



# MAGCP Industrial Fund III, LP

A DIVERSIFIED, MIDDLE-MARKET INDUSTRIAL REAL ESTATE FUND

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# MAGCP Industrial Fund III, LP

## STRATEGIC FUND OBJECTIVE

MAG Capital Partners (MAGCP) seeks to efficiently deploy investor capital into net leased industrial real estate investments. Our focus is on current cash flowing assets, supported by a diversified portfolio of creditworthy middle market tenants on a below-replacement cost basis. Utilizing our in-house credit team and development expertise, we seek to provide exceptional risk-adjusted returns.

## Target Highlights

- 6-Year Hold Horizon
- \$250M Anticipated Equity, Expandable to \$500M
- 1.95x Multiple on Invested Capital (MOIC)
- 6%-8% Target Cash-on-Cash During Hold
- 8%-10% Preferred Return
- 14%-16% Projected Net IRR
- 55%-65% Average Fund LTV
- Quarterly Distributions
- Tax Advantaged Direct and REIT Investment Options



# About the Fund Manager

WHAT SETS MAG CAPITAL PARTNERS APART



- Experienced Principals
- Institutional Credit Team
- Precision Capital Deployment
- Professional Execution
- Demonstrated Deal Sourcing



# About MAG Capital Partners

Founded in 2015, MAG Capital Partners is a commercial real estate investment firm focused on single-tenant, net leased industrial properties throughout the United States. MAG specializes in sale-leaseback structured industrial acquisitions and value-add opportunities. The firm is led by tenured principals Dax T.S. Mitchell, Andrew Gi and Neil Wahlgren, having over 60 years of combined experience in complex commercial real estate acquisitions, operations and development with attractive results. MAGCP is vertically integrated, including tenant credit advisory, construction and facilities management, asset management, capital markets, and a full-service accounting team.

**\$1B+**

Assets Under Management

**<0.2%**

Annual Tenant Default Rate

**\$150M+**

Realized Investment Exits

**18.1%**

Realized Net Investment IRR

All figures are approximate and net to investors.

Past performance is not a guarantee of results. Please see the disclosures on page 2 for important additional information, including with respect to the calculation of performance.

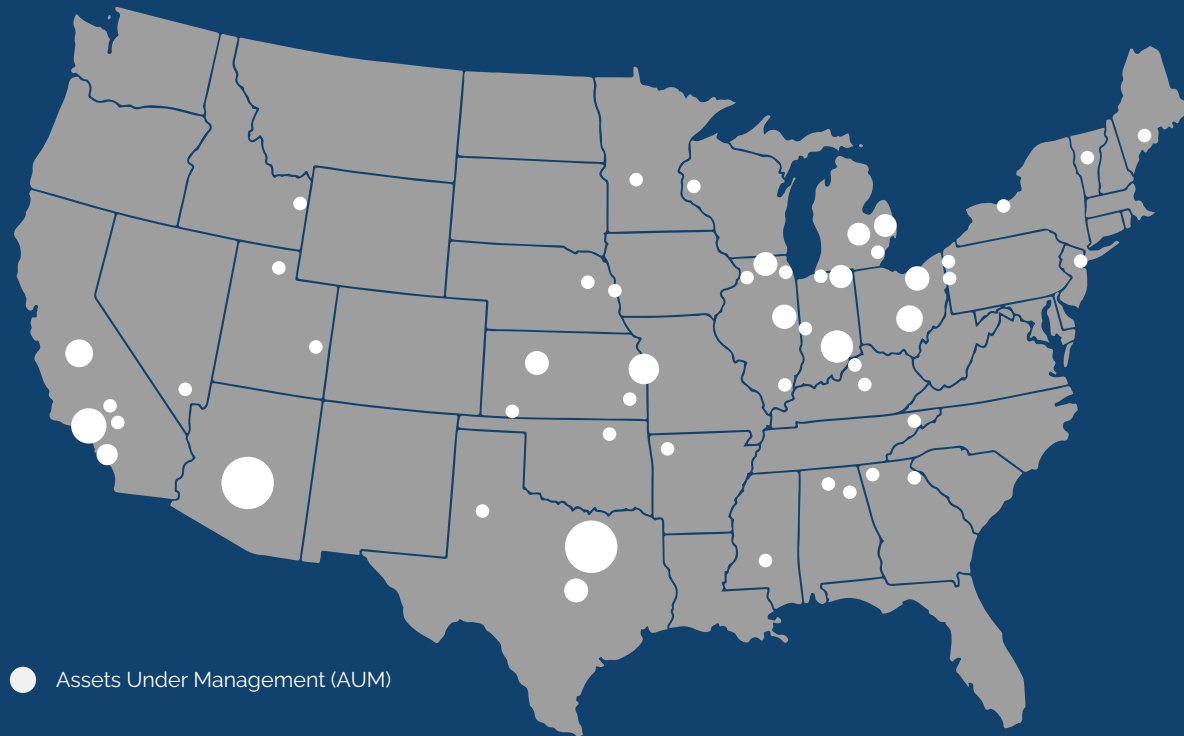
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# About MAG Capital Partners

## ASSETS UNDER MANAGEMENT AND STRATEGIC BUSINESS UNITS

Current Investments as of Q3 2024



**10M+**

Square Feet Under Management

**31**

States with Assets Under Management



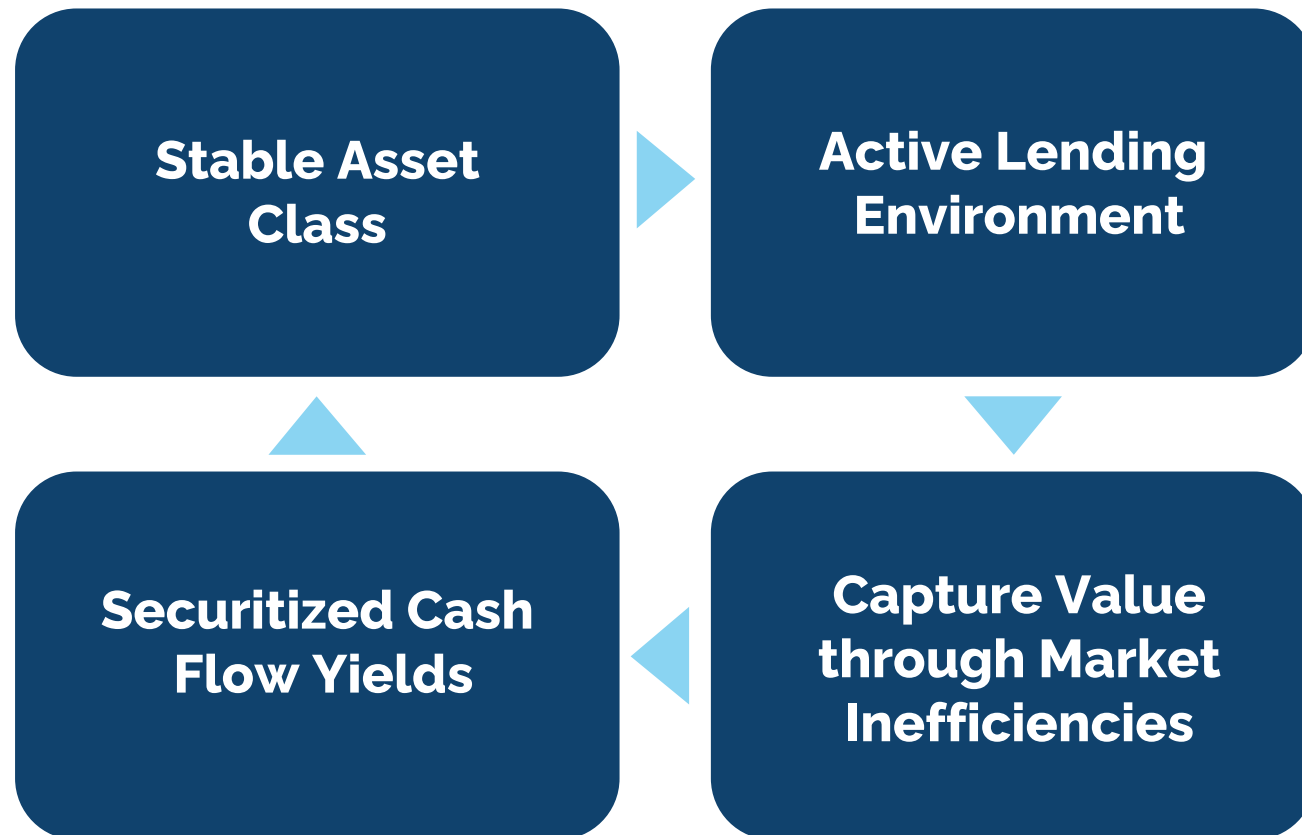
\*All figures are approximate.

