



Dream Industrial REIT

Investor Presentation



November 2023



401 Marie-Curie Boulevard, Montréal, QC, Canada

Presentation Overview

Section 1	Our Company & Strategy
Section 2	Business Update
Section 3	Credit Highlights
Section 4	ESG Highlights

Our Company & Strategy



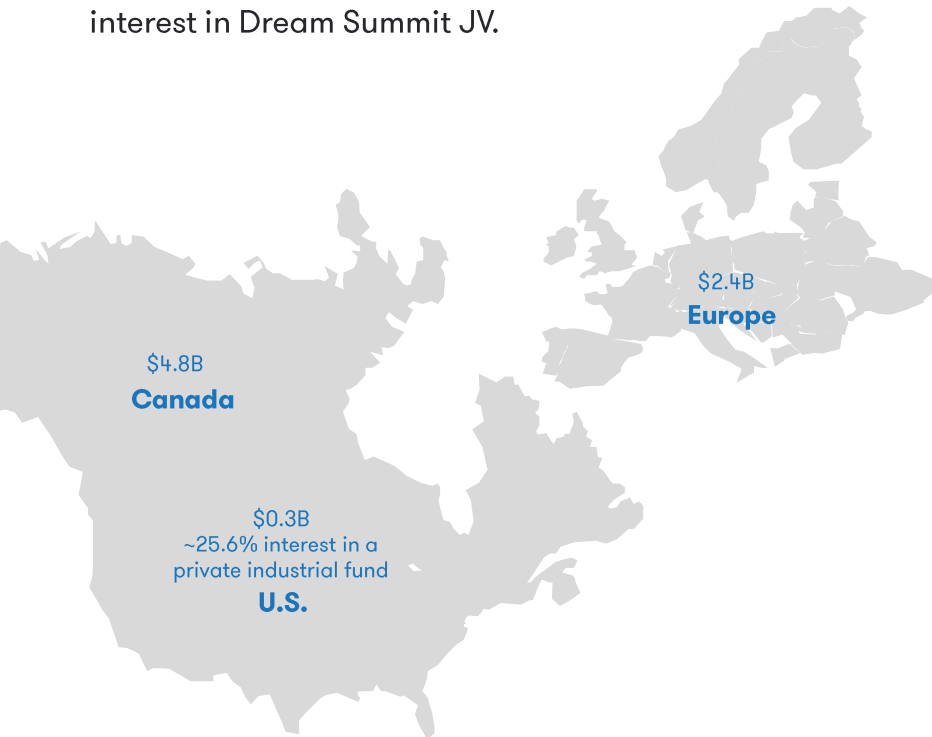
Exportweg 2-20, Waddinxveen, Netherlands



Dream Industrial REIT

TSX: DIR.UN

Dream Industrial REIT (DIR) owns, operates and manages a \$7.9 billion diversified portfolio of well-located industrial real estate across Canada and Europe, including a \$0.3 billion equity interest in a private U.S. industrial fund and \$0.5 billion equity interest in Dream Summit JV.



Guldenweg 6, Varsseveld, Netherlands

70.6M SF

Owned and managed
GLA¹

97.2%

In-Place and Committed
Occupancy²

35.1%

Net Total Debt-to-Total-
Assets (Net of Cash and
Cash Equivalents)³

5.8%

Distribution Yield⁴

10.4%

Q3-2023 YoY FFO per unit
growth³

+30%

Market vs. In-place rent

10.4%

Q3-2023 YoY CP NOI
(constant currency)³ growth

BBB (mid)

DBRS Issuer Rating

\$5.3B

Unencumbered Investment
Properties³

¹ Includes 100% of investment properties in equity accounted investments and Dream Summit JV.

² Includes DIR's owned and managed properties as at September 30, 2023. Managed properties include U.S. assets in a private U.S. industrial fund and assets held in Dream Summit JV.

³ Net total debt-to-total-assets (net of cash and cash equivalents) and NAV per Unit are non-GAAP ratios. Net total debt and total assets (net of cash and cash equivalents) are non-GAAP measures used as components of net total debt-to-total-assets (net of cash and cash equivalents). The most directly comparable financial measure to net total debt is non-current debt, and the most directly comparable financial measure to total assets (net of cash and cash equivalents) is total assets. Total equity (including LP B Units) is a non-GAAP measure used as a component of NAV per Unit. The most directly comparable financial measure to total equity (including LP B Units) is total equity. Comparative properties NOI is a non-GAAP financial measure, and its most directly comparable financial measure is net rental income. Diluted FFO per Unit is a non-GAAP ratio. FFO, a non-GAAP measure, is a component of FFO per Unit. The most directly comparable financial measure to FFO is net income. Unencumbered investment properties is a supplementary financial measure. For further information, please refer to the statements under the heading "Non-GAAP financial measures, ratios and supplementary financial measures" in this investor presentation.

⁴ Distribution yield is calculated as annual distribution per unit divided by unit price as of November 1, 2023.



Global Acquisition Platform

Local on the ground teams with a strong track record of sourcing attractive industrial opportunities across North America and Europe



Improve Portfolio Quality

Development & Intensification

Build prime assets in core markets and access excess density on existing sites to generate enhanced returns



Value Enhancing Growth

Active Asset Management

Unlock organic NOI and NAV growth; optimize performance, maintain value, and attract and retain tenants



Maximize Organic Growth

Private Capital Partnerships

Leverage local operating platforms through our private capital partnerships to generate recurring property management and leasing fees



Enhance Recurring Revenue Stream

Conservative Financial Policy

Maintain conservative leverage, build up high quality unencumbered investment properties pool, optimize financing costs and preserve liquidity



Strong Balance Sheet & Liquidity Position



Organic NOI Growth

Strong rent mark-to-market potential

High occupancy level of ~97%

Robust leasing momentum at solid rental spreads

Embedded contractual rent steps and indexation drive additional rent growth over time

CP NOI growth expected to be strong through next 12 months

NAV per Unit Growth

Strong fundamentals driving continued growth in market rents and increase in replacement costs

Execution of development and intensification pipeline

Completion of value-add capex initiatives

FFO per Unit Growth

Robust pace of organic growth

Property management and leasing income results in enhanced returns on invested equity

Accretion from Dream Summit JV acquisition

Contribution from completed developments

Attractive Valuation

Stable and secure cash flows support monthly distribution yield¹ of approximately 6%

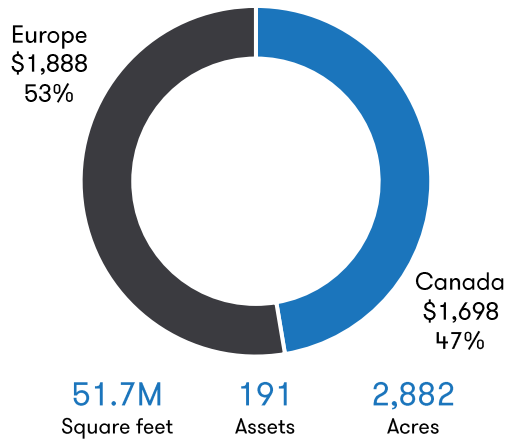
Based on current unit price, implied capital value of \$146 per square foot

Significant drivers of value-creation underpinned by a global, high-quality portfolio in prime locations and occupied by renowned companies

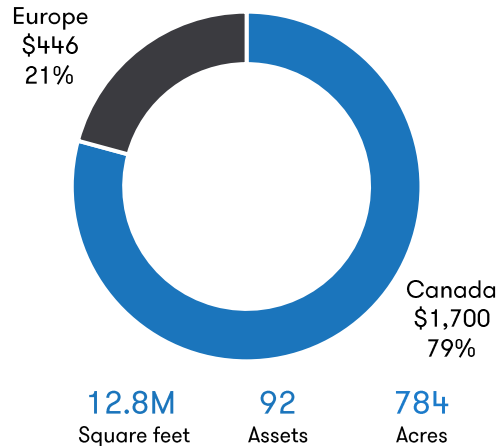
¹ Distribution yield is calculated as annual distribution per unit divided by unit price as of November 1, 2023.



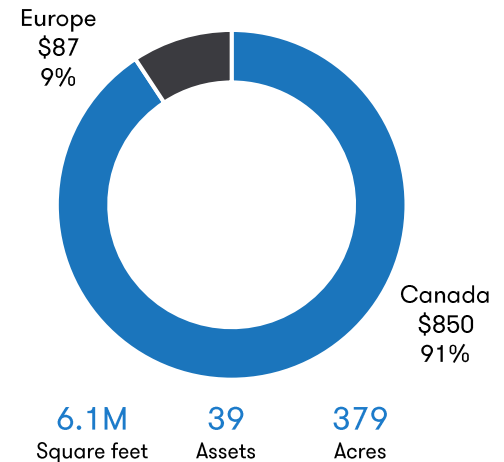
Distribution¹ 54% of IP Value



Urban Logistics¹ 32% of IP Value



Light Industrial¹ 14% IP Value



Montréal, QC



Whitby, ON



Montréal, QC



Vaughan, ON



Oakville, ON



Stuttgart, Germany



Blois, France



Paris, France



Arnhem, Netherlands



Rotterdam, Netherlands

¹ Excludes equity-accounted investments and properties under development as at September 30, 2023.



