INDUSTRIAL LOGISTICS
PROPERTIES TRUST

INVESTOR PRESENTATION

August 2021

7303 Rickenbacker Parkway West, Columbus, OH

WARNING REGARDING FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other securities laws. Also, whenever ILPT uses words such as "believe", "expect", "anticipate", "intend", "plan", "estimate", "will", "may" and negatives or derivatives of these or similar expressions, ILPT is making forward-looking statements. These forward-looking statements are based upon ILPT's present intent, beliefs or expectations, but forward-looking statements are not guaranteed to occur and may not occur. Forward-looking statements in this presentation relate to various aspects of ILPT's business, including: ILPT's tenants' ability and willingness to pay their rent obligations; the likelihood that ILPT's tenants will renew or extend their leases or that ILPT will be able to obtain replacement tenants on terms as favorable to ILPT; ILPT's belief that the industrial and logistics sector and many of its tenants are critical to sustaining a resilient supply chain and that its business will benefit as a result; ILPT's expectations that e-commerce will continue to stimulate demand for industrial and logistics properties and that strong absorption and rent growth and high occupancy will continue; ILPT's acquisitions or sales of properties; ILPT's ability to compete for acquisitions and tenancies effectively; the likelihood that ILPT's rents will increase when ILPT renews or extends its leases, when it enters new leases, or when its rents reset at its properties in Hawaii; ILPT's expectation that any possible development or redevelopment of its properties will be completed on budget by the estimated completion dates; ILPT's ability to pay distributions to its shareholders and to sustain the amount of such distributions; the future availability of borrowings under ILPT's revolving credit facility; ILPT's policies and plans regarding investments, financings and dispositions; ILPT's ability to raise debt or equity capital; ILPT's ability to pay interest on and principal of its debt; ILPT's ability to appropriately balance its use of debt and equity capital; ILPT's ability to expand its existing or enter into additional real estate joint ventures or to attract co-venturers and benefit from its existing joint venture or any joint ventures it may enter into; whether ILPT may contribute additional properties and receive proceeds from the other investors in joint ventures; the credit qualities of ILPT's tenants; changes in the security of cash flows from ILPT's properties; the duration and severity of the COVID-19 pandemic and its impact on ILPT's tenants; ILPT's ability and the ability of the industrial and logistics properties real estate sector and ILPT's tenants to operate throughout the COVID-19 pandemic and current economic conditions; ILPT's ability to maintain sufficient liquidity for the duration of the COVID-19 pandemic and any resulting economic impact; ILPT's ability to prudently pursue, and successfully and profitably complete, expansion and renovation projects at its properties and to realize its expected returns on those projects; ILPT's expectation that it benefits from its relationships with The RMR Group LLC (RMR); ILPT's qualification for taxation as a real estate investment trust (REIT); changes in federal or state tax laws and changes in environmental laws or in their interpretations or enforcement as a result of climate change or otherwise; or ILPT's incurring environmental remediation costs or other liabilities.

ILPT's actual results may differ materially from those contained in or implied by its forward-looking statements as a result of various factors, such as the impact of conditions in the economy and the capital markets on ILPT and its tenants, competition within the real estate industry, compliance with, and changes to, federal, state and local laws and regulations, accounting rules, tax laws and similar matters, limitations imposed on ILPT's business and its ability to satisfy complex rules in order for ILPT to maintain its qualification for taxation as a REIT for U.S. federal income tax purposes, actual and potential conflicts of interest with ILPT's related parties, including its managing trustees, RMR and others affiliated with them, and acts of terrorism, outbreaks of pandemics, including COVID-19, or other manmade or natural disasters beyond its control. ILPT's Annual Report on Form 10-K for the year ended December 31, 2020 and its other filings with the Securities and Exchange Commission (SEC) identify other important factors that could cause differences from its forward-looking statements. ILPT's filings with the SEC are available on the SEC's website at www.sec.gov. You should not place undue reliance upon ILPT's forward-looking statements. Except as required by law, ILPT does not intend to update or change any forward-looking statements as a result of new information, future events or otherwise.

Notes Regarding Certain Information in this Presentation

This presentation contains industry and statistical data that ILPT obtained from various third party sources. Nothing in the data used or derived from third party sources should be construed as investment advice. Some data and other information presented are also based on ILPT's good faith estimates and beliefs derived from its review of internal surveys and independent sources and its experience. ILPT believes that these external sources, estimates and beliefs are reliable and reasonable, but it has not independently verified them. Although ILPT is not aware of any misstatements regarding the data presented herein, these estimates and beliefs involve inherent risks and uncertainties and are based on assumptions that are subject to change.

Unless otherwise noted, (1) all data presented are as of or for the three months ended June 30, 2021, (2) references to "weighted average" mean a weighted average by annualized rental revenues and (3) references to "annualized rental revenues" mean the annualized contractual rents, as of June 30, 2021, including straight line rent adjustments and excluding lease value amortization, adjusted for tenant concessions, including free rent and amounts reimbursed to tenants, plus estimated recurring expense reimbursements from tenants (annualized rental revenues may differ from actual historical rental revenues calculated pursuant to U.S. Generally Accepted Accounting Principles (GAAP))

Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures including FFO and Normalized FFO Attributable to Common Shareholders, EBITDA, EBITDAre, Adjusted EBITDAre, NOI and Cash Basis NOI. Calculations of, and reconciliations for these metrics to the closest GAAP metrics, are included in an Appendix hereto. Please refer to Certain Definitions in the Appendix for terms used throughout this presentation..

ILPT INTRODUCTION

4000 Principio Parkway, North East, MD

ILPT AT A GLANCE

U.S. REIT with
291
Industrial & Logistics Properties

$2.6 Billion
Total Market Capitalization

35 Million
Rentable Square Feet

Located in
32
States

9.2
Years of Weighted Average Remaining Lease Term

99.0%
Occupancy

Approximately
51%
of Rental Revenue from Properties in Hawaii

72%
Rents from Investment Grade Tenants/Subsidiaries or Hawaii Land Leases

Dividend Yield
5.0%

RECENT BUSINESS HIGHLIGHTS

	Full Year 2020	Q2 2021 YTD
Net Income Attributable to Common Shareholders	+56.3%	+38.0%
Normalized FFO	+5.8%	+0.9%
Same Property NOI	+3.1%	+2.0%
Leasing Activity	3,035,000 SF	1,184,000 SF
Rental Rates	+16.7%	+16.8%
Weighted Average Lease Term	11.4 years	9.9 years

Note: Percentage growth reflects change versus prior year period.

COMPELLING INVESTMENT OPPORTUNITY

Strong Industrial Market Fundamentals

- Rapid e-commerce growth is expected to drive demand for space and support rent increases.
- Strong absorption and rent growth is expected to continue.

High Quality Portfolio in Top 30 Markets

- Portfolio includes modern, highly-functional facilities leased to high-quality tenants in thriving industries.
- Hawaii properties provide stable and growing rents.

