

Moderator: Sonya Andrews



Luke Schmidt Blue Vault

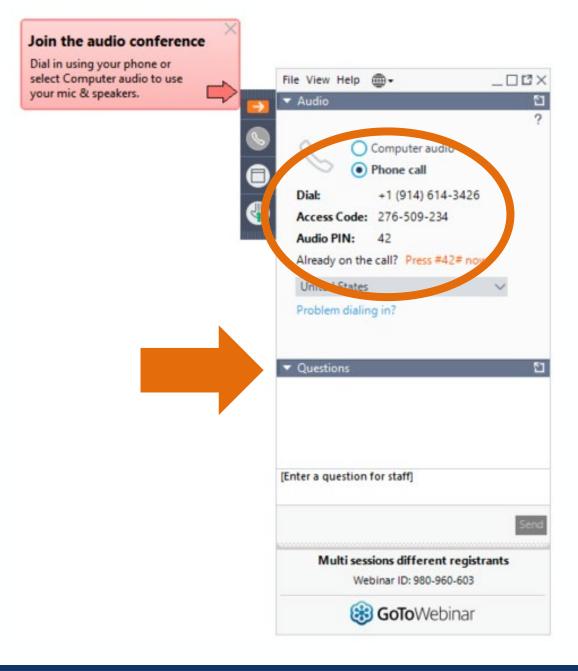


James Sprow Blue Vault



#### **Performance Series**

## A Deeper Look at Blackstone, Bluerock Real Estate, and CION Investment Group







## Corrections to July 11 Presentation

Our July 11 presentation stated that Bluerock Residential Growth REIT, Inc. has issued 5% Series B Preferred. The correction: "...has issued <u>6%</u> Series B Preferred."

Our July 11 presentation stated that CION Ares Diversified Credit Fund is subadvised by Ares Capital. The correct statement is "CION ARES is sub-advised by a joint venture between CION Investments and Ares Capital." The Adviser is a joint venture between affiliates of Ares Management Corporation and CION Investment Group, LLC and is controlled by Ares. The Adviser oversees the management of the Fund's activities and is responsible for making investment decisions for the Fund's portfolio.

We regret any confusion created by these errors.



## **Blue Vault**

Our goal is to provide the most in-depth and thorough research available on alternative investments, including nontraded REITs, BDCs, and Closed-End Funds, Interval Funds and Private Offerings to help educate financial advisors and help protect investors.

To learn more, please visit the Blue Vault website:

www.bluevaultpartners.com



## **Polling Question**

### Which alts do you use in your practice

- a) REITs
- b) BDCs
- c) Interval Funds
- d) Private Offering



## Blackstone Real Estate Income Trust

Blackstone Real Estate Income Trust is a perpetual, monthly NAV nontraded REIT. Its strategy is to invest primarily in stabilized income-oriented commercial real estate in the United States.

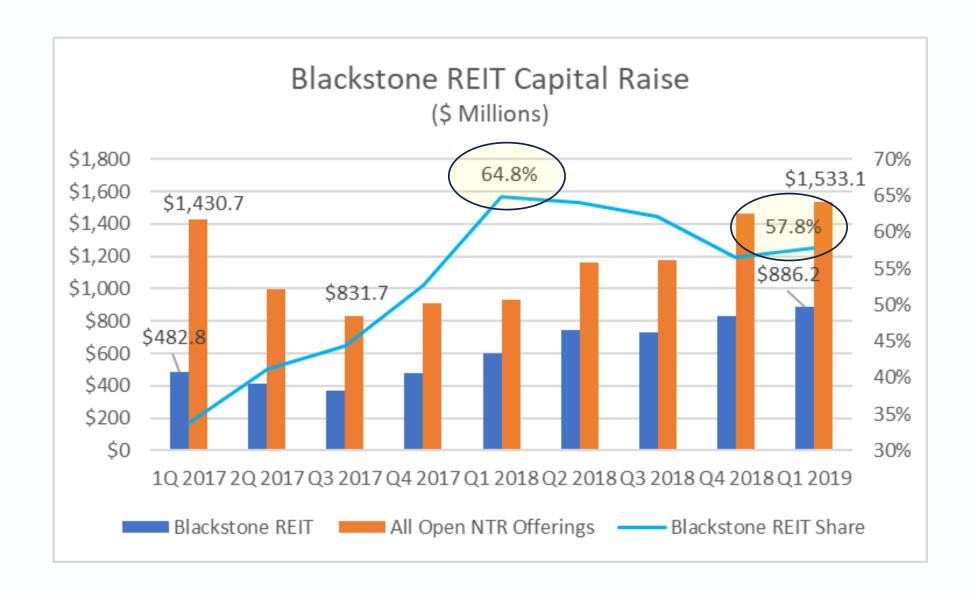
On November 21, 2018, the offering was increased from \$10 billion to \$12 billion. As of March 31, 2019, the REIT had raised \$5.541 billion in its offering.

## Blackstone



## Blackstone REIT Snapshot

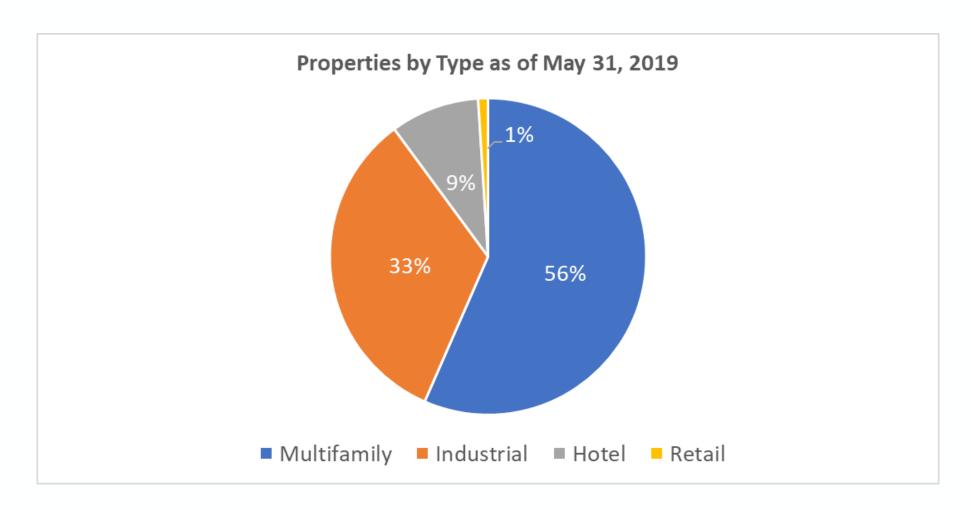
- Effective 8/31/2016
- Broke Escrow as of January 1, 2017
- Class S, Class T, Class D and Class I Shares
- Perpetual Offering, Monthly NAV
- Total Capital Raised thru March 31, 2019, \$5.541 billion

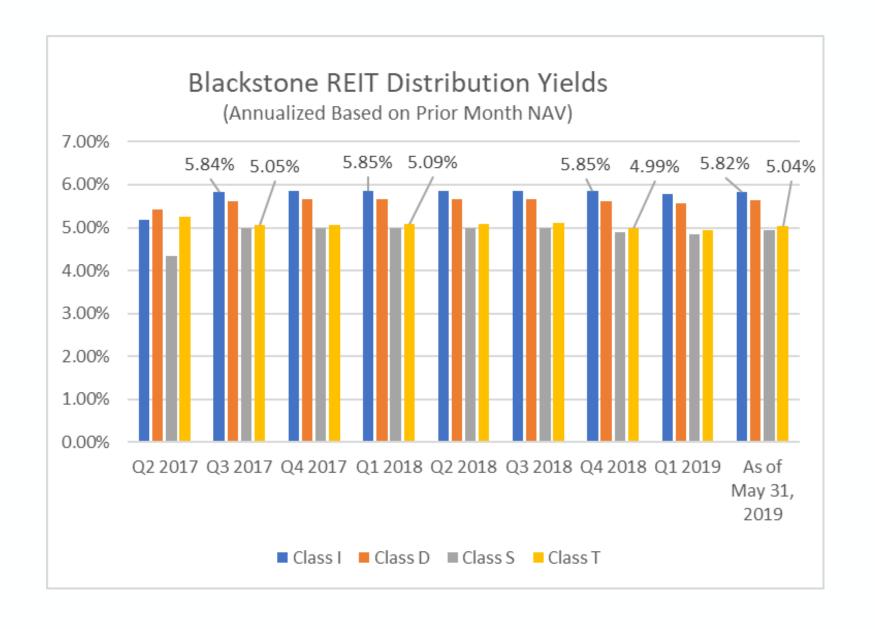


### Blackstone REIT Fee Schedule

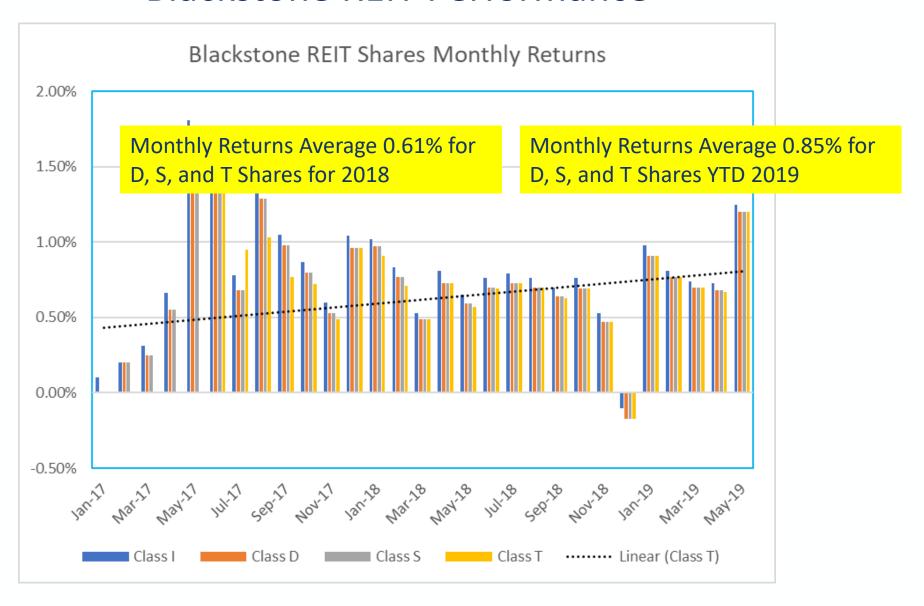
Most Recent Price per Share (As of 6/1/19)	. (D) \$10.99, (I) \$10.95, (S) \$11.36, (T) \$11.15
Reinvestment Price per Share (As of 6/1/19)	(D) \$10.83, (I) \$10.95, (S) \$10.98, (T) \$10.78
Selling Commission	(D) 1.50%, (I) 0.00%, (S) 3.50%, (T) 3.00%
	(D, I, S) 0.00%, (T) 0.50%
	(D) 0.25%, (I) 0.00%, (S) 0.85%, (T) 0.85%

