



# CenterSquare U.S.

## REAL ESTATE SECURITIES STRATEGY

Third Quarter 2018

### ABOUT CENTERSQUARE

CenterSquare Investment Management LLC (“CenterSquare”) is a global investment manager focused on actively managed real estate and infrastructure strategies. As specialists in real assets, CenterSquare executes investment strategies to enhance the performance and resiliency of our clients’ investment portfolios. CenterSquare’s management team holds an average of 28+ years of experience, with expertise across real assets and the liquidity spectrum.

CenterSquare is owned by a partnership between its management team and private equity partner Lovell Minnick Partners LLC, and is headquartered in Philadelphia with offices in Los Angeles, Denver, London and Singapore. As of September 30, 2018, CenterSquare manages over \$10 billion in assets on behalf of some of the world’s most well-known institutional and private investors.<sup>1</sup>

### INVESTMENT MINIMUMS

Separately Managed Accounts  
minimum \$5 MM  
Commingled Funds  
minimum \$1 MM

<sup>1</sup> Source: CenterSquare, AUM based on fair value as of 9/30/18 of client investments determined in accordance with generally accepted accounting principles. Fair value of publicly traded real estate and infrastructure securities are based on last sale prices listed on nationally established exchanges. Private equity AUM represents net equity investment values. Private equity values are generally derived based on discounted cash flows of underlying property investments.

### INVESTMENT OBJECTIVE

The CenterSquare U.S. Real Estate Securities Strategy invests in a diversified portfolio of publicly traded real estate securities, such as Real Estate Investment Trusts (REITs) and Real Estate Operating Companies (REOCs), and seeks to outperform the benchmark FTSE Nareit Equity REITs Index on an annual basis.

### INVESTMENT PHILOSOPHY

Real estate securities (such as REITs and REOCs) can play an integral role in a multi-asset class portfolio for both offensive and defensive reasons. Real estate securities can offer diversification, generate a relatively high level of current income and provide liquidity. They also can reduce volatility and provide low correlation with other asset classes as well as diversification across regions and sectors.

### INVESTMENT STRATEGY

CenterSquare’s strategy is to invest in a diversified portfolio of real estate securities identified as undervalued vs. their peers to seek high, risk-adjusted returns for our clients. CenterSquare aims to uncover low-relative price opportunities across sectors and at different turning points in the real estate cycle by looking beyond the obvious factors of stock price and underlying real estate value. CenterSquare’s strategy recognizes that real estate securities are not simply stock, or real estate, but hybrid financial investments. As such, they are valued on a number of factors, such as the value of the firm’s property portfolio, as well as critical business and market factors, which include: the company’s capitalization, its position within public capital markets, and quality of its management team.

### FUNDAMENTAL ANALYSIS

Based on industry-specific analyses that evaluate stock values as well as operational and qualitative factors such as management strength, asset quality and location and value creation strategies, CenterSquare constructs a portfolio of stocks that we believe offer the most promising total return potential. The portfolio is diversified across sector, region and company. Stock weightings are determined through the use of a rigorous risk control process, which helps enable CenterSquare to maximize the portfolio’s risk-adjusted total returns.

### WHY INVEST IN REAL ESTATE SECURITIES?

- Liquidity: more liquid and cost efficient way to invest in U.S. commercial real estate.
- Attractive Total Return: current income and capital appreciation.
- Diversification Benefits: low correlation to other asset classes and across regions and sectors.
- Inflation Hedge: has historically offered capital preservation and inflation protection.

For more information please reach out to us at [contactus@centersquare.com](mailto:contactus@centersquare.com) or visit [www.centersquare.com](http://www.centersquare.com)

## INVESTMENT TEAM

**E. Todd Briddell, CFA**  
Chief Executive Officer,  
Chief Investment Officer

- Responsible for CenterSquare's public securities and private debt and equity advisory services
- 28 years of real estate investment experience, co-founder of real estate securities strategy in 1995
- B.S. in Economics from University of Pennsylvania's Wharton School of Business

**Dean Frankel, CFA**  
Global Head, Real Estate Securities

- Oversees the Global real estate securities team
- 22 years of real estate investment experience
- B.S. in Economics from University of Pennsylvania's Wharton School of Business

