



Inland Private Capital Corporation

The Leader in Real Estate Private Placements

Inland Private Capital Corporation specializes in offering a diverse menu of Section 1031 exchange investment opportunities and defined-asset private placements throughout the United States.



> The Inland Private Capital Corporation Story

Inland Private Capital Corporation (IPC) is recognized as the industry leader in securitized 1031 exchange transactions. A subsidiary of Inland Real Estate Investment Corporation (Inland Investments) and a part of The Inland Real Estate Group of Companies, Inc. (Inland), IPC offers a variety of private placement real estate investment solutions to accredited investors as an alternative to traditional stocks and bonds. Many of its offerings are designed to qualify as replacement property for an IRS Section 1031 exchange through a multiple-owner investment structure.



Inland has been delivering value to investors for 50 years. Established in 1968 by four Chicago Public School teachers, Inland is involved in every aspect of commercial real estate. Inland's four founding principals – Dan Goodwin, Bob Baum, Joe Cosenza and Bob Parks – began investing in real estate part-time to earn extra cash while working full-time as school teachers. In the early 1970s, the group took a leap of faith and started full-time careers in real estate. Their first investors were other teachers, family members and friends. This personal connection and responsibility to investors created a culture of putting investors first, which endures today across Inland's business entities.

Evolution of IPC

Inland's early investments consisted of limited partnerships including private, single asset and tax-sheltered partnerships. Partnering with broker dealers to raise capital, Inland offered its first public investment in 1985, which led to further public offerings consisting of mortgage, monthly income, growth and land funds.

The Tax Reform Act of 1986 permanently changed tax-sheltered limited partnerships. While many sponsors walked away from these investments and lost investor capital, Inland chose to make a commitment to its investors by strategically using 1031 exchanges and moving investors into new investments where they could continue to build equity. In fact, the 1031 exchange investment vehicles used were Walmart stores and, at one time, Inland was Walmart's largest landlord.

Surpassing 58,000 total investors, Inland realized the need for a separate organization to meet the growing demand for 1031 exchange transactions and created IPC, formerly Inland Real Estate Exchange Corporation, in 2001.

IPC-sponsored private placements through 2018 have been made up of **621 properties** comprised of more than **44 million square feet** of gross leasable area across the primary commercial real estate sectors.

Acquisitions Since Inception



\$3.08 Billion



\$523.83 Million



\$204.58 Million



\$2.85 Billion



\$277.14 Million



\$1.33 Billion



\$241.03 Million



\$40.80 Million

IPC has **sponsored 231 private placement programs** since inception:

**Offered more than
\$4.5 Billion in equity**

**Serving more than
12,500 investors**

“ Integrity, expertise and innovation are the three hallmarks of Inland. We are constantly reinforcing the importance of both research and market-driven product development, with an unwavering focus on delivering performance to our investors.

Keith Lampi

President, Chief Operating Officer and Director
Inland Private Capital Corporation

IPC Track Record of Success

IPC has completed 65 program dispositions since inception producing weighted average total returns at more than 122 percent for each asset class.

Program Dispositions

	RETAIL	OFFICE	MULTIFAMILY	INDUSTRIAL	STUDENT HOUSING	HEALTHCARE
Cumulative Sales Price	\$632,978,911	\$247,009,165	\$236,266,108	\$118,170,041	\$81,721,250	\$59,100,000
Weighted Avg. Total Return	134.59%	122.29%	136.10%	133.38%	128.33%	142.10%
Weighted Avg. ARR	7.10%	4.11%	12.63%	5.96%	10.63%	11.23%
Number of Programs	42	9	5	7	1	1

Metrics for Program Dispositions

Weighted Average Total Return is calculated by dividing the sum of amounts distributed to investors over the hold period of the investment plus the sale proceeds returned to the investors, by such investors' capital invested in the program inclusive of all fees and expenses. To determine the weighted average, the total return for each program is multiplied by the capital invested in that program, divided by total capital invested in all programs represented in the analysis.

Weighted Average Annualized Rate of Return (ARR) is calculated as the sum of total cash flows distributed during the term of the investment plus any profit or loss on the initial offering price, divided by the investment period. To determine the weighted average, the ARR for each program is multiplied by the capital invested in that program, divided by the total capital invested in all programs represented in this analysis.

The Weighted Average Total Return and Weighted Average ARR metrics presented above apply to those programs in which the property owned by such program was sold. Please note that this analysis does not include programs in which the subject property was in foreclosure. In such situations, IPC has negotiated with the applicable lender and advanced funds to the investors to allow the investors to exchange their beneficial interests in the original program for a proportional beneficial interest in a new program, in order to continue their Section 1031 exchanges and avoid potential capital gains and/or forgiveness of debt tax liabilities.

Disciplined Property Acquisition Process

Inland's leadership position in the marketplace coupled with its disciplined acquisition process provides a consistent flow of high quality investments for IPC programs.



Active Asset Management is Key

Active asset management involves analyzing market trends, economic and political data and company-specific news. Taking an active approach, from acquisition to disposition, adds value for tenants and increases potential earnings for investors.

