



STARPOINT PROPERTIES®

DECADES OF DELIVERING ASYMMETRICAL RETURNS

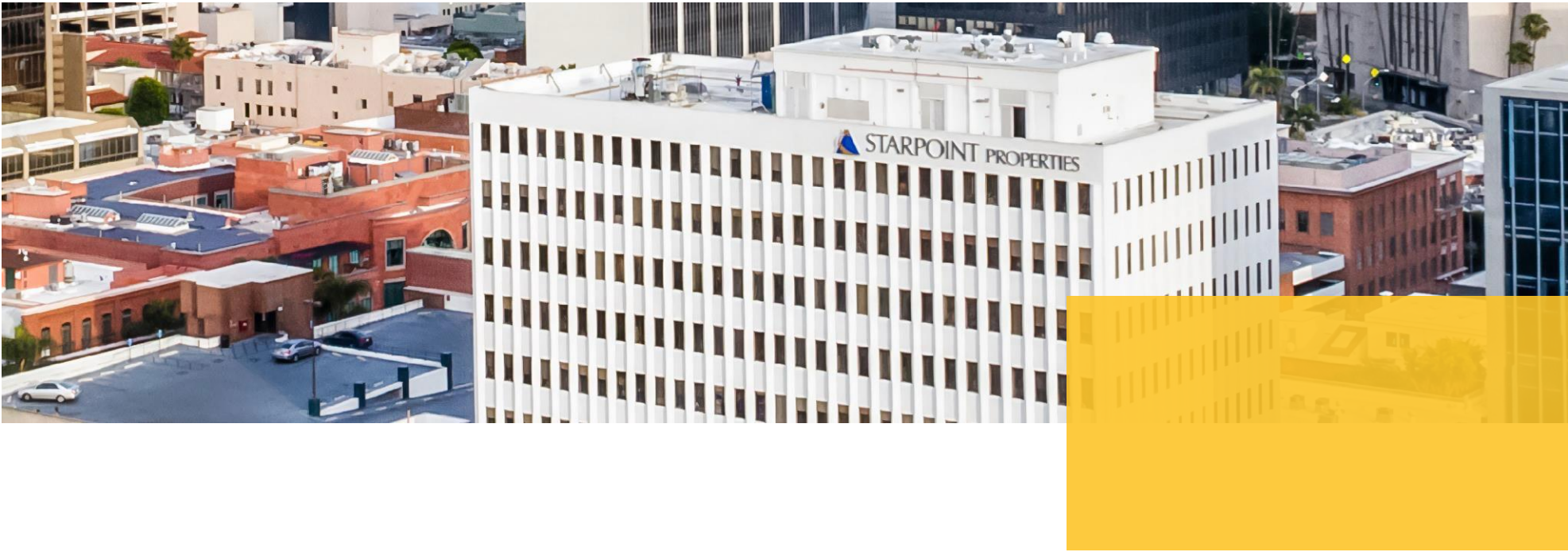
Starpoint Properties Current Offerings  
Industrial & Multifamily Investments -  
Prime OZ Opportunities with a Tier 1 Sponsor

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# Table of Contents

A Generational Opportunity	3
Sponsor Overview	9
Opportunity Zones	14
Investment Strategy	17



