

Ares Industrial Real Estate Income Trust

AIREIT

Differentiated, Single-Sector Access to the Power of Private Industrial Real Estate

Fact Sheet (as of 9/30/23)

Ares Industrial Real Estate Income Trust (AIREIT) is a pure-play industrial real estate solution that seeks to deliver capital appreciation and consistent monthly income by investing primarily in high-quality bulk and last-mile distribution warehouses.

Investment Structure

- **Monthly:** Valuation, Distributions, Purchases and Redemptions^{1,2,3}
- **Liquidity:** Up to 2% per month or 5% per quarter of the REIT's aggregate NAV can be redeemed, subject to certain limitations.³
- **Tax Reporting:** 1099-DIV

Performance Summary (Net)²

	Qtr ²	YTD	1-year	3-year	5-year	ITD ⁶	Distribution Rate (Ann.) ¹
Class T w/Sales Charges ⁴	-8.44%	-12.16%	-12.23%	13.01%	9.63%	8.92%	3.41%
Class T at NAV ⁵	-4.13%	-8.03%	-8.10%	14.76%	10.65%	9.77%	3.57%
Class D	-3.99%	-7.63%	-7.57%	15.32%	11.19%	10.99%	4.13%
Class I	-3.94%	-7.47%	-7.35%	15.72%	11.64%	10.77%	4.37%

Past performance is not a guarantee of future results.

A Track Record in Industrial

Ares has over 25 years of experience sourcing, acquiring, developing, and operating industrial real estate. Key differentiators include:

- ✓ Vertically integrated team with dedicated investment professionals
- ✓ Established in-house development experience
- ✓ In-market asset management teams with deep, real-time market knowledge of tenant demands
- ✓ Proprietary sourcing capabilities with repeat industry partners

