

HEITMAN



THE SUNRISE CITY
FORT PIERCE
Florida

May 21, 2015



There is a difference – Experience.

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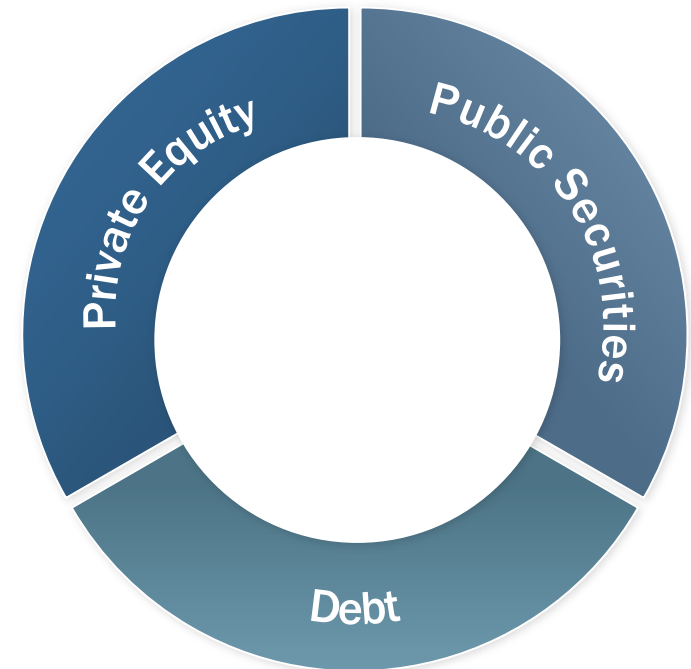
Please see appendix for important disclaimers and other important information.

In addition, please note that this presentation does not constitute (i) an offer to sell, or the solicitation of an offer to buy, any interests in any investment vehicle, or (ii) a solicitation for any investment advisory or asset management services of Heitman or any of its affiliates. Any such offer or solicitation, if made, will only be made by means of a placement memorandum (in the case of an investment vehicle) or a proposed investment advisory agreement (in the case of advisory or asset management services). Further, this presentation is subject to correction, completion and amendment without notice.



50
years investing
on behalf of clients
with an exclusive focus
on real estate

\$33
billion managed
across three complementary
business units



As of March 31, 2015

34

Heitman partners

from across the platform

own 50% of the company¹
and control all strategic and
day-to-day operational decisions

Alignment of interests

between the firm, employees, and our clients through equity ownership and performance-based compensation



Attract, reward, and retain **talented professionals** through career development opportunities

1. The remaining 50% is owned by a US subsidiary of Old Mutual, a publicly traded, London-based global financial services firm.

315

Employees

10

Offices

On-the-ground investment teams

applying experience, knowledge, and disciplined processes to meet or exceed client expectations



As of March 31, 2015

Heitman's senior management team has experience working together through multiple cycles to create innovative investment strategies



Heitman's Research team is led by Mary Ludgin and advised by Kevin Warsh¹

Research is active in the development and execution of all investment strategies

Interprets

economic, capital, and property market data from industry resources, asset and market tours, REIT management meetings, and Heitman's portfolio

Frames

the firm's view of the current environment to help shape investment strategies and drive performance

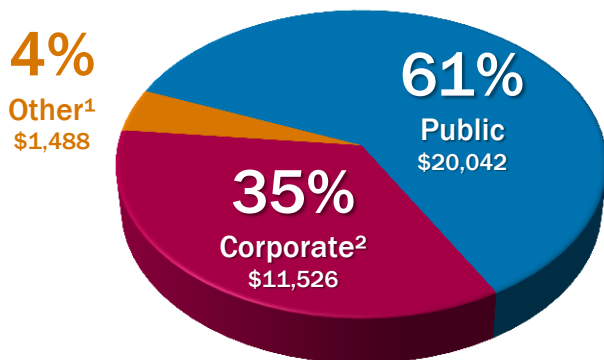
Participates

as members of the investment teams including Investment Committee approvals, business plans, leasing decisions, and hold/sell analyses

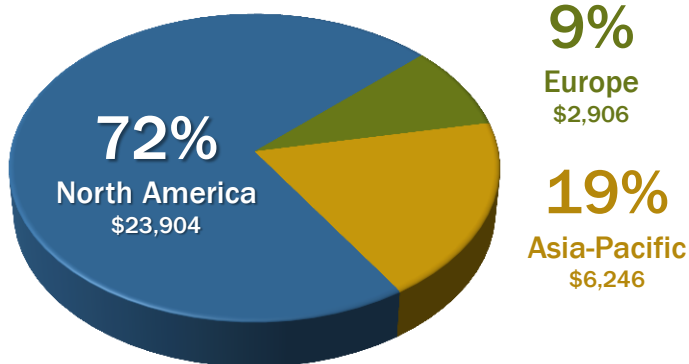
Refines market perspective from hands-on investment experience

1. Kevin Warsh is an independent advisor to Heitman on global macro-economic trends; a distinguished visiting fellow at Stanford University's Hoover Institution; and former member of the Board of Governors, Federal Reserve System.

Total AUM by Client Type



Total AUM by Domicile



AUM of \$33.1 billion as of March 31, 2015

Heitman selected clients for inclusion in this list to indicate the scope of clients served using the following criteria: category, geographic location, size, investment style and name recognition.

Only clients who have consented to their name appearing on this list have been included, however, their inclusion is not construed to be approval or disapproval of Heitman or its advisory services.

1. Other clients include: Individual, Endowment/Foundation, Union/Taft-Hartley, Insurance, and Fund of Funds

2. Corporate includes sub-advised and model-only portfolios

Representative Client List

- Advance Asset Management (Australia)
- APG Investments
- ATP Real Estate
- California State Teachers' Retirement System
- Exelon Corporation
- GE Capital Real Estate
- HI Asset Management Co., Ltd
- Inova Health System
- L-3 Communications Corporation
- Munich Ergo Asset Management GmbH
- National Pension Service (South Korea)
- Navy Exchange Service Command Retirement Trust
- New York State Common Retirement Fund
- Nomura Asset Management Co. Ltd.
- Ohio Public Employees Retirement System
- Pennsylvania State Employees' Retirement System
- Producer-Writers Guild of America
- Sompo Japan Nipponkoa Asset Management Co., Ltd.
- State Board of Administration of Florida
- State of Wisconsin Investment Board
- Stichting Instituut Gak
- Sunsuper (Australia)
- Teacher Retirement System of Texas
- Teachers' Retirement System of the State of Illinois
- The Korean Teachers' Credit Union
- Tokio Marine Asset Management Co., Ltd.

Innovative Global Real Estate Solutions

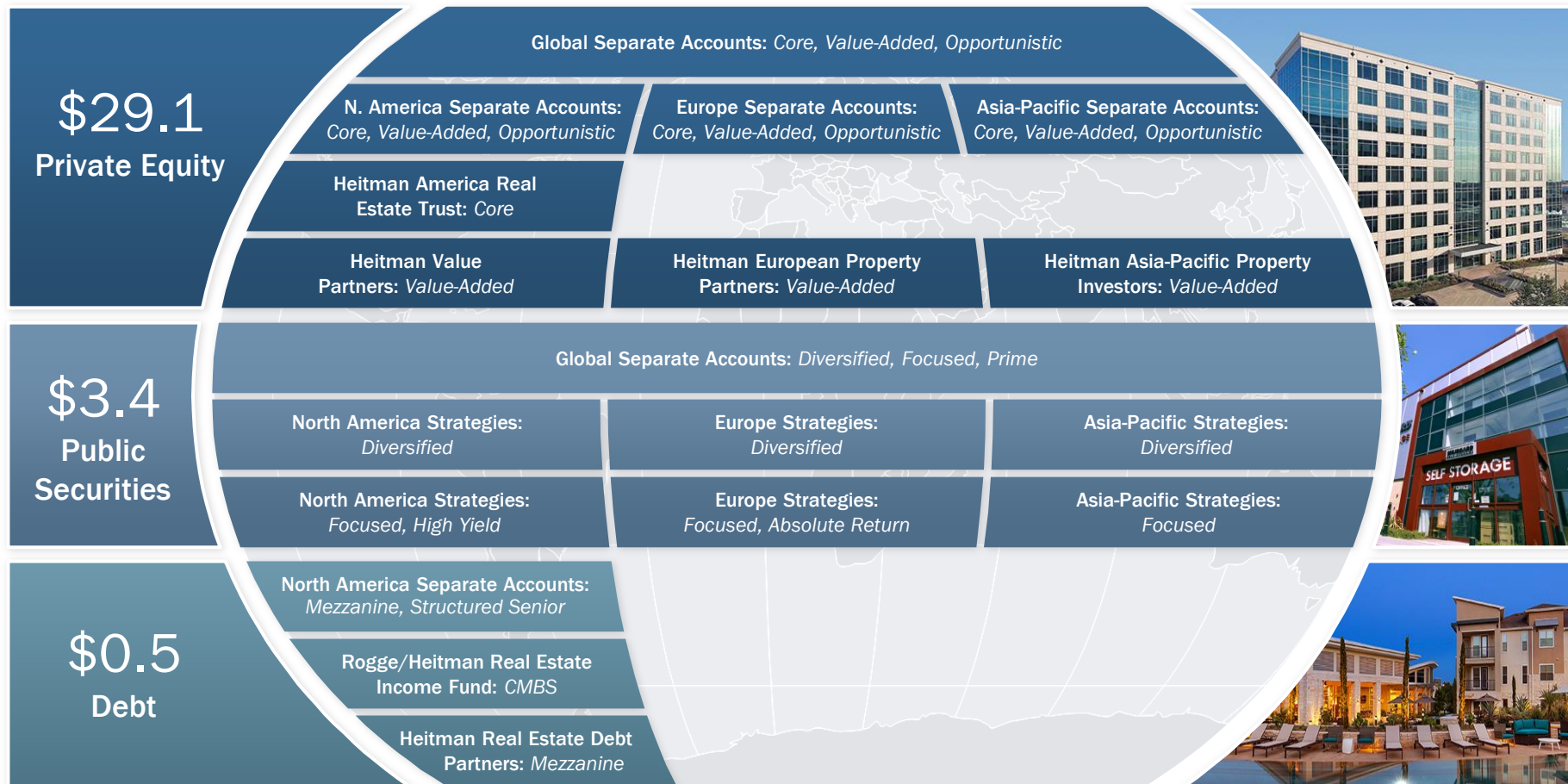
HEITMAN

\$27.8
North America

\$4.2
Europe

\$1.1
Asia-Pacific

(\$ in billions)



As of March 31, 2015

Due to rounding, values reported by business units may not equal the total AUM.

