

# INVESTMENT PHILOSOPHY

## MARKET

### STRONG FUNDAMENTALS

Strong demand locations in high-barrier, supply-constrained markets with less than 5% vacancy historically.

### ACCESSIBLE

Strategically located proximate to major transportation corridors, including ports, highways, railways and airports.

### LIQUIDITY

Diversified ownership base (institutional and private) with greater than \$1B in annual transactional volume.

### SCALABLE

Population base of greater than 3 million people and real estate inventory of equal to or greater than 100M square feet.

### HIGH GROWTH

First-class education, labor and housing supports past and future economic growth.

## PROPERTY

### SUBMARKET

Low supply (less than 3% of existing inventory under construction) and high demand (less than 5% vacancy).

### PHYSICAL PLANT

Highly functional site plan and building with embedded optionality (e.g., multi-use, demisable) relative to the marketplace.

### QUALITY TENANCY

Single and/or multiple tenants anchored and positioned for credit and corporate quality tenancy in lease-up.

### VALUE-ADD

Ability to unlock defined upside through a curated business plan taking into account operational and physical enhancement.

### RETURN PROFILE

Best risk-adjusted returns relative execution as Core+, Value-Add, and/or Opportunistic. Total return driven with material income contribution. No binary outcomes.

## SPONSOR

### TRACK RECORD

Over 35 years of investment experience across 12M square feet and \$4.5B of transactional volume (excluding Mexico).

### VERTICALLY INTEGRATED

Hands-on and highly curated approach throughout the investment lifecycle to create value and maximize returns. We create value.

### ENTREPRENEURIAL

Institutional capabilities and governance coupled with entrepreneurial spirit and execution.

### CREATOR & STEWARD

A carefully curated and stewarded portfolio with a cohesive narrative. Value creation realized with scale and/or as a sum of the distinctly branded parts.

### ACCESS & ALIGNMENT

Aligned and audited. Material sponsor investment with access to decision makers. Building a community of like-minded partners.

### PIPELINE

Mid-market focus, driven by long-standing relationships and off-market deal sourcing, minimizes competition and drives enhanced risk-adjusted returns.

