

CIM's Community Qualification Process

To help ensure the effectiveness of any real estate or infrastructure project, it's important to consider where the project will be located and clearly understand the needs of that community. Throughout its 25-year history of investing in communities, CIM has refined a distinct and repeatable process to identify locations for investment. Our work includes projects in communities across the Americas, including Downtown Los Angeles; Oakland, CA; and the NoMa district in Washington D.C.



Five-Point Process

Before making an investment, we identify communities that are most likely to benefit from our efforts and deliver value for our partners and co-investors. Next, we apply rigorous research to qualify the areas for investment ("Qualified Communities"). Since 1994, CIM has identified more than 120 Qualified Communities and invested in over 70.

The core of our community qualification process is based on five essential criteria:

1. Positive population trends
2. Broad public support for our approach
3. Private investment by other owners and operators
4. Areas underserved by real estate and infrastructure
5. Potential to deploy at least \$100 million of opportunistic equity within five years

This process combines quantitative analytics, such as demographic data and historical analysis, with a qualitative, on-the-ground understanding of a community's desires, needs and potential.



In-House Expertise

Once we've qualified a community, we tailor our work to meet the community's specific needs and maximize value for our partners and co-investors through:

Asset Type Flexibility

We have the in-house expertise across different asset types to be able to customize and execute project plans based on the community's needs.

Tenancing Flexibility

Our relationships with an extensive list of tenants supports our objective of delivering what the community needs.

Geographical Flexibility

Our broad market knowledge in communities across the Americas provides us with the flexibility to pursue investments where and when market dynamics meet our investment criteria.

Capital Stack Flexibility

Our experience in both equity and debt across various capital structures provides opportunities to transact in efficient and innovative ways.



Creating Value. Enhancing Communities.

Understanding the community and its needs prior to beginning a project helps support the success and long-term growth of the community. Our qualification process, coupled with our investments and long-term commitment to communities, has delivered results ranging from job creation to affordable housing and public spaces.

CIM's distinct and repeatable five-point community qualification process helps ensure that our work makes a positive impact and delivers appropriate financial metrics. This process is a critical component of our ability to enhance communities and create value for our stakeholders.



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