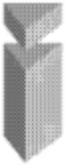


# GTIS Competitive Advantages in Opp Zone Investing



## Hybrid Allocator / Operator Model

- Allocator – enables diversification across markets and partners
- Developer/Operator – direct development or construction oversight of JVs critical for execution in Opp Zones

## Opportunity Zone Experience

- Prior deals – 7 projects with over \$180m of equity commitment, including 1.8m sq.ft. of commercial and 4,000 planned residential units (1,200 affordable)
- Identified pipeline – extensive deal pipeline following the same strategy\*

## Market Research

- Dedicated research team to evaluate and select Opp Zones with the most potential
- National level – identify demographic and economic trends, compare across markets to diversify sources of risk
- Local submarket research – identify specific local job, supply/demand drivers

## Fund Management Platform

- Critical to manage tax aspects of complex structures, provide first class client service

## ESG Focus

- Environmental – GTIS funds have placed at the top of their categories in GRESB surveys
- Social – developing GTIS social impact score to enhance focus on social issues
- Governance – transparency, access, diversity

\*There can be no guarantee that the projects will be consummated by GTIS Qualified Opportunity Fund LLC or at all