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INVESTMENT STRATEGY

Create a high-quality, low-risk portfolio of stabilized, income-producing assets diversified by property type and economic exposure through:

- Acquiring assets in infill locations within major metropolitan areas
- Focusing on strong site attributes, such as proximity to amenities and transportation networks
- Ensuring that assets are well-constructed, with features that will appeal to tenants over long periods of time



1225 Old Town – Chicago

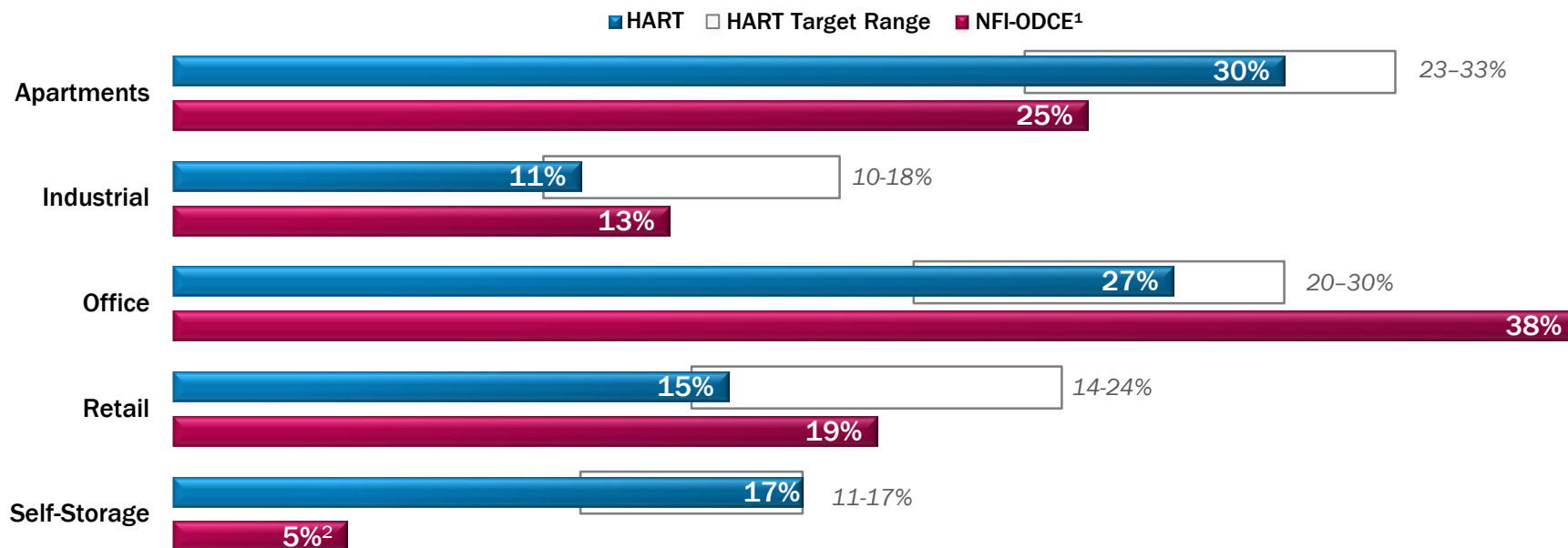
FUND GUIDELINES

Inception Date:	January 4, 2007
Fund Term:	Perpetual-life, open-ended
Risk Profile:	Core
Target Return:	Total return of NFI-ODCE plus 100 basis points over rolling 5 year periods
Leverage:	Maximum of 30% of gross asset value
Value Strategy:	Maximum of 15% of gross asset value
Max. Investment:	15% of net asset value in one property
Min. Investment:	\$5 million
Closings:	Closings occur quarterly



- HART's research-based strategic sector allocations continue to drive performance:
 - **Overweight apartments:** Favorable risk-adjusted return prospects
 - **Underweight office:** Volatile sector with cyclical income and high capital expenditures
 - **Dedicated self-storage allocation:** High current income, strong income growth, and low capital expenditures

Property Type Diversification and Target Ranges

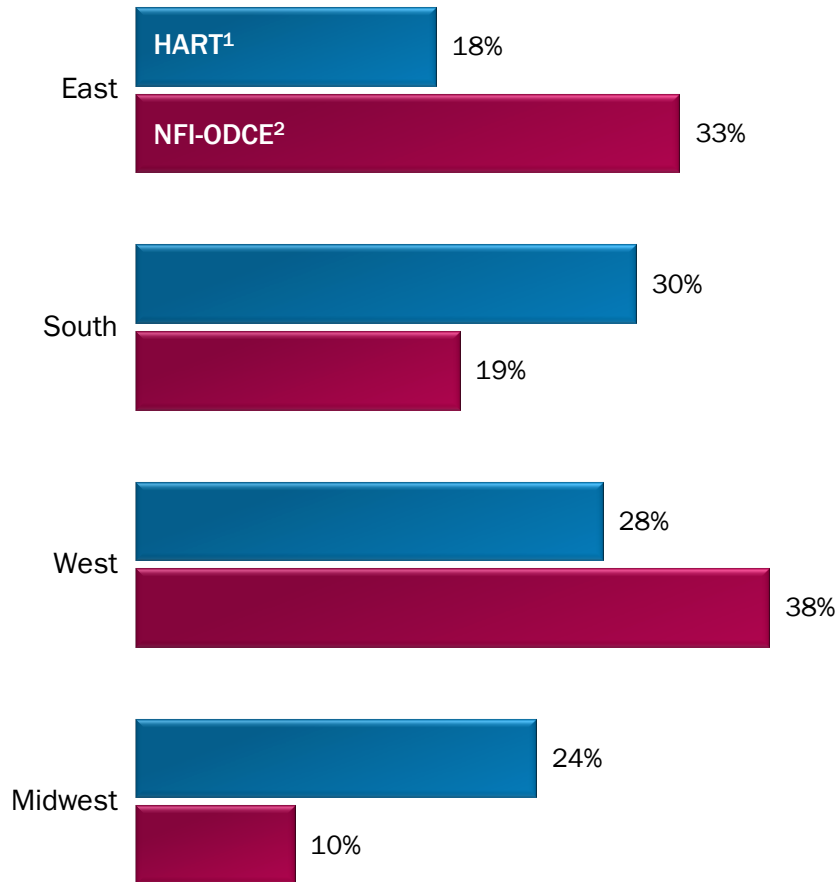


Based on net asset value as of March 31, 2015

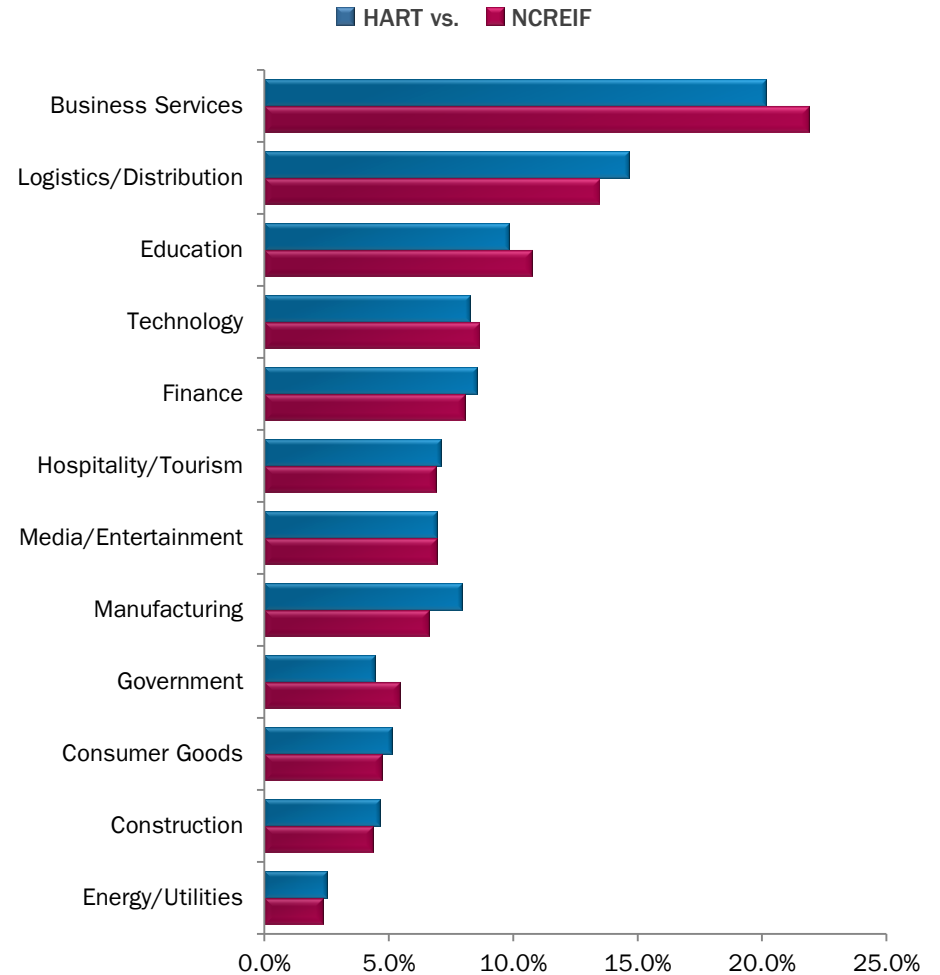
1. NFI-ODCE = NCREIF Fund Index - Open End Diversified Core Equity.

2. NFI-ODCE allocation includes 2% to Hotels and 3% to Other

GEOGRAPHIC DIVERSIFICATION:



ECONOMIC DIVERSIFICATION:



As of March 31, 2015

1. HART data based on net value

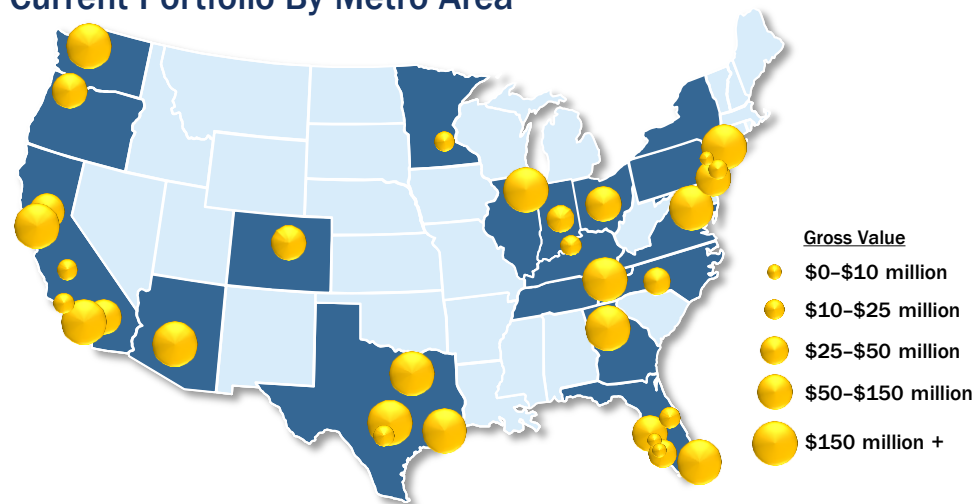
2. NFI-ODCE = NCREIF Fund Index - Open End Diversified Core Equity

Source: NCREIF Property Index; Moody's Analytics; Heitman Research as of December 31, 2014

FUND STATISTICS

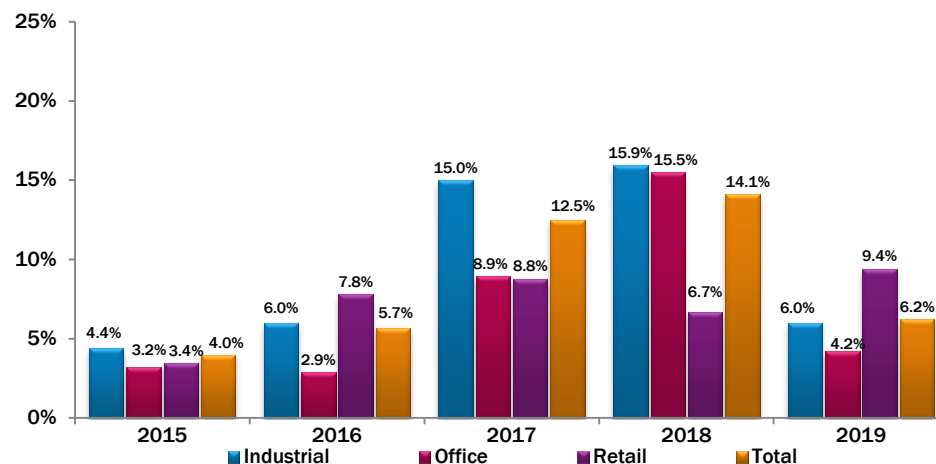
Gross Asset Value:	\$6.31 billion
Net Asset Value:	\$4.92 billion
Leverage Ratio:	22%
Number of Investors ¹ :	93
Number of Investments:	73