Stable Cash Flows from Strong Credit Quality Tenants

- Long WALT provides consistent and stable cash flows.
- 72% of annualized rental revenues are driven by Investment Grade Rated (IGR) tenants, subsidiaries of IGR entities, and Hawaii land leases.

Attractive Internal and External Growth Potential

- Rent resets in Hawaii have averaged over 20% since 2018.
- Contractual rent steps provide steady rental income growth.
- Disciplined acquisition strategy with a focus on Top 30 U.S. industrial markets and e-commerce facilities.

Fully Integrated RMR Real Estate Platform

- Proven public REIT leadership experience.
- Vertically integrated operating platform with 30 offices and 600 real estate professionals throughout the U.S.

INDUSTRY LANDSCAPE

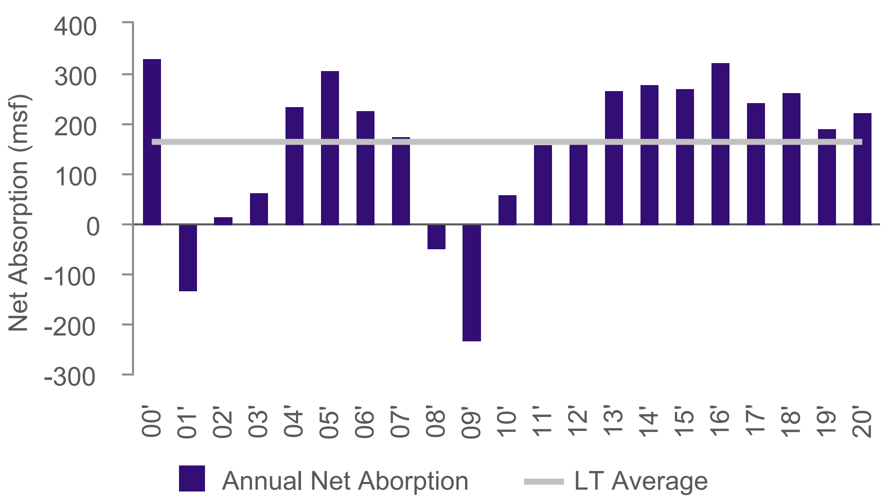
2020 Joe B. Jackson Parkway, Murfreesboro, TN

INDUSTRIAL REAL ESTATE FUNDAMENTALS REMAIN STRONG

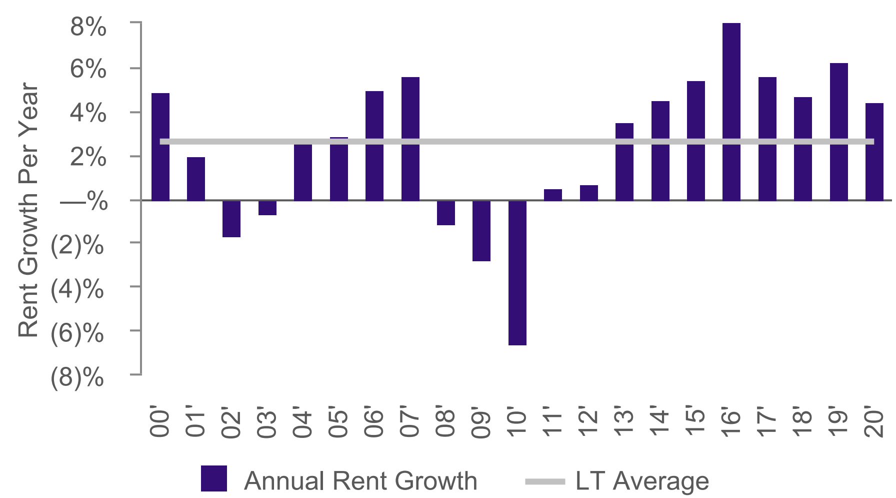
Robust demand for industrial and logistics properties will enable owners like ILPT to maintain high occupancy rates and increase rents.

- U.S. industrial REIT sector has benefited from strong secular demand driven by e-commerce growth, supply chain optimization and evolving consumer buying preferences.
- Net absorption and rent growth are trending above historical averages.

U.S. Industrial Net Absorption[1]



U.S. Industrial Rent Growth[2]

