



# INDUSTRIAL VENTURE

Q4 2024

CONFIDENTIAL



# OVERVIEW

## INVESTMENT STRATEGY

**Major United States, West Coast, Infill Markets with Excellent Supply/Demand Fundamentals**

Most Functional Warehouse, Distribution, and Manufacturing Industrial Product in the Marketplace

**Diversified Middle Market Investment Strategy Including Core, Core Plus, Value Add and Development Opportunities**

Top Performing Asset Class with Superior Net Operating Income (NOI) Growth and Limited Capital Investment

**Experienced Sponsor with 36 Years of Investment History and Relationships to Source Off-Market Deals**



*Azusa Center*



*Exchange Poway*



*Temecula Heights*





# WEST COAST

## MARKET DRIVERS



Major West Coast Markets with a Combined Population of 64 Million and \$8.8 Trillion in Gross Domestic Product



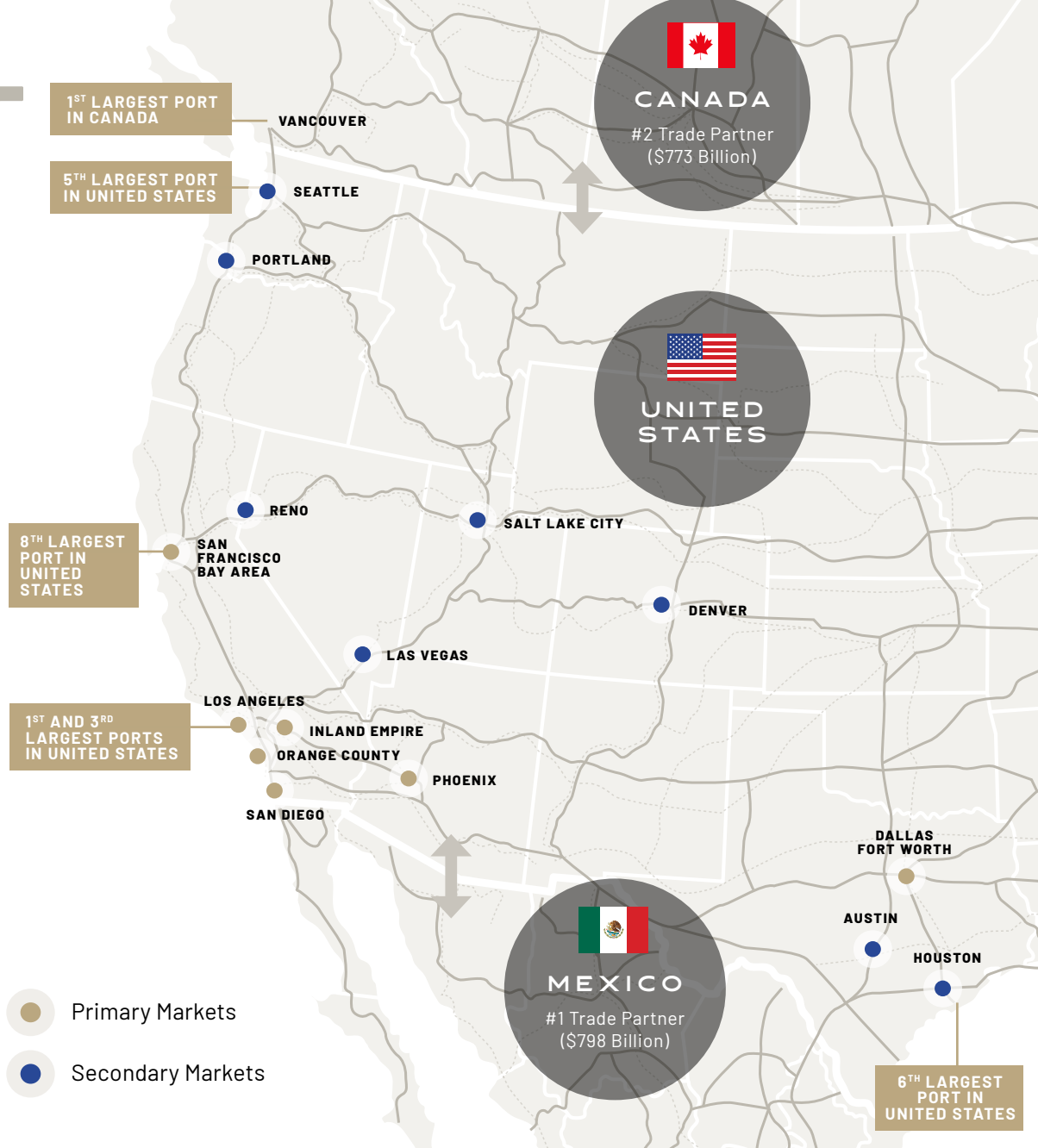
Access to First-Class Education, Skilled Labor and Workforce Housing



High Quality Infill Locations Key to Improving Logistics Service Levels and Delivery Speeds



Critical Infrastructure including 5 of the 10 Largest United States Ports, 17 International Airports and Comprehensive Road & Rail Networks



**WEST COAST TARGET MARKETS LOCATED PROXIMATE TO LARGEST PORTS AND TOP TRADING PARTNERS**



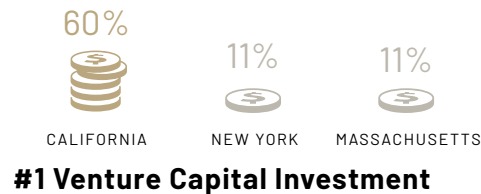
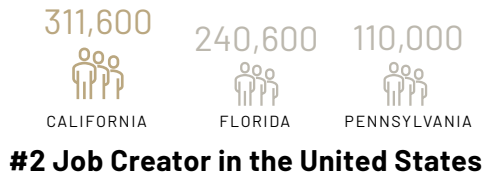
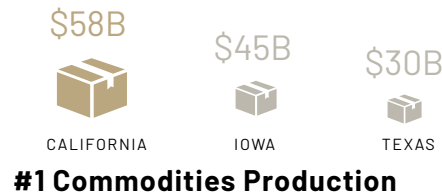
SOURCE: U.S. Census Bureau (2020), Federal Reserve Bank of Dallas (2023), Federal Reserve Bank of St. Louis GDP Data (2024), Trade Data as of 4Q23, USA Facts (As of 3Q24), Pangea, CoStar

1st Largest Port in Mexico

MANZANILLO

# CALIFORNIA

## KEY STATISTICS



**CALIFORNIA REMAINS A GATEWAY ECONOMY CRITICAL TO INTERNATIONAL TRADE AND CORPORATE INVESTMENT**



SOURCE: Bloomberg, Statista, USDA, Bespoke, US News, Shipa Freight (As of 4Q23), BEA (2024), Investopedia (3Q24), USDA Economic Research Service (ERS), Governor of California (2024), Stats America, Carta

# SOUTHERN CALIFORNIA

## REGIONAL DRIVERS



**#1 Largest Industrial Market** in the United States  
(2.3 Billion Square Feet)



**#1 Lowest Vacancy Rate**  
in the United States (4.2%)



**#4 Largest Industrial Market**  
in the World (Behind United States, China, and Japan)



**#1 Highest Performing Industrial Market** in the United States  
over the past four decades



**#1 Most Populated Region**  
in the United States  
(21 Million Residents)



**#1 and #2 U.S. Ports**  
Handle the Largest Cargo Volume and  
40% of Asian Imports



**#11 Economy in the World**  
(\$1.7 Trillion - GDP)



**#1 Largest Manufacturing Region**  
Produces \$270 Billion of Exports  
and Employs Over 800,000 People



**SOUTHERN CALIFORNIA IS A LARGE SCALE GLOBAL INDUSTRIAL MARKET WITH HIGH DEMAND AND LOW SUPPLY**



SOURCE: CoStar, CBRE, JLL, IMS Worldwide, Cushman Wakefield, Bureau of Economic Analysis, The Southern California Manufacturing Group (As of 4Q23)  
(Southern California Vacancy Rate and Rent Growth Exclude Ventura and Inland Empire East), NCREIF

# PHOENIX

## REGIONAL DRIVERS

 <p><b>#5 Largest Industrial Market</b> in the Western United States (480 Million Square Feet)</p>	 <p><b>#1 Fastest Rent Growth</b> of Non-Port Adjacent Markets (8.7% Year Over Year)</p>
 <p><b>#1 Manufacturing Growth</b> in the United States (15,466 New Jobs &amp; 14 Facility Announcements Since 2020)</p>	 <p><b>#1 Largest Foreign Direct Investment</b> in a Green-Field Project in United States History (Taiwan Semiconductor Manufacturing Company – \$65 Billion)</p>
 <p><b>#10 Largest Metropolitan Area</b> in the United States (5 Million Residents)</p>	 <p><b>#1 Largest Engineering School</b> in the United States (Arizona State University – 31,752 Engineering Students Enrolled Fall 2023)</p>
 <p><b>#14 Economy</b> in the United States (\$316 Billion – GDP)</p>	 <p><b>#4 Highest Concentration of Aerospace Manufacturing Jobs</b> in the United States (Behind Los Angeles, Seattle, Dallas-Fort-Worth)</p>



