

Presentation for:



Employees' Retirement
System of Rhode Island



April 8, 2019

HEITMAN

A REAL ESTATE INVESTMENT MANAGEMENT FIRM

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Please see appendix for important disclaimers and other important information.

In addition, please note that this presentation does not constitute (i) an offer to sell, or the solicitation of an offer to buy, any interests in any investment vehicle, or (ii) a solicitation for any investment advisory or asset management services of Heitman or any of its affiliates. Any such offer or solicitation, if made, will only be made by means of a placement memorandum (in the case of an investment vehicle) or a proposed investment advisory agreement (in the case of advisory or asset management services). Further, this presentation is subject to correction, completion and amendment without notice.

Heitman is a Real Estate Specialist

HEITMAN

50+ years

investing on behalf of clients with an exclusive focus on real estate

\$41.7 billion

managed across three complementary business units

37 partners

from across the Heitman platform
own 100% of the company



\$33.9B
PRIVATE EQUITY



\$2.4B
PRIVATE DEBT



\$5.4B
PUBLIC EQUITY



- CHICAGO
- LOS ANGELES
- LONDON
- FRANKFURT
- LUXEMBOURG
- MUNICH
- HONG KONG
- MELBOURNE
- SEOUL
- TOKYO

As of December 31, 2018

\$36.8 North America \$2.4 Europe \$2.5 Asia-Pacific



USD in billions as of December 31, 2018
Due to rounding, values reported by business units or regions may not equal the total AUM.

Heitman Real Estate Securities Key Differentiators

HEITMAN

Information Advantage

- 9 member US investment team made up of sector specialists with **14 average years of experience**
- \$32.5B US Private Platform

Unique Approach to Risk Management

- Risk management process **neutralizes** unintended factor exposure
- Stock selection drives alpha

Client Alignment

- **Employee ownership** and compensation structure aligns the team with clients

PUBLIC EQUITY GROUP

\$5.4B

Assets Under Management

US FOCUSED REAL ESTATE SECURITIES STRATEGY

196 bps

Annual outperformance
over past 18 years



As of December 31, 2018. Please read Performance Notes pages for important disclosure information.

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Heitman's Global Public Equity Team

HEITMAN

Jerry Ehlinger, CFA¹
Senior Managing Director

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Firm Tenure

Years Experience

	NORTH AMERICA	EUROPE	ASIA-PACIFIC	STRATEGY
GLOBAL INVESTMENT COMMITTEE	Jerry Ehlinger, CFA ¹ SENIOR MANAGING DIRECTOR	Jacques Perdrix SENIOR VICE PRESIDENT, PORTFOLIO MANAGER	John White ² SENIOR MANAGING DIRECTOR	Mike Moran, CFA SENIOR VICE PRESIDENT, GLOBAL INVESTMENT STRATEGIST
		Andreas Welter SENIOR VICE PRESIDENT, PORTFOLIO MANAGER		
REGIONAL INVESTMENT TEAM	Jeff Yurk, CFA PORTFOLIO MANAGER	Jacques Perdrix PORTFOLIO MANAGER	Karena Fung PORTFOLIO MANAGER	ANALYTICS
	Charles Harbin, CFA PORTFOLIO MANAGER	Andreas Welter PORTFOLIO MANAGER	Jeff Mak, CFA ASSISTANT PORTFOLIO MANAGER	
	Mat Spencer PORTFOLIO MANAGER	Fabien Vaccaro SENIOR ANALYST	Jason Lai, CFA SENIOR ANALYST	
	Gabriel Hilmoe SENIOR ANALYST	Peter Burdett TRADER	Yasuko Fukuda SENIOR ASSOCIATE	
	John Minor, CFA ANALYST		Philip Hunter TRADER	
	Mark Zahara HEAD TRADER			
	Vicky Madison TRADER			
OPERATIONS	Bill Pogorelec DIRECTOR OF OPERATIONS	Hima Pandya MANAGER	David Radziwon MANAGER	Colleen Callahan TRADING ADMINISTRATOR
				Paul Wilson TRADING ADMINISTRATOR
				Michael Servial RECONCILIATION ASSOCIATE

As of December 31, 2018

1. Jerry Ehlinger was with Heitman's Public Securities group from 2000 to 2004; he rejoined in 2013 as Managing Director & Portfolio Manager of the North America team.

2. John White began his relationship in 2007 as a Portfolio Manager at Challenger Financial Services Group, Heitman's former strategic partner covering Asia-Pacific

Strategy seeking investment outperformance relative to the Wilshire US Real Estate Securities Index in a diversified, actively managed portfolio of US real estate securities

INVESTMENT OBJECTIVES

- Target annual benchmark outperformance of at least 200 bps
- Maximize return per unit of risk

