

The image shows the cover of the Bixby Land Company 2021 Annual Report. The background is a photograph of a modern building with a dark, corrugated metal facade and large glass windows. The sky is a clear, bright blue. A dark blue semi-transparent rectangular overlay covers the middle portion of the image, containing the company logo and the main title. The logo 'BIXBY LAND COMPANY' is in white, with 'BIXBY' in a larger font. The title '2021 ANNUAL REPORT' is in large, bold, white capital letters. Below the title, the tagline 'PIONEERING EXCEPTIONAL VALUE' is written in a smaller, orange-brown font. At the bottom of the image, there is a solid orange-brown horizontal band containing the company's core values in white capital letters.

BIXBY
LAND COMPANY

2021 ANNUAL REPORT

PIONEERING EXCEPTIONAL VALUE

TEAMWORK • INTEGRITY • FOCUS • DISCIPLINE • EXECUTION



SHAREHOLDER LETTER FROM CEO & CHAIRMAN

Dear Fellow Shareholders,

In 2021 Bixby Land Company again delivered exceptional financial results. Our gross rental revenue was \$66.5 million, and our net operating income was \$51.9 million, an increase of 35.7% and 39.1% respectively from just five years ago. The dividend increased for the eighth consecutive year to \$66 per share and the gross enterprise value (as determined by Stout Risius Ross, LCC) increased to \$806.8 million, resulting in a total shareholder return of \$463.2 million or 117.6% over the last five years. We ended 2021 with \$1,626.5 million of assets under management in 10.4 million square feet of property, across 13 different markets in 9 different states.

The United States Industrial Market ended 2021 with vacancy of just 3.8%, the lowest in history, while asking rents increased 11.3% over 2020, according to JLL Research. The trends that drove industrial leasing demand in 2020 including, increased online shopping, strong consumer spending on goods, supply chain resiliency and a build-up of inventories continued through 2021. Although leasing activity slowed for the larger e-commerce occupiers, they remained a significant driver of absorption in 2021 accounting for over 40 million of the total leased square footage in 2021. The reduction in e-commerce demand was replaced by logistics/distribution companies and third-party logistics (3PL) providers, accounting for nearly a quarter of all leasing demand in 2021. This shift in demand was beneficial to Bixby since the size and location of the industrial assets we own and manage are ideally suited for these types of requirements. New supply is something we are watching closely but with delays in project construction timeliness due to supply chain disruptions and labor shortages, limited industrially zoned finished land and entitlement issues in most infill markets, we are not projecting enough new construction to dramatically affect vacancy rates and are still projecting increased rental rates in 2022 and beyond.

SHAREHOLDER LETTER FROM CEO & CHAIRMAN

The strength of the property fundamentals and growing investor demand for U.S. industrial assets pushed cap rates down to historic lows in 2021 (lower cap rates equal higher values). As yields compress and the appetite for risk grows, we expect more investors to seek higher returns in secondary markets. This is an investment strategy Bixby has employed for the last fifteen years to produce superior risk adjusted returns and although we are facing increased competition from investors, we believe this strategy, combined with our investment pipeline of off-market and lightly marketed acquisitions, will still deliver solid risk-adjusted total returns.

As proud as we are of the financial performance we are equally as proud of the progress the team has made across the Environmental, Social, and Governance (E.S.G.) spectrum. We continue to invest capital through our environmental initiative to ensure that our assets have increased operating efficiency, reduced energy consumption, and are minimizing the environmental footprint in waste, water and procurement. The Diversity, Equity, and Inclusivity committee have led Bixby's efforts to make a positive impact on the communities in which we invest, work and live. Since the committee's inception last year Bixby has made charitable contributions to organizations like the Boys & Girls Club of North Orange County to support families with food insecurity, The Salvation Army shelter in Santa Fe Springs to purchase holiday gifts for women and children, and Alama Backyard Farms which creates opportunities in urban farming for the empowerment and reintegration of formerly incarcerated individuals. Additionally, to celebrate Bixby Land Company's 125th anniversary the company has partnered with California State University Long Beach and their College Promise Program to establish an endowment that will provide an annual scholarship for students choosing to obtain a four-year degree and need financial support.

