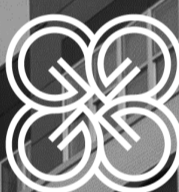




# Galium Capital

Clever Trust, Wise Growth



HANOVER CROSS STREET

## TABLE OF CONTENTS

1. THE FIRM: OUR MISSION AND PILLARS
2. INVESTMENT STRATEGY AND EXECUTION
3. PORTFOLIO
4. TRACK RECORD
5. TEAM
6. STRATEGIC PARTNERSHIPS

# THE FIRM

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# INTELLIGENT REAL ESTATE INVESTMENTS

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Galium Capital is a real estate investment and management company based in Miami, Florida, with ~\$600 M in assets under management. The firm specializes in institutional quality multifamily properties in core United States markets. Galium Capital emphasizes rigorous analytics, transparency, and highly informed and disciplined asset management and value-add strategies; all of which lead to financial success and security shared with our investors.

## GALIUM'S "WHY" (Mission Statement)

Make smart real estate investment decisions, to facilitate and ensure investor wealth preservation.

## PORTFOLIO SPOTLIGHT

\$500+ million in  
multifamily investments

150,000+ sq. ft.  
of retail properties

475,000+ sq. ft.  
of office space



# GALIUM CAPITAL'S VALUES AND PRINCIPLES

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## "HOW" WE ACHIEVE OUR MISSION

### 1. TRANSPARENCY

Investors should know everything in relation to their assets.

### 2. INSTITUTIONAL INVESTMENTS

Always invest, manage and report with the rigor that any institution or sophisticated investor would require.

### 3. RESPONSIBILITY AND FAIRNESS

Investors go first. Un the lookout for our investors' best interest before ours as managers. We protect investor capital as if it was our own.

### 4. SMART RISK / RETURN PROFILE

Analyze acquisitions in the context of the risk profile for properties of its kind, and make sure the particular asset outperforms the curve.

### 5. GOOD ASSETS ONLY

All of our properties should have good real estate fundamentals (market, micro-location, construction, use).



# INVESTMENT STRATEGY AND EXECUTION



# TARGETED GEOGRAPHIC APPROACH: WE CAREFULLY SELECT OUR MARKETS

## SELECTION CRITERIA



POPULATION GROWTH



BASIS VS  
COMPARABLE MARKETS



JOB GROWTH



ABSORPTION



SUPPLY: LIMITED  
INCOMING CONSTRUCTION

WE CONTINUOUSLY  
RE-EVALUATE OUR  
TARGET MARKETS  
AND CRITERIA

## SAMPLE OF CURRENT TARGET MARKETS



HOUSTON, TEXAS



WASHINGTON D.C.



SOUTH FLORIDA



# INVESTMENT PHILOSOPHY

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## GALIUM CAPITAL'S FIVE INVESTMENT PRINCIPLES

### 1. INVEST SMART

We only invest in assets with an optimal risk / return profile. With a high degree of financial sophistication, we invest only if there is enough data to provide predictability.

### 2. ONLY ACQUIRE PROPERTIES WITH SUPERIOR ASSET QUALITY

We acquire high-quality, desirable properties that we would feel comfortable owning in the long term. We don't speculate with our real estate.

### 3. HANDS-ON MANAGEMENT

We believe that real estate investing requires active management. At Galium we retain full control of our deals and perform intensive asset management in-house.

### 4. SELECT MARKETS FIRST, THEN ANALYZE INDIVIDUAL ASSETS

We carefully select geographies based on strategic macro criteria and trends.

### 5. ASSET CLASS SELECTIVITY

We stick to proven asset classes with strong fundamentals and positive trends.