OZ Seed Assets	23
Summary of Terms	27
Contact	31







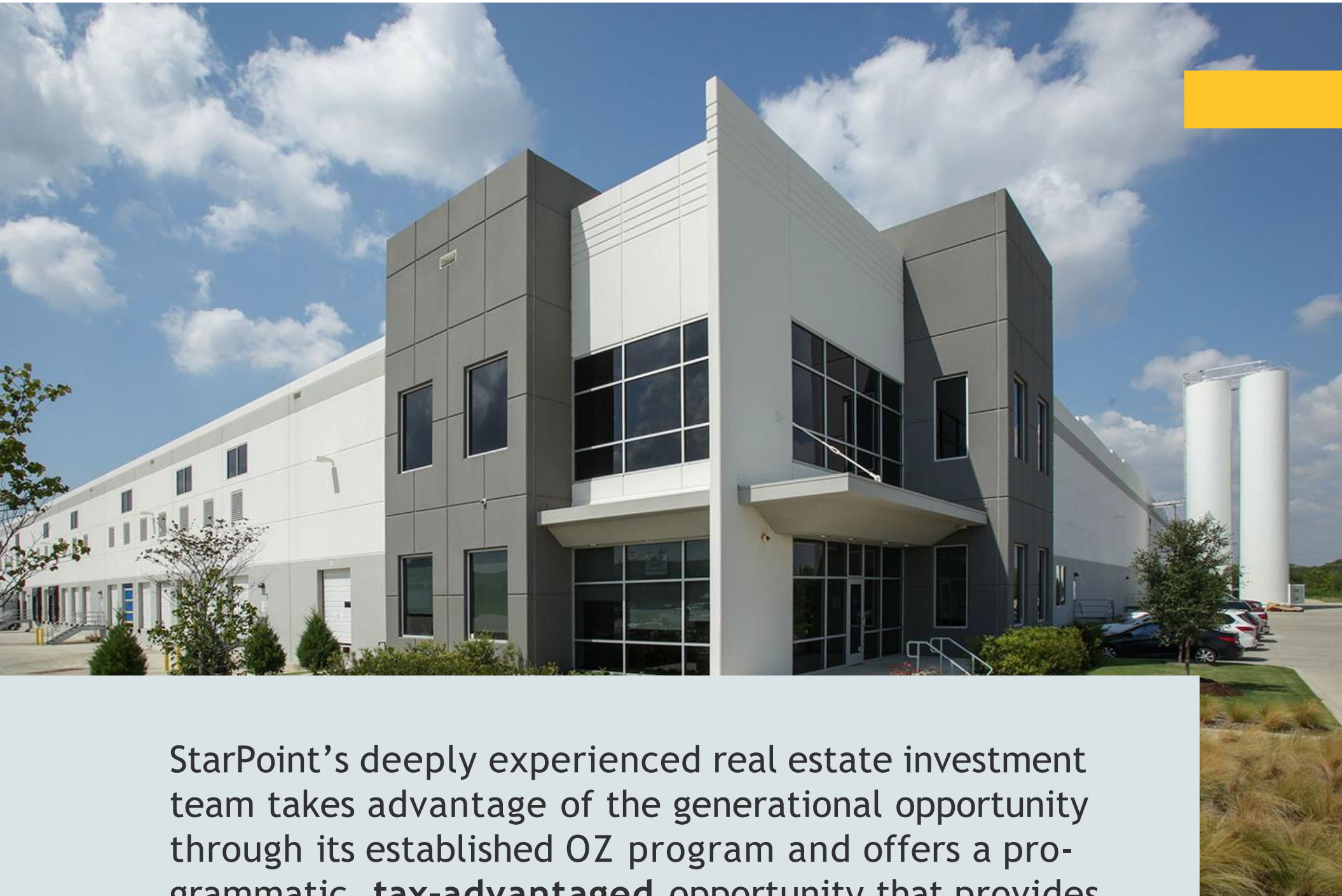
## SECTION 1

# A Generational Opportunity

Join StarPoint's innovative Opportunity Zone ("OZ") investment program: a rare, tax free opportunity with above market returns offering multiple investment options. The StarPoint OZ advantage is its unique ability to acquire the highest quality investments within the most desirable locations.



# The Opportunity Zone Advantage



StarPoint's deeply experienced real estate investment team takes advantage of the generational opportunity through its established OZ program and offers a programmatic, **tax-advantaged** opportunity that provides **above market returns**.

## OZ and StarPoint Benefits:

- Access to an **existing** and **successful** OZ program managed by an experienced team.
- Most flexible investment structure with opportunities to invest in **single or multiple asset** vehicles.
- **Multi-Asset Program:** Above market returns projected to be net 16% IRR and 20% Annualized ROI on average.
- **Taxable Equivalent Returns:** 20% IRR and 35% Annualized ROI on average.
- Tax benefits available for the first time in **generations**.
- **Defer capital gains** tax until December 31, 2026 and investments are projected to pay all or most of the taxes that will be due in 2026.
- **Tax-free appreciation** if investment is held up to 10 years.
- Depreciation recapture on OZ asset is **eliminated**, once 10-year holding period is achieved.



# StarPoint's OZ Investment Flexibility

Investors have the unique opportunity to engage with the most flexible investment structure in the industry to suit their individual needs:



Investors may invest in one or multiple assets at different stages of development, with a minimum investment size of \$50K

