







GREENVILLE-SPARTANBURG MARKET

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## ABOUT LXP INDUSTRIAL TRUST

LXP Industrial Trust (NYSE: LXP) is an active acquirer, operator and developer of premium warehouse/distribution real estate in target U.S. logistics markets in the Sunbelt and lower Midwest with high-growth potential.

CENTRAL FLORIDA MARKET

### LXP BY THE NUMBERS<sup>1</sup>

**\$298M**

of Development Investment

**5.8M**

SF in Ongoing Development

**4.0M**

Industrial SF Leased

**4.2%**

Dividend Increase

**1.9M**

SF of Development  
Substantially Completed

**\$131M**

Industrial Assets Acquired

**5.3%**

Same-Store Industrial  
NOI Growth

**59%**

Increase in GBC SF<sup>2</sup>

1. For the year ending 12/31/2022. 2. Year-over-year increase in green building certification square footage.



## DEAR FELLOW SHAREHOLDERS

LXP Industrial Trust (“LXP”) produced strong operating results in 2022 as we executed on our business strategy and delivered excellent results across our platform. Highlights of the year included sizeable leasing volume with double digit rent growth, favorable leasing outcomes in our stabilized and development portfolios, attractive pricing on dispositions, significant capital investment in our target markets and a dividend increase. We continued to manage our balance sheet efficiently, extending the revolving portion of our unsecured credit facility to 2026, and had 91% fixed rate debt at year-end with a well-staggered debt maturity schedule. Focused investment in our target markets has positioned us to capture significant mark-to-market rent growth and produce solid same-store NOI growth in the coming years.

The year was characterized by a dramatic increase in interest rates and a less advantageous credit market for borrowers, which resulted in a decline in property valuations that has been reflected in REIT share prices. Nevertheless, the

industrial sector continues to have strong tailwinds, and we believe our high-quality industrial portfolio is well-positioned to produce good results moving forward.

On the ESG+R front, we expanded our platform in 2022, further supporting the needs of our stakeholders. In reporting to GRESB® for the second time, we improved both our overall and public disclosure scores. We also published a more robust Corporate Responsibility Report aligned with recognized reporting frameworks. Our commitment to best-in-class governance practices includes ensuring we have the right Board structure to continue to oversee the execution of our strategy and maximize value for our shareholders. The appointment of two new independent Board members with experience in cybersecurity and logistics operations, among other skills, further enhanced our Board’s diverse skill set. Additionally, we announced succession planning for our Lead Independent Trustee. We’re proud of our 2022 accomplishments and are excited to continue executing on our business strategy for a successful 2023.

### INDIANAPOLIS MARKET



## FOCUSED INVESTMENT EXECUTION

Investment activity in 2022 illustrated our continued focus on warehouse/distribution assets and our multi-channel growth strategy. We increased our exposure in our target U.S. logistics markets and invested \$429 million in three industrial asset purchases and development projects, with 1.9 million square feet of development projects completed. At year-end, our high-quality, modern industrial portfolio had an average age of 8.8 years, one of the youngest in the industry, an attractive weighted-average lease term of 6.5 years and an industrial investment grade tenancy of more than 55%. These portfolio features are often overlooked in a strong economic environment, but are especially valuable in the event of an economic downturn.