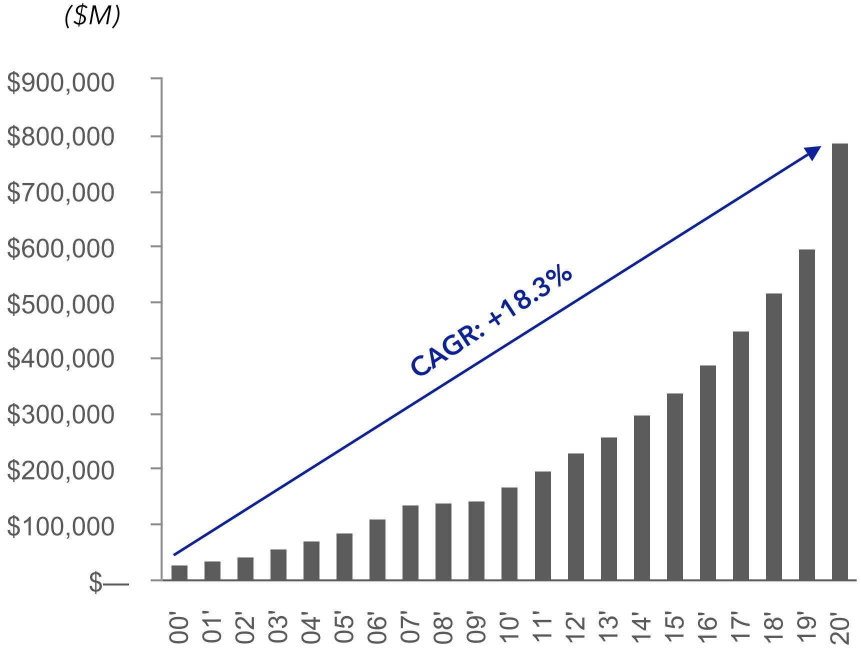


1. Source: CBRE Economic Advisors
2. Source: JLL Research

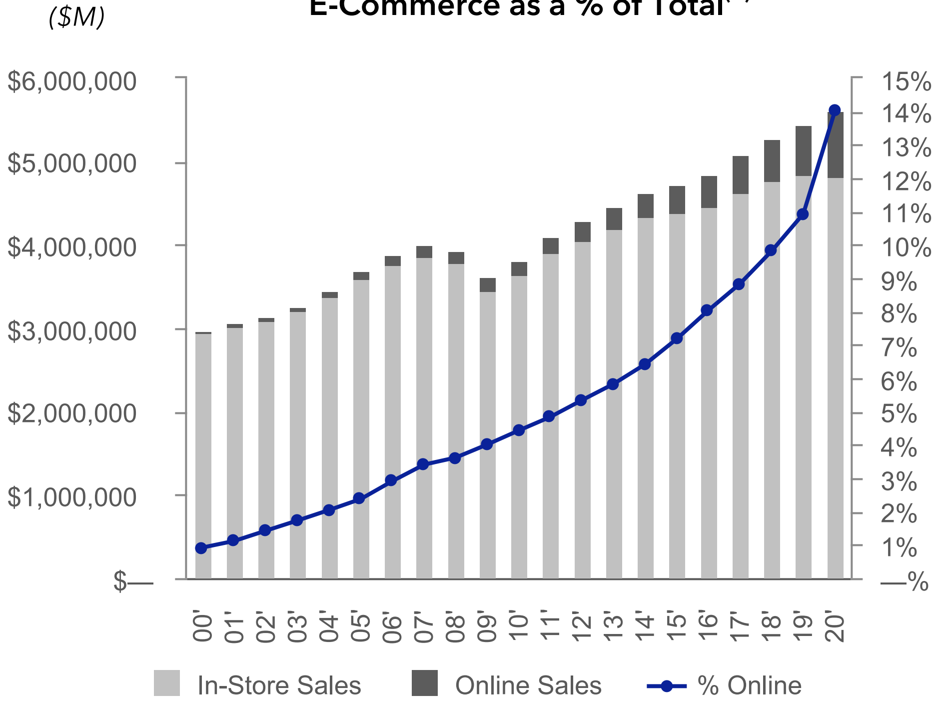
GROWTH IN E-COMMERCE DRIVING INCREMENTAL INDUSTRIAL DEMAND

E-commerce will continue to stimulate demand for industrial and logistics properties, support rent growth and sustain a favorable investment environment.

U.S. E-Commerce Sales[(1)]



U.S. Retail Sales Composition & E-Commerce as a % of Total[(1)]



1. Source: U.S. Census Bureau of the Department of Commerce

PROPERTY
PORTFOLIO

16920 W. Commerce Drive, Goodyear, AZ

GEOGRAPHIC DIVERSITY WITH A UNIQUE HAWAIIAN FOOTPRINT

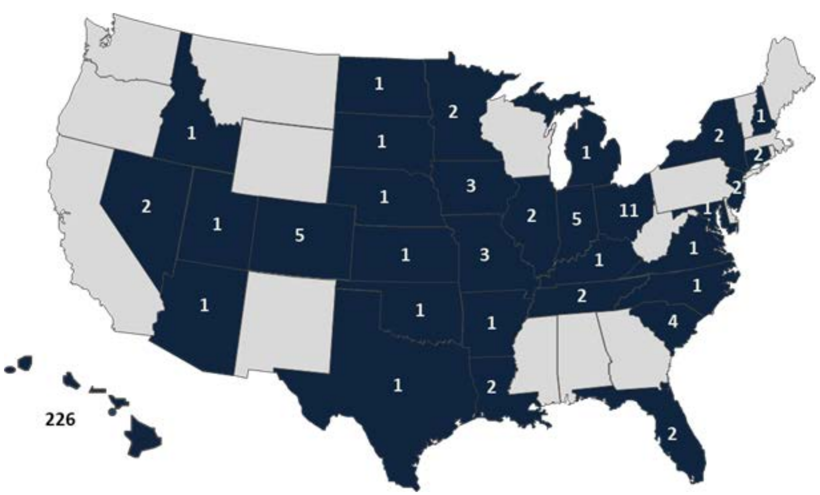
Mainland Properties

- 65 industrial and logistics properties located in 31 states.
- 18 million square feet that is 100% leased with a 5 year WALT.
- Account for ~49% of annualized rental revenues.
- Leases typically include fixed rent increases.
- Tenants have invested significantly in improvements.

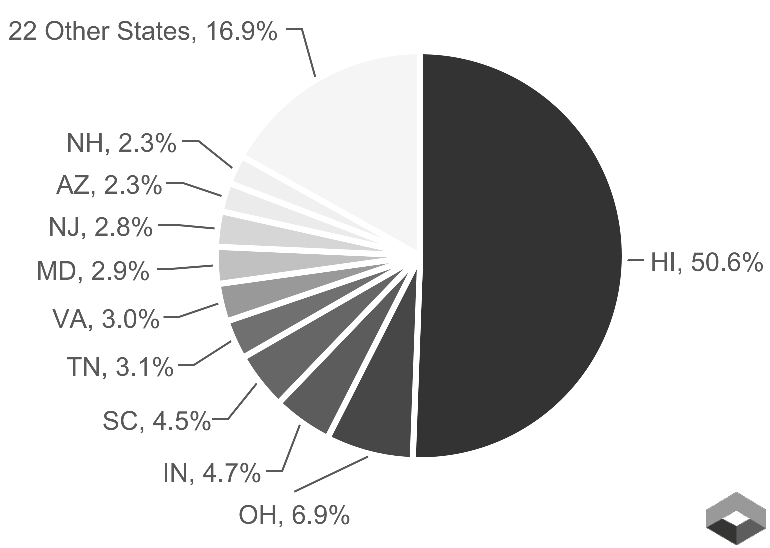
Hawaii Properties

- 226 well-located properties near Oahu's prime CBD.
- 17 million square feet that is 98% leased with a 13 year WALT.
- Account for ~51% of annualized rental revenues.
- Rents reset to fair market value periodically.
- Location & scarcity of land continues to drive portfolio value.

Location and Number of Properties



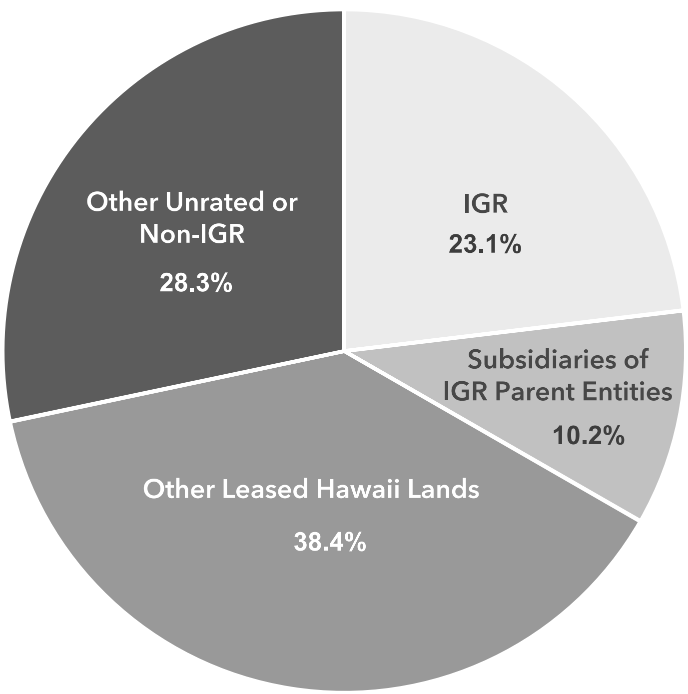
Geographic Mix of Annualized Rental Revenues



STRONG CREDIT QUALITY AND DIVERSIFIED TENANT BASE

More than 70% of annualized rental revenues are derived from investment grade tenants/subsidiaries or from secure Hawaii land leases.