The company's exceptional performance in 2021 was a direct result of the commitment and talent of our employees and the support and guidance from our board of directors, both of which we are extremely grateful for. Thank you for your continued trust and confidence in us.

Sincerely,



Aaron D. Hill
Chief Executive Officer and President



David C. Kibbee
Chairman of the Board



SHAREHOLDER LETTER FROM CFO

Dear Shareholder,

I'm pleased to report that 2021 was another year of continued growth for the Company as gross revenue increased to \$66.5M and net operating income increased to \$51.9M, an annual increase of 3.4% and 3.8% respectively. In addition, total revenue from oil royalty income, management, and leasing services provided to our joint ventures increased to \$2.2M in 2021 compared to \$1.9M in 2020. All of the industrial markets that the Company operates in are realizing very strong rent growth, but our ability to fully capture this growth was muted as we had limited lease maturity exposure in 2021 and we maintained a weighted average occupancy of 99% over the course of the year in our industrial portfolio with an occupancy of 100% as of the end of the year. These strong operating fundamentals were evident in the Company's stock price which increased 34.2% and provided us the confidence to increase the annual dividend by 10% to \$66 per share.

2021 was a busy transaction year for the Company, as we sold 6 assets in California which netted in excess of \$124M and used the proceeds to continue our expansion into markets in the southeast by acquiring 4 assets, all via 1031 exchanges, for a total in excess of \$131M. We took out a new portfolio loan to retire the outstanding balance on our line of credit and used some of the proceeds to help acquire the 4 new acquisitions. We ended 2021 with a strong liquidity position as we had \$48.4M of cash and no outstanding balance on our \$30M line of credit. January 2022 we collected the \$3.1M Note Receivable which further enhanced our liquidity and in February 2022 we used approximately \$12M to pay down some long-term debt which allowed the Company to free up collateral which will provide additional financing flexibility in the future. The balance sheet remains strong with no scheduled debt maturities until 2025 and our weighted average interest rate on all outstanding debt decreased from 4.26% at the end of 2020 to 4.07% at the end of 2021. Our liquidity position and debt management, combined with continued appreciation in our real estate portfolio is reflected in the Company's 2021 year-end enterprise leverage ratio which stood at an extremely conservative 28.9% (the ratio of our total liabilities to assets) which is down from 34.7% at the end of 2020. Our total real estate portfolio now comprises of 10.4 million square feet and our aggregate assets under management are approximately \$1.7 billion.

Our revenue growth and strong occupancy combined with our liquidity and conservative balance sheet will allow the Company to continue to pursue all its strategic objectives in 2022 and beyond.

Sincerely,



Martin T. O'Hea
Chief Financial Officer &
Executive Vice President



DeSoto 55



Innovation Business Center

2021 ACQUISITIONS



Southaven Distribution Center



Blankenbaker Logistics Center

DESOTO 55

Desoto 55 - A 328,355 square foot cross-dock industrial building acquired in July 2021 for \$30,000,000, located in the Memphis Submarket. The building is 100% leased to a single-tenant through November 2030.

INNOVATION BUSINESS CENTER

Innovation Business Center - A two-building industrial portfolio totaling 403,648 square feet that was acquired in July 2021 for \$40,500,000, located in the South Atlanta Submarket. The portfolio was 50% occupied at acquisition and is now 100% occupied.

SOUTHAVEN DISTRIBUTION CENTER

Southaven Distribution Center - A 156,825 square foot rear-load industrial building acquired in October 2021 for \$15,000,000, located in the Memphis Submarket. The building is 100% leased to multiple tenants.

BLANKENBAKER LOGISTICS CENTER

Blankenbaker Logistics Center - A 322,831 square foot cross-dock industrial building acquired in December 2021 for \$43,250,000, located in the Louisville Bluegrass Submarket. The building is 100% leased to a single-tenant through November 2028.