PHOENIX MARKET

### WAREHOUSE/DISTRIBUTION PORTFOLIO HIGHLIGHTS<sup>1</sup>

#### PORTFOLIO LEVEL

**109**  
Properties

**99.5%**  
Leased

**56.5%**  
Investment Grade Tenancy<sup>2</sup>

**52.5M**  
Square Feet

**6.5 Yrs**  
Weighted-Average  
Lease Term<sup>3</sup>

**8.8 Yrs**  
Average Age of Portfolio<sup>4</sup>

#### ASSET LEVEL

**491,070**  
Average Building Size (SF)

**32.8'**  
Average Clear Height<sup>5</sup>

**24**  
Green Building Certifications/  
ENERGY STAR Ratings

**\$4.47**  
Average Rent Per  
Square Foot<sup>6</sup>

**2.5%**  
Average Annual Rental  
Escalation<sup>7</sup>

#### FINANCIAL LEVEL

**\$220.4M**  
Net Operating Income<sup>8</sup>

**5.3%**  
2022 Same Store NOI  
Growth<sup>9</sup>

**92.0%**  
% of ABR<sup>10</sup>

**76.9%** Top 25 Markets<sup>11</sup>

1. As of 12/31/2022. 2. Percent of ABR. Credit ratings are based upon either tenant, guarantor or parent/ultimate parent. 3. Based on ABR. 4. Weighting based on square footage, excluding land parcels. 5. Based on internal and external sources. 6. Excludes land assets and all vacant square footage. 7. Based on ABR for single-tenant leases owned (properties greater than 50% leased to a single tenant). Average annual rental escalation based on next rent step percentage. 8. Twelve-month NOI for properties owned. 9. Excludes properties acquired, developed and sold during the applicable years. 10. Percent of ABR for consolidated properties owned. 11. Percent of ABR based upon CoStar.com inventory data.

## FOCUSED INVESTMENT EXECUTION

Sales in 2022 totaled \$197 million at attractive GAAP and Cash capitalizations rates of 5.6%. In addition to office and other sales, we sold select industrial assets during the year, part of a larger disposition plan to harvest value in markets where we don't plan to grow.

Our disposition plan also contemplates the sale of our remaining office assets as soon as practicable and we look forward to finishing this capital recycling program. These assets represent a relatively small percentage of our overall portfolio but remain well-occupied and produce strong NOI.

## INVESTING FOR THE FUTURE

### INVESTMENT STRATEGY

#### TYPE

Primarily single-tenant, Class A, modern warehouse/distribution assets

#### CHANNELS

Development, build-to-suits, purchases and land acquisition

**SECTOR**  
Industrial

#### LOCATION

Select growth markets in the Sunbelt and Lower Midwest

#### EXECUTION

- Produce enhanced cash flow growth through investment activity, contractual annual rent escalations and near-term significant mark-to-market opportunity
- Strategic disposition of remaining office/other assets and select industrial assets in non-target markets

### CAPITAL ALLOCATION STRATEGY

Sales proceeds and other sources of liquidity will be utilized to:

- Fund development
- Retire debt
- Invest in target markets

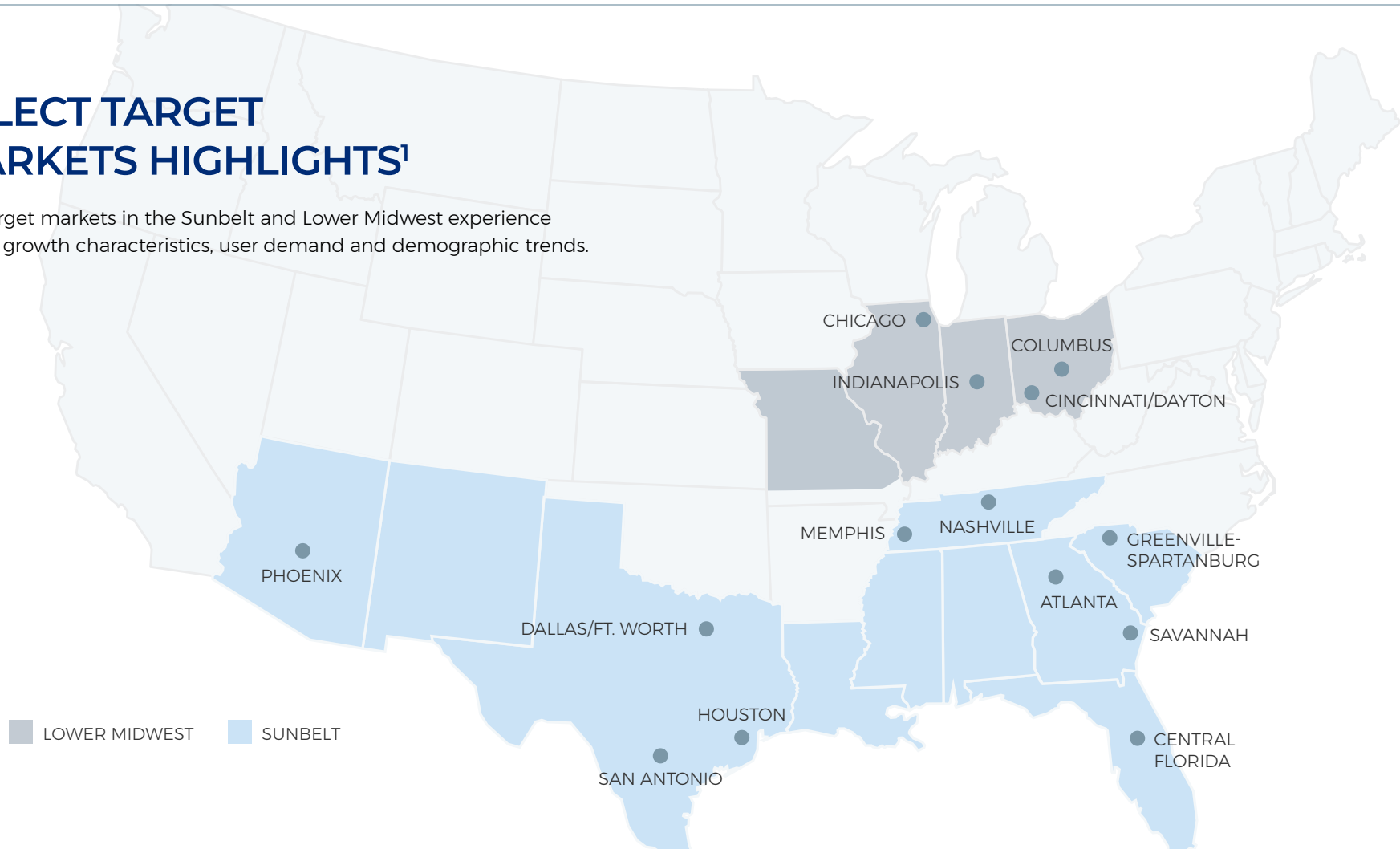
### BALANCE SHEET STRATEGY

- Primarily fixed rate, long-term debt with balanced maturities
- No significant maturities until June 2024

INVESTING FOR THE FUTURE

# SELECT TARGET MARKETS HIGHLIGHTS<sup>1</sup>

Our target markets in the Sunbelt and Lower Midwest experience strong growth characteristics, user demand and demographic trends.



PHOENIX	
Square Footage	3.1
WALT (Yrs)	10.9
Average Age (Yrs)	3.1
% of Portfolio (ABR)	11.1%

DALLAS	
Square Footage	3.4
WALT (Yrs)	6.9
Average Age (Yrs)	10.2
% of Portfolio (ABR)	5.5%

ATLANTA	
Square Footage	4.6
WALT (Yrs)	4.1
Average Age (Yrs)	6.1
% of Portfolio (ABR)	8.7%

INDIANAPOLIS	
Square Footage	3.6
WALT (Yrs)	5.4
Average Age (Yrs)	5.2
% of Portfolio (ABR)	5.6%

GREENVILLE-SPARTANBURG	
Square Footage	5.1
WALT (Yrs)	7.0
Average Age (Yrs)	3.8
% of Portfolio (ABR)	9.5%

COLUMBUS	
Square Footage	1.8
WALT (Yrs)	5.5
Average Age (Yrs)	16.6
% of Portfolio (ABR)	3.1%

1. Statistics as of 12/31/2022.



## GROWTH-DRIVEN PLATFORM

Our development strategy has opened new avenues of growth, representing a continued focus in 2022. We completed five development projects totaling 3.6 million square feet in 2021 and 2022, successfully stabilizing four of these buildings, and leasing 100 acres of land held for development.

Our remaining six development projects are in various stages of completion, and are all expected to complete in 2023. We continue to work towards stabilizing the projects not yet occupied, as producing growing cash flow from these investments is a top priority. With our 537-acre land bank in Phoenix, Indianapolis, Columbus and Atlanta, we have capacity to grow our development pipeline as market conditions warrant.

- Completed and stabilized three projects totaling 1.7M SF in Phoenix, Columbus and Atlanta.
- Pre-leased ~800K SF facility in ongoing Greenville-Spartanburg project.

2021



2022

- Reached substantial completion of projects/buildings totaling 1.9M SF in Columbus and Greenville-Spartanburg.
- Pre-leased ~392K SF in ongoing Phoenix project. Project is 45% leased.
- Stabilized ~800K SF facility in ongoing Greenville-Spartanburg project.
- Leased 100 acres of land held for industrial development in Phoenix for 20 years. Initial annual starting rent of \$5.2M with 4% annual rent escalations.



2023

- Achieved substantial completion of Indianapolis and Ocala projects totaling 2.1M SF in early 2023.
- Stabilized ~1.1M SF facility in completed Columbus project.
- Estimated completions of Phoenix, Greenville-Spartanburg and South Shore projects in 2023.