**PHOENIX IS A PRIMARY INDUSTRIAL MARKET ANCHORED BY THE INFILL AIRPORT AREA SUBMARKET**



# TEXAS

## REGIONAL DRIVERS



**#2 Economy** in the United States (GDP)  
#2 TX (\$2.7T) | #3 NY (\$2.3T) | #4 FL (\$1.7T)



**#1 Job Creator** in the United States  
#2 TX (\$2.7T) | #3 NY (\$2.3T) | #4 FL (\$1.7T)



**#9 Economy** in the World (GDP)  
#9 TX (\$2.7T) | #10 Brazil (\$2.3T) | #11 Italy (\$2.3T)



**#1 Exporter** in the United States  
#1 TX (\$444B) | #2 CA (\$179B) | #3 LA (\$100B)



**#6 Port** in the United States  
#6 Houston (3.9 TEUs) | #7 Charleston (2.9 TEUs) | #8 Oakland (2.3 TEUs)



**#2 Population** in the United States  
#2 TX (31M) | #3 FL (22M) | #4 NY (20M)

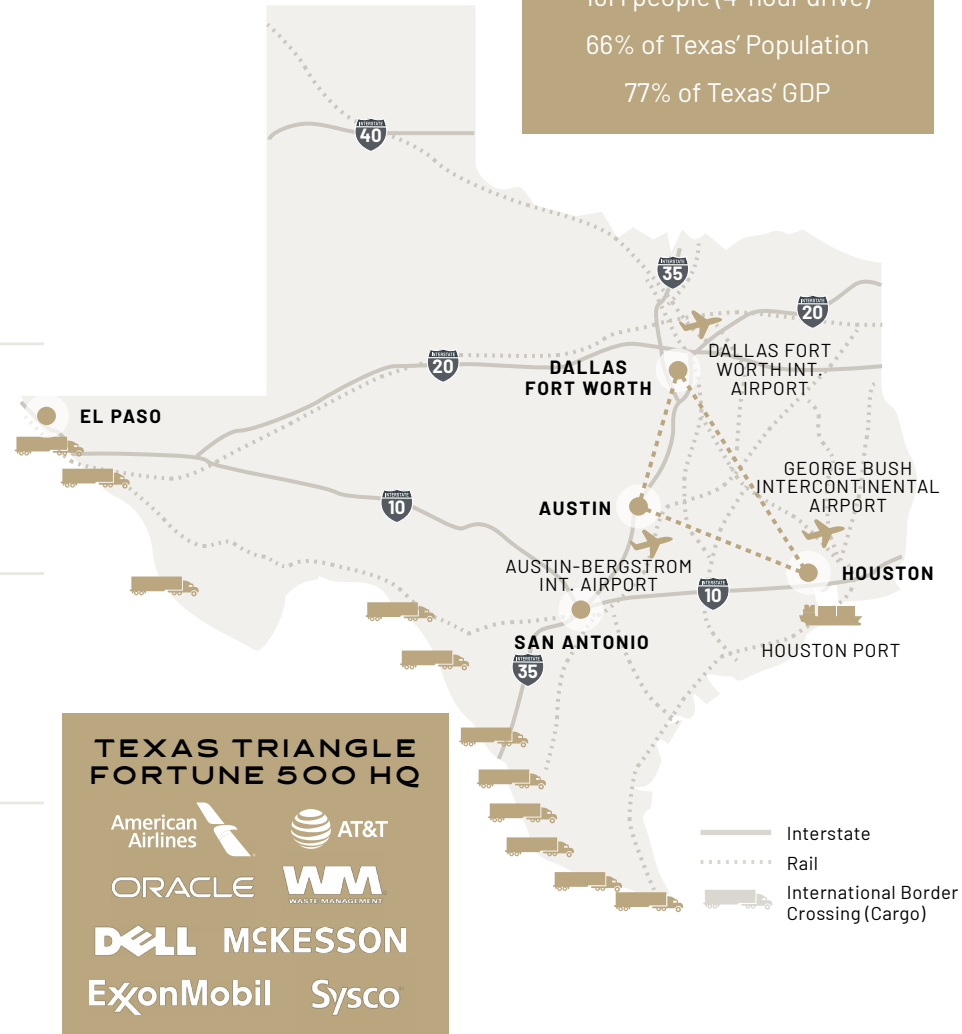


**#2 & #15 Busiest Airports** in the United States  
(Dallas-Fort Worth International Airport and Houston George Bush Intercontinental Airport)



**#2 S&P 500 Companies** in the United States  
#1 CA (57) | #2 NY (52) | #3 TX (52)

**TEXAS TRIANGLE**  
Net Domestic Migration Leader  
18M people (4-hour drive)  
66% of Texas' Population  
77% of Texas' GDP



**TEXAS IS TOP RANKED IN NET MIGRATION AND JOB CREATION**



# PRIMARY MARKETS



**LOS ANGELES** is the 2nd largest city and 1st largest county in the country. LA is known for being the entertainment capital of the world which employs 1 out of every 5 LA workers. Tourism is also another vital driver of the local economy hosting more than 50 million visitors annually pre-pandemic. Alongside entertainment, technology companies are continuing to expand in Los Angeles, as they are attracted to the talented labor pools that universities such as UCLA and USC provide.

POPULATION	<b>9.7M</b>
INVENTORY (SF)	<b>962M</b>
VACANCY RATE	<b>5.6%</b>
EST. 5 YR RENT GROWTH	<b>11%</b>



**INLAND EMPIRE** is one of the largest logistics hubs in the country due to its proximity to the busiest ports in the nation (Los Angeles and Long Beach) and the bustling population of all major Southern California MSAs (San Diego, Orange County and Los Angeles). As a result, Amazon and third-party logistics companies are some of the largest employers in the area. The Inland Empire also provides relatively affordable homes and cost of living compared to the rest of Southern California.

POPULATION	<b>4.7M</b>
INVENTORY (SF)	<b>778M</b>
VACANCY RATE	<b>7.9%</b>
EST. 5 YR RENT GROWTH	<b>27%</b>



**PHOENIX** is the 5th largest city and part of the 10th largest metro area in the country. Top employers include Banner Health, Fry's, Walmart, Wells Fargo, Intel, J.P. Morgan Chase, and ASU. Phoenix has become a burgeoning hub for logistics and advanced manufacturing, highlighted by three major Amazon leases and multi-billion dollar investments from TSMC, Amkor, and Intel to expand their semiconductor facilities. Phoenix is also home to Arizona State University, the nation's largest university with over 145,000 students, and Grand Canyon University.

POPULATION	<b>5.1M</b>
INVENTORY (SF)	<b>480M</b>
VACANCY RATE	<b>11.4%</b>
EST. 5 YR RENT GROWTH	<b>25%</b>

**INFILL WEST COAST MARKETS WITH STRONG ECONOMIC FUNDAMENTALS**





# PRIMARY MARKETS



**SAN DIEGO** is the 8th largest city and 5th largest county in the country. Its job market and broader economy is driven by the fast-growing life sciences hub as well as the large presence of medical and research institutes. These industries are supported by the graduates of universities such as UC San Diego, San Diego State University and University of San Diego. San Diego also houses more than 145,000 active duty and civilian military employees.

POPULATION	<b>3.3M</b>
INVENTORY (SF)	<b>212M</b>
VACANCY RATE	<b>7.3%</b>
EST. 5 YR RENT GROWTH	<b>25%</b>



**SAN FRANCISCO BAY AREA** is known as the technology capital of the world. Large publicly traded tech companies such as Apple, Google, Facebook, Salesforce, Lyft, Uber and more headquarter in this market. San Francisco Bay Area also attracts roughly 40% of the nation's venture capital funding. Stanford and UC Berkeley are a few of the notable universities in the area. San Francisco is home to the 7th largest port in the United States, showing nearly 10% of YOY growth in activity in 2023.

POPULATION	<b>6.3M</b>
INVENTORY (SF)	<b>581M</b>
VACANCY RATE	<b>9.0%</b>
EST. 5 YR RENT GROWTH	<b>22%</b>



**DALLAS FORT WORTH** is the 4th largest metropolitan area and 9th largest city in the country. DFW has consistently ranked as a national leader in net domestic migration the past 10 years. Its growing job market is a result of a diverse economy (2nd largest in the United States) driven by healthcare, energy, and financial services that has led to many corporate headquarter relocations to North Texas. DFW is also home to the world's 2nd busiest international airport (DFW) and several of the country's top 100 universities.