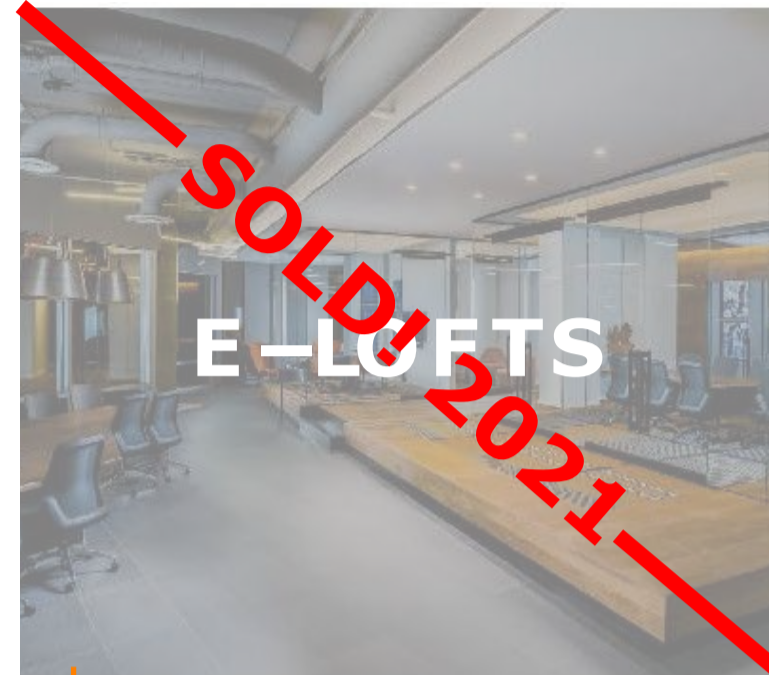


# PORTFOLIO

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# MULTIFAMILY



**E-LOFTS**

<b>LOCATION</b>	DC. METRO
<b>VALUE</b>	\$81.0 MM
<b>SIZE</b>	200 UNITS



**SINGLE FAMILY RENTALS**

<b>LOCATION</b>	SOUTH FLORIDA
<b>VALUE</b>	~\$75.0 MM
<b>SIZE</b>	+200 HOMES



**PARQ 170 CITY CENTER**

<b>LOCATION</b>	DC. METRO
<b>VALUE</b>	\$80.0 MM
<b>SIZE</b>	291 UNITS



**101 CROSS STREET**

<b>LOCATION</b>	BALTIMORE, MD
<b>VALUE</b>	\$92.5 MM
<b>SIZE</b>	299 UNITS



**95 BURNETT**

<b>LOCATION</b>	SEATTLE, WA
<b>VALUE</b>	\$40.0 MM
<b>SIZE</b>	106 UNITS



**FORUM**

<b>LOCATION</b>	HOUSTON, TX
<b>VALUE</b>	\$90 MM
<b>SIZE</b>	361 UNITS



**TATE**

<b>LOCATION</b>	HOUSTON, TX
<b>VALUE</b>	\$80.0 MM
<b>SIZE</b>	431 UNITS



**MILLENNIUM HIGH STREET**

<b>LOCATION</b>	HOUSTON, TX
<b>VALUE</b>	\$105.0 MM
<b>SIZE</b>	431 UNITS



