



**STAG**  
INDUSTRIAL

Data As Of **03-31-2020**





# ACQUISITION CRITERIA

## **PROFILE:**

Primarily single tenant and two-tenant, 100% occupied industrial buildings; vacant, partially vacant as well as multi-tenant buildings considered

## **TRANSACTION TYPE:**

Investor sale, sale leaseback and build-to-suit forward commitments

## **USE:**

Warehouse, distribution and light manufacturing

## **BUILDING TYPE:**

Class A or B; all construction types (tilt up, masonry, metal, pre-cast)

## **TERM:**

All lease terms

## **LOCATION:**

All US markets; focus on primary and secondary industrial markets

## **DEAL SIZE:**

\$5-\$100 million on a single asset basis; no maximum for portfolios

## **CREDIT PROFILE:**

All credit profiles





# PORTFOLIO TRANSFORMATION

	IPO AS OF Q2 2011	Q1 2020
<b>SQUARE FEET (MILLIONS)</b>	14.2	91.8
<b>PROPERTIES</b>	93	456
<b>PRIMARY AND SECONDARY MARKETS (%ABR)</b>	70.5%	93.9%
<b>FLEX/OFFICE (%ABR)</b>	21.1%	0.8%

# BALANCE SHEET STRENGTHENED

	IPO AS OF Q2 2011	Q1 2020
<b>EQUITY MARKET CAPITALIZATION (MILLIONS)</b>	\$290	\$3,434
<b>% SECURED DEBT</b>	100%	3.0%





**STABILIZED**  
Minneapolis, MN  
136,589 SF

**BUILD-TO-SUIT  
FORWARD  
COMMITMENT**  
Columbus, OH  
857,390 SF



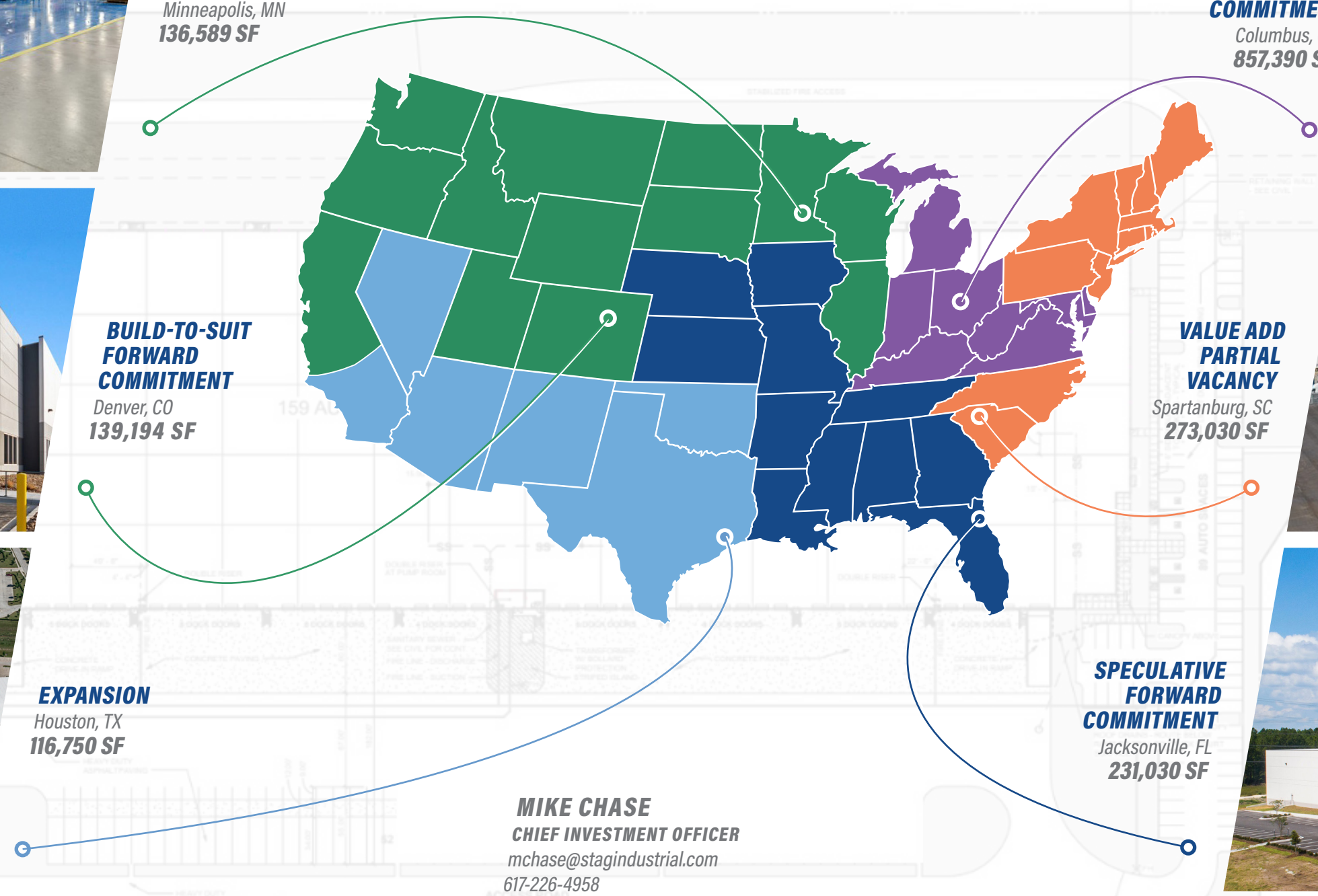
**BUILD-TO-SUIT  
FORWARD  
COMMITMENT**  
Denver, CO  
139,194 SF