TRUE BOTTOM UP INVESTMENT PROCESS

- Majority of alpha generated through stock selection

INVESTMENT PERFORMANCE

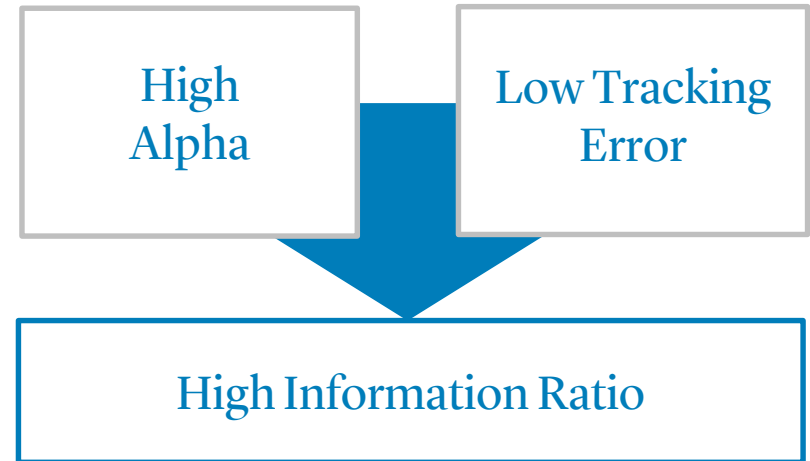
	1 Year	3 Year	5 Year	10 Year	Since Inception (7/31/2000)
Heitman US Focused RE Securities	21.87%	6.86%	11.77%	19.55%	12.27%
Benchmark Return ¹	19.29%	5.77%	9.33%	18.90%	10.30%
Active Management Effect	+2.58%	+1.09%	+2.44%	+0.65%	+1.97%
Attribution Effect:					
• Stock Selection	+261 bps	+109 bps	+251 bps	+66 bps	+201 bps
• Allocation Effect	-3 bps	+5 bps	+11 bps	+4 bps	+12 bps
• Cash Allocation	+0 bps	-5 bps	-18 bps	-5 bps	-16 bps

Source: Heitman, eVestment

1. Wilshire US Real Estate Securities Index.

Returns calculated and presented in USD and Gross of Fees for the Composite. As of 3/31/19, March 2019 returns are preliminary.

Please read Performance Notes pages for important disclosure information. As of 9/30/2017, the composite name has changed from US Focused Wilshire Strategy to Heitman US Focused Real Estate Securities Strategy.



5 YEAR RISK-ADJUSTED PERFORMANCE

	Alpha	TE	IR
• Heitman US Focused RE Securities	2.34	1.62	1.47
1st Quartile			
2nd Quartile			
3rd Quartile			
4th Quartile			
High	4.54	13.00	1.73
25th Percentile	1.46	2.15	0.65
Median	0.73	1.80	0.30
75th Percentile	-0.10	1.39	-0.11
Low	-1.51	1.04	-0.68
Observations	37	37	37

*Updated through 12/31/18.

PORTFOLIO CHARACTERISTICS

	Heitman	Index ¹
Number of Securities	25	111
Active Share	56.70%	
Beta	0.99	1.00
Dividend Yield	4.34%	4.83%
NAV Prem/(Disc)	-12.13%	-8.79%
Earnings Growth	4.46%	4.01%
LTV	28.61%	29.55%

TOP 10 POSITIONS: 58.38%

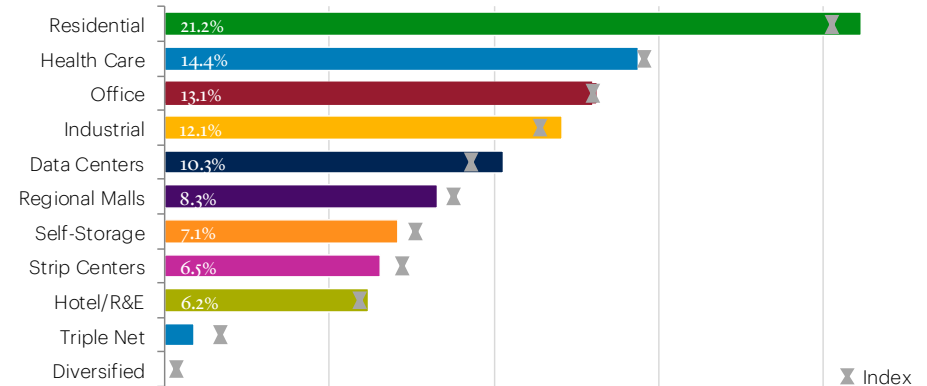
Security	Heitman	Active Weight
Simon Property Group	8.24%	+0.52%
ProLogis	7.72%	+2.23%
Welltower	6.91%	+3.04%
Equity Residential	6.26%	+2.83%
AvalonBay Communities	6.26%	+2.68%
Digital Realty Trust	5.73%	+2.46%
Boston Properties	5.05%	+2.63%
Apartment Investment & Management	4.20%	+3.19%
Invitation Homes	4.14%	+3.25%
Regency Centers	3.87%	+2.39%

As of March 31, 2019. The Portfolio Characteristics shown above are supplemental information to the Heitman US Focused Real Estate Securities Strategy Composite. This is not a solicitation or recommendation to purchase any of the companies mentioned herein.