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# Why Industrial? Why Now?

KEY DRIVERS FOR FUND III OPPORTUNITY



## INDUSTRIAL DEMAND DRIVERS

- Onshoring and reshoring manufacturing to the U.S. and Mexico is an ongoing structural change
- The global supply chain disruption of 2020 revealed a clear need for domestic logistics and manufacturing, leading to significant public and private investment into this sector
- 2<sup>nd</sup> generation industrial real estate is priced below replacement costs, and space demand is outstripping constrained supply into the foreseeable future

## IMMEDIATE BUYING OPPORTUNITIES

- Acquisition cap rates remain higher than capital costs
- Opportunity to acquire quality assets at or below replacement costs with positive leverage and healthy yield spreads
- Fixed rate debt remains available at 150-200 bps below acquisition cap rates



# Industrial Fund III Strategy

CONTINUOUS EVOLUTION OF EXECUTION

## ANTICIPATED STRATEGY

- Third fund vintage following successful stabilization of Fund I and Fund II
- Target current cash flow from fully occupied, single-tenant industrial deals
- Perform in-depth tenant credit analysis to ensure strong portfolio credit
- Perform physical and environmental assessments
- Require tenant indemnification and additional security & insurance to ensure building quality and mitigate any exposure
- Execute long-term (10+ years) net leases
  - Tenants pay for 100% of utilities and building maintenance costs
  - Tenants pay for 100% of property tax and future increases
  - Tenants pay for 100% of property-related insurance
- Stabilize rental trends at or below market to maximize releasability
- Focus on the real estate basis at or below replacement cost and near vacant value

## DIVERSIFIED FUND ADVANTAGES

- ✓ Allocates risk over multiple properties, geographic markets, tenant credit and tenant industries
- ✓ Capture flow-through depreciation and REIT tax benefits similar to single-asset investments
- ✓ Increases Manager's ability to negotiate on deals and provide surety of acquisition (i.e., cash closings)
- ✓ Economies of scale across fixed costs compared with single-asset investments





# Inflation and Interest Rates

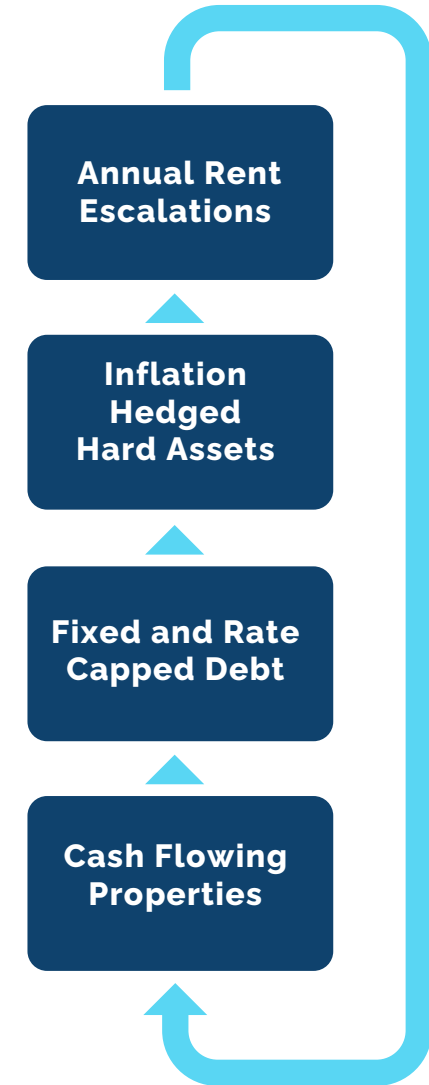
CONSERVATIVE APPROACH TO AN UNCERTAIN MARKET

## HEDGE AGAINST INFLATION

- Hard assets, including industrial real estate, are one of the greatest intrinsic hedges in an inflationary environment
- Net lease structure shields investment from inflationary increases in expenses including taxes, insurance, utilities and building maintenance costs
- 2%-3% annual rent escalations built into leases
- Provides predictable, increasing income stream for investors while allowing tenants to forecast and control rent costs
- Drives predictable NOI growth

## DEBT AND INTEREST RATE ENVIRONMENT

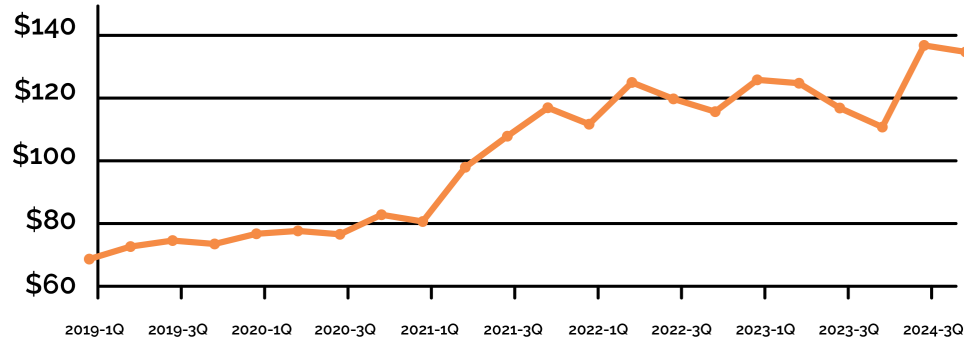
- Current interest rates are trending downward from most recent peaks
- Long-term fixed-rate debt protects yields and minimizes exposure to short-term rate activity
- Debt from a combination of lenders including, but not limited to, single-asset loans, credit facilities or programmatic credit lines from local, regional and national banks, as well as securitized bonds or financing



# Industrial Market

SLOWING CONSTRUCTION PUTS POSITIVE PRESSURE ON INDUSTRIAL ASSETS AND RENT

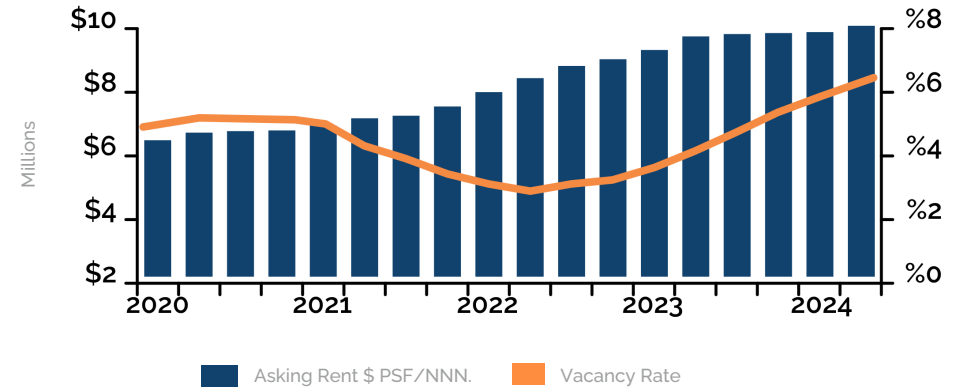
## RISING PRICE PER SF INDUSTRIAL SALES



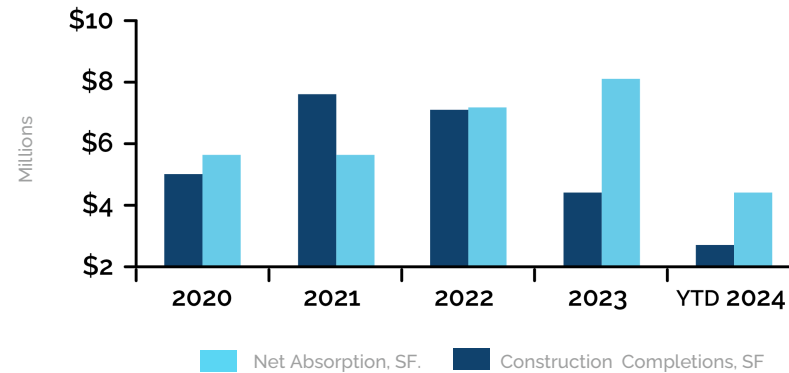
Source: Cushman & Wakefield Q2 2024 Industrial Market Report

