

# CIM



Bill Miller

President and Chief Executive Officer, CCO Capital

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## CIM Overview



Established in 1994

Two Distinct Investment Strategies

Vertically-Integrated

Organization of 790+ Employees

Seven Office Locations

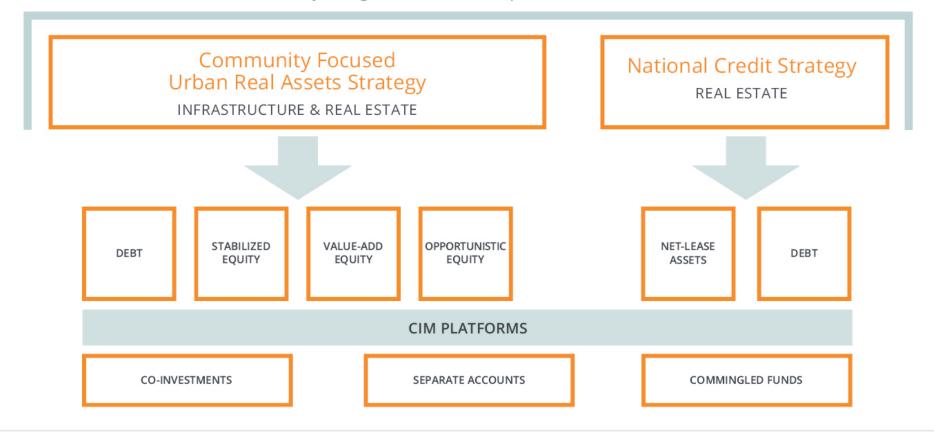
Partners & Co-Investors

Assets Owned & Operated \$25.7 Billion<sup>1</sup>

1) Data as of 09/30/2017. Please see "Assets Owned and Operated" for a description.