# Blackstone REIT Investment Portfolio Summary

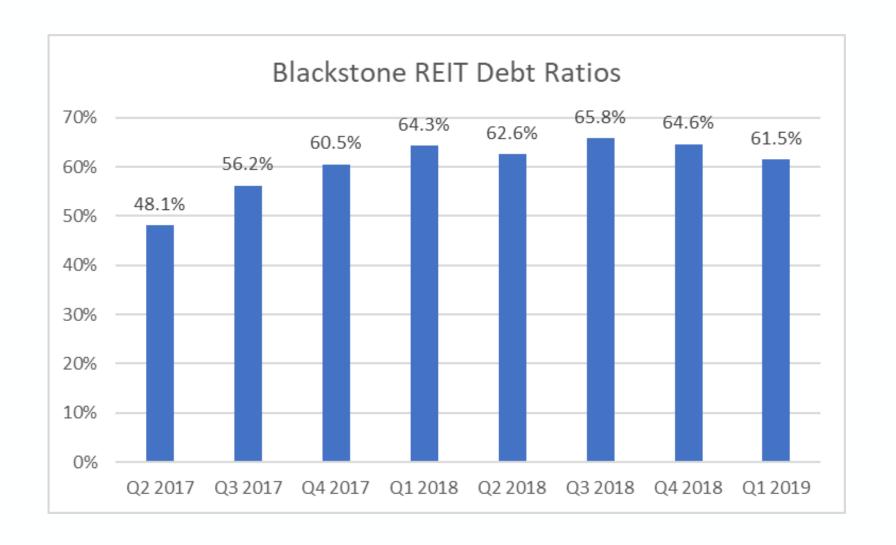


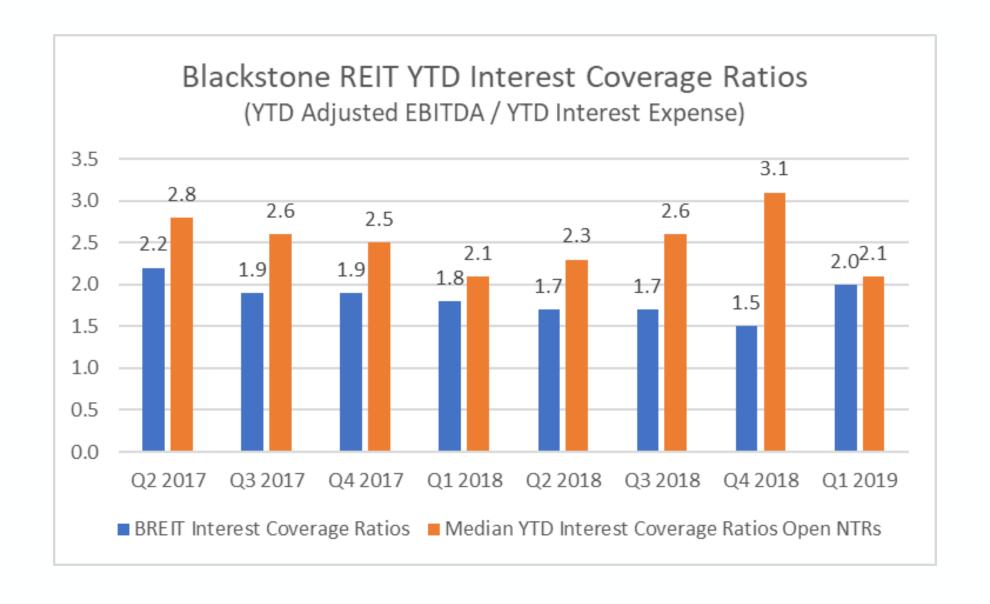


### Blackstone REIT Performance



### Blackstone REIT Debt Ratios





### Blackstone REIT's Performance Profiles Explained

Total Assets Up 121% Since Beginning of Q2 2018

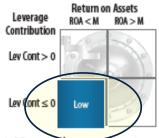
NOI Up 81% Since Q2 2018

ROA = 4.05% over Trailing 12 Months, 1.1% for Q1 2019

Weighted Average Cost of Debt = 4.15% as of 3/31/2019

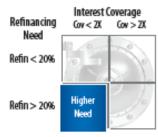
#### Performance Profiles

#### Operating Performance



The REIT's recent 12-month average return on assets is below the median ROA for all NTRs for the previous four quarters. At its current cost of debt and level of borrowing, its use of debt is not contributing to increased returns for shareholders.

#### Financing Outlook



More than 20% of REIT's debt must be repaid within two years or is at unhedged variable rates, and interest coverage is below the 2.0X benchmark. The REIT may face difficulties in refinancing its borrowings, interest rate risks from increasing rates, and needs to increase earnings to reassure lenders.

#### **Cumulative MFFO Payout**



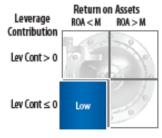
Cumulative MFFO since inception exceeds the cumulative cash distributions to common shareholders, indicating the REIT has fully funded cash distributions from its real estate operations. At the current distribution rate and level of modified funds from operations, trends suggest the distributions can be maintained.

### Blackstone REIT's Performance Profiles Explained

39% of REIT's debt at unhedged variable rates at 3/31/19, above the 20% benchmark for refinancing need YTD Interest Coverage Ratio at 1.98X as of 3/31/2019, just below the 2.0X benchmark

#### Performance Profiles

#### Operating Performance



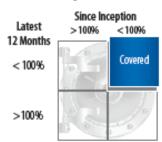
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#### **Financing Outlook**

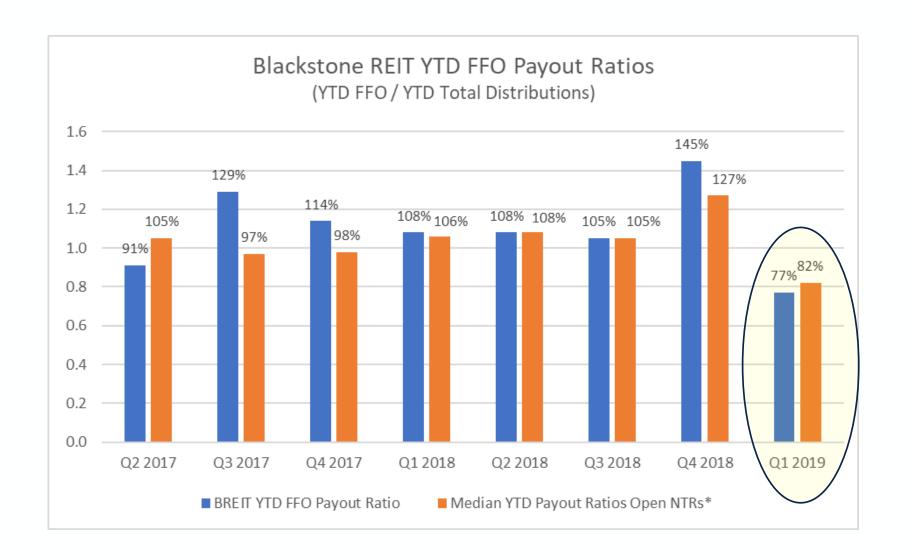


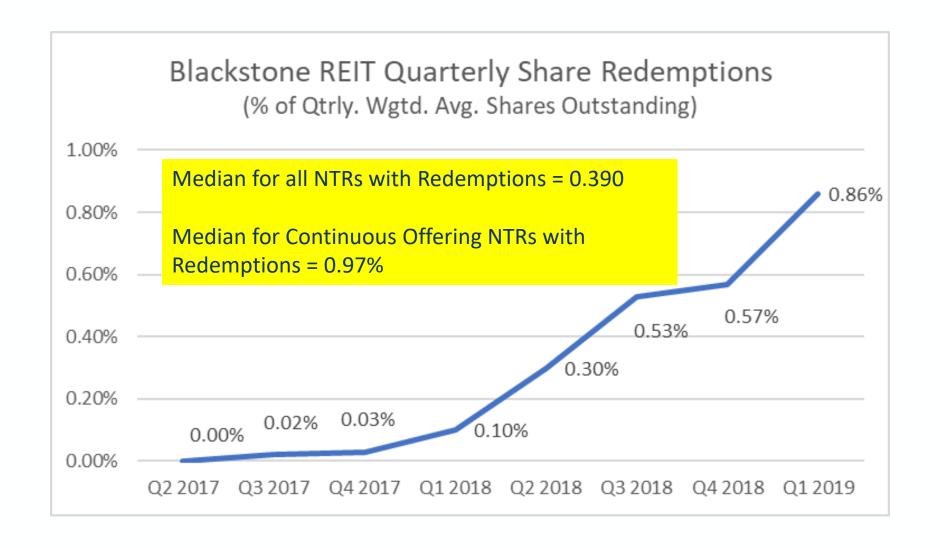
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#### Cumulative MFFO Payout



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## Conclusions for Blackstone REIT

- Capital raise was nearly 58% of all NTR capital raised in Q1 2019 after a peak of 65.8% in Q1 2018
- Current investment portfolio 56% in multifamily assets as of March 31, 2019
- Operating Performance as measured by ROA vs. NTR Medians and ROA vs. Average Cost of Debt has yet to catch up with asset growth
- Financing Need as measured by percentage unhedged variable rate debt and interest coverage ratios has been affected by rapid growth, higher leverage and lagging adjusted EBITDA
- Common share redemption rates, while rising, are still slightly below median for continuous offerings NTRs with redemptions





# Blackstone



## **Polling Question**

Which best describes why you use alternatives?