POPULATION	<b>8.3M</b>
INVENTORY (SF)	<b>1.2B</b>
VACANCY RATE	<b>9.5%</b>
EST. 5 YR RENT GROWTH	<b>33%</b>

**INFILL WEST COAST MARKETS WITH STRONG ECONOMIC FUNDAMENTALS**



# KEY ATTRIBUTES

**SINGLE & MULTI-TENANT  
(100,000-500,000 SF)**

**MANUFACTURING**

**TRIPLE NET LEASES**

**24' CLEAR  
HEIGHT MINIMUM**

**AMPLE  
LOADING**

**HIGH DENSITY  
LAST MILE MARKETS**

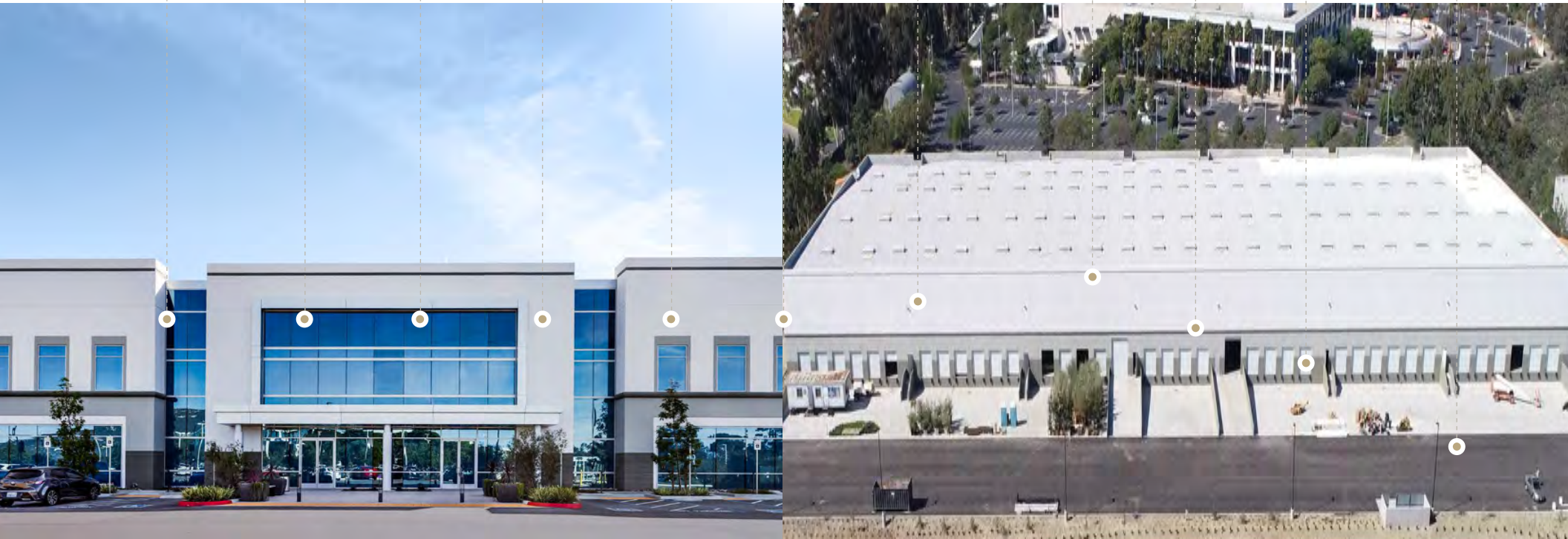
**WAREHOUSE  
DISTRIBUTION**

**NON-SPECIALIZED  
BUILDINGS**

**LOW FINISH  
(20% OFFICE MAXIMUM)**

**SUFFICIENT  
POWER**

**ADEQUATE  
TRUCK COURTS**



**MOST FUNCTIONAL INDUSTRIAL PRODUCT IN THE MARKETPLACE**





*about*  
**SENTRÉ**

FOUNDED IN  
**1989** **36**  
YEARS

A vertically integrated  
real estate investment firm

**12M** **\$4.5B**  
SQUARE FEET TOTAL EXPERIENCE



## Track Record

*36 years of investment history*

## Vertically Integrated

*Hands-on approach through investment lifecycle*

## Off-Market Opportunities

*Deal flow sourced through long-standing relationships*

## Entrepreneurial Approach

*Institutional capabilities with entrepreneurial execution*

## Established Third-Party Resources

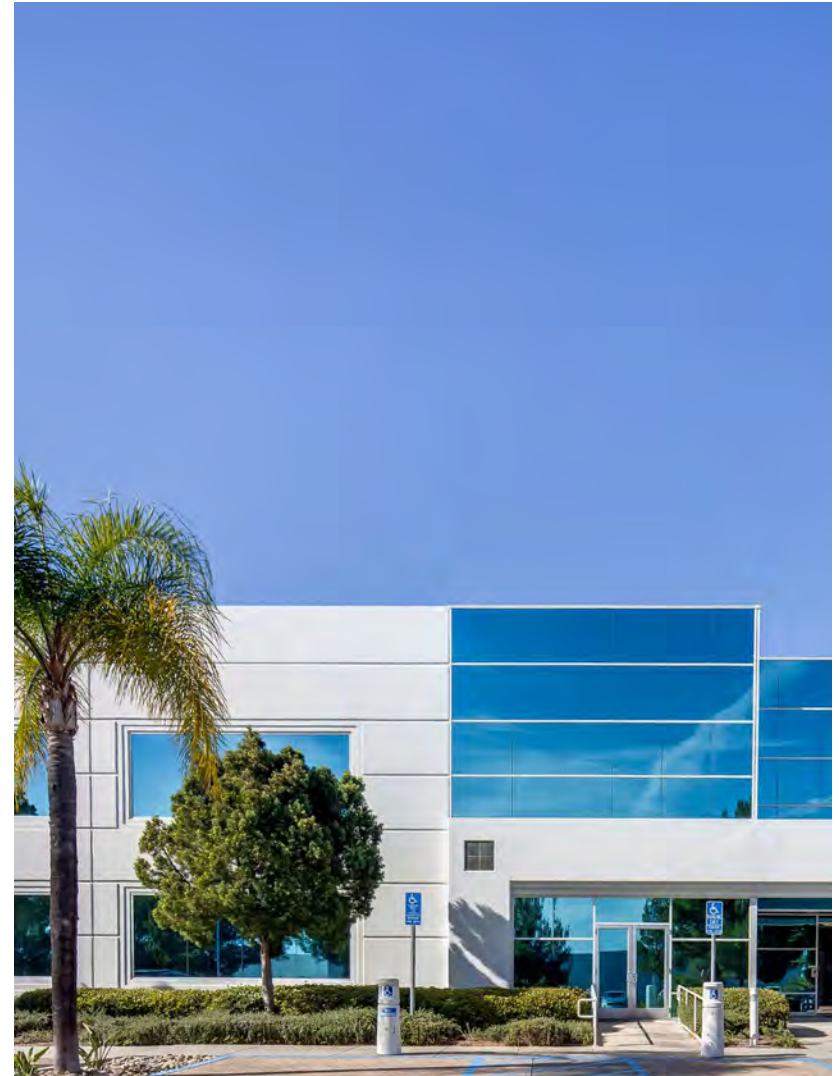
*Top-tier legal, tax and financial advisors*

## Access to Sponsor

*Open communication with major decision makers*

## Capital Alignment

*Sponsor investment subject to same terms as all Members*



# SPONSOR HIGHLIGHTS





# RECENT ACTIVITY



## RANCHO BERNARDO VISTA

### Acquisition

DATE	Feb. 2021
PRICE	\$50,000,000
PRICE PSF	\$353
CAP RATE	4.00%



## AZUSA CENTER

### Acquisition

DATE	Apr. 2021
PRICE	\$12,500,000
PRICE PSF	\$166
CAP RATE	6.00%



## TEMECULA HEIGHTS

### Acquisition

DATE	Jul. 2021
PRICE	\$40,750,000
PRICE PSF	\$178
CAP RATE	5.00%



## EXCHANGE POWAY

### Acquisition

DATE	Mar. 2023
PRICE	\$38,250,000
PRICE PSF	\$259
CAP RATE	5.38%



## PRODUCTION TEMECULA

### Acquisition

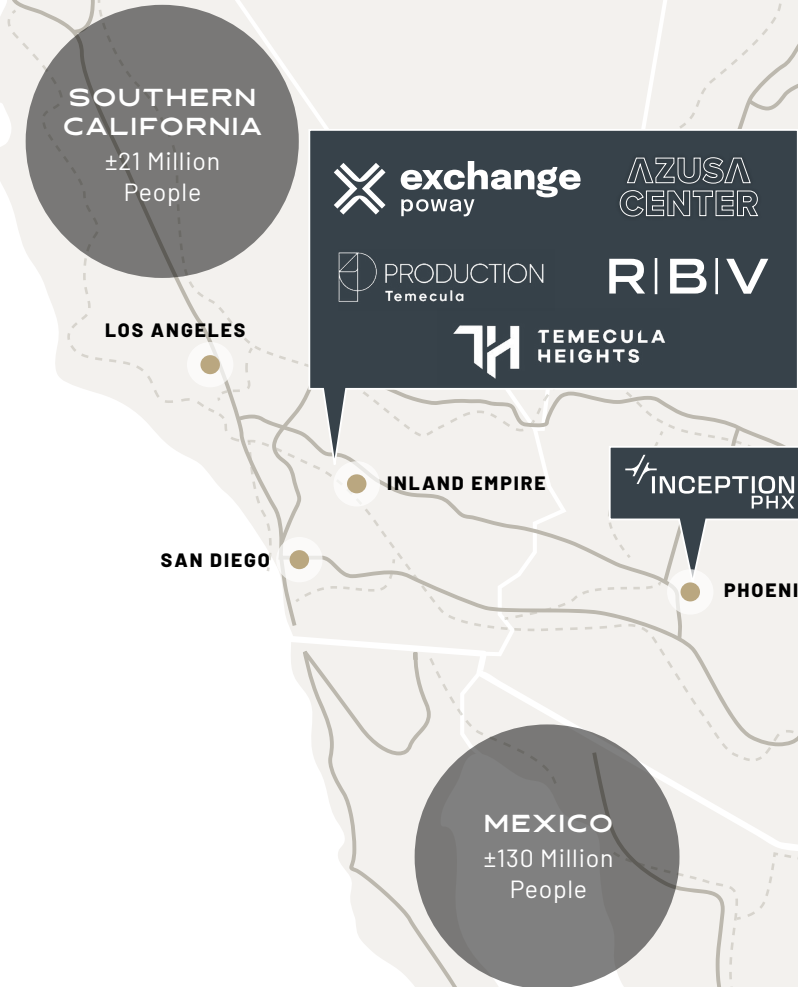
DATE	Dec. 2023
PRICE	\$28,250,000
PRICE PSF	\$174
CAP RATE	6.91%



