

Retail has *evolved*.

Retail real estate companies should, too.

Pine Tree: Uniquely positioned for the evolution.



HOW CAN WE
Help
YOU?

The future of retail real estate requires the Pine Tree approach.

We begin every relationship with “how can we help you?”

Our successful approach has evolved over **29 years** to include:

- Embracing a **philosophy of collaborative partnership** with a best-in-class customer service attitude that includes working with our partners to drive success and craft valuable solutions.
- Discarding the adversarial approach to leasing, and instead **treating our retailers as partners** and doing everything we can to aid in and ensure their success. By building and maintaining **stronger retailer relationships**, we make Pine Tree shopping centers **the emotional choice**.
- Focusing on **creative, forward-looking, and holistic asset management**, now the most critical factor in maximizing the value of real estate assets in a rapidly changing retail sector.
- Managing our assets to the **highest standards**, down to the smallest of details.
- Creating memorable experiences through **curated shopping center events** and campaigns designed to support our retailers and increase foot traffic.
- Building and growing **property-level social media** feeds to allow us and our retailers better engage with the communities that we serve.
- Working closely with retailers to offer **individualized marketing support**, including: one-on-one coaching sessions to educate tenants on current marketing best practices and advertising campaign/social media consulting.
- Adopting **cutting-edge technologies** that allow us to know how retailers are performing at centers we own or are considering for acquisition, better analyze our centers’ customer profiles to enhance our marketing efforts, and make pro-active leasing decisions.
- Offering simple and **unified communications** through an ownership lens via a vertically-integrated single point-of-contact.

Our range makes us unique in the industry.

Pine Tree is the sole retail real estate company in the United States that offers:

- An active portfolio and industry relationships that span the **entire country**.
- A **risk-agnostic** approach that includes ground-up development to stabilized core assets and everything in-between.
- **Collaborative asset management** and reporting that exceed the standards of the most highly regulated global investors.
- **Customized** retail real estate **solutions**, from capital investment to our best-in-class and innovative third-party service platform which includes property management, asset management, construction management, marketing, leasing, and more.



Albertsons
Market Street

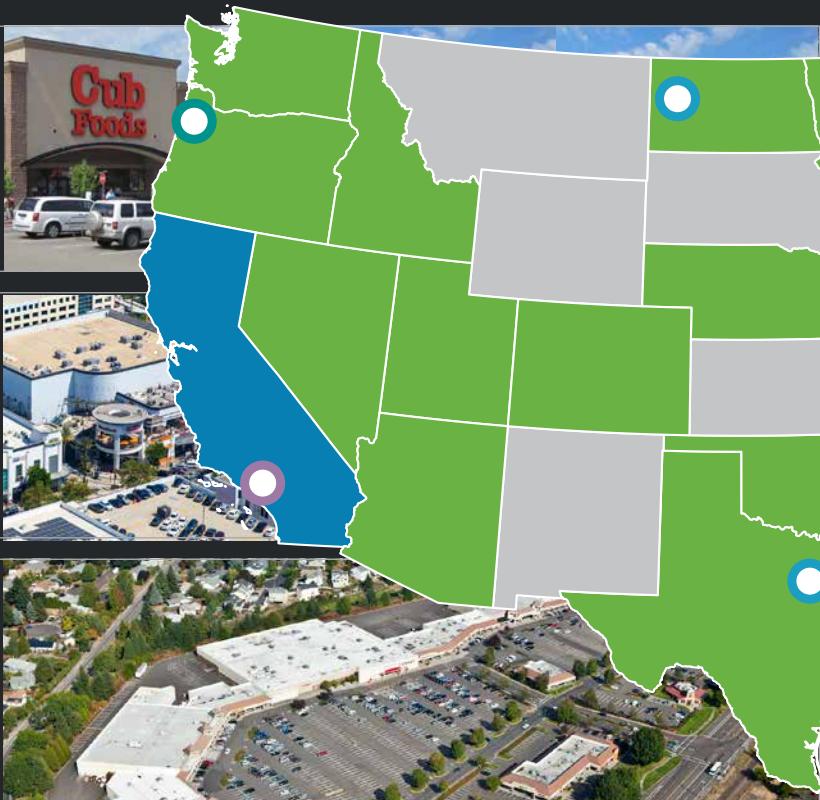
NOW OPEN!
SOLUTIONS
Tailored
TO YOUR NEEDS.