Strong and Flexible Balance Sheet¹

Net Total Debt-to-Total Assets (Net of Cash and Cash Equivalents)²

35.1%

Unencumbered IP²

\$5.3B

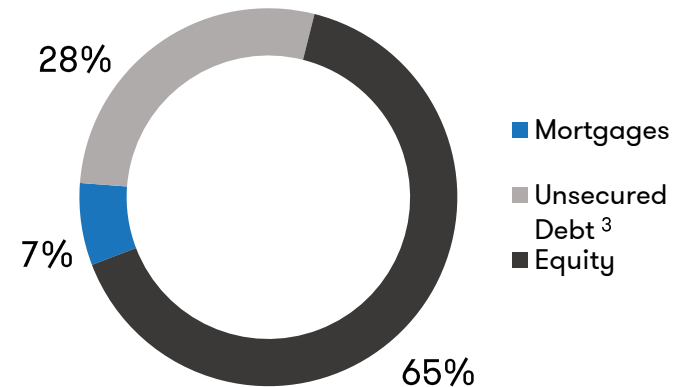
Available Liquidity²

\$527M

Net Total Debt-to-Normalized Adjusted EBITDAFV ratio (years)²

8.2x

Capital Structure



Conservative Financial Policy

- 1 Maintain overall net total debt-to-total assets (net of cash and cash equivalents) ratio² in the mid-to-high 30s
- 2 Maintain investment grade credit rating and pursue unsecured financings
- 3 Maintain secured debt² below 20% of total assets
- 4 Maintain unencumbered investment properties pool above 40% of investment property value²

Robust balance sheet with **superior tenant** and **portfolio diversification** supports
BBB (mid) Investment Grade credit rating with Stable trend

¹ As at September 30, 2023.

² Net total debt-to-total assets (net of cash and cash equivalents) and net total debt-to-normalized adjusted EBITDAFV are non-GAAP ratios. Net total debt and normalized adjusted EBITDAFV – annualized are non-GAAP measures used as components of net total debt-to-normalized adjusted EBITDAFV. The most directly comparable financial measure to normalized adjusted EBITDAFV – annualized is net income. Available liquidity is a non-GAAP measure, and its most directly comparable financial measure is cash and cash equivalents. Secured debt as a percentage of total assets and unencumbered investment properties as a percentage of investment properties are supplementary financial measures. For further information, please refer to the statements under the heading "Non-GAAP financial measures, ratios and supplementary financial measures" in this investor presentation.

³ Includes non-interest-bearing liabilities.



1

Diluted FFO per Unit¹ increased **10.4%** year-over-year in Q3 2023, increase was driven by strong organic growth, strong leasing momentum and growing property management income from the U.S. Fund and Dream Summit JV.

2

Comparative properties NOI¹ ("CP NOI") increased **10.4%** year-over-year in Q3 2023, led by Ontario and Quebec at **16.7%** and **12.4%**, respectively.

3

Dream Summit JV closed on **19-acre** land site in the GTA and **150k sf** income-producing industrial asset. Subsequent to the quarter, closed on **4** additional income-producing industrial assets totaling **0.6M sf**.

4

880K sf of development projects complete and substantially complete at an unlevered yield on cost of **7.4%**, with **1.9 million sf** expected to be completed in the next 12-24 months.

5

Leased **3.2M sf** of GLA at a **37% spread** to prior rents since the end of 2022, driven by spreads of **47.1%** in Canada and **8.2%** in Europe. In the Dream Summit JV, since Feb 17 close, signed over **1.8M sf** of GLA at a more than **100%** spread.

6

During the quarter, issued **7.5 million** units through the ATM program at an average price of **\$14.27** for total proceeds of **\$107 million**, used to repay the entirety of our euro credit facility draws and lowering leverage by more than **100 bps** from Q2 2023.

7

Since the inception of the U.S. Fund and formation of Dream Summit JV, recognized over **\$8.3 million** in net property management and leasing income.

¹ Reflects a non-GAAP measure. Diluted FFO per Unit is a non-GAAP ratio. FFO, a non-GAAP measure, is a component of FFO per Unit. The most directly comparable financial measure to FFO is net income. For further information, please refer to the statements under the heading "Non-GAAP financial measures, ratios and supplementary financial measures" in this investor presentation.



Adds scale and quality to Canadian portfolio

- Increased exposure to Canada where the industrial market has experienced record low-vacancy levels, with total owned and managed portfolio of over 43 million square feet
- DIR has gained access to 2.6 million square feet (at 100%) of incremental active development projects in core Canadian markets, providing opportunity to achieve strong market yields upon construction completion
- DIR acquired a 10% interest in Dream Summit JV, with GIC retaining the remaining 90% interest

Accretive to FFO and organic growth

- DIR provides property management and accounting, construction management and leasing services to the Dream Summit JV at market rates, providing a solid and growing recurring revenue stream
- Immediate FFO accretion driven by property management fees in addition to mark-to-market opportunities on lease rollovers as Dream Summit JV's current in-place rents are well-below market

Introduces new source of growth capital

- Programmatic joint venture arrangement allows DIR to pursue value-enhancing and strategic acquisitions without reliance on capital markets

Strong initial results validate thesis

- Since transaction close in February, successfully integrated operations and transacted over 1.8 million sf of new leases and renewals at a more than 100% spread over prior and expiring rents

Transformative transaction positions DIR as one of the top landlords in the Canadian industrial market



Environmental

Over **1.2 Million sf**
of LED lighting upgrades¹

5 Million sf
of green building certifications underway for 23
properties (including properties under development)²

Over **7 Million sf**
of assets with energy ratings of EPC B or higher

Net Zero

DIR has committed to achieving net zero on Scope 1
and 2 emissions (operational and development) by
2035 and select Scope 3 emissions (operational) by
2050



**Top 10th
percentile**
Sustainalytics ESG Risk
Rating
Overall risk of "Low"⁶

Social

53%
of managers are women³

52%
of employees are women^{3,4}

Best Workplace

Dream was named a 2022 Best Workplace™
for Giving Back by Great Places to Work®



Best Workplace

Dream was named a
2022 Best Workplace™
for Giving Back by Great
Places to Work®



\$850 million

Total Green bonds outstanding with
over \$400M of proceeds deployed
as at December 31, 2022, and an
additional ~\$650 million of projects
in various stages of execution

Governance

Developed ESG Framework

Outlining key milestones and initiatives with
executive compensation linked to ESG metrics and
deliverables

Improved Financial Resiliency

High-quality diverse \$7B global portfolio with an
investment-grade balance sheet

75%

of DIR directors are independent

100%

of properties assessed for climate
change risk⁵



Above Peer Group Average

In the second annual GRESB
submission for 2023

¹ Between January 1, and December 31, 2022

² Existing and forecasted building areas as of September 30, 2023. Excludes development joint-venture owned projects at owned share.

³ Percentages are based on total headcount, managers include manager level and above.

⁴ Includes employees at all levels.

⁵ As of December 31, 2022.

⁶ Based on 1,027 real estate companies rated by Sustainalytics globally. Copyright ©2022 Sustainalytics. All rights reserved. This report contains information developed by Sustainalytics (www.sustainalytics.com). Such information and data are proprietary of Sustainalytics and/or its third party suppliers (Third Party Data) and are provided for informational purposes only. They do not constitute an endorsement of any product or project, nor an investment advice and are not warranted to be complete, timely, accurate or suitable for a particular purpose. Their use is subject to conditions available at <https://www.sustainalytics.com/legal-disclaimers>.



Since 2018, acquired more than \$4.1 billion of higher quality assets that are located in better markets with higher growth potential, and recycled approximately \$284 million of non-core assets



Reduced net total debt-to-total assets (net of cash and cash equivalents)¹ from over 52% at year-end 2016 to 35.1% as at Q3 2023, improving the financial position of our business