- Industrial real estate completions grew in 2023 but have dropped significantly in 2024 after a decrease in new construction
- Absorption remained positive over the last 18 months
- Current U.S. Industrial vacancy rates remain healthy at approximately 6.0% and manufacturing vacancy at approximately 3.0%
- Industrial assets continue to appreciate nationwide

## OVERALL VACANCY & ASKING RENT



## SPACE DEMAND / DELIVERIES



Source: Cushman & Wakefield Q2 2024 Industrial Market Report

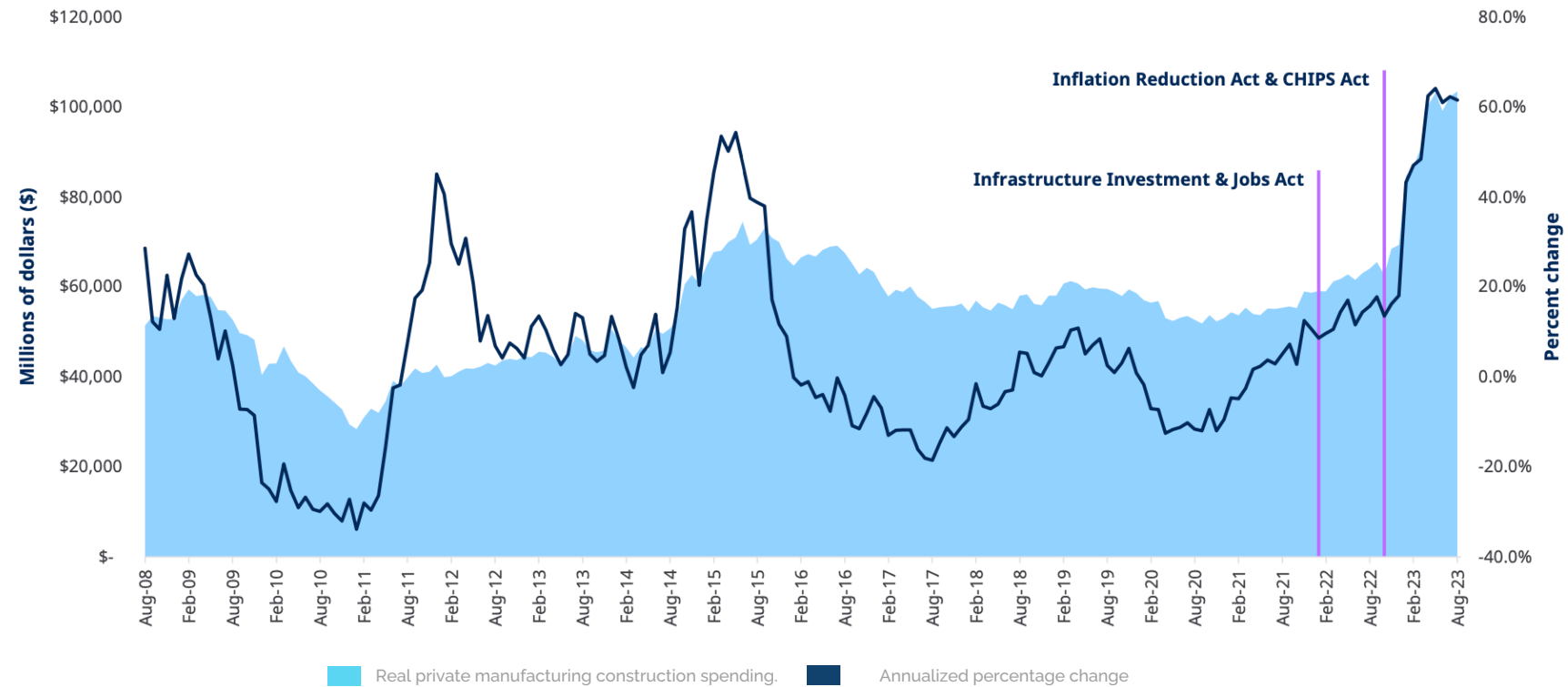
Represents MAGCP's market views and analysis.  
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# Industrial Market

MANUFACTURING CONTINUES TO THRIVE AS A SUBSECTOR

## TOTAL REAL PRIVATE MANUFACTURING CONSTRUCTION SPENDING IN THE UNITED STATES



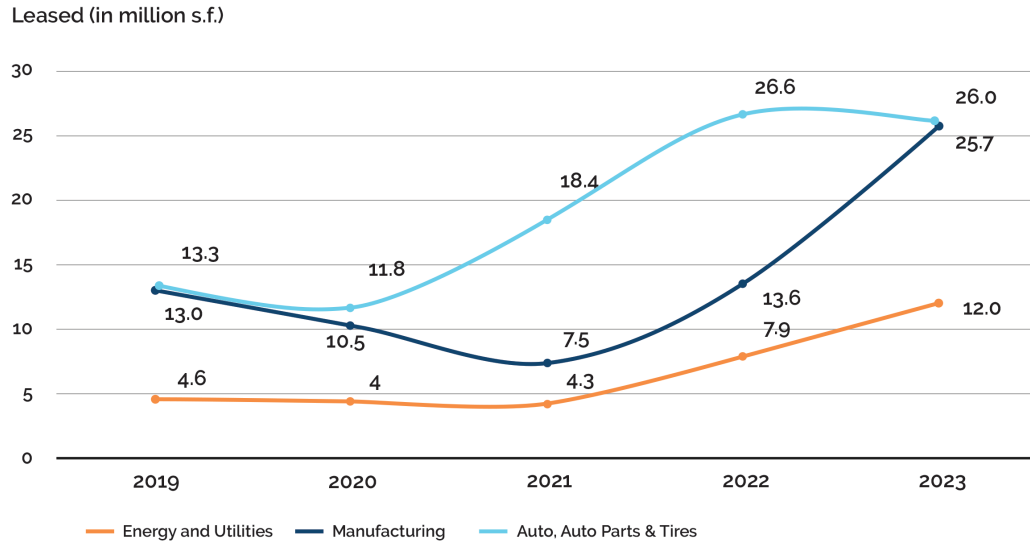
Note: Seasonally adjusted annualized rate of construction spending deflated by new industrial building PPI  
Sources: Newmark Research, FRED, U.S. Census Bureau, U.S. BLS  
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# Industrial Market