At-A-Glance

\$8.9B

TOTAL ASSET VALUE⁷

253

BUILDINGS⁸

29

GEOGRAPHIC MARKETS⁸

433

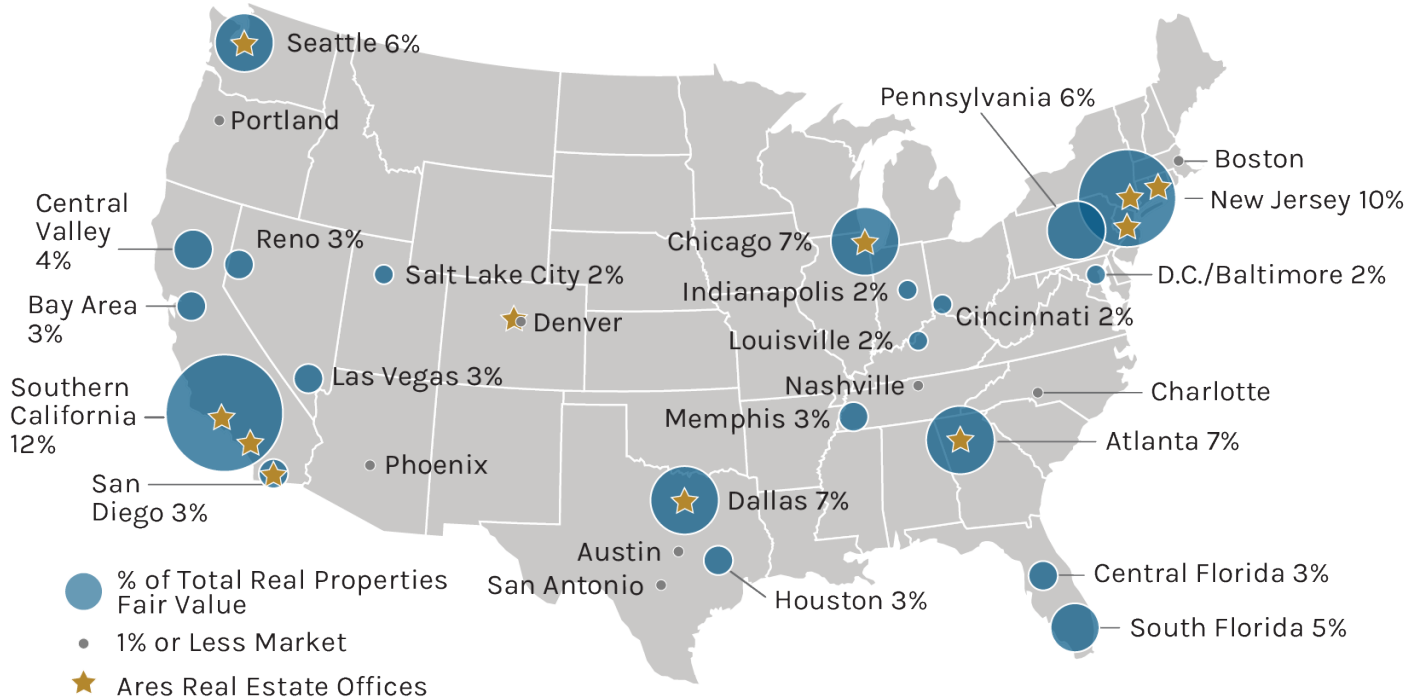
TENANTS⁸

97.7%

LEASED⁹

Properties At-A-Glance^{8,10}

Targeting High Barrier-to-Entry Locations Near Major Distribution Hubs and Dense Populations



Portfolio Characteristics

Inception	11/01/2017
Total Asset Value ⁷	\$8.9 billion
Number of Buildings ⁸	253
Geographic Markets ⁸	29
Net Rentable Square Feet ⁸	53.2 million
Percentage Leased ⁹	97.7%
Number of Tenants ⁸	433
Weighted Average Remaining Lease Term ⁸	Approximately 4.1 years (based on square feet)
Average Annual Rent Increases ¹¹	2.5% to 3.5%
Leverage Ratio ¹²	37.3%
Portfolio Allocation	100% Industrial (80.1% Bulk, 19.8% Light, 0.1% Flex)

Top Tenant Industries

(By percentage of portfolio, based on annualized base rent)

Transportation / Logistics	17.5%
E-Commerce / Fulfillment	13.2%
Storage / Warehousing	7.5%
Food & Beverage	7.5%
Home Furnishings	6.1%

1. The amount of distributions Ares Industrial Real Estate Income Trust (AIREIT) may make is uncertain, is not guaranteed, may be modified at AIREIT's discretion, and is subject to board approval. Substantial fees and expenses will be paid to AIREIT's advisor, dealer manager and other affiliates of AIREIT's sponsor for services they provide to AIREIT in connection with the offering and the operation of AIREIT's business and the acquisition, management and disposition of AIREIT's investments. Distributions may be paid from sources other than cash flow from operations. For the six months ended June 30, 2023, no portion of our total gross distributions were paid from cash flows from operating activities, as determined in accordance with generally accepted accounting principles (GAAP), and 100% of our total gross distributions were funded from sources other than cash flows from operating activities, as determined on a GAAP basis; specifically, 47.1% were funded with proceeds from shares issued pursuant to our distribution reinvestment plan and 52.9% were funded with proceeds from financing activities. For the year ended December 31, 2022, approximately 52.6% of our total gross distributions were paid from cash flows from operating activities, as determined on a GAAP basis, and 47.4% of our total gross distributions were funded from sources other than cash flows from operating activities; specifically, with proceeds from shares issued pursuant to our distribution reinvestment plan.
2. Past performance is no guarantee of future results. Performance is measured by total return, which includes income and appreciation (i.e., distributions paid and changes in NAV through the end of the applicable period). Total return represents the compound rate of return assuming reinvestment of all distributions pursuant to AIREIT's distribution reinvestment plan. Performance would be lower if calculated assuming that distributions are not reinvested. Actual individual investor returns will vary. The returns have been prepared using unaudited data and valuations of the underlying investments in AIREIT's portfolio, which are estimates of fair value and form the basis for AIREIT's NAV. Valuations based upon unaudited or estimated reports from the underlying investments may be subject to later adjustments or revisions, may not correspond to realized value and may not accurately reflect the price at which assets could be liquidated on any given day. The year-to-date return reflects the cumulative return through the end of the quarter for the current year and the one-year return reflects the trailing 12 months. Performance data quoted is historical. Current performance may be higher or lower than the performance data quoted. All returns are net of all AIREIT expenses, including general and administrative fees, management fees, performance allocation fees, and development fees but exclude the impact of early redemption deductions for shares held less than one year. NAV-based calculations involve significant professional judgments and the calculated value of AIREIT's assets and liabilities may differ from AIREIT's actual realizable value or future value. An incorrect judgment will affect the NAV as well as any returns derived from that NAV, and ultimately the value of the investment. As return information is calculated based on NAV, return information presented will be impacted should the assumptions on which NAV was determined prove to be incorrect. AIREIT has incurred \$116.1 million in net losses, excluding net losses attributable to our third-party JV interests, for the six months ended June 30, 2023.
3. The terms of AIREIT's share redemption program ("SRP") are presented for informational purposes and qualified in their entirety by the more detailed information set forth in the AIREIT prospectus. Generally, shares that are redeemed but were held for less than one year will be redeemed at 95% of NAV. AIREIT's board of directors reserves the right to reject any request for redemption for any reason, or to modify or suspend the SRP at any time. Investors should not assume that their shares will be redeemed by AIREIT pursuant to the SRP.
4. The Class T Share with Sales Charge performance was calculated assuming the maximum up-front selling commission, dealer manager fees and ongoing distribution fees in effect during the time period indicated.
5. The Class T Share at NAV performance does not include maximum up-front selling commissions at initial subscription but includes ongoing distribution fees in effect during the time period indicated.
6. Inception is the date shares of AIREIT's common stock were first issued to third-party investors in its initial public offering. Class T and Class I Shares inception date is November 1, 2017. The inception date for Class D shares was July 2, 2018.
7. Total asset value is calculated as fair value of AIREIT's real estate investments, fair value of AIREIT's net investment in an unconsolidated joint venture partnership, plus cash and cash equivalents.
8. Represents portfolio information for our wholly owned properties.
9. Percent leased represents AIREIT's wholly owned Operating Portfolio, which include properties that are more than 90% leased or have been owned for more than a year.
10. Southern California market consists of Inland Empire and Los Angeles markets.
11. Average annual rent increases represent the average of contractual rent increases across AIREIT's leases. There is no guarantee that such rent increases will be achieved on every lease.
12. Calculated as outstanding principal balance of our borrowings less cash and cash equivalents, divided by the fair value of our real property and our net investment in an unconsolidated joint venture partnership and investments in real estate-related securities.