Tenant Credit Characteristics
% of Annualized Rental Revenue

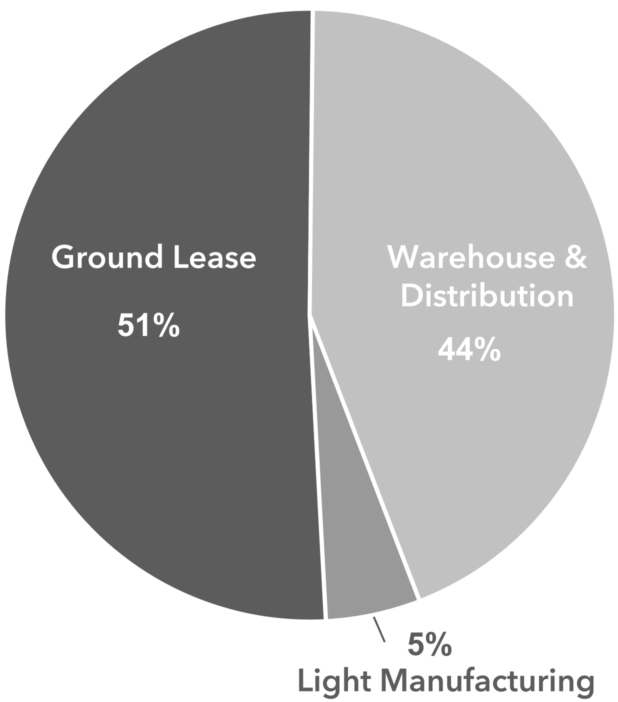


	Top 15 Tenants	% of Total Annualized Rental Revenues
1	Amazon.com Services, Inc. / Amazon.com Services LLC	9.9%
2	Federal Express Corporation / FedEx Ground Package System, Inc.	4.5%
3	Restoration Hardware, Inc.	2.9%
4	American Tire Distributors, Inc.	2.5%
5	Servco Pacific Inc.	2.4%
6	UPS Supply Chain Solutions Inc.	2.3%
7	Par Hawaii Refining, LLC	2.3%
8	EF Transit, Inc.	1.9%
9	BJ's Wholesale Club, Inc.	1.7%
10	Shurtech Brands, LLC	1.6%
11	Coca-Cola Bottling of Hawaii, LLC	1.6%
12	Safeway Inc.	1.6%
13	ELC Distribution Center LLC	1.5%
14	Manheim Remarketing, Inc.	1.5%
15	Exel Inc.	1.4%
	Total	**39.6%**

HIGH QUALITY INDUSTRIAL PROPERTIES

Well located Hawaii land and highly functional industrial properties leased to tenants in thriving industries. Approximately 90% of Mainland rental revenues are generated by logistics facilities.

Property Type
% of Annualized Rental Revenue



Tenant Industry Type	% of Portfolio
Transportation & Shipping	18%
Food & Beverage	13%
E-Commerce	11%
Automotive	11%
Construction & Building Materials	10%
Real Estate & Financial	8%
Wholesale Trade	7%
Energy	4%
Manufacturing	3%
Paper & Packaging	3%
Furniture	3%
Commercial & Electronic Equipment	3%
Other	6%
Total	**100%**

ACQUIRED OVER $1 BILLION OF PROPERTIES

We intend to expand our business by acquiring industrial and logistics properties that serve the growing needs of e-commerce.

Year	Property	Market Area	Square Footage	Purchase Price	Cap Rate	% Leased at Acquisition	Major Tenants
2019	Portfolio - 8 Properties	Indianapolis and Cincinnati	4.2 MSF	$280.0 million	6.1%	100%	Amazon, Whirlpool, Cummins, Stanley Black & Decker
2019	Portfolio - 18 Properties	12 mainland states	8.7 MSF	$624.7 million	6.4%	100%	Amazon, Procter & Gamble, UPS and FedEx
2019	2 Multi-Tenant properties	Columbus	392 KSF	$32.1 million	6.0%	100%	Expolanka USA, LLC
2020	E-Commerce Distribution Center	Phoenix	820 KSF	$71.5 million	5.2%	100%	Amazon
2020	Distribution Center	Kansas City	645 KSF	$44.0 million	6.5%	100%	Excelligence Learning Corporation
2021	Distribution Center	Columbus	358 KSF	$31.5 million	4.6%	100%	Synnex Corporation
2021	Developable Land	Dallas	N/A	$2.2 million	N/A	N/A	N/A
	Total		**15.1 MSF**	**$1.1 billion**			

ACQUISITION STRATEGY

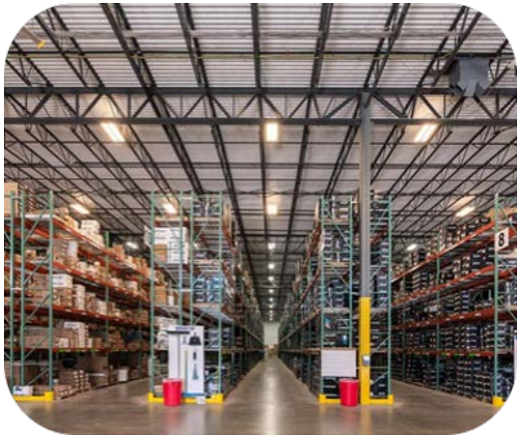
Focused On Acquiring High Quality, Diversified Assets with Stable Cash Flows in Strong Rental Growth Markets

GEOGRAPHY	PRICING	TENANCY	PHYSICAL
• Focus on Top 30 U.S. Industrial Markets. • Strategic expansion into select smaller markets which are experiencing high rental growth.	• Remain disciplined on price. • Focus on long-term risk-adjusted return profile. • Increase returns through rental rate rollups at properties with shorter lease terms.	• High-quality credit tenants. • Stable and consistent cash flows with long WALT. • E-commerce facilities	• Target modern and highly functional facilities. • Expand into last mile e-commerce related facilities in infill locations. • Expansion opportunities with access to developable land.

JOINT VENTURE VALIDATES THE STRENGTH OF ILPT'S PORTFOLIO

Joint Venture raised equity capital at Net Asset Value to reduce debt, resulting in substantially reduced leverage for ILPT.

- Established a $680 million joint venture ("JV") for a portfolio of 12 mainland properties totaling 9.2 million SF.
- ILPT owns 22% and two third-party institutional investors each own a 39% equity interest after contributing approximately $108 million each.
- JV assumed $407 million of existing secured debt on the portfolio.
- Proceeds were used to pay down ILPT's revolving credit facility.
- Provides ILPT with an additional source of attractively priced equity capital.



