

iREOC Membership

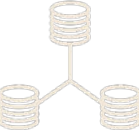
Investor Focused. Connecting People, Data and
Insights to Help REOC Partnerships Run Better

Investor Focused



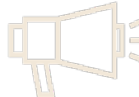
Web-Based Services

iREOC's website news is refreshed daily. It is the go-to site for investors, investment managers and real estate operating companies working within the institutional real estate marketplace.



Databases

Our IRE.IQ database is like having your own research department. Investors receive access to hundreds of different proprietary searches; investment managers can purchase a paid subscription or receive access through sponsorship.



Membership and Advertising

Investment managers and real estate operating companies can raise their visibility to our exclusive investor audience.



Subscriptions

Investors receive only the news that is relevant to them; investment managers and real estate operating companies get inside knowledge on investor sentiment.



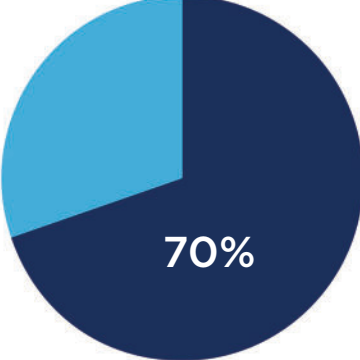
Events

Investors can enjoy IREI's marketing-free events where the manager/investor ratio is kept at 3:1; managers and real estate operating companies can also network in a relaxed environment where there is plenty of opportunity to meet the right investors.

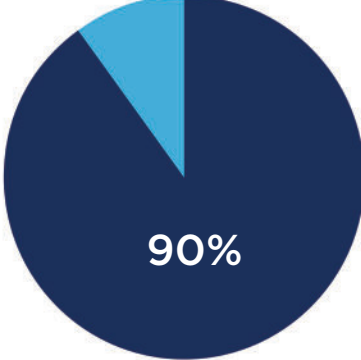
iREOC Value Proposition

The Institute for Real Estate Operating Companies (iREOC) is the only industry organization dedicated to connecting, engaging and empowering institutional investors, investment managers and real estate operating companies to form and run more profitable and productive REOC partnership investments. As an exclusive iREOC member, your firm will enjoy a rich array of benefits designed to better position you in the institutional investor community. iREOC is supported by the esteemed group of organizations who make up its Advisory Board as well as its more than 100 members. All have a commitment and a stake in this dynamic sector of the market.

IREI's Global Investor Audience



Capital



Real Estate Assets

Our global audience collectively controls roughly 70% of the more than \$60 trillion in capital held by institutional investors worldwide, and roughly 90% of the more than \$4.5 trillion in real estate assets currently held by these institutions.

As a part of the IREI platform, iREOC possesses unmatched capabilities to bring together leading professionals from across the global institutional real estate investment community.

iREOC Advisory Board

The iREOC Program Advisory Board is comprised of recognized industry leaders. The Board contributes valuable guidance in shaping our Annual Membership Meeting.

2026 PROGRAM ADVISORY BOARD

Peter Braffman
Managing Director
GCM Grosvenor

Krista Kerr
Managing Partner
1 Seed Partners

Brian Malliet
Chief Executive &
Chief Investment Officer
BKM Capital Partners

Brandon Sedloff
Chief Relationship Officer
Juniper Square

Grant Walker
Managing Director, Real Estate
Teacher Retirement System
of Texas

2025 PROGRAM ADVISORY BOARD

Alex Abrams
Partner
StepStone

Sam Fancher
Senior Vice President
GIC

Mo Saraiya
Deputy CIO & Head of
Platform Investments
Madison International Realty

Sally Stocks
Senior Portfolio Manager
California State Teachers'
Retirement System