- a) Income
- b) Diversification
- c) Total return
- d) Market non-correlation

Which best describes your individual practice, in terms of AUM?

- a) Less than \$10 million
- b) \$10 to \$25 million
- c) \$25 to \$50 million
- d) More than \$50 million







## Bluerock Real Estate

BLUE VAULT PERFORMANCE REPORT PRESENTATION
JULY 11, 2019



- Bluerock Real Estate is a leading institutional alternative asset manager based in New York with regional offices across the U.S.
- Bluerock principals have a collective 100+ years of investing experience, have been involved with acquiring over 50 million square feet of commercial and residential real estate with approximately \$13 billion in value.
- Bluerock has sponsored and managed more than \$6.4 billion in AUM
- Bluerock offers a suite of public and private investment programs to individual investors seeking solutions with the aim of providing predictable income, capital growth, and tax benefits.

### Bluerock Real Estate Introduction



- Bluerock Company's Traded REIT and Interval Fund
  - Bluerock Multifamily Growth REIT, Inc.
    - Nontraded REIT Listed Final Tranche of Common in 2016
    - Now Issuing Nontraded Preferred
  - Bluerock Total Income+ Real Estate Fund
    - An Interval Fund Founded in 2012
    - Continuously Offered

### Bluerock Real Estate Funds



- Bluerock Residential Growth REIT, Inc.
  - Nontraded REIT Inception Date: 10/15/09
  - Capital Raised: \$250.4 million
  - Full-Liquidity Date: 03/17/16 (Final Tranche Listed NYSE "BRG")
  - Total Full-Cycle Return: Early Investors: -2.84%
  - Issuing Nontraded 6% Series B Preferred since 2/24/16
  - Total Nontraded Preferred Capital Raised: \$868.6 million

## Bluerock Residential Growth REIT Snapshot

## **BRG LTM total Shareholder Return** vs. Peers + Indexes



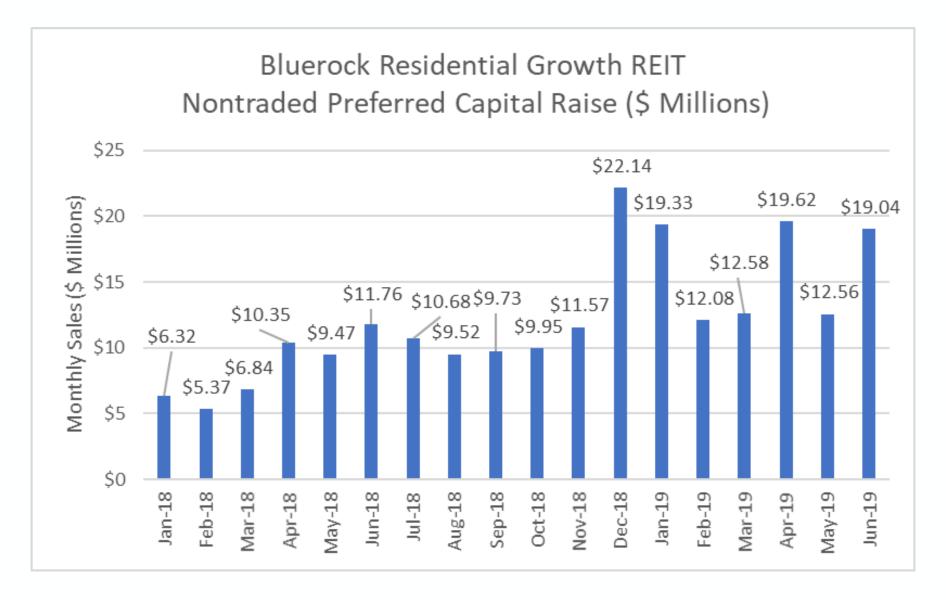


## Bluerock Residential Growth REIT (BRG) Common Stock Performance

Last 12 Months (thru July 10, 2019)

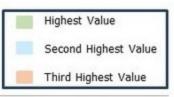


Source: Yahoo Finance



Total Nontraded Preferred Capital Raised: \$868.6 million

#### 1Q'19 YoY Comparison vs. Peers – **BRG Ranks in the Top 3 in Each Category**



	Mkt Cap (\$ in MM's)	Same Store		Growth	TSR	
		Rev.	NOI	in Assets <sup>(2)</sup>	5/30 YTD	5/30 LTM
BRG	\$329	5.8%	9.0%	17.0%	28.1%	36.9%
Nexpoint Residential Trust	948	4.7%	7.0%	25.2%	15.0%	49.0%
BRT	201	4.6%	3.2%	8.6%	12.2%	6.7%
AIMCO	7,860	4.2%	5.5%	0.2%	15.0%	25.7%
Investors Real Estate Trust	761	4.1%	4.6%	(2.2%)	19.6%	9.6%
Independence Realty Trust	984	4.0%	5.1%	6.5%	20.6%	20.6%
UDR	13,406	3.8%	4.1%	5.4%	13.4%	25.2%
Camden Property Trust	10,065	3.7%	3.6%	5.4%	17.0%	20.0%
AvalonBay Communities	28,009	3.5%	4.9%	1.7%	16.6%	25.7%
Equity Residential	29,144	3.1%	2.5%	4.2%	15.7%	22.4%
Essex Property Trust	19,418	3.1%	2.8%	2.4%	17.2%	23.0%
APTS	703	2.8%	3.1%	42.4%	15.0%	15.7%
Mid America Apartments	13,386	2.3%	2.5%	2.6%	20.6%	25.8%

Source: Company filings and SNL Financial. Market Cap as of 5/30/19. Market cap reflects common shares and OP units.

(1) For a definition of Same Store NOI Growth and a reconciliation to GAAP measures, see Appendix A.

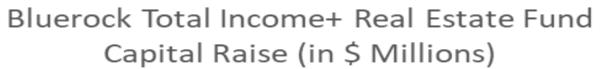


<sup>(2)</sup> Depreciation and amortization added back to total asset values.



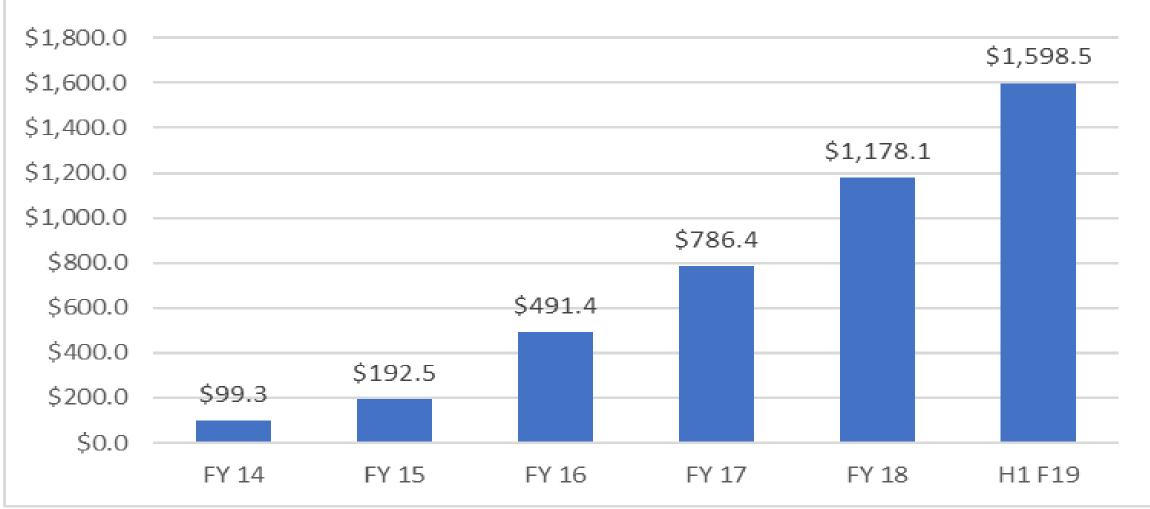
- Bluerock Total Income+ Real Estate Fund
  - Inception Date: 10/22/12
  - Annualized Total Return since Inception: 8.02%
  - Mercer Investment Management acts as sub-advisor to the fund's private real estate equity investments.
  - DWS through RREEF America acts as sub-advisor to the fund's public real estate securities investments.

