

# The Leader in Last Mile



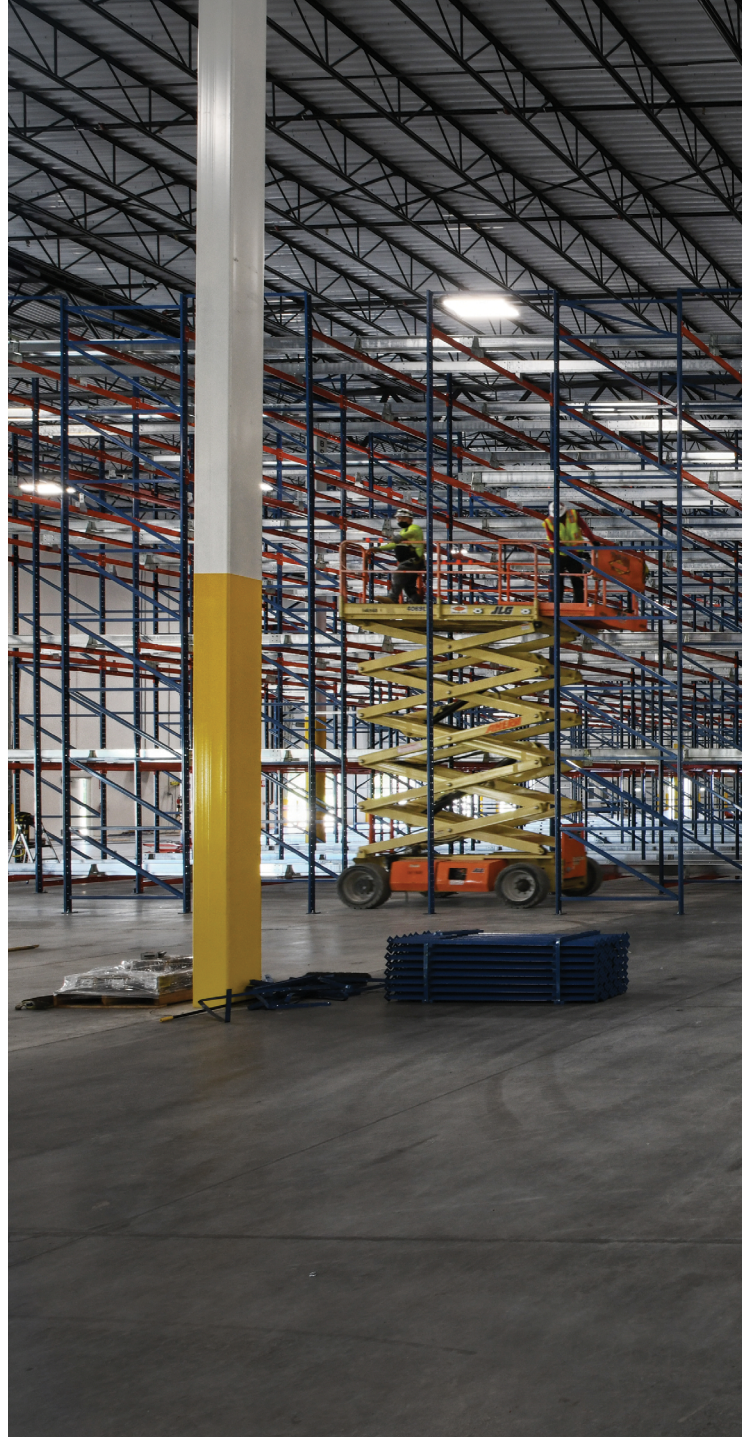
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## We Drive Results Through Expertise and Long-Standing Relationships

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Dalfen Industrial is one of the nation's largest buyers and developers of industrial real estate, focused on high-quality industrial properties in key markets throughout the U.S. Dalfen's strategy places a special emphasis on last-mile facilities critical to e-commerce fulfillment.

As hands-on operators, our experienced team of real estate experts acquires, develops and manages millions of square feet of premier commercial properties out of our twelve offices.



