

**Long-Term Relationships**  
Mondelez & Kraft

Becknell Industrial's relationship with Kraft and Mondelez dates back to the 1970's and 1980's when one of our founding partners, Fritz Hartrich, built multiple warehouses for Nabisco. Nabisco later became Kraft, which later split into two companies (Kraft and Mondelez) in 2013.

Following their leveraged buyout in 1988, Nabisco no longer desired to own their warehouses and looked to Becknell to develop or purchase and lease the properties to the company.

Believing in Nabisco's direct store delivery business model and that well-located buildings have long-term value for the Company, Becknell raised the capital necessary to own and lease the properties to Nabisco. This was the genesis of Becknell which today is a major developer and owner of industrial properties across the United States.

The first Nabisco, now Mondelez, building was a 36,000 square foot facility in Duncan, South Carolina (built in 1990). Followed immediately by a 26,000 square foot facility in Fargo, North Dakota. Both of these original buildings are still in the Becknell portfolio, but the building in Duncan, South Carolina is no longer occupied by Mondelez.

The relationship has continued through multiple generations of Nabisco, Kraft and Mondelez management. Built on trust and an understanding of business and real estate needs, Becknell Industrial has continued, for more than 23 years, to provide Kraft and Mondelez one-stop design and build services for more than 30 projects across the entire United States.

Becknell worked with Mondelez on a 100,300 square foot build-to-suit facility in Tatamy, Pennsylvania. With this project, Becknell now leases 19 buildings totaling 1.5 million square feet to Mondelez.

Most recently, Becknell Industrial developed and built for Kraft Foods Group a new 730,000 square foot warehouse to support its existing manufacturing facility in Champaign, Illinois which is Kraft's largest production facility in North America.