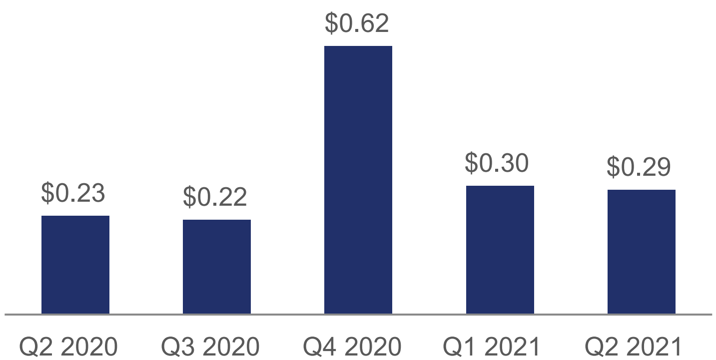
FINANCIALS & LEASING

5 Logistics Drive, Carlisle, PA

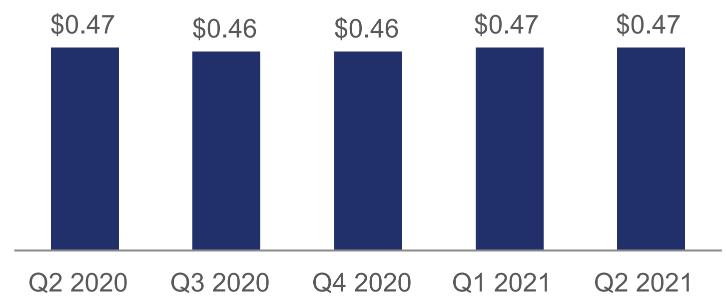
RECENT FINANCIAL PERFORMANCE

Existing portfolio provides stable cash flow and a well covered dividend.

Net Income Attributable to Common Shareholders Per Share

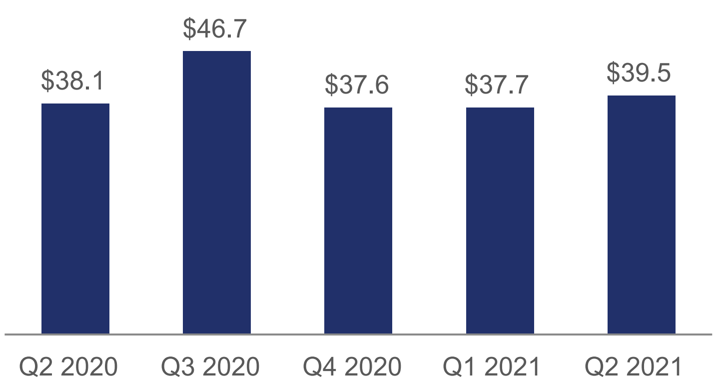


Normalized FFO Per Share



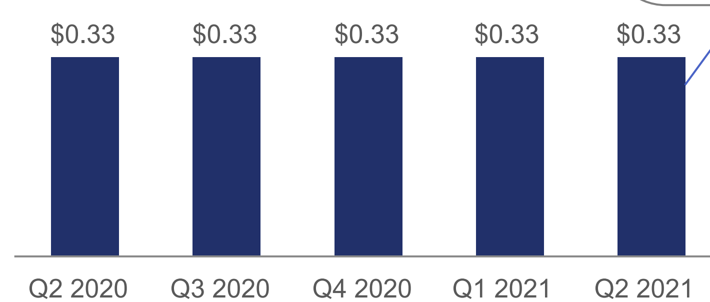
Same Property Cash NOI

($ in millions)



Dividend Per Share

5.0% annualized dividend yield (~2x sector average) and 70.2% normalized FFO payout ratio

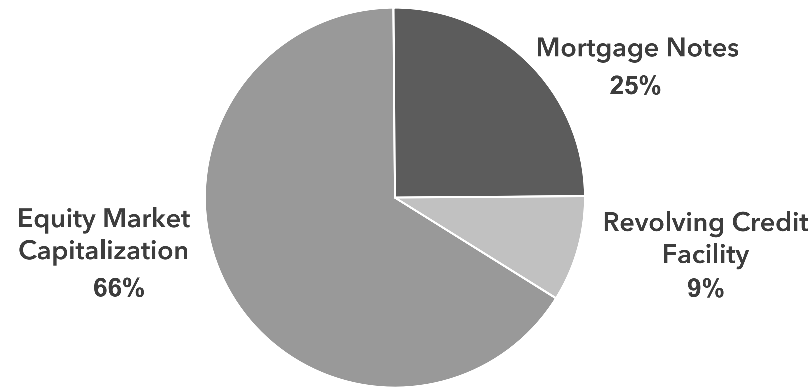


BALANCE SHEET POSITIONED TO SUPPORT GROWTH

Highlights

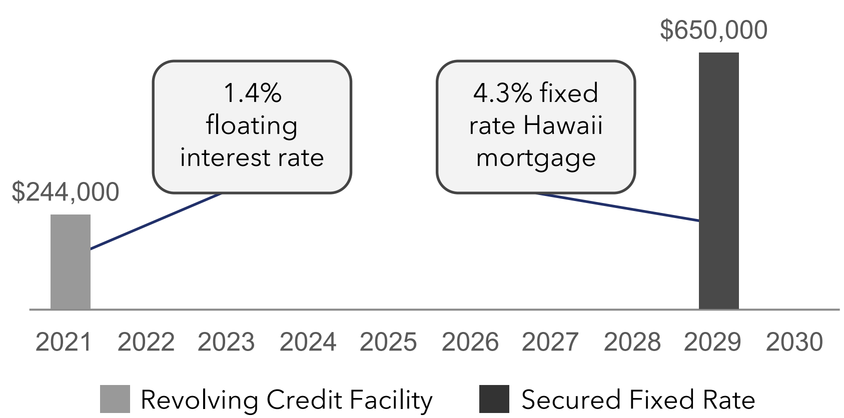
- $2.6 billion in total market capitalization.
- $537 million of cash and revolver availability.
- Minimal debt maturities in the next 8 years.
- 3.5% weighted average interest rate on debt.
- Leverage decreased from 7.2x to 5.3x year over year.

Capital Structure

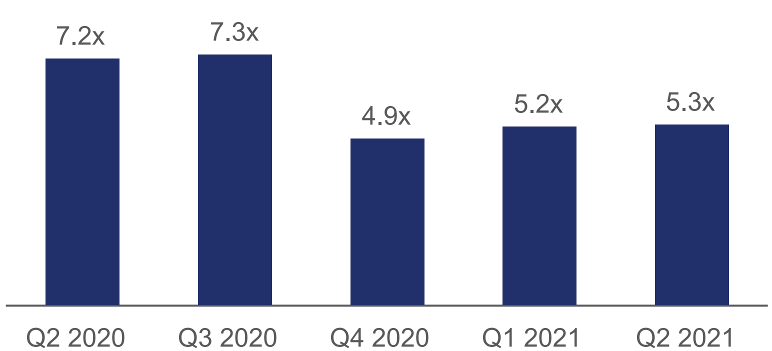


Debt Maturity Schedule

($ in thousands)

