



HLC
Equity

Company Overview

2024





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Built on legacy, creating thriving communities

HLC Equity is a forward-thinking real estate group with over 75 years of experience in the real estate investment business. HLC Equity has acquired, managed, developed, and repositioned real estate in over 25 states throughout the U.S., having owned and managed over 9,000,000 gross square feet of commercial, residential, and development land.

HLC Equity strives to deliver exceptional performance to our investors, partners, and stakeholders.

“We believe that by building strong communities for our residents and our neighbors, we can add tremendous value to investors and partners over the long term.”

- Daniel Farber, CEO

75+

Years in
Business

1609

Active Multifamily
Units Owned*

9M+

Gross Square
Feet Owned

\$415M

Capitalized
Investments**

200+

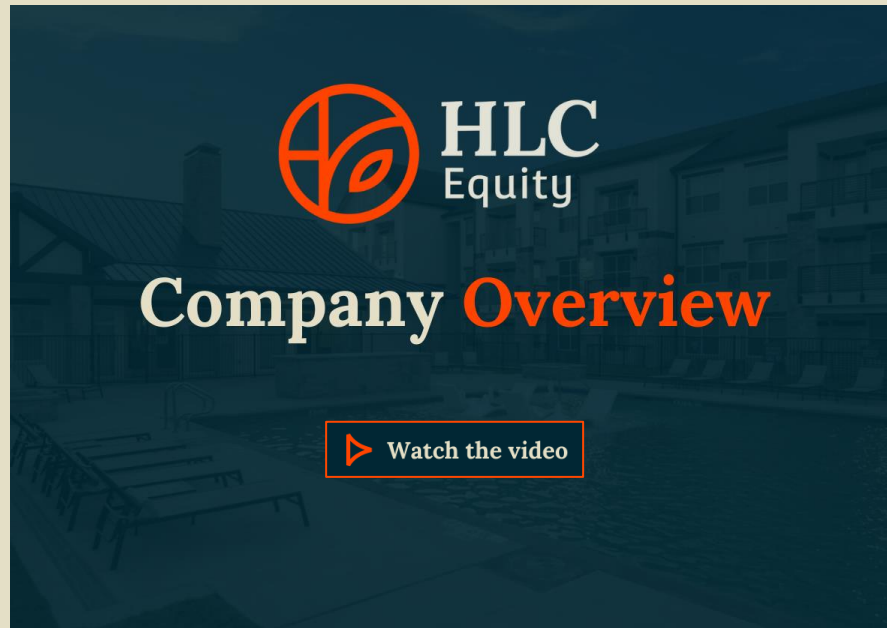
Investors Served

*Managed and passive

**Investments bought & sold



Legacy of the Past, Vision for the Future



HLC Equity has developed an investment philosophy that opens the door for stakeholders and investment partners to access opportunities traditionally reserved for large institutional investors. Discover the journey behind this philosophy and explore how both investors and residents continue to thrive, benefiting from the enduring vision and culture that HLC Equity upholds.



Explore the HLC Equity investment journey through the eyes of our valued investors and partners. Gain an insider's perspective on their experiences with HLC Equity and discover the positive impact these investments have made on their lives, businesses, and communities.