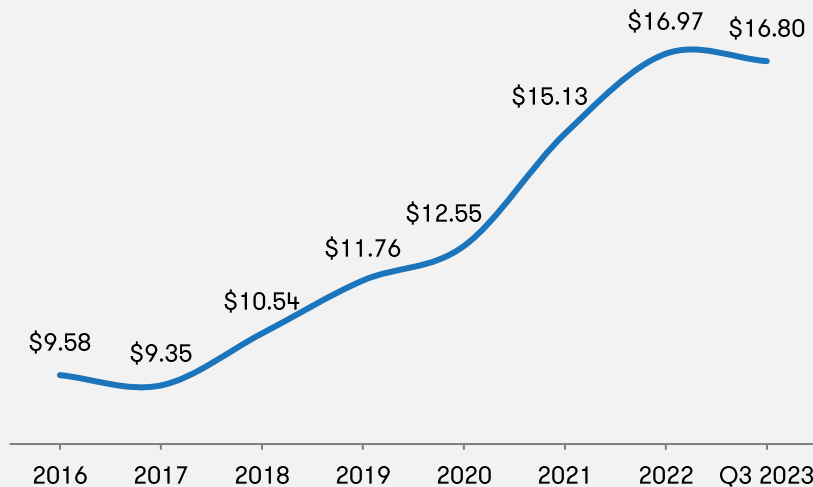


Increased NAV per Unit¹ by 75% since year-end 2016

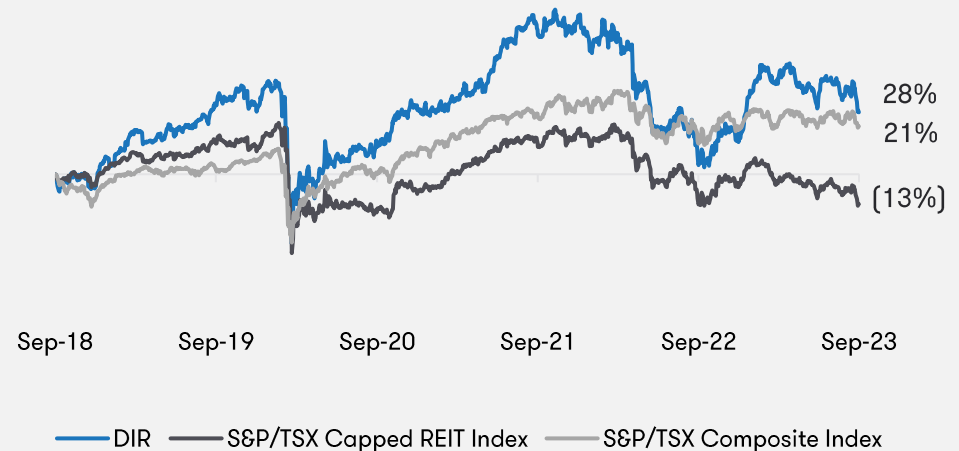


5-year total return of 28%, significantly outperforming the market

Historical NAV per unit¹



Total returns to unitholders²



¹NAV per Unit and net total debt-to-total assets (net of cash and cash equivalents) are non-GAAP ratios. For further information, please refer to the statements under the heading "Non-GAAP financial measures, ratios and supplementary financial measures" in this investor presentation.

² From September 30, 2018, to September 30, 2023. Source: S&P Global Market Intelligence



Dream Industrial REIT Experienced Management Team

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Brian Pauls
CEO



Alex Sannikov
President & COO



Lenis Quan
CFO



Bruce Traversy
EVP, Head of Investments



Joe Iadaluca
SVP, Portfolio Management,
Quebec



Kimberley Hill
SVP, Portfolio Management,
Dream Summit JV



Victor Settino
VP, Development



Sharlene McKillop
VP, Property Management



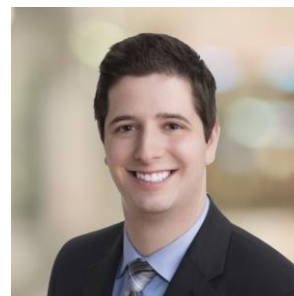
Karen Hon
VP & Chief Accounting
Officer



Joanne Leitch
VP, Property & Operations
Accounting



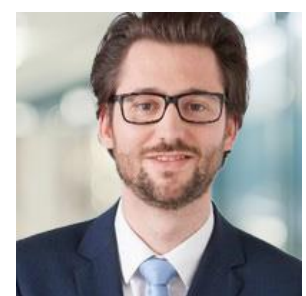
Andrew Cunningham
Associate VP,
Portfolio Management
Ontario



Shane Henke
Associate VP, Portfolio
Management
Western Canada



Sjoerd Barmentloo
Associate VP, Asset
Management, Europe



Matthias Femes
Director, Investments
Europe

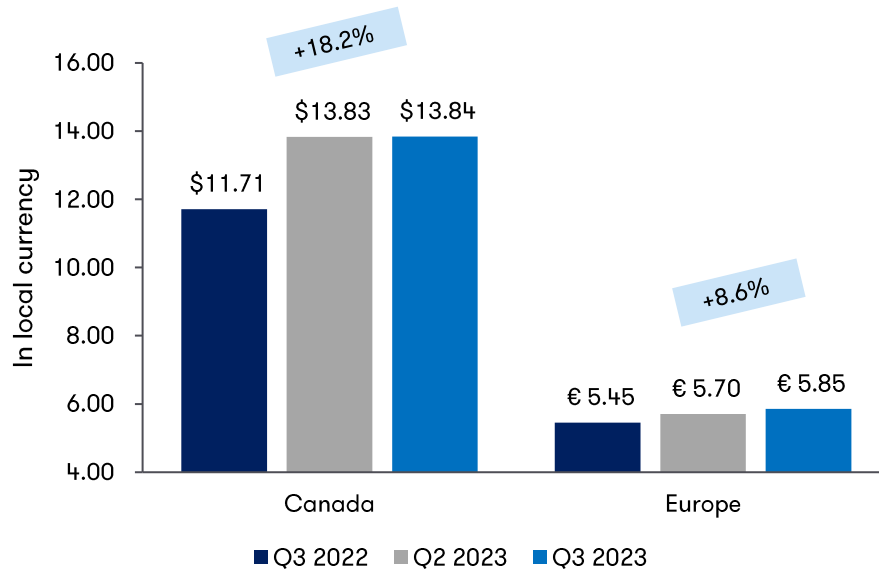
Organic Growth and Value-Add



6 Mesonweg, Utrecht, Netherlands



Significant growth in market rents



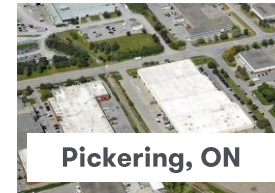
Year-over-year market rents have grown by **18%** in Canada, led by **22%** in Ontario and **21%** in Québec. In Europe, market rents have grown by **7%**

Opportunity to drive strong organic growth as market rents exceed the average in-place rent across our portfolio by over **30%**

Over **6 million** sf maturing in Canada in 2024 and 2025, with **74%** of this space located in Ontario and Québec

Currently, the average market rent for the leases maturing in Ontario and Québec is **approximately double** the in-place rent

2023 Leasing Highlights



Pickering, ON

149K SF
Renewal+106%
vs Prior
Rent

Laval, QC

41K SF
Renewal+121%
vs Prior
Rent

Laval, QC

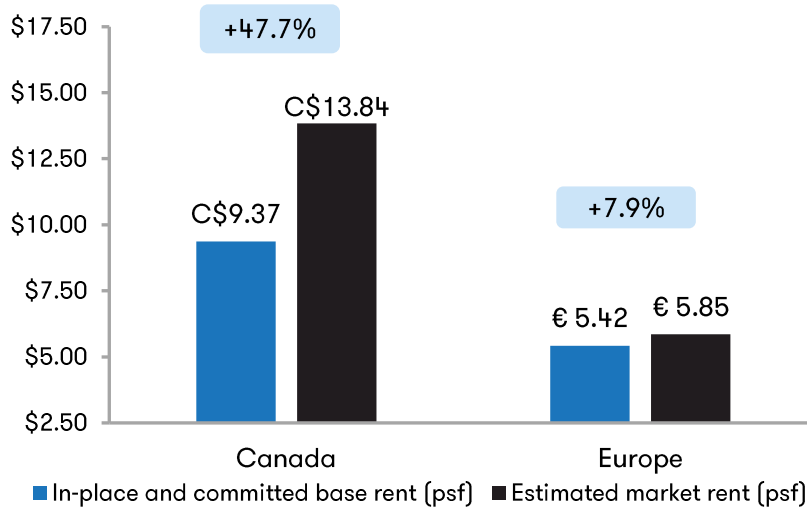
25K SF
Renewal+115%
vs Prior
Rent

Hamilton, ON

123K SF
Renewal+195%
vs Prior
RentDream Summit
Industrial JV+1.8M SF
New Leases
& Renewal+100%
vs Prior
Rent



1 Strong mark-to-market potential

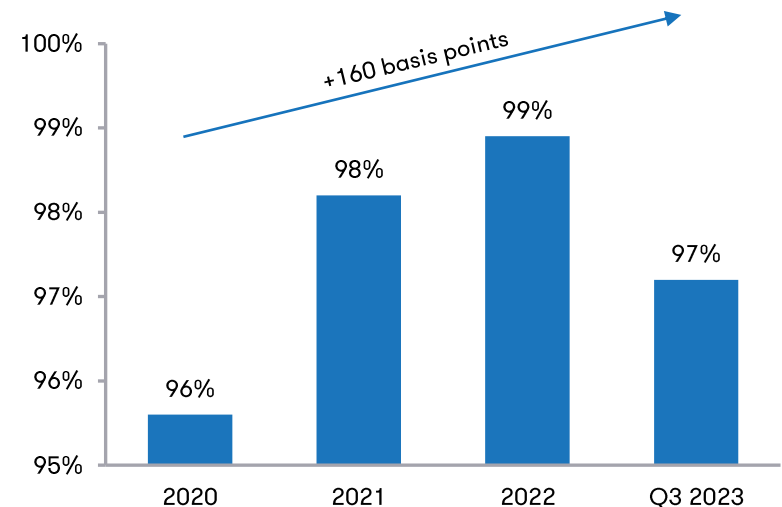


3 Robust leasing momentum

Since Q2, signed 1.2M SF of leases at an average rental spread of 41% over prior/expiring rents

