# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

# FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

August 8, 2018
Date of Report (Date of earliest event reported)

# PLYMOUTH INDUSTRIAL REIT, INC.

(Exact Name of Registrant as Specified in Its Charter)

MARYLAND (State or Other Jurisdiction of Incorporation) 001-38106 (Commission File Number) 27-5466153 (IRS Employer Identification No.)

260 Franklin Street, 7th Floor Boston, MA 02110 (Address of Principal Executive Offices) (Zip Code)

(617) 340-3814 (Registrant's Telephone Number, Including Area Code)

	k the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions ( see ral Instruction A.2. below):
	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
	ate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).
Emerg	ging growth company
	emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial inting standards provided pursuant to Section 13(a) of the Exchange Act.

#### Item 2.02 Results of Operations and Financial Condition

On August 8, 2018, Plymouth Industrial REIT, Inc. (the "Company") issued a press release (the "Earnings Release") announcing, among other things, earnings for the quarter ended June 30, 2018. The text of the Earnings Release is included as Exhibit 99.1 to this Current Report.

The Earnings Release is furnished pursuant to Item 2.02 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or subject to the liabilities of that Section. The information in this Current Report shall not be incorporated by reference in any filing under the Securities Act of 1933, as amended (the "Securities Act"), or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

### Item 7.01 Regulation FD Disclosure.

On August 8, 2018, the Company disclosed a supplemental analyst package in connection with its earnings conference call for the quarter ended June 30, 2018 which will take place on August 9, 2018. A copy of the supplemental analyst package is attached hereto as Exhibit 99.2.

The supplemental analyst package is furnished pursuant to Item 7.01 and shall not be deemed "filed" for purposes of Section 18 of the Exchange Act, or subject to the liabilities of that Section. The information in this Current Report shall not be incorporated by reference in any filing under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits:

Exhibit No.	Description
99.1	Press Release dated August 8, 2018
99.2	Supplemental Analyst Package – Second Quarter 2018

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PLYMOUTH INDUSTRIAL REIT, INC.

Date: August 8, 2018 By: /s/ Jeffrey E. Witherell

Jeffrey E. Witherell Chief Executive Officer



#### Contact:

Tripp Sullivan SCR Partners (615) 760-1104 TSullivan@scr-ir.com

#### PLYMOUTH INDUSTRIAL REIT REPORTS SECOND QUARTER RESULTS AND AFFIRMS GUIDANCE

**BOSTON, August 8, 2018** – Plymouth Industrial REIT, Inc. (NYSE America: PLYM) (the "Company") today announced its consolidated financial results for the quarter ended June 30, 2018 and other recent developments. A comparison of the reported amounts per share for the second quarter of 2018 to prior-year periods has been affected by an increase in the common stock outstanding resulting from the completion of, and the use of proceeds from, the Company's initial public offering (the "IPO") in June 2017 and its preferred stock offering in October 2017, as discussed below.

#### Second Quarter and Subsequent Highlights

- Reported results for the second quarter of 2018 reflect a net loss attributable to common stockholders of \$7.7 million, or \$(2.27) per weighted average common share, including a loss on extinguishment of debt of \$3.6 million; net operating income ("NOI") of \$8.2 million; Funds from Operations ("FFO") of \$2.5 million; FFO attributable to common stockholders and unit holders of \$0.39 per weighted average common share and units; and Adjusted FFO ("AFFO") of \$0.42 per weighted average common share and units.
- For the second quarter of 2018, declared a regular quarterly cash dividend of \$0.375 for the common stock and a regular quarterly cash dividend of \$0.46875 per share for the 7.50% Series A Cumulative Redeemable Preferred Stock ("the Preferred Stock").
- On April 9, 2018, the Company acquired two Class B industrial properties totaling 270,000 square feet in the Chicago area for \$15.675 million in cash and a projected initial yield of 8.0%.
- From April to July 2018, the Company completed a series of financings totaling \$135 million that eliminated variable rate and higher interest rate debt, resulting in 80% of its total debt at fixed rates maturing over the next 5 to 10 years with a weighted average interest rate of 4.13%.
- On July 23, 2018, the Company completed an underwritten registered public offering of 1.1 million shares of common stock that resulted in net proceeds of approximately \$16.0 million.

Jeff Witherell, Chairman and Chief Executive Officer of Plymouth Industrial REIT, noted, "Our focus continues to be on improving our portfolio through re-leasing, asset management and acquisitions as well as enhancing our capital structure. We made major strides on all fronts as we had over 857,000 square feet of new and renewal leases commencing this quarter, bringing our occupancy to 93.4%. The reconciliation of the balance sheet was substantial as we completed over \$135 million of new financings that locked up 80% of our debt with low, long-term fixed rates and eliminated high interest rate mezzanine debt. The recent overnight follow-on offering also raised \$16 million in equity while enabling us to achieve shelf registration eligibility, which should improve our future ability to access capital when the market is appropriately rewarding the embedded value we have created in the portfolio."

### Financial Results for the Second Quarter of 2018

The completion of the IPO on June 14, 2017 and a preferred stock offering on October 25, 2017 provided the Company with a meaningfully different capital structure compared to the prior-year period. The Company believes the use of IPO proceeds and related higher share count, makes year-over-year comparisons less meaningful, particularly on a per share basis.

Net loss attributable to common stockholders for the quarter ended June 30, 2018 was \$7.7 million, or \$(2.27) per weighted average common share outstanding, compared with net loss attributable to common stockholders of \$1.2 million, or \$(1.26) per weighted average common share, for the same period in 2017. The increase in net loss for the second quarter of 2018 was primarily due to an increase in depreciation and amortization expense of \$3.7 million, a Loss on Debt Extinguishment of \$3.6 million related to the payoff of the prior mezzanine debt, and, increased general and administrative expense for professional fees related to public company requirements of approximately \$160.000.

Consolidated total revenues for the quarter ended June 30, 2018 were \$12.0 million, compared with \$5.0 million for the same period in 2017.

Net operating income (NOI) for the quarter ended June 30, 2018 was \$8.2 million compared with NOI of \$3.5 million for the same period in 2017. NOI in the current quarter included a one-time reduction in operating expenses for real estate tax accruals of \$520,000.

EBITDA for the quarter ended June 30, 2018 was \$6.7 million compared with \$2.2 million for the same period in 2017.

FFO for the quarter ended June 30, 2018 was \$2.5 million compared with \$(583,000) for the same period in 2017, primarily as a result of significantly higher NOI, the adjustment for loss on extinguishment of debt and the increase in weighted average shares following the IPO in June 2017. FFO attributable to common stockholders and unit holders for the quarter ended June 30, 2018 was \$1.6 million, or \$0.39 per weighted average common share and units, compared with \$(583,000), or \$(0.63) per weighted average common share, for the same period in 2017. The increase was due to the reasons noted above for FFO, offset by \$1.0 million of preferred stock dividends.

AFFO for the quarter ended June 30, 2018 was \$1.7 million, or \$0.42 per weighted average common share and units, compared with \$(399,000), or \$(0.43) per weighted average common share, for the same period in 2017, primarily driven by the change in FFO, an increase in deferred finance fees and non-cash interest of \$655,000 offset by increased straight line rent and above/below market rent adjustments and recurring capital expenditures and lease commissions of approximately \$813,000 incurred in the quarter and the increase in weighted average shares following the IPO in June 2017.