Verticals of Focus



Multifamily

**Value Add
&
Core**

**High Rental
Demand
Locations**

**Class A
&
Class B**

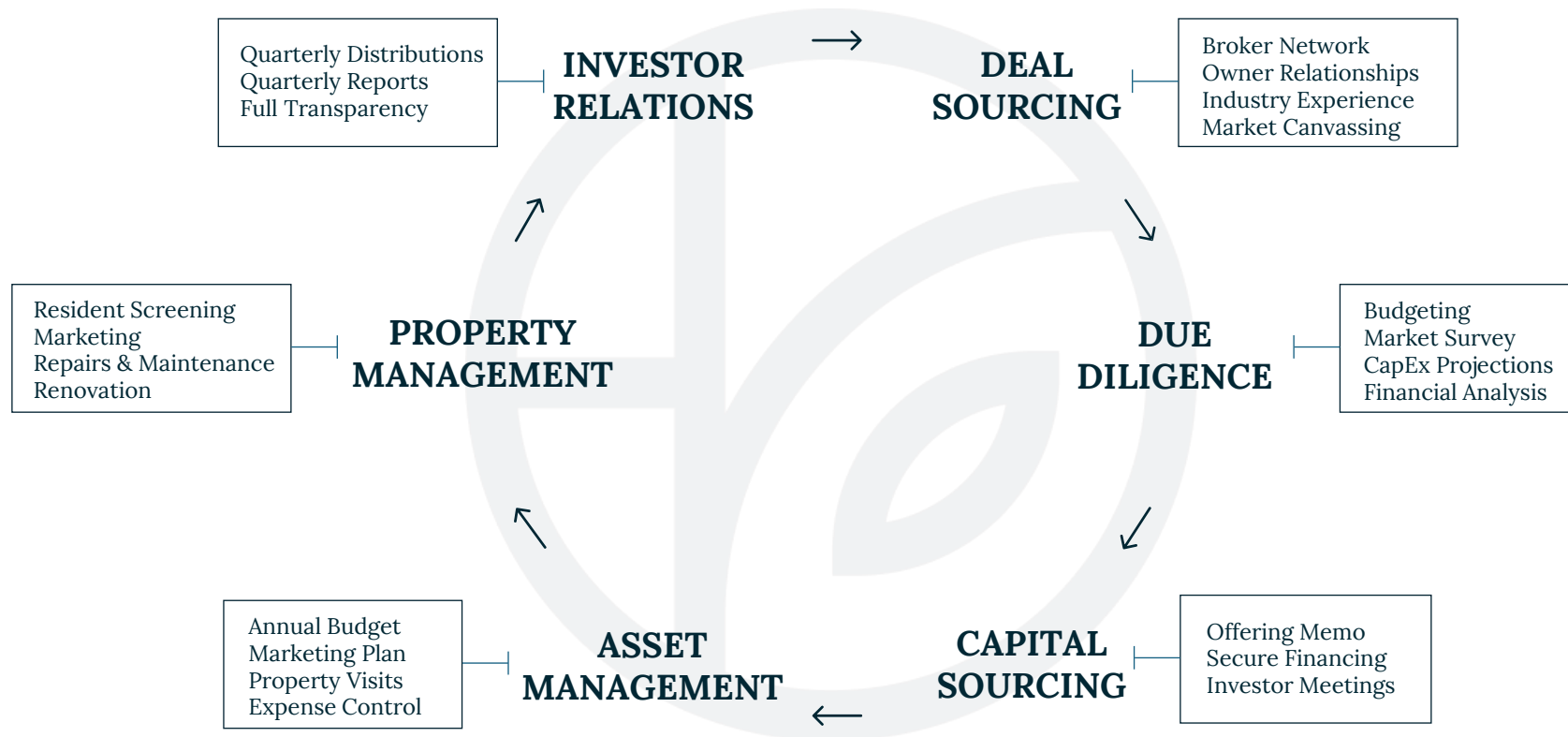
**Necessity-
Based Retail
& Medical**

**Urban &
Suburban
Focus**



Acquisition & Management

Our team employs a robust acquisition and management process from the moment a deal is sourced to ensure a deep understanding of the asset, superior experience for our tenants, and maximized returns for our investors.





Investment Strategy

Investment Targets

HLC Equity targets a variety of return profiles, from more opportunistic deals earning a **high IRR**, to solid core cash-flowing deals yielding strong **cash on cash**.*

Investment Horizon

HLC offers a wide range of investment horizons based on the deal, typically from **2–3** years for certain value-add projects, and **5–10+** years for other cash-flowing assets.

Partner with an Owner/Operator

With over 75 years of investment knowledge, investors **partner with a multigenerational owner/operator**. This reduces 3rd party fees, increases transparency and communication, and provides access to decades of experience.

Income Opportunities

Our proven investment strategy targets **attractive and stable cash flow, asset appreciation, and capital growth**, while creating a positive impact on the people and communities we serve.

Extensive Underwriting

Our Acquisition Team uses highly selective investment criteria, coupled with an **extensive underwriting processes**. Due diligence – including 100% lease audits & unit walkthroughs – is followed by detailed budgeting and sequence planning.

