PROLOGIS®

Prologis Southern California Logistics Center

Flexible Build-to-Suit Location. Numerous Possibilities.

Located just 35 miles north of Ontario, Victorville is the leading city for both industrial and retail in the Inland Empire North. The IE North is a fast growing community with affordable housing and nearly 400,000 residents, making it an attractive location for manufacturing and distribution users.

The property is located within an expansive network of air, ground and rail transportation, making it an ideal location for build-to-suit development and optimal for warehousing and logistics.

Development Capabilities

We're with you every step of the way, including facility specifications, permitting, construction, ownership and delivery.

Our experienced in-house teams take care of every aspect of the build-to-suit process, ensuring a seamless execution.

TRACY, CALIFORNIA

Build-to-Suit Case Study

Acquisitions prompt build-to-suit development.
After making two acquisitions, a food and beverage company wanted to combine three logistics operations into single warehouses to gain operational efficiencies. The challenge was to merge without disrupting fulfillment during peak sales seasons.

Prologis provides a solution.
With extensive development expertise and best practices honed on many other building projects, Prologis completed the customer's new facility on deadline.

- The team moved quickly to secure city approval to build infrastructure (water, roads, sewer, electrical, stormwater) in an undeveloped section of the International Park of Commerce.
- Prologis broke the permitting process into discrete steps and accomplished them one by one.
- The development team built around a unique customer stipulation: its food items are sensitive to heat and humidity so Prologis had to build different climate zones for each line.
- The Prologis team had to overcome the challenge of not having power delivered by PG&E in time. Therefore generators were positioned in the truck court to power the air conditioning units until PG&E could complete their work.

ONTARIO, CALIFORNIA

Build-to-Suit Case Study

Supporting the customer's robotic system requirements.
A consumer goods company, which markets products to young adults, wanted to lease a warehouse in the new West Ontario Logistics Center (WOLC), a 56-acre site in Ontario. But the opportunity presented a significant challenge in supporting the customer's planned use of a robotic material handling equipment system. Prologis was eager to accommodate the customer in order to advance cutting-edge warehouse technology and distribution methods.

- The floor of the warehouse was originally designed to allow a 0.5% gradient from north to south, the norm in California logistics real estate development, however, the customer needed a flat floor for robotics. The adjustment in floor grade required an additional 120,000 cubic yards of imported fill, adding another month to the schedule.
- The roof structure was originally based on a sloped slab. Because it would now need to be a flat slab, the roof had to be redesigned for the change in geometry.

Prologis' expertise, obtained over years and many development projects working with both local authorities and contractors, proved critical. The designers and contractor accommodated the major changes required by the customer to complete the project on-time.

An opportunity to learn more about sustainable practices.
The development site was a former dairy farm, and Prologis stockpiled 60,000 cubic yards of high-organic matter soil (cow manure) from the previous use. Usually, such material is hauled away and spread on adjacent farms at a cost of around $28 per cubic yard (a $1.6 million hit to the budget). The process would also take 6,000 truck trips, producing greenhouse gas emissions.

Instead, Prologis reused 50% of the material in landscape areas where the plants will respond well to the soil type. The remaining 50% was blended with other soils at a rate of <3% organics. A soils engineer took 20 tests per day to ensure adherence below the maximum rate.