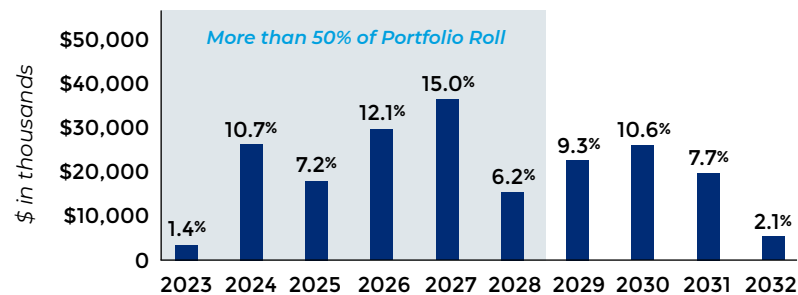
## SUPERIOR OPERATIONAL PERFORMANCE

In addition to our development activities, producing strong leasing outcomes is critical to our success. In 2022, we completed four million square feet of industrial new leases and lease extensions at attractive Base and Cash Base rental increases of approximately 31% and 26%, respectively, with 3.3% average annual escalators. Our industrial portfolio was 99.5% leased at year-end with same-store NOI growth of 5.3%.

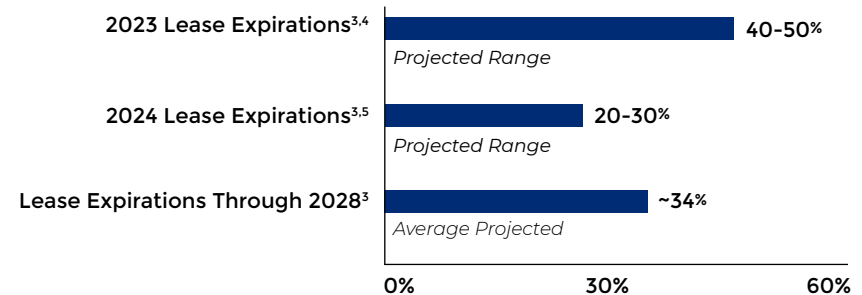
Tenant demand remains solid despite some areas of softness in certain markets due to supply/demand imbalances. For our industrial leases expiring through 2028, we estimate our in-place leases to be approximately 21% below current market rents, with these in-place rents forecasted to grow approximately 34% on average, or 24% net of contractual rental escalations, based on independent brokers' estimates. Our mark-to-market opportunity highlights our dedicated portfolio strategy to grow in key markets with high-quality assets that are likely to attract strong tenant interest.



### LEASE ROLLOVER SCHEDULE<sup>1,2</sup>



### CURRENT/FORECASTED RENTAL GROWTH<sup>1</sup>



1. As of 12/31/2022. 2. Percent of ABR for properties owned. 3. Based on third party broker forecasted rent growth estimates. This does not include rent escalations over the duration of the leases. There is no guarantee these outcomes will be achieved. 4. For illustrative purposes, the mid-point of 45% is used as the number in the bar line. 5. For illustrative purposes, the mid-point of 25% is used as the number in the bar line.

## LEASING STRATEGY SUCCESSES

Our asset management team has worked hard to manage our leasing outcomes to create value, with several successes in 2022, including the following:

### DEVELOPMENT LEASE-UP - PHOENIX

Property was leased prior to the building's completion. This was a strong pre-leasing outcome at our development project in Phoenix. The lease economics significantly exceeded underwriting and highlight the strength of the Phoenix market.

#### OVERVIEW

- **Acquired:** Speculative Development (Land closing September 2021)
- **Estimated Completion:** 1Q 2023
- **Size:** ~392K SF
- **Building Features:** 40' clear height, ~75 doors with 91 trailer parks

UNDERWRITING TARGET	OUTCOME
✓ 12 months of downtime	Pre-leased
✓ \$5.76 PSF Rent	\$7.32 PSF Rent
✓ 3% Annual Escalation	3.5% Annual Escalator
✓ 10-Year Lease Term	~10-Year Lease Term

### STABILIZATION OF VACANCY - PHOENIX

Property was purchased with existing vacancy. This lease was another positive outcome in Phoenix with multiple prospects interested in the space, resulting in an outcome that quickly exceeded underwriting.