Skin In The Game

HLC Equity invests significant amounts of equity alongside our investors in each property we acquire. This creates investor alignment, resulting in stronger long-term relationships.



I am very pleased with the process and the results

In my line of work, I come across many real estate investment managers. It has been a pleasure investing with HLC and I have brought several of our High Net Worth clients to invest in their deals as well. We have been involved in three of their transactions, one of which has had a successful exit, and the other two are currently in progress. My clients and I are very pleased with the process and the results. I look forward to future deals with HLC and expanding the positive relationship we have with the firm.



David L.

CPA & Wealth Manager

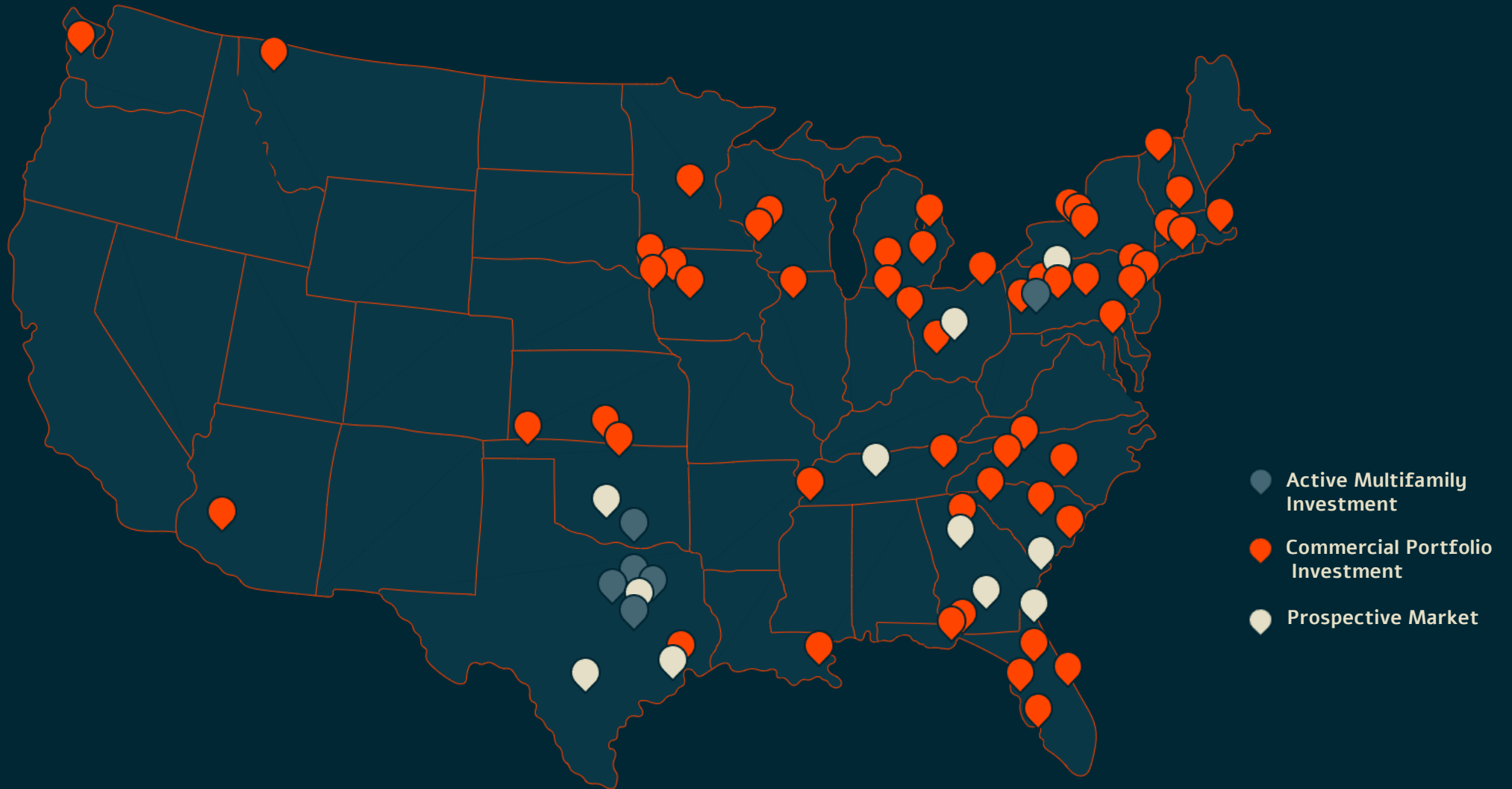


Watch our Investor Testimonial Video





Portfolio Geography





Current Multifamily Portfolio – Owned & Managed



High Meadow Apartments

Durant, Oklahoma
208 units
Built 2007 | Acquired 2021



Republic Deer Creek

Fort Worth, Texas
336 units
Built 2012 | Acquired 2018



Windscape Gardens

Grand Prairie, Texas
154 units
Built 1985 | Acquired 2014



Layers Galleria

Farmers Branch, Texas
330 units
Built 2013 | Acquired 2021



Southgate Apartments

Princeton, Texas
156 units
Built 2022 | Acquired 2022



Current Multifamily Portfolio - Owned



Essex House

Pittsburgh, Pennsylvania
168 units | Acquired 1971