## Bluerock Total Income+ Snapshot

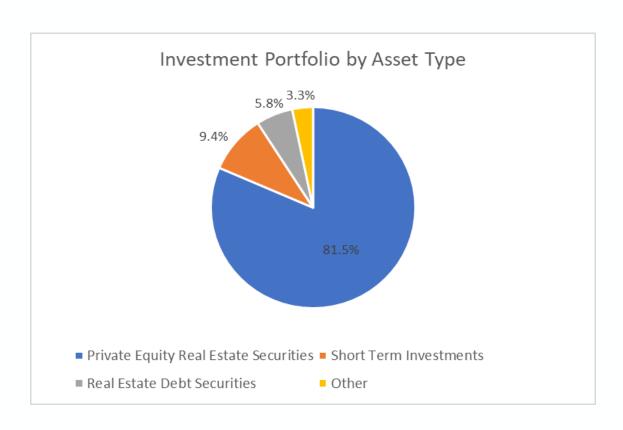




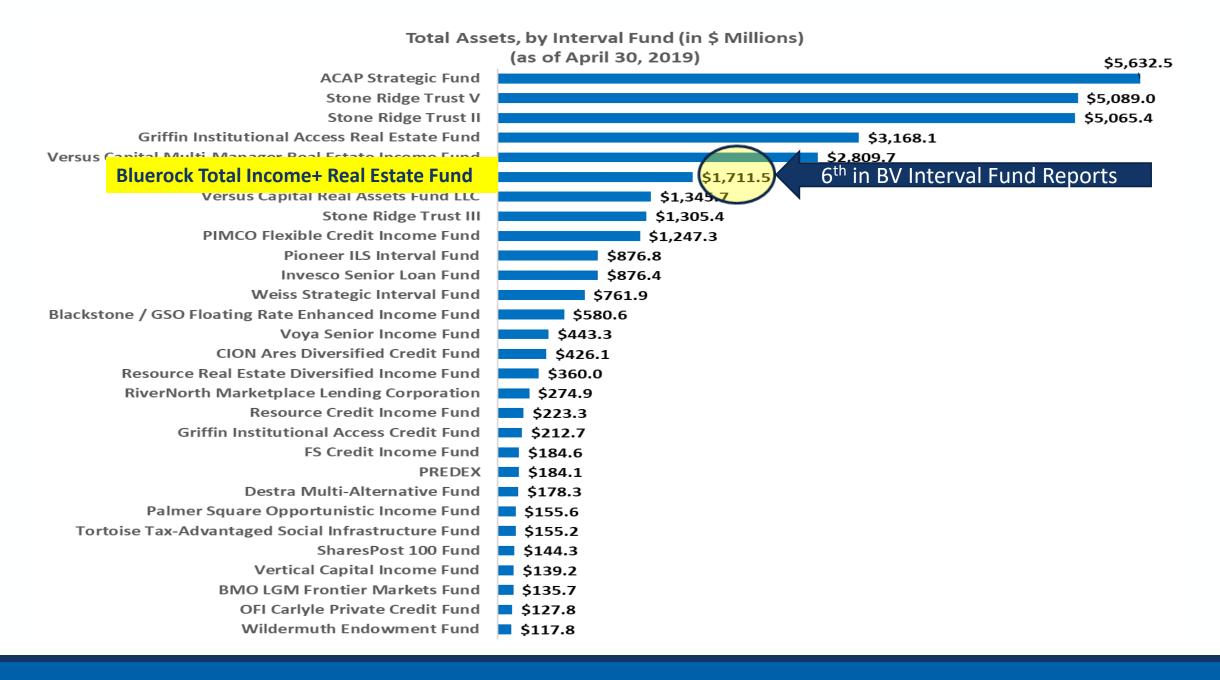
### Bluerock Total Income+ Real Estate Fund Net Assets (in \$ Millions)



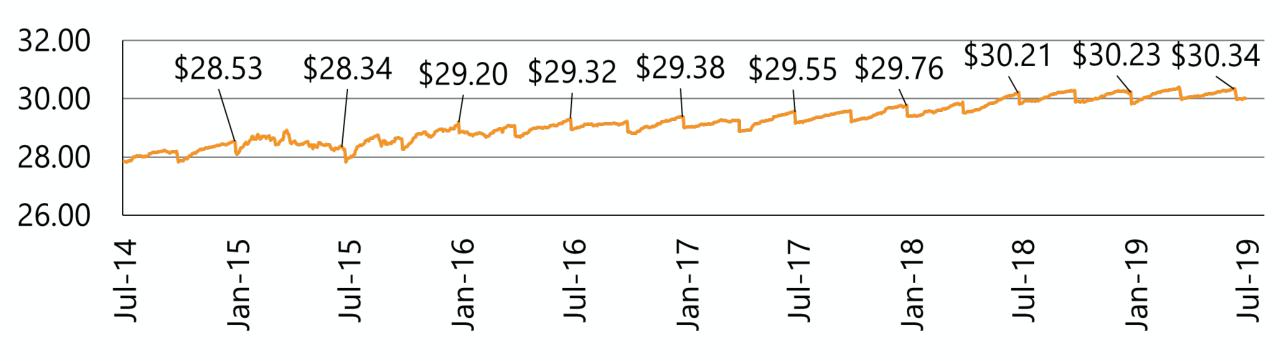
## Bluerock Total Income+ Real Estate Fund Investment Portfolio Summary



Top Portfolio Holdings	%	\$ Mil.
Morgan Stanley Prime Property Fund LLC	11.5%	\$194.4
Clarion Lion Properties Fund	9.7%	\$164.3
Blackstone Property Partners	8.0%	\$135.5
CBRE U.S. Core Partners, LP	3.9%	\$66.9
Sentinel Real Estate Fund	3.8%	\$63.7
Clarion Lion Industrial Trust	3.7%	\$62.6
Invesco U.S. Income Fund	3.7%	\$62.0
Harrison Street Core Property Fund	3.6%	\$61.3
Colony Industrial	3.3%	\$55.3
RREEF Core Plus Industrial Fund LP	3.2%	\$53.8



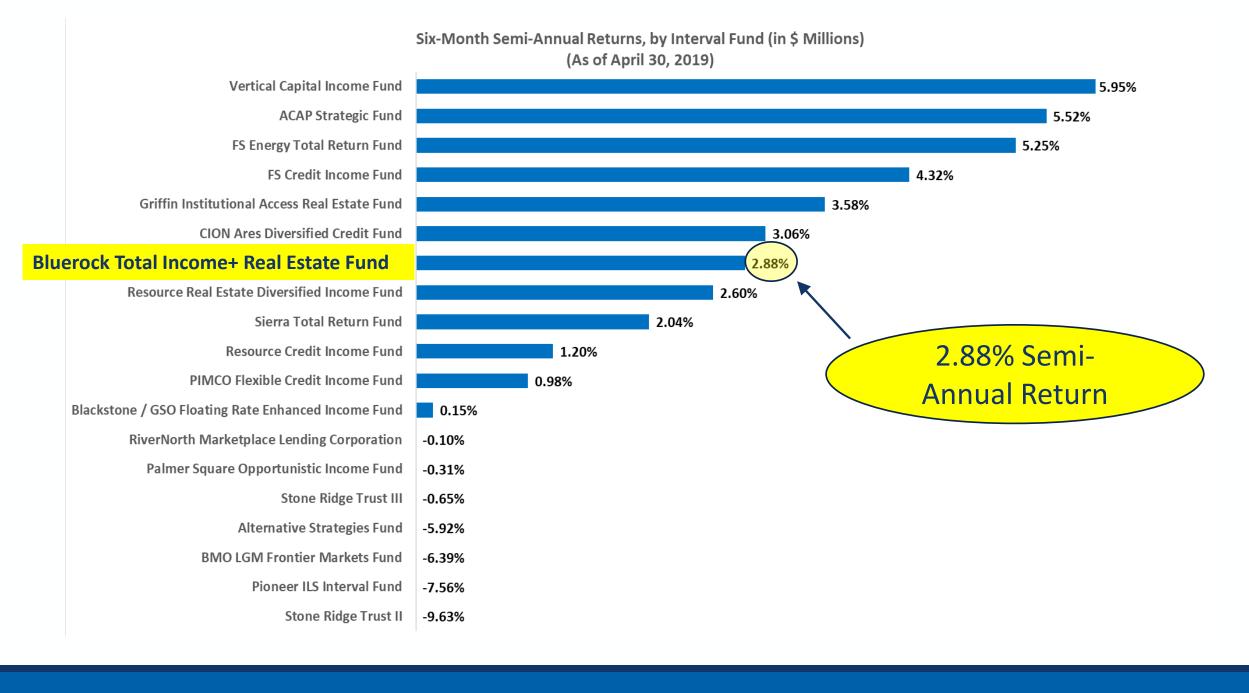
### Bluerock Total Income+ Total Return Fund 5-Year NAV Trend