Signed 601k SF of leases in Ontario at an average rental spread of 60%, and signed 58k SF of leases in Québec at an average rental spread of 91%

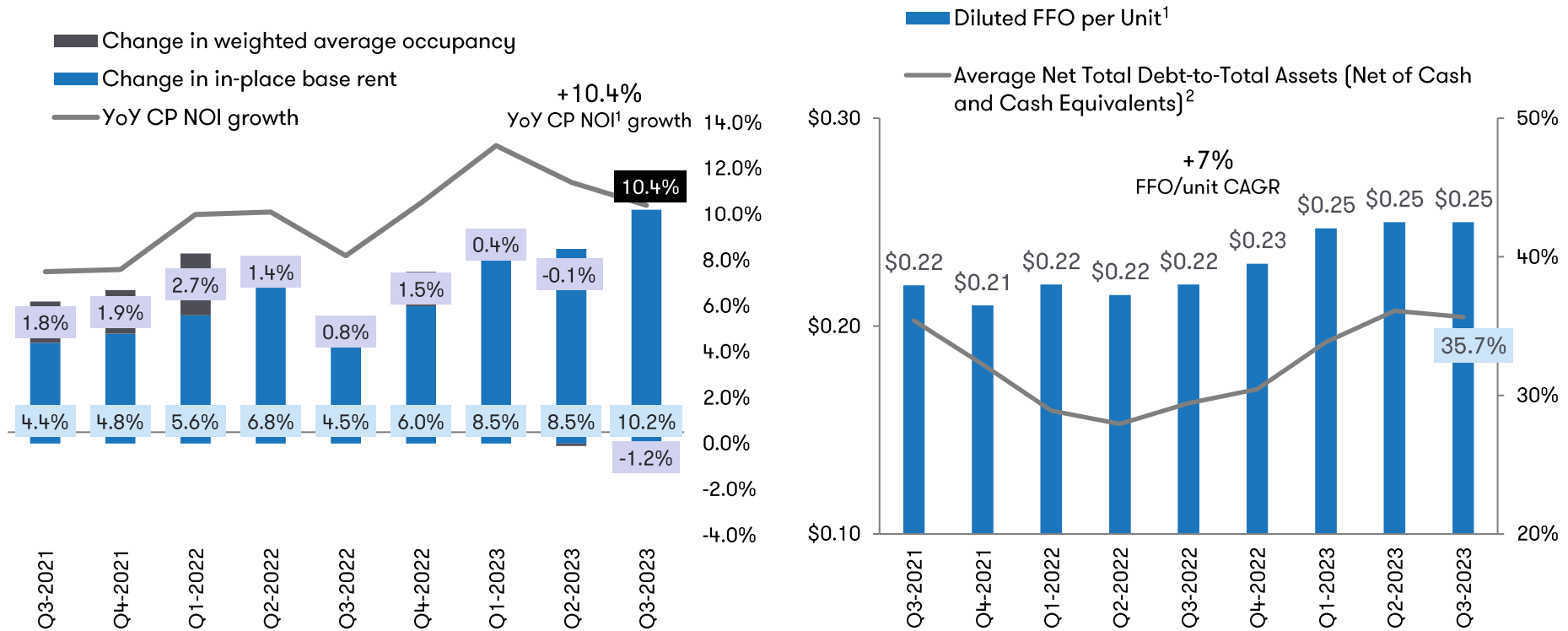
2 High occupancy levels



4 Contractual rent growth

Average annual contractual rent growth of over 2.8% on leases in Canada

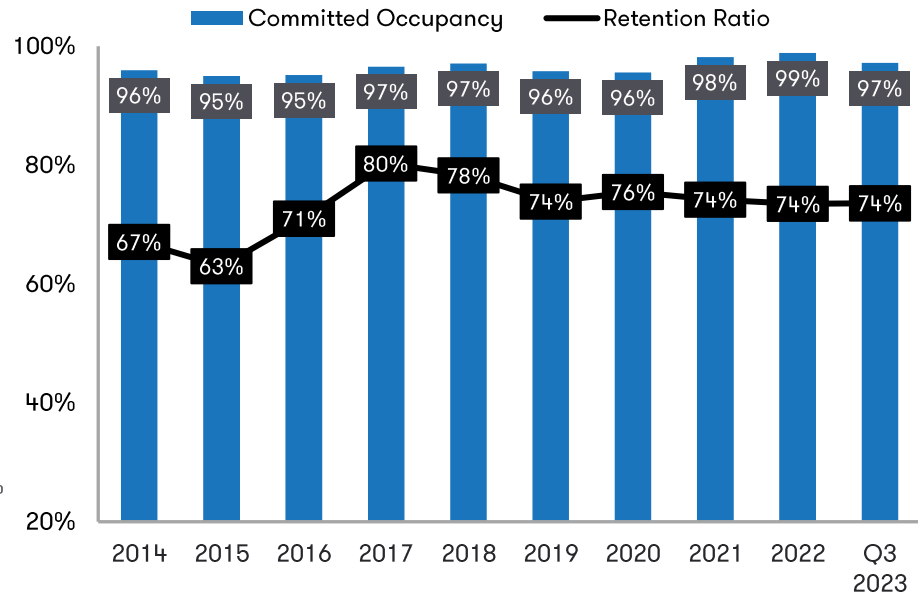
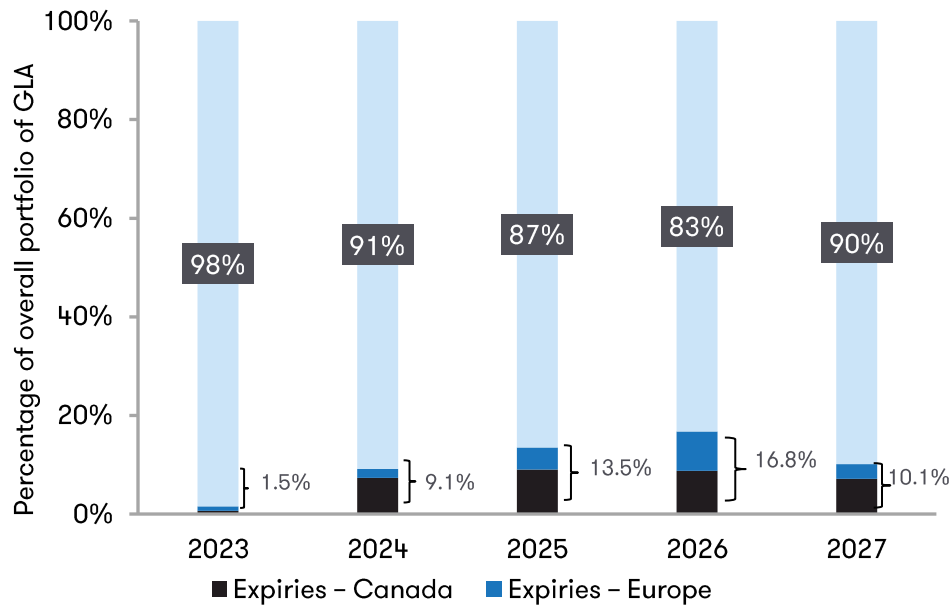
In Europe, 87% of leases are indexed to CPI, which is expected to result in strong rental rate growth in 2023. An additional 13% of leases have fixed annual rent steps of ~2%. CPI indexation contributed to a 6.3% increase in CP NOI¹ for the quarter.



Strategic initiatives have allowed us to deliver a consistently increasing pace of organic growth and steady FFO per Unit growth while maintaining a healthy and flexible balance sheet. Continued strong performance is expected through 2023.

¹ FFO per Unit and net total debt-to-total assets (net of cash and cash equivalents) are non-GAAP ratios, and CP NOI is a non-GAAP financial measure. For further information, please refer to the statements under the heading "Non-GAAP financial measures, ratios and supplementary financial measures" in this investor presentation.

² Reflects average of the prior period and current period net total debt-to-total assets (net of cash and cash equivalents) ratio.



