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# Meiji Yasuda Life Insurance Company

## Real Estate Portfolio Management Proposal

October 2025

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**Townsend Group**

Cleveland • San Francisco • Seoul • London • Hong Kong

**Proprietary and confidential** The entire contents of this presentation are confidential and are intended for the sole and limited use of the Institutional Investor to whom it is distributed

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# 01 Introduction to Townsend

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# Townsend Snapshot

An established global real assets platform



- Townsend is an established real assets platform bridging both primary capital formation and secondary market liquidity solutions
- Global presence with 113 professionals employed across 5 offices in the US, Europe and Asia
- Exclusive focus on real assets including real estate, infrastructure, timberland, and agriculture
- Townsend serves a diverse group of global institutional investors including public and private pension plans, insurers, sovereign wealth funds, endowments and foundations

## Investment Highlights



**\$234B / 1,500+**

Capital committed / number of Investments approved since 2004



**\$6B / 21**

Townsend-led Open-End Fund originations since 2010



**\$9B / 170**

Secondary, Recapitalization, JV, Co-Investment, and Platform Transactions since 2007

## Townsend Offices



**\$236.7B**

Advised Assets



**\$18.6B**

Assets Under Management



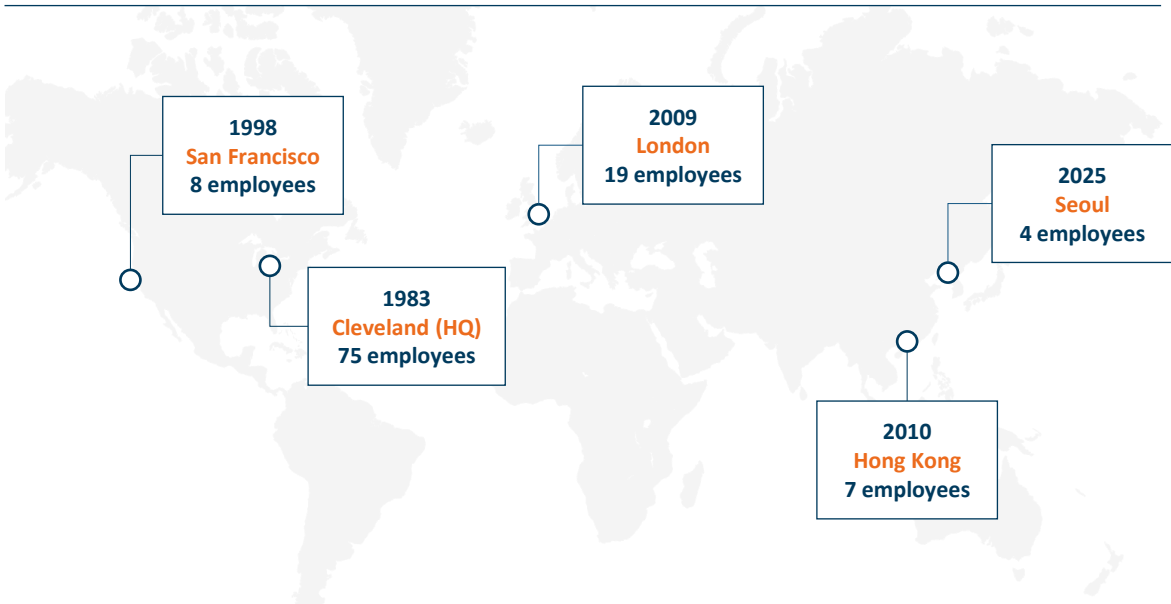
**5**  
Offices



**113**  
Professionals



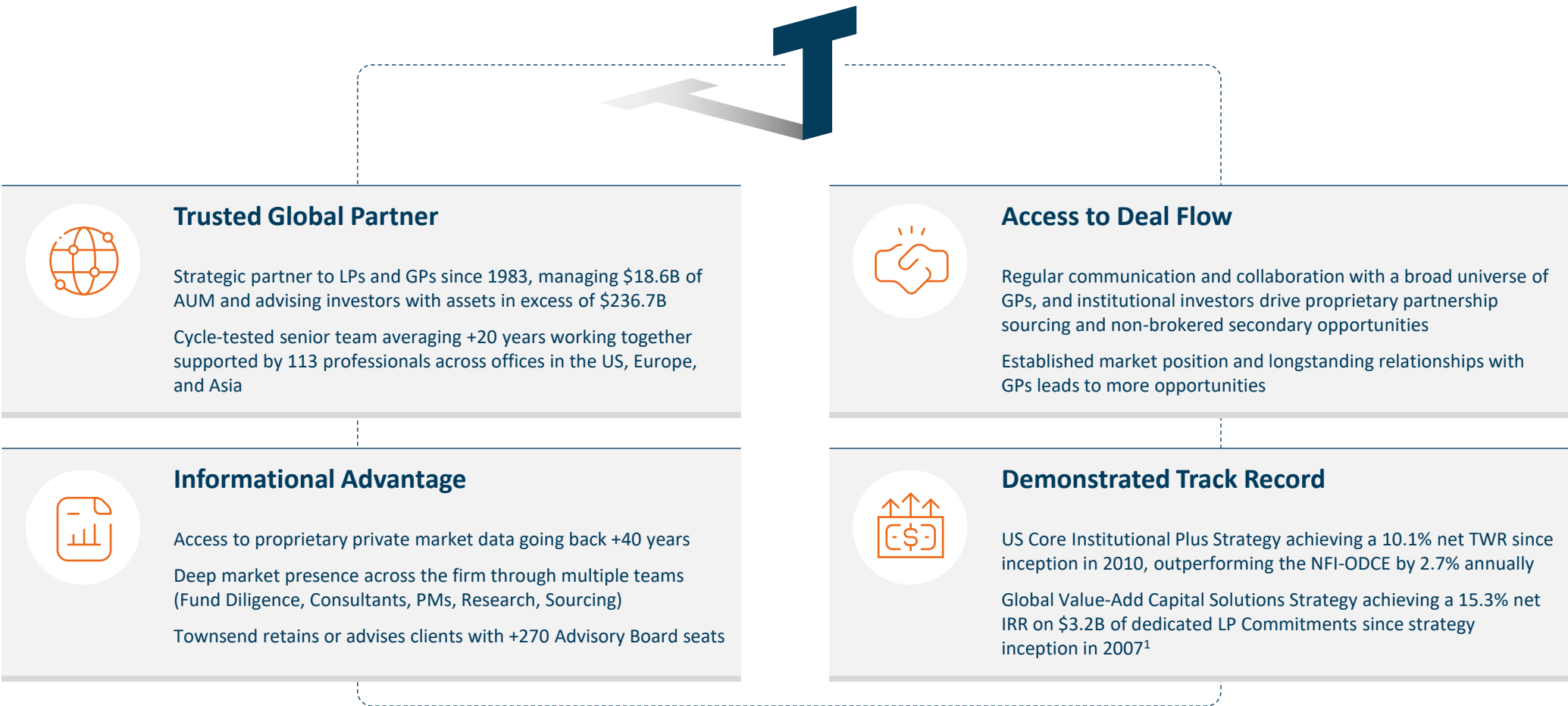
**71**  
Investment Professionals



Time periods noted may differ, however the dates shown represent most recent data available. Advising clients with assets in excess of \$252.9B to real estate and real assets (infrastructure, energy, timber and agriculture). As of December 31, 2024, Townsend had assets under management of approximately \$18.6 billion; and provided advisory services to clients who had real estate/real asset allocations exceeding \$233.6 billion. Please refer to back pages for additional disclosures and definitions. Employee numbers as of September 2025. Townsend's views are as of the date of this publication and may be changed or modified at any time and without notice.

# Why Townsend?

## Platform competitive advantages



<sup>1</sup>Performance represents Dedicated Townsend Real Estate Capital Solutions Strategy only. Net IRRs reflect the return that an investor would have on their funded capital contributions, after all fees, assuming liquidation of any unrealized holdings at reported market value as of the calculation reference date. Investment valuations and performance data used in the calculation of performance metrics are reported to Townsend on a quarterly basis by each underlying investment partner. Source: Townsend Group. US Core performance data and underlying valuations as of 1Q25. Global Value-Add Capital Solutions Strategy performance and underlying valuations as of 1Q25. As of December 31, 2024, Townsend had assets under management of approximately \$18.6 billion; and provided advisory services to clients who had real estate/real asset allocations exceeding \$236.7 billion. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. There can be no assurance that the Strategy will achieve comparable results, that diversification or asset allocations will be met, or that the Strategy will be able to implement its investment strategy and investment approach or achieve its investment objectives. Past performance is not indicative of future results. Investing involves risk, including possible loss of principal. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment. Actual results and developments may differ materially from those expressed or implied herein. Fee savings are not guaranteed.

# Committed Leadership and a Trusted Global Partner


Established senior team supported by global platform

<b>Anthony Frammartino</b> Chief Executive Officer	<b>Morgan Angus</b> EMEA	<b>John Schaefer</b>
<b>Ron Weihrauch</b> Chief Operating Officer	<b>Min Lim</b> APAC	<b>Prashant Tewari</b>
<b>Brian White</b> Chief Financial Officer	<b>Jay Long</b> IC Chairman	<b>Sarah Cachat</b>
		<b>Tony Pietro</b>
		<b>Seth Marcus</b>



**+20 years**  
average industry  
experience of  
senior management

## A global platform with 71 investment professionals and 4 full service global offices

AMERICAS			EMEA		APAC	
<b>Senior Managing Director</b> Anthony Frammartino* Jay Long* John Schaefer* Prashant Tewari* Tony Pietro* Sarah Cachat* Seth Marcus	<b>Principal</b> Dick Brown Mike Stark Jeff Deal Zane Hemming Christian Nye Felix Fels Adam Orlansky PJ Callam	<b>Senior Associate</b> Kathryn Finneran Malcom Blake Jose Calderon Brian Booth  <b>Associate</b> Max DiFranco Nima Edalatjavid Teddy Grendzynski Federico Sierralta  <b>Senior Analyst</b> John Minotti Zineb Benkirane Patrick Koehler  <b>Analyst</b> D'metrius Grier Jake Gutierrez Hamza Muhammad	<b>Senior Managing Director</b> Morgan Angus*  <b>Managing Director</b> Laurie Woolmer David Dix Nick Duff  <b>Principal</b> Myles Grover Nicky King George Fenton  <b>Senior Vice President</b> James Kipling	<b>Senior Associate</b> Milo Soames Will Thompson Tom Trumble  <b>Associate</b> Ben Wilson Olga Postnikova Vishnu Satkunabalan  <b>Analyst</b> Laura Harris  <b>Independent Advisor</b> Asieh Mansour	<b>Senior Managing Director</b> Min Lim*  <b>Managing Director</b> Joseph Tang  <b>Principal</b> Gordon Yu Don Shin Paul Sohn   <b>+43</b> Support professionals <i>*Investment Committee Member</i>	<b>Senior Vice President</b> Suzy Ji Tommy Fu  <b>Associate</b> Natalie Wong  <b>Senior Analyst</b> Lizzie Jeon Jeannie Chow



### ESG

Jay Long  
Morgan Angus  
Nick Duff  
Haya Daawi  
Kathryn Finneran  
Myles Grover  
Will Thompson

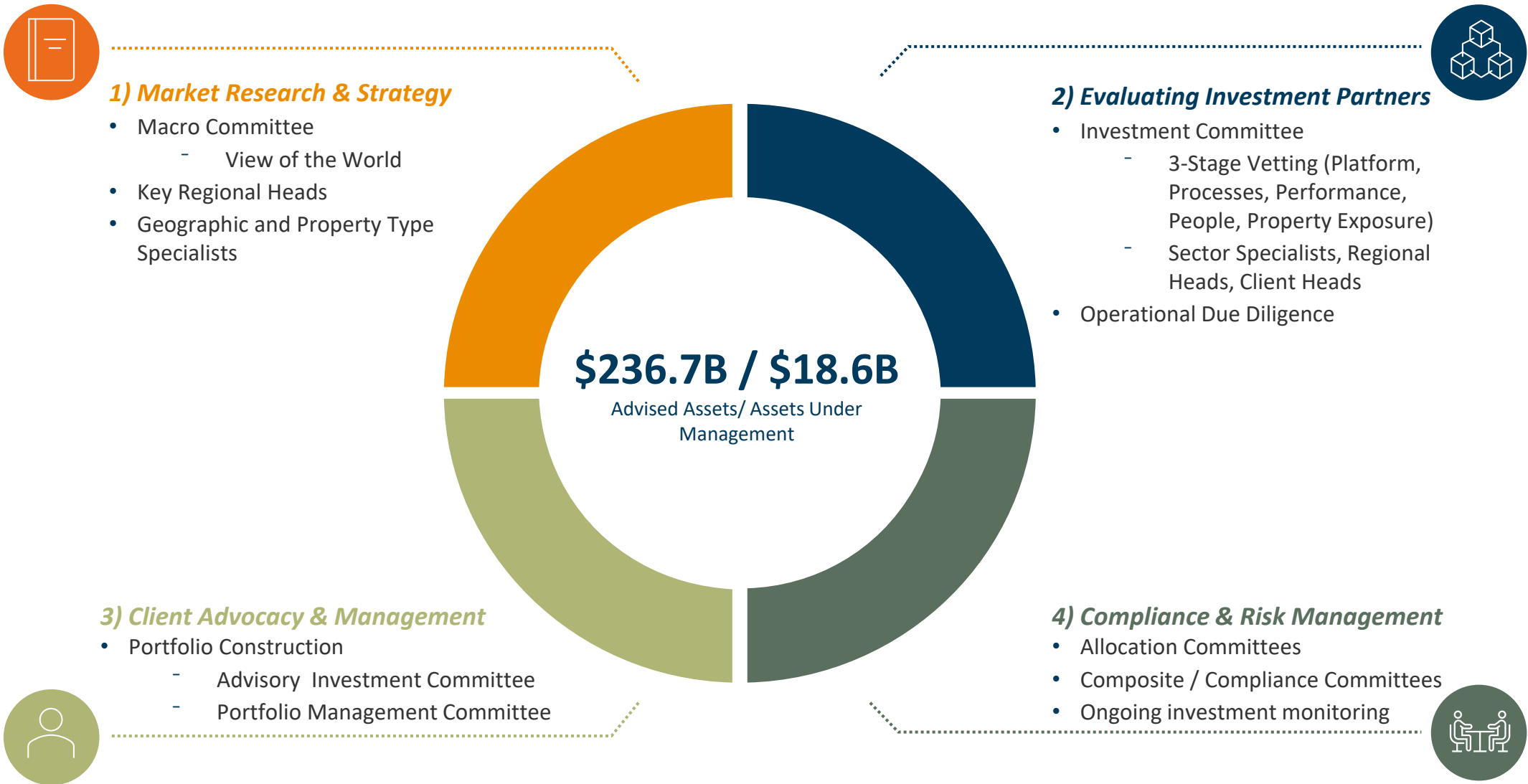
Updated as of September 2025. There can be no assurance that any of these professionals will remain with the Strategy. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice.

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## 02 Townsend Investment Process

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# Investment Process

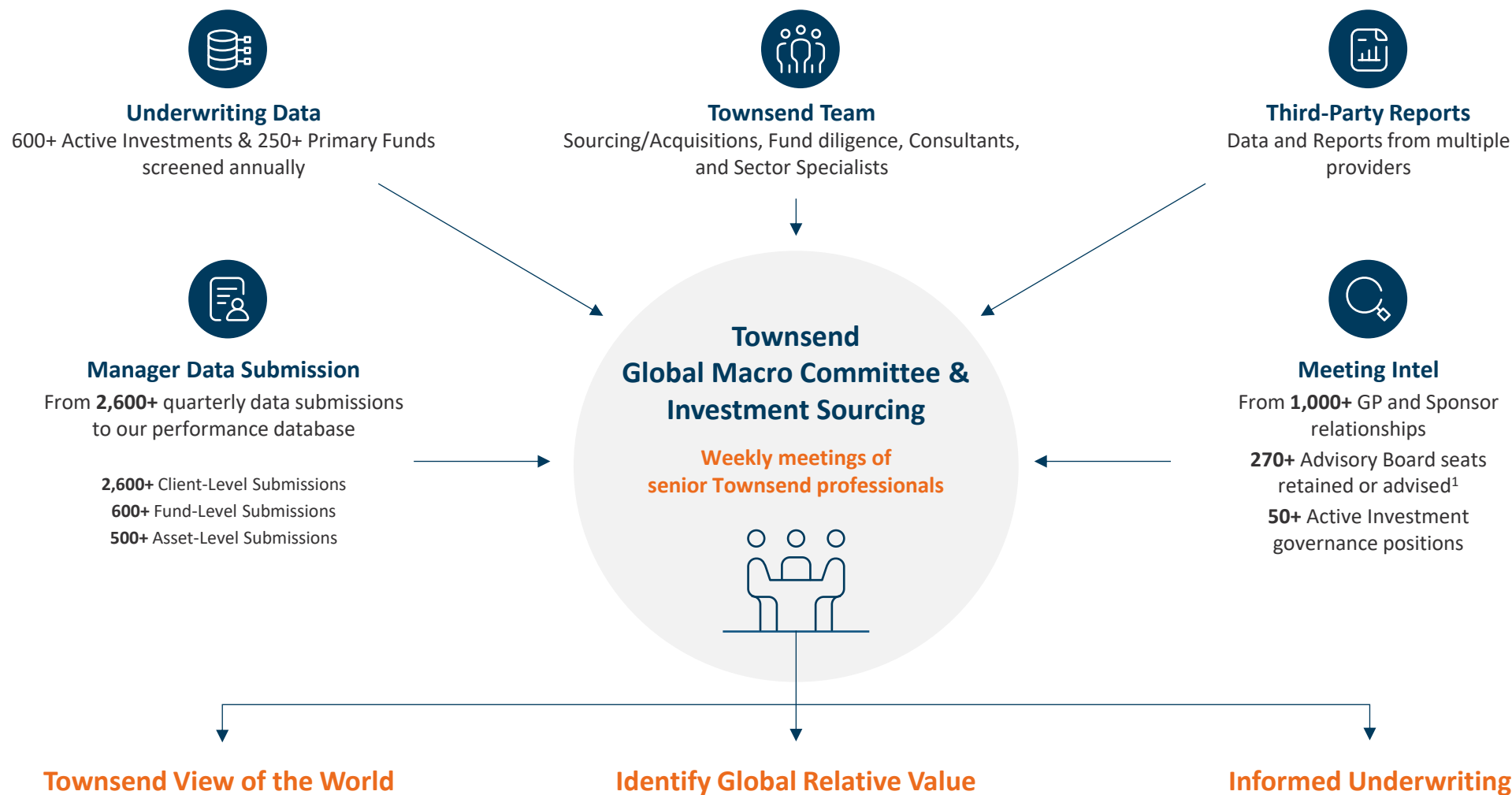


Source: Townsend Group. As of December 31, 2024, Townsend had assets under management of approximately \$18.6 billion; and provided advisory services to clients who had real estate/real asset allocations exceeding \$236.7 billion. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Past performance is not indicative of future results. Investing involves risk, including possible loss of principal. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment. Actual results and developments may differ materially from those expressed or implied herein.



# Informational Advantage

Enables identification of areas of compelling opportunity



<sup>1</sup> Retained Advisory Board Seats represent positions maintained and voted by Townsend. Advised Board Seats represent positions retained by clients advised by Townsend. Global Macro Strategy Committee meets twice monthly. Investment Committee meets twice weekly. Source: Townsend Group. Data as of 3Q24. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice.