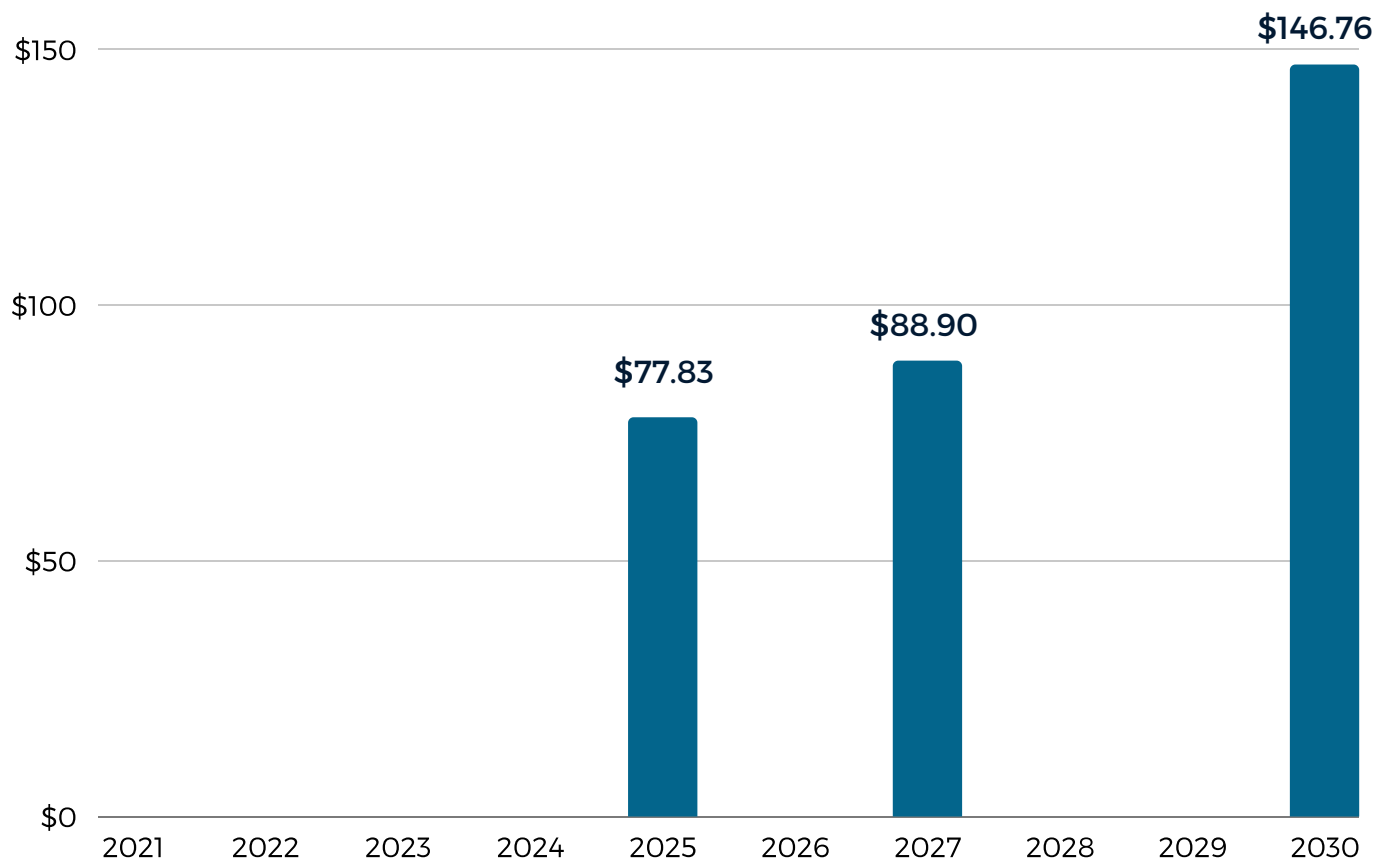
2021 DISPOSITIONS



Address	City & State	Building SF	Sales Price
<u>Bixby</u>			
26776 Simpatica Circle	Orange County, CA	61,778	\$ 16,400,000
<u>LaSalle Recapitalization (Joint Venture)</u>			
15890 Bernardo Center Drive	San Diego, CA	48,000	\$ 15,150,000
237 Via Vera Cruz	San Marcos, CA	80,257	\$ 15,450,000
13500 Danielson Street	Poway, CA	72,600	\$ 21,190,000
4211 Starboard Drive	Fremont, CA	129,808	\$ 32,000,000
2840 Loker Avenue East	Carlsbad, CA	104,298	\$ 25,950,000
Portfolio Total		434,963	\$ 109,740,000
Total 2021 Dispositions		496,741	\$ 126,140,000