#### **Investment Activity**

As of June 30, 2018, the Company had real estate investments comprised of 51 industrial properties totaling 9.5 million square feet with occupancy of 93.4%. On April 9, 2018, the Company completed the acquisition of two single-tenant Class B industrial properties totaling 270,000 square feet in the greater Chicago area for \$15.675 million in total consideration. The purchase price is projected to provide an initial yield of 8.0%.

#### **Leasing Activity**

Leases commencing during the second quarter totaled an aggregate of 857,000 square feet, of which 812,000 square feet was for leases of at least six months. The leases six months or longer included 147,000 square feet of renewal leases and 665,000 square feet of new leases. The Company will experience an 8.4% increase in rental rates on a cash basis from these leases. The leasing activity for the quarter was heavily influenced by the 527,127-square-foot lease that commenced in April 2018 at the Company's property at 3500 Southwest Boulevard in Columbus, Ohio.

For the six months ended June 30, 2018, leases executed totaled 1,362,000 square feet, of which 1,121,000 square feet was for leases of at least six months. The leases six months or longer included 294,000 square feet of renewal leases and 827,000 square feet of new leases. The Company will experience a 7.7% increase in rental rates, on a cash basis, from all of the leases executed in the first six months of 2018 with a lease term of at least six months.

#### **Capital Markets Activity**

On April 30, 2018, the Company closed on a 10-year, \$21.5 million mortgage with a fixed interest rate of 3.78% that is secured by seven industrial properties. Proceeds from the new financing were used to pay down outstanding borrowings on the Company's senior secured revolving credit facility.

On May 24, 2018, the Company repaid in full its outstanding mezzanine debt, which was scheduled to mature in October 2023 and had an interest rate of 15.0%, with proceeds from a new \$35.7 million senior secured term loan that bears interest at LIBOR plus 700 basis points and matures in August 2021.

On July 10, 2018, the Company closed on a new 10-year \$78.0 million loan with a fixed interest rate of 4.35% and secured by 18 Chicago area properties. The proceeds, together with additional working capital, were used to repay in full the Company's \$79.8 million variable rate secured term loan that was scheduled to mature in December 2019 and had a floating interest rate of 310 basis points over LIBOR.

On July 23, 2018, the Company closed on an underwritten registered public offering of 1.1 million shares of its common stock, resulting in net proceeds to the Company of approximately \$16.2 million.

#### **Quarterly Distributions to Stockholders**

On June 1, 2018, the Company's Board of Directors declared a regular quarterly cash dividend of \$0.46875 per share for the Company's Preferred Stock for the second quarter of 2018. The dividend was paid on July 2, 2018 to stockholders of record on June 15, 2018.

On June 14, 2018, the Company's Board of Directors declared a regular quarterly cash dividend of \$0.375 per share for Company's common stock for the second quarter of 2018. The dividend was payable on July 31, 2018, to stockholders of record on June 29, 2018.

#### 2018 Outlook

The Company affirmed its 2018 guidance for revenues and NOI previously issued on May 3, 2018. The information provided contains estimates based on the Company's anticipated results of operations for 2018. All estimates exclude any potential impact from additional acquisitions:

- Total revenues of \$44.8 million to \$45.6 million
- Net operating income of \$28.9 million to \$29.8 million
- General and administrative expenses of \$5.0 million to \$5.7 million, including non-cash expenses of \$0.8 million to \$1.0 million
- 5.1 million common shares and operating partnership units outstanding

#### **Earnings Conference Call and Webcast**

The Company will host a conference call and live audio webcast, both open for the general public to hear, on Thursday, August 9, 2018 at 10:00 a.m. Eastern Time. The number to call for this interactive teleconference is (412) 717-9587. A replay of the call will be available through August 16, 2018, by dialing (412) 317-0088 and entering the replay access code, 10122697.

The live audio webcast of the Company's quarterly conference call will be available online in the Investor Relations section of the Company's website at www.plymouthreit.com. The online replay will be available approximately one hour after the end of the call and archived for approximately 90 days.

#### **About Plymouth**

Plymouth Industrial REIT, Inc. is a vertically integrated and self-managed real estate investment trust focused on the acquisition and operation of single and multi-tenant industrial properties located in secondary and select primary markets across the United States. The Company seeks to acquire properties that provide income and growth that enable the Company to leverage its real estate operating expertise to enhance shareholder value through active asset management, prudent property re-positioning and disciplined capital deployment.

#### **Forward-Looking Statements**

This press release includes "forward-looking statements" that are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1934. The forward-looking statements in this release do not constitute guarantees of future performance. Investors are cautioned that statements in this press release, which are not strictly historical statements, including, without limitation, statements regarding management's plans, objectives and strategies, constitute forward-looking statements. Such forward-looking statements are subject to a number of known and unknown risks and uncertainties that could cause actual results to differ materially from those anticipated by the forward-looking statement, many of which may be beyond our control. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "plan," "seek," "will," "expect," "intend," "estimate," "anticipate," "believe" or "continue" or the negative thereof or variations thereon or similar terminology. Any forward-looking information presented herein is made only as of the date of this press release, and we do not undertake any obligation to update or revise any forward-looking information to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise.

### PLYMOUTH INDUSTRIAL REIT, INC. CONDENSED CONSOLIDATED BALANCE SHEETS UNAUDITED

(In thousands, except share and per share amounts)

	June 30, 2018	Dec	cember 31, 2017
Assets			
Real estate properties	\$ 320,863	\$	303,402
Less accumulated depreciation	(32,809)		(25,013)
Real estate properties, net	288,054		278,389
Cash	4,311		12,915
Cash held in escrow	6,221		5,074
Restricted cash	1,596		1,174
Deferred lease intangibles, net	25,020		27,619
Other assets	7,430		4,782
Total assets	\$ 332,632	\$	329,953
Liabilities, Series A Preferred Stock and Equity			
Liabilities:			
Secured debt, net	251,919		195,431
Mezzanine debt, net	231,717		29,364
Borrowings under line of credit, net	18,678		20,837
Deferred interest			1,357
Accounts payable, accrued expenses and other liabilities	16,864		16,015
Deferred lease intangibles, net	6,657		6,807
Total Liabilities	294,118		269,811
Preferred stock, Series A; \$0.01 par value, 100,000,000 shares authorized; 2,040,000 shares issued and outstanding (aggregate			
liquidation preference of \$51,000)	48,868		48,931
Equity (Deficit):			
Common stock, \$0.01 par value: 900,000,000 shares authorized; 3,556,043 and 3,819,201 shares issued and outstanding at June 30, 2018 and December 31, 2017, respectively	36		39
Julie 50, 2018 and December 51, 2017, respectively	30		39
Additional paid in capital	114,085		123,270
Accumulated deficit	 (129,982)		(119,213)
Total stockholders' equity (deficit)	(15,861)		4,096
Non-controlling interest	 5,507		7,115
Total equity (deficit)	 (10,354)		11,211
Total liabilities, Series A preferred stock and equity	\$ 332,632	\$	329,953

# PLYMOUTH INDUSTRIAL REIT, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS UNAUDITED

(In thousands, except share and per share amounts)