MULTI OR SINGLE ASSETS THAT ARE ENTITLED AND READY FOR CONSTRUCTION

Projected Average Net Investor Returns:  
**16% IRR**  
**20% Annualized ROI**

SINGLE ASSETS POST CONSTRUCTION AND PRE-TEMPORARY CERTIFICATE OF OCCUPANCY ("TCO")<sup>1</sup>

Projected Average Net Investor Returns:  
**10% IRR**  
**14% Annualized ROI**

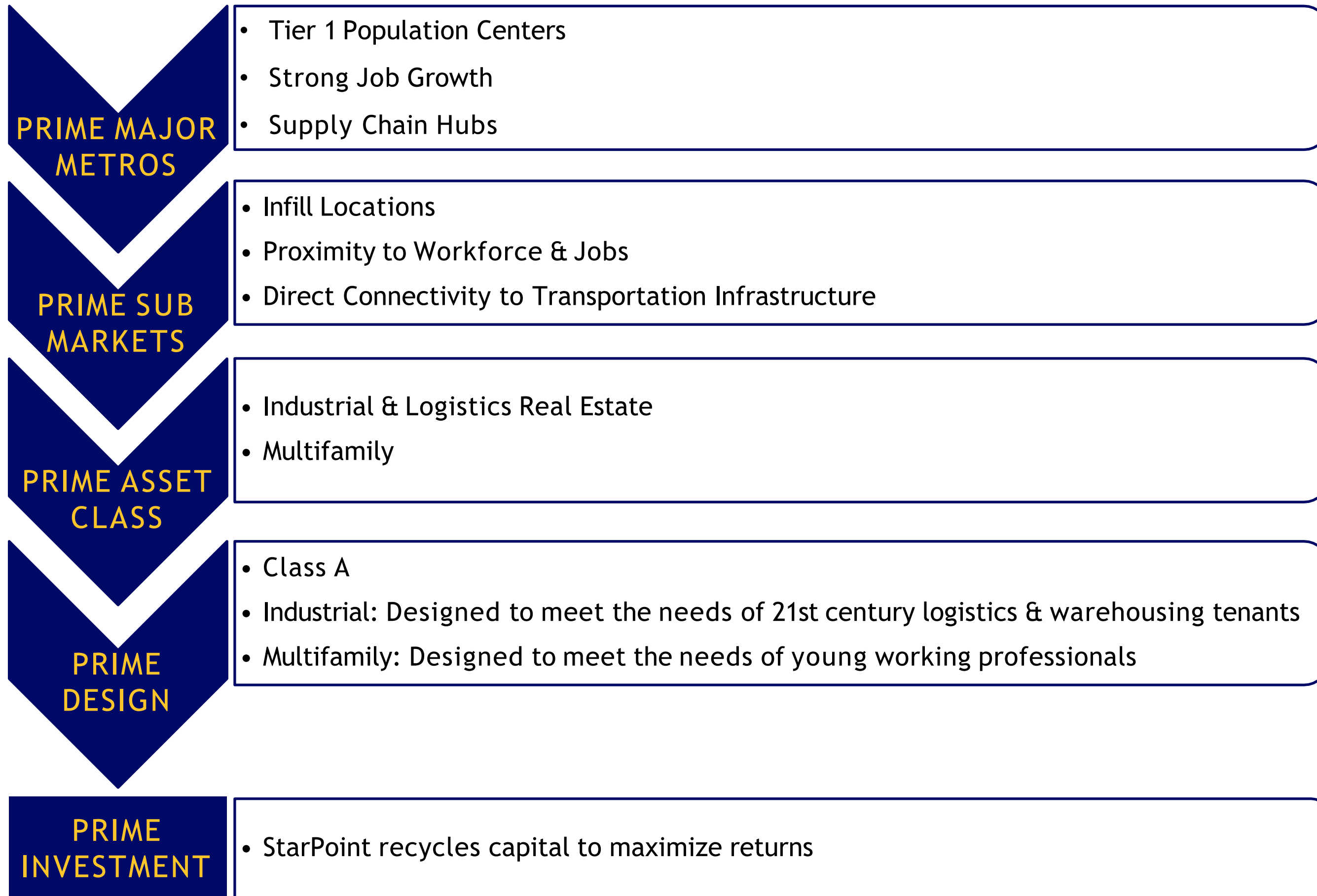


1. Not included in this presentation. More information about single assets post construction and pre-TCO available upon request.



# Prime & Prime Investment Criteria

STARPOINT PROPERTIES®



- Pipeline of the **highest quality** assets in the most **favorable** locations
- StarPoint targets the **strongest sub-markets** within select Opportunity Zones
- True **ESG impact**: job creation, minority support, environmental and energy benefits.



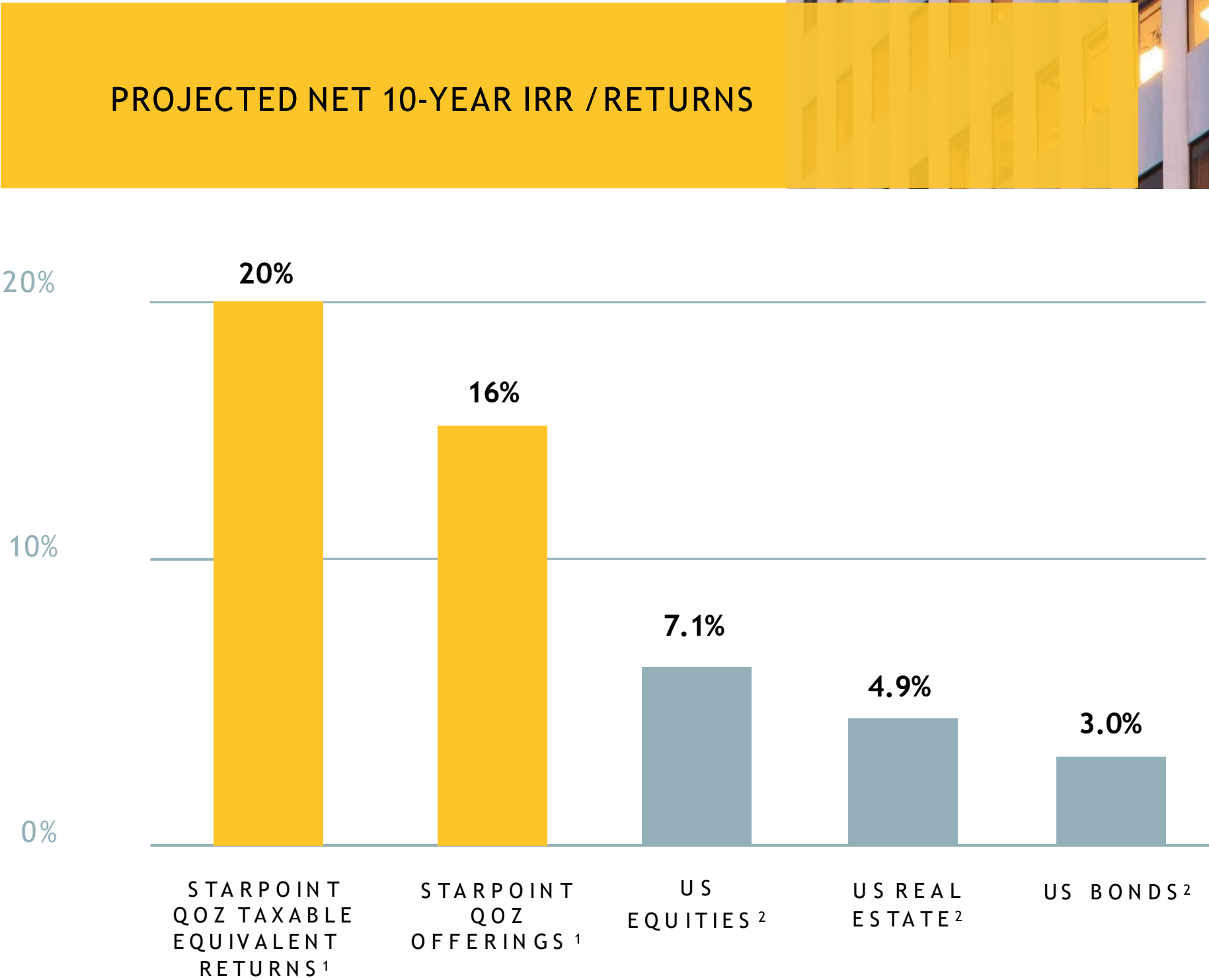
# Opportunity Zones Outperform

StarPoint Developments within Opportunity Zones are projected to outperform traditional U.S. investment returns



THE STARPOINT MULTI-ASSET FUND:

- Projected to deliver an overall blended Net-to-Investor:
  - 16% IRR
  - 20% Taxable Equivalent IRR
  - 20% Annualized ROI
  - 35% Taxable Equivalent Annualized ROI



1. Projected weighted average investor level 10-year IRRs.  
2. Source: BlackRock Investment Institute 10-year forward projections as of April 2022.





