



BEACON
REAL ESTATE GROUP

Firm Overview Q2 2020



Beacon Real Estate Group



Managing Partners:

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Our History

1967:

- Real estate development operation founded.

1970's:

- 5,000 apartment units developed in Latin America.

1980's:

- Initial US commercial investments – over \$250mm of real estate acquired and managed.

2006:

- Sold most of US real estate portfolio as we concluded market was overheated.

2010:

- First US multifamily real estate acquisitions.
- Reinitiated US commercial real estate acquisitions – built up a nearly 10,000-unit multifamily portfolio in ensuing years.

2019:

- The Aguirre and Imery families merge their real estate holdings, creating one of Latin America's largest real estate-focused family offices based on AUM and square footage.

2020:

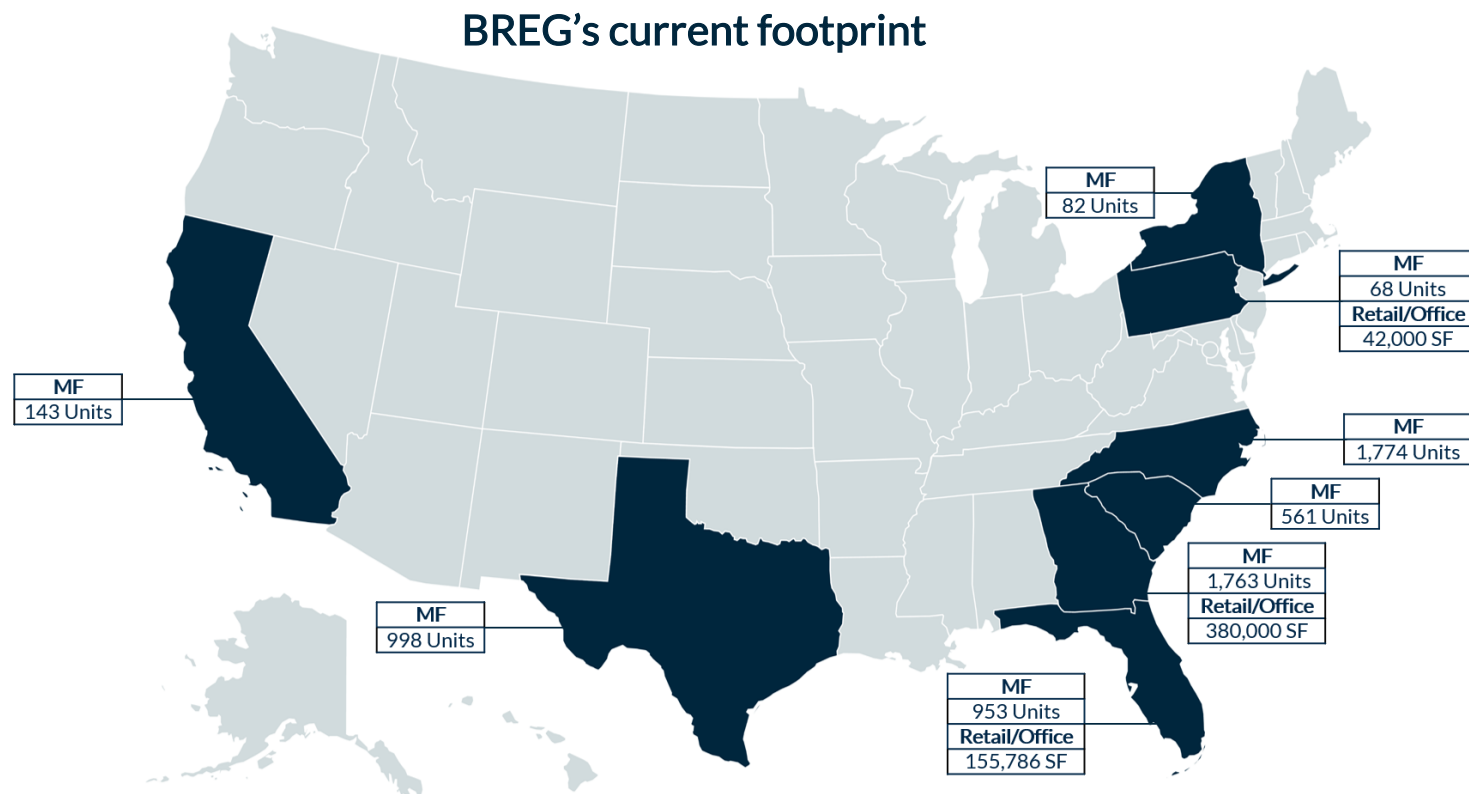
- Currently own over 10mm square feet of retail, office and multifamily.



