



Moderator:
Stacy Chitty
Blue Vault



James Barry
SmartStop Asset
Management



Bill Miller
CIM Group



Ryan Strauser
Black Creek Group



Educational Series

Finding Value and Opportunities in the Commercial Real Estate Marketplace

Blue Vault

Our goal is to provide the most in-depth and thorough research available on alternative investments, including nontraded REITs, BDCs, and Closed-End Funds, Interval Funds and Private Offerings to help educate financial advisors and help protect investors.

To learn more, please visit the Blue Vault website:

www.bluevaultpartners.com

About the Panel

James Barry



James Barry is Senior Vice President of Finance with SmartStop Asset Management. Previously, Barry served in various financial capacities for SmartStop, including vice president of financial planning and analysis, director of finance and financial analyst. He also served in analyst and accounting functions with Thompson National Properties and Grubb & Ellis Company.

Bill Miller



Bill Miller is President of CCO Capital, LLC, the dealer-manager subsidiary of CIM. As President and CEO of CCO Capital, Mr. Miller provides strategic direction and oversees the management of CIM's retail distribution channel. Prior to joining CIM Group in 2018, he served in a similar capacity as President and Chief Executive Officer at Cole Capital. Additionally, he served as Senior Vice President and Director of National Accounts for American Funds and held REIT product management positions, as well as sales and wholesale distribution leadership positions, with Realty Capital Securities, AXA Equitable Distributors and Lincoln Financial Distributors.

Ryan Strauser



Ryan Strauser is Senior Vice President of Product Management with Black Creek Group. He is primarily responsible for directing the product management, positioning, and due diligence efforts at Black Creek covering the full suite of available offerings. Prior to joining Black Creek Group, Ryan held various positions at Jackson National within the product and investment management departments. In these roles, he was responsible for new product development, investment selection, and product positioning. He has held similar roles over a 20-year career at firms such as OppenheimerFunds, Old Mutual, and Great-West.

Polling Questions

1. Which best describes how you use alternative investments?

- A. I currently use alternative investments in my practice
- B. I want to start using alts, but I don't currently
- C. I have used alts in the past, but I will not in the future

2. Which best describes your current alts strategy

- A. I will increase my use of alts
- B. I will decrease my use of alts
- C. I will maintain my use of alts

Please describe the biggest benefits of investing in CRE for a client's portfolio.

'Core' asset types and 'emerging' asset types – what are the advantages of each?

What are some of the key risks each asset type is facing in today's market environment?

Describe why you feel there is room to run in each of your asset types?

Polling Questions

3. Which best describes why you use alternatives?

- A. Income
- B. Diversification
- C. Total Return
- D. Market non-correlation

4. Which best describes your past use about alts, in terms of the performance?

- A. I have had significant success using alts
- B. My alts investing has underperformed my expectations
- C. I have been disappointed with the performance
- D. I am angry and need some advice/help

CIM

Certain net lease CRE provides only marginal growth in rents over time. Logically, this would indicate an inverse correlation between interest rates and the values of the underlying properties. How does CIM mitigate this phenomenon through its investment process, underwriting, and asset management?

CIM

AUM* \$7.7 Billion

Open Offering:

- CIM Income NAV, Inc. Continuous
- CIM Commercial Trust Series A Preferred Stock and Warrant



SMARTSTOP™
ASSET MANAGEMENT
STUDENT • SENIOR • STORAGE

Please describe why SmartStop considers self-storage to be an all-weather investment type.



SMARTSTOP[™]
ASSET MANAGEMENT
STUDENT • SENIOR • STORAGE

AUM* \$1.9 Billion

Open Offerings:

- Strategic Student & Senior Storage Trust, Inc. Closes 5/1/20
- Strategic Storage Trust IV, Inc. Closes 3/17/20



BLACK CREEK® GROUP

Black Creek has two publicly registered products in the market today, one focused on industrial assets, and one providing a diversified portfolio of CRE assets. Please describe the varying focus of each strategy on income.



BLACK CREEK® GROUP

AUM* \$9 Billion

Open Offerings:

- Black Creek Industrial REIT IV Inc. Continuous
- Black Creek Diversified Property Fund Inc. Continuous

** Black Creek Group AUM represents fair value plus uncalled equity for retail and institutional funds. For development funds, AUM represents estimated all-in cost of acquired deals plus the remaining equity commitments not associated with acquired deals.*

REIT structures continue to evolve over time. NAV REITs now represent a majority of sales in the industry, and many BDs' product shelves have more NAV REITs than lifecycle REITs. Please describe how your firm goes about deciding your product structures, and explain why your current structure is the most appropriate for your asset type.

Diversification in CRE is not just about asset type diversification, but also geographic diversification. How does each of your firms think about geographic diversification, and explain how your philosophy manifests itself in your portfolios?

Cap rates have been on the decline in many CRE asset types, in some cases for close to a decade. Is this the right time for funds to seek liquidation?



Questions

Thank You!

To download the Q1 2019 Blue Vault Nontraded REIT Industry Review, BDC Industry Review, and Interval Funds please visit our Blue Vault website at:

www.bluevaultpartners.com

Thank You!



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To learn more about the organizations discussed today, please visit:
bluevaultpartners.com/the-vault/investment-managers

Upcoming Webinars:

Performance Series Webinar:

**A Deeper Look at
Blackstone,
Bluerock Real Estate
and CION
Investment Group**

July 11 at 2:00pm EDT

Performance Series Webinar:

**2nd Quarter
Interval Fund
Summary**

July 16 at 2:00pm EDT

Educational Series Webinar:

**Private
Placements**

July 18 at 2:00pm EDT

For information and registration links, go to
www.bluevaultpartners.com/event-calendar

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Get the most relevant alternative investment industry content, including nontraded REITs, BDCs, and Closed-End Funds, Interval Funds and Private Offerings, delivered right to your inbox.

A screenshot of a web browser displaying the Blue Vault website. The browser's address bar shows the URL 'https://bluevaultpartners.com'. The page features a dark blue header with a logo for 'STRATEGIC STUDENT & SENIOR HOUSING TRUST, INC.' and a 'Now Available' announcement. Below the header, the 'BLUE VAULT' logo is visible on the left. A large blue arrow points to the 'GET UPDATES' button, which is highlighted in orange. Other buttons for 'GET ACCESS' and 'LOGIN' are also present. A search bar is located to the right of these buttons. The navigation menu at the bottom includes links for 'Home', 'Explore', 'Engage', 'The Vault', 'Events', 'Resources', and 'About Blue Vault'. At the bottom of the page, the text 'The Educational Center for Alternative Investments' is displayed with a blue line to its left.