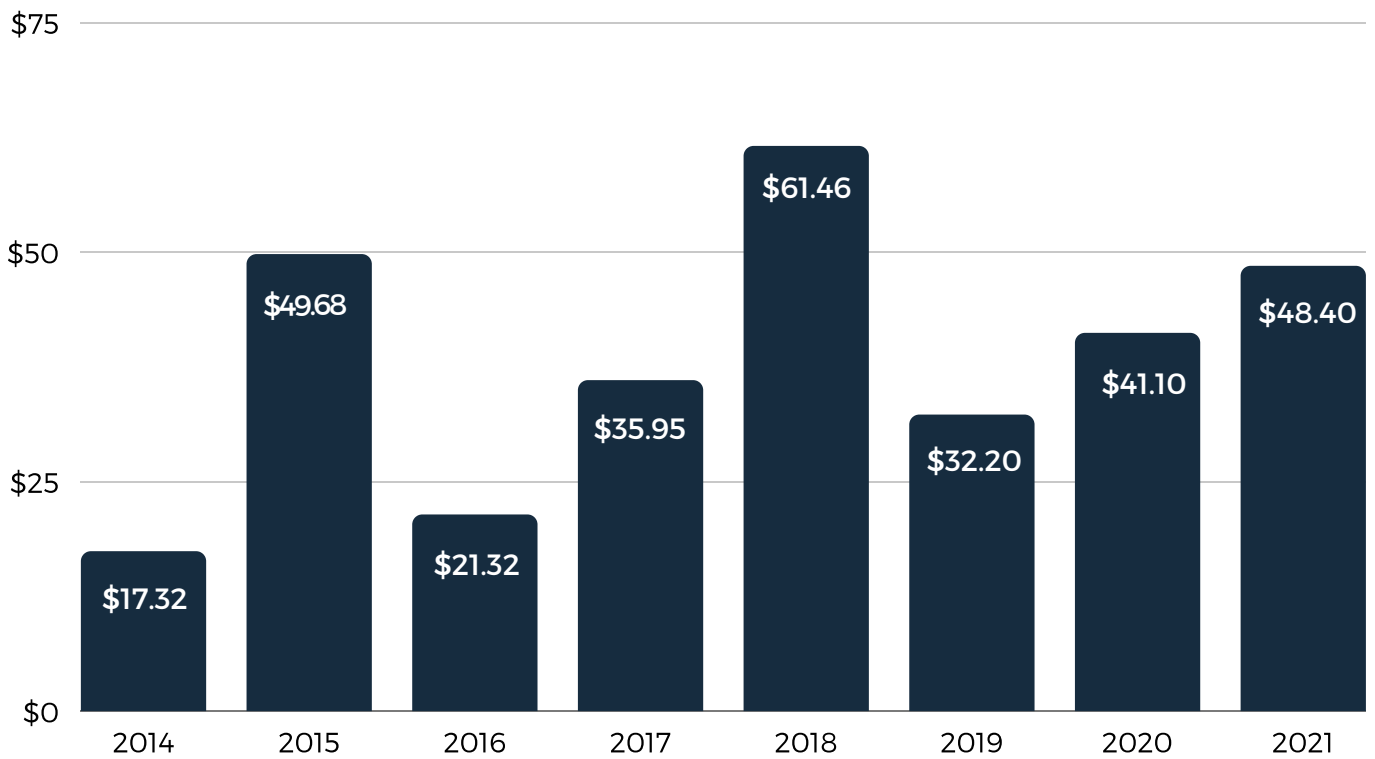
DEBT MATURITIES



- Weighted average interest rate of 4.07%
- 87% of debt maturity is fixed rate and 13% is variable rate (all in 2025)