## INCEPTION PHX

### Acquisition

DATE	Dec. 2024
PRICE	\$48,100,000
PRICE PSF	\$152
CAP RATE	6.1%



LATEST \$250M OF INVESTMENT ACTIVITY REFLECTIVE OF SPONSOR'S FOCUS ON PRIME INFILL LOCATIONS





-  **NEW CLASS A INDUSTRIAL BUILDING**
-  **142,000 SF**
-  **RANCHO BERNARDO | SAN DIEGO, CA**

## HIGHLIGHTS

- Purchased a 141,518 SF Class A, newly constructed industrial building in the Rancho Bernardo submarket of San Diego, California, in an off-market transaction for \$50M (\$353/SF) and 4.00% cap rate in February 2021
- Trophy / core asset, 100% leased upon closing to investment grade credit tenant and the largest e-commerce company in the world, Amazon (NASDAQ: AMZN | S&P Credit Rating: AA) through December 31, 2030
- Consistently ranked as one of the most efficient sub-same-day Amazon facilities across the country (5 hours or less from order to delivery), this site was the eighth sub-same-day Amazon facility ever built and generates nearly \$1B in revenue each year at this location alone
- Located in one of San Diego's strongest and fastest-growing submarkets with world-class corporate neighbors such as HP, Sony, Northrop Grumman, General Atomics and Apple, who acquired a 68-acre office campus for \$445M in 2022 and announced plans to hire 5,000 workers locally by 2026
- Institutional-quality industrial building featuring 32' clear heights, desirable allocation of 91% low finish warehouse and 9% office, with ample loading and truck courts that, prior to executing lease with Amazon, was highly sought after by credit tenants such as Apple and Home Depot
- Long-term optionality on the 10-acre property which has an allowable floor area (FAR) of 2.0 with no restrictions on its building heights offering future development potential of up to 300,000-400,000 SF of office

**LONG-TERM LEASED TO AMAZON  
WITH UPSIDE POTENTIAL AND  
FUTURE OPTIONALITY**







## INDUSTRIAL PORTFOLIO



75,000 SF



SAN GABRIEL VALLEY | LOS ANGELES, CA

### HIGHLIGHTS

- Purchased two industrial buildings totaling 75,081 SF in the San Gabriel Valley submarket of Los Angeles CA, in an off-market transaction for \$12.5M (\$166/SF) and 6.00% cap rate in April 2021
- Acquired well below replacement cost as a sale-leaseback and 100% NNN leased for 10 years to an industry leader generating revenue of more than \$50M in year of acquisition
- Located in one the strongest submarkets in the United States (0.5% market vacancy at time of disposition and 43% rental growth over a three-year period from 2020 to 2022), Azusa Center represented an appealing, core investment profile as light industrial product that is in limited supply in the Greater Los Angeles area
- As capital markets experienced a flight to quality over multiple quarters preceding disposition, Azusa Center received unsolicited demand at a material premium to our underwritten exit values, leading to the formal “testing of the market” earlier than our initial 5-year hold
- Sold in November 2022 for \$20.5M (\$273/SF), which translates to a 3.83% cap rate, to an “all-cash” buyer - a 64% price premium to acquisition proforma

**OFF-MARKET ACQUISITION IN  
LOW-SUPPLY, HIGH-DEMAND MARKET  
WITH EXCEPTIONAL ROI**





**INDUSTRIAL DISTRIBUTION BUILDING**

**229,000 SF**

**TEMECULA | INLAND EMPIRE, CA**

### HIGHLIGHTS

- Purchased a 229,000 SF high-quality industrial building in the Temecula submarket of Inland Empire, California, for \$40.75M (\$178/SF) and 4.9% cap rate in July 2021
- Property is 100% leased through October 2033 to investment grade credit tenant Abbott Laboratories (NYSE: ABT | S&P Credit Rating: AA-), a Fortune 100 multinational corporation with a market cap of over \$200B
- Abbott Laboratories has been the anchor tenant at the property since 2002 with this location serving as the company's distribution hub for critical product, highly focused on cardiovascular equipment, shipped throughout the country and overseas and plays a pivotal role in their operations
- Temecula, California is located within a short drive of Los Angeles, Orange County, and San Diego representing a strategic logistics hub with direct access to a large labor pool and featured a nominal 2.07% market vacancy rate upon closing
- Attractively designed institutional-quality distribution building constructed in 1998 with 26' clear heights, ESFR sprinklers, 27 dock doors, and HVAC in 84% of the building
- Recently invested an additional \$1.4M (\$6.11/SF) in building improvements in 2022 - 2023 to upgrade the Class A industrial building




**SECURED INVESTMENT-GRADE CREDIT  
TENANCY IN STRONG SOUTHERN  
CALIFORNIA SUBMARKET**





 **4-BUILDING INDUSTRIAL PARK**

 **148,000 SF**

 **POWAY | SAN DIEGO, CA**

### HIGHLIGHTS

- Purchased a 147,907 SF 4-building industrial park in the Poway submarket of San Diego, California, in an off-market acquisition for \$38.25M (\$260/SF) and 5.38% cap rate in March 2023
- The Poway submarket is home to some of the world’s largest defense and technology companies and boasted less than 2% vacancy at the time of acquisition
- Upon closing, the property was 99% leased to a diverse range of tenants including technology, logistics, defense, engineering, and light manufacturing, with staggered lease expirations
- Sponsor previously oversaw property management including leasing oversight that has sustained average occupancy at 95% over the past 8 years
- Placed new 5.61% fixed-rate financing on a 5-year, interest-only loan term at 56% loan-to-value and 50% loan-to-cost with a reputable, wholly owned subsidiary of a Fortune 500 company
- Executed a comprehensive value-add development plan in Year 1 that reimagined the asset in the market - investment included critical building improvements (e.g., roof replacements, parking lot repairs) and established a new brand identity with enhanced monument signage, refreshed exterior painting and upgraded landscaping in addition to an updated marketing experience (e.g., logo, website, etc.)
- The reimagined project has been recognized immediately by existing and prospective tenants alike, leading to 9 new leases at an average of 31% increase in rents outperforming our acquisition underwriting of 20% below market in-place rents

### LEVERAGING VALUE-ADD IMPROVEMENTS AND UPSIDE POTENTIAL TO DRIVE LONG-TERM VALUE





**INDUSTRIAL BUILDING**



**163,000 SF**



**TEMECULA | INLAND EMPIRE, CA**

## HIGHLIGHTS

- Purchased a 162,690 SF single-tenant industrial building in the Temecula submarket of Inland Empire, California, in a sale-leaseback acquisition for \$28.25M (\$174/SF) and a 6.83% cap rate in December 2023
- Located in the Southwest Riverside cluster, Temecula is one of Southern California's tightest industrial submarkets with less than 1.3% vacancy at time of acquisition and serves as a strategic last mile industrial neighborhood desirable to corporate tenants such as Tesla, Walmart, Amazon, and Abbott due to its direct access to over 20 million people in Southern California
- Building was developed on 10 acres (440,325 SF) and features 28' clear heights, with a desirable allocation of 91% low finish warehouse distribution and 9% office space. Acquired at a  $\pm 7\%$  in-place cap rate, the acquisition was priced at a  $\pm 25\%$  discount to peak and a  $\pm 40\%$  discount to replacement cost
- 100% leased at acquisition to R.R. Donnelley (S&P Rating: B), a 150-year-old national corporation and formerly publicly traded (NASDAQ: RRD) until taken private by Chatham Asset Management in February 2022 at a valuation of approximately \$2.3B. R.R. Donnelley has occupied the building since constructed in 1989, and this site is considered a critical location for their operations on the West Coast
- 10-year lease term is structured as an absolute NNN lease, providing protection against expense inflation and limiting exposure to additional investment as Tenant is responsible for all costs and expenses related to operating and maintaining the property