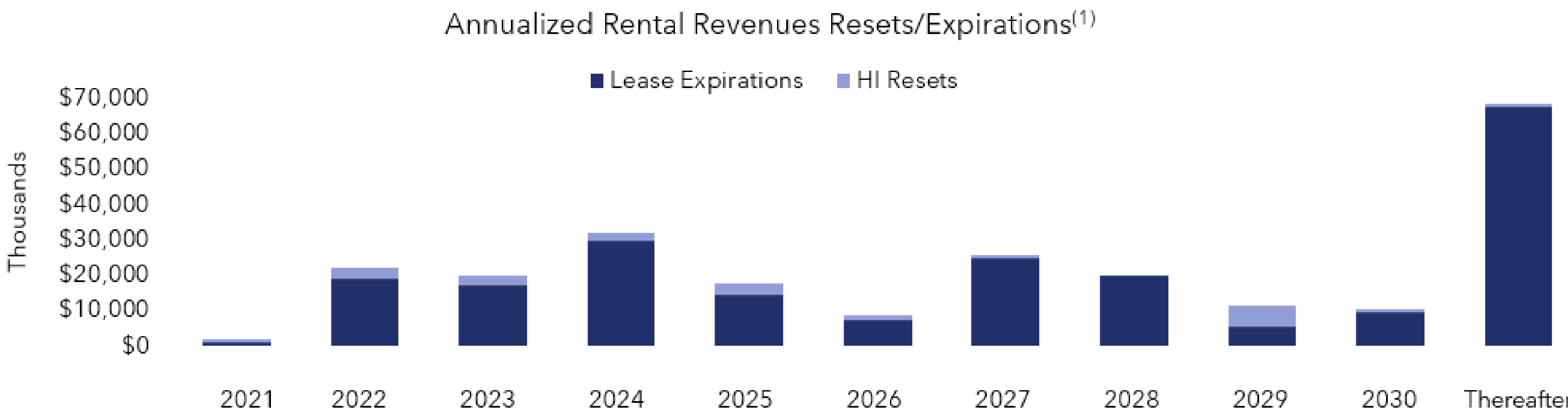


Net Debt / Annualized Adjusted EBITDAre



STABLE CASH FLOWS FROM LONG TERM LEASES

Focused on addressing lease expirations totaling ~30% of rental revenue by the end of 2024 to maximize rent growth and minimize potential downtime and capital costs.



	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	Thereafter
Number of Leases Expiring/Resetting	12	69	36	38	19	10	12	21	16	17	89
Rental Sq. Ft. Expiring/Resetting (000's)	162	2,989	2,992	7,069	3,008	1,186	4,664	2,817	3,557	1,826	8,995
Annualized Rental Revenues Expiring/Resetting ($ in 000's)	$1,498	$21,899	$19,488	$31,608	$17,238	$8,502	$25,421	$19,664	$13,488	$15,238	$68,357
	0.6%	9.0%	8.0%	13.0%	7.1%	3.5%	10.5%	8.1%	5.6%	6.3%	28.3%

1. Resetting leases are shown both in the year of the next reset and in their year of expiration.

HAWAII AND MAINLAND LEASE TERMS ARE CONSISTENT AND SECURE

MAINLAND LEASES

- Fixed rent leases that typically include periodic rent increases.
- Leases largely only require us to maintain certain structural elements of the buildings.
- As leases expire, opportunity exists to raise rents or redevelop properties.
- Tenants generally pay or reimburse property level operating expenses and real estate taxes.

HAWAII LEASES

- 90% of rental revenues are driven by ground leases to tenants that have constructed significant leasehold improvements, increasing likelihood of lease renewals or extensions.
- Rent reset structure allows rent to be adjusted based on fair market values.
- Tenants generally pay or reimburse property level operating expenses and real estate taxes.

MANAGED BY THE RMR GROUP LLC, AN ALTERNATIVE ASSET MANAGER

The RMR Group LLC

$32 Billion
in AUM

More than **600**
CRE Professionals

Over **30** Offices
Throughout the U.S.

RMR Managed Companies

Approximately **$10 billion**
in Annual Revenues

Nearly
2,100
Properties

Approximately
43,000 Employees

RMR's Operations Include:

Financial Services:	Real Estate Services:	Business Services:
Accounting	Acquisitions/ Dispositions	Administration
Capital Markets	Asset Management	Human Resources
Compliance/ Audit	Construction/ Development	Information Technology (IT)
Finance/ Planning	Engineering	Investor Relations
Treasury	Leasing	Marketing
Tax	Property Management	Legal/ Risk Management
	Credit Analysis	

National Multi-Sector Investment Platform

OFFICE | INDUSTRIAL | GOVERNMENT | MEDICAL OFFICE | LIFE SCIENCE | SENIOR LIVING | HOTELS | SERVICE RETAIL

A WINNING TRADITION

RMR RECOGNITION

Fortune Magazine's **Fastest Growing Companies** ranked 75th 2019

IREM **Real Estate Management Excellence Award (REME)** for Leadership & Development 2019

Women on Boards; Winning Organization 2020

Commercial Property Executive **Top Commercial Property Managers**; ranked 9th 2020

Boston Globe's **Top Places to Work**; ranked 28th in Large Company category 2020

Boston Business Journal Middle Market Leader 2020, 2021

GlobeSt. Real Estate Forum's Best Places to Work 2021

SUSTAINABILITY

EPA'S **ENERGY STAR Partner of the Year** 2019 - 2021. 63 properties with EPA **ENERGY STAR** certifications

66 properties with **BOMA** designations. Ranked **#1** for portfolio with most designations

33 properties with **LEED** designations

MANAGEMENT ALIGNED WITH SHAREHOLDER INTERESTS

We believe that being managed by RMR provides us with a depth and quality of management that would be difficult and prohibitively expensive for a company of our size to duplicate.

Key Terms of Management Agreements

- Base Business Management Fee: 0.5% multiplied by the lower of (i) gross historical cost or (ii) average market capitalization.[1]
- Property Management Fees: 3% of gross collected rents and 5% of construction costs.
- Incentive Management Fee: 12% of the out-performance of our total return per share compared to the SNL U.S. REIT Industrial Index over a three year period multiplied by equity market capitalization.[2][3]

Alignment of Interests

- If ILPT's stock price goes up and its total market cap exceeds its historical cost of real estate; RMR base management fee is capped at 50 bps of historical cost of real estate.
- If ILPT's stock price goes down and its historical cost of real estate exceeds its total market cap; RMR gets less base management fee (50 bps on equity market cap plus debt).
- Incentive fee structure keeps RMR focused on increasing total shareholder return.
- Members of RMR senior management are holders of ILPT stock, some subject to long term lock up agreements.
- ILPT shareholders have visibility into RMR, a publicly traded company.
- ILPT benefits from RMR's national footprint and economies of scale of $32 billion platform.

1. $250 million subject to a 0.7% fee.
2. Effective as of January 1, 2019, we amended our business management agreement with RMR so that the SNL U.S. REIT Industrial Index is used for periods beginning on and after January 1, 2019, with the SNL U.S. REIT Equity Index used for periods ending on or prior to December 31, 2018.
3. The measurement periods are generally three year periods ending with the year for which the incentive management fee is being calculated. The actual amount of annual incentive fees for 2021, if any, will be based on the three year period ending December 31, 2021. We did not incur any incentive fee payable to RMR LLC for the year ended December 31, 2020.