# CIM

Vertically-Integrated Owner & Operator of Real Assets



# CIM Organization



RICHARD RESSLER

Co-Founder Los Angeles

**AVISHEMESH** 

Co-Founder Los Angeles

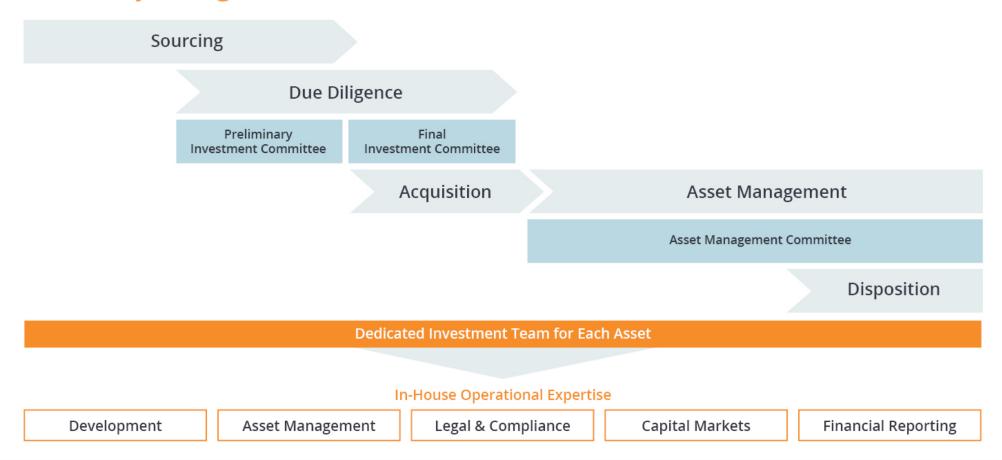
SHAUL KUBA

Co-Founder Los Angeles

			HUMAN RESOURCES COMPLIANCE IT, OPERATIONS & RISK MGMT	STRATEGIC CAPITAL PLANNING & MARKETS ANALYSIS MARKETS
Principal Principal Preside		Principal, CFO   Principal, Counsel	oian Speights VP Los Angeles  Mukya Porter CCO Los Angeles  Steve Puodziunas 1 x VP Los Angeles	Steve Berg 1º VP Los Angeles  Chris Allman Managing Director Los Angeles
		eam Members Jordan Dembo General Counsel Los Angeles In-	9 Additional 8 Additional Team 27 Additional members Members Team Members	11 Additional 1 Additional Team Team Members Member
Kelly Eppich Principal Los Angeles	69 Additional Team Members	16 Additional Team Members	Service Employee Service Employee	PERFORMANCE MEASUREMENT
John Bruno Principal Denver				Virginia Fleming 1* VP Los Angeles
Jason Schreiber Principal New York				PRESS RELATIONS
78 Additional Team Members				Monica Yamada Principal Los Angeles

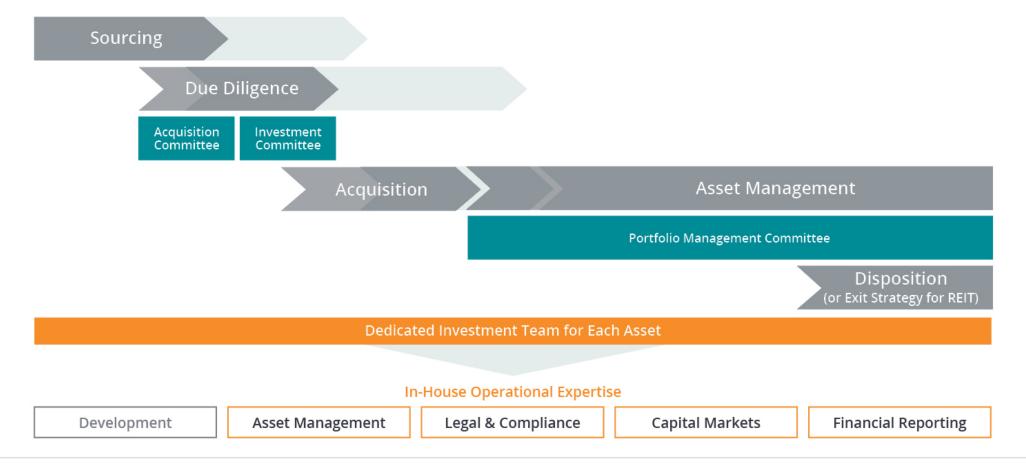


# Vertically-Integrated Team: Urban Real Assets



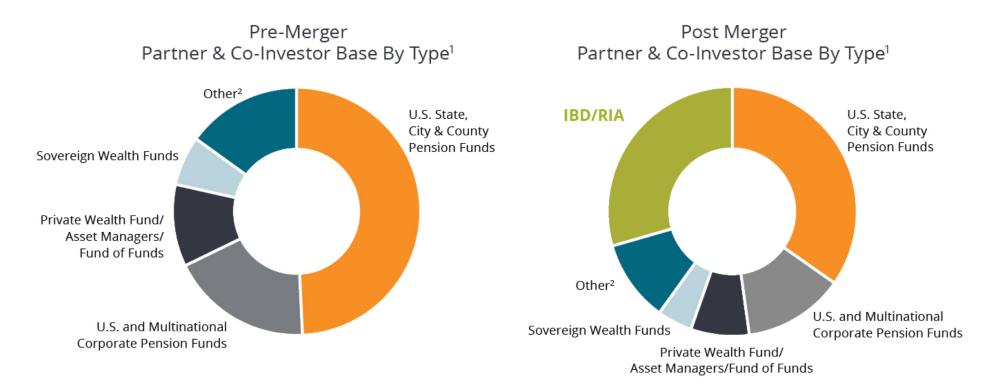


# Vertically-Integrated Team: Net-Lease Assets





## CIM Partner & Co-Investor Base by Type



<sup>1)</sup> Based on CIM Urban Real Assets' Equity Owned & Operated as of September 2017 and Cole Net-Lease Assets' investor account balances as of February 2018. 2) Includes publicly traded REITs, not-for-profit endowments, foundations & trusts, global insurance companies and non-U.S. public pension funds.