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## 03 Our Partnership

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# Customized Relationship

## Framework for roles, responsibilities, and structure

<b>Strategy and Investment Guidelines</b>	Townsend will collaborate with the client on a Strategic Plan and execution opportunities that meet the Strategic Plan
<b>Investment Diligence</b>	Townsend will lead investment sourcing and diligence through its dedicated team of professionals and standard due diligence process – Townsend will present and discuss the opportunities with the client if desired. The client determines their level of involvement
<b>Investment Approval</b>	Townsend will furnish detailed underwriting information about each investment opportunity
<b>Asset Management</b>	Townsend will have discretion over any asset management items related to the underlying investments and will provide regular asset management and performance updates. Townsend will sit on LPAC boards, attend meetings, and provide updates to the client
<b>Reporting and Administration</b>	Townsend will produce all performance reporting reasonably requested by the client – Townsend can also engage audit and tax as necessary to produce market standard accounting and tax records. Townsend back-office operations will review all cash flows and provide monthly reconciliation
<b>Other Deliverables</b>	Townsend provides its clients access to its research and thought pieces, as well as access to its broader platform
<b>Investment Legal Review</b>	Townsend can lead legal review and execution of investment legal documents and structure, including all side letters, sub agreements, amendments, etc. The client determines level of involvement
<b>Investment Operational Due Diligence</b>	Townsend will lead operational due diligence of the investment sponsor’s structure and operational capabilities
<b>Client Interaction</b>	Dedicated portfolio management team assigned to the relationship – the client helps define interactions

Source: Townsend Group. Townsend’s views are as of this date of this publication and may be changed or modified at any time without further notice. Investing involves risk, including loss of principal. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein.

# Customized Relationship

## Differences in a Separate Account and Fund of Funds structure



	Separate Account	Fund of Funds
Cash Flow Processing	Townsend reviews and directs the client (higher volume)	Townsend processes underlying cash flows and calls or distributes capital as needed (lower volume)
Liaise with Custodial Bank	Townsend assists in accordance with existing client’s process (higher volume)	Townsend assists in accordance with existing the client’s process (lower volume)
Bank Accounts Required	The client and custodial bank maintain bank accounts	Townsend maintains bank accounts and can coordinate with custodial bank as needed
Investment Legal and Structuring	Townsend via third-party considering specific requirements for the client or the client can select	Townsend via third-party considering specific requirements of the client
Audit and Tax	Townsend provides necessary documents from underlying investments to support the client’s audit and tax processes	Townsend completes and delivers annual audited financial statements and tax reporting for the vehicle in accordance with regulatory requirements
Reporting	Client will receive individual capital account statements from each underlying investment. Townsend will reconcile the net asset value each quarter.	Townsend will produce and provide a single capital account statement for each fund structure

Source: The Townsend Group. Townsend’s views are as of this date of this publication and may be changed or modified at any time without further notice. Investing involves risk, including loss of principal. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein.

# Customized Relationship

## Client Defined Communication and Process

### Illustrative process to be refined with Meiji Yasuda



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# Investment Guidelines & Return Objective

Collaborate with Meiji Yasuda to Customize Investment Guidelines and Benchmark

## Role of Real Estate

- To be defined, examples:
  - Risk-adjusted returns
  - Income generation
  - Low correlations to other asset classes
  - Potential inflation hedge

## Allocation

- \$100 million per year to core real estate
- \$100 million per year to non-core real estate

## Investment Guidelines / Risk Mitigation

- Tailored to achieve the Meiji Yasuda’s investment objectives and manage risk
- Recommend grace period of 3-years to provide flexibility while scaling the portfolio

## Benchmark

- Select an appropriate benchmark

## Sample compliance criteria to be refined with Meiji Yasuda

Category	Core Portfolio	Non-Core Portfolio
Return Objective	NFI-ODCE net of fees <sup>1</sup>	To be determined Recommend NFI-ODCE + 100 bps net of fees
Location Diversification <sup>2</sup>	Maximum 15% Ex-US	Maximum 15% Ex-US
Leverage <sup>3</sup>	Maximum 50%	Maximum 65%
Property Diversification <sup>4</sup>	Limited to the greater of 25% or NFI-ODCE +/- 10% for a property sector	
Investment Diversification	Maximum 25% to an investment in the portfolio	
Manager Diversification	Maximum 25% to a single manager in the portfolio	

<sup>1</sup>National Council of Real Estate Investment Fiduciaries Open-End Diversified Core Equity.

<sup>2</sup>Flexibility to invest ex-U.S. increase investment opportunity set.

<sup>3</sup>Maximum 55% leverage at the portfolio level.

<sup>4</sup>NFI-ODCE property type exposure was 34.1% Industrial and 30.4% Residential as of June 30, 2025.

<sup>1</sup>National Council of Real Estate Investment Fiduciaries Open-End Diversified Core Equity; a collection of commingled funds pursuing a core investment strategy in the United States.

Source: Townsend Group, NCREIF. Townsend’s views are as of this date of this publication and may be changed or modified at any time without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein.

# Townsend Fee Proposal

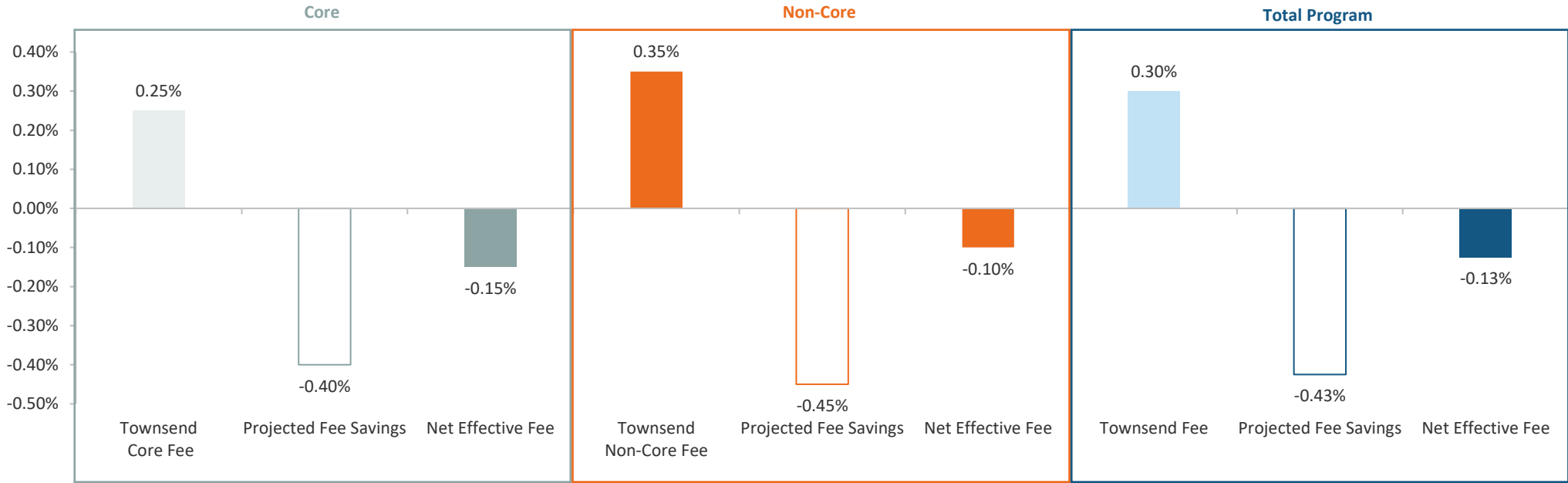
## Partnership Terms



Townsend Core Fee Structure	
Core Fee % on NAV*	Waterfall
0.25%	First \$500,000,000
0.15%	\$500,000,001 to \$1,000,000,000
0.10%	> \$1,000,000,000
Investment Period*	12-month period where fee is on committed for each investment

Townsend Non-Core Fee Structure	
Non-Core Fee % on NAV*	Waterfall
0.35%	First \$500,000,000
0.20%	\$500,000,001 to \$1,000,000,000
0.10%	> \$1,000,000,000
Investment Period*	12-month period where fee is on committed for each investment

The projected impact of partnering with Townsend on initial program fee load



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# 04 Townsend Core Capabilities

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# Townsend Core-Plus Fund Capabilities

## Overview of U.S. Open-End Fund Coverage & Track Record



### Coverage Universe:

- Townsend’s coverage universe includes 87 U.S. open-ended funds representing \$376 billion of equity value
  - NFI-ODCE accounts for 25 funds, totaling \$206 billion of equity value
- Townsend advises and manages over \$45 billion that is invested in U.S. open-ended funds, representing 12% of the coverage universes equity

### Townsend Process:

- Townsend maintains a proprietary database of fund and property level data to drive portfolio modeling and informed investment decisions
- Townsend meets with all fund managers on at least an annual basis
- On a semi-annual basis, Townsend updates its return projections for each fund and assigns a rating to the fund based (Buy / Qualified)
- Townsend currently has a preferred buy rating on 20 funds

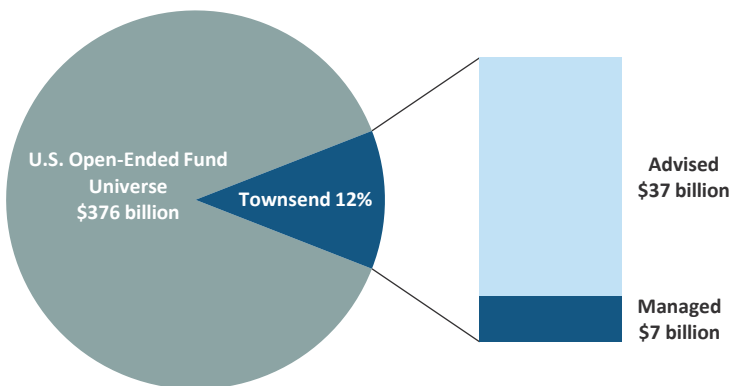
### Townsend Track Record:

- Townsend’s U.S. Core Real Estate Strategy has outperformed the NFI-ODCE over all measured time periods

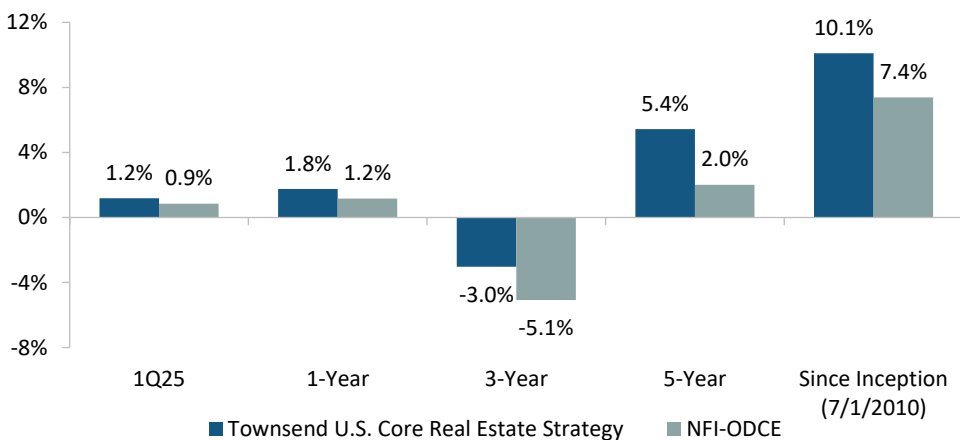
### Fee Savings:

- Townsend U.S. Core Real Estate Strategy has achieved fee savings of 51 bps on asset management fees relative to the market rate

### Townsend Capital Advised and Managed in U.S. Open-End Funds



### Townsend U.S. Core Real Estate Strategy Net Time-Weighted Returns



Source: Townsend Group. Data as of March 31, 2025. Townsend’s views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The above example is for illustrative purposes only. Fee savings are not guaranteed.

Townsend Core-Plus Execution

History of Driving Outperformance through Creative Structuring



Investment Type	New Fund Formations	LP Fund and GP-led Secondaries	Programmatic JV Structures
Description	<ul style="list-style-type: none"> <li>Partnership with investment manager or operator for launch of a new open-end fund structure</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition of existing fund interests from other LPs</li> <li>Normally in an open-end fund, or an interest in a JV or other structures</li> </ul>	<ul style="list-style-type: none"> <li>Partnership with a platform or operator in a bespoke structure to access thematic opportunities</li> </ul>
Rationale	<ul style="list-style-type: none"> <li>Ability to create offerings for sectors or sub-sectors that previously did not exist</li> <li>Affords our investors a more efficient way to gain meaningful exposure</li> </ul>	<ul style="list-style-type: none"> <li>Access to an established portfolio at below market pricing, manufacturing an attractive entry point</li> <li>Investors in need of liquidity turn to the secondary market for an exit</li> </ul>	<ul style="list-style-type: none"> <li>Tactical opportunities in niche strategies with demonstrated platforms</li> <li>Ability to buy into an existing portfolio and build a portfolio</li> <li>Shorter duration business plans</li> </ul>
Sourcing	<ul style="list-style-type: none"> <li>Direct relationship with GP or operator</li> </ul>	<ul style="list-style-type: none"> <li>Direct relationship with GP or through broker relationships</li> </ul>	<ul style="list-style-type: none"> <li>Direct relationships with GP or operator</li> </ul>
Townsend Client Benefit	<ul style="list-style-type: none"> <li>Reduced management fees</li> <li>Entry basis below appraised value</li> <li>Revenue sharing agreement</li> <li>Advisory board representation</li> </ul>	<ul style="list-style-type: none"> <li>Attractive entry point at a discount to valuations</li> <li>Offers immediate return benefits and a low cost basis</li> </ul>	<ul style="list-style-type: none"> <li>Access to thematic opportunities through specialist platforms</li> <li>Reduced fee structures</li> <li>Control rights/elevated governance</li> <li>Potential for platform upside</li> </ul>

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# Originations of New U.S. Core/Core-Plus Funds

Townsend has been the founding investor for 16 new OEFs, allocating over \$15.5 billion of capital over the last decade

In \$ Millions	Inception	Townsend Commitment (\$MM)	Since Inception Annualized Return (Net of Fees)		
			Fund	NFI-ODCE <sup>1</sup>	Relative Performance
Diversified Sector OEF 1	2010	\$2,997	7.9%	7.4%	0.5%
Office/Retail OEF 1	2012	\$1,358	-0.7%	6.4%	-7.2%
Diversified Sector OEF 2	2013	\$1,054	6.9%	5.8%	1.1%
Diversified Sector OEF 3	2014	\$1,699	6.9%	5.6%	1.3%
Multifamily OEF 1	2015	\$334	4.9%	4.2%	0.7%
Diversified Sector OEF 4	2016	\$1,067	10.5%	3.9%	6.7%
Diversified Sector OEF 5	2017	\$444	13.6%	3.4%	10.2%
Alternative Property Sector OEF 1	2017	\$586	13.2%	3.4%	9.9%
Diversified Sector OEF 6	2018	\$267	10.4%	3.1%	7.3%
Multifamily OEF 3	2018	\$1,938	9.7%	2.6%	7.1%
Industrial OEF 2	2019	\$1,630	11.1%	2.3%	8.8%
Student Housing OEF 1	2019	\$115	8.9%	2.3%	6.6%
Alternative Property Sector OEF 2	2020	\$666	9.2%	2.1%	7.1%
Industrial OEF 3	2021	\$293	18.9%	1.3%	17.6%
Multifamily OEF 4	2022	\$1,059	7.9%	-2.7%	10.6%
Data Center OEF 1	2022	\$45	29.1%	-7.8%	36.9%
<b>Total New U.S. Core/Core-Plus Originations</b>		<b>\$15,550</b>			<b>4.3%*</b>

<sup>1</sup> Matches duration of the fund, showing net return for the given period that funding for the position occurred.

\* Since inception average annualized outperformance relative to NFI-ODCE.

Source: Townsend Group. Data as of March 31, 2025. The above example is for illustrative purposes only. Townsend's views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. Investing involves risk, including possible loss of principal. There can be no assurance that the Fund will achieve comparable results, that underwritten returns, diversification, or asset allocations will be met or that the Fund will be able to implement its investment strategy and investment approach or achieve its investment objective. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future.

# Pipeline Investment

## Diversified Net Lease Portfolio Secondary



Investment Type	New Open-End Fund Formation
Closing	Q3 2025-Q1 2026
Primary Sector(s)	Net Lease
Primary Market	U.S.
Risk Profile	Core/Core-Plus
Total Deal Equity	\$1.45 billion
Townsend Equity	\$716 million
Underwritten IRR <sup>1</sup>	15%
Underwritten Multiple <sup>1</sup>	1.5x

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees.

Source: Townsend Group. All information prepared as of October 2025 unless otherwise stated. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Investors will not acquire an interest in the pictured property. The property is owned by an investment managed by the sponsor and not the program. Please see back pages for additional important disclosures. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future. Townsend’s views are as of the date of this publication and may be changed or modified at any time and without notice. Case studies were not selected on performance-based criteria and were selected to demonstrate investments of similar mandate. All transactions presented are considered pipeline deals and thus no assurances can be made that the deals will close. All pipeline transactions are subject to approval by Townsend’s investment committee.

### INVESTMENT OVERVIEW

- Opportunity to recapitalize an interest in a 183-asset portfolio of net lease (“NNN”) properties, representing 11.9 million square feet across 33 states, directly from the balance sheet of a NNN REIT manager
- The portfolio will be acquired at the sponsor’s net book value, representing a 7.1% cap rate and a 20.5% discount to a recent third-party appraisal
- The sponsor has a long history of execution in the NNN space. With approximately 500 professionals and a vertically integrated structure, the sponsor has developed and established a broad range of sourcing channels and the ability to directly manage tenant relationships.
- Approximately half of the capital will also be utilized to acquire new assets and continue scaling the portfolio through an open-ended fund structure

### INVESTMENT THESIS

- The opportunity provides immediate capital deployment into a geographically diversified portfolio that is 100% occupied, with 9.3 years of WALT and \$103 million of annualized contractual rent. The seed portfolio is comprised of 53 tenants (80% agency rated investment grade) with no single tenant comprising more than 8.5% of annualized base rent.
- The investment strategy of acquiring/managing a diversified portfolio of high-quality commercial properties under long-term, net lease agreements allows for highly predictable NOI throughout economic cycles, creating downside protection and consistent distribution activity
- The composition of the seed portfolio predominantly consists of industrial assets (53%), with the remainder predominantly invested in essential retail (36%) and healthcare (11%)

### PARTNER/GOVERNANCE

- Sourced through Townsend’s relationship with well-established NNN sponsor, one of the largest owners of net lease real estate in the world
- Includes first close fee economics and LP Advisory Board representation

# Pipeline Investment

## Industrial Outdoor Storage Venture



Investment Type	Joint Venture / Platform Investment
Closing	2H25 (est.)
Primary Sector(s)	Industrial Outdoor Storage
Primary Market	U.S.
Risk Profile	Core/Core-Plus
Total Deal Equity	\$150 M
Townsend Equity	\$100+ M
Underwritten IRR <sup>1</sup>	13-15%
Underwritten Multiple <sup>1</sup>	1.7-1.8x

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees.

