



# Montgomery Street Partners Firm Overview

## FIRM OVERVIEW

Montgomery Street Partners ("MSP") is a diversified commercial real estate investment private equity firm that invests across property types and geographies.

## EXPERIENCED TEAM

The MSP investment team has over 150 years of real estate investment experience, including over \$250 billion of transactional activity and experience managing portfolios at a prior financial services firm.

Prior to forming MSP, MSP's team members worked in real estate investment banking and private equity firms such as J.P.Morgan, Goldman Sachs, Harvard Management Company, RSF Partners, Brookfield, EQT Exeter, Banner Oak and KeyBanc Capital Markets.

## PARTNERSHIP PHILOSOPHY

MSP is committed to seeking advantageous investment opportunities across product types with sustainable growth prospects and barriers to entry where demand is primarily driven by demographic tailwinds.

In order to execute on a particular strategy or investment opportunity, MSP forms programmatic partnerships with best-in-class management teams that have a proven track record investing in a certain market or asset type.

## RISK MITIGATION

MSP seeks to generate value-add and opportunistic returns through asset repositioning, renovation or development while utilizing conservative capital structures and emphasizing downside risk protection.

## MSP FUND FOCUS

- MSP's primary investment strategy is to acquire aggregated portfolios of thematic real estate assets through captive operating platforms within a well-defined niche real estate sector.
- The MSP fund targets opportunistic and value-add real estate investment opportunities in the United States.

## INVESTMENT AREAS OF FOCUS

<b>MANUFACTURED HOUSING COMMUNITIES</b>	Manufactured housing is a defensive sector that exhibits elevated operating margins, low demand correlation with the broader economy and capital requirements that are lower relative to other real estate product types.
<b>GROUND LEAD REIT</b>	Unsubordinated ground leases offer long-term, durable, predictable and inflation-protected cash flows at a low attachment point that offers basis protection and security through economic cycles.
<b>PREFERRED EQUITY FOR MULTIFAMILY</b>	Originate preferred equity on multifamily assets with participating common equity features alongside an established platform with a 15-year track record of outperformance. Proprietary call options likely to be exercised at attractive market pricing in 2024-2026.
<b>MULTIFAMILY/ BUILD FOR RENT</b>	Acquisition and development of traditional multifamily assets in high growth markets. Opportunistically develop and lease-up BFR communities where fundamentals reward development risk.
<b>CURRENT OPPORTUNITY: MSP FUND IV</b>	MSP Fund IV is strategically positioned to capitalize on current dislocation in real estate markets by leveraging existing operating platforms and its market-leading experience as a platform builder to create new platforms in dislocated sectors.

## CONTACT INFORMATION

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