About Us

Beacon Real Estate Group is a commercial real estate firm that specializes in the acquisition and management of multifamily, office and retail properties in the Southeastern quadrant of the United States. The firm and its affiliates were founded in 1967 and have more than fifty years of continuous experience.

We currently control over 10mm square feet of U.S. commercial real estate.



Our Current Portfolio



The Aventure
Greenville, SC



Buenvista Plaza
Deerfield Beach, FL



Carrington Park
Raleigh, NC



Elan
Austin, TX



Enterprise Mill
Augusta, GA



Elan
Austin, TX

Our Current Portfolio



Chapin Portfolio
Kingston, PA



Laurel View Apartments
Charlotte, NC



Main Street Station
Jacksonville, FL



Palmer Place
Austin, TX



Park at Three Oaks
Wilmington, NC

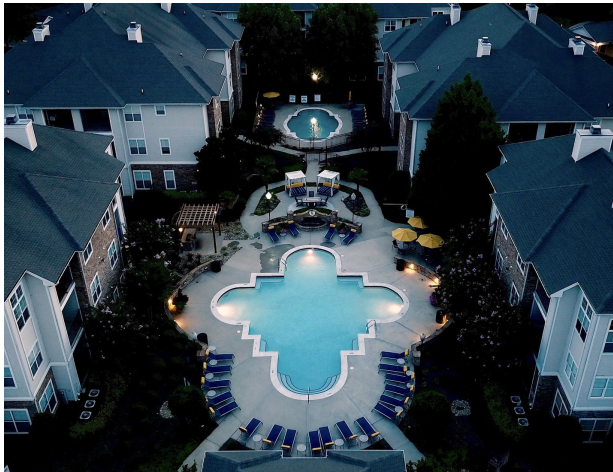


Pavilion at Lake Eve
Orlando, FL

Our Current Portfolio



Pencil Factory Flats
Atlanta, GA



Stone Ridge
Charlotte, NC



Sugarloaf Business Center
Duluth, GA



The Clarion
Atlanta, GA



The Cove
Tampa, FL



The Porter
Brookhaven, GA

Our Current Portfolio



Trailside at Reedy Point
Greenville, SC



Waverly Station
Pooler, GA



Weatherstone Promenade
Woodstock, GA



Whitehall Estates
Charlotte, NC



Windsor Falls
Raleigh, NC



The Carter @ 4250
Norcross, GA

Our Strategy



Our proprietary underwriting method consists of looking at a specific property in the context of demand drivers for space/units and current stock of competing property and potential new supply.

We acquire properties that allow us to extract additional value by streamlining management, optimizing property positioning, and properly capitalizing the asset to execute on business plan.

Geographic Focus



We primarily focus on Metropolitan Statistical Areas (“MSA”) with:

- Projected Gross Metropolitan Product (“GMP”) growth of at least 2% per annum
- Forecasted population growth of at least 1% per annum
- Projected employment growth in excess of 1.25% per annum
- No less than a 250,000 population

Out of a total 46 MSA’s that meet this criteria in the US, 28 are in the Southeast quadrant.