Strong leasing momentum and consistently high occupancy show track record of maximizing rental rate growth as leases roll



Greenfield development

25% interest in \$1.5B GTA develop-to-hold joint venture with global sovereign wealth fund

Acquired a 20 & 50-acre site in the Balzac sub-market in Calgary; expected to add ~950K SF in the next 18 months with an unlevered yield on cost of ~6%

Substantially completed construction on 154K SF logistics facility on 8-acre site in the GTA as of Q2 2023

Intensification of excess land

~1.7M SF of projects currently underway with an expected unlevered yield on cost of 6.4%

Additional ~208K SF of medium-term opportunities in the Greater Toronto Area (GTA)

Completed and substantially completed 726K SF of expansions to date, achieving a yield on cost of 7.6%

Redevelopment of existing properties

Intend to develop several properties into modern logistics space at higher rents while adding over 500K SF of incremental GLA

Current density at these sites is ~34%

Inaugural project to redevelop 209K SF in the GTA commenced during Q3 2022

389K SF 2nd GTA redevelopment project commenced in Q2 2023

Near-term pipeline	GLA (thousands)	Cost incurred (millions)	Cost to complete (millions)	Total cost (millions)	Unlevered yield on cost
Complete / Substantially Complete	880	\$147.5	\$2.5	\$150.0	7.4%
Underway	1,700	\$184.7	\$166.9	\$351.6	6.4%
Planning	208	\$14.8	\$37.6	\$52.4	7.3%
Near-term development pipeline	2,788	\$347	\$207	\$554	~6.8%

As at September 30, 2023

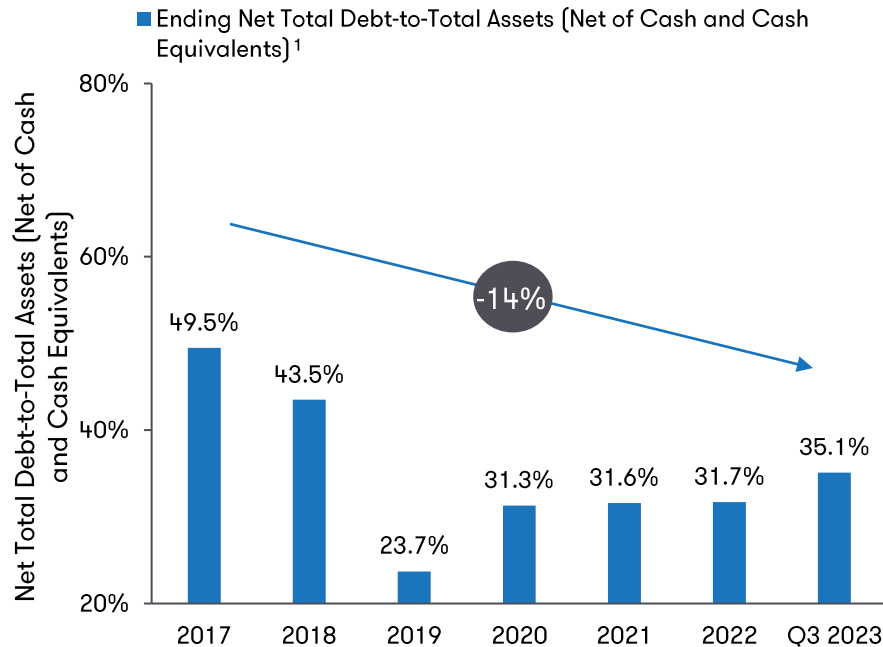
Increasing focus on developments as a complement to our acquisition strategy in order to add high-quality brand-new logistics space to the portfolio in predominantly urban markets, with targeted return on incremental cost of over 9%

Financial Highlights

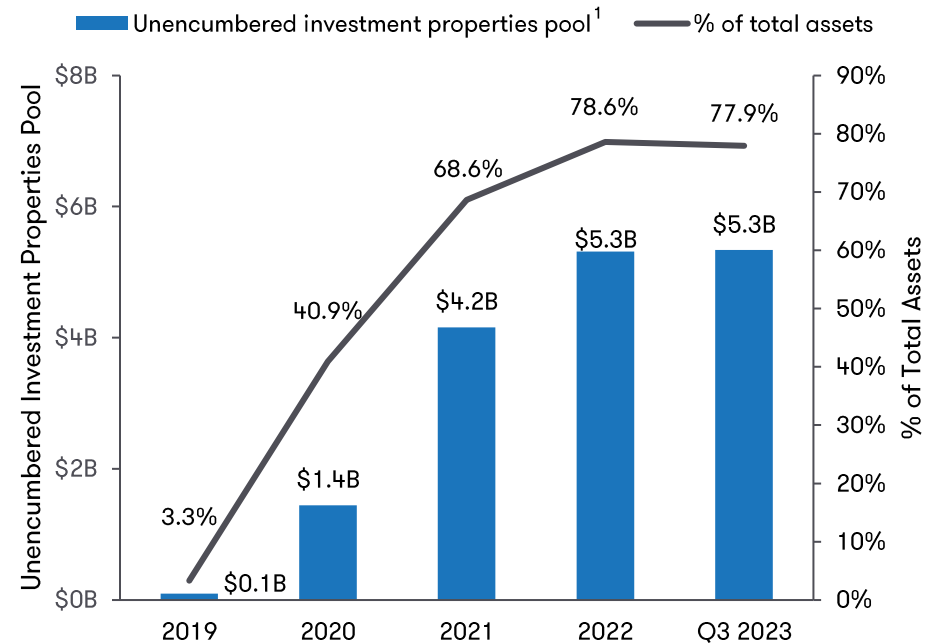




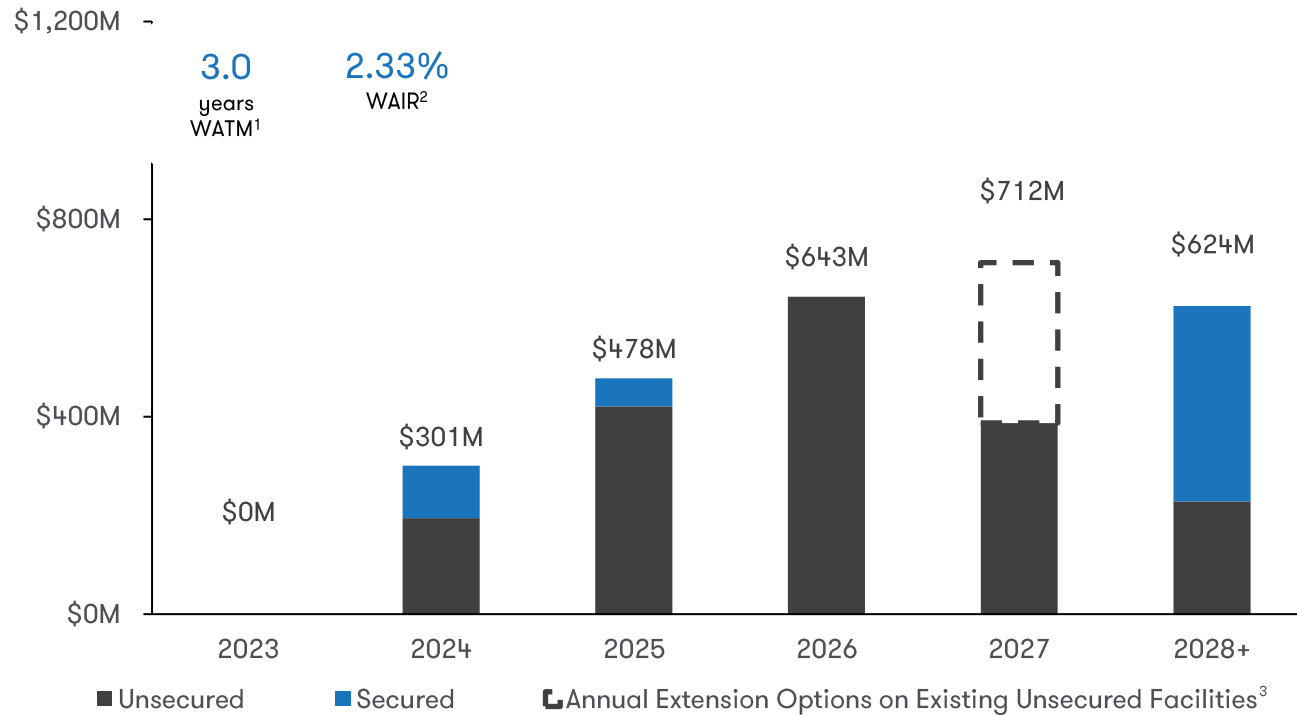
Focused de-leveraging while upgrading portfolio improved financial flexibility



Shift to unsecured financing model significantly increased unencumbered investment properties¹ pool



~14% net total debt-to-total assets (net of cash and cash equivalents)¹ reduction since year-end 2017 with a ~55x increase in the unencumbered investment properties¹ pool in just over 40 months; secured debt¹ now ~7.3% of total assets



Well-staggered debt maturities provide strong liquidity position well in line with targeted leverage.