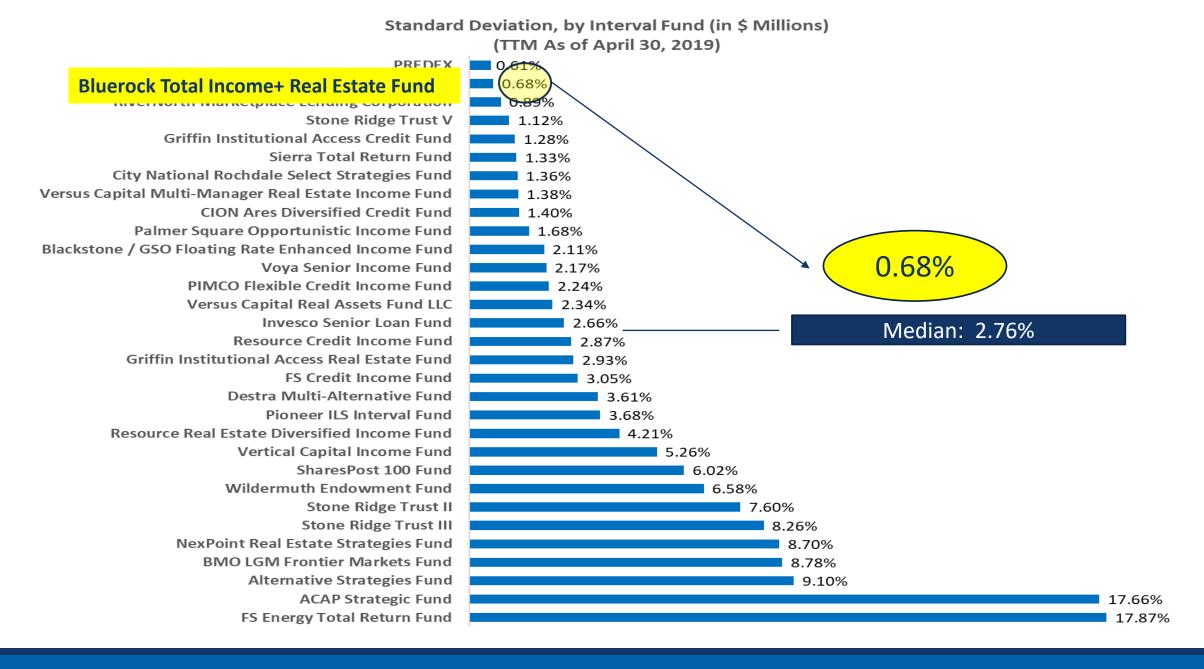


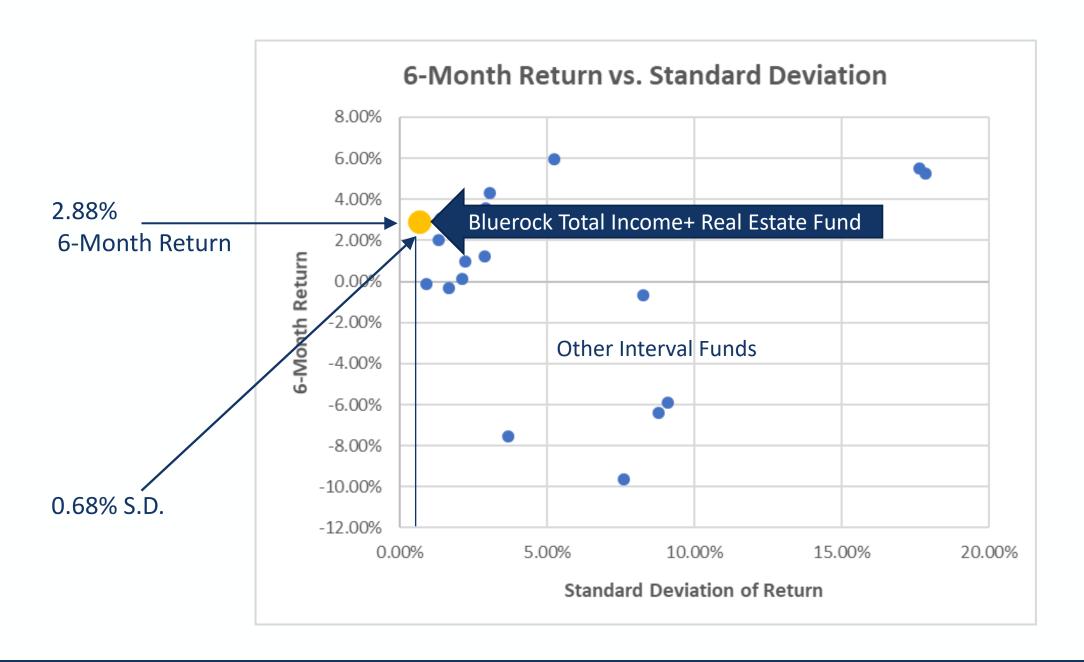
### Fund Performance thru 3/31/2019

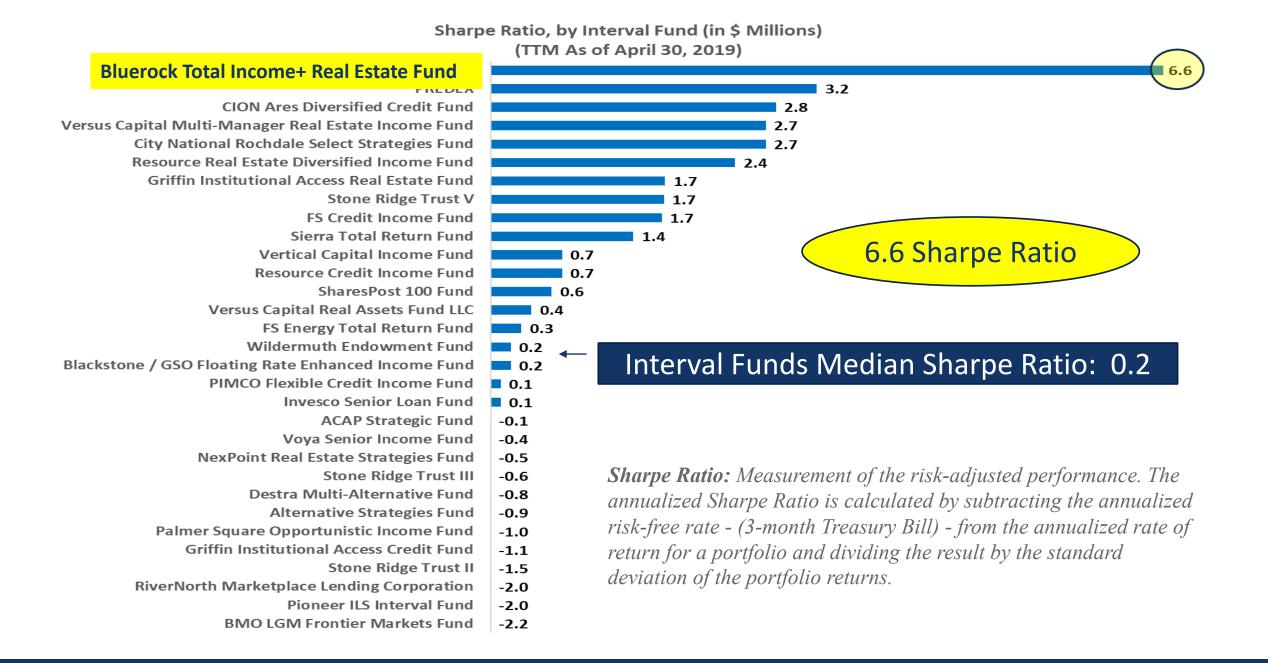
	One Year	Three Year	Five Year	Since Inception <sup>2</sup>
TI+ Fund- Class A	7.32%	7.00%	7.12%	8.02%
TI+ Fund- Class A with Max Sales Charge <sup>1</sup>	1.15%	4.91%	5.86%	7.03%
TI+ Fund- Class C	6.49%	6.20%	6.33%	7.22%
TI+ Fund- Class C with Load †	5.49%	6.20%	6.33%	7.22%
TI+ Fund- Class I	7.58%	7.26%	7.43%	8.26%
TI+ Fund- Class L	7.04%	6.73%	6.85%	7.75%
TI+ Fund- Class L with Max Sales Charge <sup>1</sup>	2.48%	5.19%	5.93%	7.02%

The total annual fund operating expense ratio, gross of any fee waivers or expense reimbursements, is 2.43% for Class A, 3.18% for Class C, 2.22% for Class I and 2.74% for Class L per the March 27, 2019 prospectuses.











## Conclusions for Bluerock

#### **Bluerock Residential Growth REIT, Inc.**

- Unsuccessful Start as an NTR
- Listed Last Tranche of Common in 2016
- Using Nontraded Preferred to Raise Capital
- Common Stock Outperforming Indices Last 12 Months

# **Bluerock Total Income+ Real Estate Fund**

- 6<sup>th</sup> Largest Interval Fund in Total Assets
- Accelerating Capital Raise
- •All Share Classes Averaging > 7% Annualized Returns Since Inception
- Achieving Returns with Low Volatility in NAVs per Standard Deviations and Sharpe Ratio









# **Polling Question**

Do you use any of the following offerings in your practice?

- a) Blackstone Real Estate Investment Trust
- b) Bluerock Total Income + Real Estate Fund
- c) CION Ares Diversified Credit Fund
- d) None of the above





# **CION Investments**

BLUE VAULT PERFORMANCE REPORT PRESENTATION
JULY 11, 2019



CION Investments is a leading manager of alternative investment solutions designed with the interest of individual investors above all else. CION provides direct access to credit-focused alternative investments that are not readily available to individual investors through traditional investment managers. CION's alternative investments platform offers premier asset management, differentiated strategies, and investor-first structures.

## CION Investments Introduction



- CION Investment Corporation (a BDC)
  - Inception Date: 01/02/12
  - Closed Date: 01/25/19
  - Total Capital Raised: \$1.3 billion
- CION Ares Diversified Credit Fund (an Interval Fund)
  - Inception Date: 01/26/17
  - Gross Capital Raised: \$330.5 million

# CION Investments Snapshot



# **CION Investment Corporation**

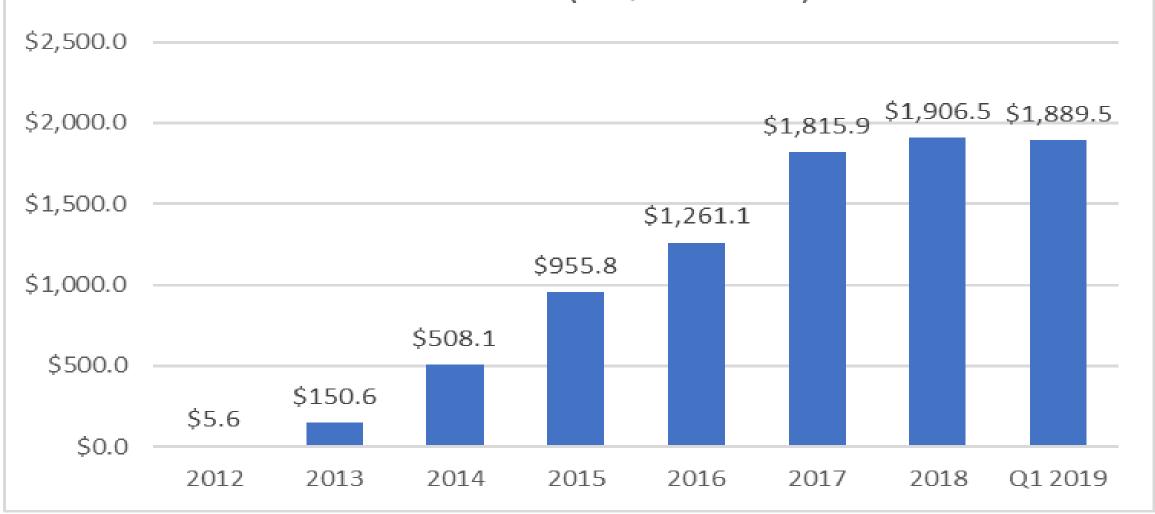
A CLOSED BDC



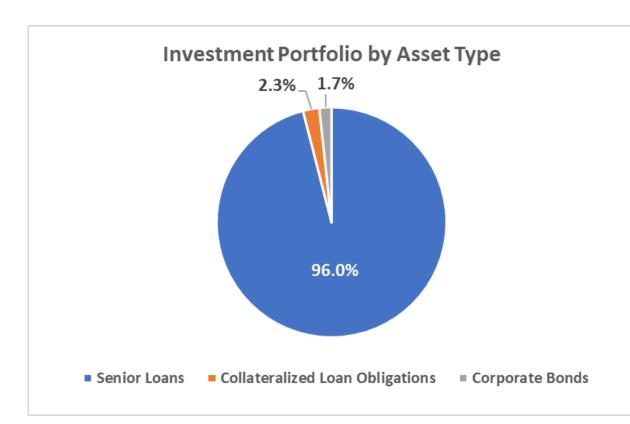
- CION Investment Corporation (a BDC)
  - Inception Date: 01/02/12
  - Closed Date: 01/25/19
  - Total Capital Raised: \$1.3 billion
  - Total Assets as of 3/31/19: \$1.89 billion