SECTION 2

# Sponsor Overview



# StarPoint Properties: 25+ Years of Real Estate Excellence

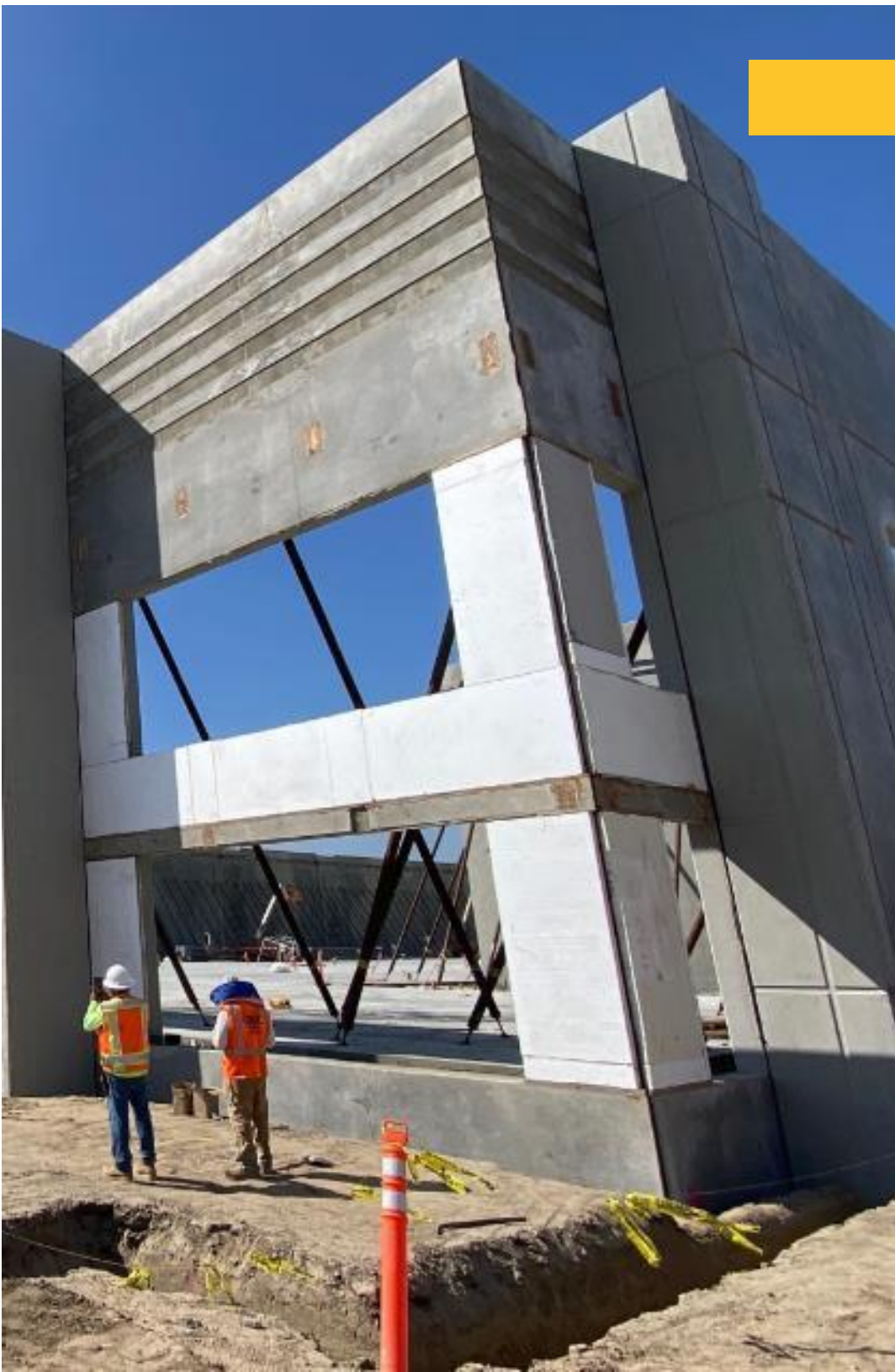
STARPOINT PROPERTIES®

- Founded in 1995 and headquartered in Beverly Hills
- Known for consistent high-level execution and delivering above-market returns since inception; returns in the 90th percentile
- Proven and reliable "Prime and Prime" OZ investment strategy
- Raised and deployed over \$1.5 billion in acquisitions over 150 properties
- Seasoned management team, proprietary underwriting systems, decades of developed infrastructure, and strategic sourcing through its deep acquisition network
- Adhere to three core principles of Expertise, Integrity, and Performance