**INFILL LOCATION UNDER 10-YEAR  
SALE-LEASEBACK AT  $\pm 7\%$  CAP RATE  
WITH LONG-TERM NNN LEASE**





-  **INDUSTRIAL BUILDING**
-  **322,000 SF**
-  **TOLLESON | PHOENIX, AZ**

## HIGHLIGHTS




- Purchased a 322,070 SF, single-tenant industrial building in the Tolleson submarket of Phoenix, Arizona in December 2024 for \$48.83M (\$152/SF) and 6.1% cap rate
- Located in the fifth largest industrial market in the Western United States with a diverse economy and population of 5M people, the property is situated in the infill pocket of Southwest Phoenix – one of the most sought-after, non-port adjacent logistics hubs in the country with over 60% institutional ownership and 3% vacancy rate at time of acquisition
- Developed on 15.1 acres (657,756 SF) in 1988 (expanded in 2010), the building occupies an entire block offering convenient ingress/egress and easy access to major interstates, features 35' clear heights, heavy power, 30 dock-high doors and 7 grade-level doors, and minimal office space with over 90% of the building utilized as warehouse distribution, storage, and manufacturing with limited office
- 100% leased through 2039 to WinCup, a 62-year-old leading manufacturer of food service products offering a range of eco-friendly options made from sustainable materials and servicing corporate customers such as Coca-Cola, Starbucks, and Walmart, this facility is one of eight locations across the United States and mission critical as it is their primary site servicing the West Coast of the United States and Mexico
- Value-add business plan includes implementing a curated brand identity for the first time in the building's history, refreshing the exterior painting with an enhanced modern design scheme, and completing critical maintenance to the parking lot and roof systems that will align the physical plant to institutional standards. Tenant's NNN lease structure provides a hedge against operating expense inflation and allows for the value-add improvements to be recovered by Tenant over their lease term
- Placed new 5.68% fixed-rate financing on a 5-year, interest-only loan term at 55% loan-to-value with a reputable, wholly owned subsidiary of a Fortune 500 company



**LONG-TERM, MISSION-CRITICAL TENANT  
IN PRIME LOGISTICS HUB WITH  
VALUE-ADD AND UPSIDE POTENTIAL**





 **INDUSTRIAL PORTFOLIO**  
 **43M SF | \$3.6B VALUE**  
 **NYSE: VTMX | BMV: VESTA**

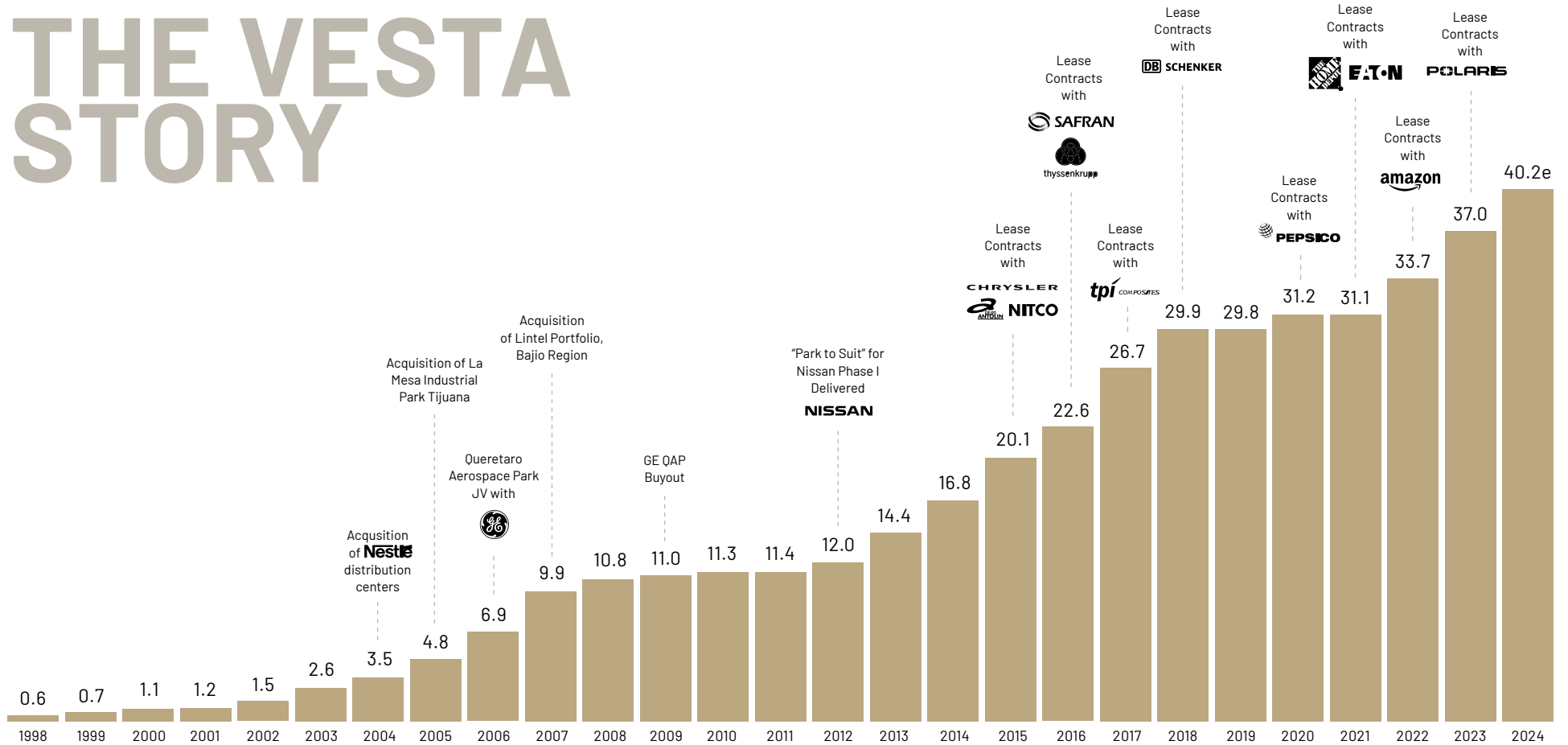
## HIGHLIGHTS

- Co-founded by SENTRE and Lorenzo Berho in 1998, Vesta is a leading provider of modern industrial real estate in Mexico. Headquartered in Mexico City, the company is a fully integrated developer, owner and operator of best-in-class industrial real estate properties for the world's leading companies in strategically located hubs throughout Mexico including Mexico City, Monterrey and Guadalajara
- Grown to a \$3.6B portfolio encompassing 232 buildings totaling over 42M SF as of Q3 2024. Vesta industrial parks are strategically located within Mexico's most relevant logistics, e-commerce and light manufacturing hubs across North, Bajio and Central Mexico. The portfolio is comprised of tenants with investment-grade credit in diversified industries including Nestle, Nissan, Foxconn, PepsiCo, Walmart, Home Depot, Amazon, Polaris, Mercado Libre, Coppel and Bombardier
- Dual listed on the Mexican Stock Exchange (BMV: VESTA) and New York Stock Exchange (NYSE: VTMX). Early investments from GE Capital and CalPERS led to the original IPO on the Mexican Stock Exchange in 2012 (and follow on rounds) valued at \$1B of public equity. The most recent IPO on the New York Stock Exchange in 2023 represented the 11th Mexican company and first Mexican real estate company to be listed. The IPO was the largest of a Mexican company since 2012.
- Vesta is committed to a number of ESG initiatives to build sustainable value for clients, investors and employees. In 2023, the company obtained LEED certification on 7 new buildings, EDGE certification for another 15, and BOMA certification for an additional 3 buildings

**CO-FOUNDED VESTA, MEXICO'S LEADING PROVIDER OF INDUSTRIAL REAL ESTATE**



# THE VESTA STORY



CO-FOUNDED VESTA IN 1998: TODAY A 43M SF & \$3.6B PORTFOLIO



# INDUSTRIAL

Top performing and largest  
real estate sector in the world

**19B**

SQUARE FEET OF TOTAL INDUSTRIAL  
INVENTORY BASE IN THE US

**6.6%**

TOTAL VACANCY RATE  
IN THE US

**23%**

RENT GROWTH PROJECTED  
OVER THE NEXT 5 YEARS

SOURCE: JLL, CoStar (As of Q42024)



# UNITED STATES

## USA is #1 in Economy



#1

**USA**  
\$27.7 Trillion



#2

**CHINA**  
\$17.8 Trillion



#3

**GERMANY**  
\$4.5 Trillion



#4

**JAPAN**  
\$4.2 Trillion



#5

**INDIA**  
\$3.6 Trillion

SOURCE: World Bank, Statista, Trading Economics, Household Final Consumption Expenditure (HFCE) Scores (As of 4Q23)

## USA is Home to the Five Largest Companies in the World

#1



**APPLE**  
Market Cap  
\$3.70T

#2



**NVIDIA**  
Market Cap  
\$3.66T

#3



**MICROSOFT**  
Market Cap  
\$3.18T

#4



**AMAZON**  
Market Cap  
\$2.39T

#5



**ALPHABET**  
Market Cap  
\$2.35T

SOURCE: Companies Market Cap, Fortune, TBS News (As of 4Q23)