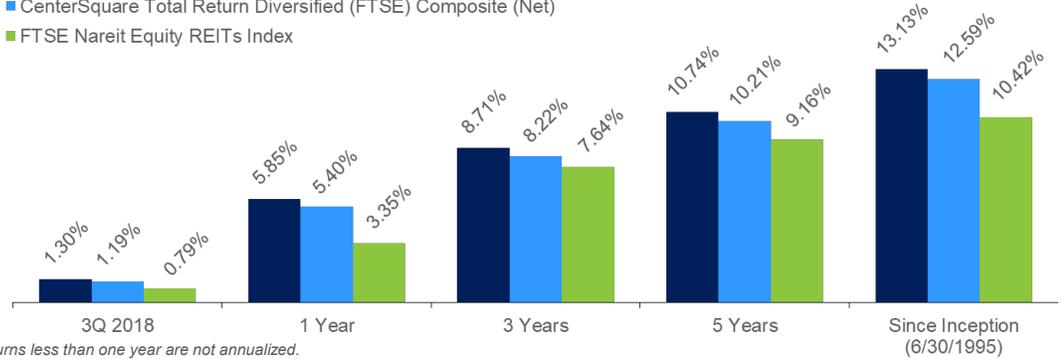
**Eric Rothman, CFA**  
Portfolio Manager

- Responsible for assisting Dean Frankel with the U.S. REIT strategy, including market research and analysis of real estate securities
- 23 years of REIT investment experience
- B.A. in Economics, International Relations and French from Boston University

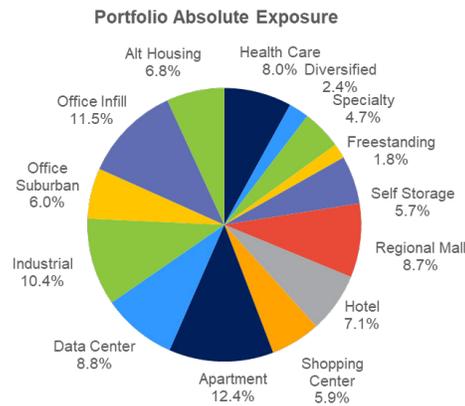
## INVESTMENT PERFORMANCE

### TOTAL ANNUALIZED RETURNS FOR PERIODS ENDING 9/30/18

- CenterSquare Total Return Diversified (FTSE) Composite (Gross)
- CenterSquare Total Return Diversified (FTSE) Composite (Net)
- FTSE Nareit Equity REITs Index



### SECTOR DIVERSIFICATION AS OF 9/30/18<sup>1</sup>

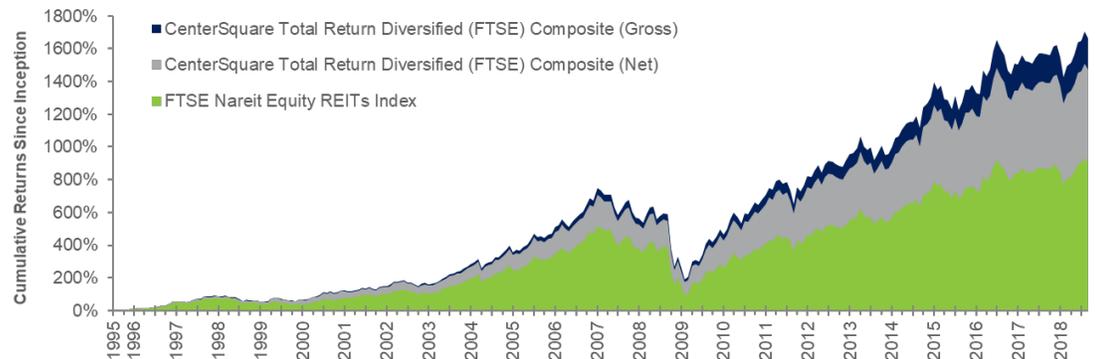


### TOP 10 HOLDINGS AS OF 9/30/18<sup>2</sup>

STOCK	SECTOR	WEIGHT
Simon Property Group Inc	Regional Malls	6.56%
Prologis Inc	Industrial	6.50%
Equinix Inc	Data Center	5.91%
Avalonbay Communities Inc	Apartments	4.89%
Boston Properties Inc	Office Infill	3.52%
Kilroy Realty Corp	Office Infill	3.09%
Ventas Inc	Healthcare	2.89%
Alexandria Real Estate Equit	Office Infill	2.80%
Cyrusone Inc	Data Center	2.75%
Cubesmart	Self Storage	2.63%
<b>Total Top 10 Holdings</b>		<b>41.55%</b>

\*Top 10 holdings based on market value. Percentages and portfolio holdings are subject to change without notice and may or may not represent current or future portfolio composition.