Current Portfolio By Metro Area



Property Type	Square Feet/Units	% Leased ²
Apartment	5,942 units	93%
Industrial	11,724,344 sf	98%
Office	3,694,733 sf	93%
Retail	4,231,707 sf	97%
Self-Storage	93,413 units	90%
Total:		94%

Lease Rollover Schedule Based On Sector Square Footage²

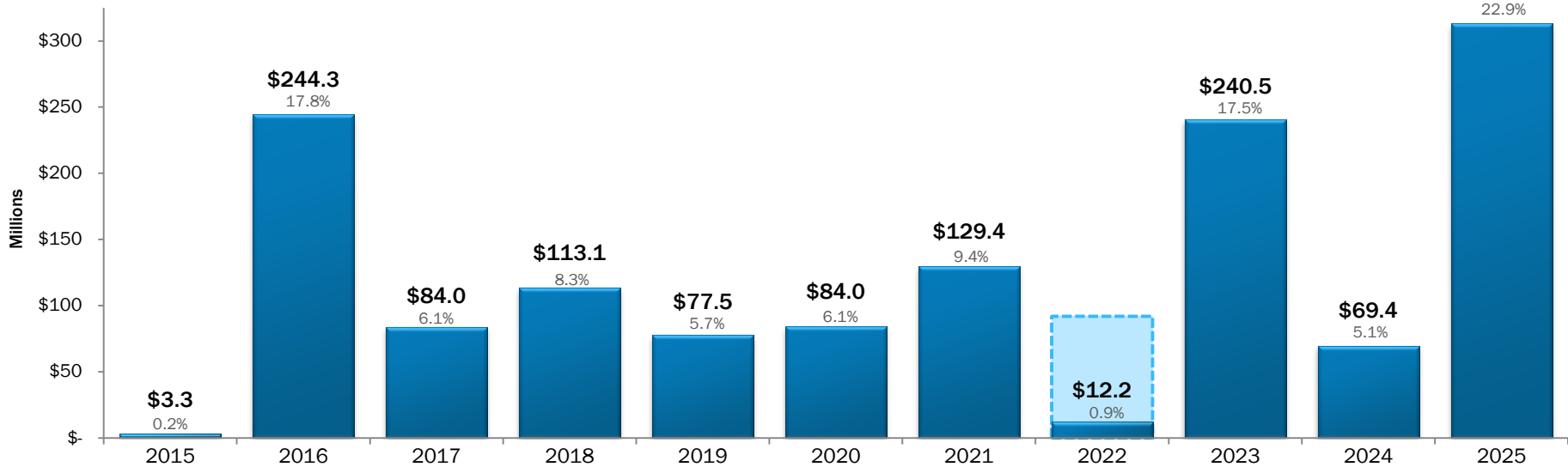


As of March 31, 2015

1. Includes April 21, 2015 Fund closing

2. Based on Fund's ownership share

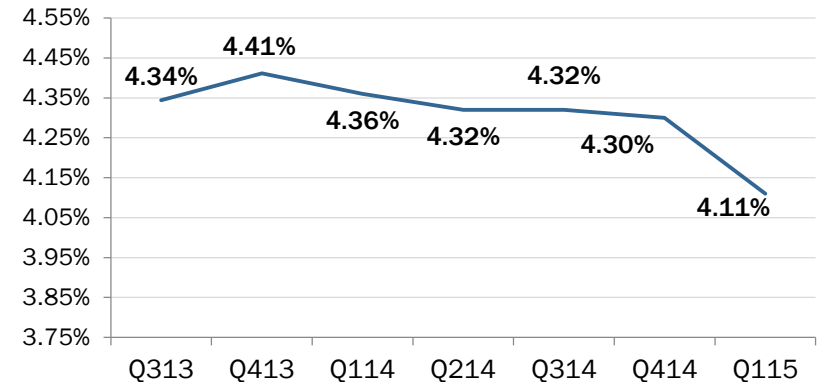
Loan Maturities By Year
(\$ in millions)



2015 Activity

Collateral	Sector	Loan Amount (HART's Share)	Status
353 North Clark	Office	\$214.5 million	Loan closed February 2015, ten-year financing with rate of 3.60%
OneEleven	Apartment	98.5 million	Loan closed February 2015, ten-year financing with rate of 3.30%
Total		\$313.0 million	

HART's Weighted Average Interest Rate



As of March 31, 2015

Time-weighted returns as of March 31, 2015 – gross of fees:

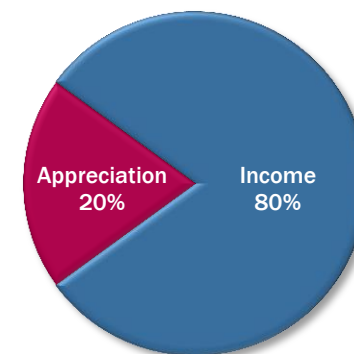
	HART ¹			NFI-ODCE ²			Spread
	Income Return	Appreciation (Depreciation) Return	Total Return	Income Return	Appreciation (Depreciation) Return	Total Return	Total Return
3 months (not annualized)	1.22%	2.53%	3.75%	1.18%	2.20%	3.39%	0.36%
1 year	5.17%	7.10%	12.53%	4.97%	8.15%	13.45%	-0.92%
3 years	5.58%	7.30%	13.18%	5.17%	7.18%	12.66%	0.52%
5 years	5.85%	8.74%	14.96%	5.45%	8.68%	14.52%	0.44%
Since Inception April 1, 2007	5.65%	-0.03%	5.61%	5.47%	-1.14%	4.29%	1.32%

Gross Dividend – average 4.69% over past 12 months

2015 Return Expectations:

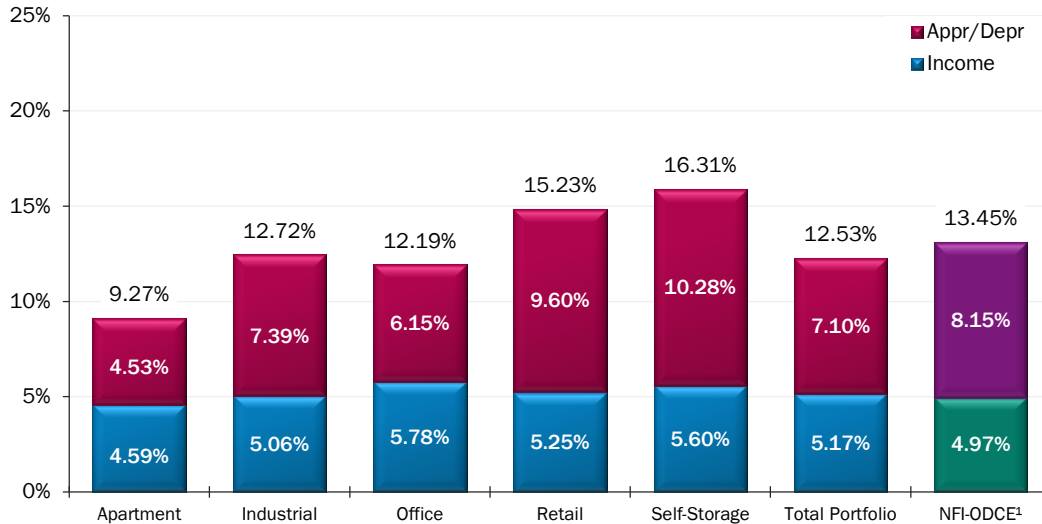
- Income Return: 4.75–5.25%
- Appreciation Return: 2.00–4.00%
- Total Return: 6.75–9.25%

Drivers of Long-Term Projected Return



1. Heitman’s Private Real Estate Equity Division – North America (the “Firm”) claims compliance with the Global Investment Performance Standards (GIPS) for periods subsequent to December 31, 1996. Heitman America Real Estate Trust, L.P. is currently the only investment in the Open End Commingled Fund Composite. Please see enclosed complete performance presentation and footnotes adhering to the GIPS standards for important disclosure information.
 2. NFI-ODCE = NCREIF Fund Index - Open End Diversified Core Equity.

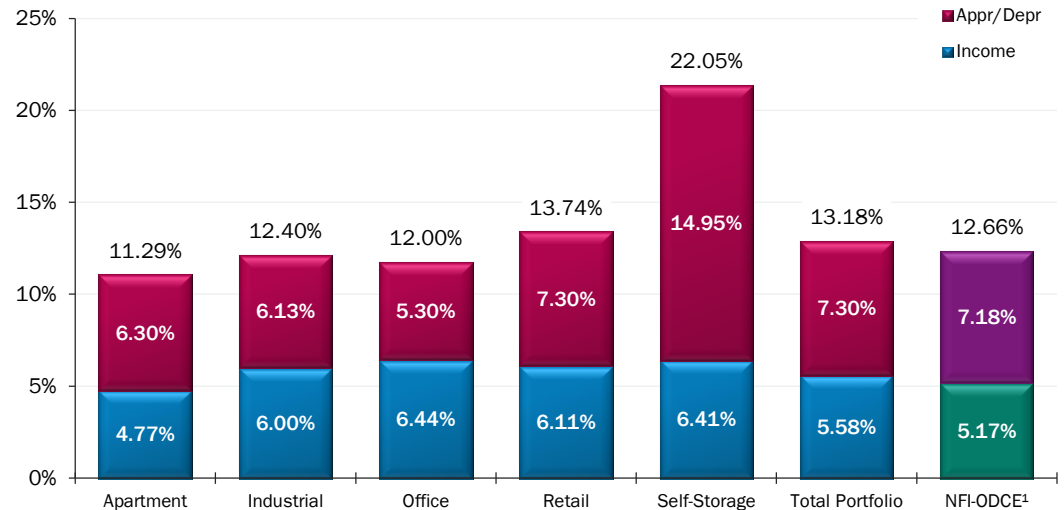
One-Year Returns



- HART's income returns exceeded ODCE for trailing 12-month period
- Self-storage investments continued to be significant contributors to income and appreciation

- Solid returns across portfolio led by overweight self-storage sector
- HART's income return continued to outpace ODCE average with many sectors contributing