# CIM



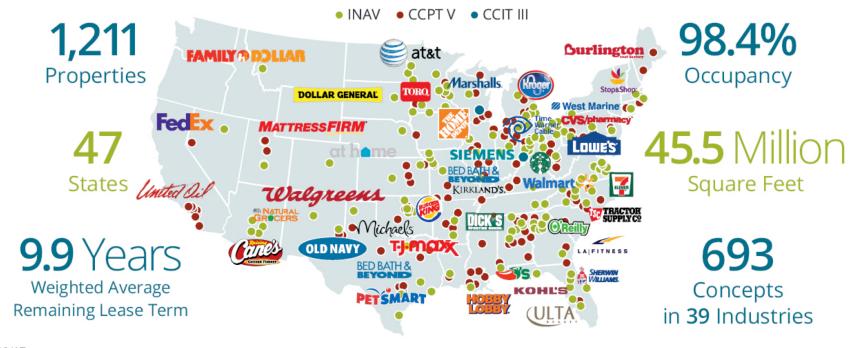
R.P. Bonham

Vice President,

Head of Due Diligence

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# **\$7.6 Billion** in Real Estate Assets



Data as of 09/30/17.

All metrics are based on CCPT IV, CCPT V, CCIT II, CCIT III and INAV, but exclude unconsolidated joint ventures and build-to-suit assets. Dollar amounts and square footages are approximate. Average remaining lease term is based on gross purchase price. The tenants pictured have been acquired by Cole REITs operated by CCO Group, a subsidiary of CIM. Corporate tenants may also occupy numerous properties that are not owned by CIM. CCO Group and CIM are not affiliated with, associated with, or a sponsor of any of the tenants pictured or mentioned. The names, logos and all related product and service names, design marks and slogans are the trademarks or service marks of their respective companies.

# **INAV Portfolio Metrics**



\$652.5 Million

**Gross Purchase Price** 

99.3%

Occupancy Rate

43.8%

**S&P Investment Grade Tenants** 

4.1 Million

**Total Square Feet** 

10.5 Years

Weighted Average Remaining Lease Term

**BBB** 

Overall Tenant S&P Credit Rating

### 135 Properties



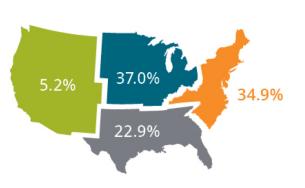
Retail **61.5%** 

**Anchored Shopping** Centers **20.8%** 

Industrial 13.4%

Office **4.3%** 

#### 36 States



#### Data as of 09/30/17.

Top Five

4.3%
4.0%
3.8%
3.8%
3.6%

#### **26 Industry Sectors**

Top Five

Retail - Discount	12.6%
Retail - Grocery & Supermarket	9.6%
Retail - Home & Garden	8.3%
Retail - Motor Vehicle	8.0%
Retail - Home Furnishings	6.8%

# Cole Net-Lease Assets

## CCPT V Portfolio Metrics

\$600.5 Million Gross Purchase Price

98.8% Occupancy Rate 36.9%

**S&P Investment Grade Tenants** 

3.0 Million

**Total Square Feet** 

10.6 Years

Weighted Average Remaining Lease Term

BBB-

Overall Tenant S&P Credit Rating

#### **113 Tenant Concepts**

Top Five

Walgreens	15.1%
United Oil	8.7%
DOLLAR GENERAL	6.4%
LAFITNESS	3.9%
FAMILY® DOLLAR	3.5%

## 131 Properties



#### 33 States



#### **27 Industry Sectors**

Top Five

Retail - Pharmacy	16.0%
Retail - Discount	14.0%
Retail - Sporting Goods	12.9%
Retail - Gas & Convenience	8.7%
Retail - Grocery Supermarket	7.5%

Data as of 09/30/17.