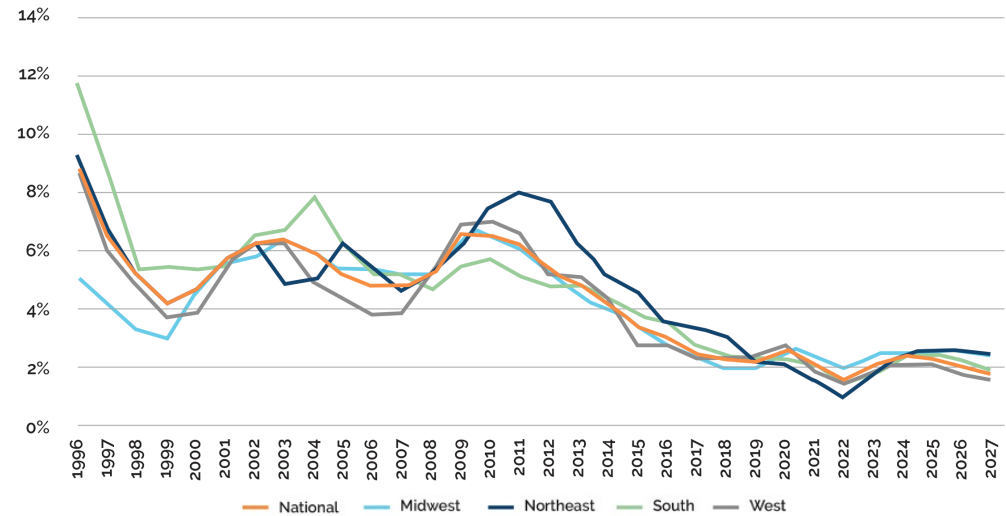
MANUFACTURING CONTINUES TO THRIVE AS A SUBSECTOR

## GROWTH IN LEASING VOLUME



Source: Cushman & Wakefield Q2 2024 Industrial Market Report

## US MANUFACTURING SUBMARKET VACANCY



Source: Cushman & Wakefield Q2 2024 Industrial Market Report

- Leasing demand continues to grow across manufacturing sectors
- Supply remains tight for manufacturing companies who have not secured their own facilities
- Vacancy across manufacturing industrial in particular continues to remain extremely tight



# MAGCP Alpha: Sale Leaseback Acquisitions

SEEKING CAPITAL IN EXCHANGE FOR LONG-TERM SECURITIZED YIELDS



## BENEFITS FOR THE BUYER

- Provides a stabilized income-producing commercial property
- New long-term net lease in addition to the normal benefits of real estate ownership
- 15- to 20-year base term leases
- Annual rent increases
- Quarterly/annual tenant financial reporting

## BENEFITS FOR THE SELLER

- Alternate form of corporate financing
- Releases dormant equity from real estate
- Equity re-deployable without restrictive bank covenants
- Allows business growth activities
  - Expansion
  - Debt retirement
  - Cost-intensive capital improvements



# MAGCP Alpha: Deal Sourcing

ESTABLISHED DEEP RELATIONSHIPS DRIVE OPPORTUNITY

## TRAILING 12 MONTHS



## MAGCP ADVANTAGE

- Long-standing industrial broker relationships
- Pricing inefficiencies from sale leaseback complexity
- Opportunity from inefficient market pricing
- Direct relationships with private equity firms
- Off-market deals via M&A executions
- Execute quickly for below-market pricing
- Impeccable Manager buyer reputation
- Internal deal selection committee



# MAGCP Alpha: Value-Add Strategies Within Net Leases

GENERATING ATTRACTIVE RETURNS WITHIN LONG-TERM NET LEASES

## TENANT EXPANSIONS & DEVELOPMENT

- Financing expansions and capital improvements in return for increased rent
- Blending value-add investment profiles
- GP-led maintenance projects for tenants
- In-house expertise
  - Facilities management
  - Construction management
  - General contractor
  - Asset management

## LEASE RENEGOTIATIONS

- Additional value capture through lease engineering
- Extending lease terms
- Converting leases to absolute NNN structure
- Smooth rent escalations to predictable annual intervals
- Increasing annual rent escalations when able
- Capitalizing major improvements and expansions
- Securing stronger lease guarantors
- Security deposits tied to financial benchmarks



# Competitive Outlook

## WHO WE COMPETE WITH IN THE NET LEASE INDUSTRIAL SPACE

	MAG CAPITAL PARTNERS	BLUE OWL	STORE CAPITAL	BRENNEN INVESTMENT GROUP	LCN PARTNERS	W.P. CAREY	JP MORGAN REIT	MORGAN STANLEY NET LEASE
Fund Type	Private	Public NYSE: OWL	Private	Private	Private	Public NYSE: WPC	Public	Public
Year Founded	2015	2021	1981	2010	2011	1973	1961	1991
AUM	\$1B	\$174B	\$16B	\$6B	\$7B	\$17B	\$82B	\$53B
Target Markets	Mid-Market, Domestic US	Various Markets, International	Various Markets, North America	Various Markets, Domestic	Various Markets, International	Various Markets, International	Various, International	Various, International
Target Asset Class	Single Tenant Net Lease Industrial	Credit, GP Capital and Real Estate	Single Tenant Net Lease Real Estate	Single Tenant Net Lease Real Estate	Various Real Estate	Single Tenant Net Lease Real Estate	Net Lease Real Estate	Net Lease Real Estate
Target Tenant Credit	Middle Market Private	Large Cap Private/Public	Middle Market Private/Public	Middle Market Private/Public	Middle Market Private	Large Cap Public	Large Cap Private/Public	Large Cap Private/Public
Target Returns	Mid/High	Low/Mid	Mid	Mid/High	Mid	Low	Low/Mid	Low/Mid

MAG Capital Partners primarily competes with large private and institutional investment firms, earning a strong reputation and winning deals through long-term relationships. MAGCP maintains a laser focus on strong small to mid-market assets in the domestic United States, with primarily private credit, mid-market tenants. We also strive to deliver exceptional returns through approaching acquisitions as a long-term relationship with our tenant partners.

\*All figures are approximate. Represents MAGCP's market views, opinions and analysis.

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# Investment Risk Mitigation

THREE PRIMARY COMPONENTS OF DEFENSIBILITY



## OVERALL TENANT CREDIT

Evaluate tenant's long term financial profile

Overall financial health

Tenant access to capital

Avoid highly vulnerable companies



## UNIT PROFITABILITY

Review business unit-level financials for all target properties

Profitable locations

Mission-critical tenant operations

Tenant investments into properties



## DEFENSIBLE REAL ESTATE

Real estate acquisition basis below replacement value

Limit downside scenarios (bankruptcy, liquidation, lease rejection)