Illustrations of our range through recent transactions.

Slate Portfolio (10 Properties) - 2022

IL, MN, ND, TX

Slate retained Pine Tree to provide property operations oversight for a 10-asset, 1.2 million-square-foot shopping center portfolio, including: property management, asset management, leasing, and more. Pine Tree mobilized and onboarded all ten assets in less than 30 days.



Glendale Marketplace - 2021

Glendale, CA (Los Angeles MSA)

In partnership with Utah Retirement Systems, Pine Tree acquired this 154,000-square-foot urban retail center in the heart of downtown Glendale while leveraging retailer and municipal relationships to create value right from the start.



Sunset Esplanade - 2022

Hillsboro, OR (Portland MSA)

In partnership with Utah Retirement Systems, Pine Tree acquired this grocery-anchored neighborhood shopping center in a highly desirable submarket of Portland with high barriers to entry and added immediate value by completing a lease with Burlington within two weeks of closing to backfill a vacant anchor space.





Azalea Square - 2023

Summerville, NC

In partnership with London-based family office Blue Coast Capital, Pine Tree acquired this high-performing and well-leased 270,000-square-foot market-dominant shopping center along I-26 north of Charleston.

URS Portfolio (7 Properties) - 2022

GA, SC, TN

Utah Retirement Systems retained Pine Tree to provide property operations oversight for a 7-asset, 614,000-square-foot shopping center portfolio, including: property management, asset management, and more.

Cortlandt Crossing - 2022

Mohegan Lake, NY

Invesco retained Pine Tree to oversee property operations for a newly acquired, highly-trafficked grocery-anchored center – home to one of Westchester County's top ShopRite locations.

An experienced, national, and vertically-integrated platform custom-tailored for your assets.

We understand the new paradigm in retail real estate. With a history of excellence in retail property acquisition, development, management and leasing, we continue to focus on collaboration, investing decades of combined experience in each project we approach. Our diverse professional backgrounds and expertise have allowed Pine Tree to evolve as an adaptable and truly **full-service** retail real estate company with a national platform and a vision for tomorrow's retail. And with a current portfolio of nearly **\$3 billion**, we believe our structure and model speaks for itself.

29
years in business

200+
projects

22 MILLION
square feet
acquired/developed

\$3 BILLION
assets under
management



Decades of deep capital relationships.

We take pride in the long-term partnerships we have built with **some of the largest and most sophisticated institutional investors** in the country, including: public pension funds, public REITs, multinational insurance companies, large private equity funds, large family offices, and private investors.

AIG ANNALY[®] APOLLO

ARES BUCHANAN STREET PARTNERS **BC|CAP**
Blue Coast Capita

The Davis Companies **DRA** **DWS**

GEM REALTY CAPITAL, INC. **Harbert Management Corporation** **nuveen**
A TIAA Company

PGGM **PRIME** finance **Prudential**

Rialto CAPITAL MANAGEMENT **SLATE** **STATE STREET**

URS Utah Retirement Systems **WALTON ST** CAPITAL **WANXIANG AMERICA CORPORATION**

Meet our acquisitions and business development team.

- The industry's **premier national, regional, and local market experts** proactively identifying new opportunities for Pine Tree, its clients, and investors through its **deep industry relationships** and **data-driven insights**.
- **Geographically- and risk-agnostic** and with an expertly **thorough underwriting process**, Pine Tree targets new opportunities across the country from Value-Add to Core.
- Maximize the value of your shopping centers through our **customized solutions** – from acquisition advisory to strategically managing property operations for an entire portfolio. Through our Premier Third Party Services program, build a **value-creating** solution tailored to your needs alongside trusted retail experts with decades of experience and an understanding of the complexities of today's rapidly evolving retail environment.
- Engage our team of experts to **assess your retail asset(s)** for areas of opportunity – at no cost.



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Meet our leadership team.



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General Counsel



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EVP, Property
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John Cresto
SVP, Facilities



Jacob Defassio
Director of Revenue
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Resources



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