Robin Zeigler
Founder & CEO
Mural Real Estate Partners

2024 PROGRAM ADVISORY BOARD

Elizabeth Bell
Co-Head of Real Estate
Hamilton Lane

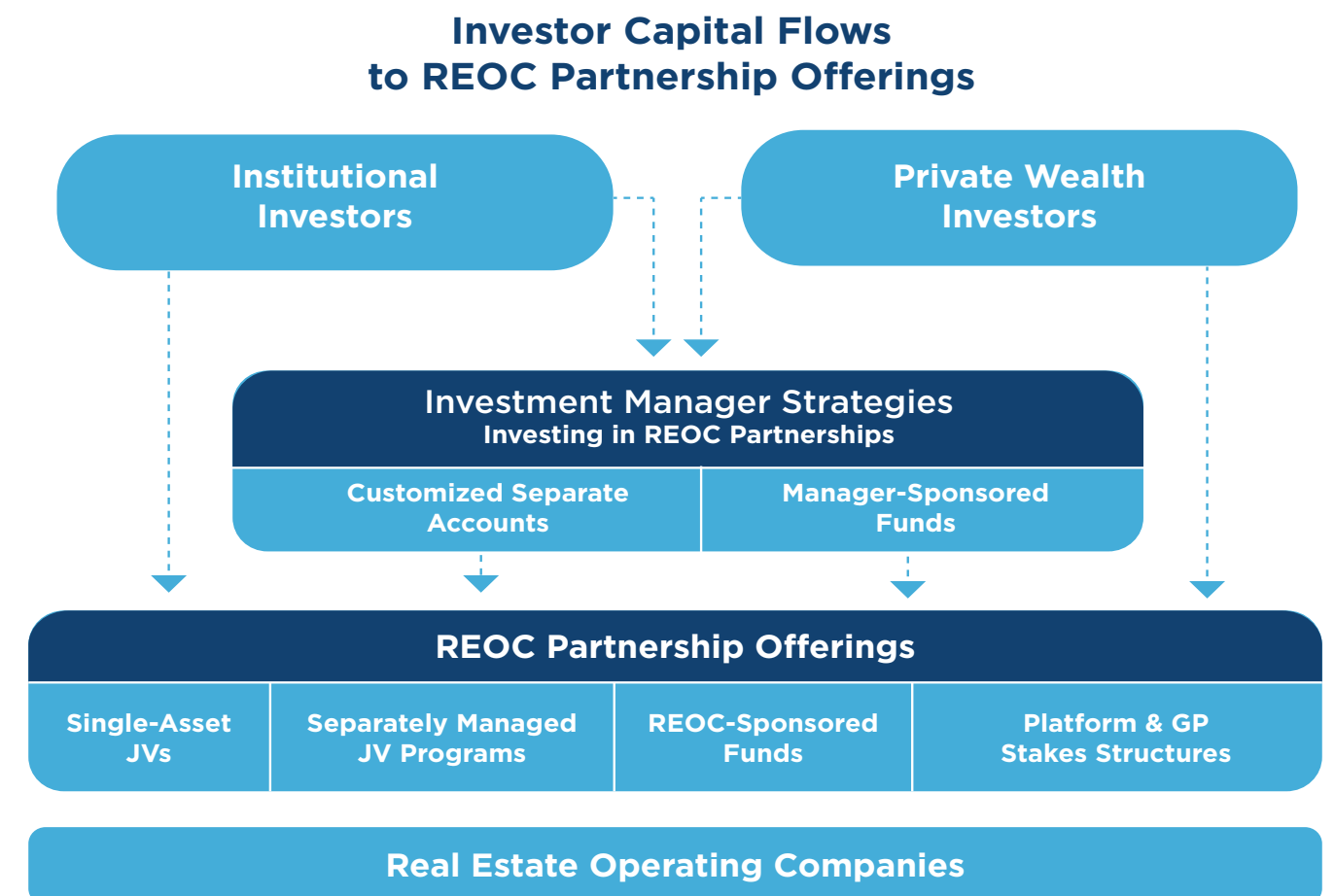
Roman Braslavsky
Partner, Head of Real Estate
Pantheon

Amy Curry
Partner, Chief Strategy Officer
Dermody Properties

Craig Rochette
Director, Real Estate Investments
Teacher Retirement System of Texas

Build your investor offerings strategy

iREOC's Advisory Board plays an integral part in promoting the development and adoption of workflow best practices for REOC partnership investments, which help investors, managers and real estate operating companies to maximize returns, lower costs and reduce risk.



Annual Membership

iREOC is an exclusive membership organization of institutional investors, investment managers, real estate operating companies and service providers engaged in the REOC partnership investment market. Membership in iREOC is only available to qualified applicants, and includes a package of benefits that arm them with the right knowledge and opportunities to enable them to connect with the right people.

Membership Qualifications

There are two organizational membership categories.

EXECUTIVE

- Reserved for institutional investors, investment managers and real estate operating companies. The typical tri-parties in REOC partnership investments.
- Policy ratio of only two REOC members to every one capital partner member (investors and investment managers).
- Qualified institutional investors eligible for complimentary executive membership.