Principals

Richard L. Kulick – Managing Partner Multifamily:

Mr. Kulick is part of the management team at Beacon Real Estate Group. Mr. Kulick is a nationally recognized investor who has acquired over \$1.5 billion of multifamily properties over the past seven years. Prior to joining Beacon Real Estate Group, Mr. Kulick worked at a multi-strategy private equity firm focused on real estate credit and equity investments, with a \$2.5B AUM. Mr. Kulick created and was the chief investment officer for the multifamily investment group with oversight of approximately 150 people, including property management, acquisitions, asset management, investor relations and accounting. Earlier in his career, Mr. Kulick led multifamily acquisitions and asset management at a private equity firm located both in New York and Miami. Prior to this, Mr. Kulick was part of and UBS Investment Bank's Real Estate, Leisure, and Lodging Group.

Mr. Kulick is a lawyer by training and prior to UBS, practiced law for over four years in New York at Sidley Austin's Corporate Transactions group where he structured and executed asset, stock, merger, and reorganization transactions, in both friendly and hostile contexts. Mr. Kulick received his Bachelor of Arts from Colgate University, his Master in Business Administration from the Graduate School of Business at Columbia University, and his Juris Doctorate from the George Washington University School of Law.

Carlos E. Imery – Managing Partner Commercial:

Mr. Imery is part of the management team at Beacon Real Estate Group. Mr. Imery has a strong finance background and extensive experience in negotiating leases, JV agreements, and contracts in general. Prior to joining Beacon Real Estate Group, Carlos led IG3 Real Estate, where he grew a portfolio of \$300 Million in Assets.

Mr. Imery received his B.S. in Civil Engineering from U. Católica Andrés Bello in Venezuela and his Master in Business Administration from the Graduate School of Business at Columbia University. Mr. Imery's understanding of the role of commercial real estate investments in an overall investment portfolio has made him a frequent speaker at annual real estate conferences, including The Family Office Club, CARMO, IMN, Opal Group, and Family Office Connect.

Principals

Luis M. Aguirre – Head of Capital Markets:

Luis is part of the management team at Beacon Real Estate Group. Luis has ample experience in portfolio management, having managed a portfolio of +\$200 million dollars during his 10 year tenure as head treasurer for Banco Reformador de Guatemala. Luis presided the assets and liabilities and investment committees at the bank and served on its Board of Directors. He co-lead the sale of Banco Reformador to Grupo Financiero Aval de Colombia. Prior to joining Banco Reformador, Luis worked for The International Bank of Miami and for Bank of America. Luis holds a Master in Business Administration from the Graduate School of Business at Columbia University and a BBA in Finance from Southern Methodist University.

Our People

Emmely G. Morales – Financial Analyst

Emmely is a Financial Analyst at Beacon Real Estate Group. Previously, she worked in the Business Analytics Unit at Seguros de Occidente executing improvement processes in the financial and commercial departments. Emmely holds a Bachelor's Degree in Business Administration with a specialization in Finance from Francisco Marroquin University in Guatemala. She also has an academic degree in Business Administration from the Instituto Nacional de Administración de Empresas of Guatemala.

Diego A. Morales – Financial Analyst

Diego is a Financial Analyst at Beacon Real Estate Group. Previously, he worked as an Operational Risk analyst in Tigo Guatemala's wholesale unit. Diego also took part in the Peeprade University Challenge, a stock market investment competition between 60+ universities that included MIT, Columbia and London Business School. Diego occupied the role of risk analyst and trader for the competition, helping his team reach third place in overall risk adjusted return and beating many teams from world renowned universities. Diego holds a Bachelor's Degree in Business Administration with a specialization in Finance from Francisco Marroquin University in Guatemala. Diego is also certified in Argus Enterprise Software, the real estate industry's software of preference for financial analysis and property management.

José Fernando Mérida: - Data Analysis:

Fernando Mérida is a Data Scientist at Beacon Real Estate Group. Currently, he oversees all programming related work at the fund, including data extraction, data manipulation and transformation, and data visualization. He previously worked at BDG, S.A. as a Software Engineer where he developed multiple data transformation processes for the credit card division of one of Guatemala's biggest banks. Furthermore, he also worked at Fundación Genesis Empresarial as a Financial Risk Analyst, developing multiple projects that included data mining, data warehousing, development of information packages, and development of reporting software. Fernando is a Systems Engineer with a Bachelor's Degree from Universidad Mariano Galvez de Guatemala.