**VALUE ADD  
PARTIAL  
VACANCY**  
Spartanburg, SC  
273,030 SF



**EXPANSION**  
Houston, TX  
116,750 SF

**SPECULATIVE  
FORWARD  
COMMITMENT**  
Jacksonville, FL  
231,030 SF



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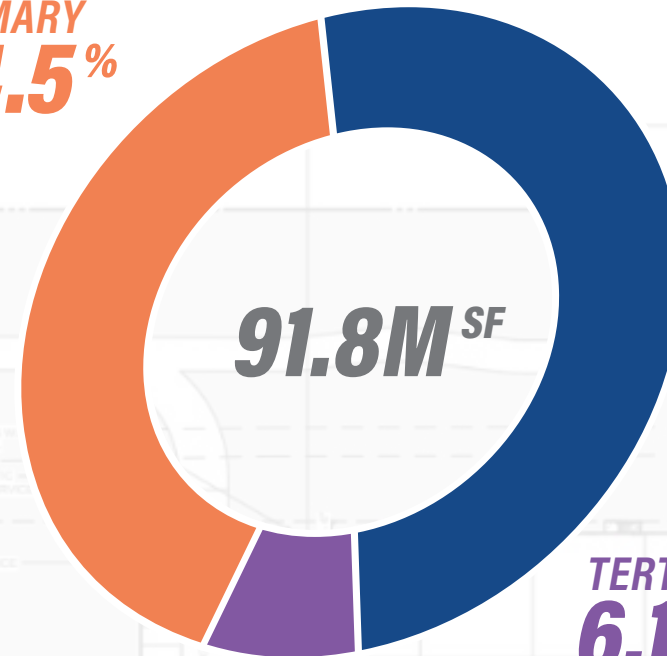
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# MARKET MAKEUP