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### INVESTMENT OVERVIEW

- Opportunity to form a Core-plus industrial outdoor storage vehicle alongside a leading vertically integrated owner-operator, targeting a pipeline of core-plus IOS assets with limited risk and attractive return profiles
- Strategy focuses on acquiring properties that can benefit from light upgrades, operational improvements, and steady rent growth
- Target key infill markets with clear connectivity to logistics hubs including Florida, New Jersey, Georgia, South Carolina, Texas, and Nevada
- The second phase of the opportunity will involve converting the vehicle into a marketed “open-ended” Evergreen fund, of which Townsend investors will receive participation in future carried interest, management fees, and property income streams in accordance with anchor participation rights

### INVESTMENT THESIS

- The venture will seek to aggregate a balanced portfolio in a sector that has experienced similar tailwinds that have driven strong performance in traditional industrial, while benefitting from constrained supply, lower capex, and higher yields
- IOS serves a critical role in servicing the logistics, manufacturing, and construction operations of the U.S. economy, but remains highly fragmented from an ownership perspective with limited brokerage coverage, and lower information transparency creating a moat
- IOS has the potential to become a more institutional subsector of industrial real estate, which could lead to greater liquidity at exit

### PARTNER/GOVERNANCE

- Proprietary platform structure initiated by Townsend alongside an established sponsor
- Well-constructed buy-box, with governance rights over several key platform and portfolio decisions
- Townsend will be entitled to reduced fees and a 15% participation in the IOS Evergreen vehicle, assuming successful scaling of the platform



# Case Study

## Global Data Center Fund



Investment Type	New Open-End Fund Formation
Closed	November 2022
Primary Sector(s)	Data Center
Primary Market	Global
Risk Profile	Core-Plus
Gross Asset Value	\$4.8 billion
Leverage	60%
Occupancy	100%
Number of Assets	15

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### INVESTMENT OVERVIEW

- Launched a global core-plus fund that was anchored by a stabilized portfolio of U.S. data centers developed by its affiliated operator
- Primary execution includes single asset acquisitions of newly built and fully contracted wholesale data centers from the affiliated operator’s development pipeline, typically leased and designed for high credit hyperscale tenants on triple-net, long-term leases of 10 to 20 years
- Portfolio is concentrated in three of the top five global markets

### INVESTMENT THESIS

- Various forecasts for global growth of internet traffic and data utilization range 20% to 30+% over the next several years. The net result of this rapidly changing consumer behavior and unprecedented growth in data storage and IT workload requirements has created a need for more (and larger) hyperscale data center facilities, the fastest growing and most addressable segment of the data center market
- The fund was pre-seeded with a large \$1 billion data center containing embedded value upon closing. The platform had several accretive pipeline deals for the fund
- The majority of the fund’s return is anticipated to be generated from current income. The property type tends to have more durable cash flows that are less sensitive to economic cycles
- Founding fee economics and opt-out rights

### PERFORMANCE

- 36.9% annualized outperformance over NFI-ODCE since inception; the fund has generated a 29.1% annualized net time-weighted return since inception (1Q23) compared to the -7.8% annualized net time-weighted return for NFI-ODCE over the same period

# Core/Core-Plus Portfolio Construction

## Market Environment and Portfolio Construction

### Market Environment:

- Townsend projects a 3-year gross return of 7.4% (6.4% net) for the NFI-ODCE and a 3-year gross return of 8.3% (7.3% net) for the U.S. OECF market<sup>1</sup>

### Portfolio Construction:

- Initially target 5-10 high conviction funds
  - Opportunity to scale investments or diversify as the program grows
  - Portfolio construction will evolve over time with active management driven by the continuous evaluation of Townsend's coverage universe
- Diversify across high conviction property types and market; align portfolio with Townsend's View of the World
- Opportunity to participate in pipeline deals depending on when the program launches

### Secondary Market:

- Selectively invest via secondaries to access high quality core/core-plus investments at a discount
- Currently, the secondary market provides additional opportunity to add funds with attractive return profiles when including the discount<sup>2</sup>
  - \$39 billion remains in redemptions queues
  - Opportunity may not be available in the future
- Townsend's proprietary core/core-plus fund model enables ability to quickly evaluate the relative value of secondary opportunities

<sup>1</sup>Market weighted projection that includes 87 OECFs representing \$376 billion of equity value.

<sup>2</sup>Based on secondary market asking prices as of August 2025 and Townsend forward projected returns.

Source: Townsend Group. Data as of March 31, 2025. Townsend's views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The above example is for illustrative purposes only.

### OECF secondary market opportunity based on ask pricing<sup>2</sup>

	Volume	Discount	Projected Gross Return	
			1-Year	3-Year
Industrial	\$ 40,000,000	-7.0%	17.7%	12.7%
Industrial	\$ 50,000,000	-1.0%	12.6%	11.9%
Diversified Core	\$ -	-15.0%	24.0%	11.9%
Industrial	\$ 100,000,000	-3.5%	14.1%	11.7%
Industrial	\$ 50,000,000	-2.5%	13.3%	11.6%
Residential	\$ 75,000,000	-10.0%	18.9%	11.4%
Industrial	\$ 40,000,000	-2.5%	12.8%	11.1%
Industrial	\$ -	-1.5%	11.6%	10.6%
Industrial	\$ -	-1.5%	10.7%	9.7%
Diversified Core-Plus	\$ 50,000,000	-7.0%	14.2%	9.2%
Diversified Core-Plus	\$ 50,000,000	-2.0%	10.3%	9.0%
Diversified Core-Plus	\$ -	-0.5%	9.3%	9.0%
Industrial	\$ 50,000,000	-1.5%	9.8%	8.8%
Diversified Core-Plus	\$ 40,000,000	-3.0%	10.6%	8.5%
Diversified Core	\$ 100,000,000	-3.0%	10.1%	8.0%
Diversified Core	\$ 50,000,000	-2.0%	9.2%	7.9%
Diversified Core	\$ -	-3.0%	9.9%	7.8%
Diversified Core	\$ -	-1.5%	8.8%	7.8%
Diversified Core-Plus	\$ 20,000,000	-5.0%	11.3%	7.7%
Diversified Core	\$ 100,000,000	-5.0%	11.2%	7.6%
Diversified Core	\$ -	-2.5%	9.1%	7.4%
Diversified Core-Plus	\$ 50,000,000	-2.0%	8.1%	6.8%
Diversified Core	\$ 50,000,000	-4.0%	9.4%	6.6%
Residential	\$ -	-2.0%	7.7%	6.4%
Diversified Core	\$ -	-4.0%	9.1%	6.3%
Residential	\$ 250,000,000	-5.0%	9.8%	6.2%
Residential	\$ -	-2.5%	6.3%	4.6%

# Core/Core-Plus Portfolio Construction

## Model Portfolio



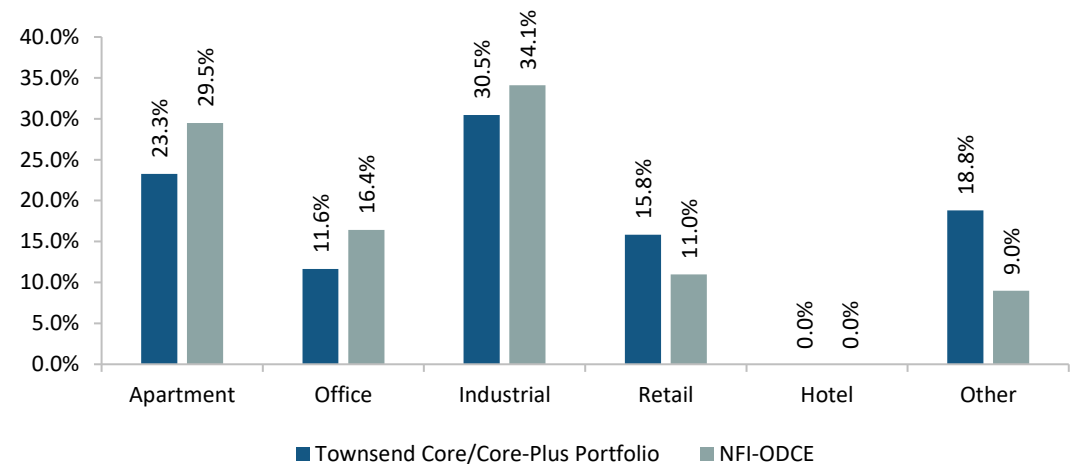
### Model Portfolio:

- Initially target 5-10 high conviction funds
  - The modeled portfolio consists of 6 high conviction funds with an anticipated 3-year net return of 12.3% vs an anticipated net return of 6.4% for the NFI-ODCE
  - Ability to tailor the portfolio to Meiji Yasuda’s risk appetite and return objectives
- Property sector allocation is aligned with Townsend View of the World
  - Overweight to the other property type via data centers (15%)
  - Overweight to retail through higher yielding triple-net retail (12.5%)
  - Significant underweight to traditional office (1.1%); office exposure is primarily medical office (10.5%)
- Model portfolio risk profile is core-plus
  - Leverage is projected to be 40% vs 27% for NFI-ODCE
  - Occupancy is projected to be 96% vs 91% for the NFI-ODCE
  - Non-Core activity is projected to be 7% vs 7% for the NFI-ODCE

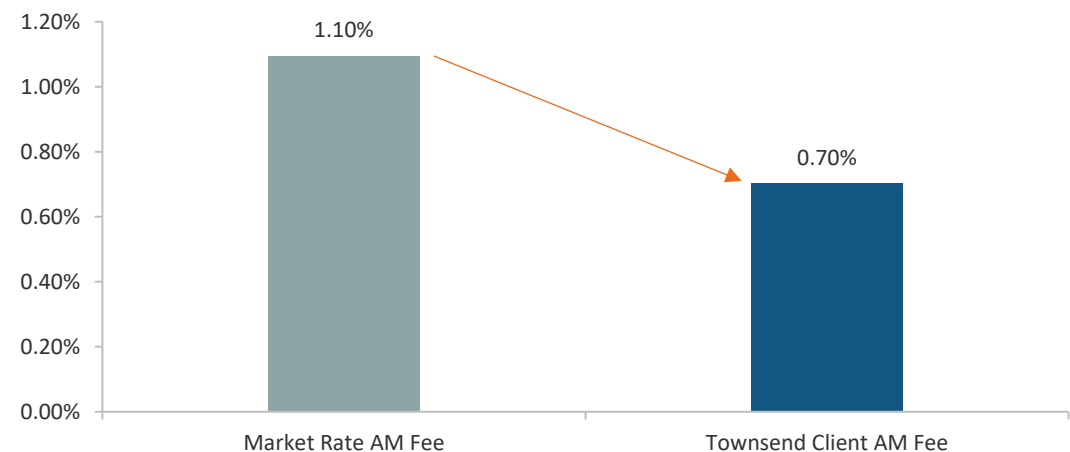
### Fee Savings:

- The model portfolio is projected to save 40 bps of asset management fees annually which equates to a 36% discount off market rate fees
  - Typically, the best fee savings are achieved for founders participating in new fund originations
- Fee savings are achieved through the scale of the Townsend platform
  - Meiji Yasuda would be invested alongside approximately \$2.5 billion of Townsend capital

### Property Sector Diversification



### Projected Asset Management Fee Savings



Source: Townsend Group. Data as of March 31, 2025. Townsend’s views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The above example is for illustrative purposes only. Fee savings are not guaranteed.



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05

## Townsend Non-Core Fund Capabilities

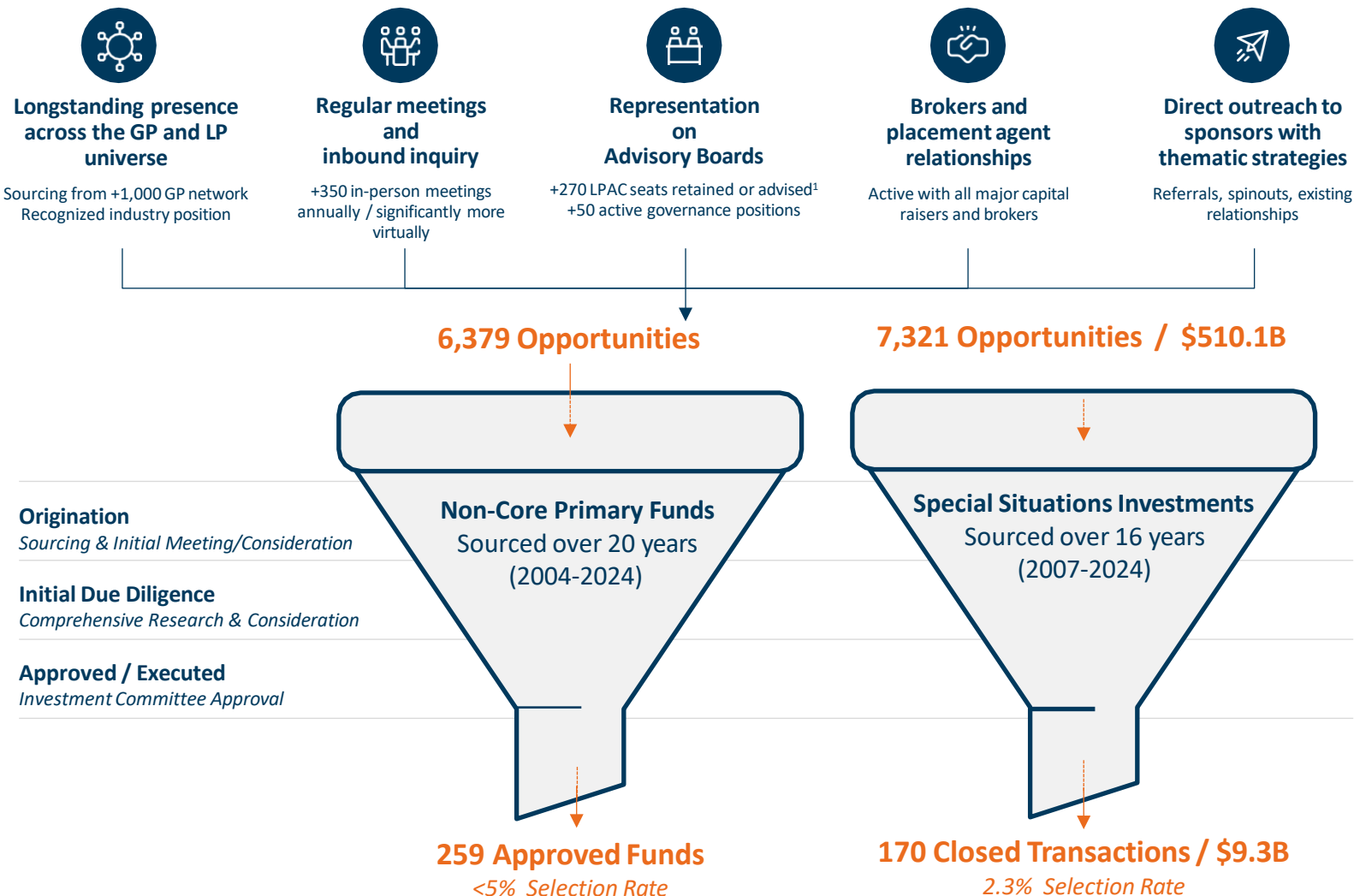
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# Non-Core Real Estate Sourcing and Selectivity

## Investment Sourcing and Execution Capabilities

### Leveraging a specialized industry position

- Townsend has been a strategic partner to LPs and GPs since 1986
- Consolidation has left hundreds of high-quality fund managers under-capitalized
- Townsend's industry position and ability to aggregate capital has allowed for sourcing from a vast number of high-quality partners
- The firm's longstanding presence and active outreach has allowed Townsend to source and shape fund offerings ahead of market distribution



Retained Advisory Board Seats represent positions maintained and voted by Townsend. Advised Board Seats represent positions retained by clients advised by Townsend.

Source: Townsend Group. Data from 2004-2024. Represents all discretionary Active Investments sourced/executed. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein.

# Driving Value Through Scale

## Competitive platform advantage

### Townsend seeks to advocate on behalf of clients over the life of their investment programs

- Reduced manager fees can be achieved without compromising quality of execution as structural alpha to drive performance
  - Demonstrated track record of negotiating annual asset management fee savings for primary non-core real estate funds averages ~30 bps (not including adjustments to incentive fee structures)
- Continued advocacy through Limited Partner Advisory Committee participation and scale of Townsend client capital
  - 270+ Advisory Board seats retained or advised<sup>1</sup>
  - 50+ active governance positions

Strategy	Type	Region	Sector	Standard Fee	Townsend Negotiated	Savings	LPAC Seat
					Fee		
US Diversified Value Add Fund IX	Real Estate	North America	Diversified	1.25%	1.15%	0.10%	✓
US Edge Data Center Fund	Real Estate	North America	Data Center	1.50%	1.25%	0.25%	✓
Opportunistic NNN Fund	Real Estate	North America	Diversified	1.50%	1.00%	0.50%	
Alternative Focused Fund	Real Estate	North America	Alternatives	1.50%	1.25%	0.25%	
US Multifamily Value Fund V	Real Estate	North America	Multifamily	1.50%	1.20%	0.30%	✓
US Value-Add Street Retail Fund III	Real Estate	North America	Retail	1.50%	1.25%	0.25%	✓
Industrial Outdoor Storage Fund III	Real Estate	North America	Specialty	1.50%	1.25%	0.25%	✓
Multifamily Preferred Equity Fund III	Real Estate	North America	Credit	1.50%	1.00%	0.50%	✓
US Multifamily Fund VI	Real Estate	North America	Multifamily	1.50%	1.38%	0.13%	LPAC Observer Seat
US Industrial Value Fund IV	Real Estate	North America	Industrial	1.50%	1.26%	0.24%	✓
East Coast Last Mile Logistics Fund IV	Real Estate	North America	Industrial	1.50%	1.25%	0.25%	✓
US Data Center Fund	Real Estate	North America	Data Center	1.50%	0.90%	0.60%	LPAC Observer Seat
Niche Property Sectors Fund I	Real Estate	North America	Specialty	1.75%	1.40%	0.35%	✓
Diversified Canadian Real Estate Fund II	Real Estate	North America	Diversified	1.50%	1.00%	0.50%	✓
GP Capital / Entity Investing Fund I	Real Estate	North America	Platform	1.50%	1.35%	0.15%	✓
US Diversified Value Add Fund XI	Real Estate	North America	Diversified	1.50%	1.31%	0.19%	✓
US Multifamily Value Fund II	Real Estate	North America	Multifamily	1.50%	1.25%	0.25%	✓
Pan-European Diversified Value Fund III	Real Estate	Europe	Diversified	1.25%	1.00%	0.25%	
European Logistics Value-Add Fund IV	Real Estate	Europe	Industrial	1.50%	1.20%	0.30%	✓
Global Distressed Credit Fund VIII	Real Estate	Global	Credit	1.50%	1.00%	0.50%	✓

1. Retained Advisory Board Seats represent positions maintained and voted by Townsend. Advised Board Seats represent positions retained by clients advised by Townsend  
Source: The Townsend Group. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Fee savings are not guaranteed.

# Non-Core Fund Pipeline/Capacity

## Immediate Actionable Opportunity Set

Underwriting Status	Rating	Risk Profile	Property Type	Net IRR	Target NAV	Final Close (May be Estimated)
<b>U.S. Focused Non-Core Funds</b>						
Approved	Buy	Debt	Multiple	12.0%	\$3.5B	12/1/2025
Approved	Buy	Value-Add	Multiple Specialty	13.0%	\$3.75B	9/30/2025
Approved	Client Specific	Debt	Diversified	14.0%	\$1.5B	12/31/2025
Approved	Buy	Opportunistic	Diversified	15.0%	\$2.25B	11/30/2025
Approved	Buy	Opportunistic	Multiple	13.5%	\$4.5B	12/31/2025
Approved	Buy	Opportunistic	Diversified Specialty	16.0%	\$3.0B	12/31/2025
Approved	Buy	Value-Add	Industrial	12.5%	\$2.5 B	10/31/2025
Approved	Qualified	Value-Add	Apartment	12.0%	\$800M	12/15/2025
Approved	Qualified	Opportunistic	Hospitality	18.0%	\$750M	9/30/2025
Approved	Buy	Value-Add	Seniors, Medical	14.0%	\$350M	9/30/2025
Approved	Buy	Value-Add	Retail	12.0%	\$1.5B	12/31/2025
Approved	Buy	Core-Plus	NNN	10.0%	\$1.5B	Open-End*
Approved	Buy	Value-add	Diversified	13.0%	\$2.0B	12/31/2025
Approved	Buy	Opportunistic	Diversified	18.0%	\$100M	12/31/2025
Approved	Qualified	Value-add	Diversified	14.0%	\$500M	12/31/2025
Approved	Buy	Value-add	Seniors, Medical	12.5%	\$1.5B	12/31/2025
Approved	Buy	Debt	Apartment	13.0%	\$500M	12/31/2025
Approved	Qualified	Value-add	Diversified	13.0%	\$500M	12/31/2025
Approved	Buy	Debt	Multiple	9.0%	\$1.1B	3/31/2026
Approved	Buy	Core-Plus	Apartment	10.0%	\$1.5B	3/31/2026
Approved	Buy	Value-Add	Diversified	13.0%	\$850M	3/31/2026
Approved	Client Specific	Debt	Office (HY/Mezz)	14.0%	\$1.0B	
Approved	Buy	Value-add	NNN	13.0%	\$6.5B	6/30/2026
Approved	Qualified	Debt	Diversified	10.0%	\$500M	12/31/2026
Stage 3		Value-Add	Industrial	13.0%	\$1.0B	9/30/2025
Stage 3		Value-Add	Apartment/BTR	12.0%	\$600M	6/30/2026
Stage 3		Value-Add	Apartment	14.0%	\$1.5B	6/30/2026
Stage 2		Value-Add	Diversified	12.0%	3.25B	12/31/2026
Stage 1		Core-Plus	Apartment	10.5%	\$1.5B	

Source: Townsend Group as of October 2025. Townsend's views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The above example is for illustrative purposes only.