Bellevue Apartments

Pittsburgh, Pennsylvania
75 units | Acquired 1971



Greenhill Apartments

Pittsburgh, Pennsylvania
55 units | Acquired 1971



Carol & Shamrock

Pittsburgh, Pennsylvania
137 units | Acquired 1971

Multifamily Track Record

PROPERTY NAME	STATUS	LOCATION	ASSET TYPE	# OF UNITS	YEAR ACQUIRED	DESCRIPTION
Southgate Apartments	Active	Princeton, TX	Multifamily	156-Units	2022	Class A Apartment
Layers Galleria	Active	Farmers Branch, TX	Multifamily	330-Units	2021	Class A Apartment
High Meadow	Active	Durant, OK	Multifamily	208-Units	2021	Class A Apartment
Republic Deer Creek	Active	Fort Worth, TX	Multifamily	336-Units	2018	Class A Apartment
Toscana Community	Realized	Dallas, TX	Multifamily	192-Units	2017	Class A Apartment
Sage Brook Community	Realized	Denver, CO	Multifamily	216-Units	2016	Class A Apartment
Fenimore Place	Realized	Brooklyn, NY	Multifamily	16-Units	2014	Class B Apartment
Windscape Gardens	Active	Dallas, TX	Multifamily	154-Units	2014	Class A Apartment
Bellevue Apartments	Active	Pittsburgh, PA	Multifamily	75-Units	1971	Class C Apartment
Greenhill Apartments	Active	Pittsburgh, PA	Multifamily	55-Units	1971	Class C Apartment
Essex House	Active	Pittsburgh, PA	Multifamily	168-Units	1971	Class B Apartment
Carol and Shamrock	Active	Pittsburgh, PA	Multifamily	137-Units	1971	Class B Apartment

These assets are under the HLC Equity sponsorship platform and doesn't include historical portfolio. Performance is unaudited.