CASH BALANCE

**\$7.3M INCREASE
FROM 2020**

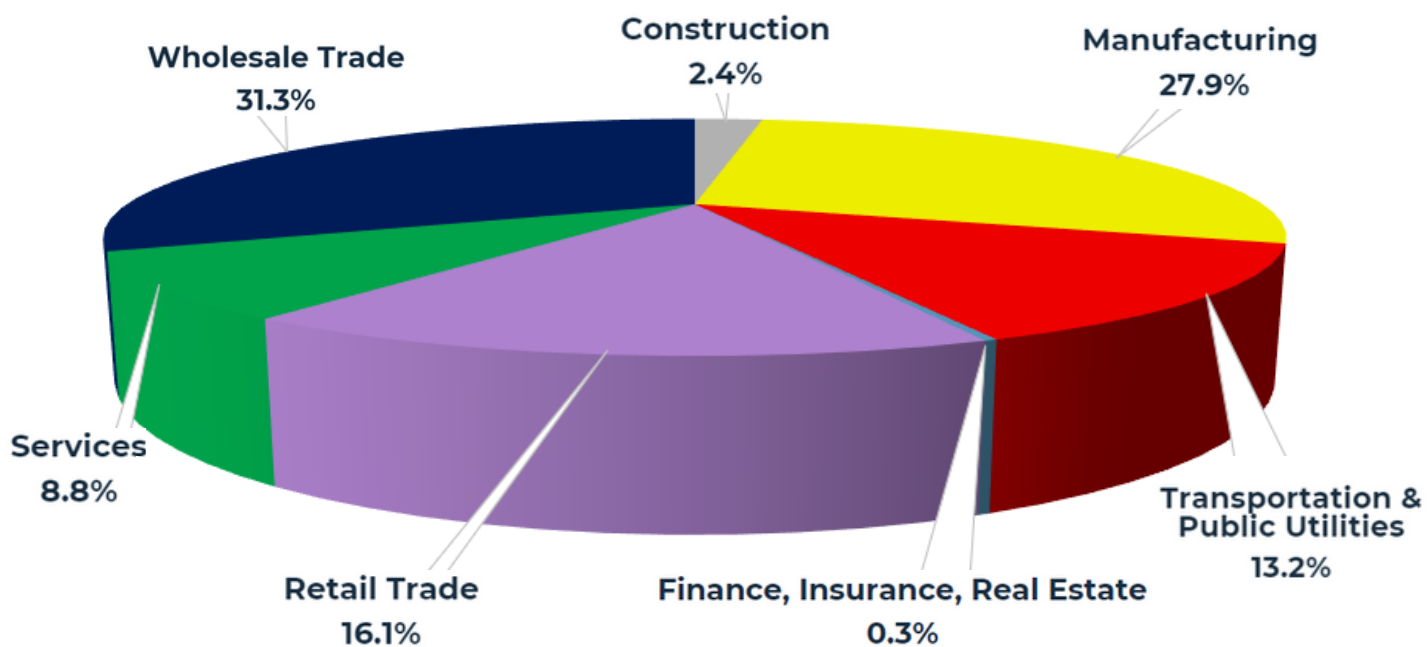


BIXBY (REIT)