Value Floor – Purchase near value of property if it becomes vacant



# Acquisition Criteria

## TARGET CRITERIA OF INDUSTRIAL ASSETS



### MARKET FOCUS

NNN Leased  
Industrial

Domestic  
United States

Single Industrial  
Assets

Industrial  
Portfolios



### PROPERTY TYPES

Industrial

Manufacturing

Distribution

Cold Storage

Outdoor Storage

Food Production



### TENANT CREDIT

Gross Revenue  
\$50M+

EBITDA Margin  
8%+

Debt to EBITDA  
<5x

Private Equity  
Sponsorship



### LEASE STRUCTURE

Absolute NNN  
Structure

10-20 Year  
Lease Term

2% - 3% Annual  
Rent Escalations

Parent-Level  
Guarantor



### INVESTMENT SCOPE

30 - 50 Property  
Investments

\$10M - \$50M  
Per Investment

Total Fund Target  
of \$500M - \$700M

7%+ Acquisition  
Cap Rate



# Target Debt Assumptions

STRATEGIC USE OF DEBT TO ENHANCE YIELDS

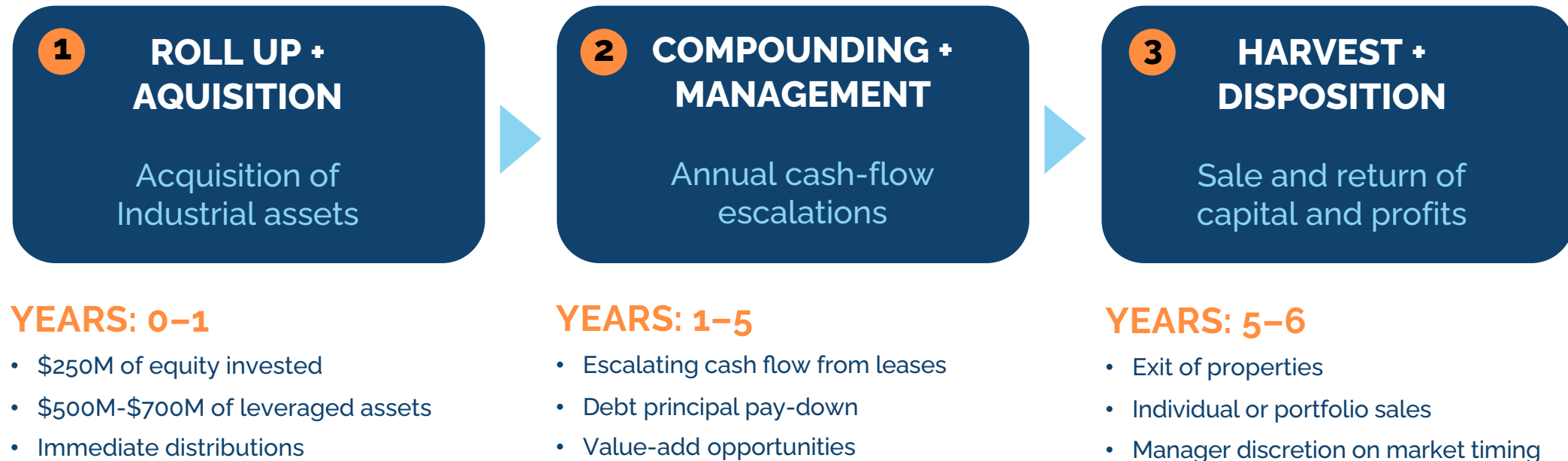
## TARGET DEBT

- Fixed interest rate, including rate cap or swap contracts for favorable rates
- 5-10 years in loan term
- 55% - 65% loan-to-value (LTV)
- Blend of 25-year amortization, 30-year amortization and interest only
- Reduce/eliminate prepayment penalties wherever possible
- Regional Banks, National Banks, Community Banks and Life Insurance Company Lenders
- Single asset loans and credit facilities with pre-committed debt capital



# Projected Investment Lifecycle

RISK-ADJUSTED CAPITAL GROWTH

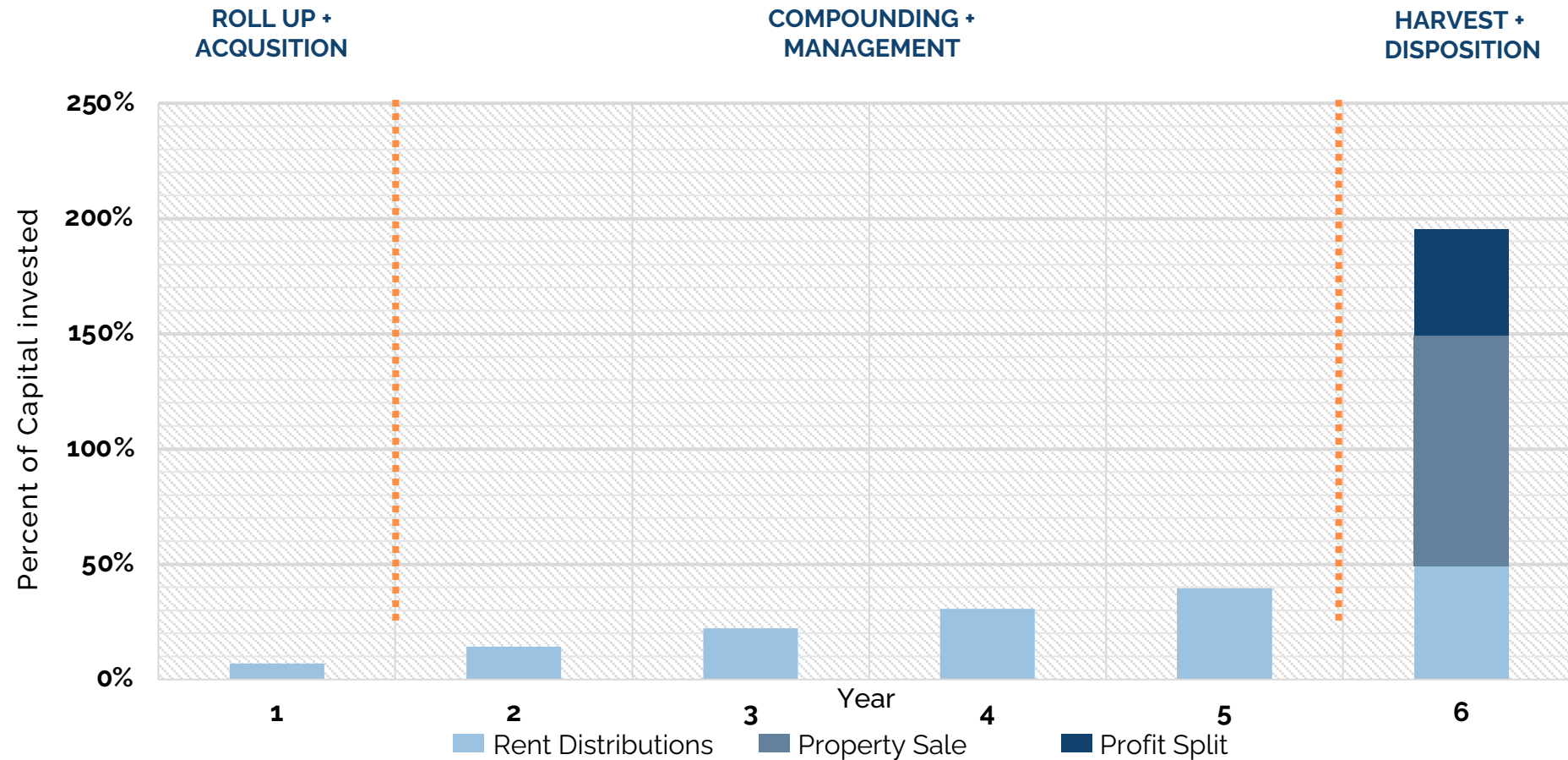


Assumes a portfolio sale of entire fund at the end of year 6 (five years after final acquisition). Projected performance is not a guarantee of future results. Please see the disclosures on page 2 for more information. Information provided herein by MAG Capital Partners, LLC is confidential and for discussion purposes only.