1. Wilshire US Real Estate Securities Index.

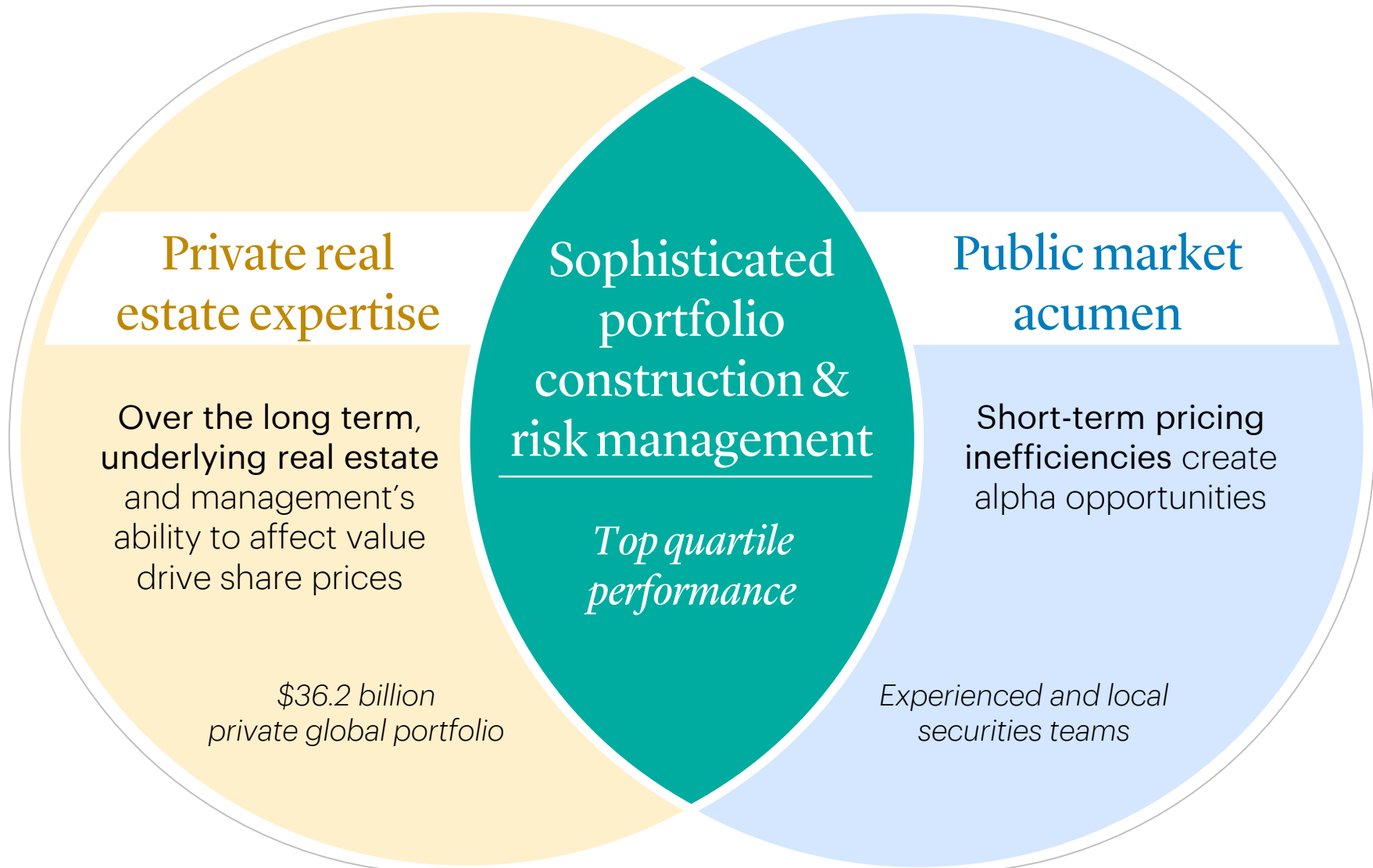
As of 9/30/2017, the composite name has changed from US Focused Wilshire Strategy to Heitman US Focused Real Estate Securities Strategy.

SECTOR WEIGHTINGS VS. INDEX¹



OVERWEIGHTS/UNDERWEIGHTS

	Security	Sector	Heitman	Active Weight
Top 5	CareTrust REIT	Health Care	3.42%	+3.42%
	Invitation Homes	Residential	4.14%	+3.25%
	Apartment Investment & Management	Residential	4.20%	+3.19%
	Welltower	Health Care	6.91%	+3.04%
	Equity Residential	Residential	6.26%	+2.83%
Bottom 5	HCP	Health Care	0.00%	-1.95%
	Essex Property Trust	Residential	0.00%	-2.41%
	Ventas	Health Care	0.00%	-3.10%
	Equinix	Data Centers	0.00%	-4.21%
	Public Storage	Storage	0.00%	-4.67%



As of December 31, 2018

Fundamental
Research

Company
Analysis

Macro
Analysis

Active Risk
Management



PRIVATE MARKET REAL ESTATE

Leverage firm-wide insight into global property markets

Broad private portfolio

Exhaustive Heitman research

Local operating partners

Longstanding brokerage relationships

PUBLIC EQUITY MARKET

Investment teams perform in-depth research on every major property market

Track and evaluate market variables

- Space absorption, supply, rents, cap rates, and transaction volumes

Visit markets and submarkets on a regular basis

- Meet with key players and service providers

Develop and strengthen critical relationships

- Over 300 company management meetings annually
- C-suite and property/leasing staff

PRIVATE MARKET REAL ESTATE VALUE

Value a company’s real estate assets

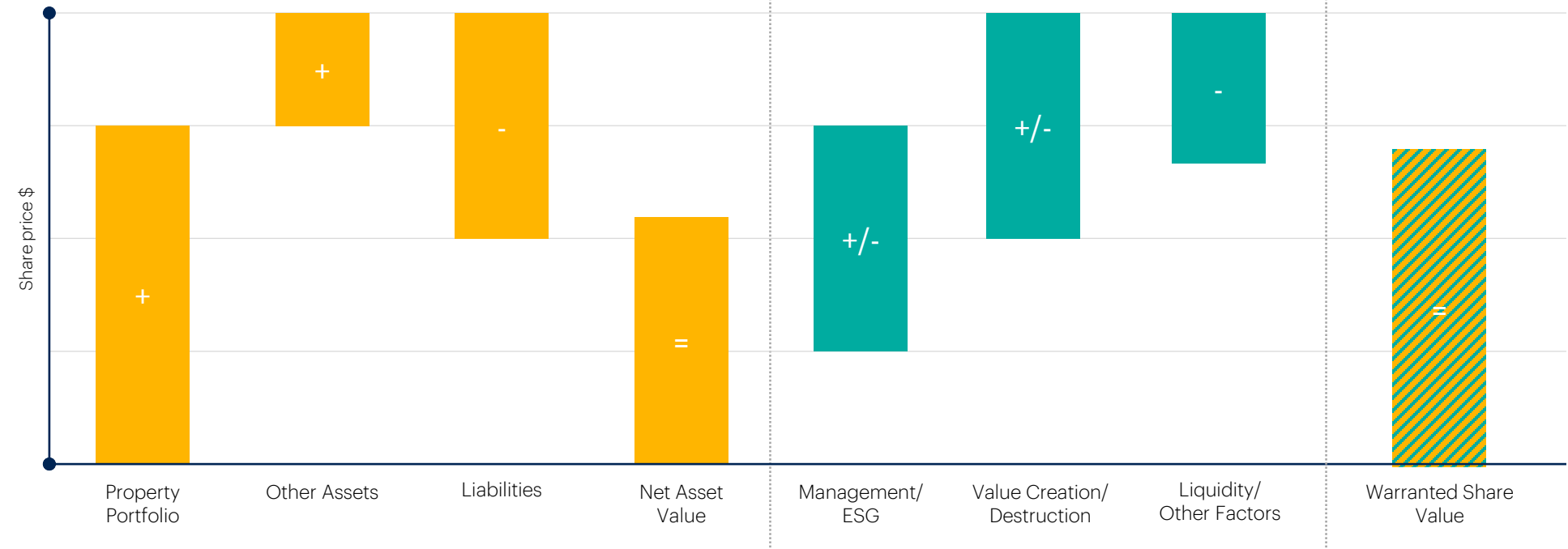
- Net asset value, based on private real estate market pricing