¹ WATM: Weighted average remaining term to maturity as at September 30, 2023

² WAIR: Weighted average face interest rate as at September 30, 2023

³ Assuming the exercise of extension option on one existing corporate unsecured facility

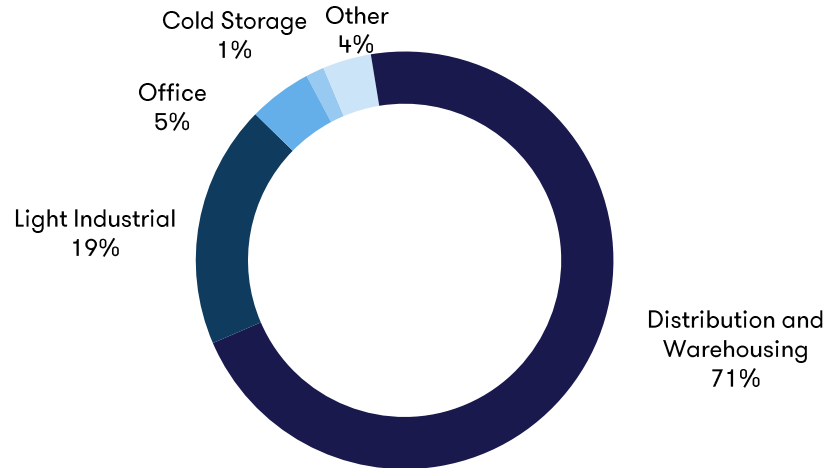
Portfolio Highlights



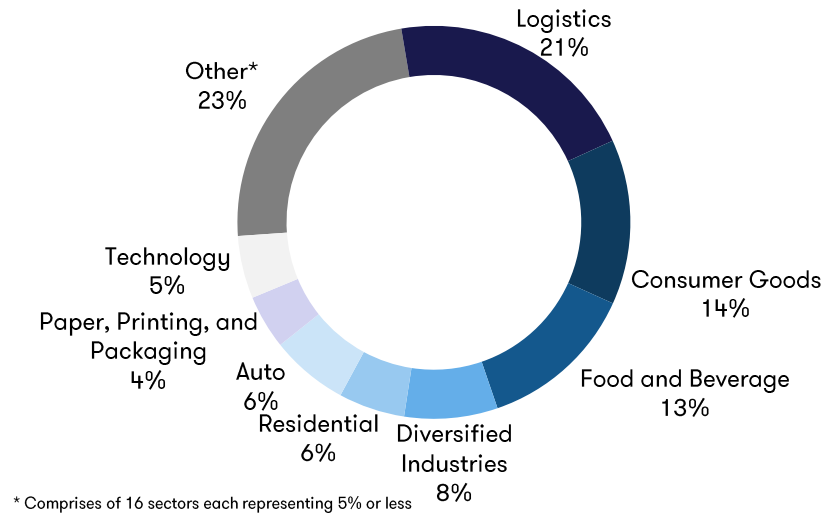
Emil-Lux-Str. 1, Wermelskirchen, Germany



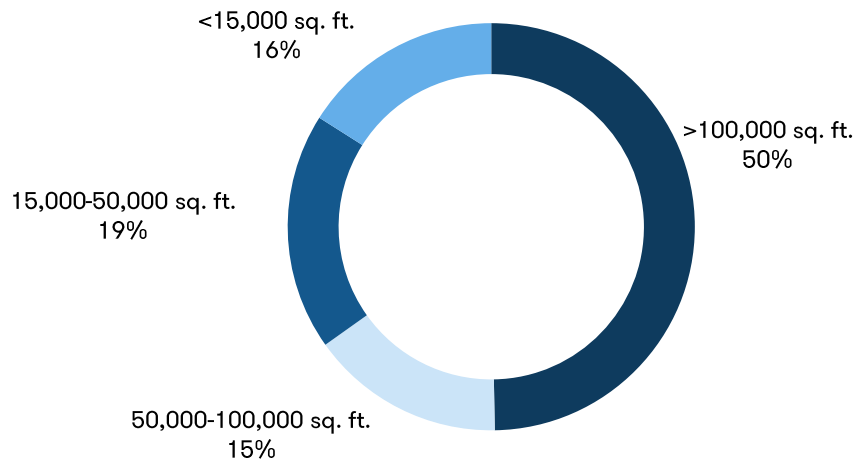
Use of Space by Annualized Gross Rent¹



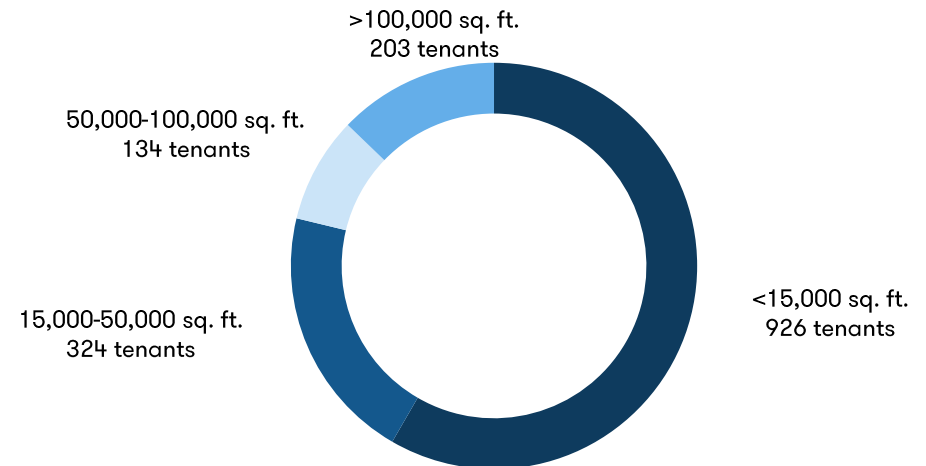
Industry Exposure by Annualized Gross Rent¹



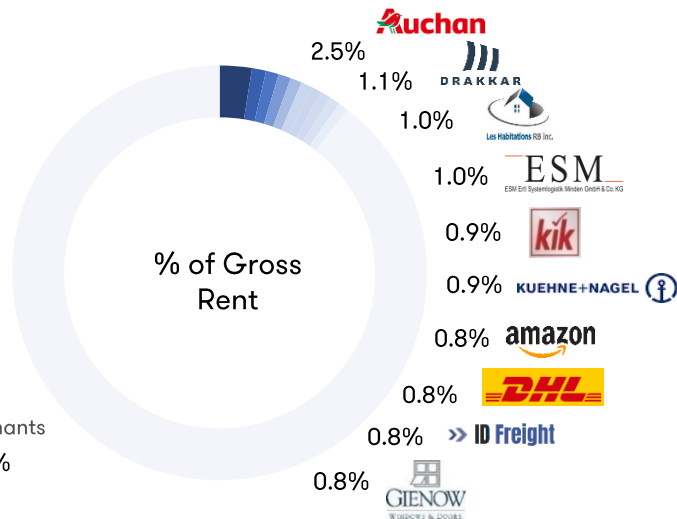
Tenant Size Breakdown by Annualized Gross Rent¹



Tenant Size Breakdown By Number Of Tenants¹



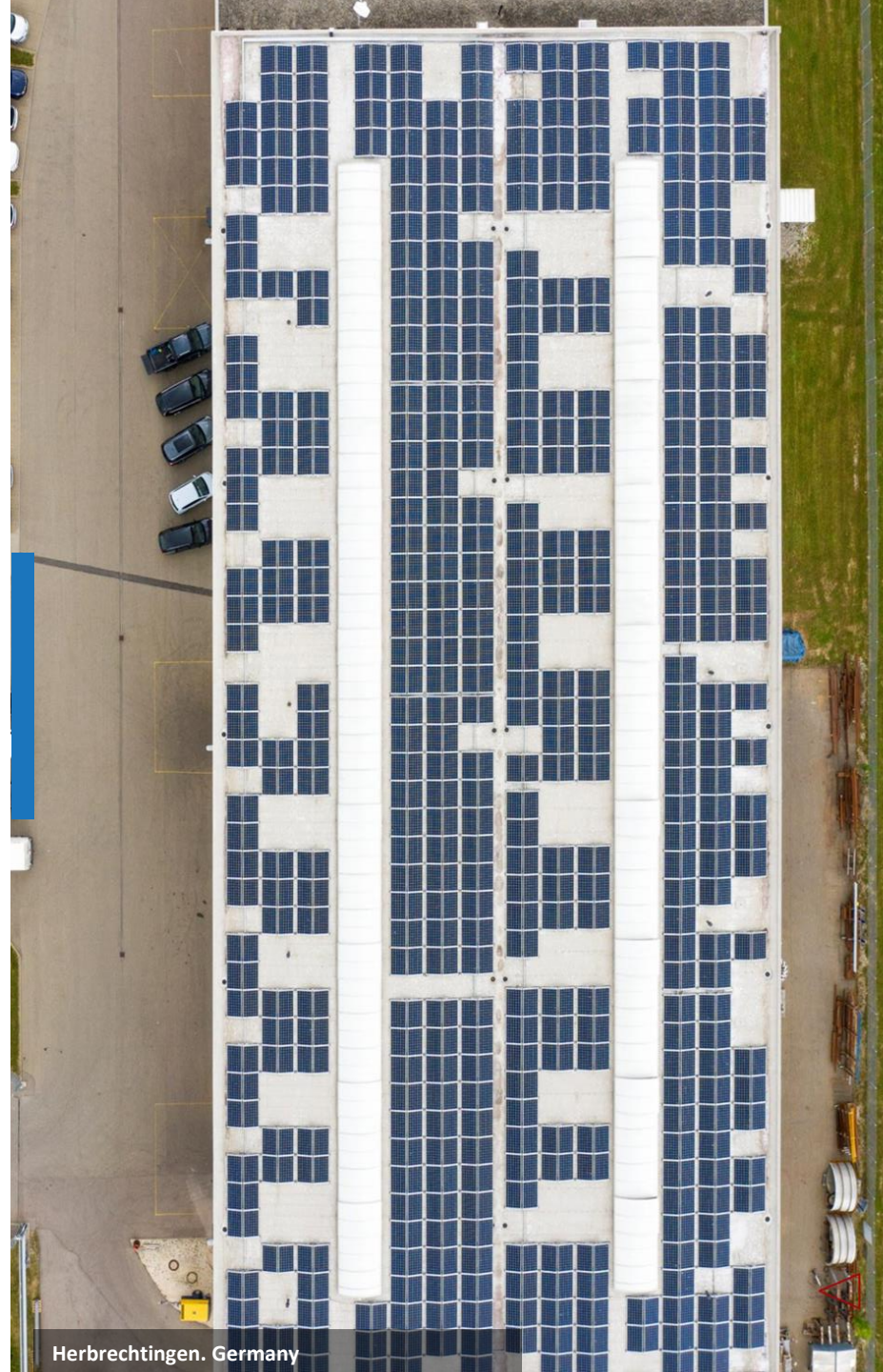
¹ Includes the Trust's interest in the U.S. industrial fund and Dream Summit JV, as at September 30, 2023