## Foreign Direct Investments (FDI) in America Remain Strong

\$3.46T

EUROPE

\$989B

ASIA & PACIFIC

\$672B

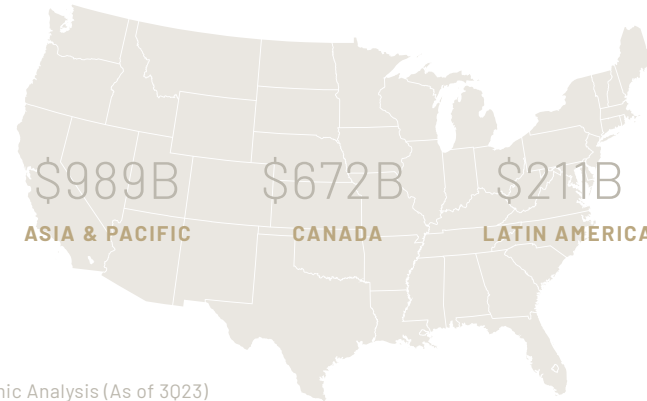
CANADA

\$211B

LATIN AMERICA

\$50B

MIDDLE EAST



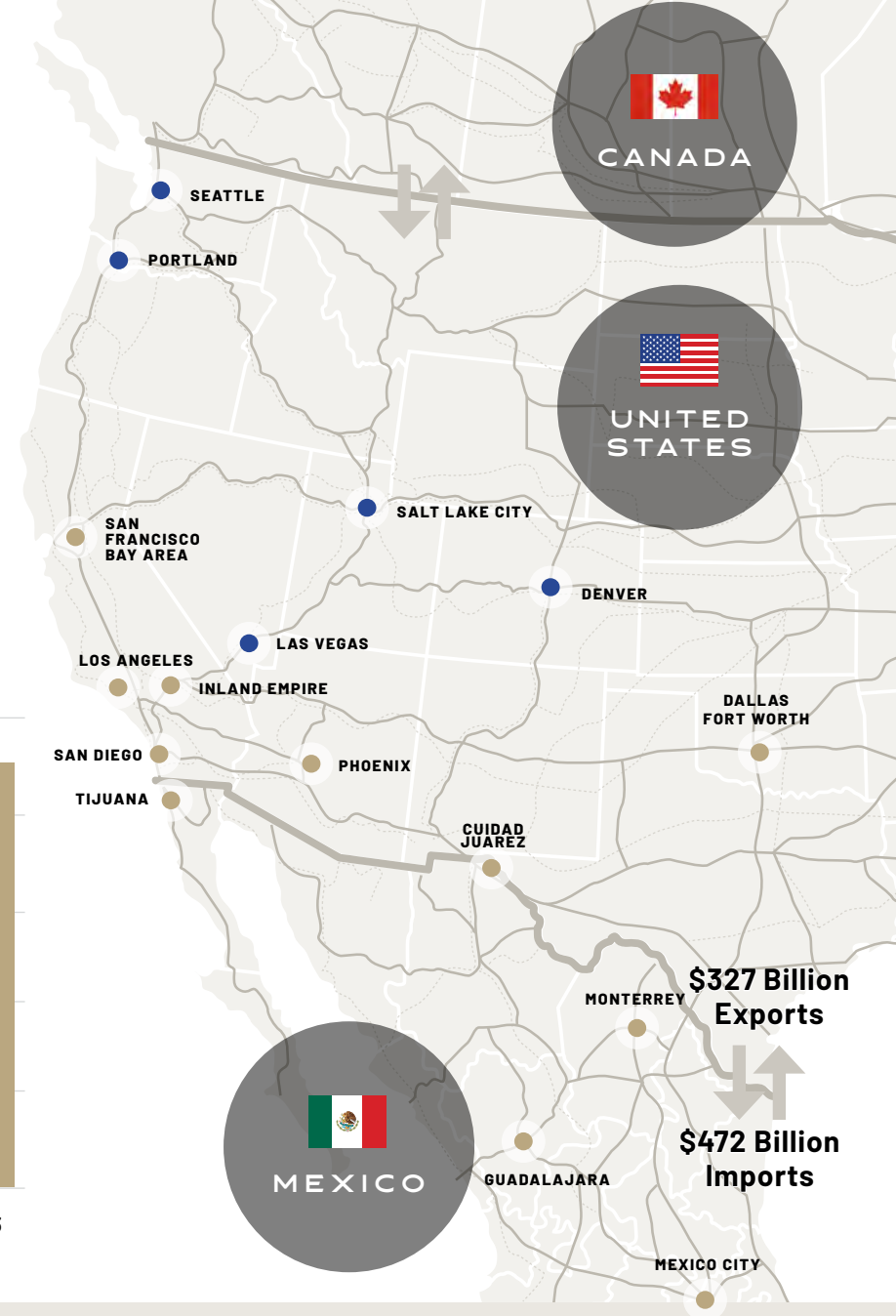
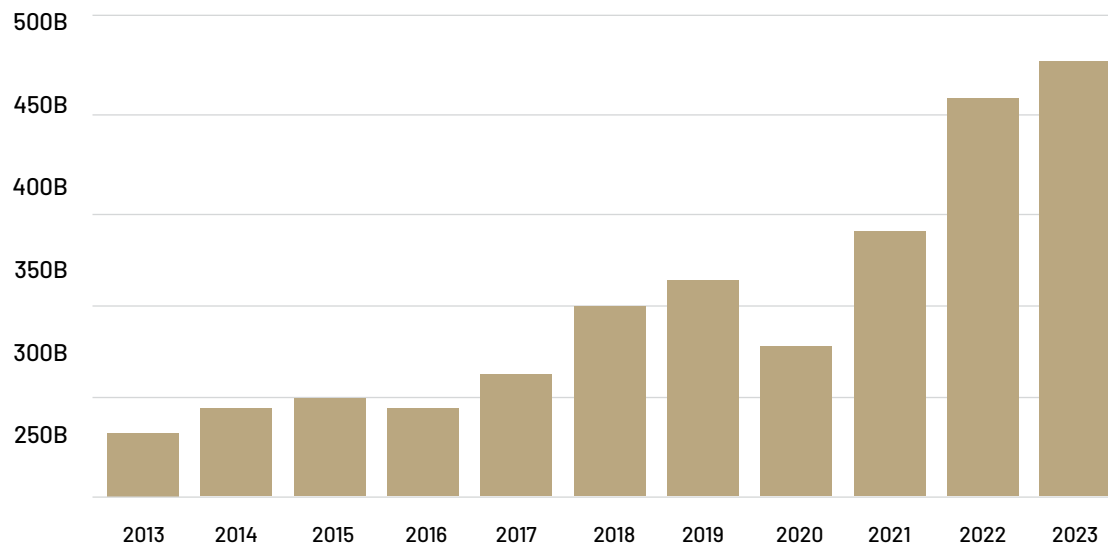
SOURCE: Bureau of Economic Analysis (As of 3Q23)

**THE UNITED STATES REMAINS A PREMIER ECONOMIC HUB FOR CONSUMERS, CORPORATIONS, AND CAPITAL**

# NAFTA 2.0

UNITED STATES-MEXICO-CANADA (USMCA) TRADE AGREEMENT, EFFECTIVE JULY 1, 2020, REPLACES THE NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA) IN ORDER TO ENHANCE ECONOMIC RELATIONSHIPS BETWEEN THE COUNTRIES

Strong Increase in United States Imports from Mexico



TARGET MARKETS BENEFIT FROM NEARSHORING AND AN IMPROVING TRADE LANDSCAPE



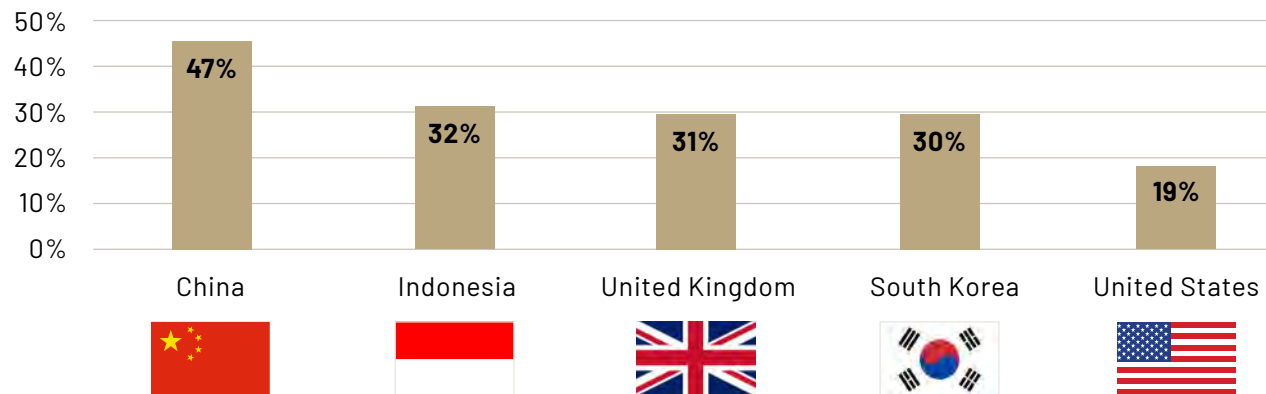


# DEMAND GROWTH

## RISE OF E-COMMERCE

**Industrial real estate has been one of the top performing asset classes** over the past few years. The outperformance has largely been driven by a **secular shift to e-commerce** which required retailers to occupy additional warehouse space outside their traditional brick & mortar stores. In 2023 alone, e-commerce sales accounted for \$1.12 trillion in the United States, comprising roughly 19% of total retail sales. The COVID-19 pandemic accelerated this shift to e-commerce as consumers were forced to shop online when brick & mortar retailers were required to close and/or operate under pandemic restrictions. There is still abundant room for e-commerce growth in the U.S. when compared to China, whose e-commerce sales are \$2.68 trillion and comprise 45% of retail sales. It is estimated that every \$1 billion in additional e-commerce sales translates into an additional 1.25 million square feet of additional warehouse space needed. **Therefore, if the United States grew e-commerce sales to \$1.77 trillion and 30% of total retail sales, it would require an additional 800 million square feet of additional warehouse space.**