ASSOCIATE

- Firm's actively engaged in providing services to investors, managers and operators investing in REOC partnerships. Examples include investment advisory consultants, investment banks, placement agents, mortgage lenders, research and technology.
- Supporting industry associations and academic institutions. Examples include CCIM Institute and NCREIF.
- Limited to a percentage of the Executive membership.

Membership Benefits

IREI Market Intelligence

- (3) Subscriptions to *Institutional Real Estate Americas*, IREI's monthly flagship publication
- (1) Copy of IREI's annual investor survey, *Institutional Real Estate Investor Trends*
- (1) Subscription to IREI's IRE.IQ database
- iREOC members highlighted in the *REOC Directory*

Events

- Eligibility to attend the "members only" iREOC Annual Membership Meeting. Additional cost of \$4,895 for the first registration. Each additional registration from your company at rate of \$3,495.
- Receive priority registration and a 10% discount to Visions, Insights & Perspectives (VIP) Americas conference
- Additional 10% discount on ad placements in IREI publications and consulting

Brand Awareness

- Recognition as an exclusive member of iREOC with tombstone advertising exposure in *Institutional Real Estate Americas, Europe and Asia Pacific*
- 2-page Member Profile or Interview to be posted to iREOC's website
- Your firm listed in the membership directory on iREOC's website
- Leadership recognition in the institutional investor community

BENEFITS	DETAILS	FULL VALUE
4-Color Advertorial (Profile, Interview)	2 Pages	\$9,400.00
Advertorial Prep Time		\$5,000.00
Minimum Number of Annual Ad Exposures	33+ (Membership ad runs in <i>Americas, Europe and Asia Pacific</i> publications)	\$15,950.00
(3) Subscriptions to <i>Institutional Real Estate Americas</i>		\$8,085.00
(1) Copy of IREI's annual investor survey, <i>Institutional Real Estate Investor Trends</i>		\$199.00
(1) Subscription to IREI's IRE.IQ database		\$3,995.00
Eligibility to Attend the "Members Only" iREOC Annual Membership Meeting.	Additional Cost of \$4,895 for the First Registration. Each Additional Registration from your Company at Rate of \$3,495.	N/A
Discounts on VIP Americas Conference Registration, Ad Placements in IREI Publications and Consulting	10%	Varies
TOTAL EQUIVALENT VALUE OF BENEFITS		\$42,629.00

ANNUAL MEMBERSHIP DUES

Annual Membership Dues for Non-Publication Sponsors	\$13,000.00
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***All membership benefits must be utilized within the term dates of the agreement.**

iREOC Member Directory

When you are an iREOC member, you gain leadership recognition in the institutional investor community and align your firm with an exceptional group of prestigious companies who you will build relationships with through our market intelligence and various networking opportunities.



The firms shown above account for only a fraction of our membership firms. iREOC currently has more than 100 firms participating in its membership program.

Members

Executive

INVESTORS/ CONSULTANTS

1 Seed Partners LLC
Abu Dhabi Investment Council
AFRE Capital, LLC
Alaska Electrical Pension Fund
Alaska Permanent Fund Corp.
Alberta Investment Management Corporation
AM alpha Kapitalverwaltungs-gesellschaft mbH
Amitim Senior Pension Fund
BDT & MSD Partners
BLG Capital Advisors
Brush Street Investments
California Institute of Technology
California Public Employees' Retirement System
California State Teachers' Retirement System
Capital Creek Partners
Cascade Asset Management Company
CBRE Investment Management Indirect Private Real Estate
Cos Capital
Employees Retirement System of Texas
Future Standard
GCM Grosvenor
GenTrust Wealth Management, LLC
GIC
Hamilton Lane
HB Wealth
Healthcare of Ontario Pension Plan
Jasper Ridge Partners
Laval University
Lenox West Capital
Liberty Mutual Group
Makena Capital Management, LLC
Maryland State Retirement and Pension System
Meiji Yasuda America Incorporated
Mercer Investment Consulting LLC
Merrimac Corp.
MIT Investment Management Company
MoDOT & Patrol Retirement System