	For the Three Months Ended June 30,			For the Six Months Ended June 30,			
		2018	une 30,	2017	 2018		2017
		2016		2017	 2016		2017
Rental revenue	\$	9,019	\$	3,650	\$ 17,503	\$	7,295
Tenant recoveries		2,957		1,376	5,903		2,669
Other revenue		71		1	521		1
Total revenues		12,047		5,027	23,927		9,965
Operating expenses:							
Property		3,787		1,517	8,240		2,925
Depreciation and amortization		6,444		2,785	12,986		5,557
General and administrative		1,533		1,209	2,905		1,933
Acquisition costs		_		82	_		82
Total operating expenses		11,764		5,593	24,131		10,497
Operating income/(loss)		283		(566)	(204)		(532)
Other expense:							
Interest expense		(4,216)		(2,802)	(8,202)		(5,743)
Loss on debt extinguishment		(3,601)		_	(3,601)		_
Total other expense		(7,817)		(2,802)	(11,803)		(5,743)
Net loss	\$	(7,534)	\$	(3,368)	\$ (12,007)	\$	(6,275)
Net loss attributable to non-controlling interest	\$	(829)	\$	(2,209)	\$ (1,292)	\$	(4,674)
Net loss attributable to Plymouth Industrial REIT, Inc.	\$	(6,705)	\$	(1,159)	\$ (10,715)	\$	(1,601)
Less: Series A preferred stock dividends		956		_	1912		_
Less: amount allocated to participating securities		46		_	107		_
Net loss attributable to common shareholders	\$	(7,707)	\$	(1,159)	\$ (12,734)	\$	(1,601)
Net loss per share attributable to Plymouth Industrial REIT, Inc. common stockholders	\$	(2.27)	\$	(1.26)	\$ (3.61)	\$	(2.55)
Weighted-average common shares outstanding basic and diluted		3,400,012		922,885	 3,522,959		629,057

#### **Non-GAAP Financial Measures Definitions**

**Net Operating Income (NOI):** We consider net operating income, or NOI, to be an appropriate supplemental measure to net income because it helps both investors and management understand the core operations of our properties. We define NOI as total revenue (including rental revenue, tenant reimbursements, management, leasing and development services revenue and other income) less property-level operating expenses including allocated overhead. NOI excludes depreciation and amortization, general and administrative expenses, impairments, gain/loss on sale of real estate, interest expense, and other non-operating items

**EBITDA:** We believe that earnings before interest, taxes, depreciation and amortization, or EBITDA, is helpful to investors as a supplemental measure of our operating performance as a real estate company because it is a direct measure of the actual operating results of our industrial properties. We also use this measure in ratios to compare our performance to that of our industry peers. EBITDA as presented herein is equal to EBITDAre as defined by NAREIT.

Funds From Operations attributable to common stockholders ("FFO"): Funds from operations, or FFO, is a non-GAAP financial measure that is widely recognized as a measure of REIT operating performance. We consider FFO to be an appropriate supplemental measure of our operating performance as it is based on a net income analysis of property portfolio performance that excludes non-cash items such as depreciation. The historical accounting convention used for real estate assets requires straight-line depreciation of buildings and improvements, which implies that the value of real estate assets diminishes predictably over time. Since real estate values rise and fall with market conditions, presentations of operating results for a REIT, using historical accounting for depreciation, could be less informative. We define FFO, consistent with the National Association of Real Estate Investment Trusts, or NAREIT, definition, as net income, computed in accordance with GAAP, excluding: gains (or losses) from sales of property, depreciation and amortization of real estate assets, impairment losses, losses on extinguishment of debt and after adjustments for unconsolidated partnerships and joint ventures. Adjustments for unconsolidated partnerships and joint ventures will be calculated to reflect FFO on the same basis. Other equity REITs may not calculate FFO (in accordance with the NAREIT definition) as we do, and, accordingly, our FFO may not be comparable to such other REITs' FFO. FFO should not be used as a measure of our liquidity, and is not indicative of funds available for our cash needs, including our ability to pay dividends.

Adjusted Funds From Operations attributable to common stockholders ("AFFO"): Adjusted funds from operation, or AFFO, is presented in addition to FFO. AFFO is defined as FFO, excluding certain non-cash operating revenues and expenses, acquisition and transaction related costs for transactions not completed and recurring capitalized expenditures. Recurring capitalized expenditures includes expenditures required to maintain and re-tenant our properties, tenant improvements and leasing commissions. AFFO further adjusts FFO for certain other non-cash items, including the amortization or accretion of above or below market rents included in revenues, straight line rent adjustments, impairment losses, non-cash equity compensation and non-cash interest expense.

We believe AFFO provides a useful supplemental measure of our operating performance because it provides a consistent comparison of our operating performance across time periods that is comparable for each type of real estate investment and is consistent with management's analysis of the operating performance of our properties. As a result, we believe that the use of AFFO, together with the required GAAP presentations, provide a more complete understanding of our operating performance.

As with FFO, our reported AFFO may not be comparable to other REITs' AFFO, should not be used as a measure of our liquidity, and is not indicative of our funds available for our cash needs, including our ability to pay dividends.

# PLYMOUTH INDUSTRIAL REIT, INC. SUPPLEMENTAL RECONCILIATION OF NON-GAAP DISCLOSURES UNAUDITED

(In thousands, except share and per share amounts)

		For the Thi Ended J				For the Si Ended		
NOI:		2018	rune co	2017		2018	Tune Do	2017
Net loss	\$	(7,534)	\$	(3,368)	\$	(12,007)	\$	(6,275)
General and administrative	Ψ	1,533	Ψ	1,209	Ψ	2,905	Ψ	1,933
Acquisition costs		-		82				82
Depreciation and amortization		6,444		2,785		12,986		5,557
Interest expense		4,216		2,802		8,202		5,743
Loss on debt extinguishment		3,601				3,601		´—
Other expense (income)		(71)		(1)		(521)		(1)
NOI	\$	8,189	\$	3,509	\$	15,166	\$	7,039
		For the Thi				For the Si		
EDITE :		Ended J	June 30			Ended d	une 30	
EBITDA:		2018	_	2017	_	2018		2017
Net loss	\$	(7,534)	\$	(3,368)	\$	(12,007)	\$	(6,275)
Depreciation and amortization		6,444		2,785		12,986		5,557
Interest expense		4,216		2,802		8,202		5,743
Loss on debt extinguishment		3,601	_		_	3,601		
EBITDA	\$	6,727	\$	2,219	\$	12,782	\$	5,025
		For the Three Months			For the Six Months			hs
		Ended J	June 30	,		Ended .	June 30	,
FFO:		2018		2017		2018		2017
Net loss	\$	(7,534)	\$	(3,368)	\$	(12,007)	\$	(6,275)
Depreciation and amortization		6,444		2,785		12,986		5,557
Loss on debt extinguishment		3,601		_		3,601		_
FFO:	\$	2,511	\$	(583)	\$	4,580	\$	(718)
Preferred stock dividends		(956)				(1,912)		
FFO attributable to common stockholders and unit holders	\$	1,555	\$	(583)	\$	2,668	\$	(718)
Weighted average common shares and units outstanding		3,977		923		4,104		629
FFO attributable to common stockholders and unit holders per share	\$	0.39	\$	(0.63)	\$	0.65	\$	(1.14)
110 attributable to common stockholders and unit nolders per share	Ψ	0.57	Ψ	(0.03)	Ψ	0.03	Ψ	(1.14)
		For the Th	ree Mo	nths		For the Si	iv Mont	hs
		Ended J				Ended .		
AFFO:	-	2018	June 30	2017		2018	ounc 50	2017
FFO attributable to common stockholders and unit holders	\$	1,555	\$	(583)	\$	2,668	\$	(718)
Deferred finance fee amortization	Þ	466	Ф	171	Ф	2,008 854	Э	765
Non-cash interest expense		560		200		806		200
Acquisition costs		300		82		800		82
Stock compensation		200		35		400		35
Straight line rent		(461)		(32)		(818)		(76)
Above/below market lease rents		(306)		(83)		(717)		(166)
Recurring capital expenditure (1)		(350)		(189)		(1,342)		(232)
· · · · · · · · · · · · · · · · · · ·		(330)		(109)		(1,342)		(434)
AFFO:	\$	1,664	\$	(399)	\$	1,851	\$	(110)

