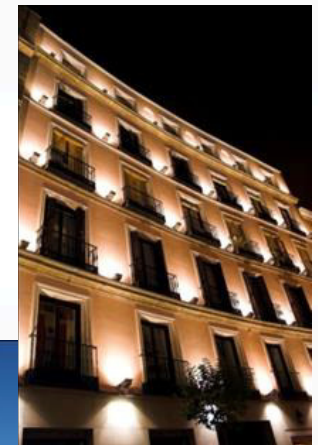
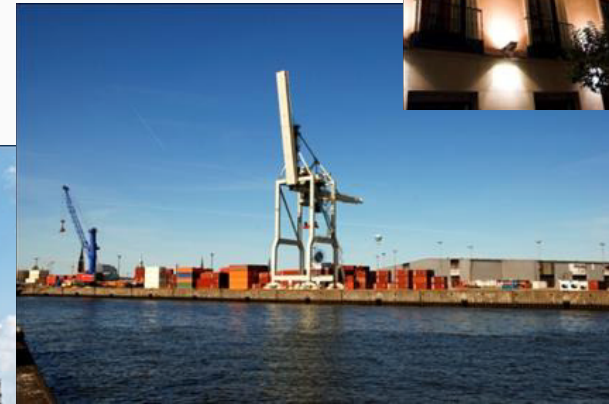


# Real Assets

- ▶ Endowments Usually Have Large Exposure
- ▶ Excellent Inflation Hedge
- ▶ Illiquidity Opportunity



Images for illustrative purposes only.

# Real Assets: Real Estate

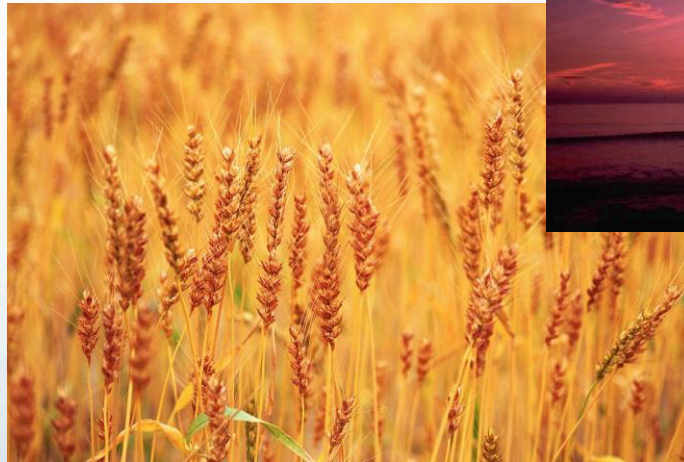
## Individual Investors

- ▶ Pooled or Direct Investments into Hard Assets Similar to Endowments
  - Correlate More Closely with Hard Assets than Stocks
- ▶ Traded REITs = Stocks
  - *NOT Real Assets*
  - High Equity Correlation
- ▶ Similarity is What they Buy
- ▶ Little Performance Correlation

Real Estate Investment Trusts are a longer-term illiquid investment and may not be suitable for all investors. Participation in a real estate program is an investment in the program and not a direct investment in real estate or any other asset owned by the program. Vacancies can negatively impact income and capital gains potential. Investments in real estate may be affected by adverse economic conditions and regulatory changes. This is neither an offer nor a solicitation to purchase any products, which may be done only with a current prospectus. Investors should consider their investment objectives and risks, along with the product's charges and expenses before investing. Please read the prospectus carefully before investing.

# Real Assets: Hard Asset Equivalents

- ▶ Oil and Gas
- ▶ Royalty Programs
- ▶ Other Forms of Commodities



Images for illustrative purposes only.

# Private Equity

Diversified Equity Not Traded on Public Markets

- ▶ High Return Opportunity
- ▶ Correlation Unpredictable
- ▶ Growing Options
- ▶ Higher Risk



# Hybrid PE or Debt

- ▶ Loan with Possible Equity Kicker
- ▶ Business Development Co. Structure
- ▶ Total Return Targets Usually
  - Greater Than Debt
  - Less the Private Equity
- ▶ Similar Risk Profile to PE
- ▶ Credit Markets Creating Opportunity
- ▶ Many Offerings Are Debt Only