LOT / BLDG	SQUARE FEET
2	845,000 SF
4	1,150,000 SF
7	1,130,000 SF
16	820,000 SF
20	1,000,000 SF
23	1,500,000 SF

LOT / BLDG	SQUARE FEET
24	1,065,000 SF
25	1,065,000 SF
26	475,000 SF
27	380,000 SF
32	1,900,000 SF
36B	126,000 SF

LOT / BLDG	SQUARE FEET
36C	104,000 SF
36D	78,000 SF
36E	78,000 SF
36F	78,000 SF
36G	78,000 SF
38A	1,084,735 SF

LOT / BLDG	SQUARE FEET
38B	206,000 SF
38C	178,000 SF
44B	303,000 SF
44C	400,000 SF
45A	1,500,000 SF
45B	567,000 SF

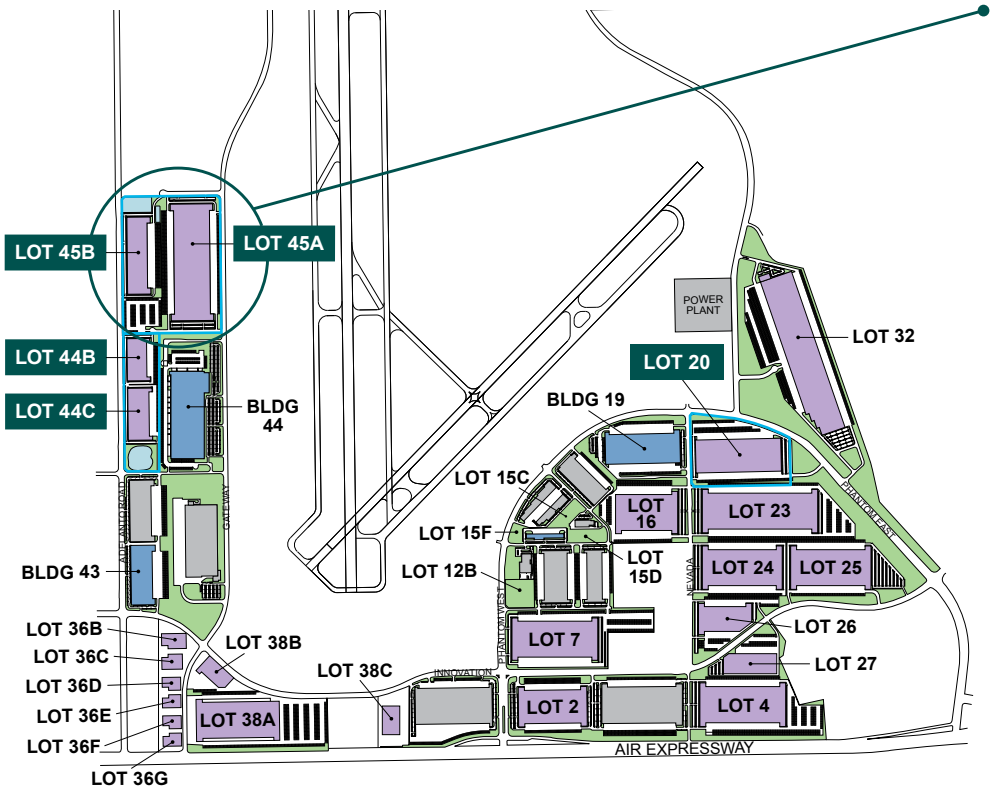
Leased

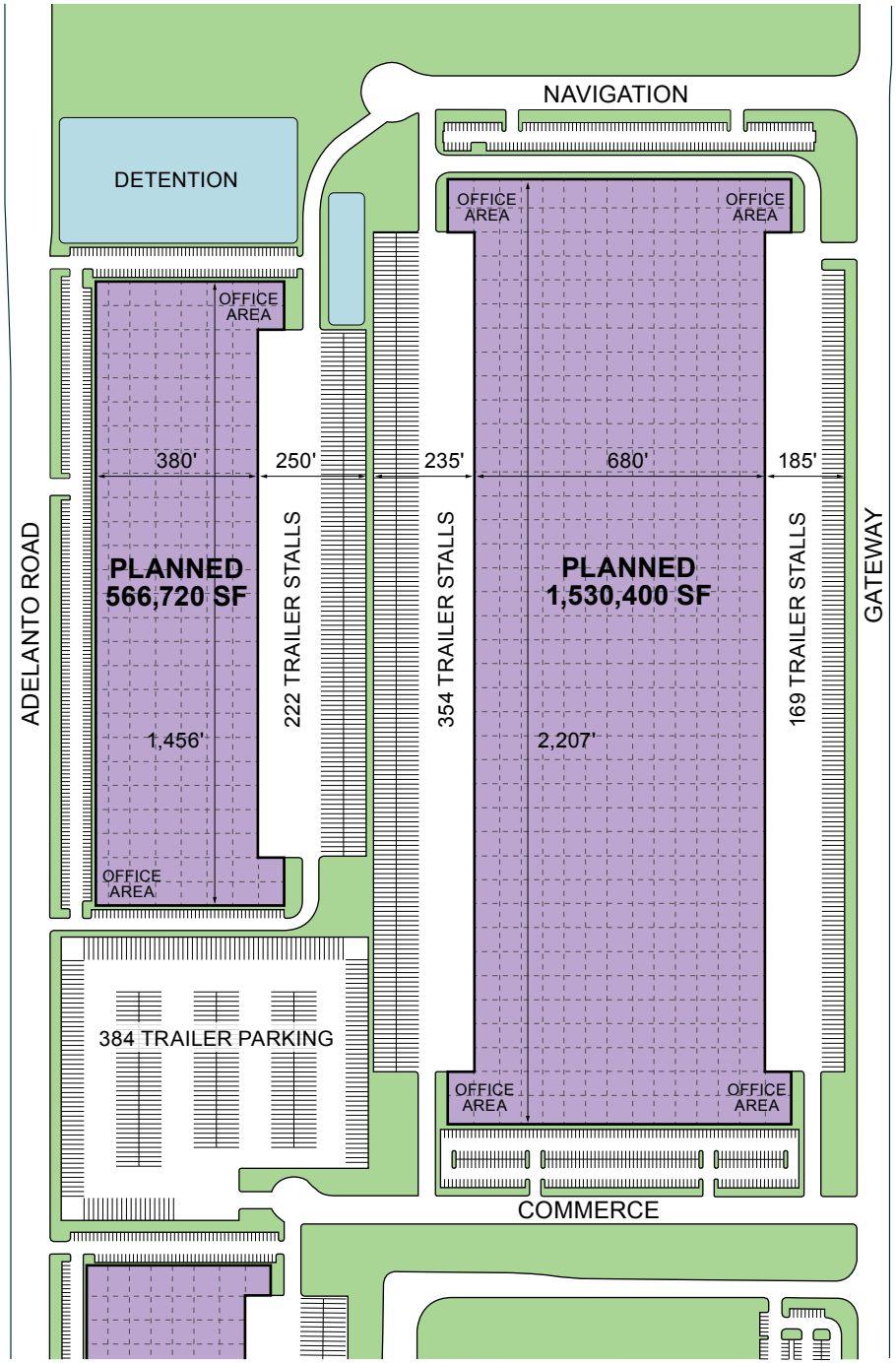
Proposed

Non-Prologis Building

Build-to-Suit Development

- 200K SF – 1.5 MSF + build-to-suit potential
- Build-to-suit office
- Ample power available
- Trailer parking
- 40'+ clear heights



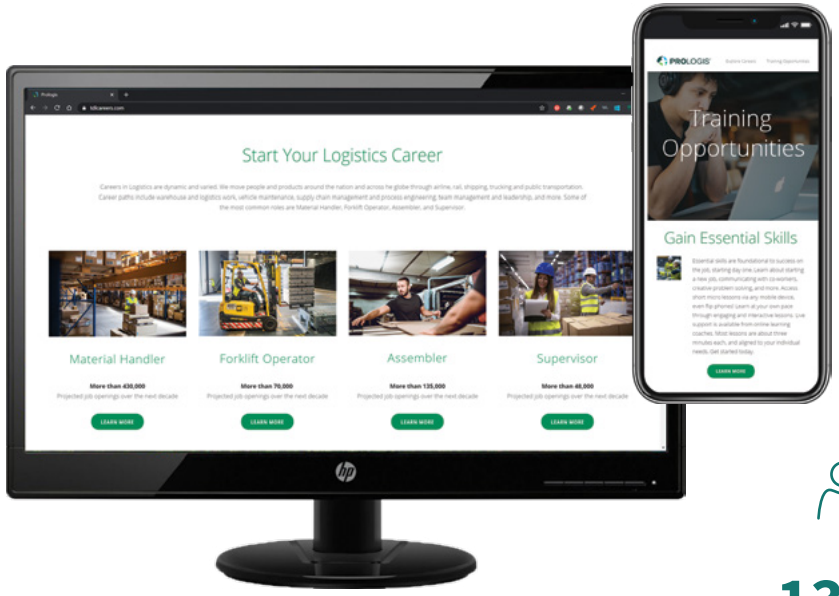


Leased Proposed Non-Prologis Building

Community Workforce Initiative

Prologis recognizes that labor is a major pain point for our customers. The combination of a strong economy, e-commerce growth, and a low unemployment rate make it difficult to attract and retain warehouse workers. Prologis is leveraging its scale to provide workforce solutions to help our customers with recruitment support:

- Developing talent through our Community Workforce Initiative, an online learning and development program to train today's logistics workforce in key warehouse operations.
- Sourcing talent through WorkStep, a technology platform that helps logistics companies hire, engage and retain their hourly workforce.
- Training talent on the job through Strivr, a customized immersive VR training and education platform.
- Improving the workplace through Locix, Kinetic and Locus Robotics, technologies that increase operational visibility, productivity and safety.



PROLOGIS®
Community Workforce Initiative

13,000
People trained in logistics through our Community Workforce Initiative since 2018.

