our capital stock. If we were unable to access external capital on favorable terms, our financial condition, results of operations, cash flow and ability to pay dividends on, and the market price of, our common stock could be adversely affected.

**RESULTS OF OPERATIONS**

The tables below summarize our operating results for the three and six months ended June 30, 2014 and 2013. The operating results include a break out of our revenues, property expenses and depreciation and other amortization by various categories for the three and six months ended June 30, 2014 and 2013. Same store properties are properties owned prior to January 1, 2013 and held as an operating property through June 30, 2014 and developments and redevelopments that were placed in service prior to January 1, 2013 or were substantially completed for the 12 months prior to January 1, 2013. Properties which are at least 75% occupied at acquisition are placed in service. Acquisitions (that are less than 75% occupied at the date of acquisition), developments and redevelopments are placed in service as they reach the earlier of a) stabilized occupancy (generally defined as 90% occupied), or b) one year subsequent to acquisition or development/redevelopment construction completion. Properties are moved from the same store classification to the redevelopment classification when capital expenditures for a project are estimated to exceed 25% of the undepreciated gross book value of the property. Acquired properties are properties that were acquired subsequent to December 31, 2012 and held as an operating property through June 30, 2014. Sold properties are properties that were sold subsequent to December 31, 2012. (Re)Developments and land are land parcels and developments and redevelopments that were not: a) substantially complete 12 months prior to January 1, 2013 or b) stabilized prior to January 1, 2013. Other revenues are derived from the operations of our maintenance company, fees earned from our Joint Ventures and other miscellaneous revenues. Other expenses are derived from the operations of our maintenance company and other miscellaneous regional expenses.

Our future financial condition and results of operations, including rental revenues, may be impacted by the future acquisition and sale of properties. Our future revenues and expenses may vary materially from historical rates.

**Comparison of Six Months Ended June 30, 2014 to Six Months Ended June 30, 2013**

Our net income available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities was \$6.5 million and \$0.6 million for the six months ended June 30, 2014 and 2013, respectively. Basic and diluted net income available to First Industrial Realty Trust, Inc.'s common stockholders was \$0.06 per share and \$0.01 per share for the six months ended June 30, 2014 and 2013, respectively.

For the six months ended June 30, 2014 and 2013, the average occupancy rates of our same store properties were 91.7% and 90.0%, respectively.



Table of Contents

	Six Months Ended		\$ Change	% Change	
	2014	2013			
	June 30,				
	(\$ in 000's)				
REVENUES					
Same Store Properties	\$ 168,105	\$ 161,469	\$ 6,636	4.1	%
Acquired Properties	2,380	—	2,380	—	
Sold Properties	60	7,002	(6,942	) (99.1	)%
(Re) Developments and Land, Not Included Above	1,162	392	770	196.4	%
Other	954	696	258	37.1	%
	\$ 172,661	\$ 169,559	\$ 3,102	1.8	%
Discontinued Operations	(356	) (7,302	)		