## Proven Strategies Built for the Future

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Our strategies and disciplined execution have allowed Dalfen to consistently create and retain value for our partners across multiple market cycles.



## OUR ADVANTAGE

Dalfen sources, acquires, develops and expertly manages high quality last mile industrial assets



Institutional quality assets



Infill last mile locations



Targeted layouts based on specific market demands



Special emphasis on meeting the needs of the e-commerce & fulfillment industry



Industry-leading vertically integrated platform



In-depth understanding of market fundamentals



Proprietary last mile location analysis



Adding value through hands-on operations



Direct presence in key markets, providing access to extensive off-market opportunities, local expertise and strong relationships with the market's stakeholders

# Vertically Integrated Specialist

Dalfen Industrial's vertically integrated team is organized within specialized functions and leverages a multidisciplinary approach to investment decision making.



## SOURCING

Our decades of experience in the industrial real estate sector and boots on the ground in key markets give us a clearer view of where the best opportunities lie. Combine that with our proprietary last mile-based scoring method, we are able to determine optimal last mile locations for our acquisitions and developments.

## ASSET & PROPERTY MANAGEMENT

Our clients are not just tenants but our partners with whom we strive to build long lasting relationships by ensuring their needs are promptly met. We create lasting relationships and achieve industry leading tenant retention rates by:

- Staying in constant communication with our tenants
- Providing rapid response time to tenant requests
- Improving properties to cater to specific submarket tenant demand
- Ensuring our properties are maintained to top standards



## CAPITAL MARKETS

Creating a cost-effective and prudent capital structure is critical for every project. Dalfen's capital markets team accomplishes this by leveraging its vast network of direct debt and equity relationships, along with engaging outside brokers. Dalfen employs a rigorous and disciplined process to manage potential risk, including leverage, interest rate risk, project-specific risks and external shocks.



## DATA DRIVEN

Our team of top-rated managers provides best-in-class service to our clients by maximizing value in our portfolios. Our teams' in-depth market knowledge enables them to tailor each deal to market demands, maximizing lease rates, space configurations and returns. We view our tenants as partners with whom we thrive to build long lasting relationships, by ensuring all of their needs are met.



## Development

Dalfen's seasoned development professionals have over 80 million square feet of experience and are highly experienced in managing the process of construction and development, finding the best opportunities and building state-of-the-art properties from coast to coast.



## DALFEN DEVELOPS SPECULATIVE PROJECTS IN MARKETS WHERE

Demand far exceeds supply

We can find critical last mile locations in which to develop

The cost of buying existing assets generally exceeds that of developing brand new assets

After in-depth market analysis and due-diligence, Dalfen's construction management teams coordinate all aspects of the construction process to deliver best-in-class fulfillment facilities via in-house asset and property management teams.



## BUILD-TO-SUIT

Dalfen develops built-to-suit assets tailored to a tenant's specific needs. From planning through completion, Dalfen's in-house expertise and experienced development professionals provide a streamlined process for client-led development projects, and follow tenants to work with them wherever they have a need in metro markets across the nation.



# Recognition within the industry

Our strategies and disciplined execution have allowed Dalfen to consistently create and retain value for our partners across multiple market cycles.



DALLAS BUSINESS JOURNAL'S BEST OF 2020  
**Top Industrial Sales**



COMMERCIAL PROPERTY EXECUTIVE  
DISTINGUISHED ACHIEVEMENT AWARD  
2020 Best Investment Transaction



BUILD REAL ESTATE AND PROPERTY AWARDS  
2021 Best Industrial Real Estate Developer &  
Urban Logistics Property Builder of the Year