IPC's real estate experts are engaged in the purchase, financing, management, leasing and sale of its properties to ensure the most efficient use of investor capital. With a focus on growing net operating income, IPC seeks to minimize costs and maximize rents while enhancing the tenant experience.

The IPC team takes a proactive disposition approach, and considers selling a property when the opportunity to produce the greatest possible return exists.



> Experienced Management Team

IPC believes the best investment vision comes from specialized teams with distinct perspectives, operating under an organized process with strong risk oversight. IPC's management team has substantial experience in all aspects of acquiring, owning, managing, operating and financing commercial real estate across diverse asset types.



Mitchell Sabshon
Chairman of the Board
and Director



Keith Lampi
President, Chief Operating Officer
and Director



Rahul Sehgal
Chief Investment Officer
and Director



Robert O'Connor
Chief Accounting Officer
and Treasurer



Joseph Binder
Executive Vice President,
Acquisition Structure and Finance



Dione McConnell
Senior Vice President, Operations



Nati Kiferbaum
Senior Vice President,
Head of Investment Product Strategy



Daniel Zatloukal
Executive Vice President, Asset Management
Inland Real Estate Investment Corporation



\$42,412,781

We believe personal investment in a company speaks volumes.

Since IPC's inception in 2001, Inland entities, employees, spouses, directors and affiliated employees have invested more than \$42 million in IPC-sponsored offerings, reflecting Inland's alignment with its investors. Invest alongside us.

AWARDS RECEIVED

ADISA | ALTERNATIVE & DIRECT INVESTMENTS



IPC was recognized in 2006 and 2016 for distinguished accomplishments that demonstrated commitment to excellence and service to the alternative investment industry.



Inland received the BBB's prestigious award in 2009, 2014 and 2017 honoring businesses that exhibit ethical practices in the marketplace.

The Inland Real Estate Group of Companies, Inc. is comprised of a group of independent legal entities, some of which may be affiliates, share some common ownership or have been sponsored and managed by Inland Real Estate Investment Corporation (Inland Investments) or Inland Private Capital Corporation (IPC), and are collectively referred to herein as "Inland." IPC is a subsidiary of Inland Investments and is a part of Inland.

Investments in offerings sponsored by Inland Private Capital Corporation (IPC) involve certain risks including but not limited to tax risks, general real estate risks, risks relating to the financing on the applicable property, if any, risks relating to the ownership and management of the property, risks relating to private offerings and the lack of liquidity, and risks relating to the Delaware statutory trust structure. In addition, IPC can give no assurance that it will be able to pay or maintain distributions, or that distributions will increase over time.

Important Risk Factors to Consider

An investment in an IPC-sponsored program is subject to various risks, including but not limited to:

- No public market currently exists, and one may never exist, for the interests of any IPC-sponsored program. The purchase of interests in any IPC-sponsored program is speculative and is suitable only for persons who have no need for liquidity in their investment and who can afford to lose their entire investment.
- IPC-sponsored programs offer and sell interests pursuant to exemptions from the registration provisions of federal and state law and, accordingly, those interests are subject to restrictions on transfer.
- There is no guarantee that the investment objectives of any particular IPC-sponsored program will be achieved.
- The actual amount and timing of distributions paid by IPC-sponsored programs is not guaranteed and may vary. There is no guarantee that investors will receive distributions or a return of their capital.
- Investments in real estate are subject to varying degrees of risk, including, among other things, local conditions such as an oversupply of space or reduced demand for properties, an inability to collect rent, vacancies, inflation and other increases in operating costs, adverse changes in laws and regulations applicable to owners of real estate and changing market demographics.
- IPC-sponsored programs depend on tenants for their revenue, and may suffer adverse consequences as a result of any financial difficulties, bankruptcy or insolvency of their tenants.
- IPC-sponsored programs may own single-tenant properties, which may be difficult to re-lease upon tenant defaults or early lease terminations.
- Continued disruptions in the financial markets and challenging economic conditions could adversely affect the ability of an IPC-sponsored program to secure debt financing on attractive terms and its ability to service that indebtedness.
- The prior performance of other programs sponsored by IPC should not be used to predict the results of future programs.
- The acquisition of interests in an IPC-sponsored program may not qualify under Section 1031 of the Internal Revenue Code of 1986, as amended (the "Code") for tax-deferred exchange treatment.
- Certain of the programs previously sponsored by IPC have experienced adverse developments in the past.

All data as of December 31, 2018.

The Inland name and logo are registered trademarks being used under license. Inland refers to some or all of the entities that are part of The Inland Real Estate Group of Companies, Inc., one of the nation's largest commercial real estate and finance groups, which is comprised of independent legal entities, some of which may be affiliates, share some common ownership or have been sponsored and managed by such entities or subsidiaries thereof. Inland has been creating, developing and supporting real estate-related companies for 50 years. This material has been distributed by Inland Securities Corporation, member FINRA/SIPC, dealer manager and placement agent for programs sponsored by Inland Real Estate Investment Corporation and Inland Private Capital Corporation, respectively.



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