Three-Year Returns

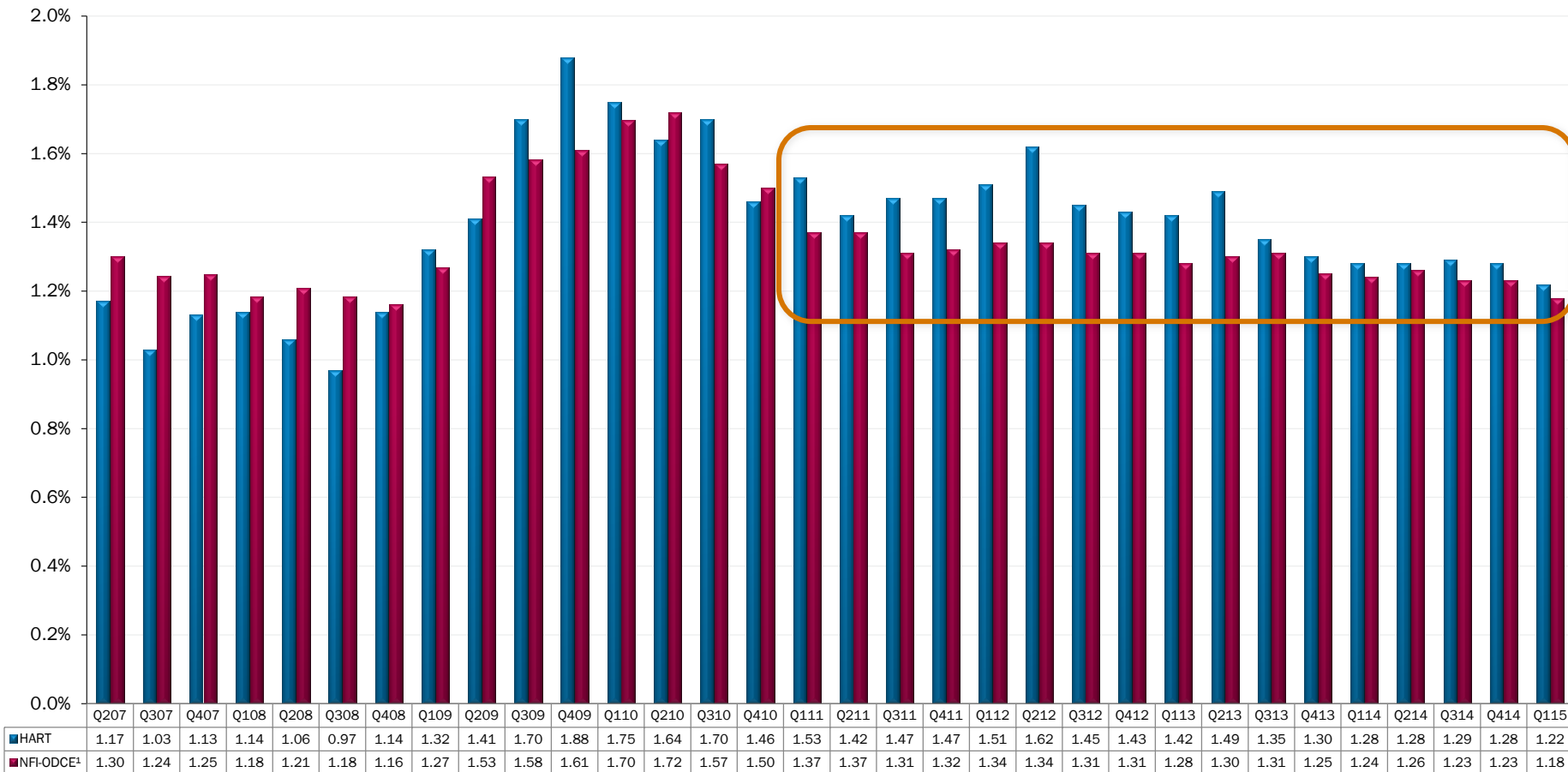


As of March 31, 2015

1. NFI-ODCE = NCREIF Fund Index - Open End Diversified Core Equity.

- A well-leased, high-quality portfolio has resulted in 17 consecutive quarters of income return outperformance

Quarterly Income Returns



As of March 31, 2015

1. NFI-ODCE = NCREIF Fund Index - Open End Diversified Core Equity.

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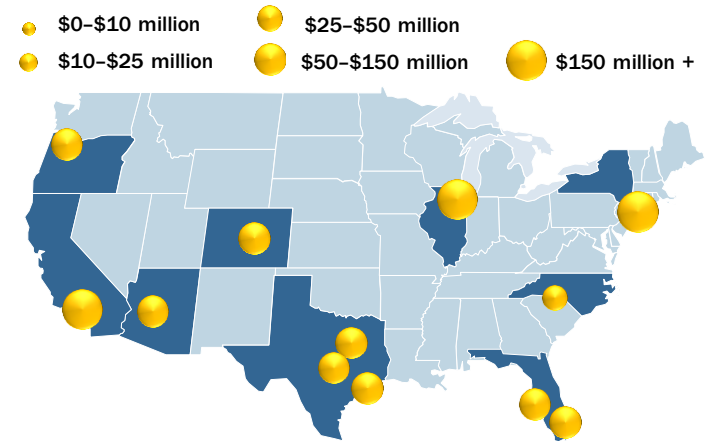
■ Current Portfolio:

- 17 assets; 5,942 units
- Infill locations in top-performing apartment metros
- Best-performing properties in their markets
- Portfolio GAV: \$1.7 billion, 17% LTV
- Increasing rents through renovation activity
- Portfolio is 93% leased

■ Investment Outlook:

- Targeting an overweight position
- Trends in demographics and home ownership favor apartments
- First wave of supply has now delivered on sites assembled pre-GFC, but next wave of construction held back by rising construction and land costs
- Current apartment inventory dominated by older property. Tactical opportunities exist to elevate assets currently below a Class-A ranking through renovation

Gross Value by Metro Area



Target Markets	
Higher Barrier Markets	Lower Barrier Markets
Boston	Atlanta
Chicago	Austin
Denver	Charlotte
New York	Dallas
Portland	Houston
Southern California	Minneapolis
San Francisco/San Jose	Nashville
Seattle	Orlando
South Florida	Phoenix
Washington, D.C.	Raleigh
	Tampa



15 Bank – New York Metro



Seabourn Cove – West Palm Beach Metro

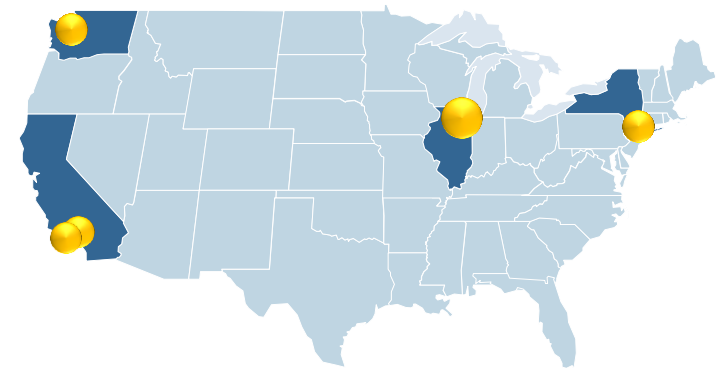
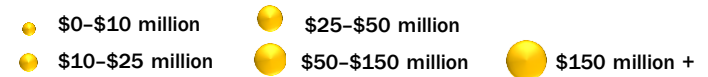
■ Current Portfolio:

- Four sizeable portfolios; 33 properties; 11.7 million square feet
- Located in dominant distribution markets
- Strong tenancy includes Kimberly Clark, Crate and Barrel, Navistar, and Whirlpool
- Portfolio GAV: \$663 million; 17% LTV
- Executing portfolio assembly strategy
- Portfolio is 98% leased

■ Investment Outlook:

- Targeting a neutral position
- Market fundamentals have improved, benefitting a wide array of markets
- Increased demand generated by e-commerce
- Construction is increasing but overbuilding is not a concern in most markets
- Major distribution markets and buildings oriented to larger tenants should outperform in long run

Gross Value by Metro Area



Target Markets

Chicago
Dallas
Los Angeles
Northern New Jersey
Seattle



Chicago Industrial Portfolio – Chicago Metro

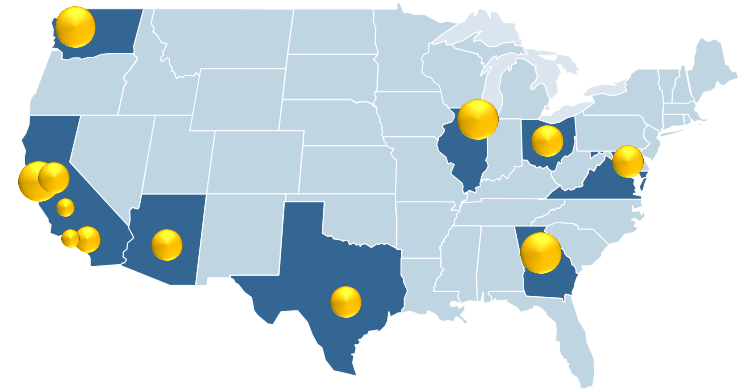
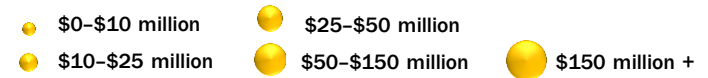
■ Current Portfolio:

- Seven commercial office buildings; 2.8 million square feet
- 15 medical office buildings; 944,869 square feet
- Portfolio GAV: \$1.6 billion; 18% LTV
- Austin and San Francisco assets benefitting from tech demand
- Long-term leases and strong market position insulate HART's Washington, D.C. assets from Federal cutbacks
- Portfolio is 93% leased

■ Investment Outlook:

- Targeting an underweight position given historical volatility and secular changes in sector
- Impact of drag on occupier demand due to tenant right-sizing lessens as office-oriented job creation accelerates
- Supply additions have been minimal and do not pose a concern

Gross Value by Metro Area



Target Markets

Austin	Los Angeles
Atlanta	New York
Boston	Philadelphia
Chicago	San Francisco
Dallas	Seattle
Denver	Washington, D.C.



Westerville Medical Center – Columbus Metro



Foundry IV – San Francisco

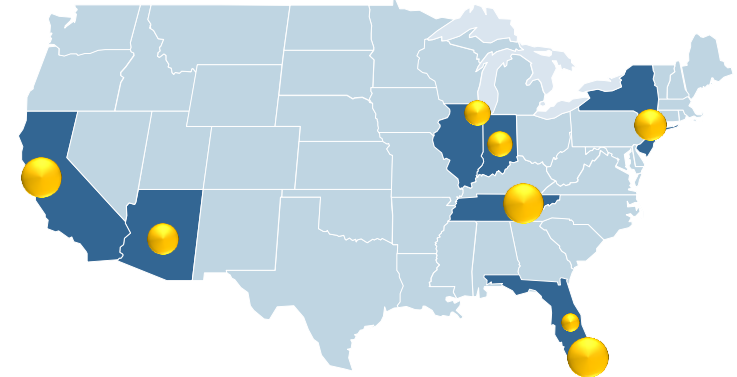
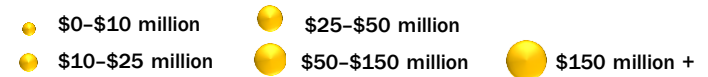
Current Portfolio:

- Seven open-air centers and two regional malls; 4.2 million square feet
- Portfolio GAV: \$1.0 billion; 28% LTV
- Infill locations in desirable submarkets with strong anchor tenants
- Assets positioned to benefit from weaker competitors
- Most properties seeing rising occupancy and rents
- Portfolio is 97% leased

Investment Outlook:

- Targeting a neutral position
- Steady NOI growth expected as fundamentals increasingly favor the landlord
- Improving property fundamentals at best assets has widened to include better second-tier quality assets
- Sales growth expected to improve as consumer balance sheets bolstered by improved labor and housing markets
- Additions to supply are extremely limited, favoring continued outperformance of existing high-quality assets

Gross Value by Metro Area



Target Markets

Trade area and tenancy are primary performance drivers, not metropolitan area conditions. As such, we avoid targeting metros and instead analyze other criteria regarding demographics, street access, and tenant performance for each retail format.