Risk Factors

An investment in Ares Industrial Real Estate Income Trust Inc. (AIREIT) is subject to significant risks. A summary of some of the more important risks is below. A more detailed description of the risks associated with the offering is found in the section of the prospectus entitled "Risk Factors." Investors should read and understand all of the risk factors before making a decision to invest in shares of AIREIT's common stock.

This sales and advertising literature must be read in conjunction with the AIREIT prospectus in order to understand fully all of the implications and risks of the offering of securities to which it relates.

- **Past performance is not a guarantee of future results. Investing in shares of AIREIT's common stock involves a high degree of risk.**
- **Neither the Securities and Exchange Commission (SEC) nor any other state securities regulator has approved or disapproved of the securities or determined if the prospectus is truthful or complete. In addition, the Attorney General of the State of New York has not passed on or endorsed the merits of the offering. Any representation to the contrary is a criminal offense. AIREIT is not an investment company registered under the Investment Company Act of 1940.**
- REITs are not suitable for all investors. AIREIT is subject to various risks related to owning real estate, including changes in economic, demographic and real estate market conditions. Due to the risks involved in the ownership of real estate and real estate-related investments, the amount of distributions AIREIT may pay to stockholders in the future, if any, is uncertain, there is no guarantee of any return on investment and stockholders may lose the amount they invest.
- AIREIT anticipates that its investment in real estate assets will be primarily concentrated in the industrial real estate sector and that its investments will be concentrated in the largest distribution and logistics markets in the United States. Such industry concentration may expose AIREIT to the risk of economic downturns in this sector to a greater extent than if its business activities included investing a more significant portion of the net proceeds of the offering in other sectors of the real estate industry; and such market concentrations may expose AIREIT to the risk of economic downturns in these areas. In addition, if AIREIT's tenants are concentrated in any particular industry, any adverse economic developments in such industry could expose AIREIT to additional risks. These concentration risks could negatively impact AIREIT's operating results and affect its ability to make distributions to its stockholders.
- Further, investing in AIREIT's common stock involves additional and substantial risks specific to AIREIT, including, among others, that:
 - i. There is no assurance that it will be able to achieve its investment objectives. AIREIT has experienced net loss, as defined by generally accepted accounting principles.
 - ii. There is no public trading market for shares of AIREIT's common stock, and AIREIT does not anticipate that there will be a public trading market for its shares, so redemption of shares by AIREIT will likely be the only way to dispose of stockholders' shares. AIREIT's share redemption program will provide stockholders with the opportunity to request that AIREIT redeems stockholders' shares on a monthly basis, but AIREIT is not obligated to redeem any shares and may choose to redeem only some, or even none, of the shares that have been requested to be redeemed in any particular month, in its discretion. In addition, redemptions will be subject to available liquidity and other significant restrictions. Further, AIREIT's board of directors may modify or suspend its share redemption program if in its reasonable judgment it deems such action to be in AIREIT's best interest and the best interest of its stockholders. As a result, AIREIT's shares should be considered as having only limited liquidity and at times may be illiquid.
 - iii. A portion of the proceeds received in this offering is expected to be used to satisfy redemption requests. Using the proceeds from this offering for redemptions will reduce the net proceeds available to retire debt or acquire properties, which may result in reduced liquidity and profitability or restrict AIREIT's ability to grow its NAV.