# Non-Core Investment Philosophy

## Highly Selective Approach to Investing

### Robust Due Diligence Process:

- Townsend has screened over +300 fund investment opportunities per year over the last 20-years and is constantly in the market meeting with new sponsors
- Townsend has a structured and robust due diligence process that has been refined over market cycles
- Each investment requires an approval from Townsend's investment committee first at the investment level and second within the context of a client's portfolio and program objectives

### Portfolio Construction:

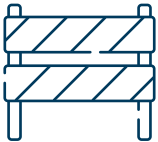
- Target 3-5 funds per tranche
- Follow a thematic investing approach aligning favorable structures with global macroeconomic and property trends
- Target pre-specified assets, preferably seasoned or mature portfolios
- Investment decisions will be made within the context of the broader portfolio and mandate

### Fee Savings:

- Through platform scale and leveraging relationships, Townsend seeks to negotiate fee savings that typically equate to 50-150 bps annually over the life of a fund

### Market Dislocation and Illiquidity

Market volatility and distress anticipated to drive secondary market transaction volumes as some investors struggle to find liquidity



#### Townsend Execution Example:

*Rescue capital for distressed hospitality operator with upside through warrants*

### Global Housing Shortage

Shortage of affordable housing stock across most global developed markets

Migration to higher quality-of-life states in the US due to remote work (individuals) and anticipated tax savings (businesses)

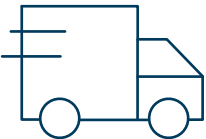


#### Townsend Execution Example:

*Direct Secondary of a JV comprised of four apartment assets at dated pricing*

### Evolution of the Modern Supply Chain

Expansion/modernization across the supply chain, including bulk distribution, last mile, and specialized distribution real estate



#### Townsend Execution Example:

*Secondary in Class A portfolio of logistics assets across major markets in Europe*

### Digital Infrastructure

Digital real estate such as data centers are essential infrastructure to enable information exchange and innovation

Incorporation of technology into other sectors is driving change and efficiency



#### Townsend Execution Example:

*US Edge Data Center Fund dedicated to development of 1-5MW sites across the U.S.*

### Emerging Niche Property Sectors

May offer stable income, differentiated demand dynamics, and upside potential through operating efficiencies



#### Townsend Execution Example:

*Secondary interest in global cold storage platform with leading technology*

### Aging Population

Growing cohort of +65-year-olds driving demand for healthcare, life sciences, medical office, and senior housing



#### Townsend Execution Example:

*Recapitalization of a healthcare operating company and property portfolio*

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# Case Study: Non-Core Fund Portfolio

## Allocation, Management, and Recent Investments



### Allocation

- Commit \$250 million to approximately 4-7 new investments to achieve and maintain the targeted allocation to real estate
- Committed \$250 million across 6 investments
- Disciplined deployment in a volatile environment with robust pipeline for 2nd half 2025

### Portfolio Management

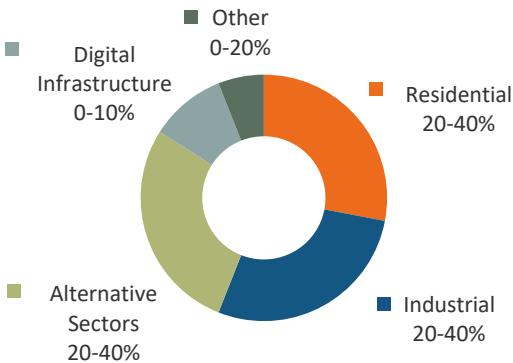
- Continue to construct the portfolio with highly-thematic investments while exploring alternative value enhancement strategies
- Seek investments with immediate capital deployment while mitigating J-curve effect
- Closed on \$40 million secondary acquisition of Core-Plus Industrial Fund
- Bespoke execution to investments where Townsend has outsized governance rights or reduced fee loads

### Portfolio Risk Profile

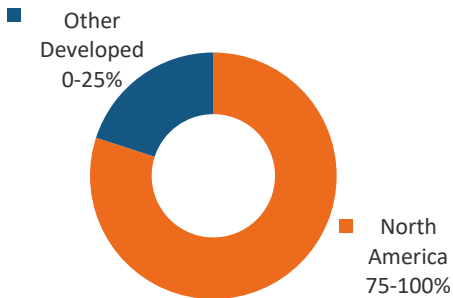
- Continued focus on U.S. markets while making incremental investments to Developed Ex-U.S. markets
- Balanced exposure to mid-cap sector specialists and large-cap global allocators
- Maintain overweight to alternative property types with differentiated return drivers

	Investment Date	Committed	Underwritten Returns <sup>1</sup>	
			Net EM	Net IRR
Tranche 1 Investments				
Cold Storage Platform Fund	3Q24	\$50 MM	2.0x	18%
Alternatives Fund II	3Q24	\$50 MM	1.7x	15%
U.S. Edge Data Center Fund	4Q24	\$40 MM	2.5x	28%
Multifamily Value-Add Fund	1Q25	\$30 MM	1.5x	13%
Opportunistic NNN Fund	2Q25	\$40 MM	1.5x	12%
Core-Plus Industrial Fund Secondary	2Q25	\$40 MM	1.4x	11%
		\$250 MM		

### PROJECTED PROPERTY TYPE DIVERSIFICATION



### PROJECTED GEOGRAPHIC DIVERSIFICATION



Source: Townsend Group. Data as of March 31, 2025. <sup>1</sup>Underwritten IRRs and equity multiples reflect the return that an investor would have received on their funded capital contributions, after all fees. EM:  $\frac{(\text{Underwritten Distributions} + \text{Underwritten Withdrawals})}{\text{Underwritten Paid in Capital}}$ . Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein.

# Closed Investment

## U.S. Edge Data Center Fund



Investment Theme	Digital Infrastructure
Closed	January 2025 & October 2025
Primary Sector	Data Center
Primary Market	Various, U.S.
Investment Structure	Fund
Risk Profile	Opportunistic
Total Fund Equity	\$325 M
Townsend Equity	\$175 M
Target IRR <sup>1</sup>	28%

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees. Source: Townsend Group. All information prepared as of October 2025 unless otherwise stated. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Investors will not acquire an interest in the pictured property, the property is owned by an investment managed by the sponsor and not the program. Please see back pages for additional important disclosures. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Case studies were not selected on performance-based criteria and were selected to demonstrate investments of similar mandate. All transactions presented are considered pipeline deals and thus no assurances can be made that the deals will close. All pipeline transactions are subject to approval by Townsend's investment committee. Fee savings are not guaranteed.

### Opportunity

- Development of pre-identified portfolio of edge data centers for a leading hyperscale tenant that will serve as critical nodes within the hyperscaler's network to deliver extremely low latency response times to metro users
- Build-to-suit developments will be NNN at a yield on cost of +9% with 2% annual escalators and 15 years of lease term
- Venture currently has commenced construction on 4 land sites, with an additional 8 closed or under control. The venture is positioned to rapidly scale its tenant-led development program – leveraging early execution, utility coordination, and site control to deliver high-visibility growth with zero upfront cost to the platform

### Investment Thesis

- Townsend was able to step into a commitment made by an investor after they were unable to meet the required funding deadline, and benefit from a 19% discount to the most recent net asset value
- Development partner will provide all construction and completion guarantees, significantly derisking the development
- The AA- rated tenant provides strong credit quality and long-term lease certainty. Further, the triple-net lease structure with escalators ensures predictable and growing cash flows

### Partner / Governance

- Sourced on a proprietary basis through Townsend's relationship with the sponsor, one of the leading data center sponsors in the industry
- Townsend clients will benefit from projected fee savings of 190 bps annually over the life the fund at the sponsor's base case return and relative to market rate terms
- The sponsor has deep tenant relationships with leading hyperscale users, in-house development expertise, robust staffing across key functions, and institutional-grade reporting standards – positioning itself as a differentiated and capable operator in the sector



# Pipeline Investment

## Opportunistic NNN Fund



Investment Theme	Triple-Net
Closed	June 2025 (Fundraising)
Primary Sector	Diversified
Primary Market	Various, U.S.
Investment Structure	Fund
Risk Profile	Value-add
Total Fund Equity	\$6.5 B
Target Townsend Equity	+\$75 M
Target IRR <sup>1</sup>	12-14%

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees. Source: Townsend Group. All information prepared as of October 2025 unless otherwise stated. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Investors will not acquire an interest in the pictured property, the property is owned by an investment managed by the sponsor and not the program. Please see back pages for additional important disclosures. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Case studies were not selected on performance-based criteria and were selected to demonstrate investments of similar mandate. All transactions presented are considered pipeline deals and thus no assurances can be made that the deals will close. All pipeline transactions are subject to approval by Townsend's investment committee. Fee savings are not guaranteed.

### Opportunity

- Fund will acquire or provide build-to-suit capital for single tenant, freestanding net lease properties that are mission-critical to the operations of IG credit corporate tenants
- Investments have historically been acquired through off market sale-leasebacks and are subject to a minimum of an 11-year lease term and greater than a 7.0% cap rate

### Investment Thesis

- Net leased focused strategies are more bond-like due to fixed escalators on long term leases, this was viewed negatively until the material rate increases in 2022/23. Interest rates are now near 15-year highs, and pricing in the sector has adjusted accordingly and offers an attractive entry point
- The manager's primary value-add is proactive sourcing of sale-leaseback or other NNN opportunities at a yield-on-cost often well above prevailing core NNN cap rates, and the subsequent sale to buyers at those lower market cap rates; 95% of investments have historically been sourced off-market
- Data center assets have been a greater focus in recent funds and are projected to be 30-40%

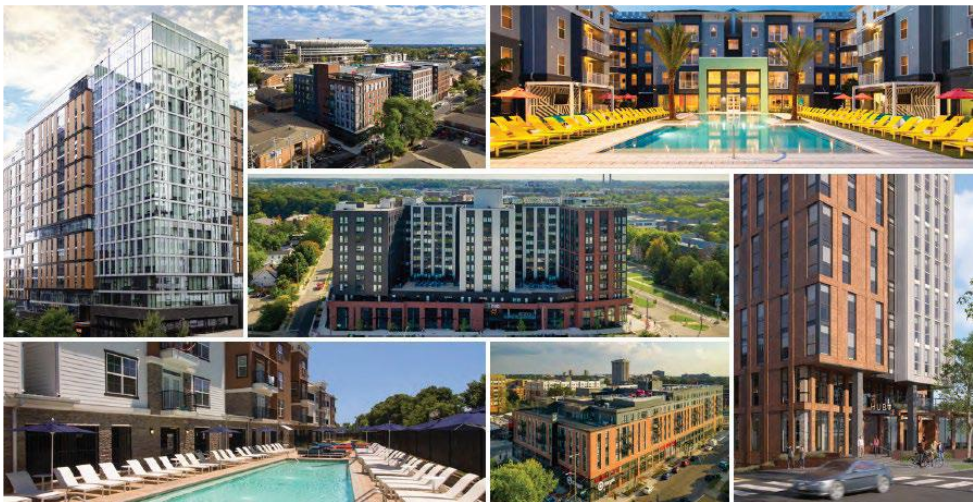
### Partner / Governance

- Townsend clients will benefit from aggregation to achieve fee breaks and, since Townsend capital participated in the first close, follow-on Townsend investors will have no fee on committed capital
  - Townsend clients are projected to benefit from 100 bps of fee savings annually over the life of the fund relative to market rate fees
- Established sponsor with strong track record of executing the funds investment strategy



# Pipeline Investment

## Alternative Focused Fund



Investment Theme	Demographic Driven Real Estate
Closed	2024 (Fundraising)
Primary Sector	Medical Office, Student and Senior Housing
Primary Market	US
Investment Structure	Fund
Risk Profile	Opportunistic
Total Fund Equity	\$4.0 B
Townsend Equity	+\$200 M
Target IRR <sup>1</sup>	15-18%

### Opportunity

- The fund will primarily acquire and develop a portfolio of specialized property types; the primary focus being on healthcare related real estate (medical office and senior housing) and student housing
- Acquisition targets may include undermanaged and undercapitalized properties where operational improvements and renovations enable NOI growth as well as motivated sellers of higher quality assets that may have stressed or distressed capital stack

### Investment Thesis

- Student housing, medical office, and senior housing exhibit favorable secular demand drivers that are less correlated to the macro business cycle, making them accretive to a portfolio of traditional property types
- Established specialist in these sectors and brings a greater degree of experience and a more relevant network than others potentially looking to diversify into this focus area. The manager is operating within its core competencies with this fund and has no planned expansions into new verticals
- Townsend originally underwrote this fund in 2024 when it was fully blind pool. The fund is now 55% pre-specified with an additional large and attractive opportunity in advanced due diligence, which Townsend is in process of underwriting as a co-investment opportunity. The existing portfolio has a going-in cap rate of 6.4% and is concentrated across student housing, medical office, and senior housing

### Partner / Governance

- Sourced through Townsend’s relationship with well-established real estate sponsor
- Townsend clients benefit from an aggregation fee break that is projected to save 50 bps on committed and then invested relative to market rate fees

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# Pipeline Investment

## Townsend Real Estate Capital Solutions IV



Investment Theme	Secondaries / Recaps / GP Capital Solutions
Closed	2025 (Fundraising)
Primary Sector	Diversified, Alternatives
Primary Market	Global
Investment Structure	Fund
Risk Profile	Value-add
Total Fund Equity	\$1,500 M
Target IRR <sup>1</sup>	13-15%

### Opportunity

- Leverage Townsend’s platform scale and industry position to provide liquidity and capital support via Secondaries, Recapitalizations, and other GP Capital Solutions
- The Fund seeks to provide diversified access to institutional real estate funds and structures by taking advantage of distress and illiquidity resulting from the recent capital markets volatility
- Designed to provide exposure across traditional and niche, high-growth sectors like data centers, spread across global developed markets
- The Fund will target a total return profile of approximately 60% appreciation / 40% income, achieved through value creation, discounted entry points and selective cash-flowing investments which have the potential to deliver both growth and yield in a risk-managed structure

### Investment Thesis

- By investing in secondaries and recaps, investors gain access to high-quality assets with known performance, often at discounts, while providing timely liquidity to other investors
- Volatile capital markets and a challenging fundraising environment have created pricing inefficiencies and motivated sellers with the potential to favor well-capitalized, selective buyers
- Through programmatic JVs and GP-led recaps, TRECS IV has the potential to gain structured access to top-tier real estate alongside established sponsors, with better terms, governance, and clarity than in traditional fund structures

### Partner / Governance

- Strategic partner to LPs and GPs since 1983, managing \$18.6B of AUM and advising investors with assets in excess of \$236.7B
- Cycle-tested senior team averaging +20 years working together supported by 113 professionals across offices in the US, Europe, and Asia
- Realized/liquidating TRECS vehicles have generated a 21.4% net IRR and 1.6x net EM on \$1.1B of LP commitments

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees. Source: Townsend Group. All information prepared as of September 2025 unless otherwise stated. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Investors will not acquire an interest in the pictured property, the property is owned by an investment managed by the sponsor and not the program. Please see back pages for additional important disclosures. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future. Townsend’s views are as of this date of this publication and may be changed or modified at any time without notice. Case studies were not selected on performance-based criteria and were selected to demonstrate investments of similar mandate. All transactions presented are considered pipeline deals and thus no assurances can be made that the deals will close. All pipeline transactions are subject to approval by Townsend’s investment committee.

# Track Record: US Non-Core Investment Snapshot

## Vintage Year Performance



US-Non-Core Investment Strategy <sup>1</sup>								
Vintage Year	Capital Committed (USD Millions)		Value-Add (Primary)		Opportunistic (Primary)		Townsend Special Situations	
	Advisory	Discretionary	Net IRR	TVPI <sup>a</sup>	Net IRR	TVPI <sup>a</sup>	Net IRR	TVPI <sup>a</sup>
2008	\$1,655.3	\$200.0	27.7%	1.73x	9.9%	1.35x	34.6%	1.82x
2009	\$587.3	\$165.6	19.0%	1.65x	3.7%	1.13x	-	-
2010	\$353.0	\$380.9	36.6%	1.99x	18.3%	1.86x	34.4%	2.07x
2011	\$2,509.3	\$965.3	19.8%	2.06x	22.5%	1.96x	23.6%	2.09x
2012	\$2,411.8	\$1,131.8	15.3%	1.60x	14.0%	1.45x	15.9%	1.61x
2013	\$2,147.5	\$1,004.5	9.8%	1.23x	6.5%	1.34x	16.8%	1.49x
2014	\$3,171.1	\$968.3	12.0%	1.34x	-	-	11.9%	1.30x
2015	\$2,846.4	\$1,385.9	10.6%	1.63x	33.7%	1.85x	12.0%	1.81x
2016	\$3,126.1	\$437.8	0.1%	1.01x	-	-	-3.3%	.90x
2017	\$5,111.2	\$220.7	24.8%	2.04x	-	-	28.7%	2.11x
2018	\$2,963.8	\$400.5	17.0%	1.53x	-	-	20.1%	1.66x
2019	\$1,460.0	\$380.8	8.8%	1.23x	12.3%	1.30x	12.1%	1.35x
2020	\$3,342.7	\$1,169.6	15.6%	1.47x	14.8%	1.29x	19.9%	1.53x
2021	\$6,938.5	\$1,303.6	3.3%	1.08x	-	-	-0.5%	.99x
2022	\$3,897.0	\$533.3	-4.4%	.92x	-0.8%	.98x	-9.9%	.79x
2023	\$3,715.2	\$338.1	16.9%	1.17x	3.8%	1.07x	17.4%	1.16x
2024	\$2,915.0	\$356.9	3.2%	1.02x	10.0%	1.07x	6.0%	1.06x
2025	\$860.0	\$214.7	20.9%	1.16x	-	-	-	-

Source: The Townsend Group. Represents all discretionary Investments sourced/executed. Performance data and underlying valuations as of 1Q25. 1. Mark-to-market net IRRs and equity multiples reflect the return that an investor would have received on their funded capital contributions, after all fees, assuming liquidation of any unrealized holdings at reported market value as of the calculation reference date. Investment valuations and performance data are reported to Townsend on a quarterly basis by each underlying investment partner. a. EM/TVPI: ([Since Inception Distributions + Since Inception Withdrawals + Net Asset Value])/Paid in Capital). Townsend’s views are as of this date of this publication and may be changed or modified at any time without notice. Actual results and developments may differ materially from those expressed or implied herein. Past performance is not indicative of future results.