#### OVERVIEW

- **Acquired:** 4Q 2021
- **Size:** ~334K SF
- **Building Features:** 40' clear height, 50' X 56' column width with 70' speed bays

UNDERWRITING TARGET	OUTCOME
✓ 6 months of downtime	Lease executed in 3 months
✓ \$6.84 PSF Rent	\$7.44 PSF Rent
✓ 2.5% Annual Escalation	3.5% Annual Escalator
✓ 5-Year Lease Term	~5-Year Lease Term

### 2ND GENERATION LEASE - TAMPA

Current tenant renewed lease. Even with the older vintage of this property, the A+ location within the Tampa market produced significant rent growth and an increase in annual rent escalations.

#### OVERVIEW

- **Acquired:** 4Q 1987
- **Size:** ~230K SF
- **Building Features:** Located in an irreplaceable infill location in the Sabal Industrial Park

IN PLACE/PROJECTED LEASE ECONOMICS	OUTCOME
✓ Ending rent for previous term: \$5.52 PSF Rent	\$7.58 PSF Rent
✓ 3% Annual Escalations for previous term	3.8% Annual Escalator
✓ Previous Lease Term: 3 years	3-Year Lease Term



## CAPITAL STRATEGY

We remain focused on maintaining a strong balance sheet and our staggered debt maturities mitigate risk, particularly in today's environment. With more than 91% of our debt fixed at year-end, our exposure to rising rates is limited. During the year, we amended our unsecured credit facility, extending the maturity of the revolving credit portion to July 2026 with the option to extend for up to one year. Our \$600 million revolver was fully available at year-end. Consistent with our recent history of raising the dividend, our Board of Trustees authorized a quarterly dividend increase that reflected the strength of our operations. The new declared quarterly common share dividend, payable in the first quarter of 2023, represented an increase of approximately 4.2% over the prior quarterly dividend.



### SELECT CREDIT METRICS SUMMARY<sup>1</sup>

**72.4%**

Adjusted Company FFO Payout Ratio

**\$4.5B**

Unencumbered Assets

**93.4%**

Unencumbered NOI

**32.1%**

(Debt + Preferred)/Gross Assets

**30.1%**

Debt/Gross Assets

**1.5%**

Secured Debt/Gross Assets

**31.3%**

Unsecured Debt/Unencumbered Assets

**6.4x**

Net Debt/Adjusted EBITDA<sup>2</sup>

**\$600.0M**

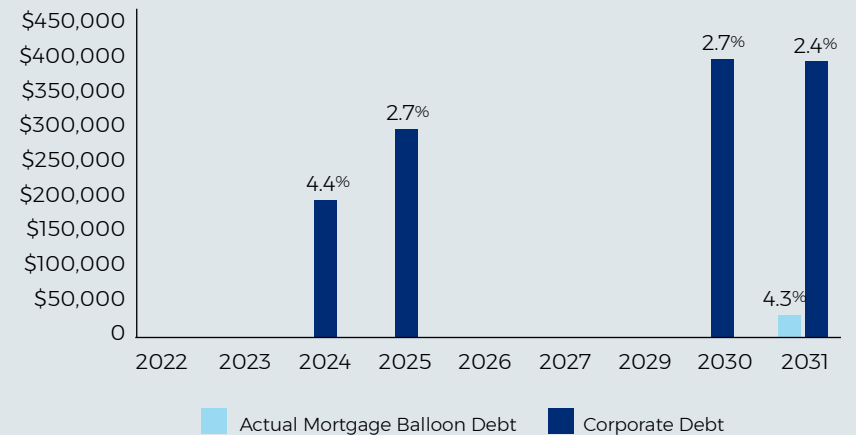
Credit Facility Availability<sup>3</sup>

1. As of 12/31/2022. 2. Includes pro rata share of non-consolidated assets. Adjusted EBITDA is for last 12 months. 3. Subject to covenant compliance.

## CAPITAL STRATEGY

Capital market conditions were highly volatile in 2022. Early in the year, we issued an aggregate of 3.6 million common shares previously sold on a forward basis under our At-the-Market (ATM) program for net proceeds of \$38.5 million. Increases in interest rates and unfavorable news reported in the industrial property sector changed public market valuations and our best use of capital came in the form of share repurchases, which included 12.1 million common shares at an average price of \$10.78 per share. Finally, at year-end, we settled our 16 million common share forward equity transaction, originally priced in May 2021, using the proceeds to repay all amounts outstanding on our \$600 million dollar revolver. When adjusted for 2022 share repurchases, we issued a net 3.9 million common shares at \$13.53 per common share in connection with that transaction. Leverage declined to 6.4 times net debt to Adjusted EBITDA at year-end.