Top 10 tenants by gross revenue

	Industry	Use of Space
Auchan , a privately owned French international retail group, is one of the largest grocery chains in France with €32B in annual revenues, and the 11th largest food retailer worldwide.	Food and Beverage	Distribution & Warehousing
Drakkar Logistique , in business for more than 30 years, is a world leader in logistics, manufacturing and digital outsourcing. Headquartered in Montreal, the group has operations across North America and France.	Logistics	Distribution & Warehousing
Immeubles RB is a Quebec-based developer and operator of residential buildings in the Montreal area, in business for over 50 years and a 2018 Domus Prize finalist recognizing excellence in housing and home renovation.	Residential	Distribution & Warehousing
ESM Ertl Systemlogistik operates as a global logistics company and offers Warehouse Management Software Logstar for storage and distribution of goods	Logistics	Distribution & Warehousing
RLS Slovakia is the logistics subsidiary of KiK, the largest discount clothing and textile retailer in Germany, operating over 3,500 stores across Europe and online and employing over 27,000 people.	Logistics	Distribution & Warehousing
Kuehne & Nagel is a global transport and logistics company based in Switzerland. It provides sea freight and airfreight forwarding, contract logistics, and overland businesses.	Logistics	Distribution & Warehousing
Amazon is an American multinational technology company focusing on ecommerce and digital streaming. It is one of the Big Five American technology companies with one of the largest global distribution platforms,	Technology	Distribution & Warehousing/ Light Industrial
DHL is one of the world's largest mail and logistics companies, and the largest third-party logistics provider globally, employing approximately 510,000 people in 220 countries.	Logistics	Distribution & Warehousing
ID Freight is an international air freight service for small and medium-sized businesses. While based in the UK, the company also services all of Europe, the USA, and China.	Logistics	Distribution & Warehousing
Gienow Windows and Doors is a window and door manufacturer and subsidiary of Ply Gem, the largest manufacturer of exterior home products in North America.	Manufacturing	Distribution & Warehousing, Light Industrial

ESG Highlights



Herbrechtingen, Germany



NET ZERO ASSET MANAGERS INITIATIVE

As part of the Dream group of companies' commitment¹, DIR is supporting the Net Zero Asset Managers (NZAM) Initiative, which is a group of international asset managers committed to supporting the goal of net zero greenhouse gas emissions by 2050 or sooner, in line with global efforts to limit global warming to 1.5 degrees Celsius.



As part of the Dream group of companies' commitment¹, DIR is supporting the United Nations Principles for Responsible Investment (UN PRI), which includes a group of more than 4,300 investment managers and asset owners from nearly 90 countries committed to developing a more sustainable global financial system.



DIR is an official supporter of the Task Force on Climate-related Financial Disclosures (TCFD) which provides guidance and recommendations to help companies provide better climate disclosures to support capital allocation. More than 2,300 companies support the TCFD and Dream is one of the first Canadian public real estate companies to become an official supporter.



DIR has established and executed a green lease program, achieving Gold Level recognition by the Green Lease Leader program during the Better Buildings, Better Plants Summit by the Institute for Market Transformation and the U.S. Department of Energy's Better Buildings Alliance.

Near-term Sustainability Goals

- 1 Allocate at least **\$850M to eligible green projects** by 2025² as per the Green Financing Framework
- 2 Upgrade an **additional 4M sq. ft. of portfolio to LED lighting** by 2025²
- 3 Pursue **green building certifications for an additional 2.7 million sq ft.** (includes LEED, BOMA or DGNB) by 2025²
- 4 Determine feasibility for **17 MW of solar photovoltaic installed capacity** by 2025
- 5 Obtain **green building certification** (LEED, BOMA or DGNB) on **100% of our new developments** starting in 2022

¹ While DRM is the official signatory, DIR.UN is included in the boundary for reporting to the NZAM initiative and UN PRI as part of the Dream group of companies' commitment.

² Versus 2020 Baseline



Calgary, Alberta



Ede, Netherlands



Duiven, Netherlands



Calgary, Alberta

12 megawatts of solar panel projects completed in Alberta and the Netherlands; total project cost of ~\$14 million with expected unlevered return of ~8%

Seven completed solar projects in Alberta generating energy and revenue, fourteen further projects in feasibility.

Nine completed solar projects in the Netherlands; four projects underway, with total expected project cost of ~\$8 million and expected unlevered return of over 10%



Guldenweg 6, Varsseveld, Netherlands (BREEAM Very Good)

Published 2022 Sustainability Report with the Dream group of companies and completed [second annual Global Real Estate Sustainability Benchmark \(GRESB\) disclosure](#), achieving an above-peer group average score

[Green Financing Framework](#) aligns with the UN Sustainable Development Goals and has been reviewed by DNV

[\\$850 million of Green Bonds outstanding](#) with over \$420 million allocated to date towards green buildings, energy efficiency, renewable energy, sustainable water and waste-water management, and clean transportation

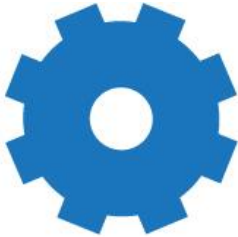
[Committed to annual Green Bond Use of Proceeds reporting](#), with inaugural report issued in Spring 2022 and 2nd report issued in Fall 2023 illustrating allocation of funds to eligible categories in accordance with DIR's Green Financing Framework

[Since beginning of 2021, have financed/refinanced or identified ~\\$420 million of additional eligible projects](#), including Green-certified assets, investments in energy efficient lighting, and planned investments in solar power; a [further \\$650 million of projects](#) in the feasibility or preliminary stages



Stevinlaan 4, Ede, Netherlands

Thank you



Appendix





Site Overview



Completed Building

Christoph-Seydel-Straße 1, Radeberg, Germany

274,000 square foot logistics facility on 30.4 acres located in Radeberg, Germany, adjacent to Dresden with 24' clear height

Increased property's footprint by 241,000 square foot with 34' clear height, improving site density by nearly double

Construction is complete with the new building certified DGNB Gold

Signed leases with two tenants for the entire prime logistics expansion facility which commenced in January 2023, achieving a yield on construction cost of 6.8%



Site Overview



Expansion Progress



Project Rendering

100 East Beaver Creek, Greater Toronto Area

Construction is substantially complete on the existing 110,000 square foot property located in the GTA, in close proximity to Highways 404 and 407

Signed a new lease for the 43,000 square foot expansion space

Achieved a yield on construction cost of over 11%

Targeting LEED certification on the expansion and existing building



401 Marie Curie Boulevard, Greater Montréal Area

527,000 square foot Class A distribution facility in the Greater Montréal Area with a clear height of 30 feet

Situated on 38.4 acres with current site coverage of 32%

Increased the property's footprint by ~228,000 square feet, taking site coverage to 45%

Two-phase intensification project is complete.

Achieved yield on construction costs of over 8% on the two-phase project:

- 132,000 SF Phase 1 took occupancy on April 1, 2022
- 96,000 SF Phase 2 took occupancy on January 1, 2023, lease was signed at a ~30% rate higher than Phase 1

Certified LEED Silver on the expansion and existing building



Site Overview



Project Rendering

Blaise Pascal, Greater Montréal Area

206,000 square foot distribution facility in the Greater Montréal Area situated on 13.8 acres and in close proximity to Highway 25 & 40

Expanded property by 120,000 square feet through utilizing excess land at southeast side of property

Expansion improved site coverage from 34% to 54% and targeting LEED certification

Construction commenced in Q2-2022 and is complete

Signed a lease for the entire expansion space, taking occupancy in Q2 2023

Achieved a yield on construction cost of over 8%



Site Overview



Project Rendering

Cross Roads Commercial Greater Calgary Area

Construction is underway at the 20-acre property located just outside of Calgary

Site will support cluster of two net zero ready buildings with total area of 343k sf and site coverage of 40%

Agreed to terms on leases for 100,000 square feet at rental rates that support a yield on cost of over 6%

Construction is estimated to be completed by the end of 2023

Targeting LEED certification on the new buildings



Site Overview



Project Rendering

Rocky View County, Greater Calgary Area

Construction is underway at the 50-acre property located just outside of Calgary

Site will support cluster of two buildings with total area of 650k sf and site coverage of 48%

Construction is estimated to be completed in the second half of 2024 with estimated yield on cost of over 6%

Targeting LEED certification on the new buildings



Site Overview

Abbotside Way, Greater Toronto Area

Reached substantial completion during Q2 2023.

