

THE GLR GROUND LEASE: A COMPELLING FINANCING SOLUTION

Transaction Size	Property Types	NOI Coverage	Rate	Geography	Risk Profile
\$10M - \$200M+	Mixed Use, Multifamily, Student & Senior Housing, Office, Industrial, Hospitality	3.5x – 5.0x	3.25% - 4.25%+	Top 50 MSA's	Core, Value Add, Development

The **GLR Ground Lease** is an interest only, 99-year financing product intended to maximize Sponsor returns and comprehensively address Sponsor capital requirements for core to opportunistic real estate investments. The **GLR Ground Lease** is a unique and return-enhancing alternative to conventional financing.

Maximize Returns

The GLR Ground Lease increases Sponsor's overall IRR / cash-on-cash returns

Cost - Efficient Financing

Higher all-in "leverage" at a lower blended cost of capital than a senior + mezzanine loan combination

Reduce Risk

Limit interest rate and refinancing risk while also providing lenders with better DSCR's and debt yields

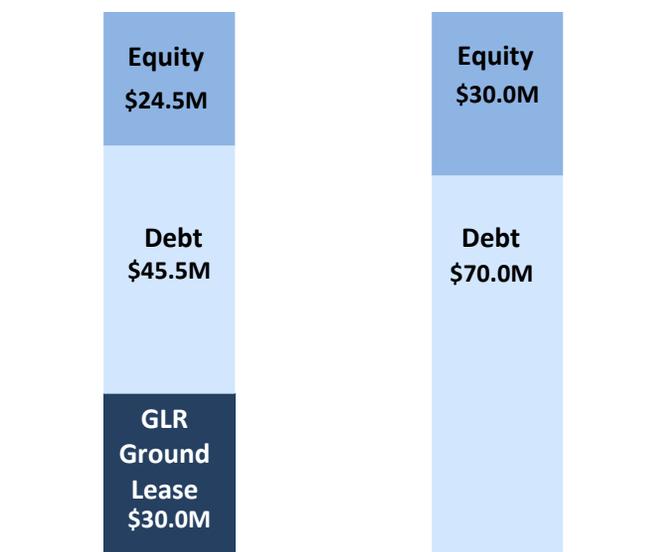
Lender Approved

Banks, debt funds, CMBS, life companies & agencies are comfortable with the GLR Ground Lease

Seamless Execution

GLR will leverage existing lender relationships to offer Sponsor a full capital stack solution

The GLR Ground Lease REDUCES Sponsor equity requirement and ENHANCES ROE¹



GLR Ground Lease

Fee Simple

\$24.5M	Equity Requirement	\$30.0M
\$100.0M	Purchase Price	\$100.0M
20.3%	IRRs	15.4%
2.3x	Equity Multiple	1.9x
9.0%	Cash-On-Cash Return	7.8%
2.1x	DSCR	1.8x

Key Lease Terms

99 years, 2% annual rent escalations, periodic CPI rent resets, absolute triple net lease



Leasehold Lender Rights & Remedies

Standard notice and cure provisions to lessee and leasehold lender



Development Project Requirements

"Shovel-ready" projects: full permits, GMP construction contract, performance bond, loan agreement, and completion guarantee from Sponsor



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¹15-Year Hold Period with a loan rate of 4.25% and ground lease proceeds rate of 3.75%. Fee simple exit cap rate of 5.00% and leasehold exit cap rate of 5.25%.