PUBLIC EQUITY MARKET VALUE

Value the enterprise as a public entity

- DCF analysis, multiples, or market comparables

HEITMAN’S
INTERNAL
VALUE



Investment teams go beyond valuation...

Seeking information not yet well-known by the market or not yet reflected in the price of a security

CATALYSTS

- *Definition:* Fundamental events or trends impacting valuation that are absent from current market expectations
- *Process:* Reconcile Heitman's valuation and company analysis to current market expectations to understand the difference and identify how and when the inefficiency will close through fundamental events and news flows



Understand current macro environment and how it affects fundamental view

- Heitman Global Macro Committee
- Extensive third party resources
- Utilize top economists and strategists

Identify long-term secular and structural real estate trends

- Legislative or regulatory changes
- Demographic trends
- Disruptive technology and innovation

Identify and mitigate macro risks so bottom-up knowledge can drive performance

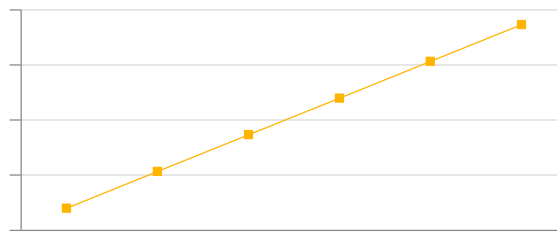
Cyclical Economic Conditions

- Track global, regional, and local trends



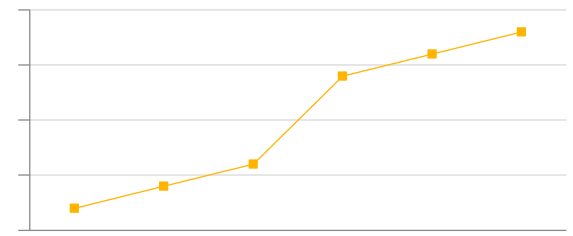
Secular Trends

- Examine long-term trends shaping macro economy and real estate



Structural Changes

- Watch for sudden changes in economic developments or social conditions



For illustrative purposes only; graphs do not depict actual market action.

Objective: Generate consistent outperformance while reducing volatility

MARKET FACTORS

- Seek to reduce or neutralize macro driven and non-alpha generating factors
- Preserve the value created through true bottom-up analysis

BETA	MOMENTUM	MARKET CAP
DIVIDEND YIELD	LEVERAGE	CURRENCY

EVENT FACTORS

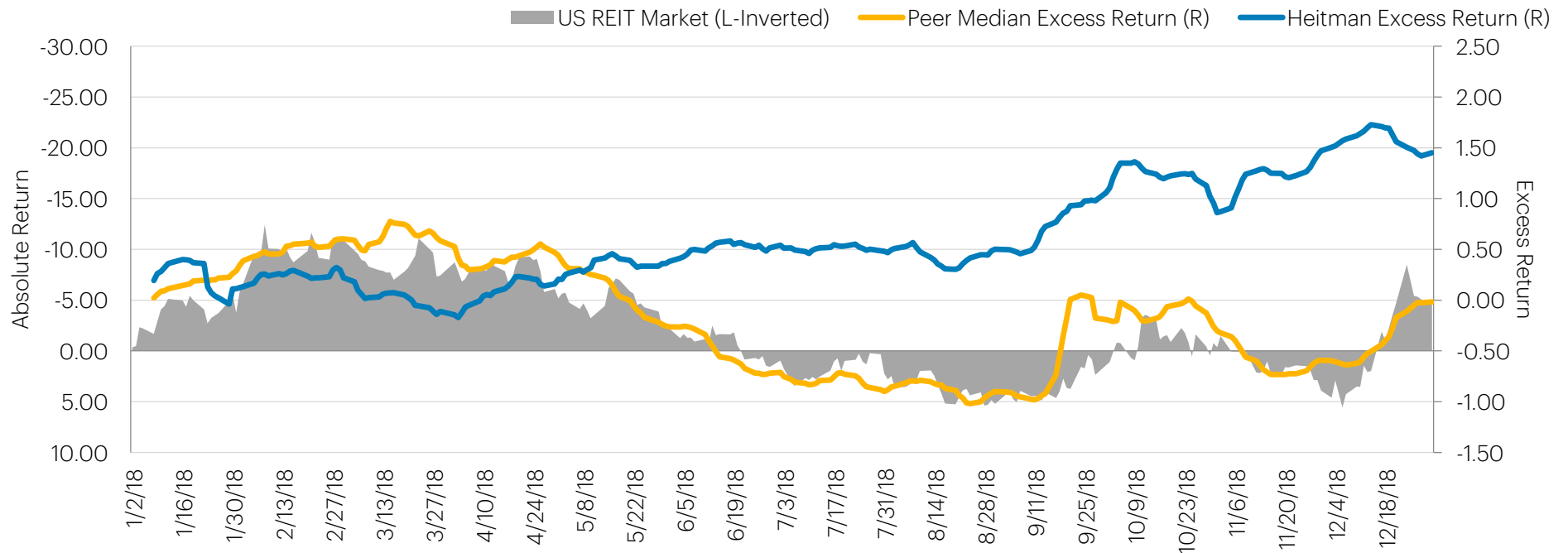
- Identify future risks through scenario analysis
- Seek to emphasize the impact of our information advantage