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# 07 Exhibits

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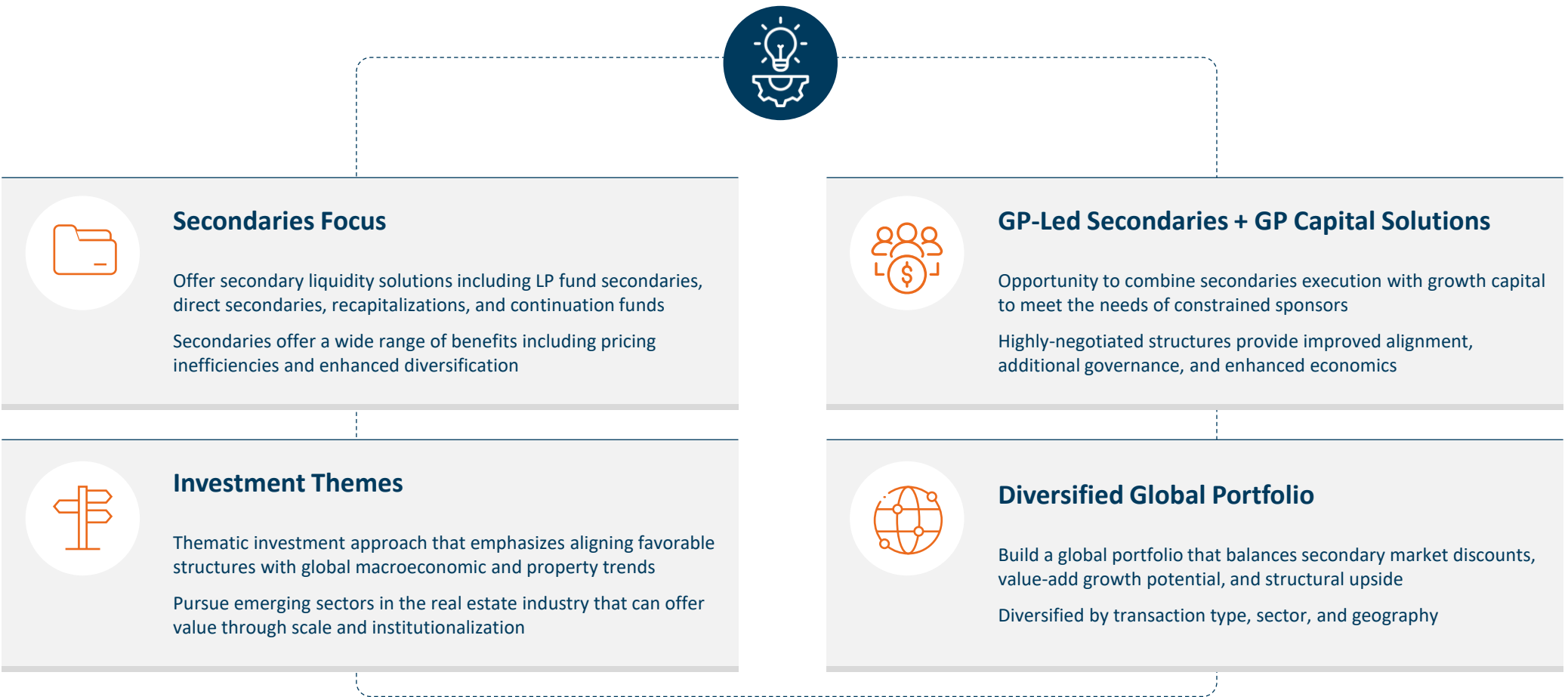
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# Townsend Special Situations Capabilities

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# Investment Strategy Overview





Providing liquidity and capital support to LPs and GPs alike



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# Real Estate Secondaries and Recapitalizations

Liquidity solutions drive alpha potential

GP-Led Secondaries				
Secondary Type	 LP Fund Secondaries	 Direct Secondaries	 Recapitalizations	 Continuation Funds
Description	Acquisition of existing fund interests from other LPs, normally in a closed-ended fund	Acquisition of an interest in a JV or other structure with a single asset or targeted portfolio	Broader restructuring of a fund or portfolio through replacement or addition of equity, preferred equity, or credit/debt instrument	GP-led recapitalization of an existing fund structure that has reached the end of its fund life
Sourcing	Widely brokered market Direct to LPs and GPs through existing relationships and proactive outreach	Often direct discussion with a GP and no intermediary / broker	Direct relationship with GP Large brokered transactions – may compete with debt providers	Often brokered or with heavy participation by key LPs and GP May be brokered alongside and asset sale
Diversification	High By sector, regional, sponsor and vintage	Low Very high asset-level information and insight	Medium Based on portfolio holdings	Medium Based on portfolio holdings
Duration	Short potential for tail	Variable based on structure	Variable based on structure	Long Often new business plan
Governance	Low Potential for LPAC Seat	High Often major control rights	Medium/High Based on structure, but often significant control rights	Medium/High Often major control rights, but depends on scale/ownership %
Returns	Value-Add/Opportunistic	Value-Add/Opportunistic	Value-Add/Opportunistic	Core-Plus/Value-Add
Townsend Focus	Focus Area Current environment is favorable	Focus Area Liquidity and capital markets stress is favorable for sourcing	Focus Area Liquidity and capital markets stress is favorable for sourcing	Limited Highly Selective based on portfolio/sponsor

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# Why Invest In Real Estate Secondaries?

Potentially compelling attributes of investing in real estate secondary interests and GP capital solutions



- ✓ **Pricing Inefficiency** – lack of transparency/liquidity may drive discounts<sup>1</sup>
- ✓ **Shorter duration** and **reduced J-Curve**
- ✓ Strong component of **current cash flow**
- ✓ Business plan progress and **“proof of concept”** for value-add initiatives
- ✓ Pre-specified portfolios – **limited blind pool risk**
- ✓ **Portfolio diversification** by sector, region, sponsor, vintage, etc.

- Additional benefits 
- + **Bespoke structure** and investment strategy
  - + **Greater governance** and control rights
  - + Potential for **platform upside**
  - + Improved **sponsor alignment**
  - + Forced **liquidity provisions**

<sup>1</sup> Discounts are not guaranteed. Townsend’s views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein.



# GP Capital Solutions

An evolution of GP-led secondaries

## Entity Recaps and GP Co-Investment

Value creation through structuring



No/Limited additional risk and similar property exposures



Rental Income & Capital Gains

Traditional real estate investment



Share of AM Fees and/or GP Promote

Potential for enhanced returns through better fee economics and platform/entity valuation uplift



Platform/Entity Value Creation

## Recaps with Growth Capital

Flexible partnerships offer differentiated execution



Bespoke structures with significant control rights



Existing Portfolio

Often a mature/stable portfolio at favorable entry pricing



Growth Capital

New investment activity with enhanced structure/governance

### Target Execution

- Discrete proprietary programs/portfolios
- Target specialist operators and niche sectors
- Obtain control rights or active representation
- Negotiate forced liquidity provisions
- Achieve lower fees and success-based alignment

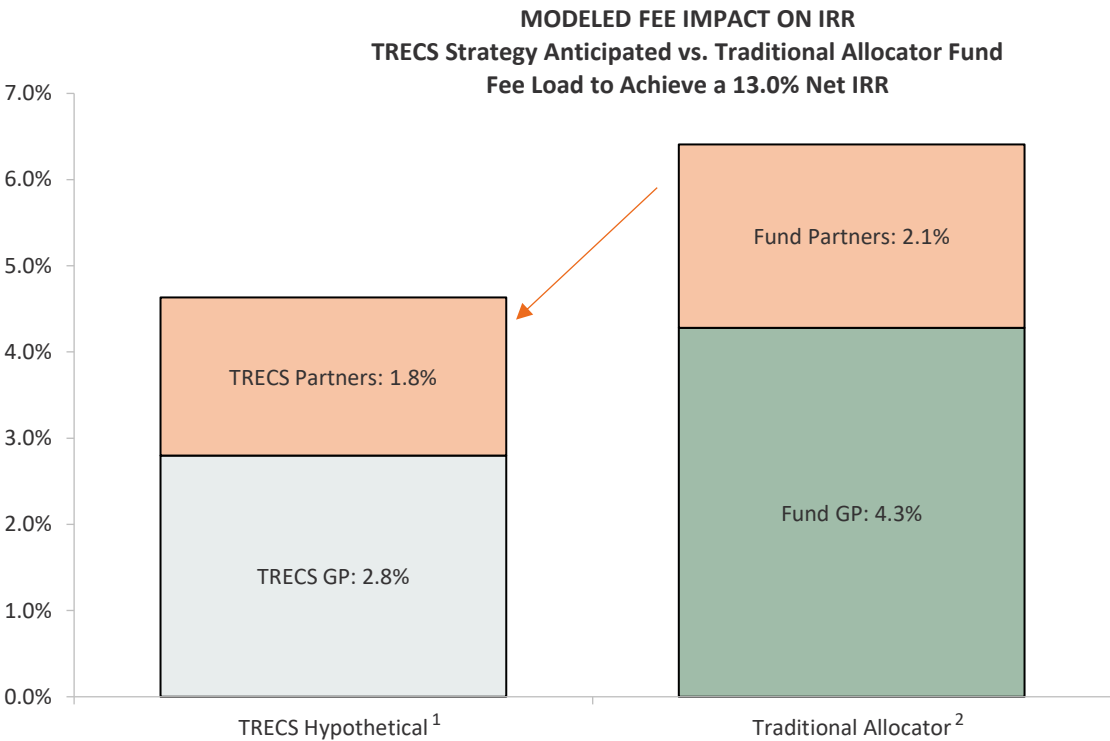
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# Townsend Special Situations Fee Savings

## History of Driving Significant Fee Savings Across Townsend Special Situations Investments

### Structural Alpha:

- Townsend leverages its scale and industry position to negotiate significantly reduced fees on behalf of its clients
- For Special Situations investments, Townsend has historically been able to drive efficient fee terms due to their bespoke nature and Townsend’s ability to quickly aggregate capital
- When compared to traditional close-ended allocator fund structures, the TRECS Strategy is projected to save ~170 bps annually on the all-in fee load to achieve a 13.0% net IRR, representing potentially significant structural alpha



**Footnotes:**

\*The Underwritten Gross-to-Net IRR impact represents the underwritten IRR spread as a result of management fees and incentive fees paid to joint venture partners or investment sponsors if the base case underwriting is achieved for investments within the TRECS Strategy Sidecar. The Gross-to-Net IRR impact is modeled using estimated cash flows from the underlying property before and after fees are paid to the joint venture partners or investment sponsors. The investment recommendation memos for the corresponding investments may be available upon request. The above gross-to-net spreads do not include fees paid to Townsend, or any additional expenses incurred at the fund level. These IRR impacts are used for informational purposes only and will inevitably change as actual results are achieved. There can be no guarantee that Townsend will be able to achieve the same or similar results.

<sup>1</sup>Townsend estimated the market average joint venture fee structure based on information reported to Townsend by fund managers, as well as through conversations with other market participants. This estimate is based on information reported to Townsend on a voluntary basis, and joint venture structures / IRR impacts may vary materially from the data presented in this analysis. The analysis assumes that operating partners are utilized on all underlying investments. Fee structures with operators include a ~50bp average acquisition fee, no AM fees, and a promote structure of 15% > 12% and 30% > 16%.

<sup>2</sup>The fee structure of a Traditional Allocator was estimated based on an estimated average of market terms. Townsend conducts an annual survey of value-add fund managers. The most common fee structure was a 150bps Asset Management Fee and a 20% carried interest over an 8% preferred return, with a 50% catch-up. This estimate is based on information reported to Townsend on a voluntary basis, and fund structures / IRR impacts may vary materially from the data presented in this analysis. Fee savings are not guaranteed.

Source: Townsend Group. Townsend’s views are as of the date of this publication and may be changed or modified at any time and without notice. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Fee savings are not guaranteed.

# TRECS Strategy: Closed / Pipeline Investments

Diversified portfolio across thematic sectors

## Portfolio Summary

TRECS Strategy Closed/Pipeline Investments



**+\$450 M / +\$200 M**

Potential Fund Equity / Co-Invest



**+500**

Underlying Properties



**+90%**

Off-Market/Proprietary



**23%**

Average entry discount



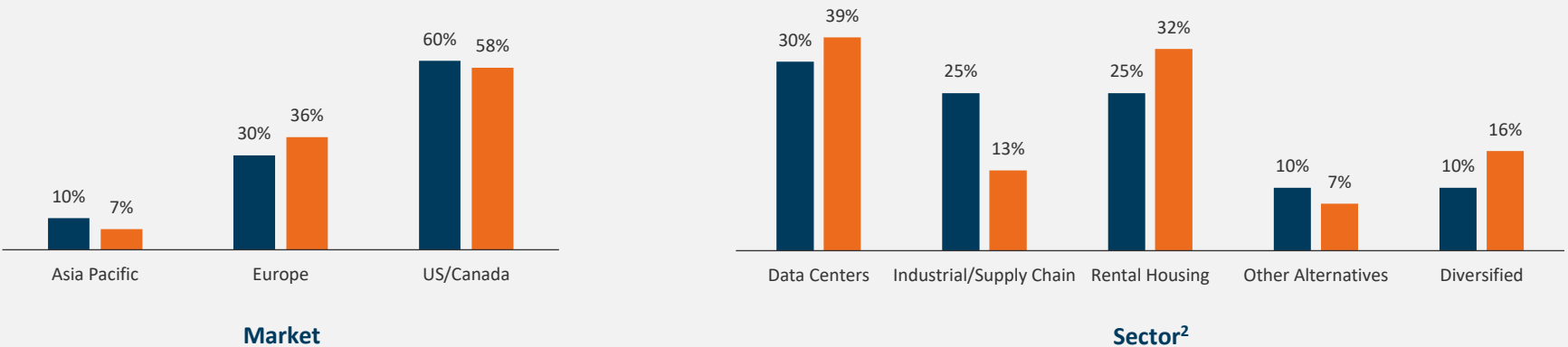
**23% / 2.0x**

Closed Portfolio  
Underwritten Net Returns<sup>1</sup>

## Allocations and Exposures

TRECS Strategy Closed/Pipeline Investments

■ Target ■ Closed + Pipe



Source: Townsend Group. Diversification, projected commitments, and # of assets as of September 2025. <sup>1</sup> Underwritten IRRs and equity multiples reflect the return that an investor would have received on their funded capital contributions, after all fees. EM:  $\frac{([Underwritten\ Distributions + Underwritten\ Withdrawals])}{Underwritten\ Paid\ in\ Capital}$ . Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Actual results and developments may differ materially from those expressed or implied herein. Past performance is not indicative of future results.

# Track Record: TRECS Strategy Snapshot

Active secondaries and capital solutions investor since 2007



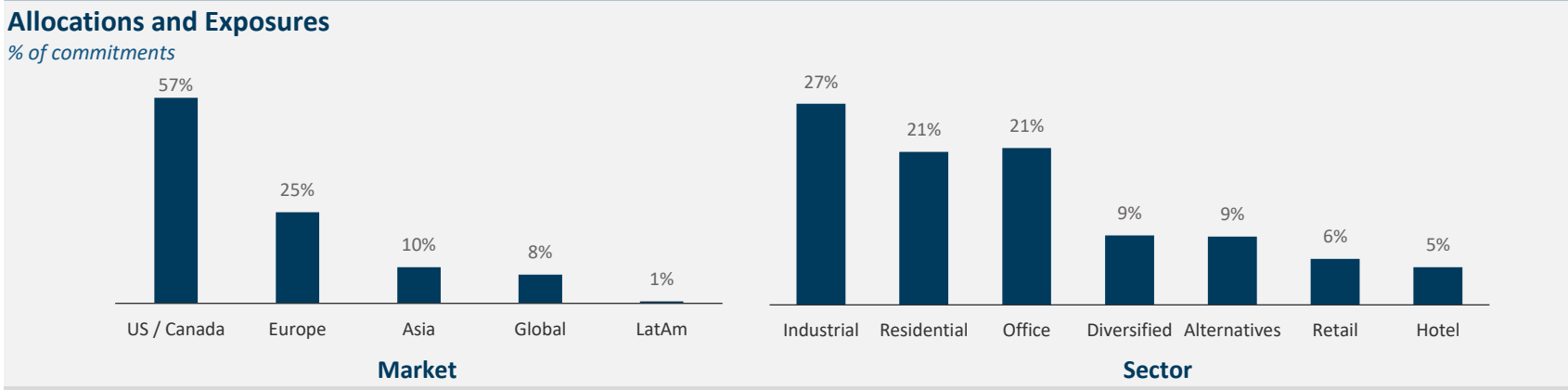
since  
**2007**

**\$3.2B**  
equity committed

**8**  
accounts

**15.3%<sup>1</sup>**  
net IRR

Vintage Year	Performance as of 1Q25 <sup>1</sup>						
	Committed Equity	Invested Capital	Returned Capital	Net Asset Value	Net DPI	Net EM	Net IRR
2007	\$250.0	\$244.7	\$417.5	-	1.71x	1.71x	29.8%
2010-11	\$353.0	\$343.0	\$569.3	-	1.66x	1.66x	20.6%
2012	\$500.0	\$464.3	\$660.7	\$8.6	1.42x	1.44x	15.3%
2015	\$991.0	\$859.5	\$1,234.6	\$120.5	1.44x	1.58x	10.1%
2018	\$1,118.2	\$927.1	\$544.8	\$651.8	0.59x	1.29x	9.9%
Subtotal - Realized and Liquidating	\$1,103.0	\$1,052.0	\$1,647.4	\$8.6	1.57x	1.57x	21.4%
Total TRECS Strategy	\$3,212.2	\$2,838.6	\$3,426.9	\$780.9	1.21x	1.48x	15.3%
Non-Dedicated Fund Investments	\$4,501.4	\$3,817.5	\$3,725.6	\$1,625.0	0.98x	1.41x	12.9%



Source: Townsend Group. Diversification, performance data, and underlying valuations as of 1Q25. <sup>1</sup> Mark-to-market net IRRs and equity multiples reflect the return that an investor would have received on their funded capital contributions, after all fees, assuming liquidation of any unrealized holdings at reported market value as of the calculation reference date. Investment valuations and performance data are reported to Townsend on a quarterly basis by each underlying investment partner. a. EM:  $\frac{([Since\ Inception\ Distributions + Since\ Inception\ Withdrawals + Net\ Asset\ Value])}{Paid\ in\ Capital}$ . <sup>2</sup> Realized and Liquidating represents TRECS Vintages with less than \$10.0 million of remaining net asset value. <sup>3</sup> Non-Dedicated TRECS Strategy represents Townsend clients without dedicated mandates to invest specifically in Secondaries and GP Capital Solutions but made tactical investments in such opportunities at Townsend’s discretion. Net IRR and EM were calculated using actual asset management fee rates paid by those clients, as well as a carried interest consisted with TRECS Strategy (15% carried interest over an 8% preferred return). Townsend’s views are as of this date of this publication and may be changed or modified at any time without notice. Actual results and developments may differ materially from those expressed or implied herein. Past performance is not indicative of future results.

# Closed Investment

## US Industrial Outdoor Storage Platform Secondary



Investment Type	GP Led Secondary
Closing	March 2025
Primary Sector(s) / Market	Industrial Outdoor Storage / U.S.
Entry Discount / Equity Subordination	32% / -
Stabilized Yield	10%
Governance Rights	Board Representation
Total Deal Equity	\$500 M
Townsend Equity	\$250 M
Underwritten IRR / Multiple <sup>1</sup>	28% / 2.8x

### Opportunity

- Opportunity to recapitalize and participate in the expansion of a dedicated platform to invest in industrial outdoor storage (“IOS”) targeting assets that require light re-positioning, vacant space lease-up, and marking existing leases to market
- Investors will also benefit from an ownership stake in the IOS platform and will receive a share of the promote/carried interest, investment management, property management and leasing fees
- The venture will receive heavily reduced fees while retaining approval rights over investments made by the venture before third-party capital is raised
- Ability to capitalize a portfolio of +50 properties acquired at re-set basis post-monetary tightening, with a target stabilized yield on cost of 10.4%
- Recent favorable leasing activity and tightening of cap rates on IOS portfolios allowed Townsend to access this portfolio at a 32% discount to the March 2025 net asset value

### Investment Thesis

- The venture will seek to aggregate a balanced portfolio in a sector that has experienced similar tailwinds that have driven strong performance in traditional industrial, while benefitting from constrained supply, lower capex, and higher yields
- IOS serves a critical role in servicing the logistics, manufacturing, and construction operations of the US economy, but remains highly fragmented from an ownership perspective with limited brokerage coverage, and lower information transparency creating a moat
- IOS has the potential to become a more institutional subsector of industrial real estate, which could lead to greater liquidity at exit

### Partner / Governance

- Proprietary platform structure initiated by Townsend alongside an established sponsor
- Well-constructed buy-box, with governance rights over several key platform and portfolio decisions

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees. Source: Townsend Group. All information prepared as of October 2025 unless otherwise stated. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Investors will not acquire an interest in the pictured property, the property is owned by an investment managed by the sponsor and not the program. Please see back pages for additional important disclosures. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future. Townsend’s views are as of this date of this publication and may be changed or modified at any time without notice. Case studies were not selected on performance-based criteria and were selected to demonstrate investments of similar mandate. All transactions presented are considered pipeline deals and thus no assurances can be made that the deals will close. All pipeline transactions are subject to approval by Townsend’s investment committee.