1609

Active MF
Units Owned*

**managed and passive*

29.1%

Multifamily
Portfolio IRR**

***gross, unaudited*

16

Retail Properties
Owned & Managed

\$115M

Commercial
Assets Sold

Commercial Track Record - Realized

PROPERTY NAME	STATUS	LOCATION	ASSET TYPE	YEAR ACQUIRED
USPS	Realized	Mt Hope, KS	Commercial	1993
USPS	Realized	Stanton, TN	Commercial	1993
USPS	Realized	Pomeroy, IA	Commercial	1993
USPS	Realized	Romayer, TX	Commercial	2000
USPS	Realized	Meramac, MA	Commercial	1993
DORCHESTER SQUARE	Realized	North Charleston, SC	Commercial	1993
WICKENBURG CENTER	Realized	Wickenburg, AZ	Commercial	1993
MCMILLAN CENTER	Realized	Marshfield, WI	Commercial	2001
PINE TREE CENTER	Realized	Sterling, IL	Commercial	2006
CHERAW TOWN CENTER	Realized	Cheraw, SC	Commercial	1995
BELTON PLAZA	Realized	Belton, SC	Commercial	1982
COMMERCE PLAZA	Realized	Commerce, GA	Commercial	1982
COCHRAN PLAZA	Realized	Cochran, GA	Commercial	1982
MT PLEASANT PLAZA	Realized	Mt Pleasant, SC	Commercial	1982
SOUTHWEST CENTER	Realized	Freeport, IL	Commercial	1987
WALMART CENTER	Realized	Wausau, WI	Commercial	1995
WALMART CENTER	Realized	West Point, MS	Commercial	1983
GRAND UNION PLAZA	Realized	Saugerties, NY	Commercial	1980
CONNELLSVILLE STRIP CENTER	Realized	Connellsville, PA	Commercial	1982
MULLINS CENTER	Realized	Mullins, SC	Commercial	1983
PAGELAND CENTER	Realized	Pageland, SC	Commercial	1983
SCOTTSDALE MILLER CTR	Realized	Scottsdale, AZ	Commercial	1974
PARCEL 216-77-025A	Realized	Scottsdale, AZ	Land	1983
PARCEL 217-01-025A	Realized	Scottsdale, AZ	Land	1983
OFFICE BUILDING	Realized	Phoenix, AZ	Office/Condo	1971
450 MELWOOD AVE	Realized	Pittsburgh, PA	Office/Condo	1995
1900 MURRAY AVE	Realized	Pittsburgh, PA	Office/Condo	2019

Commercial Track Record - Active

PROPERTY NAME	STATUS	LOCATION	ASSET TYPE	YEAR ACQUIRED
FOOD LION	Active	Winston Salem, NC	Commercial	1995
ADVANCE AUTO STORE	Active	Newark, DE	Commercial	2011
RITE AID store #18302	Active	Lansdale, PA	Commercial	2014
RITE AID store #10960	Active	Canonsburg, PA	Commercial	2014
RITE AID store# 11018	Active	Carlisle, PA	Commercial	2015
USPS	Active	Tahuya, WA	Commercial	1992
USPS	Active	Bud, WV	Commercial	1995
USPS	Active	Bloomfield, NY	Commercial	1995
USPS	Active	Lake Katrine, NY	Commercial	1995
USPS	Active	Florida, NY	Commercial	1992
CVS/KNOXVILLE CENTER	Active	Knoxville, TN	Commercial	1999
MENTOR NORTHGATE CENTER	Active	Mentor, OH	Commercial	2006
FORESTVILLE PLAZA	Active	District Heights, MD	Commercial	2001
VETERANS ADMINISTRATION DIALYSIS CLINIC	Active	Philadelphia, PA	Commercial	2020
1900 MURRAY AVE	Active	Pittsburgh, PA	Office/Condo	2006
1900 MURRAY AVE	Active	Pittsburgh, PA	Office/Condo	2006
1100-1102 FIFTH AVE	Active	Pittsburgh, PA	Office/Condo	2005
1106 FIFTH AVE	Active	Pittsburgh, PA	Office/Condo	2017
CVS	Active	Holyoke, MA	Commercial	2010