ELECTIONS	CENTRAL BANK POLICY	REGULATION
TAXES	M&A	DEVELOPMENT

Unintended factor tilts can override stock picking skill

- Heitman's risk management process seeks to avoid high correlations to market factors

US REITS 2018 PERFORMANCE: 1 WEEK MOVING AVERAGE



US REIT Peer Group: Duff & Phelps (PHRAX), Franklin Templeton (FRLAX), Brookfield (BRUIX), CBRE (CRARX), Lazard (LREIX), DFA (DFREX), CenterSquare (MRESX), DWS RREEF (RRRRX), Adventus (IRSAX), BlackRock (BIREX), Invesco (IARAX), JP Morgan (JRIRX), Columbia (CREEX), Goldman Sachs (GREIX), Morgan Stanley (MSUSX), Phocas (PHREX), Neuberger Berman (NBRFX), American Century (REACX), Cohen & Steers (CSRSX), Principal (PIREX), Nuveen (FREAX), Fidelity (FRESX), T Rowe Price (TRREX), AEW (NRFYX), Delaware (DPRSX), Davis Real Estate (DREYX), Chilton (REIIX)

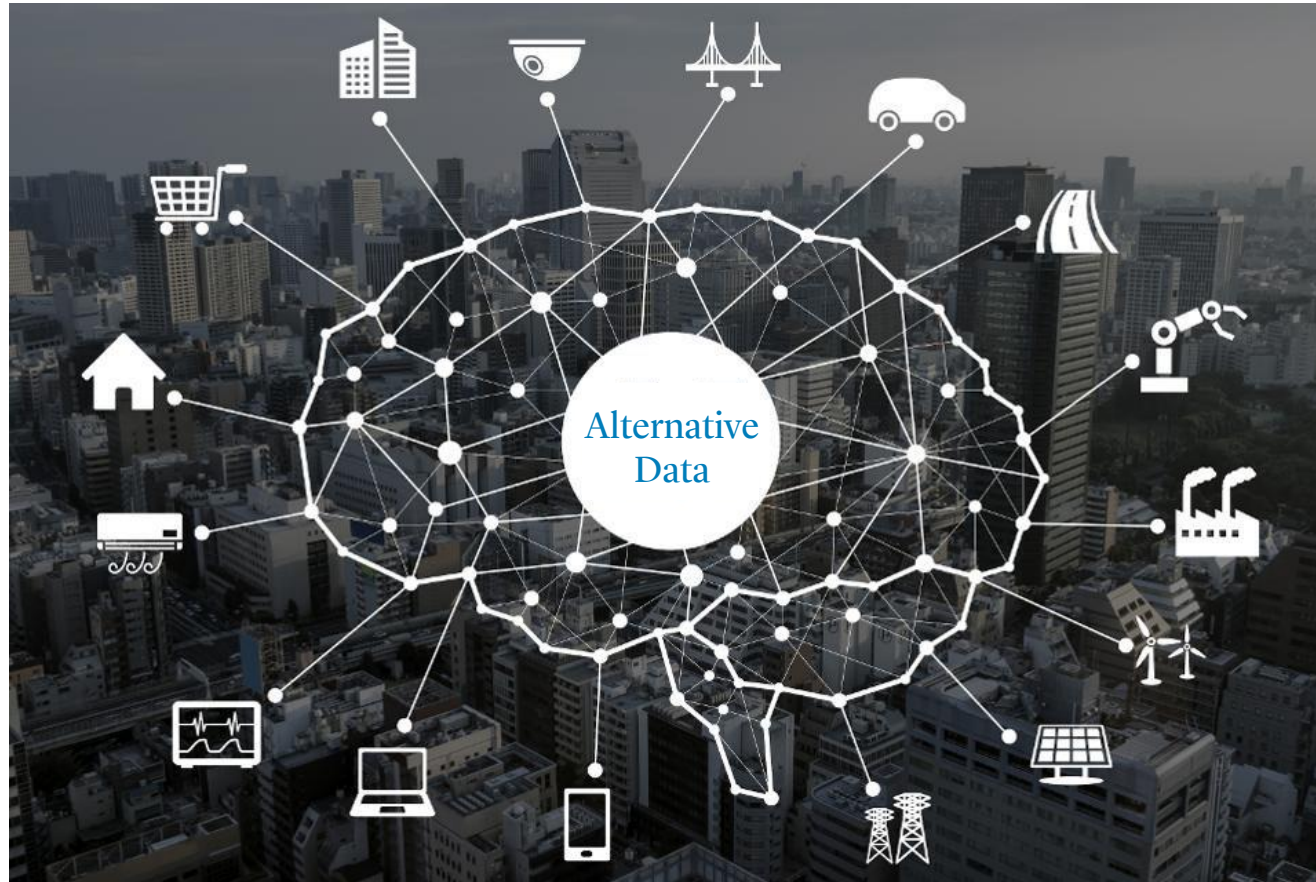
Heitman: HTMIX

US REIT Market: Wilshire US Real Estate Securities Index

As of December 31, 2018

Continuously innovating our process to stay ahead of the market

- Our data and analytics team utilizes big data to generate superior information for better investment decisions