SCHEDULE OF PROPERTIES

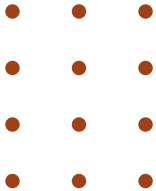
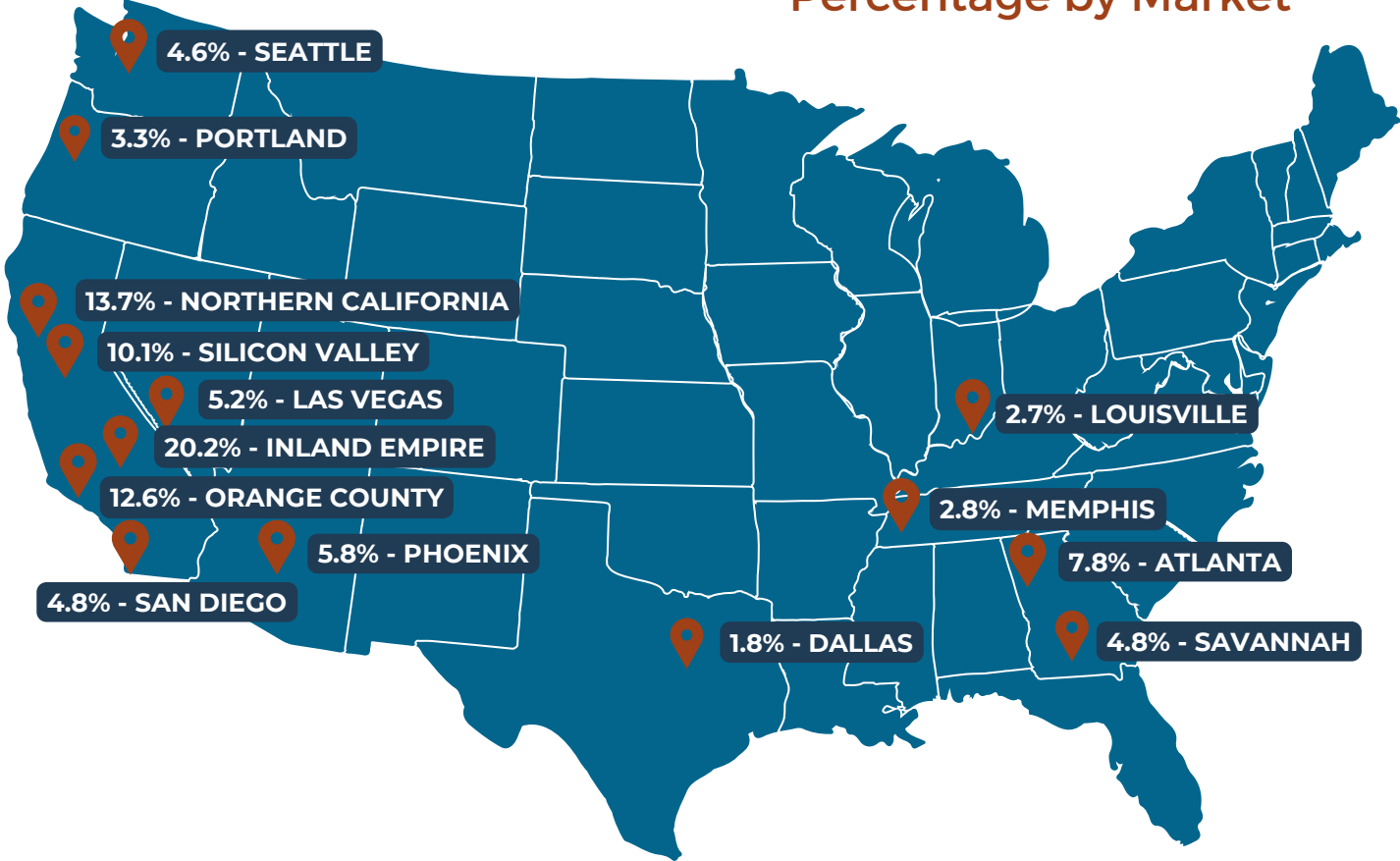
PROPERTY	LOCATION	SQUARE FEET	% LEASED	YEAR BUILT
INDUSTRIAL				
15365 Barranca Parkway	Irvine, CA	53,600	100%	1989
1111 Bell Avenue	Tustin, CA	114,500	100%	2005
1201 Bell Avenue	Tustin, CA	126,957	100%	1973
12350-60 Edison Way	Garden Grove, CA	56,000	100%	1973
5665 Corporate Avenue	Cypress, CA	159,943	100%	1990
1400 Allec Street	Anaheim, CA	121,341	100%	1970
2690 East Cedar Street	Ontario, CA	136,347	100%	1999
2095 South Archibald Avenue	Ontario, CA	133,445	100%	2006
1050 and 1150 South Dupont Avenue	Ontario, CA	151,000	100%	1987
Empire Business Center	Eastvale, CA	393,096	100%	1999
10404 6th and 10401 7th Streets	Rancho Cucamonga, CA	316,145	100%	1984
1601 Fairway Drive	Colton, CA	179,233	100%	2017
710 Dado Street	San Jose, CA	106,057	100%	1997
2650 North MacArthur Drive	Tracy, CA	517,458	100%	1990
1110 Performance Drive	Stockton, CA	452,000	100%	1996
4114 South Airport Way	Stockton, CA	264,579	100%	2000
3030 Mulvany Place	Sacramento, CA	249,048	100%	2014
2959 Thomas Place	Sacramento, CA	138,455	100%	2016
4875 East Cheyenne Avenue	Las Vegas, NV	130,000	100%	2007
4335 Arcata Way	Las Vegas, NV	219,068	100%	1992
4750 North Lamb Boulevard	Las Vegas, NV	180,000	100%	2005
7600 Eastgate Road	Henderson, NV	141,815	100%	2003
640 South 51st Street	Phoenix, AZ	108,287	100%	1994
10232 South 51st Street	Phoenix, AZ	39,280	100%	1985
4703 West Brill Street	Phoenix, AZ	146,723	100%	1998
1417 West Valley Highway North	Auburn, WA	34,432	100%	2015
14513 32nd Street	Sumner, WA	63,768	100%	2015
1565 Fryar Avenue	Sumner, WA	206,463	100%	2015
1800 Fryar Avenue	Sumner, WA	55,660	100%	2017
3625 Royal South Parkway	Union City, GA	304,320	100%	2019
7375 Graham Drive	Fairburn, GA	281,090	100%	2019
200 Nordic Drive	Pooler, GA	229,085	100%	2019
185 and 195 Innovation Way	Newnan, GA	403,648	100%	2020
2911 South Great Southwest Parkway	Grand Prairie, TX	271,794	100%	2019
1453 Commerce Parkway	Horn Lake, MS	328,355	100%	2020
8921 Airways Boulevard	Southaven, MS	156,825	100%	2020
13150 Plantside Drive	Louisville, KY	322,831	100%	2020
OFFICE				
Bixby University Station	Santa Clara, CA	226,507	70%	1999
18231 McDermott West	Irvine, CA	46,182	100%	1985
1501 Quail Street	Newport Beach, CA	46,052	91%	1973
TOTAL PORTFOLIO		7,611,389	99%	

