Corporate Profile

- Global provider of industrial real estate
- $43.9 billion in total assets under management
- Approximately 570 million square feet owned, managed or under development
- Operating portfolio of approximately 3,100 industrial properties across the Americas, Europe and Asia
- Operations in 21 countries
- Nearly 1,400 colleagues serve 4,500 customers worldwide
- Publicly traded on the NYSE under the symbol PLD
- Member of the S&P 500
- Corporate headquarters in San Francisco, California, USA
- Operational headquarters in Denver, Colorado, USA
Drivers/Challenges/Benefits

Billion dollars of Private Capital assets have inquired about our sustainability practices

What are the drivers

• Customers demand ‘sustainable’ upgrades that reduce operating costs when leasing space
• Institutional investors seek data about the sustainable performance of assets they co-own in our funds
• Regulators increasingly require sustainable practices
• Internal goals to lead the industry with best-in-class industrial property

What are the challenges

• Allocation of capital
• Data collection is essential for benchmarking
• Achieve market rents with new buildings

What are the benefits

• Maintain high customer retention rates
• Faster lease-up of vacant space
• Improve asset value with state-of-the-art technology
Six Key Retrofit Features

- Water conservation
- Skylights & daylighting
- Interior lighting
- Cool roofs
- HVAC systems
- Exterior lighting

Integral part of our global sustainable development goals & objectives

Key elements:

- Interior lighting
- Exterior lighting
- Skylights and daylighting
- HVAC systems
- Cool roofs
- Water-conserving plumbing and landscaping
Sustainable Operations

Retrofit and Energy efficiency investments are the single, most cost-effective way to reduce customer operating expenses in our buildings

- **Cost** → Equivalent to ~1 month of free rent
- **Benefit** → Keep a current customer or sign a new one
- **Bonus** → Modernize our portfolio, meet investor demands, maintain asset value

40 percent of the global portfolio has received lighting upgrades

- 200M SF of lighting upgrades
- 3B kWh energy savings
- $360M of energy cost savings over 10 years

**Typical lighting upgrade**

- Cost $0.40/SF (range $0.25 – 0.45 depending on size)
- Average 30% energy savings
- 2-year payback with rebates
- Utility rebates ranging from $0.00 – 0.10/SF
Lighting Case Study

Lighting upgrade completed in October 2010; 800,000 SF in Olive Branch, MS

41% energy savings

41% total energy savings; US$0.28 / SF / Yr operating expense savings