# Cash Flow Projection

CUMMULATIVE FUND III PROJECTED NET DISTRIBUTIONS

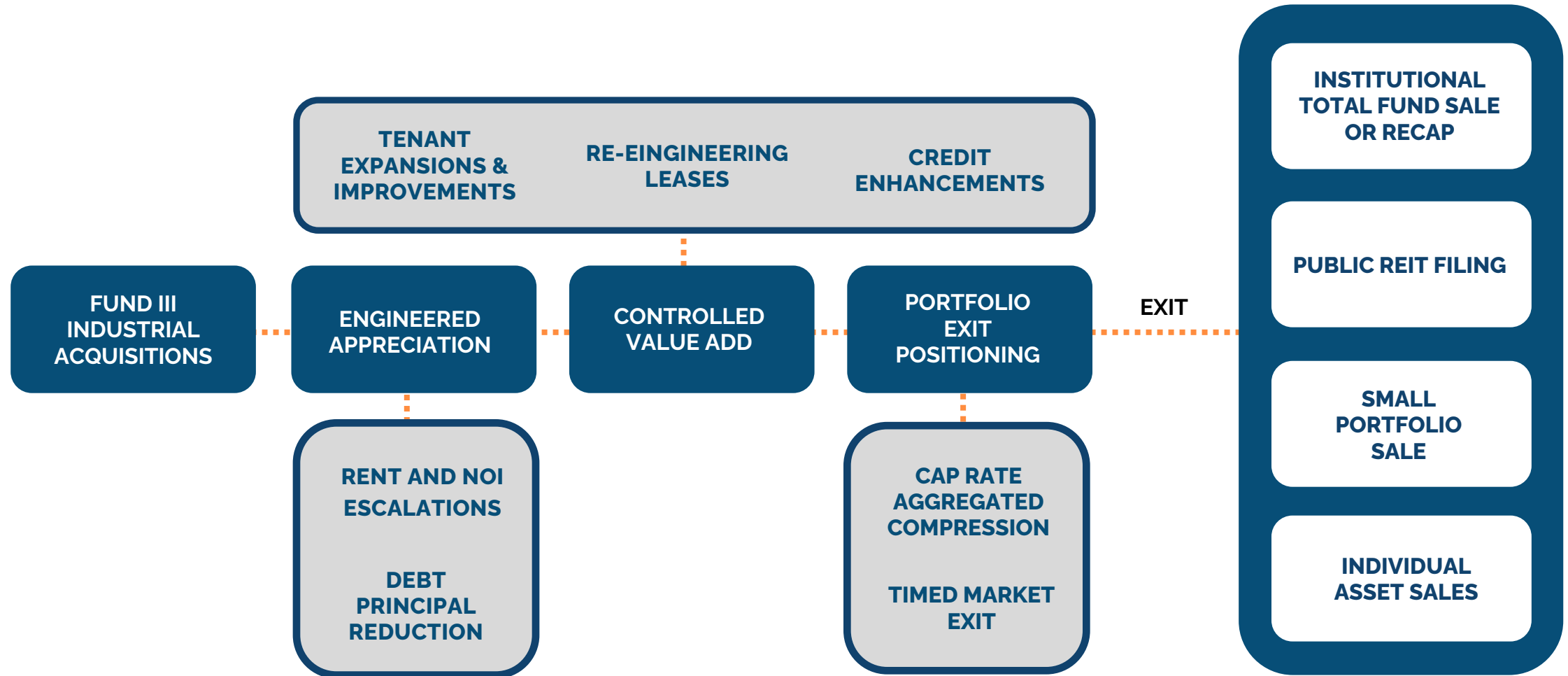


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# Exit Strategies

FLEXIBLY PURSUING PROFITABLE EXITS



The information contained herein illustrates MAGCP's investment strategy and is subject to change at MAGCP's sole discretion. Information provided herein by MAG Capital Partners, LLC is confidential and for discussion purposes only.



# Fund III Overview

## SUMMARY OF TERMS

The Fund	MAGCP Industrial Fund III, LP
Investment Interest	Limited Partnership ("LP") interest directly in the Fund or via the REIT Feeder Fund.
Fund Size <sup>1</sup>	\$250M equity; target industrial assets of \$500M-\$700M
Fund Term	5 years from final acquisition, with three optional one-year extension options
Investor Eligibility	Qualified Purchasers and Accredited Investors (e.g. \$1M net worth or \$200k/\$300k income for individual/joint or \$5M total assets for entities)
Eligible Investor Types	Individual, Joint, IRA, 401K, Trust, LLC, Corporation, Foreign
Corporate Tax Blocker	Overseas corporate blocker may be formed for optimal tax treatment of foreign investors
Investment Waterfall	1) Return of Capital, 2) Preferred Return to LPs, 3) GP Catchup, 4) GP/LP Promote Waterfall
Preferred Return	8-10% (Begins accrual first day of month following funding)
Promote	75-80% LP / 20-25% GP
Minimum Investment	\$250,000 (Direct); \$75,000 (REIT)

<sup>1</sup>Expandable to \$500M

The foregoing is a summary highlighting certain key Fund terms, is qualified in its entirety by reference to the Fund's offering documents and is subject to change. Information provided herein by MAG Capital Partners, LLC is confidential and for discussion purposes only.



# Fund III Overview

## SUMMARY OF TERMS

Acquisition Fee	1.25% of purchase price of real estate
Management Fee	1.5%-2.0% annually on committed equity
Disposition Fee	None
Property Management Fee	None
Target Debt	50-70% LTV, Fixed rate debt, selective use of I/O, swaps and rate locks
Investment Channels	Tax advantaged Direct and REIT investment options
Funding Commitment	Sponsor calls capital no later than 120 days upon execution of commitment documents Most investors will fund 100% of commitment upon call
Distributions & Reporting	Quarterly, 45 days from close of previous quarter (at manager discretion)
Skin-in-the-Game	2% GP co-invest (\$5M minimum equity on \$250M equity raise) Carve-out guarantees provided by principals Mitchell, Gi and Wahlgren
Fund Support	Legal: DLA Piper, LLP (Los Angeles, CA) Fund Advisory and Tax Consultancy: Standish, LLP (San Francisco, CA) Fund Auditor: EisnerAmper, LLP (New York City, NY)
Fund Management	General Partner: MAGCP Industrial Fund III GP, LP Fund Manager: MAGCP Fund Management, LP

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# Fund III Overview

## INVESTMENT CLASSES AND CHANNELS

### INVESTMENT SIZE AND TERMS

CATEGORY	A1	A2	A3	A4
Capital Commitment	\$75,000 - \$249,999	\$250,000 - \$999,999	\$1,000,000 - \$4,999,999	\$5,000,000+
Management Fee	2%	1.90%	1.75%	1.50%
Preferred Return	8%	9%	9%	10%
GP Carried Interest	25%	20%	20%	20%

### INVESTMENT CHANNEL COMPARISON<sup>1</sup>

INVESTMENT CHANNEL	DIRECT	REIT FEEDER FUND
Minimum Investment	\$250,000	\$75,000
Cash Distributions	Identical	Identical
Income Type	Rental	Dividend
Pass Through Depreciation	Yes	No
UBTI/UDFI	Yes	No (Blocked by REIT)
Tax Forms	Federal and Multiple State K-1s	Single Federal K-1 (no states)
Optimized For	Individual, LLC, Corporations, Trusts able to utilize pass-through depreciation	IRAs, 401ks, Qualified funds, Foreign, LPs sensitive to heavy state tax return filings requirements

<sup>1</sup>A detailed tax information sheet may be found in the investment deal room and potential investors should review the PPM and PPM Wrapper as well as consult with their own tax advisors.



# MAGCP Industrial Funds I & II

## SNAPSHOT KPIs AND PERFORMANCE

Fund Name	MAGCP Industrial Fund I	MAGCP Industrial Fund II
Fund Launch	June 2022	March 2023
Square Feet Acquired	2.25M	2.75M
Properties Acquired	25	21
Number of States	15	13
Total Equity	\$60M	\$73M
Total Debt	\$94M	\$115M
Current Leverage	61%	61%
Total Capitalization	\$154M	\$188M
Average Cash-on-Cash Yield	6.7%	7.5%
Number of Quarterly Distributions	8	6
Percent of Total Equity Distributed	13%	5%
Projected 5-year Net IRR	14%-16%	14%-16%
Status	Fully Invested	Fully Invested



Fund II totals assuming closing of final two properties under contract in August 2024.

Past performance is not a guarantee of future results. No representation is being made that any investment will or is likely to achieve comparable results. Information provided herein by MAG Capital Partners, LLC is confidential and for discussion purposes only.



# Case Study: Gamma Aerospace (2018)

MANSFIELD, TEXAS



## TENANT

Gamma Aerospace, founded in 1971, is an aerospace manufacturing facility located in Dallas-Fort Worth supplying Tier-1 firms including Boeing, Airbus, Lockheed, L-3 and Bell.

## ACQUISITION

Gamma Aerospace was acquired by private equity firm Ashland Capital. Ashland and MAGCP executed a sale leaseback of real estate in Mansfield, TX, deploying proceeds into capital improvements at the site and operating company.