BIXBY PORTFOLIO OF TENANTS BY TRADE



REAL ESTATE ASSETS UNDER MANAGEMENT AS OF 12.31.2021

Percentage by Market



REAL ESTATE ASSETS UNDER MANAGEMENT BY INVESTMENT VEHICLE AS OF 12.31.21

Vehicle	SF	Gross Value
<u>Bixby</u>		
Industrial	7,300,000	\$ 1,088,126,000
Office	300,000	\$ 137,147,000
Total Bixby Portfolio	7,600,000	\$ 1,225,273,000
<u>Hathaway</u>		
Industrial	2,500,000	\$ 347,243,000
Office	300,000	\$ 54,000,000
Total Hathaway Portfolio	2,800,000	\$ 401,243,000
Total Industrial	9,800,000	\$ 1,435,516,000
Total Office	600,000	\$ 191,147,000
TOTAL	10,400,000	\$ 1,626,516,000

THE PEOPLE BEHIND BIXBY

The Bixby team is recognized for their skills, expertise and accomplishments in real estate. Driven by results, backed by experience and mindful of the company's heritage, our team, along with the guidance of the board of directors are committed to building value in all assets and for the investors we serve.



AARON HILL

CHIEF EXECUTIVE OFFICER & PRESIDENT

Joined Company in 2006



MARTY O'HEA

EXECUTIVE VICE PRESIDENT & CFO

Joined Company in 2010



MIKE SEVERSON

CHIEF INVESTMENT OFFICER

Joined Company in 2006



MATT ELA

SENIOR VICE PRESIDENT, OPERATIONS

Joined Company in 2017



REGINA SCHAFNITZ

VICE PRESIDENT, CORPORATE CONTROLLER

Joined Company in 2009



BILL DELANEY

SENIOR DIRECTOR
ACQUISITIONS & LEASING

Joined Company in 2014



LINDSEY ENSIGN OLSON

DIRECTOR OF ASSET MANAGEMENT,
ESG LEAD

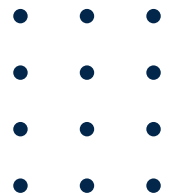
Joined Company in 2018



LEXI GEIGER

DIRECTOR OF ACQUISITIONS

Joined Company in 2018





DAVID C. KIBBEE
CHAIRMAN
BIXBY LAND COMPANY

Board Member Since 1990



ROBERT S. BRUNSWICK
CHAIRMAN
BUCHANAN STREET PARTNERS

Board Member Since 2006



THOMAS H. PURCELL
CHAIRMAN & CEO
CURCI COMPANIES

Joined Company in 2009



RAYMOND G. KENNEDY, JR.
PRINCIPAL & PORTFOLIO MANAGER
HOTCHKIS AND WILEY CAPITAL
MANAGEMENT

Board Member Since 2014



T. ANTHONY PREMER

Board Member Since 2014



JIM SULLIVAN

Board Member Since 2016