3,977

0.42

923

(0.43)

\$

4,104

0.45

\$

629

(0.17)

Weighted average common shares and units outstanding

AFFO per share

<sup>(1)</sup> Excludes non-recurring capital expenditures of \$874 and \$13 for the three months ended June 30, 2018 and 2017, respectively, and \$1,247 and \$13 for the six months ended June 30, 2018 and 2017, respectively.

# Second Quarter 2018 Supplemental







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Forward looking statements: This supplemental package contains forward-looking statements within the meaning of the U.S. federal securities laws. We make statements in this supplemental package that are forward-looking statements, which are usually identified by the use of words such as "anticipates," "believes," "estimates," "expects," "intends," "may," "plans" "projects," "seeks," "should," "will," and variations of such words or similar expressions. Our forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by our forward-looking statements are reasonable, we can give no assurance that our plans, intentions, expectations, strategies or prospects will be attained or achieved and you should not place undue reliance on these forward-looking statements. Furthermore, actual results may differ materially from those described in the forward-looking statements and may be affected by a variety of risks and factors. Any forward-looking statement speaks only as of the date on which it is made. New risks and uncertainties arise over time, and it is not possible for us to predict those events or how they may affect us. Except as required by law, we are not obligated to, and do not intend to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Definitions and reconciliations: For definitions of certain terms used throughout this supplemental, including certain non-GAAP financial measures, see the Glossary on pages 17. For reconciliations of the non-GAAP financial measures to the most directly comparable GAAP measures, see pages 9-11.

2Q 2018 Supplemental

# Management, Board of Directors & Investor Contacts

## Corporate

260 Franklin Street, Suite 700 Boston, Massachusetts 02110 617.340.3814 www.plymouthreit.com

### **Executive and Senior Management**

Jeffrey E. Witherell Chief Executive Officer and Chairman **Pendleton P. White, Jr.**President and Chief Investment
Officer

**Daniel C. Wright**Executive Vice President
and Chief Financial Officer

## **Board of Directors**

Martin Barber Independent Director

**David G. Gaw** Independent Director **Philip S. Cottone** Independent Director

**Pendleton P. White, Jr.**President and Chief Investment
Officer

**Richard J. DeAgazio** Independent Director

Jeffery E. Witherell Chief Executive Officer and Chairman

## **Transfer Agent**

Continental Stock Transfer & Trust Company 1 State Street, 30th Floor New York, New York 10004 212.509.4000

## **Investor Relations**

Tripp Sullivan
SCR Partners
615.760.1104
TSullivan@scr-ir.com

2Q 2018 Supplemental

# **Executive Summary**

Company overview: Plymouth Industrial REIT, Inc. (NYSE American: PLYM) is a vertically integrated and self-managed real estate investment trust focused on the acquisition and operation of single and multi-tenant industrial properties located in secondary and select primary markets across the United States. The Company seeks to acquire properties that provide income and growth that enable the Company to leverage its real estate operating expertise to enhance shareholder value through active asset management, prudent property re-positioning and disciplined capital deployment.

Unaudited		
	As of	06/30/18
Select Portfolio Statistics		
Number of Properties		51
Square Footage	9,4	184,117
Occupancy	Q	93.4%
Weighted Average Lease Term Remaining		3.29
Balance Sheet (\$ in thousands)		
balance Sheet (3 in thousands)		
Cash	\$	12,128
·	\$ \$	12,128 381,258
Cash	\$ \$ \$	
Cash Gross Assets	\$ \$ \$ \$	381,258

	For t	For the three months ended June 30,				
Operating results (\$ in thousands)		2018		2017		
Total revenue	\$	12,047	\$	5,027		
Net operating income	\$	8,189	\$	3,509		

2018 Capital Activity (\$ in thousands)		
Increased secured line of credit agreement with KeyBank National	3/8/2018	\$ 45,000
Secured 10 year term loan with Minnesota Insurance	4/30/2018	\$ 21,500
Secured term loan with KeyBank	5/23/2018	\$ 35,700
Repaid Torchlight Mezzanine Loan	5/24/2018	\$ (35,000
Subsequent Capital Activity:		
Secured 10 year term loan with Aegon	7/10/2018	\$ 78,000
Repaid MWG Portfolio Loan	7/10/2018	\$ (79,800)
Issued 1,102,464 common shares @ \$15.60 per share	7/23/2018	\$ 16,253
Paid down KeyBank Term Loan	7/25/2018	\$ (4,064)

# Plymouth Industrial REIT, Inc. Transaction Activity Since IPO

Unaudited (\$ in thousands) (at 6/30/2018)

					Projected In
Location	Acquisition Date	# of Properties	Purchase Price (1	.) Square Footage	Yield
Elgin/Arlington Heights, IL	4/9/2018	2	\$ 15,6	75 269,999	8.0%
Elgin, IL	12/22/2017	1	4,0	50 75,000	9.7%
Atlanta. GA	12/21/2017	3	11,4	25 330,361	8.3%
Multiple	11/30/2017	15	99,7	50 3,027,987	8.1%
Memphis, TN	9/8/2017	1	3,7	00 131,904	8.6%
Memphis, TN	8/16/2017	1	7,8	25 235,000	10.5%
Columbus, OH	8/16/2017	1	3,7	00 121,440	9.0%
Indianapolis, IN	8/11/2017	2	16,8	75 606,871	8.5%
Southbend, IN	7/20/2017	5	26,0	00 667,000	8.5%
al - Acquisitions		31	\$ 189,00	5,465,562	_

<sup>(1)</sup> Represents total consideration paid rather than GAAP cost basis.