# CION Investment Corporation Snapshot

## CION Investment Corporation Total Assets (in \$ Millions)



# CION Investment Corporation Investment Portfolio Summary



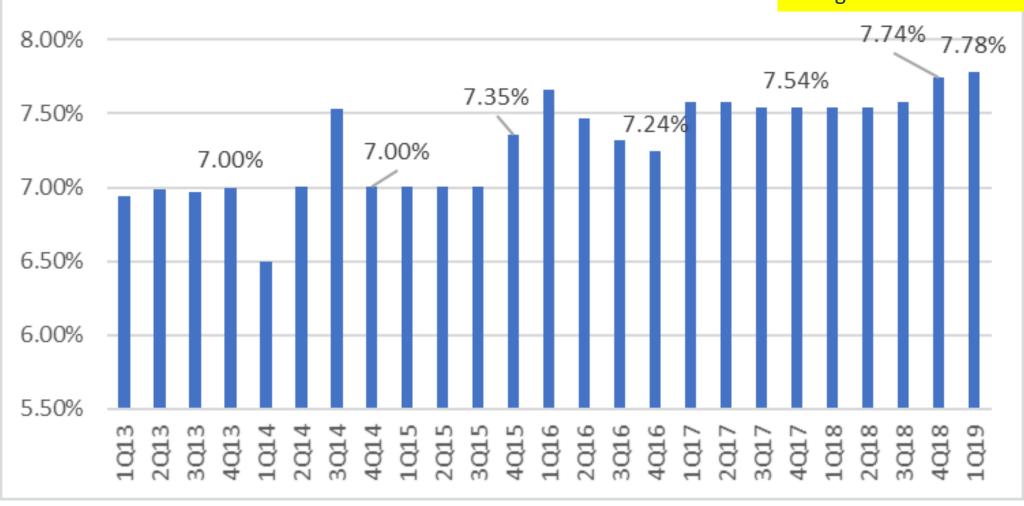
Top Industry Holdings	Q1 2019	2018
Healthcare & Pharmaceuticals	18.2%	17.5%
Services: Business	12.5%	11.7%
Services: Consumer	7.5%	7.2%
Media: Advertising, Printing & Publishing	7.3%	7.1%
Media: Diversified & Production	6.4%	6.2%
High Tech Industries	5.6%	6.8%
Capital Equipment	5.5%	5.3%
Chemicals, Plastics & Rubber	4.1%	4.0%
Telecommunications	3.7%	4.0%
Beverage, Food & Tobacco	3.7%	4.0%







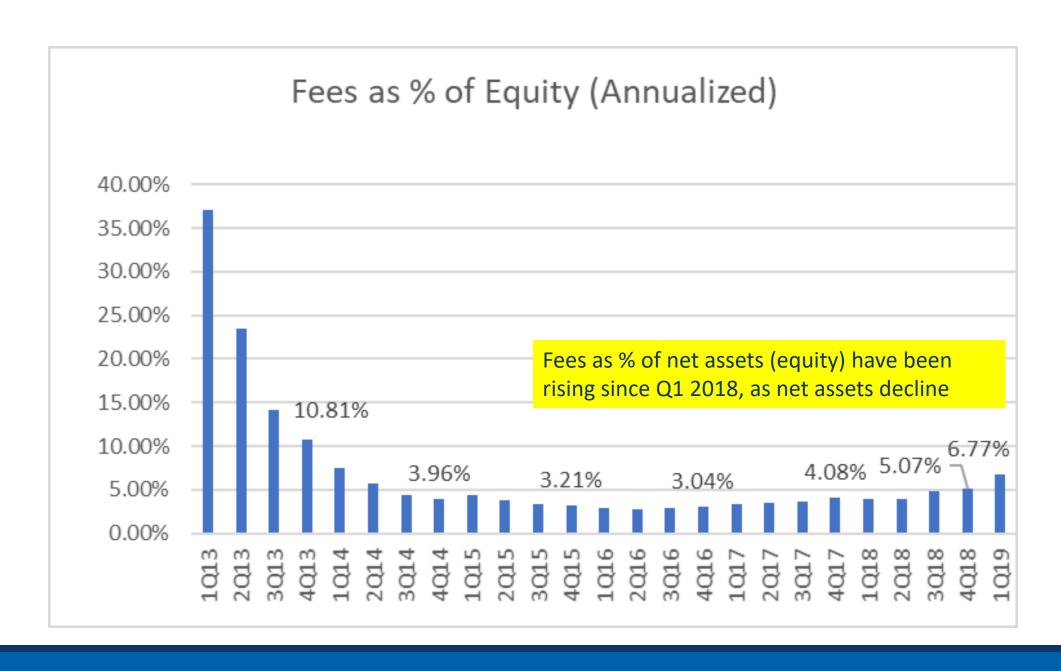
Constant distribution rate, but falling NAV



# CION Investment Corporation Performance Returns

Performance Returns	2014	2015	2016	2017	2018	Q1 2019
CION Investment Corporation	6.92%	2.13%	13.51%	8.76%	2.98%	1.68%
S&P/LSTA Leveraged Loan Index	0.99%	-2.75%	10.88%	3.31%	-0.62%	5.13%
BofA Merrill Lynch High Yield Master II	2.50%	-4.64%	17.49%	7.48%	-2.27%	7.40%

Returns outperformed both loan and bond indices four out of five years and leveraged loan index five straight years





# CION Ares Diversified Credit Fund

AN INTERVAL FUND OFFERING



- CION ARES Diversified Credit Fund
  - Inception Date: 1/26/2017
  - Continuous Interval Fund Offering
  - Total Gross Capital Raised as of 4/30/2019: \$330.5 Million
  - Total Assets as of 4/30/2019: \$426.1 Million

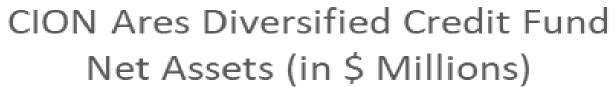
# CION ARES Diversified Credit Fund Snapshot

### Sub-Advised by a Joint Venture with Ares Capital

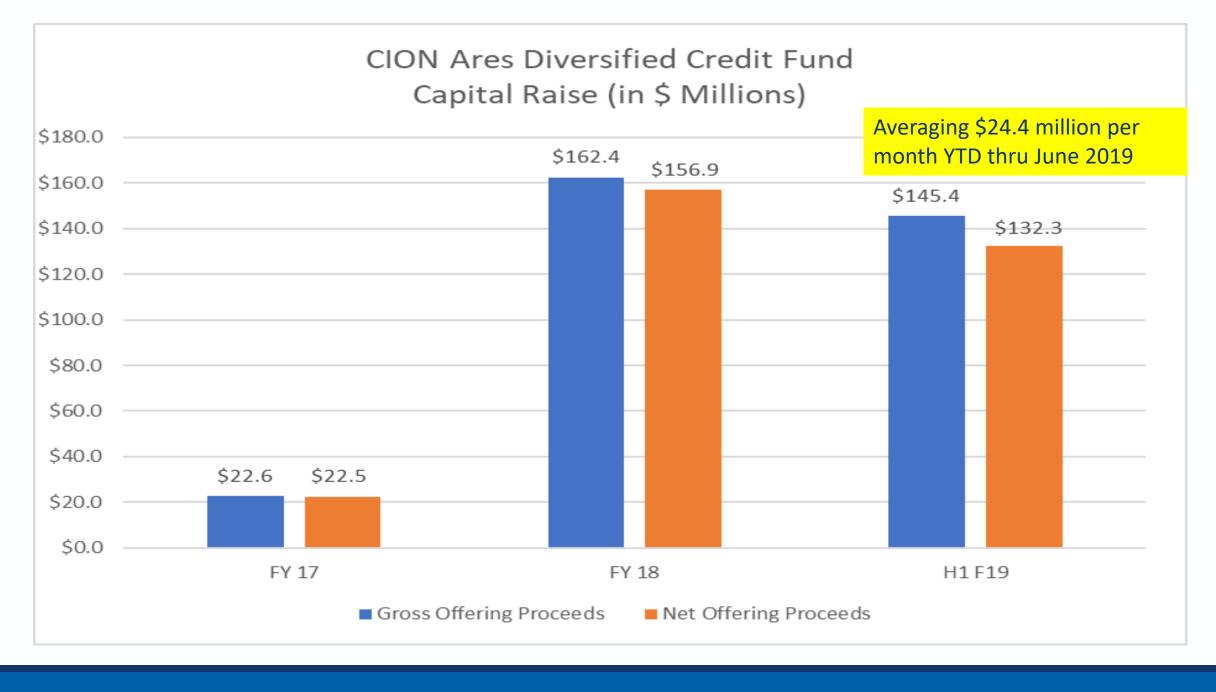
- Ares Capital, a leading global alternative asset manager founded in 1997
- The Fund accesses Ares' transaction flow across non-investment grade credit spectrum, offering private asset-backed investments and directly-originated loans to retail investors
- Ares Capital manages \$137 billion in AUM on behalf of pension, endowment funds, financial institutions and individuals, as of 3/31/19
- Created Ares Capital Corp., largest listed BDC, in 2004, now \$13.4 billion in fair value (Nasdaq: ARCC)

### CION ARES Diversified Credit Fund Investment Objective

- To provide superior risk-adjusted returns across various market cycles by investing in a diversified portfolio of liquid and illiquid asset classes. The Fund seeks to capitalize on market inefficiencies and relative value opportunities throughout the entire global credit spectrum.
- Direct Lending: First and second lien senior secured loans and mezzanine debt to U.S. and European companies with EBITDA between \$10 and \$250 million.
- Syndicated Corporate Loans, Corporate Bonds, Structured Credit, CRE Loans