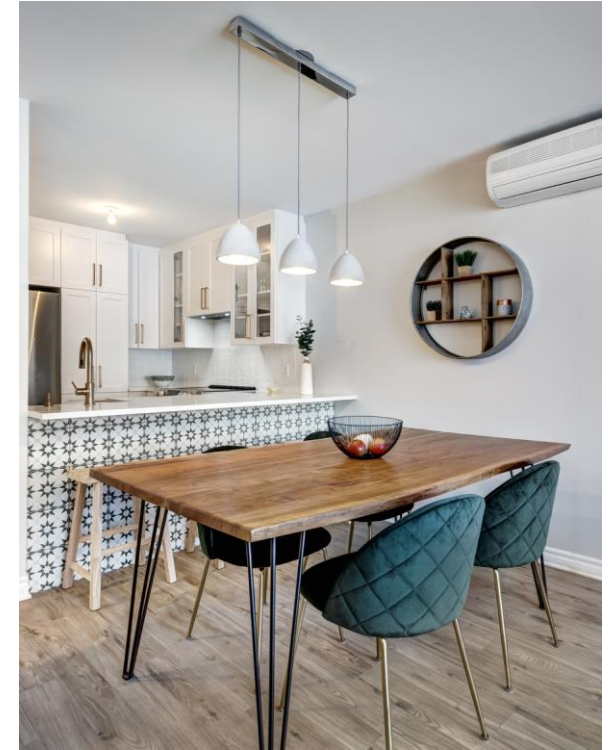


Featured Case Study

TOSCANA APARTMENTS

The result of acquiring a strong value-add property in a growth market, combined with an aggressive renovation plan, led to HLC Equity exceeding growth targets and delivering returns significantly above original projections to our investor partners and principals.

- Acquired by HLC Equity in 2017 for \$13.3M
- Located in the Dallas MSA; Urban Infill
- 192-unit Class B Community, built in 1986
- Implemented value-add program, operational excellence, and Layers serviced apartments
- Sold in Q2 2022



\$24.5M

Sale Price

5 years

Investment
Hold Period

25%

Avg Rent Growth

29.4%

Deal-Level IRR*

3.37x

Equity Multiple

*gross, unaudited

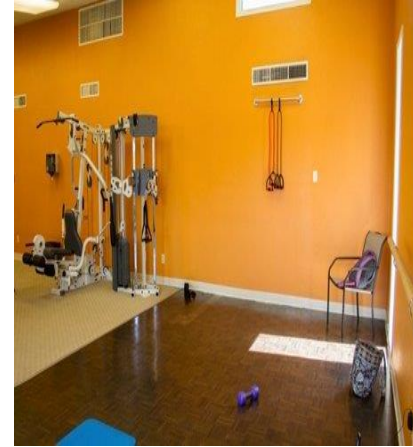


Featured Case Study

SAGE BROOK APARTMENTS

Through detailed analysis, research, and property due diligence, HLC Equity identified Sage Brook apartments as strong investment due to its location, discount to market, and property improvement opportunity. The execution of the plan delivered strong gains, yielding a 26% IRR during the brief 2.5 year hold period.

- Acquired by HLC Equity in 2016 for \$26.3M
- Located in the Denver MSA
- 216-unit Class B Community, built in 1973
- Sold in Q1 2019



\$32.5M

Sale Price

2.5 years

Investment
Hold Period

20%

Avg Rent Growth

26.2%

Deal-Level IRR*

1.77x

Equity Multiple

**gross, unaudited*



They have a great track record and long history in the real estate business

I have invested in HLC Equity deals since 2016. They have a great track record and long history in the real estate business. I am happy to recommend HLC Equity, and I continue to invest with them thanks to the returns that they have delivered to me thus far, their transparency, and their focus on quality transactions and operational efficiencies. HLC Equity's investor communications are in depth and frequent, which help provide a clear picture of what is happening at the properties on an ongoing basis.



Joel J.

Managing Director at IP Services Firm
HLC Equity Investor



Watch our Investor Testimonial Video





Investor Community.

Members of the HLC Equity Investor Community join a trusted network of sophisticated investors. Members gain more than access to attractive investment opportunities – they tap into a collaborative platform where knowledge, insights, and strategic partnerships drive growth. HLC Equity's Investor Community is designed to foster success through both individual and collective expertise.

Institutional-Grade Opportunities

Directly access investments similar to top-tier institutions, delivering opportunities that align with financial goals.



Exclusive Investor Network

Represents a community of like-minded investors, including HNWI's and family offices, where shared expertise and relationships drive success.



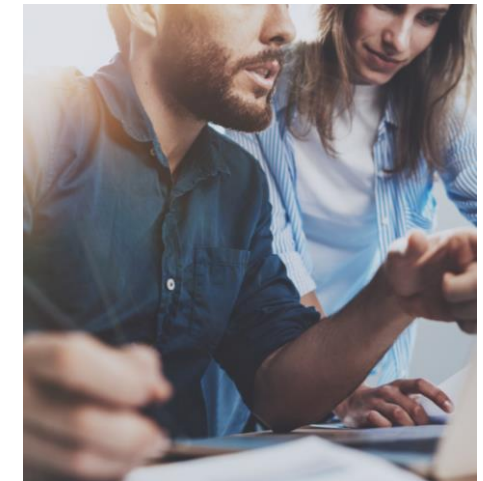
Engaging Events & Insights

Members attend live and virtual events, where HLC's action leaders share key insights, helping to stay ahead of market trends.