APPENDIX

20 Logistics Blvd., Walton, KY

SELECTED FINANCIAL INFORMATION

	As of and For the Three Months Ended				
(dollars in thousands, except for per share data)	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020
Selected Balance Sheet Data:					
Total gross assets	$ 2,091,331	$ 2,058,022	$ 2,057,151	$ 2,659,564	$ 2,659,579
Total assets	$ 1,934,687	$ 1,909,019	$ 1,915,745	$ 2,498,994	$ 2,505,600
Total liabilities	$ 935,611	$ 907,803	$ 912,555	$ 1,421,571	$ 1,418,989
Total equity	$ 999,076	$ 1,001,216	$ 1,003,190	$ 1,077,423	$ 1,086,611
Selected Income Statement Data:					
Rental income	$ 54,180	$ 54,217	$ 60,081	$ 65,106	$ 65,110
Net income	$ 18,831	$ 19,337	$ 40,140	$ 13,814	$ 14,557
Net income attributable to common shareholders	$ 18,831	$ 19,337	$ 40,315	$ 14,089	$ 14,821
NOI	$ 42,350	$ 41,994	$ 46,659	$ 50,559	$ 51,137
Adjusted EBITDA*re*	$ 40,862	$ 40,502	$ 43,554	$ 46,051	$ 46,947
FFO attributable to common shareholders	$ 29,955	$ 30,670	$ 30,177	$ 29,939	$ 30,689
Normalized FFO attributable to common shareholders	$ 30,601	$ 30,670	$ 30,199	$ 30,117	$ 30,569
Per Common Share Data (basic and diluted):					
Net income attributable to common shareholders	$ 0.29	$ 0.30	$ 0.62	$ 0.22	$ 0.23
FFO attributable to common shareholders	$ 0.46	$ 0.47	$ 0.46	$ 0.46	$ 0.47
Normalized FFO attributable to common shareholders	$ 0.47	$ 0.47	$ 0.46	$ 0.46	$ 0.47
Dividends:					
Annualized dividends paid per share	$ 1.32	$ 1.32	$ 1.32	$ 1.32	$ 1.32
Annualized dividend yield (at end of period)	5.0%	5.7%	5.7%	6.0%	6.4%
Normalized FFO attributable to common shareholders payout ratio	70.2%	70.2%	71.7%	71.7%	70.2%

CALCULATION AND RECONCILIATION OF NOI AND CASH BASIS NOI

	For the Three Months Ended					For the Six Months Ended	
(dollars in thousands)	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	6/30/2021	6/30/2020
Calculation of NOI and Cash Basis NOI:							
Rental income	$ 54,180	$ 54,217	$ 60,081	$ 65,106	$ 65,110	$ 108,397	$ 129,388
Real estate taxes	(7,489)	(7,247)	(8,406)	(9,036)	(8,932)	(14,736)	(17,743)
Other operating expenses	(4,341)	(4,976)	(5,016)	(5,511)	(5,041)	(9,317)	(10,222)
NOI	42,350	41,994	46,659	50,559	51,137	84,344	101,423
Non-cash straight line rent adjustments included in rental income	(1,951)	(2,044)	(2,858)	(2,120)	(2,096)	(3,995)	(4,063)
Lease value amortization included in rental income	(171)	(180)	(185)	(202)	(204)	(351)	(404)
Lease termination fees included in rental income	(5)	(507)	–	–	–	(512)	–
Cash Basis NOI	$ 40,223	$ 39,263	$ 43,616	$ 48,237	$ 48,837	$ 79,486	$ 96,956
Reconciliation of Net Income to NOI and Cash Basis NOI:							
Net income	$ 18,831	$ 19,337	$ 40,140	$ 13,814	$ 14,557	$ 38,168	$ 27,251
Equity in earnings of investees	(1,876)	(2,581)	(529)	–	–	(4,457)	–
Income tax expense	42	63	75	13	126	105	189
Income before income tax expense and equity in earnings of investees	16,997	16,819	39,686	13,827	14,683	33,816	27,440
Gain on early extinguishment of debt	–	–	–	–	(120)	–	(120)
Interest expense	8,643	8,741	11,009	12,886	13,205	17,384	27,724
Interest income	–	–	–	–	(2)	–	(113)
Gain on sale of real estate	–	–	(23,996)	–	–	–	–
General and administrative	4,234	3,756	4,723	5,180	4,846	7,990	9,677
Acquisition and certain other transaction related costs	646	–	22	178	–	646	–
Depreciation and amortization	11,830	12,678	15,215	18,488	18,525	24,508	36,815
NOI	42,350	41,994	46,659	50,559	51,137	84,344	101,423
Non-cash straight line rent adjustments included in rental income	(1,951)	(2,044)	(2,858)	(2,120)	(2,096)	(3,995)	(4,063)
Lease value amortization included in rental income	(171)	(180)	(185)	(202)	(204)	(351)	(404)
Lease termination fees included in rental income	(5)	(507)	–	–	–	(512)	–
Cash Basis NOI	$ 40,223	$ 39,263	$ 43,616	$ 48,237	$ 48,837	$ 79,486	$ 96,956

CALCULATION OF EBITDA, EBITDA*re* AND ADJUSTED EBITDA*re*

	For the Three Months Ended					For the Six Months Ended	
(dollars in thousands)	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	6/30/2021	6/30/2020
Net income	$ 18,831	$ 19,337	$ 40,140	$ 13,814	$ 14,557	$ 38,168	$ 27,251
Plus: interest expense	8,643	8,741	11,009	12,886	13,205	17,384	27,724
Plus: income tax expense	42	63	75	13	126	105	189
Plus: depreciation and amortization	11,830	12,678	15,215	18,488	18,525	24,508	36,815
EBITDA	39,346	40,819	66,439	45,201	46,413	80,165	91,979
Gain on sale of real estate	–	–	(23,996)	–	–	–	–
Equity in earnings of unconsolidated joint venture	(1,876)	(2,581)	(529)	–	–	(4,457)	–
Share of EBITDA*re* from unconsolidated joint venture	1,966	2,025	939	–	–	3,991	–
EBITDAre	39,436	40,263	42,853	45,201	46,413	79,699	91,979
Plus: acquisition and certain other transaction related costs	646	–	22	178	–	646	–
Plus: general and administrative expense paid in common shares [1]	780	239	679	672	654	1,019	980
Less: gain on early extinguishment of debt	–	–	–	–	(120)	–	(120)
Adjusted EBITDA*re*	$ 40,862	$ 40,502	$ 43,554	$ 46,051	$ 46,947	$ 81,364	$ 92,839