# COMMERCIAL – OFFICE AND RETAIL



**1646 33<sup>RD</sup> STREET**

**LOCATION** ORLANDO, FL  
**VALUE** \$4.5 MM  
**SIZE** 22,999 SF



**BALDWIN I & II**

**LOCATION** ORLANDO, FL  
**VALUE** \$29.0 MM  
**SIZE** 67,500 SF



**1333 MAIN STREET**

**LOCATION** COLUMBIA, SC  
**VALUE** \$29.5 MM  
**SIZE** 191,444 SF



**3001 PGA BLVD**

**LOCATION** PALM BEACH, FL  
**VALUE** \$14.0 MM  
**SIZE** 65,000 SF



**FOUNTAIN SQUARE II**

**LOCATION** TAMPA, FL  
**VALUE** \$32.0 MM  
**SIZE** 133,887 SF



**THE SHOPPES AT LAKE MARY**

**LOCATION** ORLANDO, FL  
**VALUE** \$5.4 MM  
**SIZE** 38,000 SF



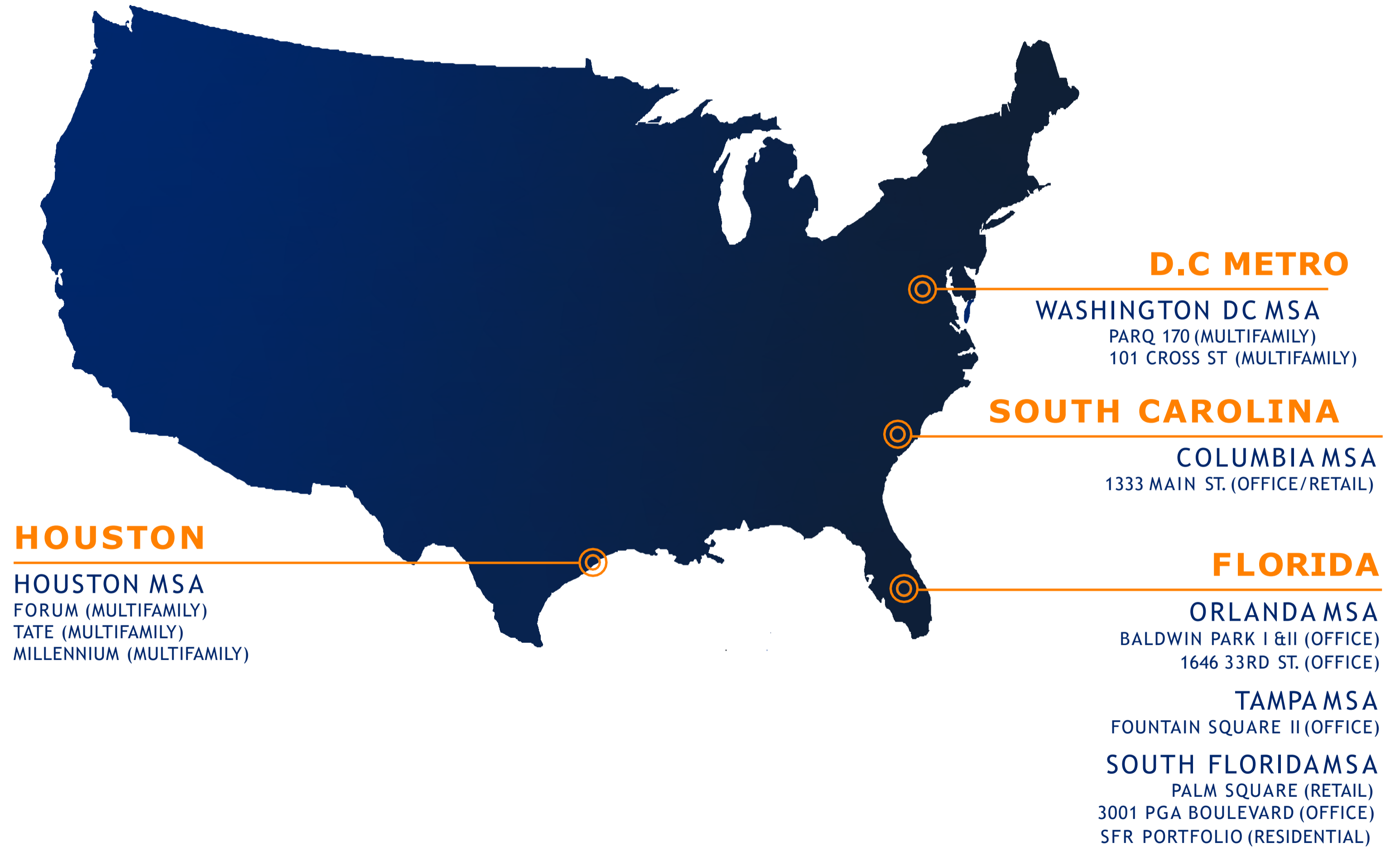
**PALM SQUARE**

**LOCATION** SOUTH FLORIDA  
**VALUE** \$20.5 MM  
**SIZE** 77,621 SF



# ASSETS UNDER MANAGEMENT

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# TRACK RECORD

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Galium Capital

E-Lofts (SOLD)