# **CCIT III Portfolio Metrics**



\$49.3 Million

**Gross Purchase Price** 

100.0%

Occupancy Rate

391,000

**Total Square Feet** 

69.0%

**S&P Investment Grade Tenants** 

A+

Overall Tenant S&P Credit Rating

#### 2 Tenant Concepts

<b>SIEMENS</b>	S&P: A+	69.0%
ENERPAC 🛭	S&P: BB-	31.0%

#### 1 Industry Sector

Manufacturing	100.0%

## 2 Properties





Data as of 12/31/17.

# CIM Appendix

# CCIT II Portfolio Metrics (Closed)



\$1.2 Billion

Gross Purchase Price

100.0% Occupancy Rate 56.5%

**S&P Investment Grade Tenants** 

11.4 Million

Total Square Feet

10.2 Years

Weighted Average Remaining Lease Term

BBB+

Overall Tenant S&P Credit Rating

#### 29 Tenant Concepts

Top Five

KEURIG GREEN MOUNTAIN	12.8%
amazon	11.7%
FREEPORT-MCMORAN	10.3%
<b>P&amp;G</b>	6.9%
<b>⊘</b> amcor	4.9%

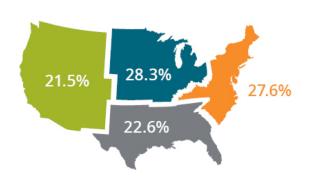
## 36 Properties



Office 53.6%

Industrial 46.4%





## 12 Industry Sectors

Top Five

31.3%
13.2%
12.8%
11.7%
10.3%

Data as of 09/30/17.

## Cole Net-Lease Assets

# CCPT IV Portfolio Metrics (Closed)

\$5.1 Billion

Gross Purchase Price

97.5%

Occupancy Rate

34.0%

**S&P Investment Grade Tenants** 

26.8 Million

**Total Square Feet** 

9.8 Years

Weighted Average Remaining Lease Term

BB+

Overall Tenant S&P Credit Rating

#### **584 Tenant Concepts**

Top Five

·	
Walgreens	6.1%
DOLLAR GENERAL	4.5%
FAMILY®DOLLAR	3.9%
United Dil	3.6%
Lowe's	3.5%

#### 908 Properties

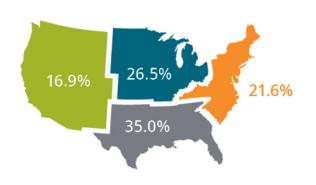


Retail 57.0%

**Anchored Shopping** Centers 40.0%

Industrial 3.0%

#### 45 States



#### **35 Industry Sectors**

Top Five

Retail - Discount	14.4%
Retail - Pharmacy	9.7%
Retail - Sporting Goods	8.7%
Retail - Home & Garden	8.5%
Retail - Gas & Convenience	7.3%

Data as of 09/30/17.