## CONSOLIDATED DEBT MATURITY PROFILE (\$000'S)<sup>1</sup>



1. As of 12/31/2022. Percentages on bar graph denote weighted-average interest rate.

CINCINNATI/DAYTON MARKET





## ENHANCED ESG+R PROGRAM

Our Environmental, Social, Governance and Resilience (ESG+R) platform continues to grow. We are dedicated to advancing our initiatives, policies and practices and believe we have a responsibility to support our key stakeholders through increased transparency, enhanced disclosure and continuous engagement. We further executed on these goals in 2022 and are proud of our accomplishments to date.

### 2022 HIGHLIGHTS

- Published 2021 Corporate Responsibility Report, aligned with GRI, TCFD, SASB and the United Nations Sustainable Development Goals
- Submitted to the GRESB Real Estate Assessment for the second time, increasing our score and receiving a Public Disclosure score of "A"
- Obtained six green building certifications and five ENERGY STAR ratings, earning an ENERGY STAR Certification Nation designation
- Approximately 4.8 million square feet of green leases at year-end
- Received 4.11/5 overall satisfaction score in 2022 tenant satisfaction survey for our industrial portfolio
- Joined the CREW Network CRE Pledge for Action, reinforcing our commitment to promote women in the real estate industry
- Added to the Bloomberg Gender-Equality Index
- Awarded as a 2022 Best Company to Work for in New York
- Formed a female mentorship program for LXP employees
- DEI Committee led numerous trainings, education sessions and cultural offerings
- Appointed two new independent Board members with expertise in cybersecurity and logistics operations to our Board of Trustees
- The Nominating and ESG Committee of our Board of Trustees adopted a resolution recommending Jamie Handwerker, an existing independent Board Member, to Lead Independent Trustee in May 2023 when our current Lead Trustee steps down



ENVIRONMENTAL



SOCIAL



GOVERNANCE



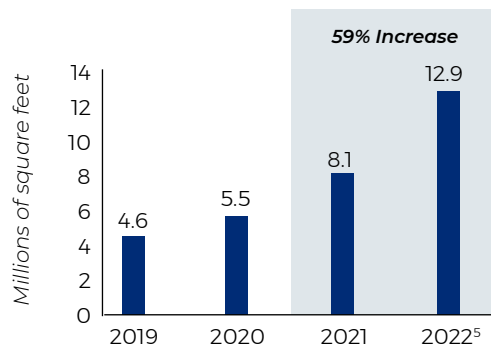
RESILIENCE

## ALIGNED REPORTING FRAMEWORKS

In 2022, we published our second Corporate Responsibility Report, which details the distinctive sustainability strategies, initiatives and policies of our ESG+R program, along with case studies and our recent progress and performance across our portfolio. The report is aligned with important sustainability frameworks, including GRI, TCFD, SASB and the United Nations Sustainable Development Goals. Additionally, our ESG+R program earned us an above global average score of 'A' in public disclosure reporting from the GRESB® Real Estate Assessment and we increased our overall Real Estate Assessment score compared to the previous year.

We remain committed to supporting our stakeholders through our ESG+R program and modifying it to enhance and make improvements in our approach each year. Our 2023 ESG+R program is well underway as we prepare to submit to GRESB, enhance our framework transparency, expand our resiliency reporting and implement a decarbonization program. We also look forward to sharing our 2022 Corporate Responsibility Report later in 2023.

### GREEN BUILDING CERTIFIED SQUARE FOOTAGE (Cumulative)<sup>4</sup>



1. Baseline year of 2019. 2. 2.5% annually. 3. 1.5% annually. 4. Includes consolidated and non-consolidated properties. 5. Three properties sold in December 2022.

Our ESG+R program is aligned with INREV, GRESB, GRI and UNPRI. Data provided herein has been reviewed by LORD Green Strategies and represents a snapshot of current performance.

## ENVIRONMENTAL TARGETS<sup>1</sup>

**25%**

reduction in operational, landlord-controlled Scope 1 and 2 GHG emissions of real estate investments over 10 years<sup>2</sup>

**25%**

reduction in operational, landlord-controlled energy consumption of real estate investments over 10 years<sup>2</sup>

**15%**

in landlord-controlled water consumption over 10 years<sup>3</sup>

**40%**

diversion rate at landlord-controlled spaces within 10 years



ATLANTA MARKET



## FINANCIALS

Our 2022 financial results were strong across the board. We continue to improve the quality of our earnings as we add high-quality warehouse/distribution assets to our portfolio.