CORPORATE BOOK 2022



# TRACK RECORD: DEMONSTRATED EXECUTION CAPABILITY

## Realized Dispositions (2021)

Property	Type	Investment Date	Acquisition Price (AP)	Equity	Equity / AP	Disposition Date	Total Proceeds	MOIC	IRR
95 Burnett Apartments	Multifamily	Oct-18	\$26.9	\$11.8	43.9%	Jul-21	\$21.2	1.91x	27.3%
The Shoppes at Lake Mary	Retail	Apr-18	\$5.4	\$2.7	50.7%	Sep-21	\$4.2	1.67x	16.6%
E-Lofts Alexandria	Multifamily	Dec-18	\$65.5	\$25.0	38.2%	Nov-21	\$23.0	1.03x	1.2%
Contemporary IV LLC	Single Family	Dec-16	\$11.9	\$2.0	17.2%	Dec-21	\$3.1	1.50x	12.3%

## Active Investments

Property	Type	Investment Date	Acquisition Price (AP)	Equity <sup>1</sup>	Equity / AP	NOI @Acquisition	NOI 2021	NOI % Improvement	CoC @Acquisition	CoC 2021	CoC % Improvement
Parq 170, City Center	Multifamily	Jun-18	\$51.5	\$18.8	36.6%	\$2.4	\$3.4	38.1%	6.2%	11.1%	78.9%
Orlando Office Portfolio	Office	Sep-18	\$17.1	\$6.0	35.0%	\$1.3	\$1.3	-3.4%	9.6%	8.8%	-7.8%
3001 PGA Blvd <sup>3</sup>	Office	Dec-18	\$25.1	\$9.4	37.6%	\$1.7	\$1.5	-10.0%	8.5%	6.7%	-21.1%
Fountain Square II	Office	Jul-19	\$29.4	\$14.2	48.2%	\$2.1	\$2.8	30.7%	9.0%	13.6%	51.4%
Palm Square	Retail	Oct-19	\$20.5	\$9.2	44.8%	\$1.1	\$1.5	28.1%	4.6%	8.0%	75.8%
1333 Main Street	Office	Feb-20	\$29.4	\$14.2	48.4%	\$2.1	\$2.3	8.7%	8.3%	9.6%	15.6%
Forum on San Felipe	Multifamily	Sep-20	\$88.5	\$33.7	38.1%	\$4.1	\$4.1	-1.3%	6.1%	6.0%	-2.6%
Tate at Tanglewood <sup>4</sup>	Multifamily	May-21	\$75.0	\$27.8	37.1%	\$1.8	\$2.1	14.1%	6.5%	7.4%	14.1%
Millennium High Street	Multifamily	Aug-21	\$101.0	\$36.0	35.6%	\$3.5	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Harbour Cross Street	Multifamily	Nov-21	\$92.5	\$34.9	37.7%	\$4.7	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>