Montana Board of Investments
New Jersey Division of Investment
New Mexico Educational Retirement Board
New York State Common Retirement Fund
New York State Teachers' Retirement System
North Carolina Department of State Treasurer
Oregon State Treasury
ORG Portfolio Management
Peachtree Group
Progeny 3, Inc.
Public Employee Retirement System of Idaho
Public Safety Personnel Retirement System of the State of Arizona
QuadReal
RCLCO Fund Advisors
Rice Management Company
San Antonio Fire & Police Pension Fund
San Diego State University Research Foundation
San Joaquin County Employees' Retirement Association
School Employees Retirement System of Ohio
State of Wisconsin Investment Board
StepStone Group Real Estate
Teacher Retirement System of Texas
Texas Municipal Retirement System
Texas Permanent School Fund
Texas Tech University System
Texas Treasury Safekeeping Trust Co.
TIAA Global Asset Management
Tokyu Land US Corporation
The Townsend Group
Trei Real Estate USA
University of California Regents
University of Chicago Endowment
University of Texas Investment Management, Co.
UPS Group Trust
Utah Retirement Systems
Willett Advisors LLC

INVESTMENT MANAGERS

ACRE
Almanac Realty Investors
Ambrose
American Landmark Apartments
Arctos Partners
Ares Management
Bailard
Belay Investment Group
Canyon Partners Real Estate
CenterSquare Investment Management
Cerberus Capital Management, L.P.
Cloud Capital
Conversant Capital LLC
Cortland
Crow Holdings
Forum Partners
FrontRange Capital Partners
GI Partners
Grandview Partners
Griffin Partners
Intercontinental Real Estate Corp.
JVP Management
Logistics Property Company
Madison International Realty
Matter Real Estate LLP
National Real Estate Advisors
Nuveen Real Estate
Pantheon Real Estate
Principal Asset Management
Range Equity Management
Sagard Real Estate
Silver Creek Advisory Partners
Standard Real Estate Investments
UBS Realty Investors LLC
Walden Oaks

REAL ESTATE OPERATING COMPANIES

The Amherst Group
Arden Logistics Parks
Banner Real Estate Group
BC Wood Properties
Berkeley Partners
Bixby Land Company
BKM Capital Partners
Blue Yonder Property Group
Bridge Industrial
Buckingham Co.
Carson Companies
Comunidad Partners
Continental Partners
Crow Holdings

Cypress West Partners
Davis
Davlyn Investments
Dermody
Embrey Partners
Equus Capital Partners, Ltd.
Fairfield
First Washington Realty, Inc.
GID
Hawthorne Residential Partners
Hilltop Residential
JPI
KETTLER
Landmark Properties
Loukas Development
LyvWell Communities
M2G Ventures
Marcus Partners
Marquette Cos.
MURAL Real Estate Partners
PEF Advisors
Ram Realty Advisors
Realberry Real Estate
Roundhouse
Rubicon Point Partners
ShopOne Centers REIT, Inc.
Skylight Real Estate Partners
Stablewood Properties
TGM
TSCG Investors
University Communities
Vermilion Development
Western National Group
Westport Properties | US Storage Centers

Associate

OTHER INDUSTRY SERVICE PROVIDERS

Alliance Global Advisors
ArcBridge Research Group
Baker Tilly
Candlewood Investors
CenterCap Group, LLC
Epic-ENSO Strategic Partners
Juniper Square
Lynx Capital, LLC
National Council of Real Estate Investment Fiduciaries (NCREIF)
Real Estate Fiduciary Services, LLC
Texas Association of Public Employees Retirement Systems (TEXPERS)
Thesis Driven
TSB Capital Advisors
Zilker Park Capital Group

IREI Market Intelligence

As an iREOC member you receive an array of IREI's products. From our flagship publication, *Institutional Real Estate Americas*, to many digital offerings, you will have invaluable news and data at your fingertips.



Institutional Real Estate Americas

Launched more than 30 years ago, *Institutional Real Estate Americas* is our flagship publication. Although it is written for the investor, advisers and other service providers can gain a competitive edge by getting keen insights as to how investors think and strategize.



Institutional Real Estate Investor Trends Report

IREI conducts this annual survey of the investor community and their key strategies for the upcoming year. Investment managers are kept in the know so they can adjust their products to align with those strategies.



iREOC Connect

This quarterly publication features the annual *REOC Directory*, which lists the leading U.S. real estate operating companies engaged in REOC partnership investments, specializing in all property types and geographic markets.