# Closed Investment

## Toronto Data Center Preferred Equity Recapitalization



Investment Type	Recapitalization / Preferred Equity
Closing	June 2025
Primary Sector(s) / Market	Data Center / Toronto, Canada
Entry Discount / Equity Subordination	19% / 14%
Stabilized Yield	12% (Last Dollar) / 20% Preferred Return
Governance Rights	Limited Rights (Development Oversight)
Total Deal Equity	\$310 M
Townsend Equity	\$72 M
Underwritten IRR / Multiple <sup>1</sup>	18% / 1.5x

### Opportunity

- Opportunity to provide rescue capital to a liquidity-constrained private equity fund to build out a 52MW data center expansion that is pre-leased to a publicly traded AI hyperscaler company
- Property is an existing 315k SF data center and warehouse located west of Toronto with roughly half the building currently operated as a data center (~10MW)
- The property is owned by a well-regarded middle market corporate private equity firm in an older vehicle that has no remaining unfunded capital to fund this conversion
- By closing into this transaction over six months after the preferred equity was initially closed, Townsend benefits from significant de-risking, business plan progress, and reduced duration

### Investment Thesis

- The data center sector is resistant to digital disruption and is anticipated to experience record demand in the coming years with the increased usage of the internet, AI, and cloud computing
- Toronto benefits from access to green energy generation through hydroelectric along the Niagara River, which is a key factor for hyperscalers focused on achieving carbon neutrality
- The investment will sit senior to \$100m of equity provided by the existing owners and achieving over a 12% debt yield on their investment. First and last dollar exposure at 48% and 85% LTC
- The proposed build-out is 100% preleased with agreed upon terms to a reputable cloud/AI tenant
- The preferred equity will receive all cashflow until earning a 20% preferred return and will receive 20% of all residual cash flow, generating equity-like returns while sitting in a preferred position in the capital stack

### Partner / Governance

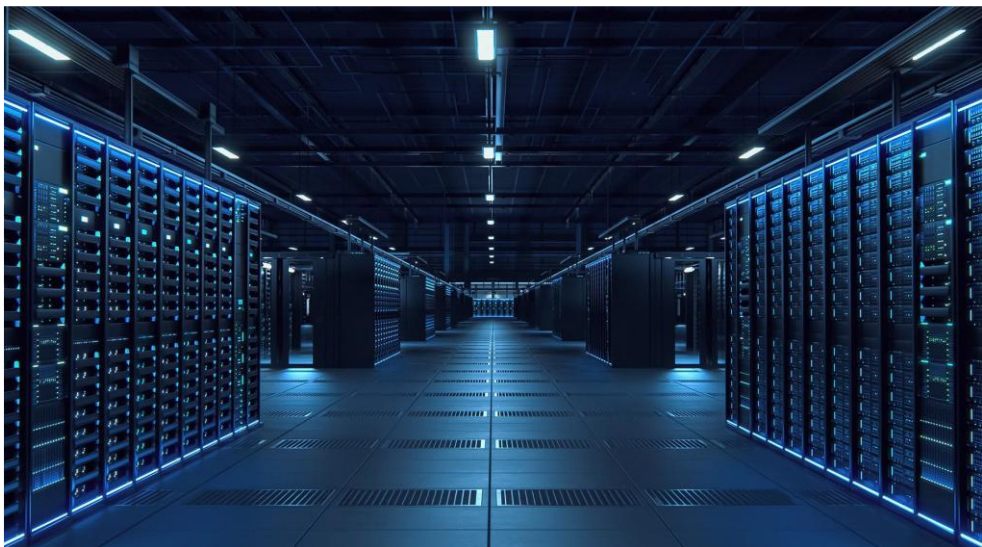
- Sourced through Townsend's relationship with well-established real estate sponsor
- The property is operated by a data center design, construction and operating business who will remain as the property manager and head the design/construction of the conversion

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# Pipeline Investment

## Hyperscaler Data Center Platform Recapitalization



Investment Type	GP Led Secondary
Closing	4Q25
Primary Sector(s) / Market	Data Center / U.S. & Europe
Entry Discount / Equity Subordination	25% / -
Stabilized Yield	9%
Governance Rights	Limited Rights - Minority Stake
Total Deal Equity	\$2,188 M
Target Townsend Equity	\$30 – 50 M
Underwritten IRR / Multiple <sup>1</sup>	20% / 2.8x

### Opportunity

- Opportunity to invest in and provide growth capital to a rapidly expanding data center platform with 150MW of contracted capacity (52MW are billing today) with a WALT of 13 years
- The platform has a presence in top tier markets throughout the US with established relationships across a diversified base of creditworthy blue-chip customers including NVIDIA, Meta, and CoreWeave
- The current sales pipeline consists of over 2GW of customer demand, including 400MW of signed LOIs. The business plan forecasts platform growth to +775MW of leased capacity by 2029, which represents less than 50% of currently owned and optioned powered land

### Investment Thesis

- Rising electricity demand is anticipated to exceed grid capacity in the coming years, strengthening the value of data center developers with secured power in key markets across the globe. The platform is positioned to capture new demand through its secured supply of 1.7GW of owned or optioned powered land
- The platform is an approved vendor for several hyperscalers and enterprises with a proven ability to develop, lease, and operate large scale data center facilities. Four operational data center sites have been delivered, four sites are under or near construction, and six sites are in pre-construction
- To help mitigate the procurement risk on long-lead-time equipment, the platform has secured orders on generators to serve 850+ MW of critical IT load by 2027 with 40% of these generators to be delivered before YE 2025.

### Partner / Governance

- Sourced to Townsend through an existing relationship with an established digital infrastructure sponsor
- Sponsor recently acquired a minority stake (~16%) in the Company and negotiated strong liquidity protections (e.g., key operational, financial/budget, hiring/firing, exit protection); Townsend will benefit from these rights and receive customary governance rights

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# Pipeline Investment

## Florida Multifamily B-Note



Investment Type	Recapitalization
Closing	4Q25
Primary Sector(s) / Market	Residential / Florida, US
Entry Discount / Equity Subordination	TBD / 21%
Stabilized Yield	8%
Governance Rights	TBD
Total Deal Equity	\$40 M
Target Townsend Equity	\$25 - 40 M
Underwritten IRR / Multiple <sup>1</sup>	20% / 1.4x

### Opportunity

- Opportunity to invest into the B-Note of a recently delivered ten-story multifamily property, located in Hialeah, Florida, alongside the incumbent construction lender
- The B-Note will carry a current pay rate of SOFR + 400 (with a 4.00% SOFR Floor) and benefit from an accrual rate of 2.75% on the whole loan amount of \$190 million. The accrual is payable only to the B-Note holder and is accretive to the overall returns by 1100bps
- The borrower will utilize the whole loan proceeds to refinance the existing debt and inject an additional \$4 million of equity bringing the total subordinate equity to \$42 million, and representing a detachment point of 79% to the B-Note on the all-in borrower's cost basis

### Investment Thesis

- The 559-unit property will benefit from the "Missing Middle" Property Tax Exemption program as part of the Florida Senate Bill 102, the Live Local Act. This exemption encourages the allotment of affordable units in newly constructed developments by providing qualified projects with a 75% or 100% property tax exemption, depending on the renter's income as a % of local AMI
- There have been 3 recently delivered class A mid-rise units in Hialeah, which have all reached 92%+ occupancy over an 8 to 21-month period. The current underwrite assumes the Property stabilizes at 97% occupancy 18 months after delivery
- The property has received strong leasing momentum, averaging approximately 9 leased units per week over the three-week period following final certificate of occupancy in August 2025. Through October 2025, the property is 23% occupied with a total of 128 leased units
- The property is located within short walking distance (two blocks) of the Tri-Rail interchange station and the Hialeah Metrorail Station, providing direct access to downtown Miami within 25 minutes

### Partner / Governance

- Sourced to Townsend through an existing relationship with an established real estate sponsor. This loan will represent the fourth transaction between the sponsor and the borrower

<sup>1</sup> Returns reflect initial underwriting prior to expenses and fees. Source: Townsend Group. All information prepared as of October 2025 unless otherwise stated. Past performance is not indicative of future results. Actual results and developments may differ materially from those expressed or implied herein. The example shown is for illustrative purposes only. Investors will not acquire an interest in the pictured property, the property is owned by an investment managed by the sponsor and not the program. Please see back pages for additional important disclosures. There is no guarantee that Townsend will have access to similar types of investments or opportunities in the future. Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Case studies were not selected on performance-based criteria and were selected to demonstrate investments of similar mandate. All transactions presented are considered pipeline deals and thus no assurances can be made that the deals will close. All pipeline transactions are subject to approval by Townsend's investment committee.



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# Real Estate Benchmarks

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# Benchmark Criteria

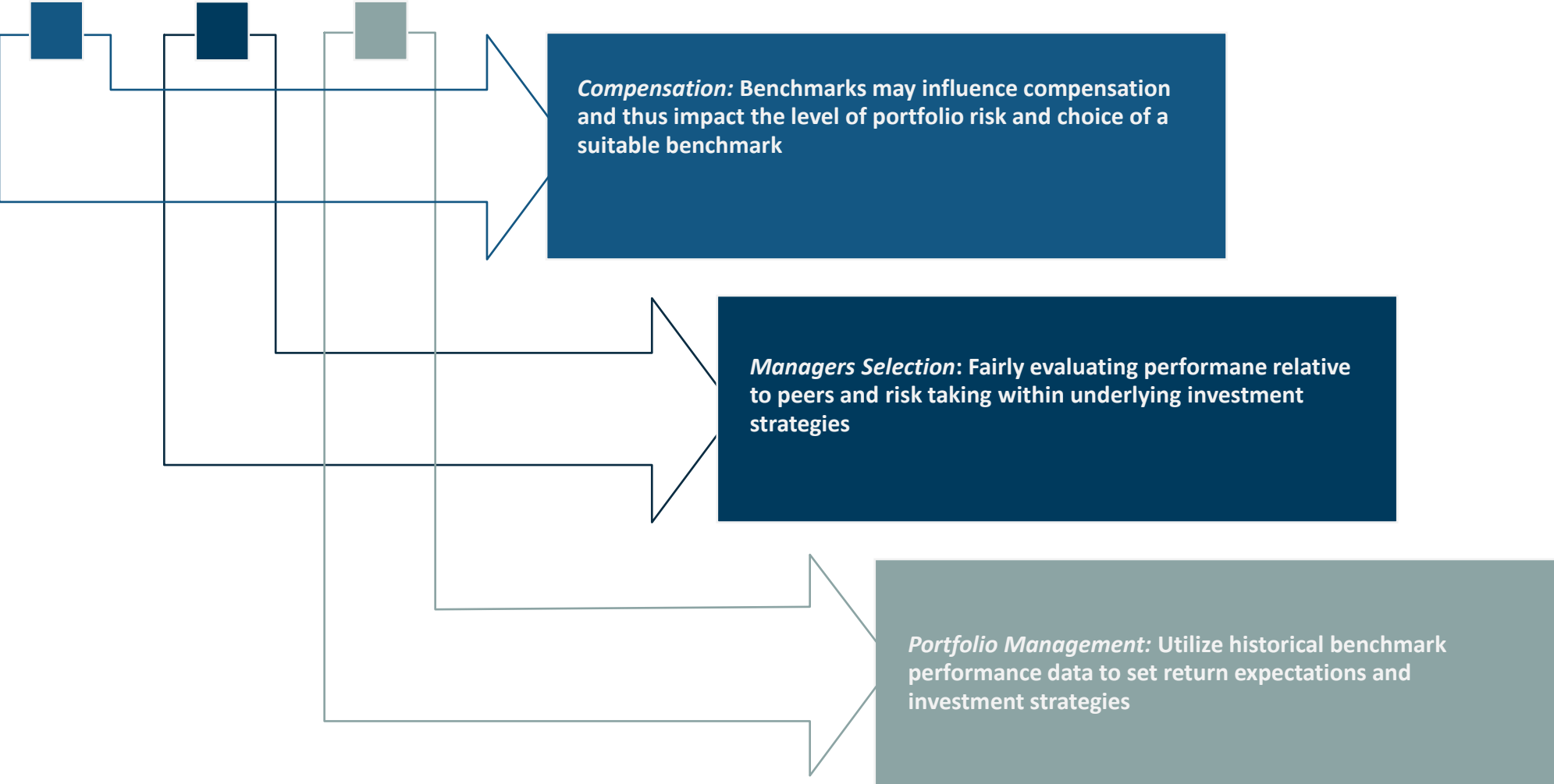
## Criteria for evaluating and selecting effective benchmarks

- 1. Specified in advance:** Specified prior to start of an evaluation period and known to all parties
- 2. Appropriate:** Consistent with investors investment style or area of expertise
- 3. Measurable:** Benchmark's return is readily calculable on a reasonably frequent basis
- 4. Unambiguous:** Identities and weights of securities constituting the benchmark are clearly defined
- 5. Reflective:** Investor has current knowledge of the securities or factor exposures within the benchmark
- 6. Accountable:** Index manager accepts accountability for the constituents and performance of benchmarks
- 7. Investable:** It is possible to forgo active management and simply hold the benchmark

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# Other Considerations

External factors that influence benchmark selection



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# Private Real Estate Benchmarks

## Core oriented benchmarks



	Expanded NCREIF Property Index	NCREIF Fund Index - Open-End Diversified Core Equity Index (“NFI-ODCE”)	NCREIF Fund Index - Open-End Equity Index (“NFI-OE”)	PREA   MSCI U.S. Property Fund Index (“MSCI/PREA-U.S. AFOE”)
Inception Date	1977	1978	1978	2008
Composition	Institutional quality properties	25 private open-end core funds	42 private open-end funds	38 private open-end funds
Returns	Gross of Fees	Gross & Net of Fees	Gross & Net of Fees	Gross & Net of Fees
Calculation Methodology	TWR	TWR	TWR	TWR
Gross Market Value	\$883 billion	\$278 billion	\$426 billion	\$356 billion
Net Asset Value	N/A	\$205 billion	\$298 billion	\$253 billion
Number of Properties/Investments	12,767 properties	3,290 properties	6,091 properties	5,204 properties
Property Types	Diversified	Diversified	Diversified	Diversified
% Ex U.S.	0%	0%	<1%	0%
Strategy	Core Equity	Core Equity	Core and Value-Add Equity	Core
Limit on Non-Core	0%	10-15%	None	0%
Leverage	Unlevered	26.8%	28.9%	29.7%
Investable	No	Partially	Partially	Partially

Source: Townsend Group, MSCI, and NCREIF. Data as of 12/31/2024.  
 Townsend’s views are as of this date of this publication and may be changed or modified at any time without notice. Past performance is not indicative of future results..

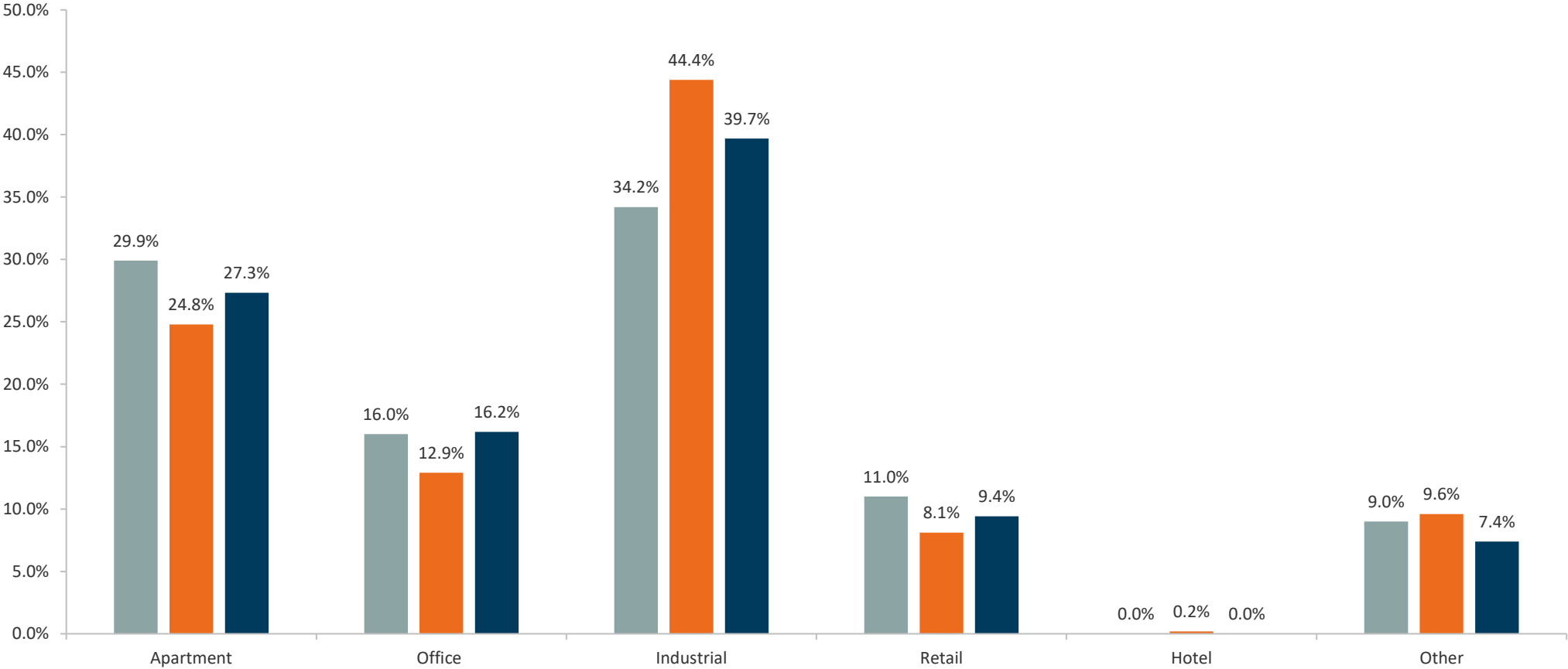
# Private Real Estate Benchmarks

## Property sector composition



Property Sector Exposure

NFI-ODCE   NFI-OE   MSCI/PREA U.S. AFOE



Source: Townsend Group, MSCI, and NCREIF. Data as of 6/30/2025.  
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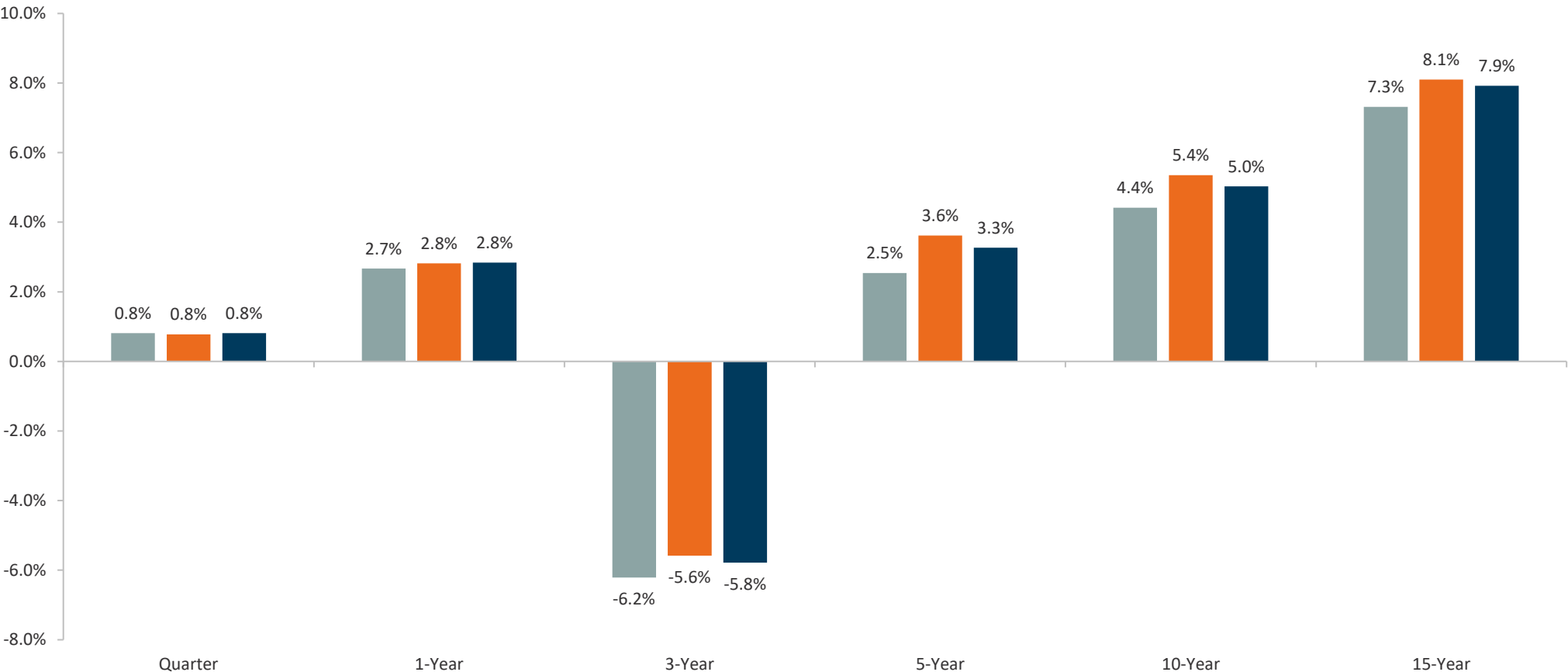
# Private Real Estate Benchmarks