### Notes:

NOI = Net Operating Income

CoC = Cash-on-Cash Return

<sup>1</sup> Equity includes CAPEX Reserves

<sup>2</sup> N/A: Acquired second semester of 2021

<sup>3</sup> 2021 NOI includes rent of leased space not occupied

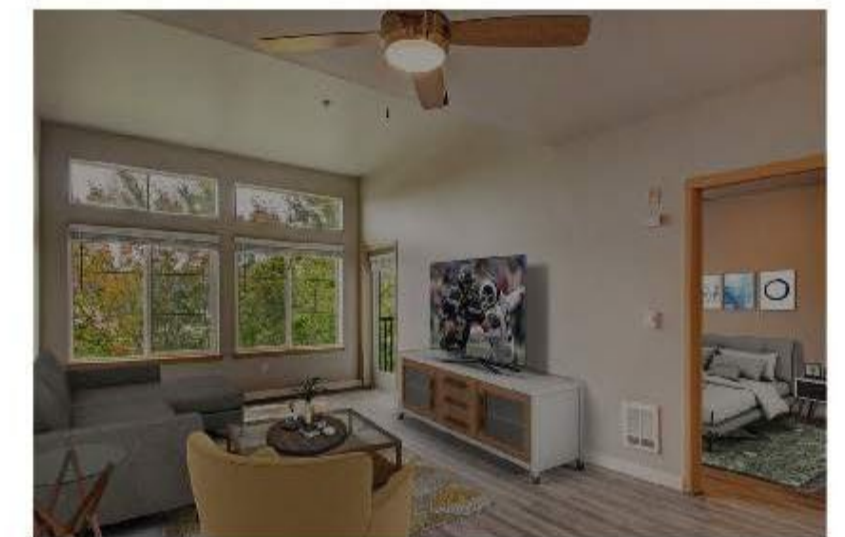
<sup>4</sup> 2021 NOI Annualized






# CASE STORY: MULTIFAMILY 95 BURNETT. RAPID NOI GROWTH, GREAT RESULTS

**106 UNITS IN SEATTLE, WA. ACQUIRED: NOV. 2018 FOR \$26.8M**

## EXAMPLES OF WHAT WE DID



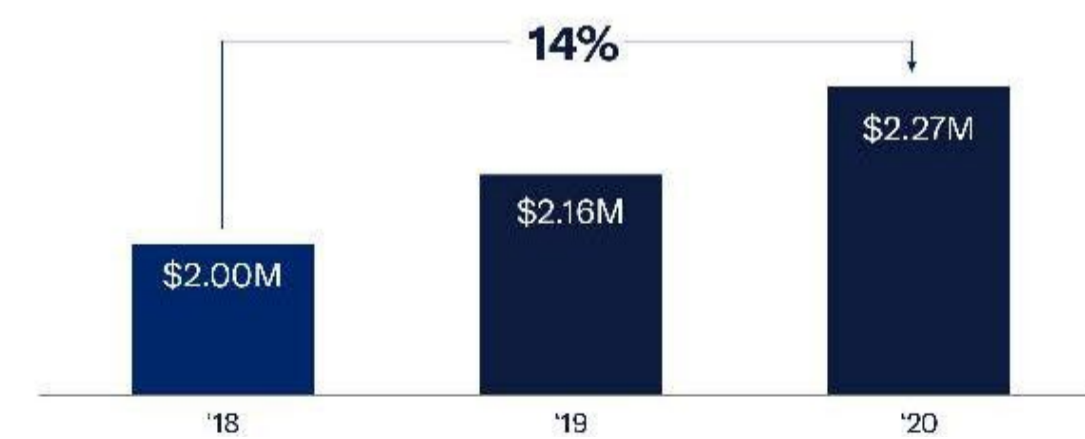
## OUTSTANDING RESULTS

-  Expenses reduced **8%** within 1<sup>st</sup> year of ownership, implementing institutional mgmt.
-  Rental income **14%** higher than the moment of acquisition, in only 2 Years.
-  NOI growth of **26%** in only 2 years.