# Decades of Delivering Consistent Returns



## TRACK RECORD

25+ Year

TRACK RECORD

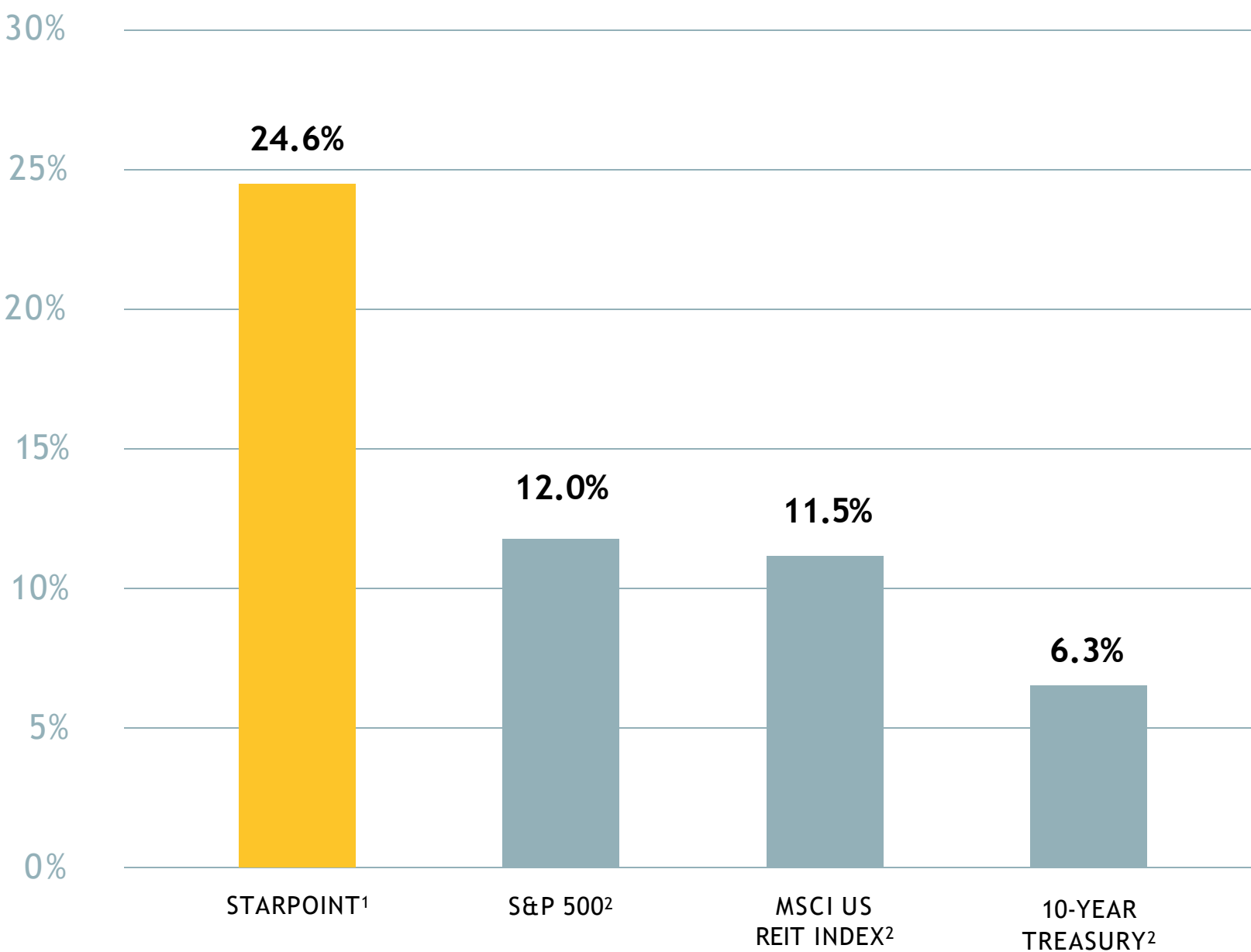
\$ 1.0 Bn+ / -

CURRENT AUM

~25%

WEIGHTED AVERAGE IRR  
OVER 25 YEARS

STARPOINT HAS DELIVERED 2.5X THE RETURN OF REITS AND STOCKS AND ~4.5X THE RETURN OF BONDS SINCE 1995



1. Weighted average project-level IRRs, 1995 - 2020. Individually reviewed and verified by the accounting firm Fishman, Block & Diamond.  
2. Average annual returns of each respective index / investment, 1995 - 2020.



# The StarPoint Advantage

CONSISTENT HIGH-LEVEL EXECUTION BY MITIGATING RISK AND DELIVERING RESULTS THROUGH A DISCIPLINED APPROACH TO REAL ESTATE INVESTING



DISCIPLINED  
ACQUISITIONS  
STRATEGY



PROPRIETARY  
SYSTEMS &  
PROCESSES



DYNAMIC  
OPERATIONS



ESTABLISHED  
NETWORK



- Reliable and repeatable process that consistently delivers above-market returns to investors
- Industry-leading operations and infrastructure with in-house construction, development, maintenance, acquisition, and operations functions
- Real estate investment expertise and established network with over 100 years of combined senior-level industry experience
- Entire senior management team has an average of 20 years of individual real estate experience