Top 5 Countries for E-Commerce Share of Retail Sales



\$1.12T

E-COMMERCE SALES

19%

OF TOTAL RETAIL SALES AND GROWING

807M SF

OF TOTAL INDUSTRIAL TENANT REQUIREMENTS

23%

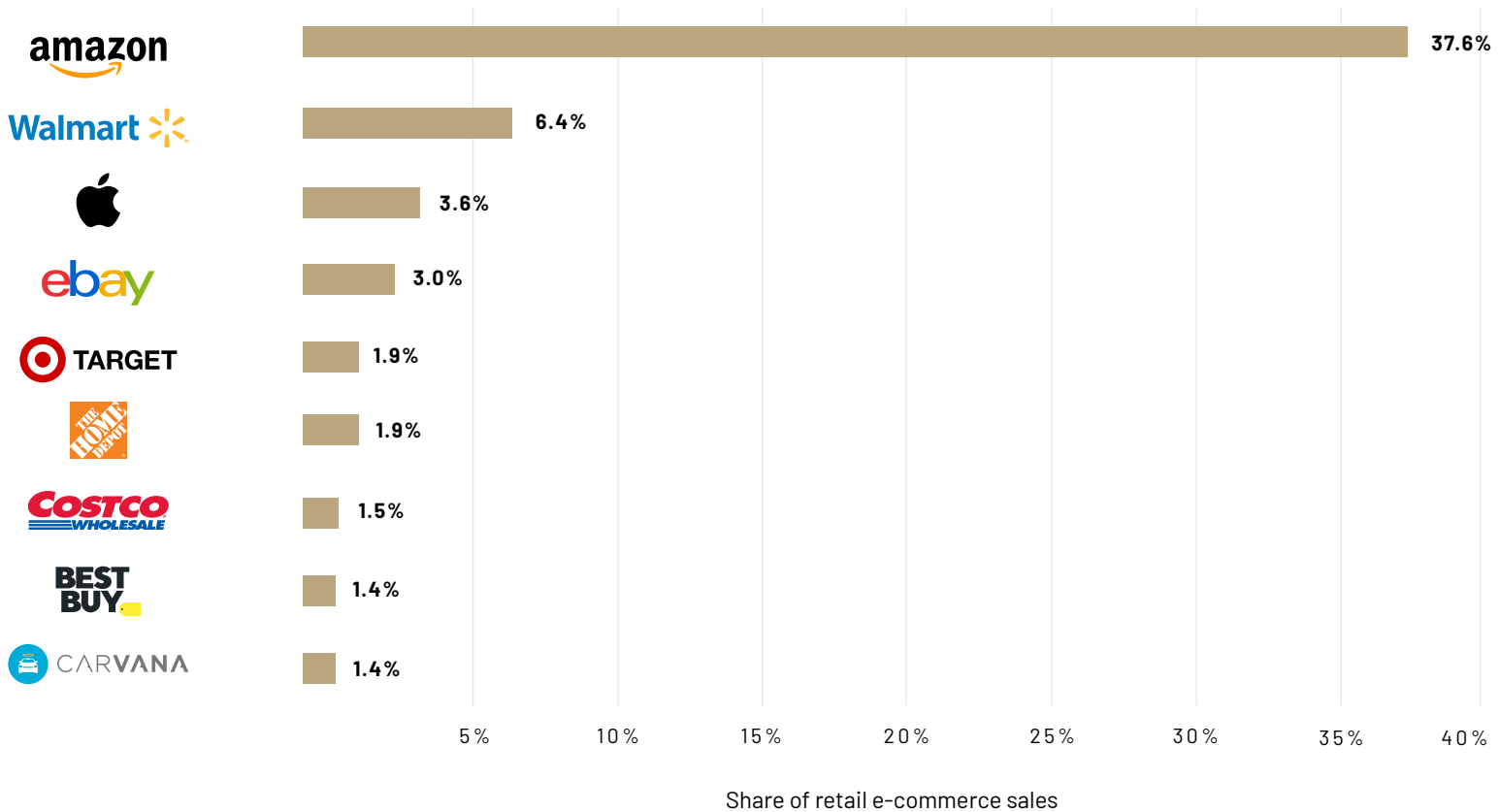
RENT GROWTH PROJECTED OVER THE NEXT FIVE YEARS



# AMAZON EFFECT



AMAZON INVESTS \$2B ON INDUSTRIAL PROPERTIES IN 2024 DOUBLING THE AMOUNT COMPARED TO THE PRIOR YEAR



AMAZON CONTINUES TO DOMINATE E-COMMERCE AND PLANS EXPANSION TO DOUBLE THEIR SAME DAY-DELIVERY CENTERS



# CONSTRAINED SUPPLY

6.6%

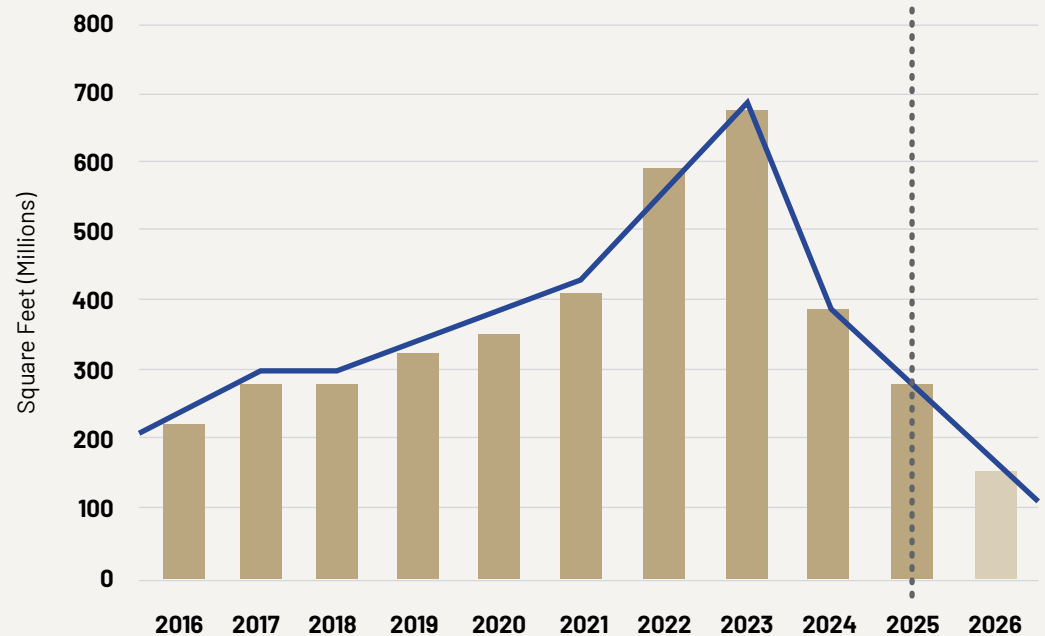
TOTAL VACANCY RATE IN  
THE UNITED STATES

↓ 52%

CONSTRUCTION  
PIPELINE SINCE PEAK

**Increasing land and construction costs, coupled with decreasing land availability** are creating a supply/demand imbalance for industrial real estate. By way of example, Los Angeles added only 2.6 million square feet of new inventory during 2023 on an existing inventory of 957 million square feet, an increase of merely 0.28%. Receiving timely and predictable entitlement approvals continues to be an obstacle for developers, particularly in California. With limited new supply coming online, existing industrial space will continue to be the beneficiary of **record levels of absorption and reduced vacancy rates**.