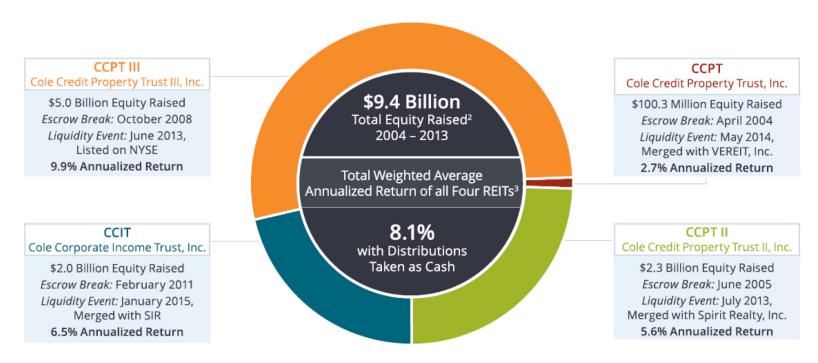
# Assets Owned and Operated

Assets Owned and Operated represents (i) (a) for real assets, the aggregate total gross assets at fair value (GAV), including the shares of such assets owned by joint venture partners and co-investments, owned and operated by CIM on behalf of partners (including where CIM invests alongside for its own account) and co-investors, whether or not CIM has investment discretion or (b) for operating companies, the aggregate GAV less debt, including the shares of such assets owned by joint venture partners and co-investments, owned and operated by CIM on behalf of partners (including where CIM invests alongside for its own account) and co-investors, whether or not CIM has investment discretion (not in duplication of the assets described in (i)(a)), plus (ii) the aggregate unfunded commitments, as of September 30, 2017 ("Report Date"). The GAV is calculated in accordance with U.S. generally accepted accounting principles on a fair value basis (the "Book Value") and generally represents the investment's third-party appraised value as of Report Date other than as described below with respect to CIM REIT, but in the case of the to-be-acquired company described below GAV or Book Value generally represents undepreciated cost (as reflected in SEC-filed financial statements). The only investment currently held by CIM REIT consists of shares of common stock of CIM Commercial Trust Corporation, a publicly traded company; the Book Value of CIM REIT is determined by assuming the underlying assets of CMCT are liquidated based upon management's estimate of fair value. CIM does not presently view the price of CMCT's common stock shares to be a meaningful indication of the fair value of the CIM REIT's interest in CMCT due to the fact that the publicly-traded shares of CMCT common stock represent less than 3% of the outstanding shares of CMCT and are thinly-traded. Assets Owned and Operated also includes the assets owned/operated by Cole Capital, a company that a CIM affiliate has agreed to acquire pursuant to a binding purchase and sale agreement. This acquisition is subject to customary closing conditions and, while the transaction is expected to close during the first quarter of 2018, the closing schedule may change (or such closing may not occur). The assets owned/operated by Cole Capital represent approximately \$7.6 billion of CIM's reported Assets Owned and Operated of \$25.7 billion. Equity Owned and Operated, representing the NAV (as defined below) before incentive fee allocation, plus binding unfunded commitments, is \$15.3 billion as of the Report Date. NAV is based upon the aggregate amounts that would be distributable assuming a "hypothetical liquidation" on the date of determination, assuming that: (x) investments are sold at their Book Value (as defined above); (y) debts are paid and other assets are collected; and (z) appropriate adjustments and/or allocations between equity investors are made in accordance with applicable documents, in each case as determined in accordance with applicable accounting guidance. Assets Owned and Operated for CMMT (which represents assets under management) is \$0.3 billion as of the Report Date and Equity Owned and Operated for CMMT (which represents equity under management) is \$0.3 billion as of the Report Date.

# CIM Cole Net-Lease Assets

# Full Cycle Success®

Four of the eight traditional non-listed Cole REITs® have completed full-cycle liquidity events.



For more information about the data below, see Table IV - Results of Completed Programs in Appendix A of the prospectus of an open Cole REIT. Please review the "Risk Factors" for more information about the fees and risks associated with non-listed REIT investments.