# **Capitalization Analysis**

Unaudited (in thousands except for per-share data and percentages)

	Three Months Ended					
	6/30/2018	3/31/2018	12/31/2017	9/30/2017		
Common Stock Data						
Weighted-Average Shares Outstanding - Basic	3,400	3,647	3,656	3,636		
Weighted-Average Shares Outstanding - Diluted	3,400	3,647	3,656	3,636		
High Closing Price	\$ 17.91	\$ 18.52	\$ 18.98	19.00		
Low Closing Price	\$ 15.09	\$ 16.25	\$ 17.22	16.50		
Average Closing Price	\$ 16.99	\$ 17.46	\$ 18.15	17.90		
Closing Price (as of period end)	\$ 16.00	\$ 17.18	\$ 18.48 \$	18.21		
Dividends / Share (annualized) (1)	\$ 1.50 \$	1.50	\$ 1.50 \$	1.50		
Dividend Yield (annualized) (2)	9.4%	8.7%	8.1%	8.2%		
Common Shares Outstanding (2)	3,556	3,556	3,819	3,813		
Market Value of Common Shares (2)	\$ 56,896	61,092	\$ 70,579	69,433		
Total Market Capitalization (2) (3)	\$ 333,046	314,217	\$ 321,704 \$	243,258		

### **Equity Research Coverage (4)**

D.A. Davidson & Co. National Securities Corporation

Barry Oxford John Benda 646.885.5423 212.417.8127

### **Investor Conference Call and Webcast:**

The Company will hold a conference call and live audio webcast, both open for the general public to hear, on August 9, 2018 at 10:00 a.m. Eastern Time. The number to call for this interactive teleconference is (412) 717-9587. A replay of the call will be available through August 16, 2018 by dialing (412) 317-0088 and entering the replay access code, 10122697.

- (1) Based on annualized dividend declared for the quarter.
- (2) Based on closing price and ending shares for the last trading day of the quarter.
- (3) Market value of shares plus total debt as of quarter end.
- (4) The analysts listed provide research coverage on the Company. Any opinions, estimates or forecasts regarding the Company's performance made by these analysts are theirs alone and do not represent opinions, estimates or forecasts by the Company or its management. The Company does not by reference above imply its endorsement of or concurrence with such information, conclusions or recommendations.

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# Plymouth Industrial REIT, Inc. Consolidated Balance Sheets (unaudited)

(in thousands)

		6/30/2018	3/31/2018	12/31/2017 (1)	9/30/2017
Assets:					
Real estate properties:					
Land	\$	63,688 \$	59,799 \$	59,797 \$	25,069
Building and improvements		257,175	244,428	243,605	165,066
Less accumulated depreciation		(32,809)	(28,828)	(25,013)	(22,094)
Total real estate properties, net	\$	288,054 \$	275,399 \$	278,389 \$	168,041
Cash and cash equivalents		12,128	13,097	19,163	10,818
Deferred lease intangibles, net		25,020	25,297	27,619	16,446
Other assets		7,430	5,284	4,782	2,286
Total assets	\$	332,632 \$	319,077 \$	329,953 \$	197,591
Liabilities:					
Debt, net	\$	270,597 \$	247,753 \$	245,632 \$	169,196
Deferred interest	•	-	1,575	1,357	765
Accounts payable, accrued expenses and other liabilities		16,864	15,174	16,015	7,476
Deferred lease intangibles, net		6,657	6,261	6,807	1,911
Total liabilities	\$	294,118 \$	270,763 \$	269,811 \$	179,348
Preferred Stock - Series A	\$	48,868 \$	48,878 \$	48,931 \$	-
Equity:					
Common stock	\$	36 \$	36 \$	39 \$	39
Additional paid in capital		114,085	116,183	123,270	125,231
Accumulated deficit		(129,982)	(123,277)	(119,213)	(114,789)
Total Plymouth Industrial REIT, Inc. stockholders' equity		(15,861)	(7,058)	4,096	10,481
Noncontrolling interest		5,507	6,494	7,115	7,762
Total equity	\$	(10,354) \$	(564) \$	11,211 \$	18,243
Total liabilities, Series A preferred stock and equity	\$	332,632 \$	319,077 \$	329,953 \$	197,591
Total naminator, series A preferred stock and equity	7	332,032 9	013,077 <b>9</b>	3E3,333 9	137,331

<sup>(1)</sup> Audited consolidated financial statements and notes for the year ended December 31, 2017 are available within our 2017 Annual Report on Form 10-K.

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# Consolidated Statements of Operations - GAAP (unaudited)

(in thousands, except per-share amounts)

				Three Mo	nths	Ended		
		6/30/2018		3/31/2018		12/31/2017		9/30/2017
Revenues:								
Rental income	\$	9,019	\$	8,483	\$	6,379	\$	4,699
Tenant recoveries		2,957		2,946		2,031		1,743
Other revenue		71		450		1		1
Total revenues	\$	12,047	\$	11,879	\$	8,411	\$	6,443
Operating expenses:								
Property related		3,787		4,452		3,122		2,159
Depreciation and amortization		6,444		6,542		4,943		3,499
General and administrative		1,533		1,373		2,031		1,224
Acquisition costs		-		-		17		4
Total operating expenses	\$	11,764	\$	12,367	\$	10,113	\$	6,886
Operating income	\$	283	\$	(488)	\$	(1,702)	\$	(443)
	т		т	(100)	T	(=,- ==,	т	(112)
Other income (expense):								
Gain on disposition of equity investment		_		_		8		223
Interest expense		(4,216)		(3,985)		(3,219)		(2,619)
Loss on debt extinguishment		(3,601)		-		-		-
Total other income (expense)	\$	(7,817)	\$	(3,985)	\$	(3,211)	\$	(2,396)
Net loss	\$	(7,534)	\$	(4,473)	\$	(4,913)	\$	(2,839)
Less: Net income attributable to noncontrolling interest		(829)		(463)		(489)		(157)
Net loss attributable to Plymouth Industrial REIT, Inc.	\$	(6,705)	\$	(4,010)	\$	(4,424)	\$	(2,682)
Less: Series A preferred stock dividends (2)		956		956		723		
						_		-
Less: Amount allocated to participating securities		46		61		128		-
Net income (loss) attributable to common stockholders	\$	(7,707)	\$	(5,027)	\$	(5,275)	\$	(2,682)
Net income (loss) attributable to common stockholders per share - basic and diluted	\$	(2.27)	\$	(1.38)	\$	(1.44)	\$	(0.74)
Weighted-average shares outstanding - basic		3,400		3,647		3,656		3,636
Weighted-average shares outstanding - diluted		3,400		3,647		3,656		3,636
weignteu-average shares outstanding - unuteu		3,400		3,047		3,030		3,030

<sup>(1)</sup> Audited consolidated financial statements and notes for the year ended December 31, 2017 are available within our 2017 Annual Report on Form 10-K.

<sup>(2)</sup> Preferred stock dividend for the fourth quarter of 2017 of \$0.46875, which was pro-rated to \$0.3542 per share to reflect the period commencing October 25, 2017 (original issue date) and ending December 31, 2017, was declared in December 2017 and paid in January 2018.