# Dynamic and Experienced Investment Team

STARPOINT PROPERTIES®

A SEASONED MANAGEMENT TEAM WITH OVER 100 YEARS OF COMBINED REAL ESTATE INVESTMENT AND OPERATING EXPERIENCE



**Paul Daneshrad**

Chief Executive  
Officer



**Greg Jones**

Chief Financial  
Officer



**Sandy Schmid**

Director of  
Acquisitions &  
Development



**Jay Meyer**

Senior Vice President,  
Operations



**Greg James**

Head of Leasing, &  
Partner



**Bryce Daneshrad**

Acquisitions,  
Capital Markets



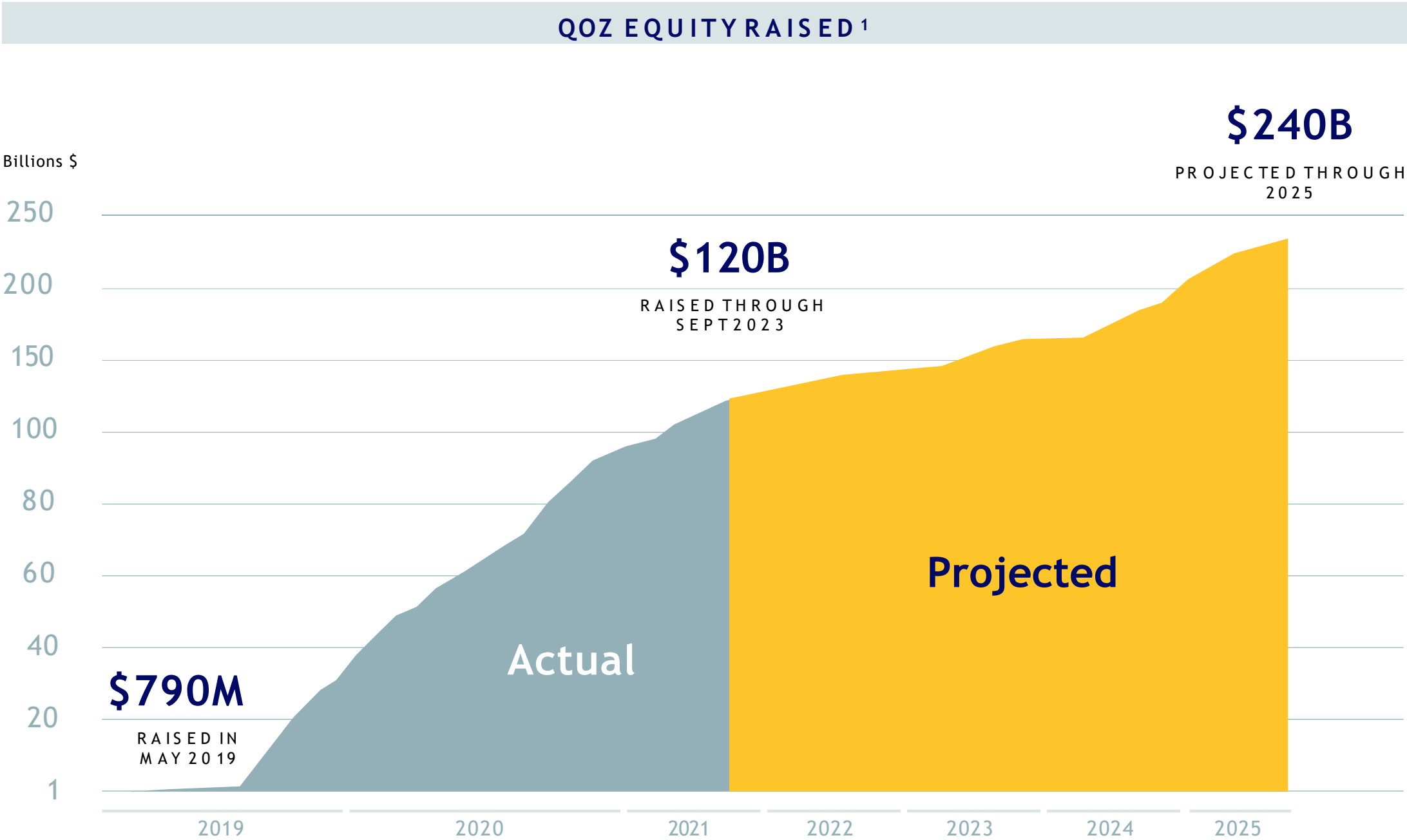


SECTION 3

# Opportunity Zones



# QOZ investment interest dramatically increasing with no signs of slowing



From May 2019  
to Sept 2023:

THE NUMBER OF QOZ  
FUNDS INCREASED TO

1,848

EQUITY RAISED  
INCREASED BY

1,329%

ESTIMATED

\$240B

TO BE RAISED

1. Source: Novogradac, 2023.



# Tax Advantages Drive Potential for Superior Returns

## OZ VS. NON-OZ INVESTMENT — THE TAX BENEFITS ARE EVIDENT

	Non-OZ Investment	OZ Investment
<b>Original Capital Gain</b> <small>From sale of prior investment</small>	\$1,000,000	\$1,000,000
<b>Tax Rate</b>	30%	30%
<b>Tax on Original Capital Gain</b>	(\$300,000)	Deferred
<b>Investable Amount</b>	\$700,000	\$1,000,000
<b>Compound Hypothetical Annual Return</b> <small>From sale of prior investment</small>	10%	10%
<b>Appreciation</b> <small>Over 10 Years</small>	\$1,815,620	\$2,593,742
<b>Tax On Appreciation</b> <small>After 10 Years</small>	(\$334,686)	\$0
<b>Long Term Capital Gains Taxes Paid in 2027</b> <small>On original capital gain</small>	\$0	(\$300,000)
<b>Final Value</b> <small>After 10 Years, net of taxes paid</small>	\$1,480,934	\$2,293,742

101%

GREATER AFTER-TAX  
RETURNS WITH  
PROPOSED INCREASE IN  
CAPITAL GAINS TAXES

55%

GREATER AFTER-TAX  
RETURNS





SECTION 4

# Investment Strategy



# Investment Criteria

SELECTIVELY TARGET ATTRACTIVE ACQUISITIONS LOCATED  
IN QUALIFIED OPPORTUNITY ZONES



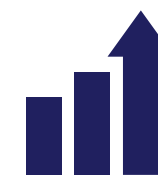
## STRONG PROJECTED AVERAGE RETURNS

- 16% Net IRR
- 20% Taxable Equivalent IRR
- 20% Annualized ROI
- 35% Taxable Equivalent ROI



## STRONG REAL ESTATE SECTORS

High quality commercial real estate utilizing a build-to-core strategy with particular emphasis on Industrial and multifamily opportunities



## TIER 1 MARKETS

Capitalize on various asset-level, market, and macroeconomic tailwinds through acquiring assets in attractive markets that are either highly resilient or exhibit a materially positive economic growth trajectory