PRIMARY  
**54.5%**

SECONDARY  
**39.4%**



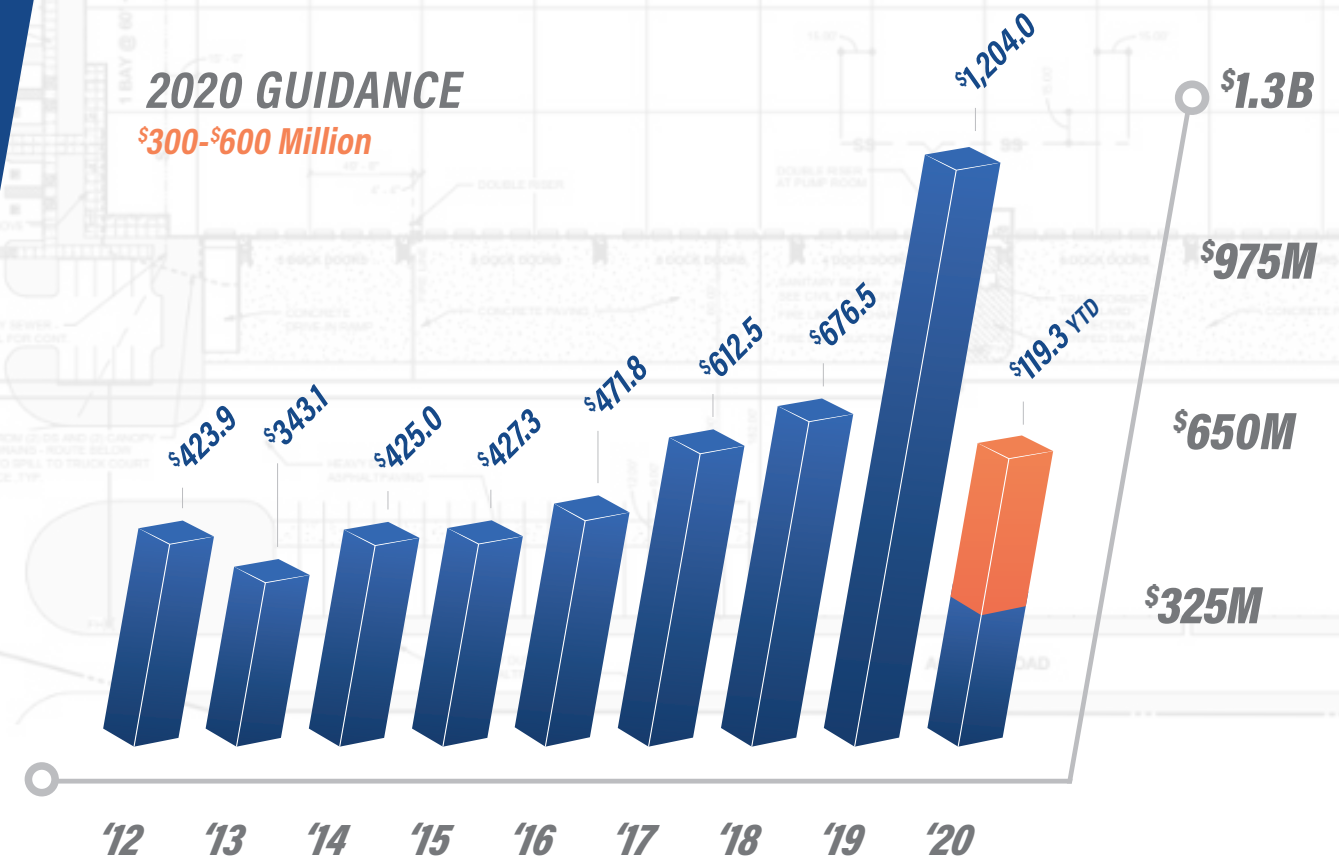
TERTIARY  
**6.1%**



159 AUTO PARKING SPACES INCLUDING 8 H.C. SPACES

# ACQUISITION VOLUME

2020 GUIDANCE  
**\$300-\$600 Million**







Milwaukee, WI  
192,800 SF



San Diego, CA  
205,440 SF



Pittsburgh, PA  
297,200 SF



Baltimore, MD  
60,000 SF



Tampa, FL  
78,560 SF



Phoenix, AZ  
186,643 SF



Columbia, SC  
176,400 SF



Dallas, TX  
389,546 SF



Greenville, SC  
264,385 SF