

# RXR COMPETITIVE ADVANTAGES: "POWER OF LOCAL"

RXR168 Alpha Group Capital

- Since 2007, RXR's focus has been the New York Metropolitan area; RXR believes it has stayed ahead of trends and sought new avenues for growth that leverage its multi-disciplinary skill-set
- RXR believes its focused, regional investment strategy provides what it considers to be unprecedented "**Power of Local**" advantages:
  - Ability to manufacture opportunities that produce what RXR considers to be superior risk-adjusted return opportunities
  - Long-term relationships with owners, tenants, brokers, contractors and local municipalities
    - Continually seek a keen understanding of the needs of our constituents and how best to address them
  - Quickly recognize current market trends to stay ahead of the competition when sourcing opportunities
  - Exceptional access to tenants and understanding of tenant dynamics
  - Regional buying power to operate properties more efficiently *(R) Signifies a rendering.*



Relationship driven deal flow → Unique, off-market investment opportunities

Experienced organization → Ability to execute highly complex, structured transactions across different asset classes

Geographic focus → Enhanced underwriting capability

Access to capital → Established credibility to close

While a concentration in investments and specific geographic location may benefit the portfolio when the manager is correct in its assumptions, any economic downturn or unforeseen locational disruption to the specific geographic location may result in a greater impact on the portfolio. Past performance is not indicative of future results.

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