## HIGHLY SELECT LOCATIONS

Targeting highly select sub-markets in the most opportunistic demographics



# Investment Objectives



## Seed Assets

- A robust pipeline provides a clear line of sight towards efficient capital deployment over the next 2-5 years



## Lowering Risk

- The land is typically held on StarPoint's own balance sheet and fully entitled prior to construction
- Development risk substantially reduced by primarily working with top-ranked national commercial general contractors and construction management firms
- In-house Development and Construction Team with decades of experience



## Active Management

- Closely and expertly manage each deal from inception to TCO
- Unlock liquidity through strategically recycling assets



## ESG Focused

- Investment criteria goes beyond just profits with full implementation of policies and practices to positively improve environmental, social and governance impacts



## Transparent Reporting

- Investor Portal, Juniper Square to ensure investors can easily access and track investment performance



# Targeting The Strongest Real Estate Sectors

## PURSUING FAVORABLE DEMOGRAPHICS WITHIN THE STRONGEST REAL ESTATE SECTORS



### INDUSTRIAL



- Top performing real estate sector
- Sector focus escalated as COVID-19 drove structural demand change within E-commerce companies and retailers
- Increased demand for logistical real estate among e-commerce retail needs, up to 3x the space than traditional retail businesses
- ULI and PwC's Emerging Trends survey continues to place industrial at the top of the list for best asset class to invest in, stating that "liquidity, pent-up demand, and strong fundamentals" will continue to drive investment in the sector.



### MULTIFAMILY



- Limited sensitivity to economic fluctuations
- Increased demand expectations post-COVID
- Selecting strongest metro areas benefiting from population in-migration trends and employment growth
- Positive long-term outlook due to strong performance in most prominent metros to live and work



# ESG Focused



## STARPOINT'S STRATEGY TAKES AN ACTIVE AND IMPACTFUL ESG APPROACH

Since inception, StarPoint's mission has been to exceed the expectations of our investors and its communities by delivering superior asymmetrical returns and increasingly shifting more focus to our communities, the impact we have on the planet, and its people.



### ENVIRONMENTAL

- StarPoint utilizes well recognized industry leading environmental programs such as LEED, Green Globes, FitWell, Well Building and Energy Star
  - Committed to annual ESG reporting to the Global Real Estate Sustainability Benchmark ("GRESB")
  - Projects will lower energy demand by 10-30% over older products
  - All developments will be LEED Certified or Silver or Green Globes Scored
  - Energy Star is required in the LEED certification process and generates 35% fewer greenhouse gas emissions



### SOCIAL

- Multifamily projects will provide housing in infill locations with proximity to jobs
- Industrial projects will attract more businesses and jobs
- 3-10% of the construction contracts will be sourced from minority and women-owned businesses
- 5-30% of the construction contracts will be sourced from local subcontractors (within 50 mi. of property)



### GOVERNANCE

- StarPoint's Development & Construction team members are leading the ESG implementation
- StarPoint maintains a third-party consultant in the planning and execution of sustainability strategies





# Highly Selective in Continuously Growing Pipeline of Opportunities

StarPoint has a robust and ever-growing pipeline of attractive acquisition targets located in Qualified Opportunity Zones. Since the beginning of 2020, the firm has evaluated approximately \$5 billion of OZ opportunities, selectively acquiring the best assets.



## STARPOINT OPPORTUNITY ZONE HIGHLY SELECTIVE ACQUISITION PIPELINE

PHASE	VOLUME	PERCENT
Purchase & Sale Agreement	\$ 23,737,000	0.5%
Letter of Intent	\$ 52,220,000	1.1%
Underwriting	\$ 85,453,000	1.8%
Tracking	\$ 104,442,000	2.2%
Passed	\$ 4,580,940,000	94.5%
TOTAL	\$4,846,792,000	100.0%