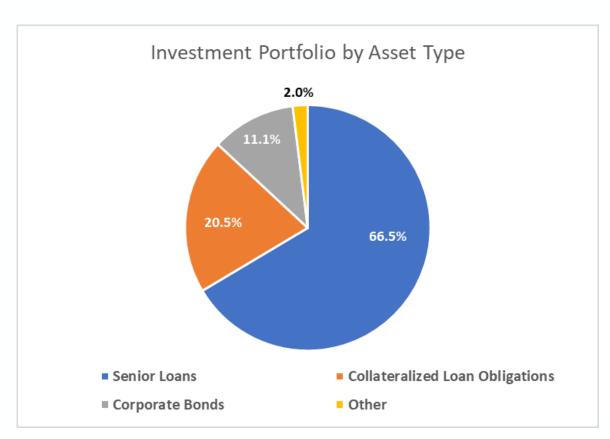






# CION Ares Diversified Credit Fund Investment Portfolio Summary

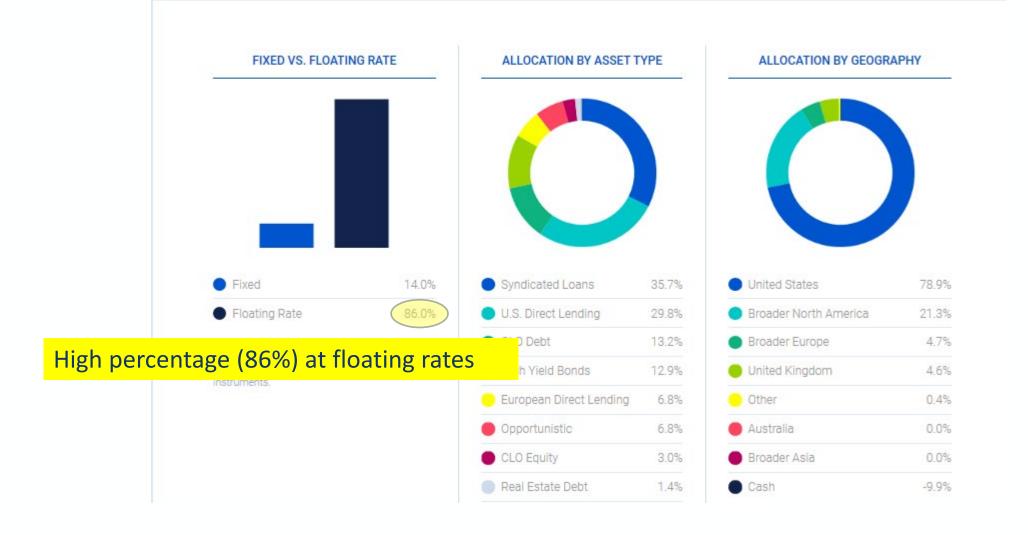
(337 Total Issues as of 5/31/19)



Top Portfolio Holdings	%	\$ Mil.
Capnor Connery Holdco APS	1.9%	\$7.4
Birch Permian, LLC	1.4%	\$5.2
Display Holding Company, Inc.	0.9%	\$3.6
PDI TA Holdings, Inc.	0.9%	\$3.5
CB-SDG LIMITED MIDCO LIMITED	0.9%	\$3.5
Old Oak Holdings Limited	0.8%	\$3.1
OAKCL 2019-2	0.8%	\$3.1
CD&R Waterworks Merger Sub LLC	0.8%	\$3.1
IRI Holdings, Inc.	0.8%	\$3.0
RTI Surgical, Inc.	0.8%	\$3.0

#### Portfolio Characteristics

As of May 31, 2019

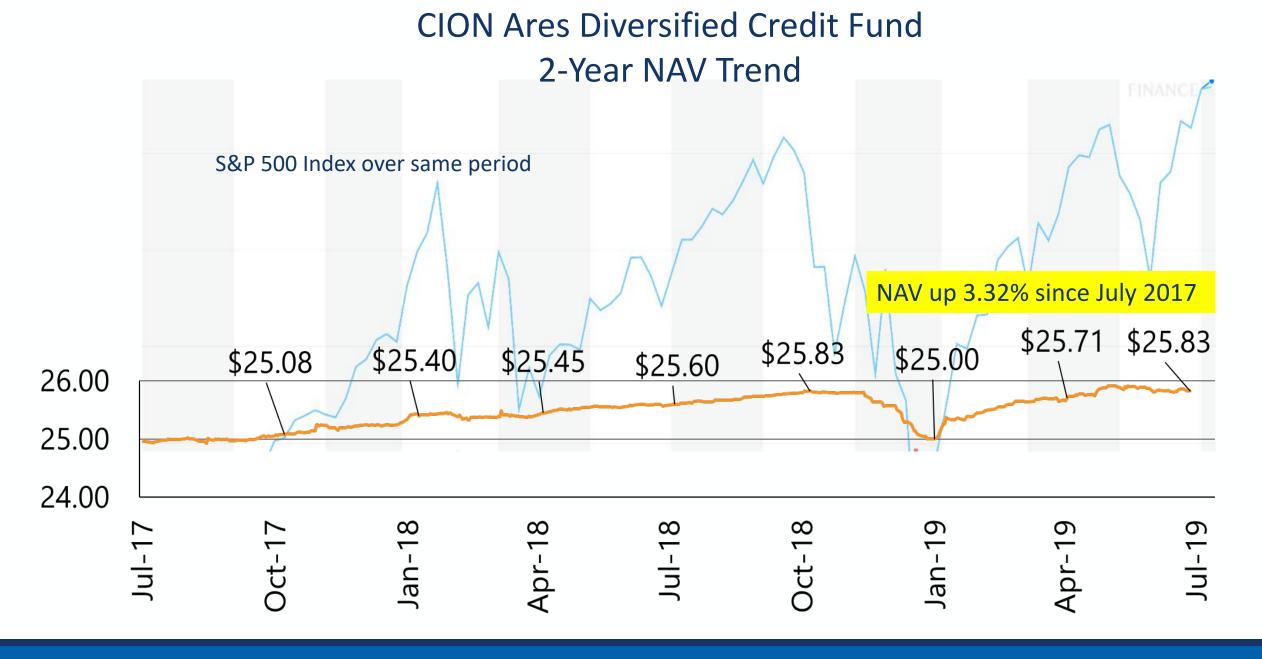


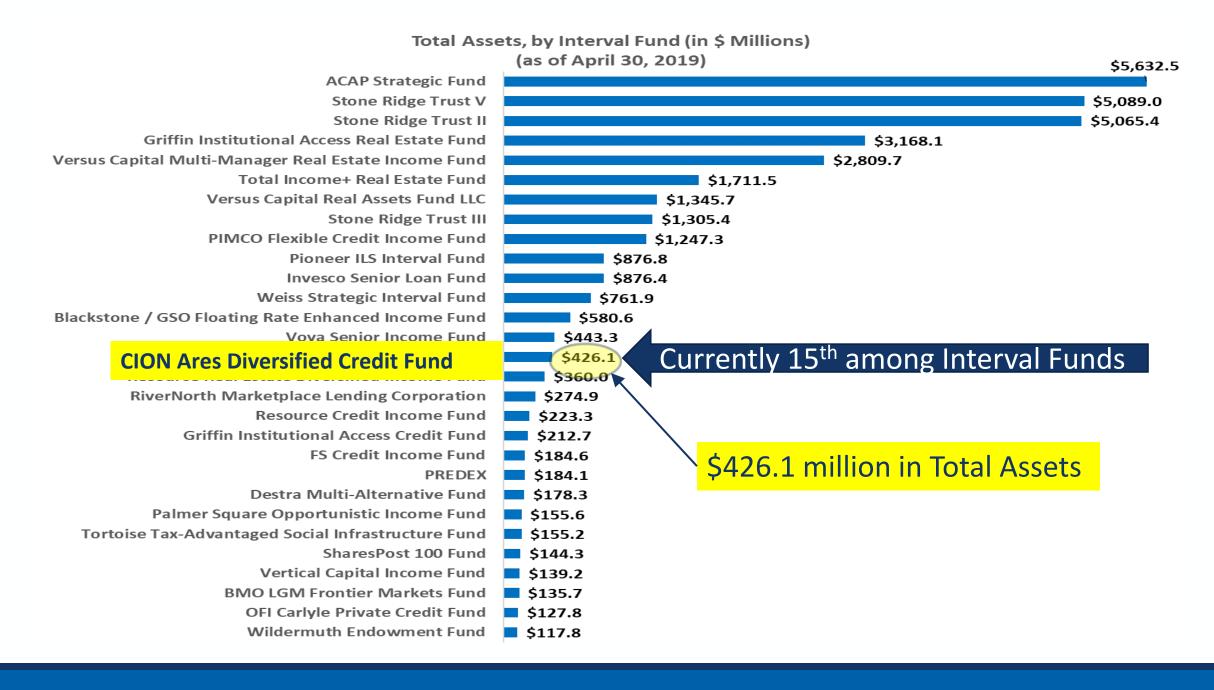
### CION Ares Diversified Credit Fund Performance