- iv. The transaction price may not accurately represent the value of AIREIT's assets at any given time and the actual value of a stockholder's investment may be substantially less. The transaction price generally is based on AIREIT's most recently disclosed monthly NAV of each class of common stock (subject to material changes as described above) and is not based on any public trading market. In addition, the transaction price may represent AIREIT's enterprise value and may not accurately reflect the actual prices at which AIREIT's assets could be liquidated on any given day, the value a third party would pay for all or substantially all of AIREIT's shares, or the price at which AIREIT's shares would trade on a national stock exchange. Further, AIREIT's board of directors may amend its NAV procedures from time to time.
- v. This is a "blind pool" offering; stockholders will not have the opportunity to evaluate all of the investments AIREIT will make before it makes them.
- vi. This is a "best efforts" offering and if AIREIT is unable to raise substantial funds, then AIREIT will be more limited in its investments.
- vii. AIREIT may change its investment policies without stockholder notice or consent, which could result in investments that are different from those described in the prospectus.
- viii. Some of AIREIT's executive officers, directors and other key personnel are also officers, directors, managers, key personnel and / or holders of an ownership interest in Ares Commercial Real Estate Management LLC (the Advisor), Ares Wealth Management Solutions, LLC (the Dealer Manager), and/ or other entities related to Ares Real Estate Group, the parent of the Advisor and the sponsor of this offering, or the "Sponsor." As a result, they face conflicts of interest, including but not limited to conflicts arising from time constraints, allocation of investment and leasing opportunities, and the fact that certain of the compensation the Advisor will receive for services rendered to AIREIT is based on AIREIT's NAV, the procedures for which the Advisor assists AIREIT's board of directors in developing, overseeing, implementing and coordinating. AIREIT expects to compete with certain vehicles sponsored or advised by affiliates of direct and indirect owners of the Sponsor for investments and certain of those entities may be given priority with respect to certain investment opportunities.
- ix. The amount of distributions AIREIT may make is uncertain. AIREIT may pay distributions from sources other than cash flow from operations, including, without limitation, from borrowings, the sale of assets, or offering proceeds. The use of these sources for distributions may decrease the amount of cash AIREIT has available for new investments, share redemptions and other corporate purposes, and could reduce stockholders' overall return.
- x. If AIREIT fails to qualify as a REIT, it would adversely affect its operations and its ability to make distributions to its stockholders.

THIS IS NEITHER AN OFFER TO SELL NOR A SOLICITATION OF AN OFFER TO BUY THE SECURITIES DESCRIBED IN AIREIT'S PROSPECTUS. THE OFFERING IS MADE ONLY BY THE AIREIT PROSPECTUS. THIS MATERIAL MUST BE PRECEDED OR ACCOMPANIED BY AN AIREIT PROSPECTUS, WHICH CONTAINS IMPORTANT INFORMATION ABOUT AIREIT.

Shares will be offered to the public through the Dealer Manager and through other members of the Financial Industry Regulatory Authority (FINRA) or with the assistance of registered investment advisors. Securities are not FDIC-insured, nor bank guaranteed, and may lose value.

Not a Deposit | Not FDIC Insured | Not Guaranteed by the Bank | May Lose Value | Not Insured by any Federal Government Agency

Ares Wealth Management Solutions, LLC, Distributor | Member FINRA