## LEASE

- 15-year, absolute NNN lease with 2% annual rent increases
- 23K SF expansion, fresh 20-year lease extension upon completion

## INITIAL INVESTMENT

- 123,000 SF – Single Asset
- Original Capitalization: \$5,900,000
- Expansion: \$4,300,000
- Equity : \$1,350,000
- Real Estate Debt: \$8,850,000 (original and construction)

## CASH ON CASH

LP annual cash-on-cash began at 8%, increasing to 10% through annual rent escalations.

## VALUE ADD

After acquiring the real estate in a sale leaseback, MAGCP financed and constructed a 23,000 SF expansion of the manufacturing facility. Upon completion of construction, the lease was extended to a new 20-year term.

## EXIT + RETURNS (2022)

Exit: Gamma sold to large Fund after approximately 4 years.  
Returns: Investors achieved average annual returns of 18%, exceeding targeted returns of 16% by 200 basis points.



# Case Study: Arizona Natural Resources (2020)

PHOENIX, ARIZONA



## TENANT

Arizona Natural Resources (ANR), founded in 1972, is a manufacturing facility located in Phoenix, AZ specializing in chemical formulation and contract manufacturing solutions for skin and hair care products.

## ACQUISITION

ANR was acquired by CORE Industrial Partners, a Chicago, IL based private equity firm in 2020. CORE completed a SLB with MAGCP simultaneous with its acquisition of ANR and invested institutional proceeds from the sale into the operating company. MAGCP was awarded the opportunity besting 10 buyers and closing in 23 days.

## LEASE

- New 20-year, Absolute NNN lease with 2% annual rent increases and quarterly financial reporting

## INITIAL INVESTMENT

- 131,000 SF – Single Asset
- Total Capitalization: \$13,700,000
- Equity : \$4,100,000
- Debt: \$9,600,000

## CASH ON CASH

Investor Cash on Cash began at 8.5% and escalates annually.

## VALUE ADD

Speed and execution surety provided the opportunistic acquisition, with returns further compounded by CAP rate compression from the tightening Phoenix market. ANR's credit also continues to strengthen both through organic growth, increased sales and add-on platform acquisitions facilitated by CORE Industrial's strong private equity sponsorship.

## EXIT + RETURNS

Exit: The investment is currently estimated to be worth \$22,000,000 in current market.

Returns: Projections at acquisition of 19% returns. Insert: Under current market conditions, we believe that final return would exceed target projections.



# Case Study: Metal Powder Products (2021)

MULTIPLE LOCATIONS, PENNSYLVANIA



## TENANT

Metal Powder Products (MPP), founded in 1948, is a global provider of custom-engineered powder metallurgy solutions to a variety of industries.

## ACQUISITION

MPP was acquired in 2016 by Mill Point Capital, a New York City based private equity firm. Mill Point executed a sale leaseback of five locations located in Indiana and Pennsylvania to MAGCP in 2021, investing proceeds into the tenant operating company.

## LEASE

- New 20-year, Absolute NNN lease with 2% annual rent increases and quarterly financial reporting.

## INITIAL INVESTMENT

- 484,000 SF – 5 Property Assets
- Total Capitalization: \$27,150,000
- Equity: \$10,700,00
- Recourse Debt: \$16,450,000

## CASH ON CASH

Investor cash-on-cash began at 8% and increases to 10% from annual rent escalations.

## EXIT + RETURNS

Exit: MPP sold as part of a portfolio sale in 2022.

Returns: Investors achieved average annual returns of 20.6%, exceeding targeted returns of 18% by 260 basis points.



# Executive Team

## FUND LEADERSHIP AND CAPITAL MARKETS



**DAX T.S. MITCHELL** | PRINCIPAL + CO-FOUNDER

Mr. Mitchell is a seasoned real estate investor with 25 years of commercial real estate development and ownership. Mr. Mitchell is a 7th generation Texan and an active alumnus of both Culver Military Academy in Culver, IN and the University of Texas at Austin where he earned a Bachelor of Arts degree in History. Mr. Mitchell resides on a ranch in Parker County, Texas with his wife and 3 children.



**ANDREW GI** | PRINCIPAL + CO-FOUNDER

Mr. Gi is an investor and valuation expert with 20 years of real estate experience. Mr. Gi holds an active California broker's license, both the CCIM and MAI designations and is an approved instructor for the Appraisal Institute. Prior to forming MAG Capital Partners in 2015, Mr. Gi specialized in complex valuations in unconventional developments, mixed-use properties, niche and special use assets as an MAI Appraiser. Mr. Gi holds a Bachelor of Arts in Architecture from University of California, Berkeley and resides in California where he devotes his time outside of work to family, church and community.



**NEIL WAHLGREN** | PRINCIPAL + PARTNER

Mr. Wahlgren brings two decades of leadership in operations and capital markets. Prior to joining MAG Capital Partners in 2019, Mr. Wahlgren led a Bay Area real estate investment firm, facilitating the acquisition of approximately \$500 million of income producing commercial real estate. A graduate of the US Air Force Academy, Mr. Wahlgren piloted the C-130 in both the Air Force and Navy, logging 2500 flight hours with combat tours to Iraq and Afghanistan and concluding his military career as a Lieutenant Commander. Mr. Wahlgren holds a Bachelor of Science in Operations Research from the Air Force Academy and a Masters in Business Administration from Texas A&M. Mr. Wahlgren resides in San Francisco, CA with his wife and two sons.



**DREW WAHLGREN** | EXECUTIVE VICE PRESIDENT

Mr. Wahlgren's focus is primarily to manage new and existing equity and lending relationships. Joining MAG Capital Partners in 2019 after 8 successful years as a risk analyst and program manager at Liberty Mutual Insurance, he has built systems to pair real estate properties with well-suited financing instruments and has bolstered the equity relationships in order to quickly access capital for time sensitive acquisitions. Mr. Wahlgren holds a Bachelor of Science in Finance from California State University at Hayward. Mr. Wahlgren lives in the Fort Worth, TX with his wife and three children and enjoys the outdoors with his family.



# Executive Team

## FUND LEADERSHIP AND CAPITAL MARKETS



**RUSSELL O'BRIEN** | MANAGING DIRECTOR

Mr. O'Brien has over 28 years of experience in the investment management industry. At MAG, he focuses on strategic relationship management with concentrations on Registered Investment Advisors and Family Offices. Prior to joining MAG, he was Senior Director of Alternative Investments at Aberdeen Standard Investments. Mr. O'Brien is also a Founding Partner of Nu Paradigm Investment Partners and has held senior roles at FLAG Capital Management, Russell Investments, and Credit Suisse. Mr. O'Brien earned a Bachelor's Degree from Tuft's University, a J.D. from Suffolk University Law School and currently resides in Boston, Massachusetts.



**AMANDA BROWN** | CAPITAL MARKETS

Mrs. Brown joined MAG Capital Partners in 2022 as Director of Investor Relations after 20 years in real estate sales and education. Prior to real estate, Amanda was a college professor and worked in the publishing industry. Mrs. Brown earned a Bachelor of Science in Journalism from Texas A&M University, a Master's in Education from National University and holds an active California real estate license. Mrs. Brown resides in Laguna Beach, California with her husband and children.



**AMANDA OELRICH** | CAPITAL MARKETS

Mrs. Oelrich joined the MAG Capital Investor Relations team in 2022 after a 22-year career in Health & Benefits sales and consulting. Prior to joining the team, she served as a voluntary benefits Subject Matter Expert at Brown & Brown for many Fortune 500 companies and was Assistant Vice President/Account Executive for Aon (NYSE: AON) with a focus on consulting, relationship building and client retention. Mrs. Oelrich earned a Bachelor's Degree from the University of Texas and lives in Austin with her husband and two children.



**NICOLE DEAILA** | CAPITAL MARKETS

Ms. Daeila joined MAG Capital Partners in 2023, bringing with her a Bachelor of Science in Business Analytics and Finance as a graduate of Seattle University. Formerly, she served as a quantitative analyst at SanMar, where she worked in their Sustainability division. She transitioned to taking the role of a Project Manager at BidonWork, showcasing strong skills in relationship-building, data management and growth strategy. She is currently in the process of obtaining her CCIM certification.