Shops at Pembroke Gardens – Miami Metro



Pinnacle at Turkey Creek – Knoxville

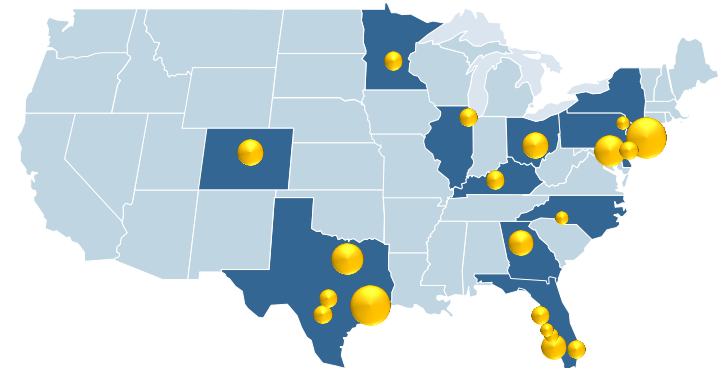
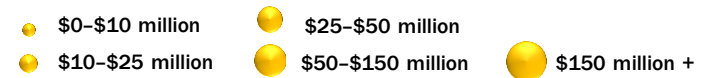
Current Portfolio:

- 138 properties acquired in ventures with Sovran, CubeSmart, Storage Post, and Metro
- Portfolio GAV: \$1.3 billion; 32% LTV
- High-quality assets in infill locations in major markets
- Rising rents and occupancies as self-storage market recovery continues
- Tenant base includes residential and commercial users
- Portfolio is 90% leased

Investment Outlook:

- Dedicated allocation to a sector that has led all others in NCREIF on a one-, three- and five-year basis
- National operators applying investment in technology to drive demand, increase rents, and improve occupancy
- Property cash flows are growing as sophisticated landlords benefit from increased pricing power
- Development remains negligible
- Higher pricing/valuation of assets reflects increased demand by institutional investors

Gross Value by Metro Area



Target Markets

Target trade areas rather than metro areas with a focus on high-income, high-density areas and properties with great visibility and easy access.



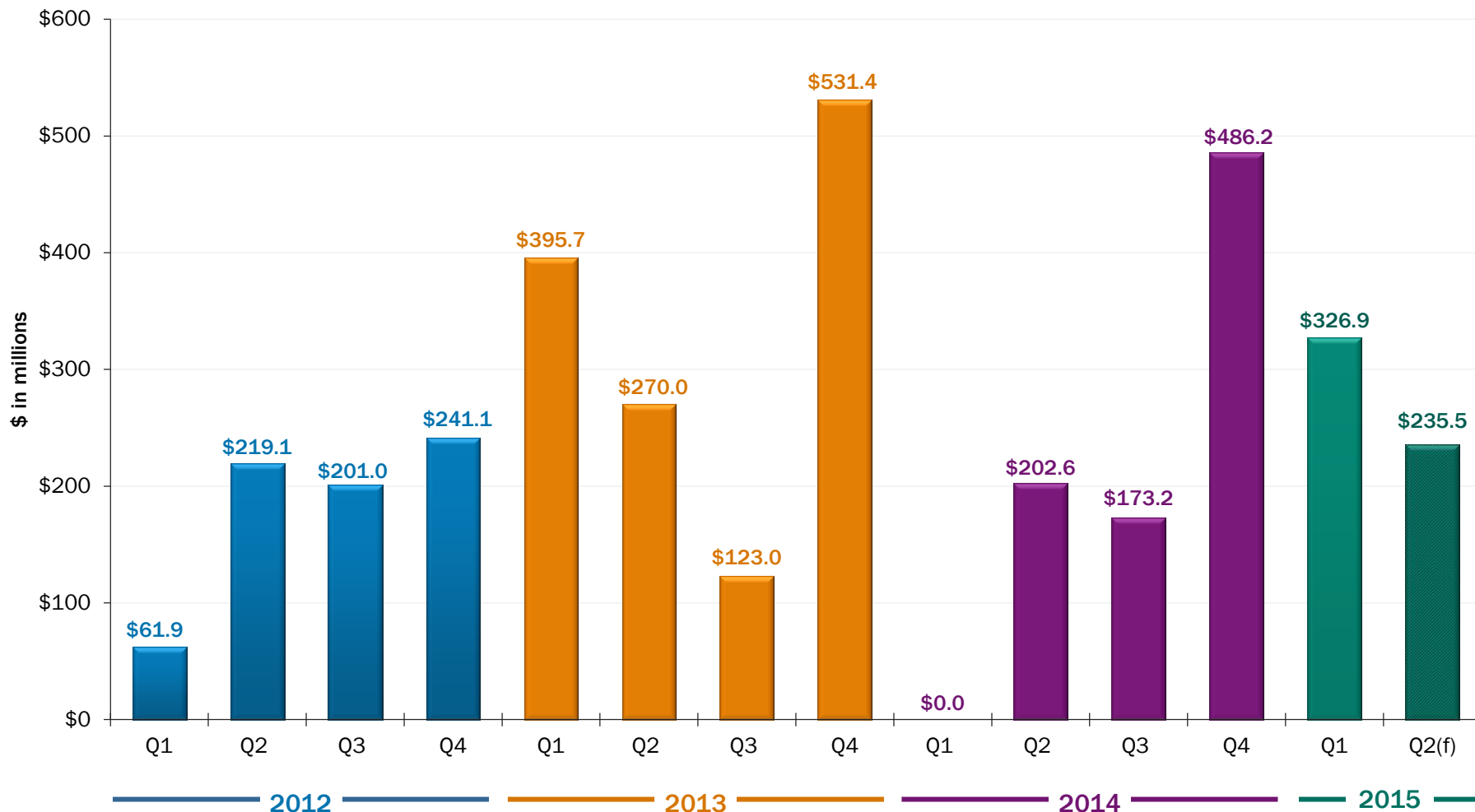
Sovran Self-Storage Asset



Storage Post Self-Storage Asset

Investment Pace is Selective, But Active

HEITMAN



Activity averages in excess of \$250 million per quarter¹

As of May 13, 2015

1. Q4-2014 reflects sale of co-investment equity position in Q1 2015

	Metro Area	100% Gross Investment (\$ in MM)	HART's Equity Requirement (\$ in MM)	F&C Projected NOI Yield	F&C Projected IRR	Notes
Apartments:	West Palm Beach, FL	75	75	4.50%	6.50%	New Class-A community on the intracoastal waterway
	Atlanta, GA	55	55	4.75%	7.25%	New Class-A community in Brookhaven
	Atlanta, GA	35	35	5.50%	8.00%	Class-B asset in solid demographic area with renovation upside
	Charlotte, NC	50	50	5.50%	8.00%	Infill, mid-rise value-added deal in high demographic area with renovation upside
	Dallas, TX	55	55	5.75%	8.50%	Class-B asset near Legacy Town Center north of Dallas with renovation upside
	Seattle, WA	245	153	4.00%	6.30%	New high-rise near South Lake Union
Industrial:	Chicago, IL	23	23	6.00%	6.50%	Off market, long-term credit lease with above market rent; complementary to existing asset
	Dallas, TX	65	65	6.00%	6.50%	Class-A, multiple buildings, 97% leased
Office:	San Jose, CA	60	40	5.00%	9.00%	Value-added opportunity with experienced partner
	Washington, D.C.	200	200	4.00%	6.00%	Class-A office building in downtown
	Alexandria, VA	75	35	5.50%	8.00%	Value-added opportunity with experienced partner in Old Town
Retail:	Maui, HI	330	330	4.00%	6.30%	Luxury open-air shopping center in wealthy tourist location
	National	2,000	250	4.25%	6.50%	Confidential retail opportunity
Self-Storage:	New York, NY	210	100	4.50%	7.50%	Portfolio of two high-quality properties with existing partner
	Western US	150	70	4.50%	7.00%	Recapitalization of high-quality portfolio with existing partner
Total:		\$ 3,712	\$ 1,536			

Equity Capacity Summary

Equity Commitment Queue	\$607.6	million
Less: Recent and Pending Acquisitions	(153.1)	million
Current Equity Capacity	\$454.5	million

- HART remains well-positioned to benefit from the economic and real estate recoveries:
 - **Stable operations:** Portfolio well-occupied and experiencing positive leasing activity
 - **Optimal investment strategy:** Property-sector weightings drive portfolio outperformance
 - **Valuation upside:** Values increasing, with room to grow as operations improve
 - **Strong balance sheet:** Low leverage, selectively adding debt at historically low rates



Promesa Apartments – Austin



Windham Lakes SW – Chicago Metro



Chandler Fashion Center – Phoenix Metro

■ The Heitman Team:

- **Dedicated and experienced** investment professionals
- **In-house property sector specialists** are involved from “cradle to grave” through investment strategy, underwriting, approval and disposition
- Supported by the **vast resources** of the Heitman organization, including professionals from investor reporting, debt and compliance

■ Knowledge and Experience:

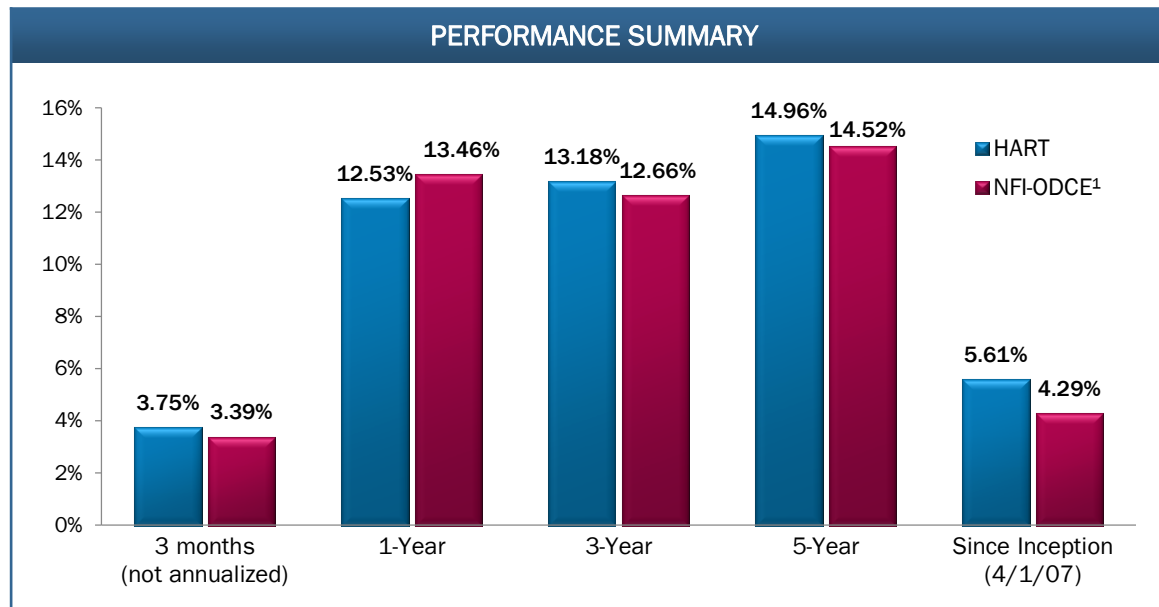
- **Private real estate equity** management has been a cornerstone of our firm for over 30 years
- History of **long-term relationships** with institutional investors
- Owned and managed nearly 800 **core assets**

■ The Heitman Organization:

- 34 Heitman professionals **own 50% of the firm**, aligning our interest with our clients
- Our broad real estate organization provides an **information exchange** that keeps us abreast of changing conditions, leading to superior investment decisions for our clients

City of Fort Pierce

Account Summary		Distribution Summary	
Original Commitment	\$12,000,000	Gross Distributions (Income)	\$207,114
Commitment Date	April 11, 2013	Fees Paid to Date	<u>- 42,509</u>
Contributed Capital		Net Distributions Paid	\$164,605
Original Commitment	\$ 12,000,000	Accrued Distributions (Net of Fee)	\$ 89,297
Reinvested Dividends (DRIP)	<u>164,605</u>	Equity Multiple:	1.06x
	\$ <u>12,164,605</u>		
Current Market Value of Contributed Capital	\$ 12,663,871		



As of March 31, 2015

1. NCREIF Fund Index - Open End Diversified Core Equity. Preliminary as of March 31, 2015.

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Premiere on Pine

■ Statistics:

- Class-A+ high-rise apartment building with over 3,385 square feet of ground floor retail space
- Situated in the Pike/Pine retail corridor
- Completed in 2014; 386 units averaging 797 square feet
- \$245 million gross investment, \$633k/unit, 4.0% stabilized cap rate
- \$88 million debt financing to be assumed at 3.55% interest rate; 7-year term remaining

■ Investment Thesis:

- Increase overall quality of the portfolio by acquiring a high-quality apartment property in target market
- Reduce average interest rate within HART to enhance investment yields



Vintage at Abacoa Apartments

■ Statistics:

- Located in the Abacoa master-planned community within the North Palm Beach submarket
- Constructed in 2003; 390 units averaging 1,158 sf
- \$84.4 million gross investment, \$217k/unit; 5.5% stabilized cap rate

■ Investment Thesis:

- Opportunity to achieve \$200/month rent increases through upgrade of common areas and unit interiors
- Post-renovation cost will represent a 15% discount to replacement cost



The Taylor

■ Statistics:

- Newly-built, 308-unit luxury high rise apartment asset with units averaging 843 square feet
- Urban location in Uptown Dallas submarket, close to major employment centers, public transportation and numerous retail and dining options
- \$115.3 million all-equity purchase, \$374k/unit, 4.25% stabilized cap rate

■ Investment Thesis:

- Acquire best-in-class product with strong locational characteristics in one of the nation's top growth markets
- Prime property attributes and infill location facilitate long term hold



1 & 7 Costco Drive

■ Statistics:

- Two newer-built, fully occupied Class-A warehouse assets
- 983,315 and 240,000 square feet respectively
- Prime, Northern New Jersey location in I-95's Exit 8A submarket
- \$62.7 million all-equity purchase, \$51 per square foot, 5.75% stabilized cap rate

■ Investment Thesis:

- Provides HART entry into Northern New Jersey, the nation's third largest distribution market
- Opportunity to own modern, Class-A warehouses with state-of-the-art specifications in prime area



OneEleven

■ Statistics:

- Class-AA high-rise apartment tower with 38,500 square feet of retail space
- Situated at the confluence of the River North submarket and the CBD in downtown Chicago
- Completed in 2014; 504 units averaging 832 square feet
- \$333 million gross investment, \$631k/unit, 4.1% stabilized cap rate
- \$132 million debt financing at 3.30% interest rate; 10-year term

■ Investment Thesis:

- Increase overall quality of the portfolio by acquiring a top tier asset in a major US market
- Capitalize on reurbanization trend in central location in close proximity to extensive amenities
- Acquire assets with irreplaceable locations built to high construction standards and finishes



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Contributions:

- Subscription agreements accepted quarterly
- Capital called from the existing queue on a pro rata basis for multiple investors who came in during the same quarter
- Shares assigned at Fund's net asset value as of the last day of the calendar quarter immediately preceding the effective date of the contribution

Redemptions:

- Redemptions will be accommodated each calendar quarter, as liquid assets permit, on a pro rata basis
- Shares redeemed at Fund's net asset value as of the last day of the calendar quarter immediately preceding the effective date of the redemption

Distributions:

- Net cash flow distributed quarterly
- DRIP available

Valuation:

- External valuations completed quarterly by independent appraisal firm
- All investments valued within first 12 months of acquisition
- Parallel internal valuation process through Heitman's Valuation Committee
- Heitman's Investment Committee approves quarterly NAVs

Reporting:

- A preliminary flash report is available to investors approximately 15 days after quarter end
- Quarterly and annual reports are available to investors no later than 45 and 60 days, respectively, after quarter and year end
- Investor website to access financial statements, detailed information on all properties, investor account statements and documents
- Estimated NAVs available approximately 15 days after quarter end; final NAVs available once approved by the Investment Committee (approximately 21 days after quarter end)
- Quarterly investor call

Annual Meeting:

- Review of annual business plan for each property investment
- Hold/sell analysis
- Financing strategy for any property with debt
- Review of operating and market conditions



Freehold Raceway Mall – New York Metro



The Reserve at West Paces – Atlanta

- Fees are outside the Fund and are on a blended-tier basis
- Fees are withheld from distributions and are paid quarterly in arrears based on the share of net asset value

Investor's Net Asset Value	Annual Percentage of Net Asset Value
First \$10 million	110 basis points
Next \$15 million	100 basis points
Next \$25 million	90 basis points
Next \$50 million	80 basis points
Amount over \$100 million	70 basis points

Blaise Keane is an Executive Vice President and Senior Portfolio Manager for HART and an equity owner of the firm. He has overall responsibility for the HART fund including strategy development and implementation, investments, financings, dispositions, asset management, and client service and marketing. Prior to heading HART, Blaise was the senior portfolio manager for one of Heitman's largest separate account client portfolios. Before joining the Portfolio & Asset Management team, he was active in identifying, structuring and executing equity investment opportunities for Heitman's institutional pension fund clients across North America. Prior to joining Heitman via its merger with JMB Institutional Realty Corporation, he was with JMB Realty Corporation. His responsibilities with JMB included asset management, loan restructuring, property financing, and property disposition activities. He began his career with Ernst & Young. While with Ernst & Young, he served many of the firm's real estate and financial services clients. Blaise received a BA from St. Mary's University of Minnesota and a Masters of Management from the J.L. Kellogg Graduate School of Management at Northwestern University. He is a CPA. He is also a member of several industry organizations, including The International Council of Shopping Centers, National Association of Industrial and Office Properties and the American Institute of Certified Public Accountants.

Alan Purser is a Senior Vice President in Heitman's Client Service & Marketing group. He is responsible for developing and maintaining relationships with institutional investors across the US and Canada in private real estate equity, public real estate securities and private real estate debt. Prior to joining Heitman, he worked for Deutsche Bank/RREEF and focused on cultivating new and existing relationships for their alternative investment platform. Before DB/RREEF, Alan worked for Buchanan Street Partners, where his primary responsibilities were developing relationships with regionally-based real estate operating partners. Alan began his real estate career at Prudential CRES in San Francisco, where he was responsible for sourcing corporate representation and investment sales opportunities throughout the Bay Area. Alan attended North Carolina State University and the University of California, Berkeley, and received a BBA in Marketing. He is a Series 7 and 63 Registered Representative. He maintains inactive California and Georgia real estate licenses and is a member of the Pension Real Estate Association, the National Association of Office and Industrial Professionals, the Urban Land Institute and the International Council of Shopping Centers.

David Perisho is a Senior Vice President and Portfolio Manager for HART and an equity owner of the firm. David has been involved with the HART fund since its inception in 2007. Currently, he oversees the day-to-day asset management of the portfolio as well as assisting HART's Senior Portfolio Manager in the administration of the fund, overall strategy execution, and client service and marketing. David started his real estate career as a consultant with Neil L. Gaynes and Associates and later with Barton Aschman Associates, where he conducted market analysis and feasibility studies for public and private sector clients. In 1984, he joined JMB Realty Corporation as its director of market research. In that capacity, David monitored market conditions in major US cities and conducted market research for new acquisitions and existing portfolio assets. In 1991, he became a portfolio manager with JMB Institutional Realty Corporation, responsible for several large commingled fund portfolios. After the 1994 merger of JMB Institutional Realty with Heitman, he became portfolio manager for one of Heitman's major pension fund clients. David received a BA from San Diego State University and an MA in urban and regional planning from the University of Southern California. He is a member of the Lambda Alpha honorary land economics society.

James Christensen is a Senior Vice President and Asset Manager in Heitman's North American Portfolio & Asset Management group. He handles several portfolios managed by Heitman. He is responsible for the development and implementation of strategic business plans, coordinating and overseeing the integration of property acquisitions and dispositions and directing aspects of property level leasing, operations and financings. Prior to joining Heitman, James was a senior vice president at Macquarie Capital Funds, where he was responsible for the portfolio management of an 11 million square foot retail portfolio. There, James also provided advisory services to Australian investors for approximately \$5 billion of acquisitions, dispositions and financings on both core and value-added properties. Prior to Macquarie, James held positions with Nationwide Insurance, Equity Office Properties and ProLogis. James received a BS in Business Administration/Finance from the University of Akron and is a member of the International Council of Shopping Centers, the National Association of Industrial and Office Professionals and the Real Estate Lenders Association.

Helen Garrahy is a Senior Vice President and an Asset Manager for HART. Helen's responsibilities include developing and monitoring strategic business plans, coordinating and overseeing property acquisitions and dispositions and directing all aspects of property level leasing and operations. Prior to joining Heitman, Helen was a vice president at ORIX Real Estate Capital, responsible for the management and dispositions of assets across the risk-return spectrum throughout the United States. She began her career with Jones Lang LaSalle/LaSalle Investment Management, where she held various roles within the portfolio management, capital markets and appraisal groups. Helen received a BS from Trinity College in Dublin and a Postgraduate Diploma in Business from University College Galway. She is Immediate Past President of the Ireland Network of Chicago, a qualified member of the Royal Institution of Chartered Surveyors and a member of Real Estate Finance Forum.

Amy Krass is an Assistant Vice President and an Asset Manager for HART. Amy's responsibilities include asset management, budgeting and leasing of her portfolio, along with creation of annual business plans and strategic planning. Prior to her current role, Amy worked in Heitman's North American Acquisitions group for seven years where she was responsible for analyzing and valuing potential investments in direct equity real estate within the United States. Her experience has primarily been with retail and industrial properties, and includes a variety of investment structures (e.g., development joint ventures, investment joint ventures and 100% free and clear acquisitions). Amy received a BA in Economics & Management from Albion College and an MBA in Real Estate Investment and Finance from DePaul University.

Jim Meyer is a Senior Vice President and Asset Manager for HART. He manages both separate account and commingled fund portfolios and has experience in all property types. Jim is responsible for developing and monitoring strategic business plans, as well as coordinating and overseeing property acquisitions, dispositions and refinancing. He also directs all aspects of property-level leasing and operations. In addition, he manages the administrative aspects of the Heitman Value Partners fund. Prior to joining the firm, he was with the accounting and consulting firm of Ernst & Whinney (now Ernst & Young). Jim received a BS from Marquette University and is a CPA.

George Rumel is a Vice President and an Asset Manager for HART and oversees assets for two large commingled fund portfolios. His responsibilities include developing and monitoring strategic business plans, coordinating and overseeing property acquisitions and dispositions and directing all aspects of property level leasing and operations. George began his career with The Balcors Company and has held subsequent senior level management positions for both direct owners of real estate and third party management firms, managing all forms of investment-grade real estate. Immediately prior to joining the firm, he was vice president and general manager of the Chicago portfolio of office buildings for Trizec Properties. George received a BS in Business from Eastern Illinois University and an MBA from Loyola University Chicago. George also has Certified Property Manager and Real Property Administrator designations and is a licensed Illinois real estate broker.

Michael Schwartzers is a Vice President and Asset Manager for HART and oversees assets for several of Heitman's portfolios. His responsibilities include developing and monitoring strategic business plans, coordinating and overseeing property acquisitions and dispositions and directing all aspects of property level leasing and operations. Prior to his current role, Mike spent several years as a portfolio analyst for various separate accounts and funds. His responsibilities included preparing various analyses such as hold/sell analysis, cash flow analysis, property/debt valuations, development modeling and budgeting. Before joining Heitman, Mike worked in public accounting. Mike received a BS in Accounting from the University of Illinois at Urbana-Champaign. He is a CPA and a licensed Illinois real estate broker.