Tailored Investor Support

Receive exclusive content and updates designed to help Members grow their investment portfolio and capitalize on emerging opportunities.





Creating Thriving Communities.

layers

Layers is HLC Equity's operating brand that leverages innovation and technology to create a more efficient property management model. While it includes a diverse product mix, Layers goes beyond just rental strategies by focusing on optimizing operations and enhancing the living experience for our residents. Through the integration of proptech and a commitment to operational excellence, Layers enables us to deliver on our purpose of creating thriving communities, while striving to deliver higher risk adjusted returns to our investors.

Community

Layers is positioned to serve the needs of traditional renters alongside digital nomads and corporate relocations under one cohesive platform



Services

Layers Unlimited loyalty program delivers a variety of curated amenities that fit the lifestyles of our residents



Functionality

To meet ever-evolving needs, Layers has the ability to offer conventional and serviced apartments in the same property.



Technology

Integrates advanced proptech, streamlining operations and communication while enhancing property management and resident experience

ResMan[®] appfolio

He⁺ari Elise^{AI}

SafeRent[™]
SOLUTIONS

checkpoint
from MRI Software

NetVendor
COMPLIANCE

GATEWISE
Multifamily Gate Access

/// PARCEL
PENDING



A Vision for the Future.

PROPTech³⁶⁰ By HLC Equity

By integrating proptech solutions into our operations and building strategic partnerships with leading tech firms, HLC Equity continues to enhance its innovative edge, striving to provide superior value to our investors and reinforcing our position as a forward-thinking real estate investment manager. Through the PropTech360 platform, HLC Equity subsidiaries have become strategic investors in proptech VC funds to provide value to our portfolio along with the overall ecosystem.

[CLICK HERE](#) to learn more about PropTech360.

Network

Connections between real estate industry leaders and decision-makers, investors, and technology startups



Invest

From family offices investing in real estate, to VCs at the cutting edge of proptech seeking to explore new startup opportunities



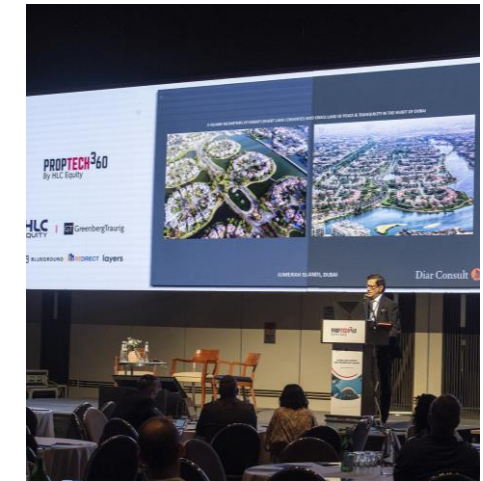
Discover

New products, services, and solutions that can help you stay on the cutting edge of the proptech world



Educate

Engaging presentations, interactive workshops, content, and panel discussions with expert speakers and real estate thought leaders





HLC Investment Partners, Lenders & Tenants

The large number of HLC Equity's partnerships have been with the firm for over 20 years.





Senior Leadership



Daniel Farber
Chief Executive Officer



Micah Gimpel
Chief Finance Officer



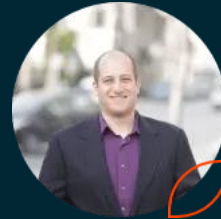
Barbara Katch
Non-Executive Chair



David Molitor
Head of Operations



Caesar Nguyen
Director of Acquisitions



Joseph Elbogen
Director of FP&A &
Investor Relations



Steve Garda
Director of Asset Management



Kevin Aschman
Director of Marketing



Daniel Brandriss
Director of Investor Solutions



Thank You

347.220.8722
partner@hlcequity.com
hlcequity.com