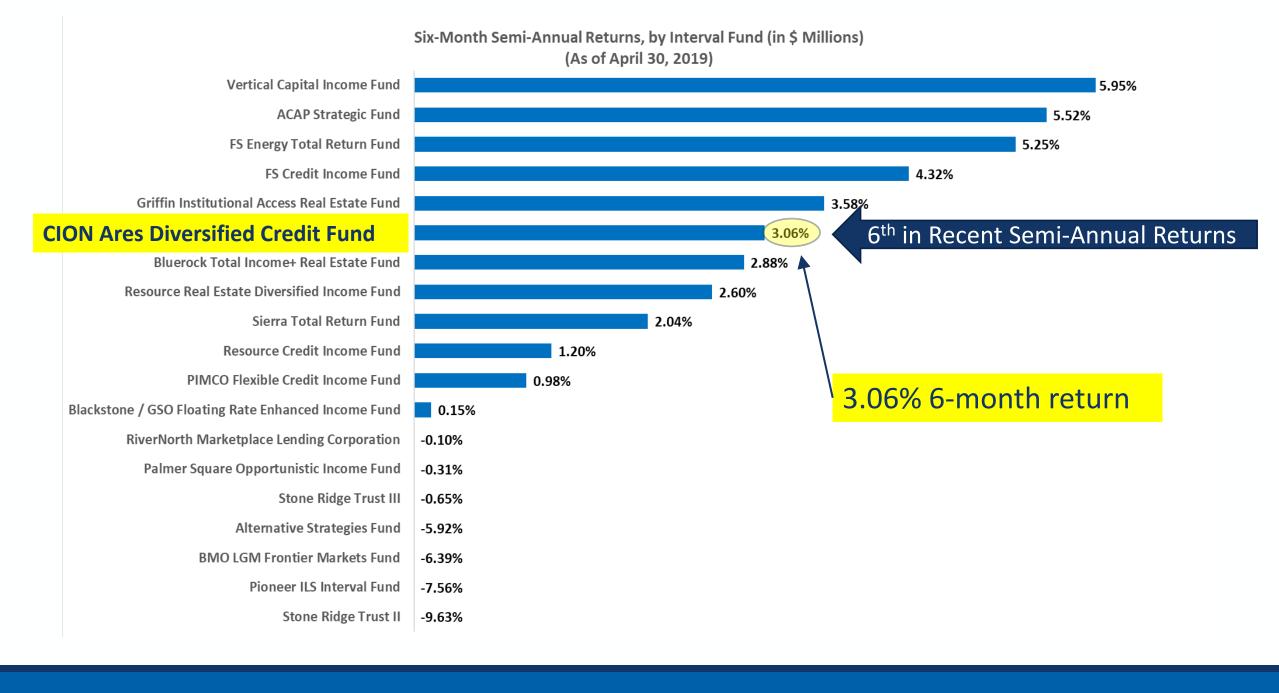
		Current	
Share Class	NAV	<b>Distribution Rate</b>	
Class A	\$25.88	5.38%	
Class C	\$25.88	5.38%	
Class I	\$25.88	5.38%	
Class L	\$25.88	5.38%	
Class L	\$25.88	5.38%	

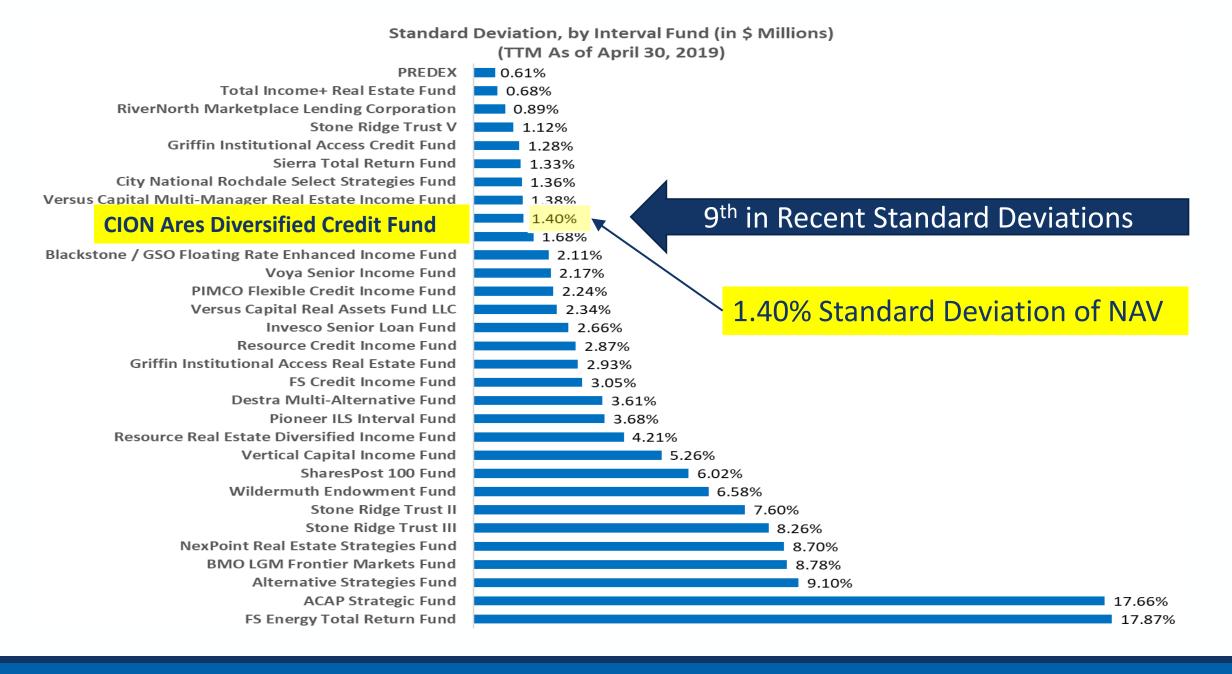
Performance as of July 8, 2019		With Sales		
remonitance as of July 8, 2019		Charge		
MTD	0.31%	-2.70%		
YTD	6.51%	3.32%		
Since Inception (Annualized)	11.73%	5.69%		
Since Inception (Cumulative)	6.26%	3.08%		

Returns include reinvestment of distributions and reflect fund expenses inclusive of expense support which will remain in effect at least until February 29, 2020 and may be subject to reimbursement in the future. The net expense ratio, inclusive of expense support, is 4.07% as of April 30, 2019. The gross expense ratio, without expense support, is 4.07% as of April 30, 2019. Expense ratios are annualized and calculated as a percentage of average net assets. The sales charge for Class W is up to 3%. Share values will fluctuate, therefore if repurchased, they may be worth more or less than their original cost. Past performance is not indicative of future results.

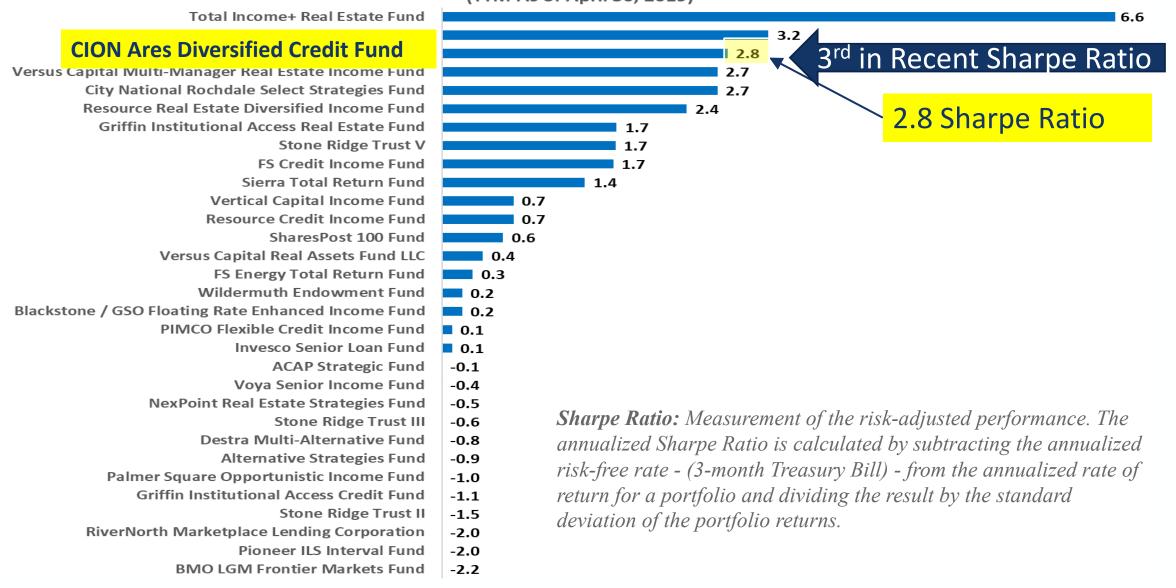








#### Sharpe Ratio, by Interval Fund (in \$ Millions) (TTM As of April 30, 2019)





# Conclusions for CION

#### **CION Investment Corporation**

- Founded in 2012 and raised \$1.3 billion
- BDC Closed in January 2019
- NAV down 6% since Q1 2012 to \$9.40
- Distribution rate constant at \$0.1829 per quarter for a Q1 2019 NAV-based yield of 7.78%
- Returns outperformed both loan and bond indices four out of five years and leveraged loan index five straight years

#### **CION Ares Diversified Credit Fund**

- Interval Fund Offering
- Accelerating capital raise
- Moving up the list of Interval Funds in Total Assets
- 3.06% Latest Semi-Annual Return (6<sup>th</sup> of 19)
- 9th (of 31) Recent Standard Deviation of NAV
- 3<sup>rd</sup> (of 31) in Sharpe Ratio Among Interval Funds







## **Upcoming Webinars:**

Performance Series Webinar:

Are Interval Funds Performing?

July 16 at 2:00 pm EDT

**Educational Series Webinar:** 

Why Private Offerings Are So Critical for Your Clients

July 18 at 2:00 pm EDT

Performance Series Webinar:

A Deeper Look at AR Global, Black Creek Group, and Resource

July 24 at 2:00 pm EDT

For information and registration links, go to www.bluevaultpartners.com/event-calendar



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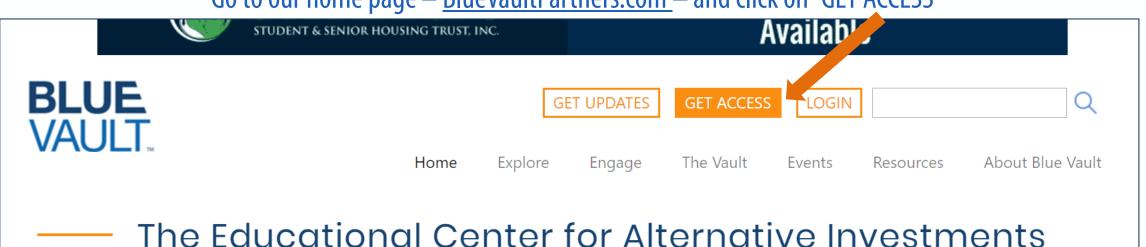
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# Questions



# **Thank You!**

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