Pascal Souvenir is an Vice President and Asset Manager for HART. His responsibilities include asset management, budgeting and leasing of HART's portfolio, along with creation of annual business plans and strategic planning. Prior to his current responsibilities, Pascal worked as a portfolio analyst for HART and as a portfolio accountant for the accounts of two large public fund clients and for commingled funds. As a portfolio analyst on HART, he oversaw financial analysis and reporting for all investments in the Fund, prepared internal valuations, reviewed external valuations and assisted in the annual budget processes. Pascal received a BS in Accounting and a BS in Finance from the University of Illinois at Urbana-Champaign, and he is a CPA.

Steven Paye is an Associate in Asset Management for HART. His responsibilities include creating cash flow projection scenarios and valuation impacts for potential new leasing, assisting with annual asset business plans, preparing ad hoc financial reports and analyses, along with strategic planning. Steven began his career at Heitman, working first as a Portfolio Accountant and then as a Senior Portfolio Accountant for a large private equity separate account. As a Senior Portfolio Accountant, he reviewed financial reports for numerous investments in the Fund, prepared internal valuations, reviewed external valuations, and assisted in the annual budget and business plan processes. Steven received a BBA in Accounting and a minor in Finance from Saginaw Valley State University.

Marc Henny is a Vice President and the Controller for HART. His current responsibilities include overseeing financial analysis and reporting for all investments in HART, preparing internal valuations, reviewing external valuations, preparing various analyses used to support the Portfolio Management and Client Service & Marketing groups, GIPS compliance, and assisting in the annual budget processes. Marc previously served as a Portfolio Analyst for HART. Prior to joining the HART team, he worked on accounts for four large public fund clients as well as a large commingled fund. Before joining Heitman, Marc worked at Equity Residential in various roles in the acquisitions, due diligence and accounting departments. Marc received a BS in Accounting and a BS in Finance from the University of Dayton and an MBA from DePaul University with a concentration in Finance.

Joel Guerrero is an Assistant Vice President, Finance Manager, for HART. His current responsibilities include overseeing financial analysis and reporting for investments in HART, preparing internal valuations, reviewing external valuations, preparing various analyses used to support the Client Service & Marketing groups, GIPS compliance, and assisting in the annual budget processes. Joel began his career at Heitman working on various domestic and international private equity separate accounts. Joel received a BS in Accountancy from DePaul University.

Michael Lins is an Assistant Vice President, Finance Manager, for HART. His responsibilities include working with HART's portfolio managers and the firm's Client Service & Marketing group on various projects and reports. Michael started his career at Deloitte & Touche before joining Heitman in 2009. Michael began his career at Heitman working on a private equity separate account. Michael received a BA in Accounting and Real Estate from the University of Wisconsin and is a CPA.

Colleen McMillin is an Assistant Vice President, Senior Finance Manager, for HART. Her current responsibilities include overseeing financial analysis and reporting for investments in HART, preparing internal valuations, reviewing external valuations, preparing various analysis used to support the Client Service & Marketing groups, GIPS compliance, and assisting in the annual budget processes. Prior to her current responsibilities, she worked on two large commingled funds. Colleen received a BS in Accountancy from the University of Illinois at Urbana-Champaign.

Nicole Adams is a Financial Analyst for HART. Her responsibilities include both monthly and quarterly financial reporting, quarterly property valuations, assisting with the annual budget and various projects and/or reports specified by the HART team. Nicole started her professional career in accounting at JVM Realty, a real estate property management firm specializing in apartments. Nicole received a BS in Accounting and an MS in Accounting from the University of Illinois at Chicago.

Jacob Barton is a Portfolio Accountant for HART. His responsibilities include preparing monthly and quarterly financial reports and quarterly property valuations along with various projects or reports specified by the HART team. Jacob began his career with a financial advising firm assisting with investment research. Jacob received a BA in Finance and Organizational Communication at Butler University in Indianapolis.

Nicole Bobowski is a Senior Portfolio Accountant for HART. Her responsibilities include both monthly and quarterly financial reporting and associated questionnaires associated with all investments in the fund. She is also responsible for quarterly property valuations, assisting with the annual budget and business plans, and various projects and/or reports specified by the HART team. Nicole started her professional career in accounting at KPMG, where she performed financial statement audits, SOX compliance audits, and comfort letter procedures associated with debt and equity offerings. Nicole received a BA in Accounting from the University of Notre Dame. She has passed all CPA exams and is awaiting her license from the Illinois State Board of Examiners.

Joe DiMartino is a Portfolio Accountant for HART. His responsibilities include both monthly and quarterly financial reporting, quarterly property valuations, assisting with the annual budget and various projects and/or reports specified by the HART team. Joe began his career with Paychex, Inc. working in the finance/accounting field. Joe received a BA in Economics from the State University of New York at Cortland and is currently studying for the CPA exam.

Elizabeth Glantz is a Portfolio Accountant for HART. Her responsibilities include both monthly and quarterly financial reporting, quarterly property valuations, assisting with the annual budget and various projects and/or reports specified by the HART team. Elizabeth began her career with Interactive Brokers, working in client services. Elizabeth received a BA in Finance and Marketing from the University of Iowa.

Nick Gordon is a Portfolio Accountant for HART. His responsibilities include both monthly and financial reporting, quarterly property valuations, assisting with the annual budget, and various projects and/or reports specified by the HART team. Prior to joining Heitman, Nick worked for Merrill Lynch in the Private Wealth Management Industry and for Discover Financial Services in the Strategic Banking Transformation Group. Nick received a B.S. in Finance from Miami University (Ohio).

Tom Healy is a Senior Portfolio Accountant for HART. His responsibilities include both monthly and quarterly financial reporting, quarterly property valuations, assisting with the annual budget and various projects and/or reports specified by the HART team. Tom started his professional career at Heitman working on a large private equity separate account. Tom received a BA in Accounting and Sports Management with a minor in Economics from Saint Mary's University in Minnesota.

Josh Jacobson is an Associate for HART. His responsibilities include both monthly and quarterly financial reporting, quarterly property valuations, assisting with the annual budget and various projects and/or reports specified by the HART team. Josh received a BS in Accounting from University of Illinois at Chicago.

Eui-Young Kim is a Senior Portfolio Accountant for HART. His responsibilities include monthly and quarterly financial reporting and related accounting for investments within the Fund, quarterly valuations, consultant requests, and various ad hoc projects and reports. Eui-Young started his career at Deloitte & Touche LLP. Eui-Young received a BA in Accounting and a Masters in Accounting from the University of Illinois in Urbana-Champaign and is a CPA.

Corey Scuglik is a Financial Analyst for HART. His responsibilities include both monthly and quarterly financial reporting and associated questionnaires for all investments in the fund, GIPS compliance, quarterly valuations, consultant requests, business plans and assisting in the annual budget, as well as special projects. Corey began his professional career with Heitman, but completed two auditing internships during his college career, which included experience auditing a real estate management firm. Corey received an MS in Accounting from Michigan State University's Eli Broad College of Business and is currently pursuing CPA designation.

Catherine Yeh is a Portfolio Accountant for HART. Her responsibilities include both monthly and quarterly financial reporting, quarterly property valuations, assisting with the annual budget and various projects and/or reports specified by the HART team. Catherine started her professional career at Heitman working on a private equity separate account. Catherine received a BS in Finance from the University of Illinois at Urbana-Champaign.

Michael Zielinski is a Senior Portfolio Accountant for HART. Prior to his current responsibilities, he worked on accounts for two large public fund clients and one of Heitman's commingled funds. Mike's responsibilities include financial reporting for all investments in HART, investor reporting and associated questionnaires, GIPS compliance, assisting in the annual budget and quarterly valuation processes, supervising staff members, and special projects. Mike received a BS in Accountancy from Northern Illinois University and is pursuing a CPA designation.

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Private Real Estate Equity – North America

Core Investment Composite

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- Heitman's Private Real Estate Equity – North America Division** (the "**Firm**") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Heitman's Private Real Estate Equity – North America Division has been independently verified for the periods of January 1, 1997 through December 31, 2013. The verification reports are available upon request. Verification assesses whether (1) the Firm has complied with all the composite construction requirements of the GIPS standards on a Firm-wide basis and (2) the Firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.
- Heitman Capital Management LLC ("HCM") is an investment advisor registered under the Investment Advisers Act of 1940, as amended, which manages real estate assets in the Firm's Private Real Estate Equity – North America Division. HCM provides investment management services on behalf of pension funds, endowments, foundations, and other U.S. and international institutional clients investing in North American assets. The members of HCM are Old Mutual (HFL) Inc. (wholly owned by Old Mutual plc) and a group of key Heitman employees. The Firm considers client portfolios to be discretionary if the Firm has primary responsibility for major investment decisions such as: portfolio strategy; investment structuring; and acquisition, disposition and valuation of assets. Primary responsibility is inferred if a portion of the Firm's compensation is tied to performance. A complete list and description of the Firm's composites is available upon request.
- The Firm's Core Investment composite comprises all actual fee-paying discretionary portfolios managed by HCM since October, 1980 with a core investment and risk strategy. The core strategy encompasses stabilized investments with low to moderate leverage and seeks to objectively minimize risk through diversification in property type, geographic location, and tenant composition. The composite consists primarily of institutional-grade real estate investments in the four traditional property types (industrial, office, residential and retail) and was created by the Firm beginning in January, 2006. The composite includes carve-outs of core investments from multi-asset type portfolios. These carve-outs have their own separately-managed cash accounts and certain fund-level income and expenses are allocated to the carve-outs based upon actual amounts incurred, or an allocation factor based upon the carve-outs share of the fund's net assets. Carve-outs at each annual year-end from 2006 through 2013 totaled 80%, 75%, 72%, 67%, 63%, 53%, 51% and 50%, respectively. The since-inception return of the composite links non-GIPS compliant performance with compliant performance. The Firm did not maintain certain records from October 1980 through December 31, 1996 and is therefore precluded from claiming compliance prior to January 1, 1997.
- The internal dispersion of the Core Investment Composite is calculated by using the equal-weighted standard deviation of the gross of fee annual returns of all portfolios that were included in the composite for the entire year. The high and low range of gross of fee returns is also presented as a measure of dispersion for this composite. If five or fewer portfolios are in the composite during the entire year, the dispersion measures are N/A.
- Fair value of assets are calculated and reviewed quarterly by the Firm's Portfolio Managers and are approved by the Firm's Valuation Committee. Properties are periodically externally appraised by an independent, professionally-designated or licensed appraiser at least every year or as required by each Investment Management Agreement. The percentage of composite assets valued using an external valuation is shown for each annual period. Valuation methodologies include any/all of the following: discounted cash flow analysis, capitalized income approach, analysis of comparable sales, and the valuation of debt. Due to the nature of real estate investments and the lack of active market pricing for similar investments, valuations are based upon subjective unobservable inputs and assumptions. Values accepted by the Valuation Committee are used in performance reporting, and may vary materially from those submitted by external appraisers. During 2013, this difference was primarily attributed to differing cap/ discount rate and rental growth assumptions.
- Valuations and performance returns are denominated in US dollars. Returns are presented net of leverage, and are calculated quarterly using time-weighted, investment-level return methodologies which include all non-operating fund-level activity. Composite returns are calculated on an asset-weighted basis using time-weighted return methodologies. The sum of income and appreciation returns may not equal total time-weighted returns due to the geometric linking of quarterly return components. The Internal Rate of Return ("IRR") is calculated using quarterly cash flows. For the annualized since-inception time-weighted returns and since-inception IRR, the terminal value is based upon the ending market value of net assets of the composite. Additional information regarding policies for valuing portfolios and calculating and presenting returns in compliance with the GIPS standards is available upon request.
- Gross returns presented reflect transaction costs but are gross of investment management and incentive fees, which vary by client and will reduce actual investment returns. The Firm's base management fees for this composite are generally charged as a percentage of original or current assets under management (ranging from 10-125 bps), a percentage of net operating income (ranging from 2-15%), a percentage of gross receipts (ranging from 80-175 bps), or a combination of those three. As of December 31, 2013 HCM's average since inception fee on a leveraged basis was 0.93% for the Core Investment Composite.
- The National Council of Real Estate Investment Fiduciaries Property Index ("NPI") is an unleveraged, gross of fees index comprised of investment-grade, operating properties acquired, at least in part, on behalf of tax-exempt institutions. The NPI includes primarily core industrial, office, residential, retail and hotel properties. The NPI calculation methodology excludes cash, and other non-property related assets and liabilities, income and expenses. The NPI is used as a benchmark to measure a composite's performance and may not reflect the composite's risk or investment style. Therefore, the NPI is presented for illustrative purposes only and is not intended to imply the Firm's past or future performance so you should not expect the performance in your account to be the same as the NPI.
- Returns presented reflect the composite performance of a group of accounts, and therefore individual investor performance may vary. Past performance is no guarantee of future results.