*Expenses over hold period*



*Rental income over hold period*



**SOLD IN LESS THAN 3 YEARS FOR \$40M (2021)  
(VS \$20.8M ACQUISITION)**

**27% IRR | 1.9x**



# CASE STORY: RETAIL SHOPES AT LAKE MARY: RENOVATION AND MARK-TO-MARKET

**+37K SQ. FT. IN LAKE MARY, FL. ACQUIRED: SEPT. 2017 FOR \$5.4M**

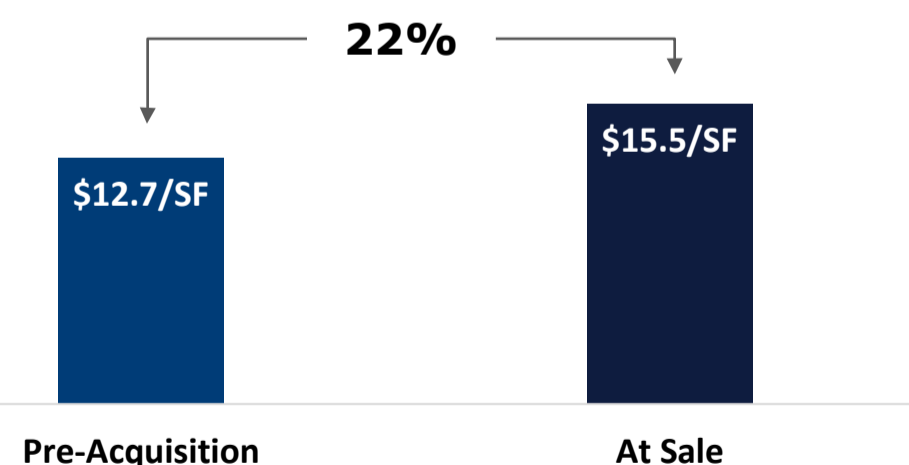
## EXAMPLES OF WHAT WE DID



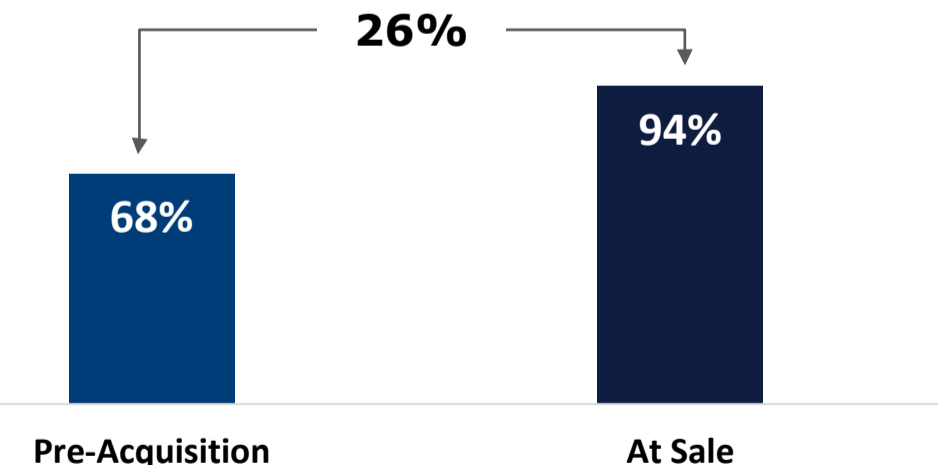
## OUTSTANDING RESULTS

- ✓ Base rents increased **22%** during ownership, as a result of renovations to capture higher value
- ✓ Occupancy **26%** higher than at acquisition
- ✓ Base income growth of **40%** in only 3 years.

Rent \$/Sq. Ft. over hold period



Occupancy over hold period



**SOLD IN LESS THAN 4 YEARS FOR \$8.35M (2021)  
(VS \$5.4M ACQUISITION)**

**16.6% IRR | 1.67x**





## GALIUM CAPITAL – WHY INVESTING WITH US?

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### BETTER ALTERNATIVE FOR CAPITAL PRESERVATION

Attractive cashflows from the beginning, and real estate assets owned by investors offering backup and security.



### SKIN IN THE GAME

We always invest a significant portion of the equity of each deal from our own capital, keeping incentives aligned.



### INVEST SMART

High degree of financial sophistication; seeking to maximize investor returns while always managing risk exposure.



### SAFEGUARD YOUR CAPITAL AS IF IT WERE OURS

Investors' best interest always goes first.



### WE LEVERAGE EXPERIENCE AND FOLLOW A PROVEN MODEL

First-class team with strong business trajectory and an excellent track record of value creation. We follow successful models, rather than investing or testing new ones.