### CUMULATIVE RETURNS (INCEPTION DATE JULY 1995 THROUGH SEPTEMBER 2018)



This material is provided for general information only and should not be construed as investment advice or a recommendation. You should consult with your advisor to determine whether any particular investment product or investment strategy is appropriate.

The Total Return Diversified (FTSE) Composite ("Composite") strategy focuses on investing in a diversified portfolio of real estate securities, such as real estate investment trusts ("REITs") and real estate operating companies. The Composite includes all discretionary, fee-paying portfolios invested in the total return strategy that are using the FTSE Nareit Equity REITs Index as their primary benchmark, and consisted of 43 accounts with a market value of \$3,479 million as of June 30, 2018. Performance results are calculated on a total return basis and include dividends and interest and all realized and unrealized capital gains. Gross of fee returns include trade-related costs, but do not reflect investment management fees earned by CenterSquare. Net of fee returns reflect investment management fees earned by CenterSquare. The Composite returns consist of size-weighted portfolio returns using beginning of period values to weight portfolio returns, and valuations and returns are computed and stated in U.S. dollars. **Past performance does not guarantee future results.** Many factors affect performance, including changes in market conditions and interest rates, as well as the market's response to economic, political, and/or financial developments. The FTSE Nareit Equity REITs Index is a free float market capitalization-weighted index measuring equity tax-qualified real estate investments trusts which meet minimum size and liquidity criteria and are traded on the New York Stock Exchange, the American Stock Exchange, and the NASDAQ National Market System. The FTSE Nareit Equity REITs Index is part of the FTSE Nareit U.S. Real Estate Index Series. The index performance presented is based on total return calculations which add the income a stock's dividend provides to the performance of the index. This benchmark does not reflect investment management fees and is for illustrative purposes and should not be relied upon as an accurate measure of comparison. An investor should consider the investment objective, risks, charges and expenses carefully before investing in the strategy. To receive a complete list and description of CenterSquare composites and/or a presentation that adheres to the GIPS standards, contact CenterSquare at ContactUs@centersquare.com or 610-818-4627. CenterSquare assumes no responsibility for the accuracy or completeness of the above data and disclaims all expressed or implied warranties in connection therewith. Material in this publication is for general information only and is not intended to provide specific investment advice or recommendations for any purchase or sale of any security or commodity. Certain information contained herein is based on outside sources believed to be reliable, but their accuracy is not guaranteed. Investment products (other than deposit products) referenced in this material are not insured by the FDIC (or any other state or federal agency), are not deposits of or guaranteed by CenterSquare or any bank or non-subsubsidiary thereof, and are subject to investment risk, including the loss of principal amount invested. FTSE Data disclosure: Source: FTSE International Limited ("FTSE") © FTSE 2017. FTSE® is a trade mark of the London Stock Exchange Group companies and is used by FTSE under licence. All rights in the FTSE indices and / or FTSE ratings vest in FTSE and/or its licensors. Neither FTSE nor its licensors accept any liability for any errors or omissions in the FTSE indices and / or FTSE ratings or underlying data. No further distribution of FTSE Data is permitted without FTSE's express written consent.

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<sup>1</sup> Percentages are subject to change without notice and may or may not represent current or future sector diversification. Percentages are based on one representative account in the Composite.

<sup>2</sup> The specific securities identified are not representative of all of the securities purchased, sold or recommended for advisory clients. It should not be assumed that an investment in the securities specified was or will be profitable. There is no guarantee that a particular client's account will hold any or all of the securities identified. The portfolio holdings are representative holdings for one client account in the Composite.