2022	Total
Gross Revenues	<b>\$321.2 Million</b>
Net Income	<b>\$116.2 Million (\$0.38 per diluted common share)</b>
Adjusted Company FFO	<b>\$193.1 Million (\$0.67 per diluted common share)</b>
Funds Available for Distribution	<b>\$174.8 Million</b>
Common Dividends Per Share <sup>1</sup>	<b>\$0.48 on an annual basis</b>

1. Annualized dividend of \$0.50 per common share commenced in 1Q 2023.

### Summary

We're excited to continue our work in 2023. We intend to further execute on our business plan, run our business efficiently and provide our investors with an optimal growth and income strategy. Our stakeholders are important to us, and our desire remains to help our tenants create a more sustainable future, embrace diversity and inclusion on our team and in our communities and foster a culture that supports and empowers our employees. Our Board is committed to maximizing shareholder value and remains open to all opportunities to achieve this objective. Finally, we express our deep appreciation and thanks to Richard Frary for his many years of commitment, insight and assistance as our Lead Independent Trustee. As always, we thank you for your support and providing us the opportunity to share LXP Industrial Trust's success and future initiatives.

Sincerely,



Will Eglin

*Chairman, President & CEO*



## CORPORATE INFORMATION

### Independent Trustees



**Richard S. Frary**<sup>1,2,3</sup>  
Lead Trustee



**Jamie Handwerker**<sup>2,3</sup>



**Nancy Elizabeth Noe**<sup>4</sup>



**Lawrence L. Gray**<sup>3</sup>



**Derrick Johnson**



**Howard S. Roth**<sup>2,4</sup>



**Arun Gupta**<sup>2</sup>



**Claire A. Koeneman**<sup>3,4</sup>

### Leadership Team



**T. Wilson Eglin**  
Chairman  
Chief Executive Officer  
President



**Brendan Mullinix**  
Executive Vice President  
Chief Investment Officer



**Joseph S. Bonventre**  
Executive Vice President  
Chief Operating Officer  
General Counsel  
Secretary



**James Dudley**  
Executive Vice President  
Director of Asset  
Management



**Beth Boulerice**  
Executive Vice President  
Chief Financial Officer  
Treasurer



**Nabil Andrawis**  
Executive Vice President  
Director of Tax

### Corporate Headquarters

One Penn Plaza, Suite 4015  
New York, NY 10119  
Tel: (212) 692-7200

### Regional Offices

12400 Coit Road, Suite 1270  
Dallas, TX 75251  
Tel : (214) 210-3770

515 N. Flagler Drive, Suite 408  
West Palm Beach, FL 33401  
Tel : (212) 692-7200

### Investor Relations

LXP Industrial Trust  
One Penn Plaza, Suite 4015  
New York, NY 10119-4015  
Attn: Investor Relations  
Telephone: (212) 692-7200  
E-mail: [ir@lxp.com](mailto:ir@lxp.com)

### NYSE Symbols

LXP (Common)  
LXPPRC (Preferred)

### Transfer Agent and Registrar

Computershare  
P.O. Box 43006  
Providence, RI 02940-3006  
Tel: (800) 850-3948 (toll-free)  
(201) 680-6578 (outside of U.S.)  
[www-us.computershare.com/investor](http://www-us.computershare.com/investor)

### Website

[www.lxp.com](http://www.lxp.com)

### Direct Share Purchase Plan

Information regarding our Direct Share Purchase Plan, including the dividend reinvestment component, may be obtained from our transfer agent and registrar, Computershare. Answers to many of your shareholder questions and requests for forms are available by visiting [www-us.computershare.com/investor](http://www-us.computershare.com/investor).

### Independent Registered Public Accounting Firm

Deloitte & Touche LLP, U.S.  
New York, NY

### Forward-Looking Statements

Reference is made to "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2022 for discussion of certain factors that might cause actual results to differ materially from those set forth in any forth in any forward-looking statements included herein.

### Non-GAAP Financial Measures and Defined Terms

See our Quarterly Supplemental Information, Fourth Quarter 2022, on our website for reconciliations of non-GAAP financial measures and the definitions of certain defined terms.

1. Lead Independent Trustee. 2. Audit and Cyber Risk Committee. 3. Compensation Committee. 4. Nominating and ESG Committee.