17
Number of markets where CWI has been implemented.

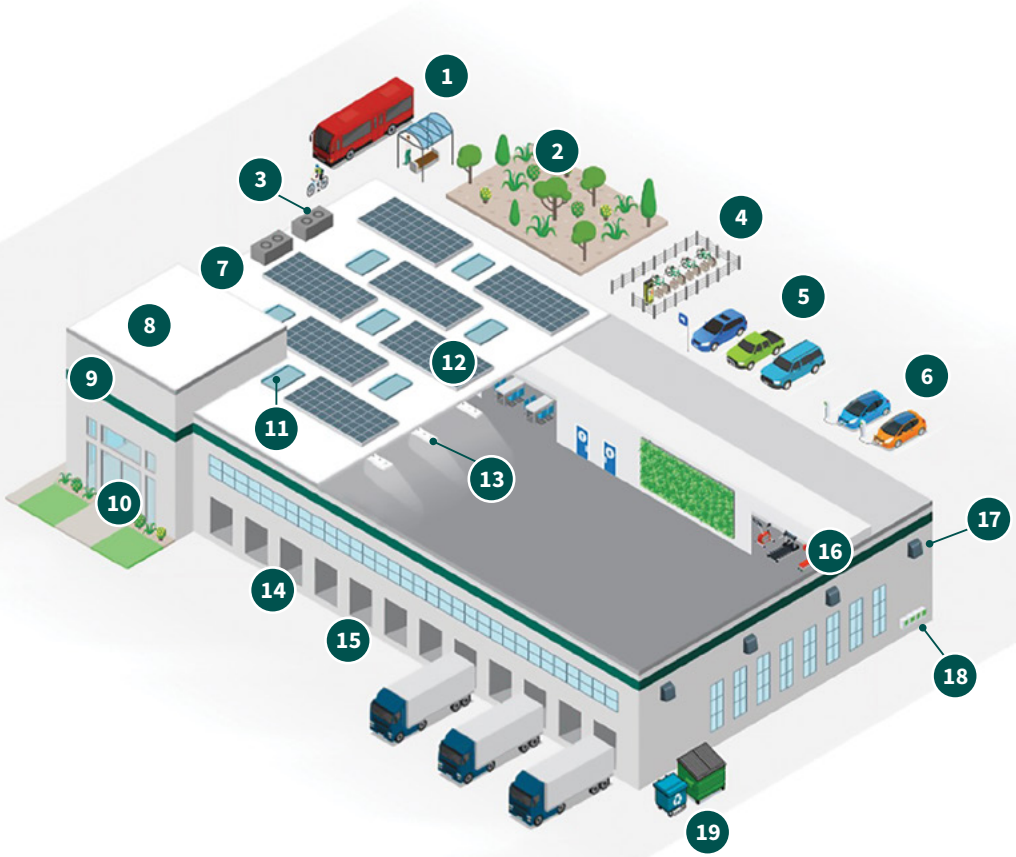
13,861
Number of individuals trained.

2,840
Total individuals placed into employment within the logistics sector.

~950
Individuals placed in the state of California.

Sustainable Design Features Included in Our Portfolio

1. Access to public transportation options
2. Drought-tolerant plants and rainwater collection
3. Low emission, energy efficient HVAC
4. Secured bicycle shed with e-bike charging
5. Carpool / car sharing dedicated parking spots
6. Electric car (EV) charging stations and dedicated car sharing parking spots
7. Cool roofs
8. High efficiency roofing and wall materials
9. 20–30 percent regionally sourced building materials
10. Real-time energy monitoring
11. Skylights*
12. Solar panels*
13. LED lighting with dynamic controls*
14. Energy saving mode of dock equipment*
15. Dock levelers with gap sealing and dock shelters with bottom cushion
16. Low-emitting paint, sealants and insulation
17. Exterior LED lighting
18. Smart energy meters
19. Areas for storage and collection of recyclables



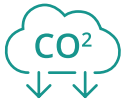
*Direct occupational cost savings

Leading Solutions for All Locations

Prologis has a solid track record of delivering on time and on budget for our customers wherever they need our services, which includes advanced solutions for procurement, carbon reduction and solar power.

RELIABLE PROCUREMENT

Prologis spends approximately $5 billion on development materials annually—far exceeding our competitors. Our scale of operations enables us to source and deliver critical materials—including steel—to the job site ahead of normal procurement schedules and often under market pricing. We act as an advocate for our customers when working with vendors to obtain the best solutions on the best terms. This advantage saves on cost and also shortens schedules.



CARBON REDUCTION

Prologis works with our vendors to reduce the ratio of carbon-intensive cement used in our buildings, yards, truck courts and exterior paving. We're also introducing polymer-based concrete, cross-laminated timber (CLT) and other alternative fibers, as well as jointless floor designs to reduce carbon and wear and tear on forklifts.

SUSTAINABLE INNOVATION

Sustainability plays a key role in our developments, and we always take particular care to provide solutions that address our customers' needs and expectations. Our custom solutions include advanced sustainability features, such as electronic vehicle charging, the WELL Building Standard, PARKlife™ and smart building circularity.

SOLAR POWER

Prologis has been a leader in implementing solar power for warehouses for more than a decade, including the Prologis SolarSmart initiative. We have the most stringent solar construction specs in the industry and work directly with our customers in solar-ready markets (California, New Jersey, etc.) to size their systems correctly based on estimated energy consumption. We then complete the installation ourselves and provide the customer with a cheaper source of power, co-terminus with their lease term.

CBRE

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Prologis is the global leader in logistics real estate with approximately 1.0 billion square feet owned and under management in 19 countries on four continents.

Data as of March 31, 2022, for assets the company owned or had investments in, on a wholly owned basis or through co-investment ventures, properties and development projects.

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