Performance comparison



Net Time-Weighted by Benchmark

NFI-ODCE   NFI-OE   MSCI/PREA U.S. AFOE

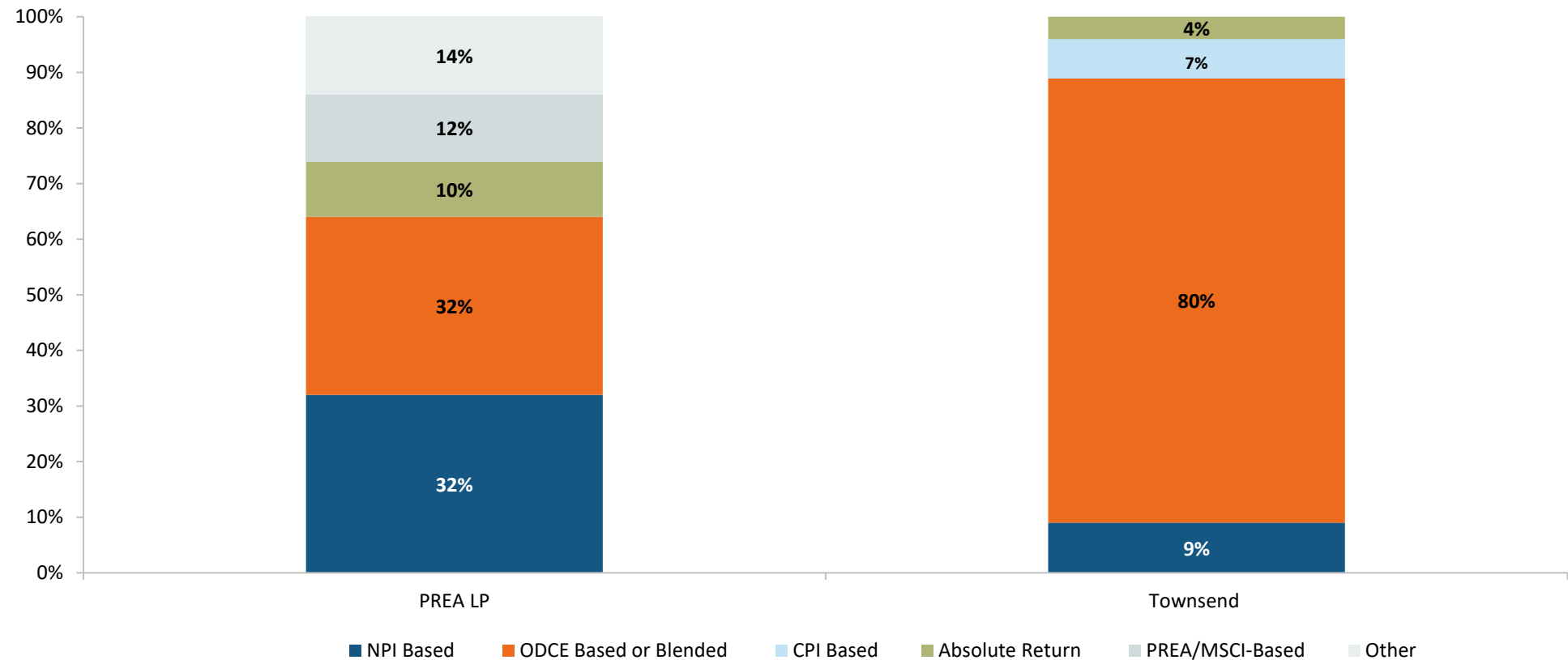


Source: Townsend Group, MSCI, and NCREIF. Data as of 6/30/2025.  
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# Private Real Estate Benchmarks

Peer benchmarks

Private Real Estate Association and Townsend  
2019 Benchmark Survey Results



Source: Townsend Group, Pension Real Estate Association. Data as of 2019.  
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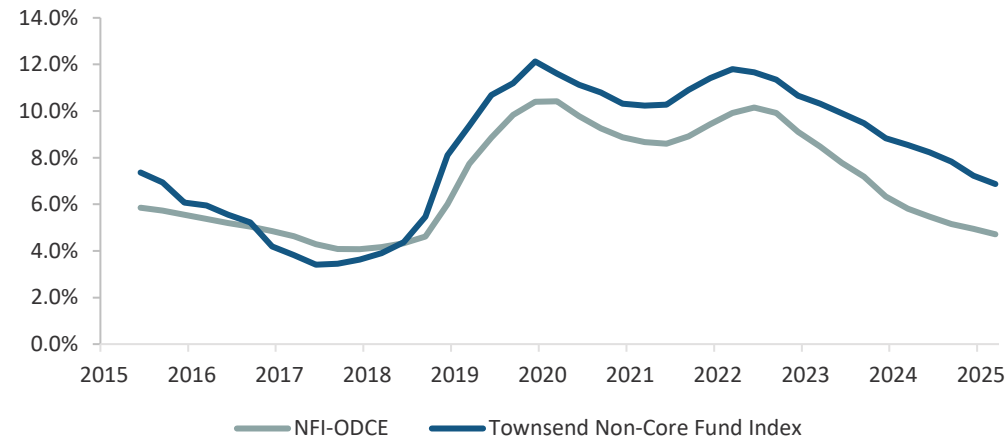
# Private Real Estate Benchmarks

## Non-Core Benchmarks

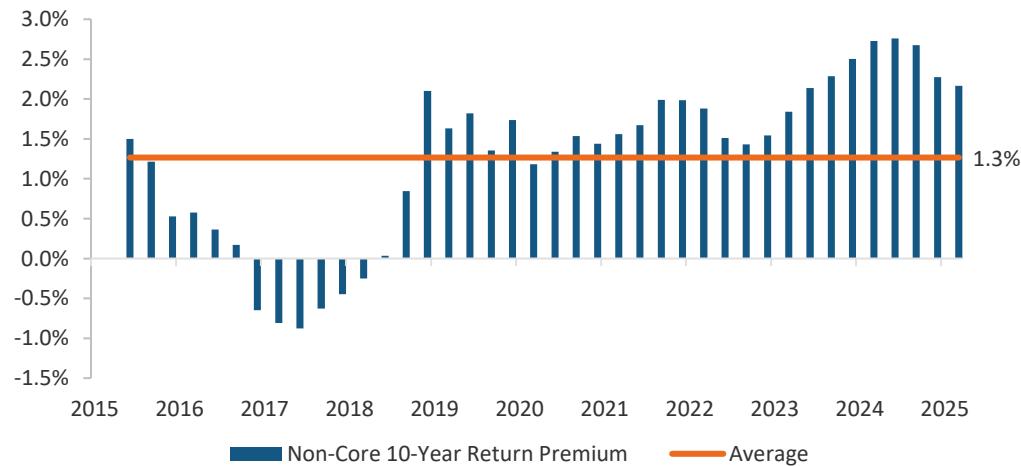
### How to Benchmark Non-Core:

- There are limited indices that track the non-core real estate universe, none have been widely adopted as benchmarks, and most non-core investors are focused on net IRR and multiple
  - NCREIF published an index that is focused on IRR and multiple, but collects data from only ~8-11 funds per vintage and is missing major sponsors
  - Prequin publishes a large global index, but relies on a mix of data collection processes
- For programs measured on a quarterly basis, Townsend clients typically utilize the NFI-ODCE + a risk premium
- Looking back over the last 20-years, non-core funds have on average generated an annual return premium of 1.3% over a rolling 10-year period
  - A 10-year period is used in an attempt to capture full market cycles
- Townsend recommends NFI-ODCE net + 1.0% to benchmark a non-core program over market cycles
- In some instances, Townsend clients have also elected to use absolute return benchmarks for non-core real estate programs

### 10-Year Rolling Net Returns



### Annual Risk Premium Generated by Non-Core Funds relative to the NFI-ODCE net of fees



Source: Townsend Group. Data as of March 31, 2025.  
Townsend's views are as of this date of this publication and may be changed or modified at any time without notice. Past performance is not indicative of future results..



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# Sample Quarterly Report

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JULY 2025

### INVESTMENT GUIDELINES

<b>Return:</b>	NFI-ODCE net of fees
<b>Style Sector:</b>	Minimum 50% Strategic Maximum 50% Tactical
<b>Property Type:</b>	Maximum 40% to a property type
<b>Location:</b>	Maximum 35% Ex-US
<b>Investment:</b>	Maximum 20% to a Strategic investment Maximum 10% to a Tactical investment
<b>Manager:</b>	Maximum 40% to a manager
<b>Leverage:</b>	Maximum 50% Strategic Maximum 75% Tactical

### PORTFOLIO STATISTICS

<b>Target Allocation (Funded NAV):</b>	\$1,283 million
<b>Capital Committed<sup>1</sup>:</b>	\$1,510 million
<b>Active<sup>1</sup>:</b>	72
<b>Total Funded:</b>	\$2,840 million
<b>Total Returned:</b>	\$3,156 million
<b>Market Value (NAV):</b>	\$1,115 million
<b>Unfunded Commitments:</b>	\$214 million

### NET RETURNS (TOWNSEND INITIATED)<sup>2</sup>

<b>1Q25 Time-Weighted ("TW"):</b>	0.9%
<b>1 Year TW:</b>	2.6%
<b>3 Year TW:</b>	(2.6)%
<b>5 Year TW:</b>	5.6%
<b>Inception to Date ("ITD") IRR:</b>	9.5%
<b>ITD Equity Multiple:</b>	1.5x

### PORTFOLIO MANAGEMENT TEAM

**Anthony Frammartino** CEO  
**Tony Pietro** Senior Managing Director  
**Joe Davenport** Senior Principal  
**Christian Nye** Principal

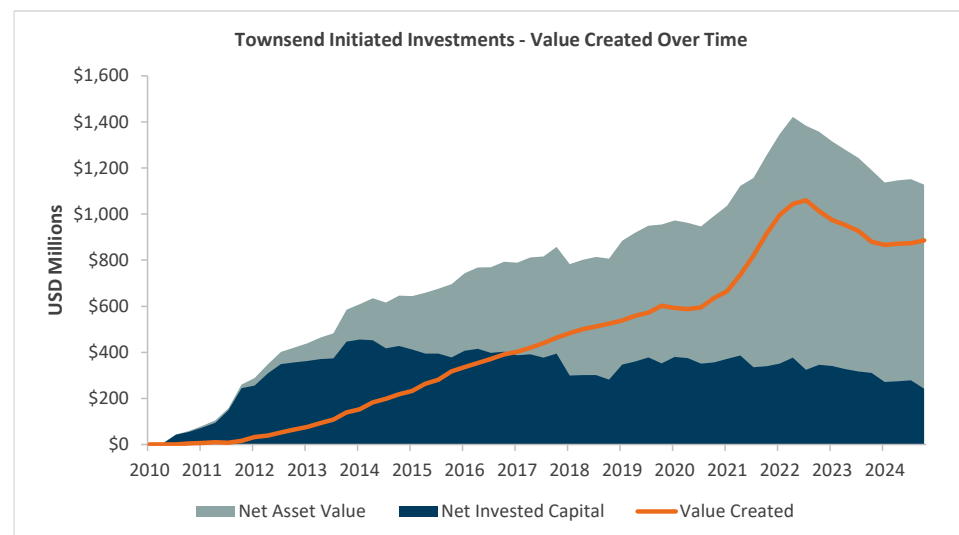
### PORTFOLIO PROFILE

Client retained The Townsend Group ("Townsend") as investment manager to invest and manage its real estate portfolio ("Portfolio" or "Program") in 1997. Townsend was awarded discretion over the Program beginning in 2009. Client has allocated 10% of its total plan assets to real estate with an allowable range of 5-20%. The Portfolio seeks to generate long term net nominal returns in excess of the net National Council of Real Estate Investment Fiduciaries ("NCREIF") Open End Diversified Core Equity ("ODCE") Index.

The primary objective of real estate investing for Client is to seek superior risk adjusted returns. Secondly, real estate investments have had low to negative correlation with stock and bond returns, thus potentially reducing the volatility of the return of the total plan. Moreover, real estate investments, like some other real assets, have historically been a hedge against inflation.

### PORTFOLIO UPDATE & RECENT INVESTMENT ACTIVITY

Since Townsend was awarded discretion over the Program in 2009, \$2.0 billion has been committed or approved for commitment to 97 individual investment positions. Collectively, these investments have generated a 9.5% net IRR and 1.5x net equity multiple, creating over \$895 million of value through March 31, 2025. The following chart depicts value creation over time, comparing cumulative net invested capital to NAV.



During the period from December 31, 2024 to March 31, 2025, Townsend initiated investments generated an 0.9% total net return.

<sup>1</sup> Active Investments include those currently reporting to the Townsend database and are included within the attached detailed Performance Flash Report. Committed Capital excludes separate accounts.

<sup>2</sup> Does not include any investments Client already had in place at the time Townsend was awarded discretion over the Program beginning in 2009. Includes both realized and unrealized investments.

**Client****First Quarter 2025 Report**

US private real estate returns, as measured by the NFI-ODCE Index, were positive in the first quarter of 2025, driven by the income return. The NFI-ODCE total return gross of fees was 1.06% during the quarter, in line with the 1.16% return in the fourth quarter of 2024. Outstanding redemption queues for the NFI-ODCE declined to \$26 billion in the fourth quarter (13% of the index), with manager payouts in the range of 5-15%. The Strategic Portfolio has undergone continuous rebalancing over time. This occurred most recently in December 2024 and included new commitments, a redemption recission, and additional redemptions to further align property type exposures with Townsend's market views, improve the projected return outlook, and create proceeds for recycling into higher conviction investments. The following table represents a summary of Client's current Strategic Portfolio redemption activity.

Investment	Redemption Requests	Redemptions Received	Outstanding Redemptions
Prime Property Fund	\$12,327,851	\$12,327,851	\$0
JP Morgan Strategic Property Fund <sup>2</sup>	\$48,208,723	\$11,764,416	\$43,558,723
Jamestown Premier Property Fund <sup>2</sup>	\$24,484,172	\$0	\$24,484,172
Lion Industrial Trust - 2007	\$95,000,000	\$65,696,731	\$29,303,269
Smart Markets Fund, LP	\$10,000,000	\$10,000,000	\$0
Berkshire Multifamily Income Realty Fund	\$10,000,000	\$3,317,589	\$6,682,411
Brookfield Premier Real Estate Partners	\$40,000,000	\$20,268,329	\$19,731,671
Kayne Anderson Core Real Estate Fund	\$5,000,000	\$5,000,000	\$0
MetLife Core Property Fund	\$30,000,000	\$20,430,833	\$9,569,167
Manulife U.S. Core Real Estate Fund	\$25,000,000	\$21,031,893	\$3,968,107
Cortland Partners Growth and Income Fund	\$5,000,000	\$487,500	\$4,512,500
Greystar Growth and Income Fund <sup>2</sup>	\$9,458,293	\$0	\$9,458,293
Dream U.S. Industrial Fund	\$10,000,000	\$6,982,353	\$3,017,647
Lion Properties Fund <sup>2</sup>	\$14,872,790	\$2,894,741	\$13,574,706
<b>Total</b>		<b>\$180,202,236</b>	<b>\$167,860,666</b>

<sup>1</sup>As of July 7, 2025

<sup>2</sup>Full redemption - amount is 1Q25 NAV (latest) and changes quarter to quarter

In 2025, \$150-200 million is anticipated for new investments, plus a similar amount to be recycled from projected Strategic Portfolio redemptions. Most of the new investment for 2025 is expected to take the form of Strategic and Special Situations investments, and to a lesser extent Tactical investments. Over time, exposure to Tactical and Special Situations is expected to increase from its current level of 43% while maintaining compliance with the Portfolio's style sector compliance criteria (maximum 50% Tactical).

**Client****First Quarter 2025 Report**

In May 2025, a \$15 million commitment was approved to Project Maple Leaf, an opportunity to capitalize participating preferred equity at a protected basis for a fully pre-leased data center redevelopment in the Toronto MSA. The existing 315k square foot data center and warehouse facility benefits from existing infrastructure and an expedited path to deliver the power capacity. The preferred equity will be utilized to capitalize the cost of constructing three new data halls and is structured to sweep all cash flow until achieving a 20% preferred return and then receive 20% of all residual cash flow thereafter. The investment is projected to achieve a stabilized yield on cost of 12.0% (excluding accrual) and have a cost basis of ~\$11MM per MW, which is highly competitive with ground up hyperscale developments. The investment is projected to generate an after tax 19.2% IRR and a 1.5x equity multiple over approximately a three-year period.

In May 2025, a \$50 million commitment was approved to Blue Owl Real Estate Fund VII, a tactical fund that will acquire or provide build-to-suit (“BTS”) capital for single tenant, free-standing net lease properties that are mission-critical to the operations of IG credit corporate tenants. Assets are primarily acquired through sale-leaseback and subject to a minimum of an 11-year lease term and greater than a 7.0% cap rate. The manager’s primary value-add is proactive sourcing of sale-leaseback or other triple-net (“NNN”) opportunities at a yield-on-cost often well above prevailing core NNN cap rates, and the subsequent sale to buyers at those lower market cap rates. Net leased focused strategies are viewed as more bond-like due to fixed escalators on long term leases, that minimize the ability to capture market rent growth for extended periods and rely heavily on a single tenant’s credit. This was viewed negatively over the course of the post-GFC interest rate cycle where rates remained low until material increases in 2022/23, now remaining near 15-year highs. Pricing in the sector has adjusted accordingly and offers a potentially attractive entry point with lower odds of another precipitous increase. Townsend clients will benefit from aggregation to achieve fee breaks and, as a first close investors, will have no fee on committed capital. The \$6.5 billion fund will target a 12%-14% net IRR and 1.5x-1.7x net EM utilizing no more than 65% leverage over a 7-year fund life.

In total, the above investment activity is projected to increase total net return and favorably shift property sector exposures, while maintaining the Portfolio’s desired risk profile.

## Client

## First Quarter 2025 Report

## PERFORMANCE REVIEW

The Portfolio generated approximately \$8 million of income and \$5 million of appreciation during the quarter, which resulted in a total gross return of 1.2% (0.9% total net return). The NAV of the Portfolio decreased by \$13 million to \$1,115 million inclusive of approximately \$26 million in net distributions<sup>1</sup>. Over the prior five years, Townsend initiated investments returned 5.7% net of all investment level fees, exceeding the benchmark by 365 basis points. Since inception, Townsend initiated investments have generated an IRR and equity multiple of 9.5% and 1.5x, net of all fees and expenses.

	Quarter	1 Year	3 Year	5 Year	Net IRR	Net Equity Multiple
<b>Townsend Initiated Investments</b>						
Income	0.7%	3.0%	3.0%	3.4%	-	-
Appreciation	0.5%	0.9%	-4.5%	3.8%	-	-
Total Gross	1.2%	3.9%	-1.6%	7.3%	-	-
Total Net	0.9%	2.6%	-2.6%	5.6%	9.5%	1.5x
<b>Total Portfolio</b>						
Total Net	0.9%	2.6%	-2.7%	5.7%	12.4%	1.5x
<b>Benchmark</b>						
Custom	0.9%	1.2%	-5.1%	2.0%	-	-

28 investments, including 2 open-end funds, 12 closed-end funds, a REIT account, and 13 Special Situations are fully or substantially liquidated. Collectively, these investments have returned a 15.0% net IRR and a 1.6x net equity multiple, creating over \$282 million of value through March 31, 2025.

The Strategic Portfolio comprised approximately 57% of the Portfolio's NAV at quarter end and produced a 0.9% total net return. The Strategic Portfolio produced approximately 73% of the income and 16% of the appreciation generated by the total Portfolio.