SECTION 5

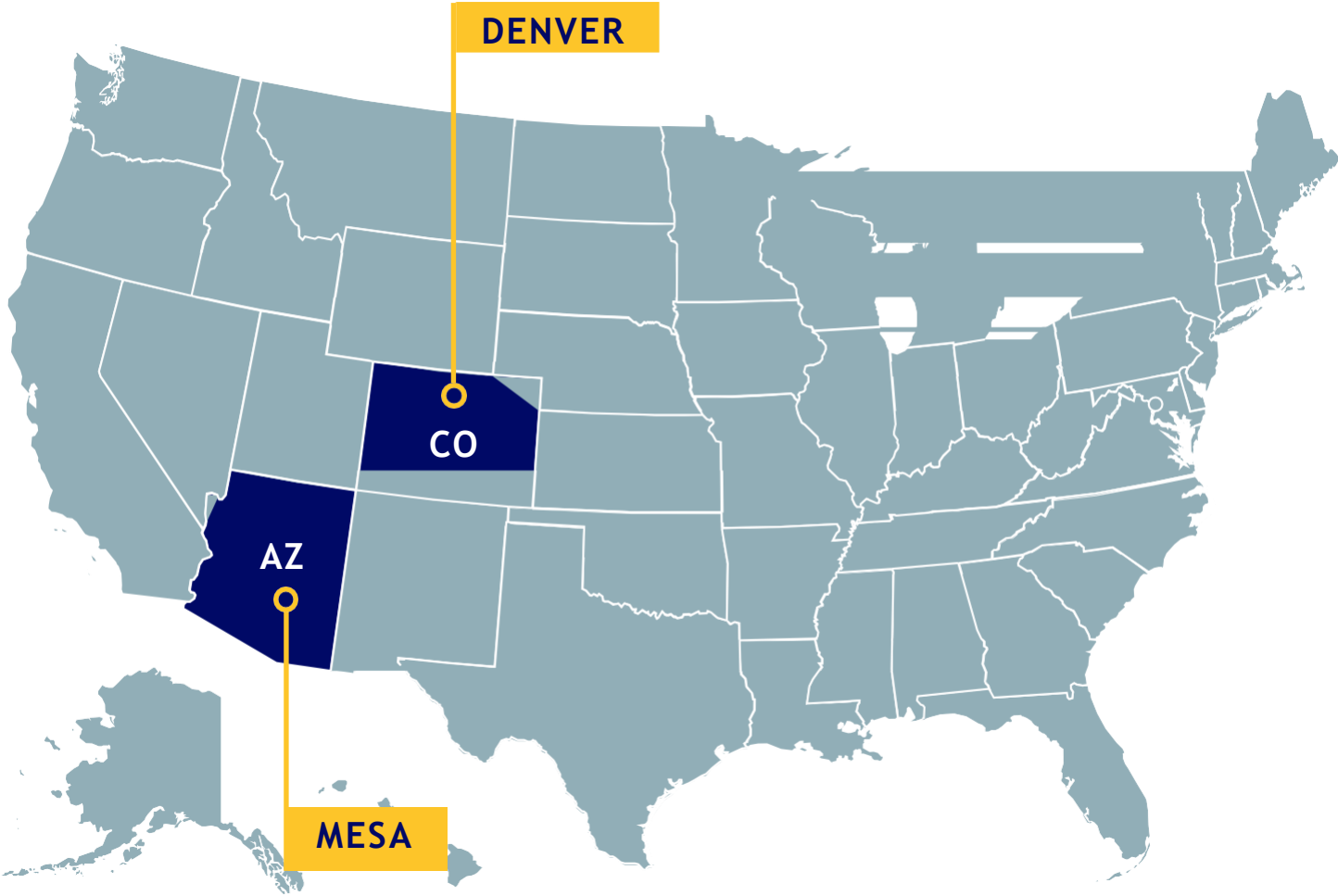
# Opportunity Zone Seed Assets



# OZ Seed Assets Overview

## CURRENTLY AVAILABLE ASSETS

<div>Gateway Point</div> <div>LOCATION Mesa, AZ</div> <div>PROPERTY TYPE / INVESTMENT STAGE Industrial Development</div> <div>STATUS Land Owned / Pre-Con.</div> <div>START DATE Q2 2024</div> <div>PROJECTED COMPLETION DATE Q2 2025</div>	<div>68<sup>th</sup> and Franklin</div> <div>LOCATION Denver, CO</div> <div>PROPERTY TYPE / INVESTMENT STAGE Industrial Development</div> <div>STATUS Land Owned / Pre-Con.</div> <div>PROJECTED START DATE TBD</div> <div>PROJECTED COMPLETION DATE TBD</div>
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OFFERING ASSETS



Seed Asset

Gateway Point

FULLY ENTITLED AND SHOVEL READY 34.0-ACRE LAND SITE ZONED LI, SLATED FOR DEVELOPMENT OF 546.7K RENTABLE SF WITHIN 3 BUILDINGS.



MARKET

- Phoenix is increasingly becoming known as a manufacturing hub, with a 35% YoY increase in industrial tenant demand in 2023 according to the Greater Phoenix Economic Council.



DEMAND

- Long-term prospects are bolstered by double-digit rent increases, an increasing population, and tailwinds associated with supply networks and innovative manufacturing.
- Greater Phoenix Economic Council reports 60 tenants in the market, an increase of 10% from 2022.
- Phoenix industrial rents increased 31% in 2023, and 5.5% from Q3 2023 to Q4 2023 (Colliers).



LOCATION

- Located adjacent to the SkyBridge infrastructure project, Encompassing 435 acres, SkyBridge is the nation’s 1st expedited, joint U.S.-Mexico customs inspection facility. The SkyBridge’s estimated economic impact to the Phoenix MSA is in excess of \$38.7 billion annually.



TAX INCENTIVE

- Located within a Qualified Opportunity Zone



GATEWAY POINT | Mesa, AZ

Market	Phoenix	Program Equity	\$35.3M
Submarket	Mesa	Available Equity	\$10.5M
Industrial	546K SF	Total Debt	\$43.0M
Strategy	Development	Total Capitalization	\$78.3M
Investor Net Returns		Taxable Equivalent Net Returns	
10-Yr Levered IRR	16.6%	10-Yr Levered IRR	21.5%
10-Yr Equity Multiple	2.9x	10-Yr Equity Multiple	4.1x
10-Yr Annualized ROI	20.4%	10-Yr Annualized ROI	34.3%





SECTION 6

# Summary of Terms



# Summary of Terms

## MULTI OR SINGLE ASSET OFFERINGS (EXCLUDING TCO ASSETS)

- Investment Period - Through December 2026
- LP Target IRR - 16%
- LP Target EM - 3.0x
- Taxable Equivalent IRR - 20%
- GP Co-Investment - 5%
- External Legal Counsel - Greenberg Glusker LLP
- Minimum Investment - \$50K
- Maximum Offering - \$250M
- Anticipated hold of 10 years

## TERMS<sup>1</sup> - MULTI OR SINGLE ASSET OFFERINGS

- Annual Asset Management Fee - 3.0% of Revenue
- Development Fee - 5% of Construction Costs
- Preferred Return - 10%
- Distributions - 20% promote after the Preferred Return up to a 14% IRR; 30% promote thereafter
- Crystallization of Promote After Stabilization



1. See PPM for full set of terms and fees. Terms for TCO assets can be found in the PPM.





SECTION 8

# Contact



# Contact Us

## StarPoint Properties

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YOUR REAL ESTATE PARTNER





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