1. Amounts represent equity based compensation to our trustees, our officers and certain other employees of RMR LLC.

CALCULATION OF FFO AND NORMALIZED FFO ATTRIBUTABLE TO COMMON SHAREHOLDERS

	For the Three Months Ended					For the Six Months Ended	
	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	6/30/2021	6/30/2020
Net income attributable to common shareholders	$ 18,831	$ 19,337	$ 40,315	$ 14,089	$ 14,821	$ 38,168	$ 27,667
Depreciation and amortization	11,830	12,678	15,215	18,488	18,525	24,508	36,815
Equity in earnings of unconsolidated joint venture	(1,876)	(2,581)	(529)	–	–	(4,457)	–
Share of FFO from unconsolidated joint venture	1,170	1,236	556	–	–	2,406	–
Gain on sale of real estate	–	–	(23,996)	–	–	–	–
FFO adjustments attributable to noncontrolling interest	–	–	(1,384)	(2,638)	(2,657)	–	(3,634)
FFO attributable to common shareholders	29,955	30,670	30,177	29,939	30,689	60,625	60,848
Acquisition and certain other transaction related costs	646	–	22	178	–	646	–
Gain on early extinguishment of debt	–	–	–	–	(120)	–	(120)
Normalized FFO attributable to common shareholders	$ 30,601	$ 30,670	$ 30,199	$ 30,117	$ 30,569	$ 61,271	$ 60,728
Weighted average common shares outstanding - basic	65,146	65,139	65,139	65,112	65,089	65,142	65,082
Weighted average common shares outstanding - diluted	65,207	65,177	65,152	65,129	65,091	65,192	65,087
Per Common Share Data (basic and diluted):							
Net income attributable to common shareholders	$ 0.29	$ 0.30	$ 0.62	$ 0.22	$ 0.23	$ 0.58	$ 0.42
FFO attributable to common shareholders	$ 0.46	$ 0.47	$ 0.46	$ 0.46	$ 0.47	$ 0.93	$ 0.93
Normalized FFO attributable to common shareholders	$ 0.47	$ 0.47	$ 0.46	$ 0.46	$ 0.47	$ 0.94	$ 0.93

CAPITALIZATION

(dollars and shares in thousands, except per share data)		As of and For the Three Months Ended 6/30/2021
Revolving Credit Facility	$	244,000
Mortgage Note		650,000
Total Debt	$	894,000
Less: Cash		(30,512)
Net Debt	$	863,488
Total Shares Outstanding		65,314
Share Price at End of Period	$	26.14
Total Equity Market Capitalization	$	1,707,308
Total Market Capitalization	$	2,601,308
Net Debt / Total Market Capitalization		33.2 %
Net Debt / Annualized Adjusted EBITDAre		5.3x

DEFINITIONS

Non-GAAP Financial Measures:

We present certain "non-GAAP financial measures" within the meaning of applicable SEC rules, including FFO attributable to common shareholders, Normalized FFO attributable to common shareholders, EBITDA, EBITDAre, Adjusted EBITDAre, NOI and Cash Basis NOI. These measures do not represent cash generated by operating activities in accordance with GAAP and should not be considered alternatives to net income or net income attributable to common shareholders as indicators of our operating performance or as measures of our liquidity. These measures should be considered in conjunction with net income and net income attributable to common shareholders as presented in our condensed consolidated statements of income. We consider these non-GAAP measures to be appropriate supplemental measures of operating performance for a REIT, along with net income and net income attributable to common shareholders. We believe these measures provide useful information to investors because by excluding the effects of certain historical amounts, such as depreciation and amortization expense, they may facilitate a comparison of our operating performance between periods and with other REITs and, in the case of NOI and Cash Basis NOI, reflecting only those income and expense items that are generated and incurred at the property level may help both investors and management to understand the operations of our properties.

NOI and Cash Basis NOI:

The calculations of net operating income, or NOI, and Cash Basis NOI exclude certain components of net income in order to provide results that are more closely related to our property level results of operations. We calculate NOI and Cash Basis NOI as shown on page 27. We define NOI as income from our rental of real estate less our property operating expenses. NOI excludes amortization of capitalized tenant improvement costs and leasing commissions that we record as depreciation and amortization expense. We define Cash Basis NOI as NOI excluding non-cash straight line rent adjustments, lease value amortization and lease termination fees, if any. We use NOI and Cash Basis NOI to evaluate individual and company-wide property level performance. Other real estate companies and REITs may calculate NOI and Cash Basis NOI differently than we do.

EBITDA, EBITDA*re* and Adjusted EBITDA*re*:

We calculate earnings before interest, taxes, depreciation and amortization, or EBITDA, EBITDA for real estate, or EBITDA*re,* and Adjusted EBITDA*re* as shown on page 28. EBITDA*re* is calculated on the basis defined by The National Association of Real Estate Investment Trusts, or Nareit, which is EBITDA, including our proportionate share of EBITDA*re* from unconsolidated joint venture properties, and excluding gains and losses on the sale of real estate, equity in earnings of an unconsolidated joint venture, loss on impairment of real estate assets, if any, as well as certain other adjustments currently not applicable to us. In calculating Adjusted EBITDA*re*, we adjust for the items shown on page 28 and include business management incentive fees, if any, only in the fourth quarter versus the quarter when they are recognized as expense in accordance with GAAP due to their quarterly volatility not necessarily being indicative of our core operating performance and the uncertainty as to whether any such business management incentive fees will be payable when all contingencies for determining such fees are known at the end of the calendar year. Other real estate companies and REITs may calculate EBITDA, EBITDA*re* and Adjusted EBITDA*re* differently than we do.

FFO and Normalized FFO Attributable to Common Shareholders:

We calculate funds from operations, or FFO, attributable to common shareholders, and Normalized FFO attributable to common shareholders as shown on page 29. FFO attributable to common shareholders is calculated on the basis defined by Nareit, which is net income attributable to common shareholders, calculated in accordance with GAAP, excluding any gain or loss on sales of real estate and equity in earnings of an unconsolidated joint venture, plus real estate depreciation and amortization of consolidated properties and its proportionate share of FFO of unconsolidated joint venture properties and minus FFO adjustments attributable to noncontrolling interest, as well as certain other adjustments currently not applicable to us. In calculating Normalized FFO attributable to common shareholders, we adjust for the items shown on page 29, if any, and include business management incentive fees, if any, only in the fourth quarter versus the quarter when they are recognized as an expense in accordance with GAAP due to their quarterly volatility not necessarily being indicative of our core operating performance and the uncertainty as to whether any such business management incentive fees will be payable when all contingencies for determining such fees are known at the end of the calendar year. FFO attributable to common shareholders and Normalized FFO attributable to common shareholders are among the factors considered by our Board of Trustees when determining the amount of distributions to our shareholders. Other factors include, but are not limited to, requirements to maintain our qualification for taxation as a REIT, limitations in the agreement governing our debt, the availability to us of debt and equity capital, our distribution rate as a percentage of the trading price of our common shares, or dividend yield, and our dividend yield compared to the dividend yields of other industrial REITs, our expectation of our future capital requirements and operating performance and our expected needs for and availability of cash to pay our obligations. Other real estate companies and REITs may calculate FFO attributable to common shareholders and Normalized FFO attributable to common shareholders differently than we do.

INVESTOR PRESENTATION

August 2021

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