Multi-tenant asset partially leased to a logistics user with lease commencing in Q3 2023.

8-acre land parcel in Caledon that can support a LEED certified ~154,000 sf logistics building

Achieved yield on cost of ~7%



Completed Project



Site Overview



Project Rendering

Courtney Park, Greater Toronto Area

Redevelopment work has commenced on distribution facility in the Greater Toronto Area comprised of a cluster of three buildings

Situated on 10 acres of land in the Mississauga area

Opportunity to build a high-quality, net zero ready logistics product totalling ~209,000 square feet with 40' clear height

Construction is estimated to be completed by early 2024

Expected yield on construction cost of approximately 6.3% on the full project



Site Overview



Project Rendering

Water Street, Greater Toronto Area

Existing 210,000 square foot facility was built in 1956 and sits on a 24-acre site with 20% site coverage

Final project will consist of two new industrial buildings totaling ~389,000 square feet, optimizing site coverage to 37%

Construction commenced in Q2 2023 with targeted completion in H1 2025

Targeted unlevered yield on construction cost of approximately 7%



Forward Looking Information

This investor presentation may contain forward-looking information within the meaning of applicable securities legislation. Such statements include, but are not limited to, statements with respect to Dream Industrial REIT's (the "Trust") objectives and strategies to achieve those objectives; the Trust's strategy of building prime product in core markets and accessing excess density on existing sites and expected returns; the Trust's plans to drive organic NOI growth by balancing high occupancy levels with the goal of maximizing rental rate growth, and to maintain conservative leverage, build up high quality unencumbered investment properties pool, optimize financing costs and preserve liquidity, and the expected results therefrom; the Trust's ability to improve its portfolio's quality; the Trust's guidance for CP NOI growth for 2023; the Trust's expectations regarding the drivers of NAV per unit, FFO per unit and CP NOI growth and growth drivers in future periods; the stability and security of cash flows; the Trust's acquisition of Summit Industrial Income REIT in partnership with GIC and the expected results thereof, including the FFO accretion expected from management fees and mark-to-market opportunities; the Trust's expectations regarding the scope and timing of the completion of properties; the improvement of the Trust's financial position; its sustainability goals, including its target of achieving net zero greenhouse gas emissions by 2035 in respect of Scope 1 and 2 emissions (operational and development) and 2050 in respect of select Scope 3 emissions (operational), and its plan to further incorporate sustainability into development processes, including green building certifications, implementing sustainable upgrades and retrofits in properties, and expected yield from such upgrades; the improvement of the Trust's financial resiliency; expectations and goals regarding the Trust's sustainable energy projects, including in respect of solar panel feasibility studies, number of solar panels to be installed and their location, costs, yield, energy and revenue generation, and timelines; expectations regarding the allocation of green bond proceeds, including allocating at least \$850 million towards eligible green projects by 2025; the granting of green building certifications for certain properties, including properties under development; the Trust's green financing framework and projects; the Trust's intention to further pursue investments in clean power and sustainable financing options; the benefits to be realized from industrial market fundamentals and demand and growth drivers for industrial space in the markets where the Trust operates, including in connection with the logistics and industrial industries in certain regions, rent, retention, occupancy rates, and other factors; the Trust's outlook for organic growth and the expected drivers thereof; the Trust's positioning for strong rental rate growth on lease roll-over; the Trust's development strategy, including expected benefits of the Trust's greenfield development program and other development programs, and expected square footage to be added, completion dates, site coverage, project timing, and yield on cost; the Trust's development, intensification and redevelopment plans, including development locations and the timing of construction and completion, anticipated square footage and density to be added, anticipated yields, and related site approvals; the expectation to increase developments in predominantly urban markets as a complement to the Trust's acquisition strategy; the Trust's ability to maintain a strong and flexible balance sheet and a conservative financial policy in accordance with its objectives, including maintaining net total debt-to-total assets (net of cash and cash equivalents) ratio in the mid-to-high 30s, investment grade credit rating, pursuing unsecured financings, secured debt below 20% of total assets, and unencumbered investment properties above 40% of investment property value; the impact of foreign exchange on NAV per Unit; the development and acquisition objectives of joint ventures, and the expected reduced development risk and growth resulting from such joint ventures; expected leasing momentum, the filling of existing vacancies with new leases, and square footage to be occupied by such leases; the targeted composition and advantages of the Trust's portfolio; the Trust's debt maturities and its result in a strong liquidity position well in line with the Trust's targeted leverage; and its intention to continue engaging with or supporting certain sustainability initiatives.

Forward-looking information is based on a number of assumptions and is subject to a number of risks and uncertainties, many of which are beyond the Trust's control, which could cause actual results to differ materially from those that are disclosed in or implied by such forward-looking information. These risks and uncertainties include, but are not limited to, general and local economic and business conditions; employment levels; mortgage and interest rates and regulations; inflation; risks related to a potential economic slowdown in certain of the jurisdictions in which we operate and the effect inflation and any such economic slowdown may have on market conditions and lease rates; uncertainties around the timing and amount of future financings; uncertainties surrounding the COVID-19 pandemic and other public health crises and epidemics; geopolitical events, including disputes between nations, war and international sanctions; the financial condition of tenants; leasing risks, including those associated with the ability to lease vacant space; rental rates and the strength of rental rate growth on future leasing; and interest and currency rate fluctuations. The Trust's objectives and forward-looking statements are based on certain assumptions, including that the general economy remains stable; inflation and interest rates will not materially increase beyond current market expectations; conditions within the real estate market remain consistent; competition for acquisitions remains consistent with the current climate; and the capital markets continue to provide ready access to equity and/or debt.

These forward-looking statements are based upon the current expectations and beliefs of management and are provided for the purpose of providing additional information about such expectations and beliefs, and readers are cautioned that these statements may not be appropriate for other purposes.

All forward-looking information in this investor presentation speaks as of the date of this presentation. The Trust does not undertake to update any such forward-looking information whether as a result of new information, future events or otherwise except as required by law. Additional information about these assumptions and risks and uncertainties is contained in the Trust's filings with securities regulators, including its latest annual information form and MD&A. These filings are also available at the Trust's website at www.dreamindustrialreit.ca.



Non-GAAP Financial Measures, Ratios and Supplementary Financial Measures

The Trust's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). In this investor presentation, as a complement to results provided in accordance with IFRS, the Trust discloses and discusses certain non-GAAP financial measures and ratios, including diluted FFO per Unit, FFO, CP NOI (constant currency basis), net total debt-to-total assets (net of cash and cash equivalents) ratio, net total debt, total assets (net of cash and cash equivalents), net total debt-to-normalized adjusted EBITDAFV ratio, normalized adjusted EBITDAFV – annualized, available liquidity, NAV per Unit, and total equity (including LP B Units) as well as other measures discussed elsewhere in this investor presentation. These non-GAAP financial measures and ratios are not defined by IFRS and do not have a standardized meaning under IFRS. The Trust's method of calculating these non-GAAP financial measures and ratios may differ from other issuers and may not be comparable with similar measures presented by other income trusts. The Trust has presented such non-GAAP financial measures and ratios as Management believes they are relevant measures of the Trust's underlying operating and financial performance. Certain additional disclosures such as the composition, usefulness, reconciliation and changes, as applicable, of the non-GAAP financial measures and ratios included in this investor presentation have been incorporated by reference from the management's discussion and analysis of the financial condition and results from operations of the Trust for the three months ended September 30, 2023, dated November 7, 2023 (the "MD&A for Q3 2023") and can be found under the sections "Non-GAAP Financial Measures" and "Non-GAAP Ratios" and respective sub-headings labelled "Diluted FFO per Unit", "Funds from operations ("FFO")", "Comparative properties net operating income ("CP NOI") (constant currency basis)", "Net total debt-to-total assets (net of cash and cash equivalents) ratio", "Net total debt and total assets (net of cash and cash equivalents)", "Net total debt-to-normalized adjusted EBITDAFV ratio", "Adjusted earnings before interest, taxes, depreciation, amortization and fair value adjustments ("Adjusted EBITDAFV") and Normalized adjusted EBITDAFV – Annualized", "Available Liquidity", "Net asset value ("NAV") per Unit" and "Total equity (including LP B Units or subsidiary redeemable units)".

In this investor presentation, the Trust also discloses and discusses certain supplementary financial measures, including secured debt as a percentage of total assets, unencumbered investment properties as a percentage of investment properties and unencumbered investment properties. The composition of supplementary financial measures included in this investor presentation have been incorporated by reference from the MD&A for Q3 2023 and can be found under the section "Supplementary financial measures and ratios and other disclosures". The MD&A for Q3 2023 is available on SEDAR at www.sedar.com under the Trust's profile and on the Trust's website at www.dreamindustrialreit.ca under the Investors section.

Non-GAAP financial measures and ratios should not be considered as alternatives to net income, net rental income, cash flows generated from (utilized in) operating activities, cash and cash equivalents, total assets, non-current debt, total equity, or comparable metrics determined in accordance with IFRS as indicators of the Trust's performance, liquidity, cash flow, and profitability.