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Information Advantage

Unique Approach to Risk
Management

Client Alignment



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Heitman US Focused RE Securities Strategy

Sector Performance Attribution Review – 1 Year

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Property Type ¹	Returns			Average Weighting						Portfolio Effect				
	Index ²	Relative		Index ²	Relative						Allocation Contribution ³	Selection + Interaction Effect	Total Effect	
		-50%	0%		50%	-2%	-1%	0%	1%	2%				3%
Health Care	37.86%		<div><div></div></div> 15.98%	12.22%	-0.42%	<div><div></div></div>						-4 bps	159 bps	155 bps
Data Centers	12.84%		<div><div></div></div> 9.39%	9.12%				<div><div></div></div> 2.21%				-14 bps	106 bps	91 bps
Residential	26.27%		<div><div></div></div> 3.28%	19.23%			<div><div></div></div> 0.35%					10 bps	58 bps	68 bps
Office	9.60%		<div><div></div></div> 3.66%	15.04%	-0.33%	<div><div></div></div>						15 bps	51 bps	67 bps
Self-Storage	15.85%		<div><div></div></div> 4.03%	7.65%	-0.68%	<div><div></div></div>						4 bps	25 bps	28 bps
Cash & Cash Equivalent	-		0.00%	-			<div><div></div></div> 0.45%					6 bps	0 bps	6 bps
Regional Malls	14.39%	-0.51%	<div><div></div></div>	9.88%			<div><div></div></div> 0.89%					1 bps	-7 bps	-5 bps
Diversified	36.15%	-44.03%	<div><div></div></div>	0.92%	-0.49%	<div><div></div></div>						-11 bps	-7 bps	-17 bps
Triple Net	34.16%	-16.80%	<div><div></div></div>	1.20%	-0.89%	<div><div></div></div>						-17 bps	-9 bps	-27 bps
Industrial	22.12%	-2.44%	<div><div></div></div>	10.74%			<div><div></div></div> 0.11%					2 bps	-29 bps	-27 bps
Strip Centers	20.28%	-5.68%	<div><div></div></div>	7.19%	-1.23%	<div><div></div></div>						1 bps	-39 bps	-39 bps
Hotels/Resort & Entertainment	3.60%	-5.80%	<div><div></div></div>	6.79%			<div><div></div></div> 0.03%					4 bps	-46 bps	-43 bps
Total	19.29%		<div><div></div></div> 2.58%	100.00%								-3 bps	261 bps	258 bps

The Property Type Returns shown above are supplemental information to the Heitman US Focused Real Estate Securities Strategy Composite.

Representative Separate Account Heitman US Focused Real Estate Securities Strategy.

1. Property type as classified by Heitman, which may vary from benchmark classifications.

2. Wilshire US Real Estate Securities Index.

3. Total Effect includes allocation, interaction, selection, and currency effects.

Returns are presented in US Dollars. 12 Months Ending 3/31/19. Returns for March 2019 are preliminary.

Please read *Performance Notes* pages for important disclosure information.

Please read *Attribution Analysis Performance Notes* page for important disclosure information.

As of 9/30/2017, the composite name has changed from US Focused Wilshire Strategy to Heitman US Focused Real Estate Securities Strategy.

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Real Estate Securities Strategies

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	US Benchmarked Securities		High Income			Global Benchmarked Securities		Global Prime	
	US	US Focused	US Preferred	US Covered Call Strategy	European Tactical Income	RE Securities	Rental	Prime	Prime Select
Description	US real estate securities offered in a diversified core or more concentrated format		High-yielding portfolio of preferred securities	Enhanced yield through writing call options on the underlying securities	Well-diversified portfolio that provides a high income part of total return	Portfolio of global real estate securities	Portfolio of global real estate securities, excluding developers	Exposure to highest quality real estate in the world's dominant cities	
Inception Date	1989	1999	2014	2018	2018	2007	2007	2014	
Benchmark	Wilshire RESI ¹		FTSE Preferred ²	NAREIT ³	Benchmark Unaware	FTSE ⁴	FTSE Rental ⁵	Benchmark Unaware	
Vehicle(s) ⁶	Separate Account		Separate Account			Separate Account		Separate Account	
	Mutual Fund ⁷								
	CIT					CIT		UCITS	
The Why:	Actively managed listed US portfolio offering competitive risk-adjusted returns and stable dividend income		Actively managed regional portfolios offering enhanced income as a component of total return			Actively managed listed global portfolio offering competitive risk-adjusted returns and stable dividend income		Benchmark unaware strategy offering access to a diversified, listed global core portfolio across 30 markets and 5 property types	

As of March 31, 2018

1. Wilshire US Real Estate Securities Index

2. FTSE NAREIT Preferred Stock Index

3. FTSE NAREIT Equity REITs Index

4. FTSE/EPRA NAREIT Developed Index

5. FTSE/EPRA NAREIT Developed Rental Index

6. Additional strategy offerings in a UCITS format possible. Further information is available upon request.

7. Quasar Distributors, LLC is the distributor of the Heitman US Real Estate Securities Fund

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Jerry Ehlinger, CFA is Senior Managing Director and Head of Global Real Estate Securities. He is responsible for leading the firm's regional and global public real estate securities strategies, and is a member of the group's Global Investment Committee. Jerry is also a member of the firm's Global Management Committee, and an equity owner of the firm. Jerry holds 23 years of experience in real estate and investment management, including 13 years of experience managing global real estate securities portfolios. He previously served as Portfolio Manager for Heitman's North America Real Estate Securities group, and co-Portfolio Manager for the group's global strategies. Previously, Jerry was Lead Portfolio Manager and Head of Real Estate Securities, Americas at DB/RREEF Real Estate. He began his career at Morgan Stanley Asset Management, where he primarily covered the REIT sector as both a side-sell analyst and senior research associate. Jerry received an MS in Finance, Investment and Banking from the University of Wisconsin-Madison and a BS in Finance from the University of Wisconsin-Whitewater. Among other professional affiliations, Jerry is a member of the NAREIT Real Estate Investment Advisory Council, the CFA Institute, and the CFA Society of Chicago.