Schedule of Performance Results Heitman Capital Management January 1, 1997 through December 31, 2013

Calendar Year Ended 12/31	Leveraged Returns					Composite Dispersion Gross	NCREIF Property Index Benchmark	Number of Portfolios	Year-End Composite			
	Gross Income Return	Gross Apprec. Return	Gross Total	Net Total	Range of Gross Returns				Net Assets (USD Million)	Percent Leveraged	Accepted External Valuation	Percent of Firm Assets
1997	9.03%	4.61%	13.95%	12.87%	(5.8%) - 33.5%	8.3%	13.90%	38	\$3,870	21%	19%	58%
1998	8.96%	8.94%	18.49%	17.51%	(16.7%) - 52.8%	11.3%	16.25%	33	\$3,390	19%	9%	64%
1999	8.64%	5.28%	14.26%	13.37%	(6.2%) - 23.7%	6.4%	11.36%	29	\$2,669	20%	24%	57%
2000	8.80%	3.54%	12.57%	11.83%	(15.3%) - 35.1%	13.1%	12.25%	24	\$2,454	17%	12%	54%
2001	8.65%	-3.00%	5.45%	4.78%	(34.3%) - 31.6%	14.3%	7.28%	20	\$2,263	18%	16%	54%
2002	8.83%	-0.61%	8.18%	7.46%	(0.9%) - 30.8%	7.7%	6.75%	16	\$1,781	20%	19%	50%
2003	8.26%	6.02%	14.66%	13.92%	(12.4%) - 68.1%	20.4%	9.00%	14	\$1,851	18%	16%	52%
2004	7.66%	14.45%	22.93%	22.26%	11.9% - 76.6%	26.4%	14.49%	9	\$1,655	14%	10%	49%
2005	6.28%	17.74%	24.84%	23.18%	13.8% - 53.1%	13.4%	20.06%	7	\$1,664	15%	17%	43%
2006	6.21%	14.66%	21.53%	21.02%	5.9% - 24.8%	7.0%	16.60%	7	\$2,185	16%	6%	44%
2007	5.67%	8.29%	14.31%	13.86%	(3.5%) - 27.3%	8.6%	15.85%	8	\$3,290	22%	9%	50%
2008	5.17%	-17.48%	-12.99%	-13.22%	(57.6%) - (-1.9%)	16.5%	-6.46%	7	\$2,884	25%	19%	54%
2009	6.78%	-20.43%	-14.72%	-15.14%	(34.2%) - 11.4%	14.1%	-16.85%	8	\$2,571	29%	14%	45%
2010	6.86%	12.30%	19.78%	19.21%	15.8% - 81.3%	21.0%	13.11%	9	\$3,215	26%	25%	47%
2011	5.88%	8.33%	14.57%	14.01%	(57.9%) - 23.9%	23.5%	14.26%	9	\$4,423	27%	31%	55%
2012	5.85%	5.16%	11.21%	10.57%	(9.0%) - 28.3%	10.5%	10.55%	10	\$5,845	26%	42%	64%
2013	5.53%	9.56%	15.48%	14.83%	9.2% - 30.7%	6.5%	10.98%	9	\$7,789	26%	75%	69%
Annualized Time-Weighted Returns:												
3-Year	5.75%	7.67%	13.74%	13.12%					11.92%			
5-Year	6.18%	2.21%	8.49%	7.93%					5.69%			
7-Year	5.96%	-0.05%	5.91%	5.42%					5.23%			
10-Year	6.19%	4.41%	10.80%	10.18%					8.64%			
Since Inc. (10/80)	7.46%	2.21%	9.79%	8.86%					8.45%			
Annualized Since Inception Internal Rate of Return:												
		Gross	Net									
		6.80%	5.87%									

Private Real Estate Equity – North America Open-End Core Commingled Fund Composite

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1. **Heitman's Private Real Estate Equity – North America Division** (the "**Firm**") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Heitman's Private Real Estate Equity – North America Division has been independently verified for the periods of January 1, 1997 through December 31, 2013. The verification reports are available upon request. Verification assesses whether (1) the Firm has complied with all the composite construction requirements of the GIPS standards on a Firm-wide basis and (2) the Firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.
2. Heitman Capital Management LLC ("HCM") is an investment advisor registered under the Investment Advisers Act of 1940, as amended, which manages real estate assets in the Firm's Private Real Estate Equity – North America Division. HCM provides investment management services on behalf of pension funds, endowments, foundations, and other U.S. and international institutional clients investing in North American assets. The members of HCM are Old Mutual (HFL) Inc. (wholly owned by Old Mutual plc) and a group of key Heitman employees. The Firm considers client portfolios to be discretionary if the Firm has primary responsibility for major investment decisions such as: portfolio strategy; investment structuring; and acquisition, disposition and valuation of assets. Primary responsibility is inferred if a portion of the Firm's compensation is tied to performance. A complete list and description of the Firm's composites is available upon request.
3. The Firm's Open-End Core Commingled Fund composite comprises all actual fee-paying discretionary open-end commingled funds managed by HCM since April, 2007 with a primarily core (>= 85%) investment and risk strategy. The core strategy encompasses stabilized investments with low to moderate leverage and seeks to objectively minimize risk through diversification in property type, geographic location, and tenant composition. The composite consists primarily of institutional-grade real estate investments in the four traditional property types (industrial, office, residential and retail) and was created by the Firm and its predecessor Firms beginning in April, 2007. Heitman American Real Estate Trust, L.P. ("**HART**") is the only fund in the Firm's Open-End Core Commingled Fund Composite.
4. The internal dispersion of the Open-End Core Commingled Fund Composite is calculated by using the equal-weighted standard deviation of the gross of fee annual returns of all portfolios that were included in the composite for the entire year. The high and low range of gross of fee returns is also presented as a measure of dispersion for this composite. If five or fewer portfolios are in the composite during the entire year, the dispersion measures are N/A. The Fund is the only fund in the Firm's Open-End Core Commingled Fund Composite.
5. Altus Group U.S., Inc. (the current "**Appraisal Management Firm**") has been selected by the General Partner to oversee and administer the appraisal process for the Fund. The Appraisal Management Firm selects and supervises third-party appraisal Firms. Except as provided below, each of the Fund's investments is appraised annually, and such appraisal is updated quarterly by the appraiser or the Appraisal Management Firm. Prior to its first appraisal, all acquired investments are valued at cost plus capital expenditures less liabilities, if any (e.g., no appraisal will be required prior to the closing of each new investment) and the new investment joins the annual valuation cycle within 6 to 12 months following the acquisition date. An investment acquired pursuant to the value-added strategy may be valued at the discretion of the General Partner at cost (including subsequent capital expenditures) until the completion of its value-added program (or sooner at the discretion of the General Partner), and thereafter such investment is appraised in accordance with the procedures described above. The percentage of composite assets valued using an external valuation is shown for each annual period. Valuation methodologies include any/all of the following: discounted cash flow analysis, capitalized income approach, analysis of comparable sales, and the valuation of debt. Due to the nature of real estate investments and the lack of active market pricing for similar investments, valuations are based upon subjective unobservable inputs and assumptions.
6. Valuations and performance returns are denominated in US dollars. Returns are presented net of leverage, and are calculated quarterly using time-weighted, investment-level return methodologies which include all non-operating fund-level activity. Composite returns are calculated on an asset-weighted basis using time-weighted return methodologies. The sum of income and appreciation returns may not equal total time-weighted returns due to the geometric linking of quarterly return components. The Internal Rate of Return ("**IRR**") is calculated using monthly cash flows. For the annualized since-inception time-weighted returns and since-inception IRR, the terminal value is based upon the ending market value of net assets of the composite. Additional information regarding policies for valuing portfolios and calculating and presenting returns in compliance with the GIPS standards is available upon request.
7. Gross returns presented reflect transaction costs but are gross of investment management and incentive fees, which will reduce actual investment returns. The Firm's base management fees are generally charged as a tiered percentage of net assets under management (ranging from 45-110 bps for this open-end commingled fund composite). As of December 31, 2013, HCM's average since inception fee on a leveraged basis was 0.63% for the Open-End Core Commingled Fund Composite.
8. The NCREIF Fund Index Open-End Diversified Core Equity Index ("**NFI-ODCE**") is a leveraged, gross of fee index. Open-End Funds are generally defined as infinite-life vehicles consisting of multiple investors who have the ability to enter or exit the fund on a periodic basis, thereby providing a degree of potential investment liquidity. The NFI-ODCE includes primarily core industrial, office, residential, retail and hotel properties. The NFI-ODCE is used as a benchmark to measure a composite's performance and may not entirely reflect the composite's risk or investment style. Therefore, the NFI-ODCE is presented for illustrative purposes only and is not intended to imply the Firm's past or future performance so you should not expect the performance in your account to be the same as the NFI-ODCE.
9. Returns presented reflect the composite performance of a group of accounts, and therefore individual investor performance may vary. Past performance is no guarantee of future results.

Schedule of Performance Results Heitman Capital Management April 1, 2007 through December 31, 2013

Calendar Year to date 12/31	Leveraged Returns					Range of Gross Returns	Composite Dispersion Gross	NFI-ODCE Benchmark	Number of Portfolios	Year-End Composite			
	Gross Income Return	Gross Apprec. Return	Gross Total	Net Total	Net Assets (USD Million)					Percent Leveraged	Accepted Valuation	Percent of Firm Assets	
	2008	4.38%	-18.64%	-14.85%	-15.29%					N/A	N/A	-10.01%	1
2009	6.46%	-19.00%	-13.50%	-13.92%	N/A	N/A	-29.76%	1	\$468	19%	67%	8%	
2010	6.71%	11.02%	18.28%	17.65%	N/A	N/A	16.36%	1	\$794	19%	84%	12%	
2011	6.02%	8.35%	14.73%	14.02%	N/A	N/A	15.99%	1	\$1,277	24%	79%	16%	
2012	6.15%	6.22%	12.64%	11.83%	N/A	N/A	10.94%	1	\$2,051	22%	90%	22%	
2013	5.68%	9.42%	15.49%	14.69%	N/A	N/A	13.94%	1	\$3,435	24%	88%	31%	
Annualized Time-Weighted Returns:													
3-Year	5.95%	7.99%	14.28%	13.51%			13.60%						
5-Year	6.20%	2.52%	8.83%	8.17%			3.68%						
7-Year	N/A	N/A	N/A	N/A			N/A						
10-Year	N/A	N/A	N/A	N/A			N/A						
Since Inc. (4/07)	5.74%	-1.20%	4.48%	3.85%			2.78%						
Annualized Since Inception Internal Rate of Return:													
			Gross	Net									
			8.99%	8.35%									

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