IREI'S IRE.IQ Database

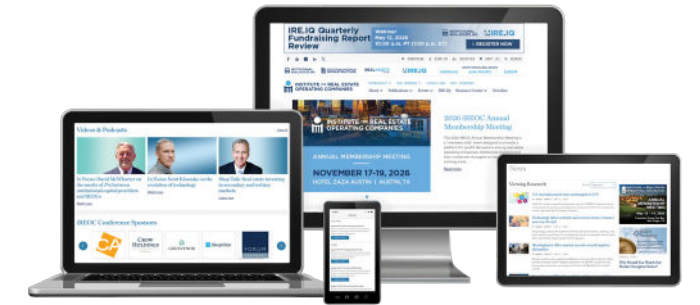


IREI has a long-established reputation and more than 33 years of experience researching and reporting on the institutional real estate investment markets. IRE.IQ tracks more than 6,000 global institutional real estate investment programs — over 1,100 of which are actively in the market now and seeking to raise a combined total of more than \$500 billion from institutional investors.

iREOC Newslines

iREOC Newslines features daily news tailored for joint venture participants. Distributed via our website and daily e-blasts to your inbox, this FREE news source is a quick and easy way to stay on top of all the latest industry news surrounding deals and joint ventures.

According to independent analysis, *Newslines* consistently reports more breaking news than its competitors, providing you with a distinct information advantage.



iREOC's Website

The online hub for products and services features daily news stories, videos and podcasts with industry experts, investment guides, a calendar of events, as well as current and past issues of IREI publications.

Networking

Whether at iREOC's Annual Membership Meeting or one of the iREOC-hosted events held throughout the year, your membership will deliver exceptional networking opportunities.



iREOC Annual Meeting

The iREOC Annual Membership Meeting is a “members only” event designed to provide a platform for candid discussions among real estate operating companies, institutional investors and their investment managers on forming and running more profitable and productive REOC partnership investments.

And, as part of the IREI platform, this meeting will uphold a strict ratio of only two real estate operating companies to every one institutional capital provider. This ensures that attendees are able to really engage and get to know one another both on a professional and personal level.

Visions, Insights & Perspectives (VIP)

Praised by attendees as the most productive, educational and networking events in the industry, IREI's VIP Americas, Europe and Infrastructure deliver rich content, expert speakers, interactive roundtables and a carefully controlled mix of attendees (typically a ratio of no more than 3 capital seekers for every capital provider) in first-rate venues. This “investor friendly” environment is ideal for relationship-building.

Testimonials

“The iREOC meeting is a great event, packed with so much content and expert speakers with candid discussions. For anyone investing with REOC partners, I would sincerely recommend the iREOC annual meeting.”



Sally Stocks,
*Senior Portfolio Manager,
California State Teachers'
Retirement System*

“For me, the iREOC annual meeting checks all of the key boxes: an intimate setting for LPs and GPs to actually talk and exchange ideas, a safe environment to have open conversations without the pressure of fulfilling any agenda, and panel discussions on topics that are organically sourced from the audience. I look forward to the event every year.”



Chad Burkhardt,
*Managing Director,
CenterSquare Investment
Management*

“I've been attending the iREOC Annual Membership Meeting for the past six years, and it's been a fantastic experience! If you're aiming to build your “Real Estate Operating Company platform” into generational wealth through enterprise value, show up and be real. By engaging in honest conversations, connecting with others, sharing insights, and referring people, I've truly created enterprise value. This event will provide you with the knowledge and guidance you need to achieve exponential growth through these dynamic times in the world of Institutional Capital for real estate GPs, whether you're an operator, allocator, fund investor, or syndicator.”



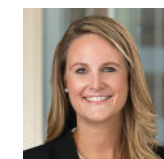
Brian Malliet,
*Chief Executive & Chief
Investment Officer, BKM
Capital Partners*

“I find the iREOC meeting to be a very valuable and well spent time with a wide variety of Investors and Operators openly sharing their experiences without a marketing bent. It is a very unique and enjoyable event.”



Nick Ryan,
*Executive Chairman & Partner,
Marquette Companies*

“The iREOC Annual Membership Meeting has become one of the very few places where investors, managers and operating partners can have truly candid conversations about REOC partnerships, capital flows and on-the-ground operating opportunities and challenges in a focused, members-only setting. I value how thoughtfully curated the agenda is and how it consistently brings together decision makers who are actively deploying and operating capital. Each year I come away with practical ideas that we can implement with our REOC partners and a stronger network of peers who are seeing interesting opportunities and facing similar challenges. For any institutional investor or operator serious about establishing or growing REOC partnerships, this is a meeting well worth prioritizing.”



Elizabeth Bell,
*Co-Head of Real Estate,
Hamilton Lane*

CONTACT US

If you have any questions about iREOC membership or any of our products and services, please contact us.



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