# Plymouth Industrial REIT, Inc. Same Store Net Operating Income (NOI)

Unaudited (in thousands)

Trailing four quarter same store NOI	Three Months Ended								
	6	/30/2018		3/31/2018		12/31/2017	9/30/2017		
Same store properties		20		20	20		20		
Revenues:									
Rental income	\$	3,423	\$	3,455	\$	3,626	\$	3,644	
Tenant recoveries		1,425		1,382		1,334		1,392	
Total operating revenues	\$	4,848	\$	4,837	\$	4,960	\$	5,036	
Property expenses	\$	1,388	\$	1,815	\$	2,031	\$	1,606	
Same store net operating income	\$	3,460	Ś	3,022	Ś	2,929	Ś	3,430	

Trailing two quarter same store NOI	Three Months Ended					
	6/30/2018	3	3/31/2018			
Same store properties	49		49			
Revenues:						
Rental income	\$ 8,657	\$	8,483			
Tenant recoveries	2,945		2,946			
Total operating revenues	\$ 11,602	\$	11,429			
Property expenses	\$ 3,707	\$	4,452			
Same store net operating income	\$ 7,895	\$	6,977			

# Unaudited (in thousands)

			Three Months	(4,473) \$     (4,913) \$       1,373     2,031       -     17       3,985     3,219       6,542     4,943       -     -       (450)     (9)		
	6	/30/2018	3/31/2018	12/31/2017	9/30/2017	
Net loss	\$	(7,534) \$	(4,473) \$	(4,913) \$	(2,839)	
General and administrative		1,533	1,373	2,031	1,224	
Acquisition expense		-	-	17	4	
Interest expense		4,216	3,985	3,219	2,619	
Depreciation and amortization		6,444	6,542	4,943	3,499	
Loss on debt extinguishment		3,601	-	-	-	
Other income		(71)	(450)	(9)	(224)	
Net Operating Income	\$	8,189 \$	6,977 \$	5,288 \$	4,283	

# Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)

# Unaudited (in thousands)

	6/30/2018	3/31/2018	12/31/2017	9/30/2017
Net loss	\$ (7,534)	\$ (4,473) \$	(4,913) \$	(2,839)
Depreciation and amortization	6,444	6,542	4,943	3,499
Interest expense	4,216	3,985	3,219	2,619
Loss on debt extinguishment	3,601	-	-	-
EBITDA	\$ 6,727	\$ 6,054 \$	3,249 \$	3,279

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# Funds from Operations (FFO) & Adjusted Funds from Operations (AFFO)

Unaudited (in thousands, except per-share amounts)

			Three Months	Ended	
		6/30/2018	3/31/2018	12/31/2017	9/30/2017
Net loss	\$	(7,534)	\$ (4,473) \$	(4,913) \$	(2,839)
Depreciation and amortization		6,444	6,542	4,943	3,499
Loss on debt extinguishment		3,601	-	-	-
Gain on disposition of equity investment		-	-	(8)	(223)
FFO	\$	2,511	\$ 2,069 \$	22 \$	437
Preferred stock dividend		(956)	(956)	(723)	-
FFO attributable to common stockholders and unit holders	\$	1,555	\$ 1,113 \$	(701) \$	437
Deferred finance fee amortization		466	387	259	202
Acquisition costs		-	-	17	4
Non-cash interest expense		560	247	900	565
Stock compensation		200	200	192	208
Straight line rent		(461)	(357)	(82)	(32)
Above/below market lease rents		(306)	(411)	(168)	(89)
Recurring capital expenditures (1)		(350)	(992)	(227)	(63)
AFFO	\$	1,664	\$ 187 \$	190 \$	1,232
Weighted average common shares and units outstanding		3,977	4,232	4,234	3,913
FFO attributable to common stockholders and unit holders per share	\$	0.39	\$ 0.26 \$	(0.17) \$	0.11
AFFO attributable to common stockholders and unit holders per share	: \$	0.42	\$ 0.04 \$	0.04 \$	0.31

<sup>(1)</sup> Excludes non-recurring capital expenditures of \$874, \$373, \$819 and \$440 for the three months ending June 30, March 31, 2018, December 31, and September 30, 2017, respectively.

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## **Debt Overview**

## Unaudited (\$ in thousands) at 6/30/2018

Debt Instrument - Secured Facility	Maturity	Rate	Rate Type	Properties Encumbered	Balance	% of Total Debt
\$45 million line of credit	August-21	4.75%(1)	Floating	9	\$ 19,150	6.9%
\$120 million AIG Loan	October-23	4.08%	Fixed	20	\$ 120,000	43.5%
\$79.8 million MWG Loan	November-19	5.08% (2)	Floating	15	\$ 79,800	28.9%
\$35.7 million KeyBank Term Loan (4)	August-21	9.09% (3)	Floating	-	\$ 35,700	12.9%
\$21.5 million Minnesota Life Loan	May-28	3.78%	Fixed	6	\$ 21,500	7.8%
				50	\$ 276,150	100.0%

Balance Sheet (\$ in thousands) at 6/30/2018	
Cash	\$ 12,128
Gross Assets (5)	\$ 381,258
Total Debt	\$ 276,150
Net Debt	\$ 264,022

### Subsquent Event

On July 10, 2018, we entered into a secured loan agreement with Aegon USA Realty Advisors, as agent for one of its affiliated life insurance companies, or the Aegon Lender, in the original principal amount of \$78,000. The Aegon Secured Term Loan bears interest at 4.35% per annum and has a ten-year term, maturing on August 1, 2028. The Aegon Secured Term Loan provides for monthly payments of interest only for the first year of the term and thereafter monthly principal and interest payments based on a 30-year amortization period. The borrowings under the Aegon Secured Term Loan are secured by first lien mortgages on eighteen of the Company's properties. Proceeds from the Aegon Secured Term Loan were used to retire the outstanding borrowings under the MWG Portfolio Secured Loan.

- (1) Interest rate paid for the month of June 30, 2018. Borrowings under the Line of Credit Agreement bear interest at either (1) the base rate (determined from the highest of (a) KeyBank's prime rate, (b) the federal funds rate plus 0.50% and (c) the one month LIBOR rate plus 1.0%) or (2) LIBOR, plus, in either case, a spread between 250 and 300 basis points depending on our total leverage ratio.
- (2) Interest rate paid for the month of June 30, 2018. Interest for the first year at a rate per annum equal to LIBOR plus 3.10% and for the second year at a rate per annum equal to LIBOR plus 3.35%.
- (3) Interest rate for the month of June 30, 2018. Borrowings under the KeyBank Term Loan bear interest at either (1) LIBOR plus 7% or (2) KeyBank's base rate plus 6%.
- (4) The KeyBank Term Loan is secured by Plymouth Industrial REIT's equity interest within the Plymouth 20 and each of its property owning subsidiaries.
- (5) The carrying amount of total assets plus accumulated depreciation and amortization, as reported in the Company's consolidated financial statements.

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# Property Overview - Square Feet & Occupancy