Join us on this journey

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# Appendix I

PIPELINE OF TARGETED INITIAL INDUSTRIAL ASSETS

# Pipeline Chart

	Asset	Location	Closing Date	Square Footage	Price	Equity	Debt	Cap Rate	Interest Rate	LTV	Debt Type	Year 1 NOI
PIPELINE	Produce Packaging	Willoughby Hills, OH	September 2024	158,484	\$18,540,000	\$6,489,000	\$12,051,000	7.8%	6.65%	65%	Fixed	\$1,440,000
	White Plain Linen (2)	Peekskill, NY (2)	September 2024	108,520	\$20,085,000	\$6,435,000	\$13,650,000	7.8%	6.1%	70%	Fixed	\$1,560,000
	Robbins Sports (6)	Cincinnati, OH Newtown, OH Ishpaming, MI Kenton, MI White Lake, WI (2)	September 2024	352,625	\$19,570,000	\$6,849,500	\$12,720,500	8.1%	6.65%	65%	Fixed	\$1,587,000
	<b>TOTAL</b>	<b>9 Assets</b>	--	<b>619,629 SF</b>	<b>\$58,195,000</b>	<b>\$19,773,500</b>	<b>\$38,421,500</b>	<b>7.90% (avg)</b>	<b>6.47% (avg)</b>	<b>66.67%</b>	<b>Fixed</b>	<b>\$45,870,000</b>

\*All figures are projected based on currently available information

The investments included in the MAGCP Investment Pipeline and are prospective investments that have not been consummated and are presented for illustrative purposes only to demonstrate the types of investments the Fund will seek to make. Estimates of credit strength of each pipeline investment in the following pages is based on MAGCP internal analysis. MAGCP and its affiliates make no representation or warranty that the prospective investments presented will ultimately be acquired by the Fund.

Information provided herein by MAG Capital Partners, LLC is confidential and for discussion purposes only.



# Produce Packaging

## SALE LEASEBACK ACQUISITION

### TRANSACTION SUMMARY

- Target Close Date: August 2024
- 158,484 SF Food Processing & Cold Storage Facility on 9.44 Acres
- Acquisition Price: \$18,540,000
- Acquisition Cap Rate : 7.77%
- 18-year NNN Lease, 2.5% Annual Escalations
- Year 1 Rent / NOI: \$1,440,000
- Renewal Options: Two 10-year Extensions

### REAL ESTATE

- 27853 Chardon Rd, Willoughby Hills, OH
- Metro: Cleveland, OH MSA
- Built/Renovated: 1988/2019

### TENANT HIGHLIGHTS

- Produce Packaging, Inc. ("PPI") was established in 1994 as a tomato repacker for its sister company, The Sanson Company, and has since evolved into a market leader of processed fresh produce.
- PPI has invested over \$15M into the building infrastructure and systems to support up to 11 zones of refrigeration kept between 30-55 degrees.
- The facility is USDA/OEFFA and PrimusGFS Certified and is also STAR-K certified to provide kosher labeling for over 72 different produce items.
- PPI's revenue has grown substantially in recent years as it continues to gain traction in its market segment while maintaining minimal debt.
- The specialty foods market is expected to reach \$420.9 billion by 2028, a 14.1% CAGR from today's current market size.

### INVESTMENT STRATEGY

- Long-term lease in a high-quality buildout with a growing company and minimal debt. Strong lease bumps and several follow-on acquisition opportunities in the pipeline.



in '000 USD	2021	2022	2023	2024 (P)
Revenue	38,941	55,765	61,342	60,370
EBITDA	3,422	3,561	4,165	3,836
Margin	8.8%	6.4%	6.8%	6.4%
Debt: EBITDA	0.00x	0.28x	0.34x	0.52x



TENANT CREDIT HISTORY



# White Plain Linen

## SALE LEASEBACK ACQUISITION

### TRANSACTION SUMMARY

- Target Close Date: August 2024
- 108,520 SF Industrial Facility on 6 Acres
- Acquisition Price: \$20,085,000
- Acquisition Cap Rate : 7.77%
- 20-year NNN Lease, 2.5% Annual Escalations
- Year 1 Rent / NOI: \$1,560,000
- Renewal Options: Two 10-year Extensions

### REAL ESTATE

- 4-6 John Walsh Boulevard, Peekskill, NY 10566 (Built/Reno: 1989/2010)
- 10 John Walsh Boulevard, Peekskill, NY 10566 (Built/Reno: 2010)
- Metro: New York City MSA

### TENANT HIGHLIGHTS

- White Plains Linen (WPL) is a linen and uniform supply and cleaning company serving the NY tri-state area.
- WPL was founded in 1938. The Company is under contract by Surge, a private equity firm focused on business services, consumer, healthcare and technology industries.
- Very diverse customer base (Top customer <2% of revenue). 90% of customers are on 3-5 year contracts.
- WPL revenue dipped during the COVID pandemic due to reduction in wedding, restaurant and corporate functions. In 2023, the business returned to 2019 revenue levels with higher EBITDA margins.
- Surge sees numerous opportunities to grow revenue including: add 2<sup>nd</sup> shift to increase capacity, adding sales and marketing (currently only word of mouth marketing), adding product lines, etc.
- The subject properties are WPL's sole facilities. 4-6 John Walsh is WPL's headquarters and main sorting, washing and drying operation. 10 John Walsh is a storage and warehouse facility. WPL has invested ~\$9 million into equipment in the facilities.

### INVESTMENT STRATEGY

- Straight forward sale leaseback in a strong MSA.



in '000 USD	2021	2022	2023	2024 (P)
Revenue	28,020	47,339	53,613	54,000
EBITDA	2,524	7,039	7,466	7,500
Margin	9.0%	14.9%	13.9%	13.9%
Debt: EBITDA	N/A	N/A	N/A	N/A



TENANT CREDIT HISTORY



# Robbins Sports

## SALE LEASEBACK ACQUISITION

### TRANSACTION SUMMARY

- Target Close Date: September 2024
- 352,625 SF of Industrial Facilities on 86.49 Acres
- Acquisition Price: \$19,570,000
- Acquisition Cap Rate : 8.10%
- 20-year NNN Lease, 3.0% Escalations years 2-6, then 2.25% thereafter
- Year 1 Rent / NOI: \$1,587,000
- Renewal Options: Two 10-year Extensions

### REAL ESTATE

- 4777 Eastern Avenue, Cincinnati, OH
- 3626 Round Bottom Rd, Newtown, OH
- 445 Greenwood St, Ishpeming, MI
- 844 Highway M28, Kenton, MI
- 747 Bissell St, White Lake, WI
- N3291 City Rd M, White Lake, WI

### TENANT HIGHLIGHTS

- Founded in the late 1800s, Robbins Sports Surfaces is the leading manufacturer and distributor of premium sports flooring products. Customers include both NCAA and NBA facilities, performing arts venues and rec centers.
- Robbins is a dominant player in the hardwood sports flooring industry with a ~35% market share
- The Company was acquired in January 2024 by L2 Capital, a private equity sponsor focused on acquiring small and medium-sized family and founder-built companies.
- Robbins has been able to improve margin in recent years by lowering its commodity risk exposure through shorter bid execution deadlines on its jobs.

### INVESTMENT STRATEGY

Straight forward sale leaseback at an attractive cap rate. Portfolio makes up the entirety of Robbins.



in '000 USD	2021	2022	2023	2024 (P)
Revenue	46,092	50,441	52,936	60,679
EBITDA	1,704	2,991	6,671	6,788
Margin	3.7%	5.9%	12.6%	11.2%
Debt: EBITDA	2.71x	1.51x	3.07x	3.02x



TENANT CREDIT HISTORY