Jamestown Premier Property Fund, a core plus office and retail focused fund, was the best performing Strategic investment and produced a 4.1% net return. The fund's quarterly return was driven by development progress at One Time Square and lease execution at Waterfront Plaza. The fund continues to navigate a challenging environment for office assets.

Manulife U.S. Real Estate Fund, a diversified core plus fund, was the second best performing Strategic investment and produced a 2.8% net return. The fund's returns were primarily driven by lease-up of a recently completed industrial development and appreciation of the industrial outdoor storage portfolio.

<sup>1</sup> Includes all quarterly contributions, distributions, withdrawals, and manager fees.

**Client**

**First Quarter 2025 Report**

The Tactical Portfolio and Special Situations comprised approximately 43% of the Portfolio's NAV at quarter end and produced a 1.0% total net return. The Tactical Portfolio and Special Situations produced approximately 27% of the income and 84% of the appreciation generated by the total Portfolio.

TTG FRELD (GBP denominated) and Gramercy Property Europe IV (Euro denominated) were top performing special situations investments and produced a quarterly net returns of 5.3% and 5.3% in USD, respectively. In local currency, FRELD and Gramercy IV produced more modest net returns of 2.1% and 0.7%, respectively. Devaluation of the USD dollar supported these investments in Q1 2025.

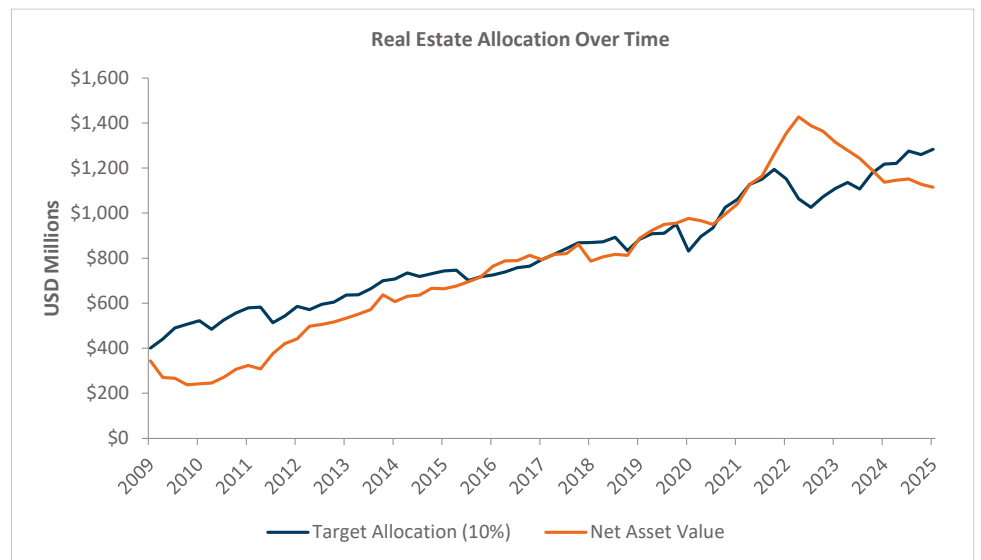
FJOF3 Residential Coinvestment Fund was another top performing special situations investment and produced a quarterly net return of 2.8%. In 2017, FJOF3 acquired an affordable housing portfolio in Japan. Through March 31, 2025, rents were 15% ahead of underwriting and occupancy increased 100 bps quarter-over-quarter. Strong rental rate increase have been driven by an interior renovation program that has upgraded 71,000 units and is progress ahead of schedule. As of March 31, 2025, FJOF3 Residential Coinvestment Fund's yield on cost is 21.9%.

## Client

### First Quarter 2025 Report

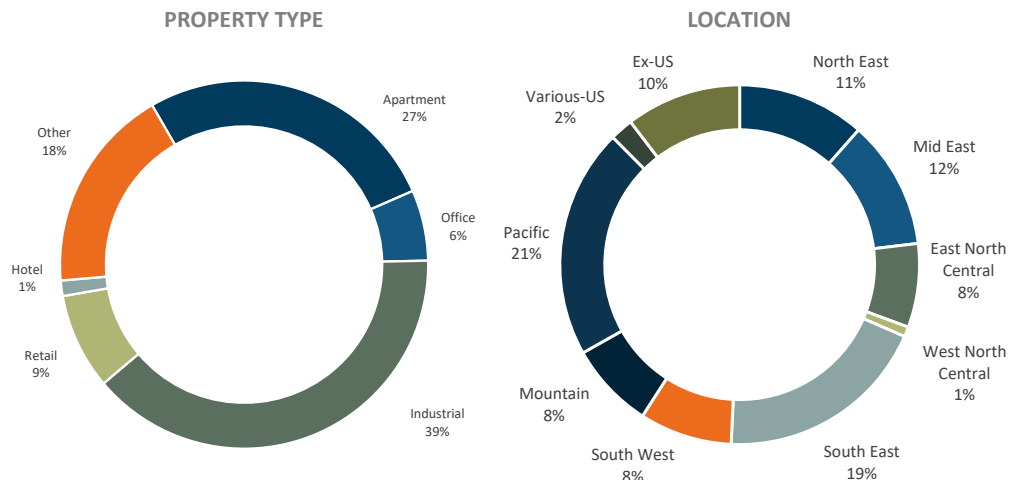
## COMMITMENT AND FUNDING STATUS

The current target allocation to real estate is \$1,283 million, or approximately \$23 million more than the previous quarter. As of March 31, 2025, active investments had a NAV of \$1,115 million, or approximately 87% of the targeted allocation. Including unfunded commitments, exposure to real estate totaled \$1,310 million, or 10.2% of total plan assets. The chart below depicts the Program's NAV over time relative to the targeted 10% of total plan assets.



## DIVERSIFICATION

Diversification presented below is based on the funded portfolio.



**Client****First Quarter 2025 Report****COMPLIANCE**

Portfolio guidelines are intended to govern the size, risk, and performance of the real estate investments over time. All categories are currently in compliance.

Category	Requirement	Status
Return	NCREIF-ODCE net of fees	✓
Style Sector	Minimum 50% Strategic Maximum 50% Tactical	✓
Property Type	Maximum 40% to a property type	✓
Location	Maximum 35% Ex-US	✓
Investment	Maximum 20% to a Strategic investment Maximum 10% to a Tactical investment	✓
Manager	Maximum 40% to a manager	✓
Leverage	Maximum 50% Strategic Maximum 75% Tactical	✓

**THE TOWNSEND GROUP**

Townsend Holdings LLC (d/b/a The Townsend Group) is a leading provider of global investment management exclusively focused on real estate and real assets. The Townsend Group serves an institutional client base, providing custom investment solutions to help meet the needs and objectives of their unique investment programs. Headquartered in Cleveland, OH, the firm has offices in San Francisco, London and Hong Kong. Townsend provides advisory services to clients who have real estate/real asset allocations exceeding \$233.6 billion and assets under management of \$19.3 billion.<sup>1</sup>

**CONTACT INFORMATION**

The Townsend Group  
950 Main Avenue, Suite 1600  
Cleveland, OH 44113  
216.781.9090

<sup>1</sup> As of September 30, 2024



## Client

## DISCLOSURE STATEMENTS

## First Quarter 2025 Report

**Performance:**

The performance information herein represents past performance and is not indicative of future results. Investing involves risk, including the possible loss of principal.

Returns are presented on a time weighted basis and shown both gross and net of underlying third party fees and expenses and may include income, appreciation and/or other earnings. In addition, investment level Net IRR's and equity multiples are reported.

The Townsend Group, on behalf of its client base, collects quarterly limited partner/client level performance data based upon inputs from the underlying investment managers. Data collection is for purposes of calculating investment level performance as well as aggregating and reporting client level total portfolio performance. Quarterly limited partner/client level performance data is collected directly<sup>1</sup> from the investment managers via a secure data collection site.

<sup>1</sup>In select instances where underlying investment managers have ceased reporting limited partner/client level performance data directly to The Townsend Group via a secure data collection site, The Townsend Group may choose to input performance data on behalf of its client based upon the investment managers quarterly capital account statements which are supplied to The Townsend Group and the client alike.

**Forward Looking Statements:** The information provided in this report contains estimates, return data, and valuations that are based upon assumptions and projections. Such estimates and assumptions involve judgments with respect to, among other things, future economic and competitive conditions; real estate market conditions; occupancy and rental rates; and the like, which may not be realized and are inherently subject to significant uncertainties and changes, all of which are difficult to predict and many of which are beyond the control of the General Partner and Townsend and the investment managers of the indirect fund investments. Accordingly, no assurance can be given that such projections will be realized, and actual conditions, operations and results may vary materially from those set forth herein. Limited Partners are cautioned that the predictions and other forward-looking statements reflected in this report involve risks and uncertainty, including without limitation, risks incident to investment in core real estate and to investment in "non-core" real estate funds. In light of the foregoing factors, actual returns and results are likely to differ substantially from the forward-looking statements contained in this report, and Limited Partners are cautioned not to place undue reliance on such forward-looking statements and projections. The words "estimate," "anticipate," "expect," "predict," "believe," and like expressions are intended to identify forward-looking statements.

**Assets Under Management:** As of September 30, 2024, Townsend had assets under management of approximately \$19.3 billion. When calculating assets under management, Townsend aggregates net asset values and unfunded commitments on a quarterly basis. Townsend relies on third parties to provide asset valuations, which typically takes in excess of 90 days after the quarter end. Therefore, assets under management have been calculated using September 30, 2024 figures where available but may also include June 30, 2024 figures. Assets under management are calculated quarterly and includes discretionary assets under management and non-discretionary client assets where the client's contractual arrangement provides the client with the ability to opt out of or into particular transactions, or provides other ancillary control rights over investment decision-making (a/k/a "quasi-discretionary"). Regulatory AUM is calculated annually and can be made available upon request.

**ADVISED ASSETS:** As of September 30, 2024, Townsend provided advisory services to clients who had real estate/real asset allocations exceeding \$233.6 billion. Advised assets includes real estate and real asset allocation as reported by our clients for whom Townsend provides multiple advisory services—including strategic and underwriting advice for the entire portfolio. Advised assets are based on totals reported by each client to Townsend or derived from publicly available information. Advised assets are calculated quarterly. Select clients report less frequently than quarterly in which case we roll forward prior quarter totals.

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# 08 Disclosures

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# Disclosure of Risk Factors

**Speculative Nature** A fundamental premise of private equity investing is the acceptance of illiquidity and a higher degree of risk in expecting higher returns. An investment in the Fund involves a substantial degree of risk, and the purchase of Interests should be considered only by investors able to bear the risk of loss of all or a substantial portion of their investment. No guarantee or representation is made that the investment objective of the Fund will be achieved.

**Leverage** The Portfolio Investments in which the Fund may invest may utilize highly leveraged capital structures on many investments in order to enhance returns. Although the use of leverage is common in real estate investing, and may both enhance returns and increase the number of investments in the Portfolio, it also exposes the investments to a high level of financial risk, including the risk of volatility in cash flow and default risk in the event that revenues do not meet expectations due to economic downturns, changes in supply and demand conditions, and the condition of the properties. In some cases, leverage will increase exposure to interest rate risk due to floating rate structures.

**Loss of Investment** An investor could lose some or all of her or his investment.

**Lack of Diversification** Use of a single advisor applying generally similar trading programs could mean lack of diversification and, consequently, higher risk.

**Illiquidity; Lack of Transferability of Interests** The Interests are highly illiquid. A Limited Partner may not sell, assign, transfer, pledge, or otherwise dispose of any of its Interests without the prior consent of the General Partner at its sole discretion. The Interests will also be subject to restrictions on assignments, transfers, and resales imposed under federal and state securities and tax laws. There is currently no public market for the Interests and it is unlikely that one will develop. Accordingly, the Interests constitute illiquid investments and should be considered only by investors able to bear the risk of their investment in the Interests for an indefinite period of time.

**Uncertainty of Valuation** Most Portfolio Investments value their assets using a “fair value” methodology dictated by their organizational documents, and the valuation methods used by various Portfolio Investments will vary. The values of investments as determined under these methods do not necessarily reflect the price at which the investments can currently be sold in an arm’s length transaction. Thus, measuring the performance of a Portfolio Investment prior to the full realization of its

portfolio involves substantial uncertainty. This can both limit the ability of the Limited Partners to gauge the Fund’s ongoing performance, and the ability of Townsend (or an affiliate) to evaluate the past performance of the sponsors of prospective Portfolio Investments.

**Volatility** The Fund’s performance may be volatile.

**Hedging** Futures, options, and/or other derivative contracts and/or instruments may be used provided that such investments or contracts are entered into in order to hedge actual or prospective investments, positions or exposures in currency holdings of the client, including for hedging purposes of its interest rate and currency exchange exposure. The costs of hedging transactions will be an expense of the client. It may not be possible to hedge against a currency movement at an attractive price, for example where such movement is widely anticipated. As a result of the client’s hedging policy, Townsend may, nevertheless, be required to enter into such transactions on behalf of the client. These instruments may end up causing the client to make a lower performance than in the absence of such instruments, in case the covered investment has eventually increased in value due to the covered risk. It may occur that the client is obliged to unwind its derivatives position at a loss, whereas the underlying covered assets have not yet been disposed of, thus not generating yet the symmetrical gain. The client may also be exposed to the risk of a counterparty defaulting under a derivative contract and therefore exposed to risk of losses in the event of the bankruptcy of a derivative counterparty. Further, when used for hedging purposes there may be an imperfect correlation between these instruments and the investment or market sectors being hedged. Transactions in over-the-counter derivatives may involve additional risk, as there is no exchange market on which to close out an open position. It may be impossible to liquidate an existing position, to assess the value of a position or to assess the exposure to risk.

**Foreign Investments** Townsend clients may invest in RE Funds or other products which invest in real estate assets outside the United States. With any investment in a foreign country, there exist certain risks typically not associated with investing in U.S. assets. Such risks include, among other things, fluctuation in currency exchange rates, trade balances and imbalances and related economic policies and the risk of adverse political or social developments, including nationalization, expropriation of assets, confiscatory taxation, and economic or political instability or war.

**Management Fees and Expenses** The Fund will bear management fees and expenses (including fees and expenses of Townsend (or an affiliate) and the

General Partner) directly, and will also indirectly share in the management fees and expenses of the Portfolio Investments in its portfolio. Such fees and expenses are expected to reduce the returns to investors. The investment return on the Portfolio Investments in which the Fund invests therefore must be sufficient to offset both levels of fees and expenses before Fund investors can receive a positive investment return.

**Real Estate Investments** The Fund may invest in Portfolio Investments which invest directly in real estate, as well as in companies or other entities engaged in various real estate-related businesses. As a result, the Fund’s investments in portfolio investments are subject to various risks associated with real estate investing, including but not limited to: (i) adverse changes in national or international economic conditions, including changes in interest rates; (ii) adverse local real estate market conditions; (iii) the financial condition of tenants, buyers, and sellers of properties; (iv) the promulgation and enforcement of governmental regulations relating to land use and zoning restrictions, environmental protection, and occupational safety; (v) the unavailability of mortgage funds that may render the sale of a property difficult; (vi) changes in real estate tax rates and other operating expenses; (vii) changes in demand for certain property types; (viii) environmental claims arising in respect of real estate acquired with undisclosed or unknown environmental problems as to which inadequate reserves had been established; (ix) uninsurable losses; (x) quality of maintenance, insurance, and management services; (xi) competition based on rental rates; (xii) terrorism, strike, political or military uprising, acts of God, and natural disasters; and (xiii) other factors beyond the control of the Fund or its Portfolio Investments. Investments by Portfolio Investments in existing entities (e.g., buying out a distressed partner or acquiring an interest in an entity that owns a real property) could also create risks of successor liability.

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There can be no assurance that any account will achieve results comparable to those presented. Past performance is not indicative of future results.

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## General Disclosures

There can be no assurance that any account will achieve results comparable to those presented. Past performance is not indicative of future results. Investing involves risk, including possible loss of principal.

Returns reflect the equal-weighted returns calculated during the periods indicated. Note: If including Core, this is value-weighted. In addition, the valuations reflect various assumptions, including assumptions of actual unrealized value existing in such investments at the time of valuation. As a result of portfolio customization/blending and other factors, actual investments made for your account may differ substantially from the investments of portfolios comprising any indices or composites presented.

Due to the customized nature of Townsend's client portfolios, the performance stated may be considered "hypothetical" as it does not reflect the experience of individual client portfolios, but rather aggregate client positions in the stated investment strategy.

## NON REGULATORY ASSETS UNDER MANAGEMENT

As of December 31, 2024, Townsend had assets under management of approximately \$18.6 billion. When calculating assets under management, Townsend aggregates net asset values and unfunded commitments on a quarterly basis. Townsend relies on third parties to provide asset valuations, which typically takes in excess of 90 days after the quarter end. Therefore, assets under management have been calculated using December 31, 2024 figures where available but may also include September 30, 2024 figures. Assets under management are calculated quarterly and includes discretionary assets under management and non-discretionary client assets where the client's contractual arrangement provides the client with the ability to opt out of or into particular transactions, or provides other ancillary control rights over investment decision-making (a/k/a "quasi-discretionary"). Regulatory AUM is calculated annually and can be made available upon request.

## ADVISED ASSETS

As of December 31, 2024, Townsend provided advisory services to clients who had real estate/real asset allocations exceeding \$236.7 billion. Advised assets includes real estate and real asset allocation as reported by our clients for whom Townsend provides multiple advisory services—including strategic and underwriting advice for the entire portfolio. Advised assets are based on totals reported by each client to Townsend or derived from publicly available information. Advised assets are calculated quarterly. Select clients report less frequently than quarterly in which case we roll forward prior quarter totals. The recent change in Advised Assets is due to a change in the reporting of certain special projects.

**Global Non-core Capital Solutions Strategies** employ a global non-core multi strategy approach with 90% or more of the investments invested in non primary fund investments such as secondaries, recapitalizations, joint ventures, platform investments, and co-investments. Strategies are diversified by geography, sector, property type, manager and vintage year.

**Separate Accounts** includes all Townsend active discretionary accounts which invest in a variety of investment styles and structures.

## Townsend Real Estate Capital Solutions Strategies

Townsend's Global Non-Core Special Situations Strategies employ a global non-core multi strategy approach with 90% or more of the investments invested in non primary fund investments such as secondaries, recapitalizations, joint ventures, platform investments, and co-investments. Strategies are diversified by geography, sector, property type, manager and vintage year.

## Townsend Real Estate Capital Solutions Strategy (Value-Add)

- Townsend's 2007 vintage Townsend Real Estate Capital Solutions Strategy Program was comprised of one closed end single limited partner vehicle (Fund-of-One).
- Townsend's 2010-11 vintage Townsend Real Estate Capital Solutions Strategy Program was comprised of one closed end single limited partner vehicle (Fund-of-One) and one commingled fund (HNW Investor Fund).
- Townsend's 2012 vintage Townsend Real Estate Capital Solutions Strategy Program was comprised of one closed end single limited partner vehicle (Fund-of-One).
- Townsend's 2015 vintage Townsend Real Estate Capital Solutions Strategy Program was comprised of one closed end single limited partner vehicle (Fund-of-One) and one commingled fund.
- Townsend's 2018 vintage Townsend Real Estate Capital Solutions Strategy Program was comprised of one closed end single limited partner vehicle (Fund-of-One) and one commingled fund.

Note: Investment level net IRR's and equity multiples are reported. Net IRR is the net return earned by an investor over a particular time frame, including the performance of both realized and unrealized investments, at fair value. The Net IRR is based upon daily investor level cash flows, current quarter net asset value as hypothetical liquidation mark, and is after the deduction of fees. Investment performance data is reported to Townsend on a quarterly basis by the underlying investment manager. The value of unrealized investments is subject to change.

Net Investment Multiple: Based upon daily investor level cash flows. Calculated as  $([\text{Since Inception Distributions} + \text{Since Inception Withdrawals} + \text{Net Asset Value}]) / \text{Paid in Capital}$ .

Townsend Group's Investment Committee (IC) collaboratively makes all strategic investment decisions affecting Townsend's client portfolios.