# TEAM

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## MANAGING PARTNERS



### ISER RABINOVITZ

#### Managing Partner

In addition to founding Galium Capital, Iser is the founder and CEO of EMUNA, owning companies in Construction (Piel de Concreto), Real Estate (MEOR), Oil & Gas (EMUSA), and Engineering (CIPRO). In 2007 founded Kondinero, a leading micro-loan provider in Mexico and went public in 2012 with an IPO with partner Credito Real. Iser leads his family's family-office, and manages global real estate investments since 2008. Iser holds a BA in Business from ITESM with high honors.



### JACQUES BESSOU DO

#### Managing Partner

Jacques is actively involved in the asset management of over \$600M of real estate properties and development. Jacques' prior experience includes eight years in The Boston Consulting Group, one of the top global strategy consulting firms. Jacques holds an MBA from Harvard Business School, and a BA in Finance from ITESM.



# MEET OUR TEAM



**EDUARDO ALVAREZ**  
Chief Financial Officer



**PAIGE DANOWIT**  
Asset Management Director



**WHILHEMINA JOHNSON**  
Director of Accounting



**JAIME ZUMAN**  
Analyst, Asset Management



**DAVID LEVY**  
Business Development



**LIAT TANUR**  
Investor Relations



**MARCOS SHEMARIA**  
Business Development



**JONATHAN SLOMIANSKI**  
Acquisitions Director



**AIDA ROMAN**  
Administrative Assistant



**ISAAC GABAY**  
Associate, Finance



**DYLAN SHABAN**  
Associate, Acquisitions and Asset Management



**SAMUEL HERNANDEZ**  
Analyst, Acquisitions



# PARTNERS AND SERVICE PROVIDERS



# STRATEGIC PARTNERS AND TENANTS

## SERVICE PROVIDERS



## OPERATING PARTNERS



## SOME OF OUR TENANTS



## GALIUM IN THE NEWS...

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HOUSTON  
BUSINESS JOURNAL

“We have had our eye on the Texas markets for some time, and we are happy to enter Houston by acquiring one of the most iconic multifamily properties in its submarket,” Galium Capital Managing Partner Jacques Bessoudo said in a statement. “The Fairmont on San Felipe is an institutional-grade legacy asset located in one of the most desirable areas in Houston. It is a stabilized asset with significant value-add potential, and we look forward to continuing enhancing the building’s long-term performance with Greystar as our partner on the management side.”



PROFILEmiami  
Your Guide To Miami Real Estate

“We are excited for the conclusion of a great investment cycle of these two outstanding properties and producing successful returns for our valuable investors. The sales mark a reflection of the great momentum we have going throughout our portfolio, and we look forward to maintaining solid growth as we close out 2021,” said Jacques Bessoudo, Managing Partner at Galium Capital.



THE REAL DEAL  
SOUTH FLORIDA REAL ESTATE NEWS

“Galium Capital purchased a shopping center in Pembroke Pines for \$20.5 million, as retail properties in Broward County continue to be in demand despite challenges in the sector nationwide.”





**Galium Capital**  
Clever Trust, Wise Growth

## CONTACT

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FL 33160

 @galiumcapital

 / GaliumCapital



## **Appendix: Portfolio details**

# MULTIFAMILY / RESIDENTIAL

101 CROSS STREET



# MULTIFAMILY / RESIDENTIAL

MILLENNIUM HIGH STREET



# MULTIFAMILY / RESIDENTIAL

PARQ 170 CITY CENTER



# MULTIFAMILY / RESIDENTIAL

## TATE AT TANGLEWOOD



# MULTIFAMILY / RESIDENTIAL

FORUM



# COMMERCIAL OFFICE AND RETAIL

1646 33<sup>RD</sup> STREET



# COMMERCIAL OFFICE AND RETAIL

BALDWIN I & II





# COMMERCIAL OFFICE AND RETAIL

1333 MAIN STREET (OFFICE/RETAIL  
OPERATED)



# COMMERCIAL OFFICE AND RETAIL

3001 PGA BLVD



# COMMERCIAL OFFICE AND RETAIL

FOUNTAIN SQUARE II



# COMMERCIAL OFFICE AND RETAIL

PEMBROKE PINES