# Cole Net-Lease Asse

# Full Cycle Success

#### About the data

There is no guarantee that any CCO Group program will replicate these types of liquidity events, if at all, and the programs are not required to effect a liquidity event at any time. The programs have limited liquidity as there is no public market, and one may never exist, for shares of common stock. There is no guarantee investors will receive a distribution. Distributions have been paid from proceeds of the offering, from borrowings and may be derived from sources other than cash flow from operations, including sales of assets, and there are no limits on the amounts that may be paid from other sources. 2) Equity raised includes distribution reinvestment. 3) Represents weighted average annualized return with distributions taken as cash of Cole Credit Property Trust, Inc. (CCPT), Cole Credit Property Trust II, Inc. (CCPT II), Cole Credit Property Trust III, Inc. (CCPT III) and Cole Corporate Income Trust, Inc. (CCIT) based on equity raise assuming initial investment was made on the date the respective program broke escrow at the gross offering price of \$10 per share. In regards to CCPT, calculation assumes no redemptions were made during the holding period and the entire investment was sold at the time of the tender offer. In regards to CCPT II and CCPT III, the annualized return assumes the investment was sold 90 days after the respective liquidity event. In regards to CCIT, the annualized return assumes average investor split of 60% cash and 40% stock, cash consideration paid at \$10.50 per share, a stock conversion ratio of 0.36 shares of Select Income REIT (SIR) paid for each CCIT share and a trade date of January 29, 2015 for SIR shares. Actual investor experience may vary greatly depending on the time of initial investment, if distributions were reinvested and the date and price at which shares were sold, resulting in lower or higher average annualized returns.



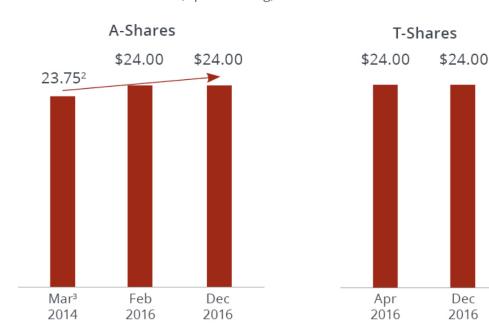
## Net Asset Value (NAV) History<sup>1</sup>



#### \$10.08 \$9.92 \$9.70 \$8.902 Apr<sup>3</sup> Aug Sept Dec 2015 2012 2016 2016

#### CCPT V

Break of Escrow: March 2014 (Open Offering)



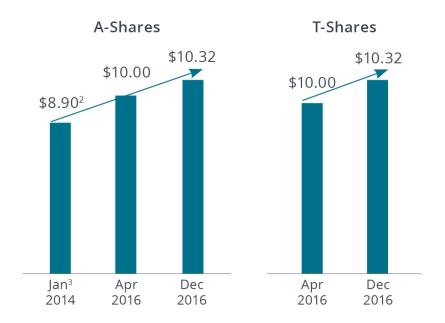
Past performance is no guarantee of future results. 1) The estimated per share NAV is based upon the estimated market value of the REIT's assets, less the estimated market value of the REIT's liabilities, divided by the total shares outstanding. Cole REIT valuations are conducted by independent firms using the NAV Methodology. 2) Net amount of initial offering price per share available for investment after payment of selling commissions, dealer manager fees and other organization and offering expenses. Because each REIT begins as a "blind pool" without an operating history or properties, the initial net amount is not reflective of the net asset value of real estate assets. 3) Represents date of escrow break.

# Cole Net-Lease Assets

# Net Asset Value (NAV) History<sup>1</sup>

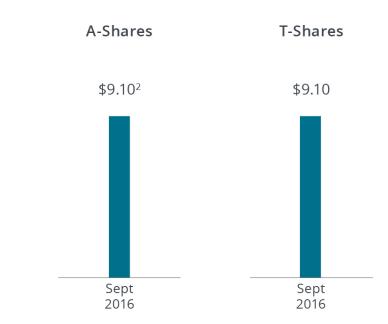
#### CCIT II

Break of Escrow: January 2014 (Closed Offering)



#### CCIT III

Break of Escrow: September 2016 (Open Offering)



Past performance is no guarantee of future results. 1) The estimated per share NAV is based upon the estimated market value of the REIT's assets, less the estimated market value of the REIT's liabilities, divided by the total shares outstanding. Cole REIT valuations are conducted by independent firms using the NAV Methodology. 2) Net amount of initial offering price per share available for investment after payment of selling commissions, dealer manager fees and other organization and offering expenses. Because each REIT begins as a "blind pool" without an operating history or properties, the initial net amount is not reflective of the net asset value of real estate assets. 3) Represents date of escrow break.

