About CenterPoint Properties

» Experienced Infrastructure and Transportation-Related Industrial Property Company
» Fully Integrated: Large Scale Development, Redevelopment, Investment and Operations
» Founded in 1984, Public in 1993 on NYSE, 25 Years of Successful Innovation
» Acquired and Privatized in 2006 by CalPERS, Largest U.S. Pension Fund
» Sources (CalPERS) = Uses (Infrastructure)
» 9,000+ Acres in Development
» 30 Million SF Portfolio
» Extensive Logistics Relationships
» Annual Activity $1 Billion
» Offices:
  o Chicago, IL - Headquarters
  o Hampton Roads, VA
  o Los Angeles, CA
  o Hong Kong, China

Sources (CalPERS) = Uses (Infrastructure)
1.6 Billion SF
1.3 Billion SF
100 Million SF
Development Locations
CenterPoint Offices
Why Chicago Matters?

» 12.25% of Nation’s Space
» 1.3B SF Industrial Market
» As Diverse as the Nation
» Vital U.S. Transportation, Agricultural and Manufacturing Hub
» 60% of Nation’s Rail Freight Moves Through Chicago
» Only Place in North America All Six Class I Railroad’s Converge
» 1,200 Trains, 37,500 Freight Cars Pass Daily
» Top 5 Container Hub in the World
Why The Intermodal Business?

Highway Infrastructure vs. Miles Traveled
Indexed: 1980 = 100%

Vehicle Miles Traveled
Lane Miles Constructed
Growth of Freight Rail

Projected Rail Freight Growth in United States
Greater Chicago is the Hub

Source: USDOT
Strategic Focus Aligned With Intermodal Freight Growth

- Container freight growth will translate to intermodal rail demand.
- Efficiency will demand that freight moves on fewer, more dense lanes that serve population centers.
- Cities with significant port and intermodal traffic will support large and active industrial real estate markets.

TEU - Twenty Foot Equivalent Units
Source: Global Insight, 2009
21st Century Economic Engine: The Integrated Intermodal Center

» Rail service, interstate proximity, labor
» Minimizes drayage and eliminates demurrage
» Foreign Trade Zone
» Locates all supply chain components on ONE CAMPUS:
  o Rail Terminal, Cross-Dock, Container Storage Yards, DC
» Relieves rail, truck and commuter congestion in the region
» Creates thousands of construction and permanent jobs
» Expands and improves regional infrastructure
» Private road system allows overweight loads, utilization of yard hostlers
» Size and scale allows for next wave of “Green” initiatives
» Creates platform for corporate carbon footprint reductions
» Allows implementation of “supplier campus”
» Dense atmosphere for flexible real estate terms
Chicagoland’s Intermodal Growth Corridor
CenterPoint Intermodal Center-Joliet, IL

» Nation’s Largest Inland Port
  o Connects Chicago to West and East Coast ports
  o 6,000+ acres
  o Multi-Use Zoning
  o BNSF’s 750-acre intermodal terminal
  o UPRR’s 780-acre intermodal terminal
  o 4-6 million TEUs per annum
  o 30 million SF of industrial facilities
  o 10,000 jobs today – 25,000 at completion
  o Foreign Trade Zone

» $3 Billion CenterPoint Investment

» Public-Private Partnership
  o 60% industrial submarket growth since opening ( 90M SF → 140M SF )
Top 15 North American Container Port Rankings

Source: AAPA Advisory, May 2009

2008 TOTAL TEU

- Los Angeles: 7,849,985
- Long Beach: 6,350,126
- New York/New Jersey: 5,265,058
- Savannah: 2,616,126
- Vancouver: 2,492,107
- Oakland: 2,236,244
- Hampton Roads (VA): 2,083,278
- Tacoma: 1,861,352
- Houston: 1,794,309
- Seattle: 1,704,482
- Charleston: 1,635,534

* CIC-Joliet/Elwood 3,000,000 (Base Case)

- Honolulu: 1,124,388
- Port Everglades: 985,095
- Miami: 828,349
- Jacksonville: 697,494
- Baltimore: 612,877
Will County Industrial Inventory Growth

Inventory More Than Doubled Since 2002

CIC – Elwood / BNSF LPC
Opens Q4 2002

2000: 51,558,299
2001: 55,725,230
2002: 59,991,617
2003: 65,754,483
2004: 73,661,083
2005: 83,053,766
2006: 93,814,511
2007: 116,475,809
2008: 124,901,659
CenterPoint Intermodal Center – Elwood, IL

- $1 Billion+ CenterPoint Investment
- 2,500-Acre Integrated Logistics Center
- 1,400-Acre Industrial Park
- 1,000-Acre BNSF Intermodal Facility
- Excellent National Connectivity
- International Service
- 12+ Million SF Industrial Facilities
- 100-Acre Equipment Management Area
CenterPoint Intermodal Center – Joliet, IL

» $2 Billion+ CenterPoint Investment
» 3,600-Acre Integrated Logistics Center
» 2,200-Acre Industrial Park
» 950-Acre Intermodal Facility

» Excellent National Connectivity
» International and Domestic Service
» 18 Million SF Industrial Facilities
» 450-Acre Equipment Management Area
Virginia: Situational Assessment

**Strengths**
- Deep water & Air draft
- Expansion capacity
  - APMT/VIT venture
  - Craney Island development
- Dual Class I railroad service
  - Norfolk Southern
  - CSX Transportation
- VIT operating expertise
- VPA global marketing platform
- Strength of maritime community

**Challenges**
- Lack of capital funding for infrastructure improvements at the Port to improve efficiency
- Lack of capital funding for regional transportation projects that will constrain port volumes
- Need a stronger inland distribution and supply chain strategy both in Virginia and in key markets such as Chicago
The Virginia Partnership: Philosophy

» **SIGNIFICANT FUNDING:**
  - $8.9 Billion in total value over the life of the concession; $3.5 Billion in present dollars

» **PROFIT SHARING ALIGNS OUR INTERESTS:**
  - Incentive-based contract will ensure public interest is protected

» **LONG-TERM PERSPECTIVE:**
  - CenterPoint’s business model is not reliant on dangerous leverage
  - Risk transfers from the Commonwealth to CenterPoint

» **LONG TERM OPERATING CONTRACT, NOT A ONE-TIME SALE:**
  - VPA retains ownership; CenterPoint granted concession
  - A 60 year partnership