Unaudited (\$ in thousands) at 6/30/18

		Rentable	Leased	
Property	Market	Square Feet	Square Feet	Occupancy
32 Dart Road	Atlanta	194,800	194,800	100.0%
1665 Dogwood Drive SW	Atlanta	198,000	198,000	100.0%
1715 Dogwood Drive	Atlanta	100,000	100,000	100.0%
11236 Harland Drive	Atlanta	32,361	32,361	100.0%
Subtotal - Atlanta		525,161	525,161	100.0%
11351 W 183rd Street	Chicago	18,768	18,768	100.0%
11601 Central Avenue	Chicago	260,000	260,000	100.0%
13040 South Pulaski Avenue	Chicago	395,466	395,466	100.0%
1355 Holmes Road	Chicago	82,456	82,456	100.0%
13970 West Laurel Drive	Chicago	70,196	70,196	100.0%
1455-1645 Greenleaf Avenue	Chicago	150,000	150,000	100.0%
1600 Fleetwood Drive	Chicago	247,000	247,000	100.0%
1750 South Lincoln Drive	Chicago	499,200	499,200	100.0%
1796 Sherwin Avenue	Chicago	98,879	98,879	100.0%
1875 Holmes Road	Chicago	134,415	134,415	100.0%
189 Seegers Road	Chicago	25,000	25,000	100.0%
2401 Commerce Drive	Chicago	78,574	78,574	100.0%
28160 North Keith Drive	Chicago	77,924	77,924	100.0%
3 West College Drive	Chicago	33,263	33,263	100.0%
3841-3865 Swanson Court	Chicago	99,625	99,625	100.0%
3940 Stern Avenue	Chicago	146,798	146,798	100.0%
440 South McLean	Chicago	74,613	74,613	100.0%
6000 West 73rd Street	Chicago	148,091	148,091	100.0%
6510 West 73rd Street	Chicago	306,552	306,552	100.0%
6558 West 73rd Street	Chicago	301,000	301,000	100.0%
6751 Sayre Avenue	Chicago	242,690	242,690	100.0%
7200 Mason Ave	Chicago	207,345	207,345	100.0%
5110 South 6th Street	Milwaukee	58,500	58,500	100.0%
525 West Marquette Avenue	Milwaukee	112,144	40,000	35.7%
Subtotal - Chicago		3,868,499	3,796,355	98.1%
Mosteller Distribution Center	Cincinnati	358,386	358,386	100.0%
4115 Thunderbird Lane	Cincinnati	70,000	70,000	100.0%
Subtotal - Cincinnati		428,386	428,386	100.0%
3500 Southwest Boulevard	Columbus	527,127	527,127	100.0%
3100 Creekside Parkway	Columbus	340,000	-	0.0%
8288 Green Meadows Dr.	Columbus	300,000	300,000	100.0%
8273 Green Meadows Dr.	Columbus	77,271	77,271	100.0%
7001 American Pkwy	Columbus	54,100	54,100	100.0%
2120 - 2138 New World Drive	Columbus	121,200	121,200	100.0%
Subtotal - Columbus		1,419,698	1,079,698	76.1%
3035 North Shadeland Ave	Indianapolis	562,497	537,497	95.6%
3169 North Shadeland Ave	Indianapolis	44,374	41,960	94.6%
5861 W Cleveland Road	South Bend	62,550	62,550	100.0%
West Brick Road	South Bend	101,450	101,450	100.0%
4491 N Mayflower Road	South Bend	77,000	77,000	100.0%
5855 West Carbonmill Road	South Bend	198,000	198,000	100.0%
4955 Ameritech Drive	South Bend	228,000	228,000	100.0%
Subtotal - Indianapolis/South Bend		1,273,871	1,246,457	97.8%
6005, 6045 & 6075 Shelby Dr.	Memphis	202,303	167,018	82.6%
210 American Dr.	Jackson	638,400	638,400	100.0%
3635 Knight Road	Memphis	131,904	131,904	100.0%
Business Park Drive	Memphis	235,006	128,457	54.7%
Subtotal - Memphis/Jackson	mempins	1,207,613	1,065,779	88.3%
7585 Empire Drive	Florence, KY	148,415	148,415	100.0%
7 7000 Empire Drive	I Horence, Kr	140,413	140,413	100.070

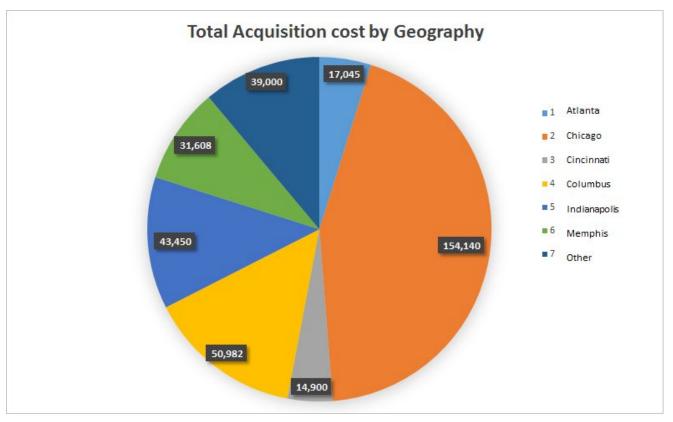
56 Milliken Road	Portland, ME	200,625	200,625	100.0%
4 East Stow Road	Marlton, NJ	156,279	134,959	86.4%
1755 Enterprise Parkway	Cleveland, OH	255,570	234,370	91.7%
Subtotal - Others		760,889	718,369	94.4%
Total - All Properties		9,484,117	8,860,205	93.4%

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# **Market Summary**

Unaudited (SF and \$ in thousands) (at 6/30/2018)

Geography	State	Properties	Total Acquisition Cost (1)	Gross Real Estate Assets (2)	% Gross Real Estate Assets
Atlanta	GA	4 \$	17,045	\$ 15,765	4.9%
Chicago	IL, WI	24	154,140	143,179	44.6%
Cincinnati	ОН	2	14,900	13,349	4.2%
Columbus	ОН	6	50,982	48,427	15.1%
Indianapolis/South Bend	IN	7	43,450	38,358	12.0%
Memphis/Jackson	TN	4	31,608	26,345	8.2%
Other	Various	4	39,000	35,163	11.0%
Total		51 \$	351,125	\$ 320,586	100%



<sup>(1)</sup> Total acquisition cost prior to allocations per US GAAP.

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<sup>(2)</sup> The gross book value of real estate assets as of June 30, 2018 excluding \$277 in leasehold improvements related to our Corporate office. Gross book value of real estate assets excludes depreciation and the allocation of the acquisition cost towards intangible asset and liabilities required by US GAAP.

# Plymouth Industrial REIT, Inc. Leasing Activity

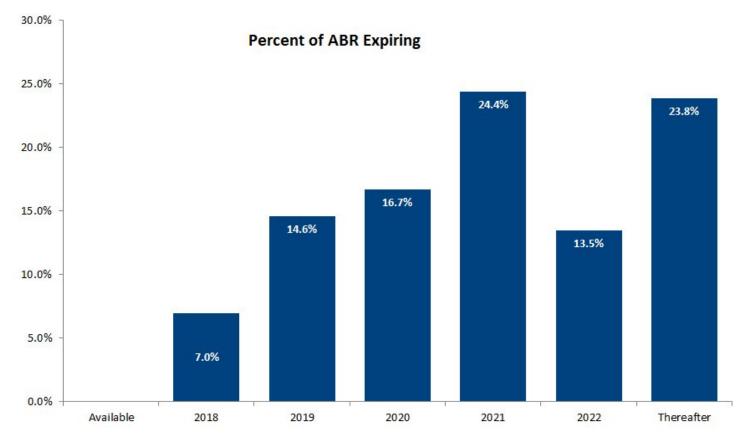
Year	Туре	Square Footage	Percent		piring Rent	Nev	w Rent	% Change	Impro	enant ovements SF/YR	Com	ease missions SF/YR
2017	Renewals	234,679	84.1%	\$	4.25	Ś	4.51	6.2%	\$	0.07	\$	0.13
2017	New Leases	44,268	15.9%	۶ \$	2.16	۶ \$	3.00	38.7%	\$	0.07	۶ \$	0.13
	Total	278,947	100.0%	\$	3.92	\$	4.27	9.1%	\$	0.13	\$	0.15
Q1 2018	Renewals	146,798	47.5%	\$	4.25	\$	4.30	1.2%	\$	-	\$	0.11
	New Leases	162,119	52.5%	\$	3.17	\$	3.99	26.1%	\$	0.09	\$	0.04
	Total	308,917	100.0%	\$	3.68	\$	4.07	10.6%	\$	0.05	\$	0.07
Q2 2018	Renewals	146,874	13.1%	\$	4.83	\$	5.00	3.6%	\$	0.14	\$	0.13
	New Leases	664,828	59.3%	\$	3.67	\$	3.92	6.9%	\$	0.42	\$	0.25
	Total	811,702	100.0%	\$	3.88	\$	4.21	8.4%	\$	0.37	\$	0.23
2018	Renewals	293,672	26.2%	\$	4.54	\$	4.65	2.4%	\$	0.07	\$	0.11
	New Leases	826,947	73.8%	\$	3.58	\$	3.94	10.0%	\$	0.35	\$	0.21
	Total	1,120,619	100.0%	\$	3.83	\$	4.13	7.7%	\$	0.28	\$	0.18
Total	Renewals	528,351	37.8%	\$	4.41	\$	4.59	4.1%	\$	0.07	\$	0.12
	New Leases	871,215	62.2%	\$	3.51	\$	3.89	10.9%	\$	0.36	\$	0.22
	Total	1,399,566	100%	\$	3.85	\$	4.16	8.0%	\$	0.25	\$	0.18