United States Construction Pipeline, 2016-2026



# RENT GROWTH

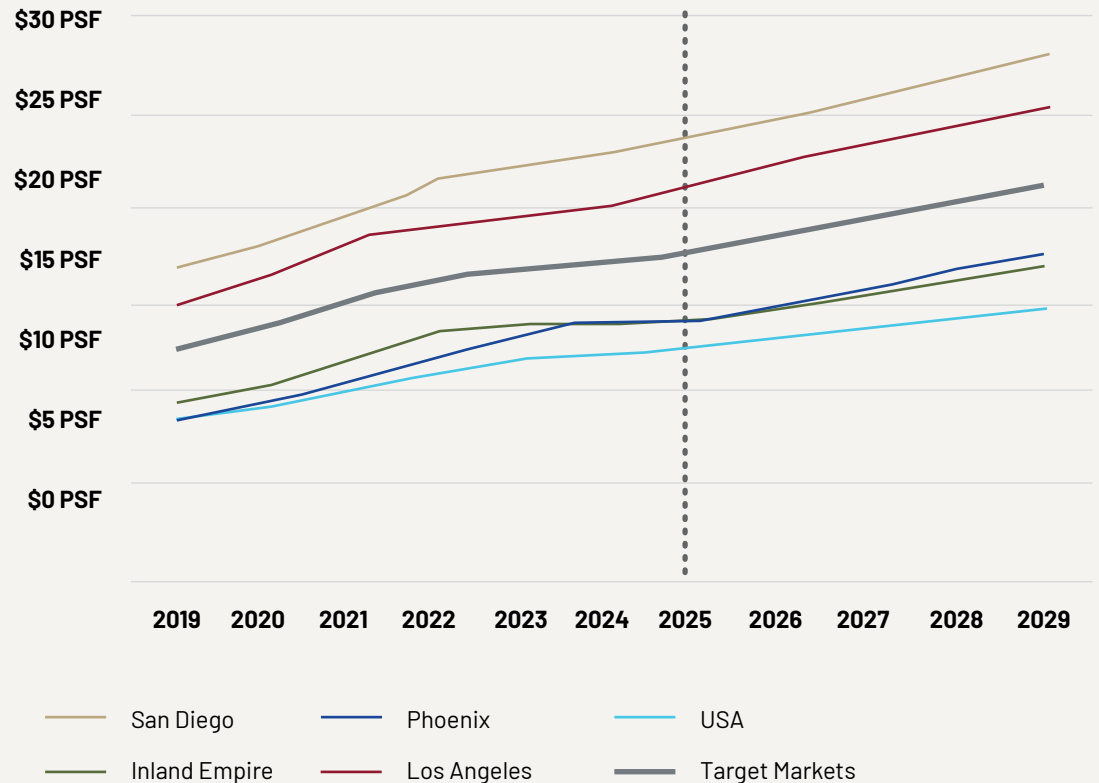
#1

FORECASTED RETURNS  
AMONG ALL PROPERTY TYPES

23%

5-YEAR  
RENT GROWTH

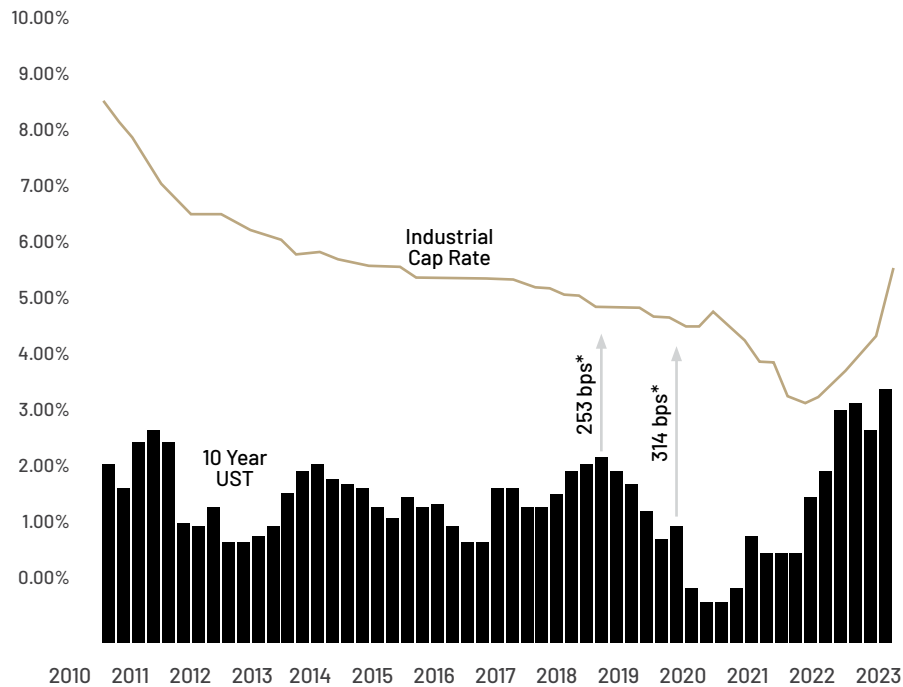
**Positive rent growth exceeding historical averages** is projected for target markets over the next 5 years. Increased rent growth is the direct result of resilient tenant demand coupled with constrained supply. Tenants seeking infill locations to fulfill last mile distribution requirements command further rent premiums. Rents in target markets are expected to grow 27% over the next 5 years (~5% per annum). When compared to other commercial property types, **industrial is forecasted to see the strongest rent growth at 27%, which compares favorably to office (-5%), retail (9%), and multi-family (17%).**





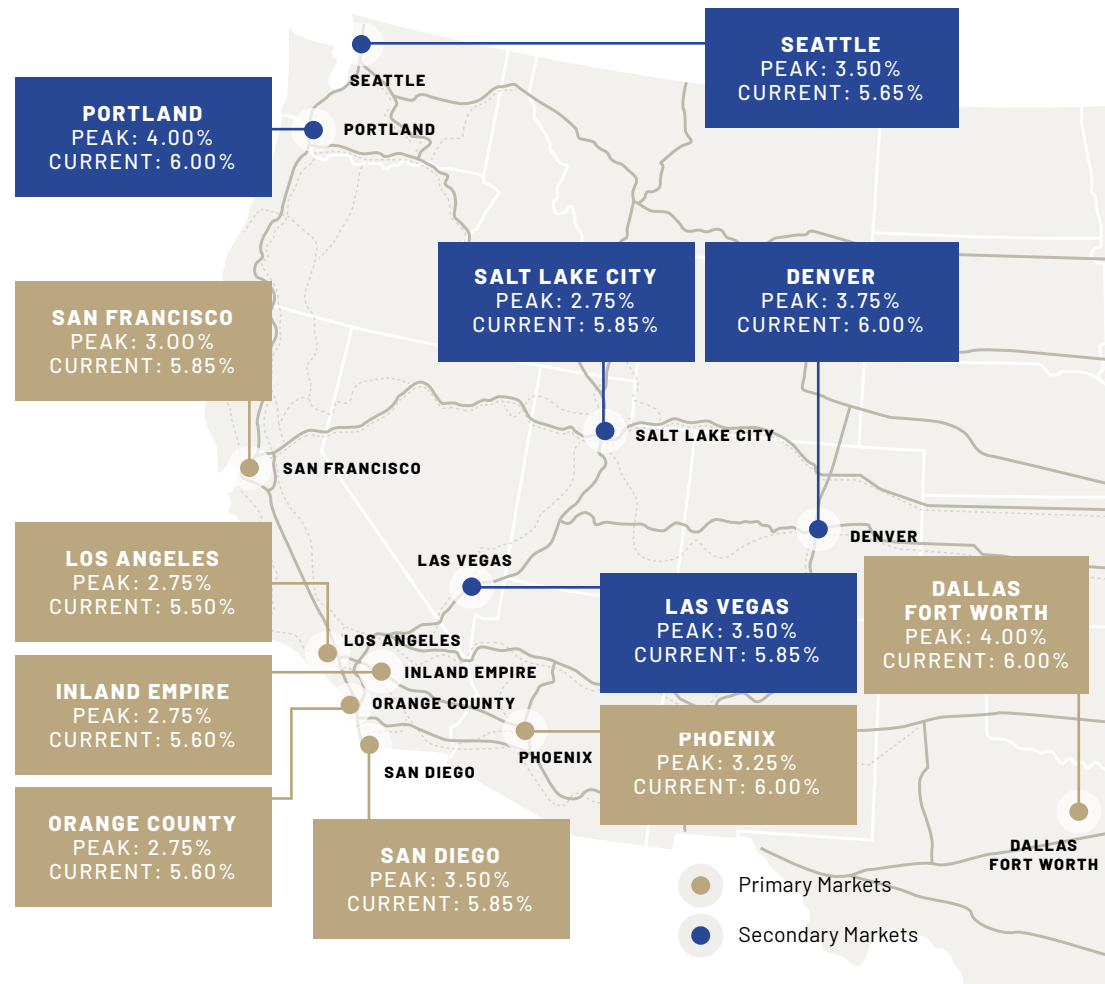
# CAPITAL MARKETS

Tighter Yield Premium Leading to Widespread Re-Pricing



\*Annual Average Spread

Cap Rate: Peak vs. Current



**CAP RATES EXPAND FOR THE FIRST TIME IN A DECADE  
CREATING A UNIQUE BUYING OPPORTUNITY**





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