DALLAS BUSINESS JOURNAL'S BEST OF 2021  
**Top Industrial Development Finalist**



AUSTIN BUSINESS JOURNAL'S BEST OF 2022  
**Commercial Real Estate Awards**



2023 BEST INDUSTRIAL DEAL - SILVER  
**Commercial Property Executive  
Influence Award**



2023 BEST INDUSTRIAL PROJECT FINALIST  
**D CEO's Commercial Real Estate Awards**



NATIONAL REAL ESTATE INVESTOR  
2016 Operator of the Year



REFI US AWARDS  
2019 Industrial Fund of the Year



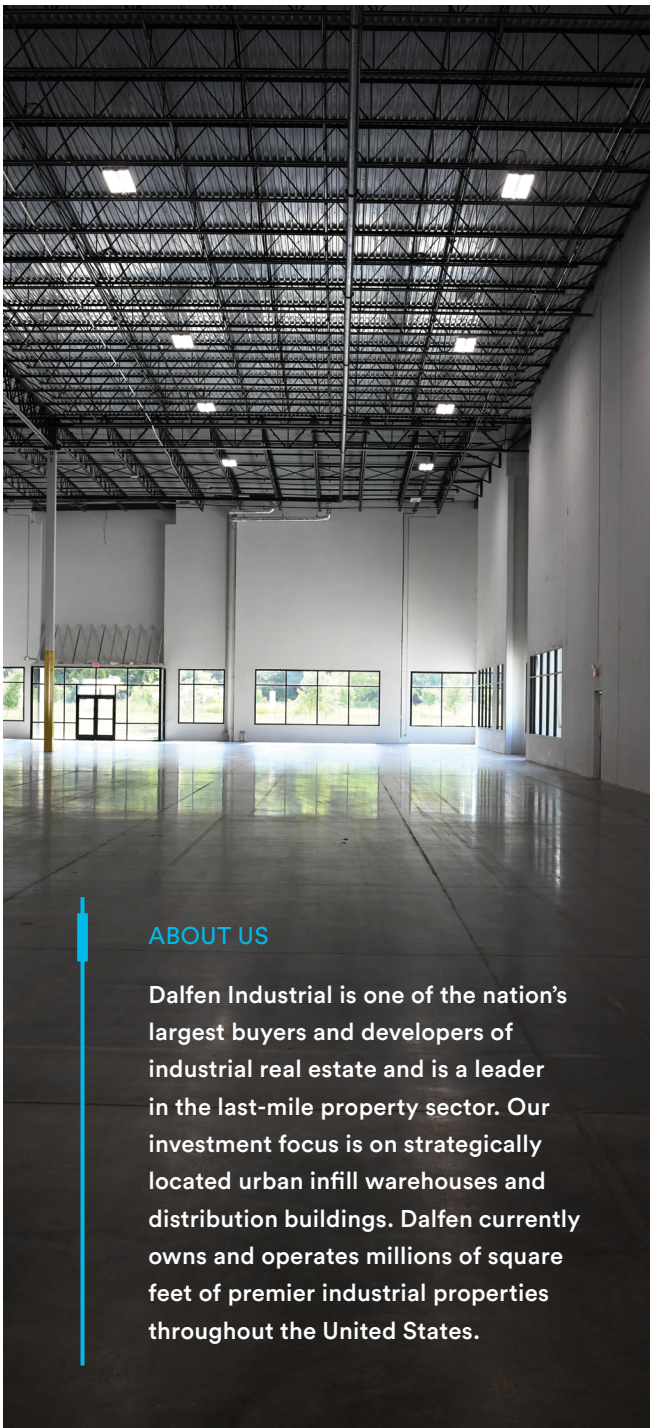
KINGSLEY COMMERCIAL ELITE 5 AWARD  
Excellence in Property Management

## By the Numbers

Our strategies and disciplined execution have allowed Dalfen to consistently create and retain value for our partners across multiple market cycles.

Transactions  
**\$9B**

Years  
of Service  
**30+**



#### ABOUT US

Dalfen Industrial is one of the nation's largest buyers and developers of industrial real estate and is a leader in the last-mile property sector. Our investment focus is on strategically located urban infill warehouses and distribution buildings. Dalfen currently owns and operates millions of square feet of premier industrial properties throughout the United States.



Properties

200+

Tenants

400+


SF Owned  
in the US\*

55M+

\* Numbers are as of 10.18.24. SF Owned includes all historical properties.

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