2Q 2018 Supplemental

# Lease Expiration Schedule

Unaudited (\$ in thousands) (at 6/30/2018)

Year	Square Footage	Annualized Base Rent (ABR) (1)	% of ABR Expiring (2)
Available	623,911 \$	<del>-</del>	_
2018	439,676	2,345	7.0%
2019	1,480,835	4,897	14.6%
2020	1,613,610	5,596	16.7%
2021	2,173,308	8,190	24.4%
2022	963,685	4,510	13.5%
Thereafter	2,189,092	7,996	23.8%
Total	9,484,117 \$	33,534	100.0%



<sup>(1)</sup> Annualized base rent is calculated as monthly contracted base rent per the terms of such lease, as of June 30, 2018, multiplied by 12. Excludes billboard and antenna revenue and rent abatements.

<sup>(2)</sup> Calculated as annualized base rent set forth in this table divided by total annualized base rent for the Company Portfolio as of June 30, 2018.

# Glossary

### **Non-GAAP Financial Measures Definitions:**

**Net Operating Income (NOI)**: We consider net operating income, or NOI, to be an appropriate supplemental measure to net income because it helps both investors and management understand the core operations of our properties. We define NOI as total revenue (including rental revenue, tenant reimbursements, management, leasing and development services revenue and other income) less property-level operating expenses including allocated overhead. NOI excludes depreciation and amortization, general and administrative expenses, impairments, gain/loss on sale of real estate, interest expense, and other non-operating items.

**EBITDA**: We believe that earnings before interest, taxes, depreciation and amortization, or EBITDA, is helpful to investors as a supplemental measure of our operating performance as a real estate company because it is a direct measure of the actual operating results of our industrial properties. We also use this measure in ratios to compare our performance to that of our industry peers. EBITDA as presented herein is equal to EBITDAre as defined by NAREIT.

Funds From Operations attributable to common stockholders ("FFO"): Funds from operations, or FFO, is a non-GAAP financial measure that is widely recognized as a measure of REIT operating performance. We consider FFO to be an appropriate supplemental measure of our operating performance as it is based on a net income analysis of property portfolio performance that excludes non-cash items such as depreciation. The historical accounting convention used for real estate assets requires straight-line depreciation of buildings and improvements, which implies that the value of real estate assets diminishes predictably over time. Since real estate values rise and fall with market conditions, presentations of operating results for a REIT, using historical accounting for depreciation, could be less informative. We define FFO, consistent with the National Association of Real Estate Investment Trusts, or NAREIT, definition, as net income, computed in accordance with GAAP, excluding gains (or losses) from sales of property, depreciation and amortization of real estate assets, impairment losses, loss on extinguishment of debt and after adjustments for unconsolidated partnerships and joint ventures. Adjustments for unconsolidated partnerships and joint ventures will be calculated to reflect FFO on the same basis. Other equity REITs may not calculate FFO (in accordance with the NAREIT definition) as we do, and, accordingly, our FFO may not be comparable to such other REITs' FFO. FFO should not be used as a measure of our liquidity, and is not indicative of funds available for our cash needs, including our ability to pay dividends.

Adjusted Funds From Operations attributable to common stockholders ("AFFO"): Adjusted funds from operation, or AFFO, is presented in addition to FFO. AFFO is defined as FFO, excluding certain non-cash operating revenues and expenses, acquisition and transaction related costs for transactions not completed and recurring capitalized expenditures. Recurring capitalized expenditures includes expenditures required to maintain and re-tenant our properties, tenant improvements and leasing commissions. AFFO further adjusts FFO for certain other non-cash items, including the amortization or accretion of above or below market rents included in revenues, straight line rent adjustments, impairment losses, non-cash equity compensation and non-cash interest expense. We believe AFFO provides a useful supplemental measure of our operating performance because it provides a consistent comparison of our operating performance across time periods that is comparable for each type of real estate investment and is consistent with management's analysis of the operating performance of our properties. As a result, we believe that the use of AFFO, together with the required GAAP presentations, provide a more complete understanding of our operating performance. As with FFO, our reported AFFO may not be comparable to other REITs' AFFO, should not be used as a measure of our liquidity, and is not indicative of our funds available for our cash needs, including our ability to pay dividends.

### **Other Definitions:**

**GAAP**: U.S generally accepted accounting principles.

**Gross Assets**: the carrying amount of total assets plus accumulated depreciation and amortization, as reported in the Company's consolidated financial statements. For gross assets as of June 30, 2018 and December 31, 2017, the calculation is as follows:

	6/30/2018
Total Assets	\$332,632
Add back depreciation expense	32,809
Add back intangible asset amortization	15,817
Gross assets	\$381,258

**Non-Recurring Capital Expenditures**: Non-recurring capital expenditures include capital expenditures of long lived improvements required to upgrade/replace existing systems or items that previously did not exist.

**Occupancy**: We define occupany as the percentage of total leasable square footage in which either the sooner of lease term commencement or revenue recognition in accordance to GAAP has commenced as of the close of the reporting period.

**Recurring Capital Expenditures**: Recurring capitalized expenditures includes capital expenditures required to maintain and re-tenant our properties, tenant improvements and leasing commissions.

Same Store Portfolio: Our Same Property Portfolio is a subset of our consolidated portfolio and includes properties that were wholly-owned by us for the entire period presented. The trailing 4 quarters same store portfolio includes properties owned as of April 1, 2017, and still owned by us as of June 30, 2018. Therefore, we excluded from our Same Store Portfolio any properties that were acquired or sold during the period from April 1, 2017 through June 30, 2018. The trailing 2 quarters same store portfolio includes properties owned as of January 1, 2018, and still owned by us as of June 30, 2018. Therefore, we excluded from our Same Store Portfolio any properties that were acquired or sold during the period from January 1, 2018 through June 30, 2018. The Company's computation of same store NOI may not be comparable to other REITs.

Weighted average lease term remaining: The average contractual lease term remaining as of the close of the reporting period (in years) weighted by square footage.