Jeffrey Yurk is a Senior Vice President and Portfolio Manager in Heitman's North American Public Real Estate Securities group. He is an equity owner of the firm. Jeffrey is responsible for portfolio management, including fundamental company and market analysis. In addition, he is responsible for monitoring and assessing the health of the US capital markets. He works with the firm's Client Service & Marketing group to understand the needs, situations and objectives of the firm's clients. Prior to joining Heitman, Jeffrey was with Principal Global Investors, where he was responsible for providing quantitative and qualitative research on seasoned commercial mortgage-backed securities issuances. Jeffrey received a BBA and an MBA from the University of Wisconsin-Madison and is a CFA Charterholder.

Charles Harbin, CFA is a Senior Vice President and Portfolio Manager for Heitman's North American Public Real Estate Securities group. His role with Heitman focuses on fundamental company and market analysis supporting his stock recommendations. Prior to joining the firm, he was with Deutsche Bank/RREEF as a senior analyst/vice president, developing long/short equity and debt investments for its multi-strategy, multi-asset class hedge fund. Prior to working at RREEF, Charles was a long/short equity analyst for Renascent Capital Management and a derivatives analyst for Prebon Yamane, a financial brokerage and consulting firm. Charles received a BA in Economics with honors from Sewanee, The University of the South.

Mathew Spencer is a Senior Vice President, Portfolio Manager for Heitman's North American Public Real Estate Securities group. His role with Heitman focuses on fundamental company and market analysis supporting his stock recommendations. Prior to joining the firm, Mathew worked for Robert W. Baird & Co. between 2011 and 2015, first as an equity research analyst and then as an equity research associate, where he was responsible for assisting in the coverage on new REITs and covering stocks across multiple property sectors. Additionally, Mathew built dozens of new models to forecast earnings, formulate a 12-month price target and estimate the value of the company. Mathew received a BA in Finance from the University of Notre Dame.

Matthew Claeys is a Senior Vice President in Heitman's Client Service & Marketing group. He is responsible for developing and maintaining relationships with institutional investors throughout the Northeastern United States in private real estate equity, public real estate securities and private real estate debt. Prior to joining Heitman, he was the Director of Marketing and Client Services at Blue Vista Capital Management in Chicago and focused on forming the firm's fund and strategic investment initiatives, as well as developing and maintaining relationships with the firm's capital partners and fund investors. Previously, Matthew was Vice President of Inland Institutional Capital Partners, where he was instrumental in assisting in completing capital raising and financial advisory transactions with a total value in excess of \$5 billion. Additionally, he was directly responsible for identifying, underwriting, and structuring institutional investment funds and private equity programs for The Inland Real Estate Group of Companies, Inc., various public REITs and real estate operating companies. Before joining Inland, Matthew was a Vice President with a Chicago-based real estate fund sponsor where he focused on raising capital and sourcing acquisitions for the firm's clients. Matthew received a Bachelor of Science degree in Real Estate Finance from Denver University. He is a member of the Pension Real Estate Association, the International Council of Shopping Centers and is on the Advisory Board for Institutional Real Estate Inc.'s Emerging Leaders program. He is a Series 7 and 63 Registered Representative.

Shauna Dills is a Senior Vice President in Heitman's Client Service & Marketing group and is responsible for developing and maintaining relationships with the consultant community in the US. Shauna began her career at Heitman as a REIT product specialist and was responsible for servicing and marketing to the retail channel, including major wirehouses and brokerages. Prior to joining Heitman, she worked for Fifth Third Bank as a branch manager. Shauna received an MBA with a concentration in Real Estate Finance and Investment from DePaul University's Kellstadt Graduate School of Business and a BS from West Virginia State University. She is a Series 7, 63, and 79 Registered Representative and a member of the Pension Real Estate Association.

Jenny May is an Assistant Vice President in Heitman's Client Service & Marketing group. She is responsible for assisting with the client service and marketing of Heitman's private real estate equity, real estate debt and public real estate securities strategies to investors worldwide. Jennifer prepares marketing materials, as well as other internal and external communications, and also assists with coordinating events for the firm. Prior to joining Heitman, she worked as a senior accountant at LaSalle Investment Management, a real estate investment management firm, where she was responsible for the consolidation and financial reporting of various commingled funds. Jennifer began her career at KPMG as an audit associate in the financial services business line. Jennifer received a BS and Masters in Accountancy from the University of Illinois at Urbana-Champaign. She is a CPA and a FINRA Series 7 Registered Representative.

Heitman US Focused RE Securities Strategy

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- Heitman Real Estate Securities LLC** ("HRES") is an investment adviser specializing in the investment of equity, convertible and debt instruments of North American publicly traded real estate related companies (REITs – real estate investment trusts and REOCs – real estate operating companies). **Heitman International Real Estate Securities GmbH** ("HIRE") is an investment adviser specializing in the investment of equity, convertible and debt instruments of European publicly traded real estate related companies. **Heitman International Real Estate Securities HK Limited** ("HIRE HK") is an investment adviser specializing in the investment of equity, convertible and debt instruments of Asia / Pacific publicly traded real estate related companies. **Heitman International Real Estate Securities Pty Limited** ("HIRE PTY") is an investment adviser specializing in the investment of equity, convertible and debt instruments of Asia / Pacific publicly traded real estate related companies. HRES, HIRE and HIRE PTY HIRE HK (collectively, "Company") are limited liability companies whose sole member is Heitman LLC. The members of Heitman are KE I LLC and KE 2 LLC, both members are comprised of a group of key Heitman employees.
- This composite includes all discretionary, US Focused, invested primarily in US publicly traded real estate securities. Additional information on Heitman's cash flow policy is available upon request. This composite is benchmarked to the Wilshire US Real Estate Securities Index. This composite was previously known as the US Focused Wilshire Strategy Composite.
- The Company claims compliance with Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with GIPS standards. The Company has been independently verified for the periods of January 1, 1993 through December 31, 2017. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The verification and performance examination reports are available upon request.
- Trade date settlement valuation is used and dividends are recorded on "ex-date" for this composite. This composite is denominated in US dollars.
- The Wilshire US Real Estate Securities Index ("Wilshire US RESI") is a market capitalization weighted index of publicly traded real estate securities including REITs and REOCs. Beginning in January, 2005 the Wilshire US RESI is presented in the "float adjusted" version. Prior to January, 2005 the Wilshire US RESI was presented in the "full cap" version. The Indices are presented for illustrative purposes only and are not intended to imply Heitman's past or future performance. The performance of the Indices assumes dividend reinvestment, but do not reflect transaction costs, advisory fees, custodian fees, trading costs and other costs of investment. Individuals cannot directly invest in any of the Indices described above.
- The dispersion of annual returns is measured using a simple annual standard deviation of accounts in the composite for the entire year. For the purpose of this presentation, a significant population count is defined as more than 5 accounts in the composite. Periods with five or fewer accounts are marked "N/A".
- Accounts meeting the criteria explained in item 2. above are included in this composite in the first full month under management. Terminated accounts are included in this composite through completion of their last full month under management. Prior to July 1, 1996, accounts were included in the composite on inception date and excluded on termination date. Beginning in October, 2005, account withdrawal cash flows are recorded on the date the cash is raised for withdrawal. Prior to October, 2005, account withdrawal cash flows were recorded on the date the cash was withdrawn from the account by the client/custodian. This composite was created in August 2000.
- Representative fee schedule is as follows: first \$25 million – 0.75%; over \$25 million to \$100 million – 0.65%; over \$100 million to \$250 million – 0.60%; over \$250 million – 0.55%. Advisory fees are described in Part II of Form ADV (copy available upon request).
- Performance results are presented gross and net of management fees. Gross of fees performance is presented before management fees, but after all relevant trading expenses and other expenses that may be incurred in the management of an account and all applicable non reclaimable withholding taxes. Net of Fees performance is presented after management fees and any performance fees, all relevant trading expenses and other expenses that may be incurred in the management of an account and all applicable non reclaimable withholding taxes. Composite descriptions, policies for calculating performance, preparing compliant presentations, and valuing portfolios are available upon request. Past performance is no guarantee of future results. Advisory fees are described in Part II of Form ADV (available upon request).

Year	Total Return Net of Fees (percent)	Total Return Gross of Fees (percent)	Wilshire US RESI Return (percent)	Number of Portfolios	Standard Deviation	Total Composite Assets at End of Period (\$ millions)	Total Firm Assets at End of Period (\$ millions)	Percentage of Firm Assets	Three Year Annualized ex-post Standard Deviation Composite	Three Year Annualized ex-post Standard Deviation Wilshire US RESI Index
2000*	6.28	6.47	4.12	less than 5	N/A	37	903	4.0	N/A	N/A
2001	12.49	12.97	10.45	less than 5	N/A	42	926	5.0	N/A	N/A
2002	5.12	5.58	2.63	less than 5	N/A	44	1,009	4.0	N/A	N/A
2003	35.87	36.36	37.06	less than 5	N/A	60	1,868	3.0	N/A	N/A
2004	39.85	40.51	34.78	less than 5	N/A	15	2,759	0.5	N/A	N/A
2005	14.47	15.24	13.82	less than 5	N/A	18	3,027	0.6	N/A	N/A
2006	27.52	28.09	35.67	less than 5	N/A	22	5,082	0.4	N/A	N/A
2007	-14.34	-14.06	-17.66	less than 5	N/A	0.06	4,208	<0.1	N/A	N/A
2008	-35.74	-35.20	-39.83	less than 5	N/A	0.04	2,071	<0.1	N/A	N/A
2009	32.81	33.92	29.20	less than 5	N/A	16	5,582	0.3	N/A	N/A
2010	24.69	25.57	29.12	less than 5	N/A	22	2,789	0.8	N/A	N/A
2011	12.17	12.93	8.56	less than 5	N/A	27	2,398	1.1	28.83	32.74
2012	16.44	17.24	17.55	less than 5	N/A	26	2,440	1.1	18.67	18.45
2013	0.66	1.34	2.15	less than 5	N/A	33	2,176	1.5	17.15	16.69
2014	37.76	38.67	31.53	less than 5	N/A	40	3,217	1.2	13.23	13.09
2015	6.05	6.76	4.81	less than 5	N/A	39	3,371	1.2	14.44	14.28
2016	8.32	9.03	7.62	less than 5	N/A	34	3,782	0.9	14.47	14.86
2017	4.81	5.50	4.84	less than 5	N/A	91	4,626	2.0	12.71	13.06
2018	-3.58	-3.04	-4.80	less than 5	N/A	231	5,424	4.3	13.24	13.54

*Returns are presented for the period August 1, 2000 through December 31, 2000

1. The results are gross of fees and calculated based on transactions. The results may vary slightly from the actual returns due to rounding, intra-day trading and fees.
2. Please note that the portfolio's performance as represented in this file is preliminary and may vary from the official result.
3. Attribution analysis are performed on a representative account in a strategy and not on the entire constituents of a strategy's composite. Therefore, there may be a disparity between the returns calculated through the attribution analysis for a representative account and a composite.

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