NCREIF Fall Conference 2025

Hollywood, Florida – Diplomat Resort

Agenda – Day 1 – Tuesday October 28, 2025

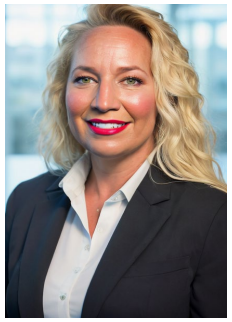
Performance Measurement Committee Meeting

- Committee Introductions
- Committee Business
- Survey Results
- Hot Topics
- Meet & Greet - All attendees
- Task Force Updates/Discussion:
  - Attribution
  - Dividend Yield
  - SEC Marketing Rule
  - Negative Equity
  - RS Performance and Risk Manual Review
- White paper on "Increasing Transparency in Performance Metrics for Private Closed-End Funds" - Jamie Kingsley

Day 1 Session code: Pmc1028

Performance Measurement Committee

- Introductions



Rosellen Bounds

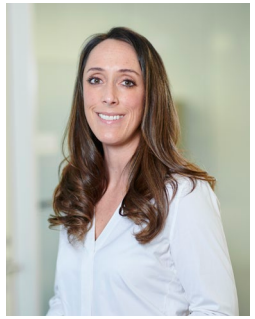
Co-Chair

ACA Group

Samantha King

Co-Chair

JPMorgan



Kim Everaerts

Co-Vice Chair

Walton St Capital

David DiPaolo

Co-Vice Chair

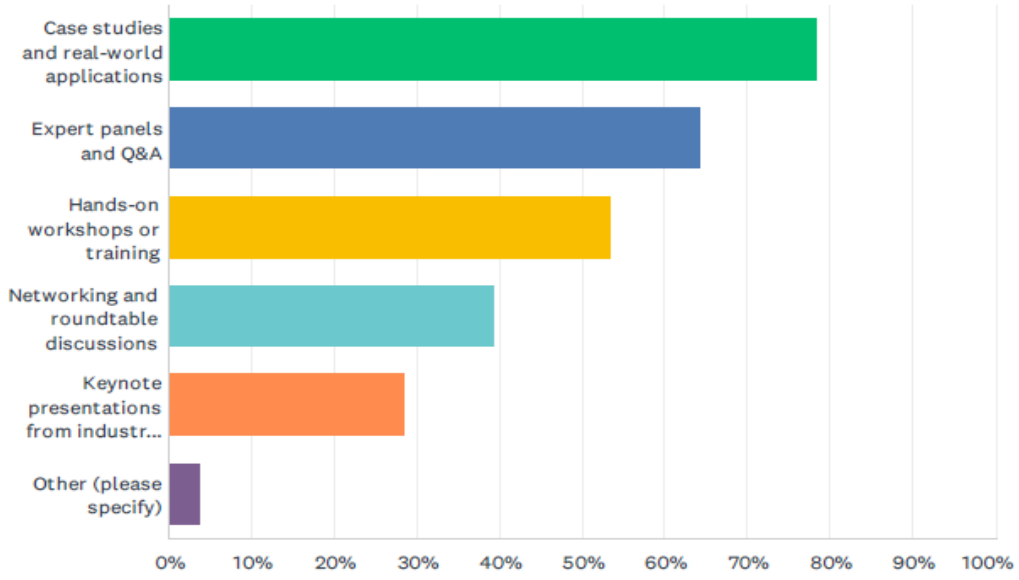
Clarion Partners

COMMITTEE BUSINESS

Survey Results

Q1 What type of sessions do you find most valuable at conferences? (Select all that apply)

Answered: 28 Skipped: 0

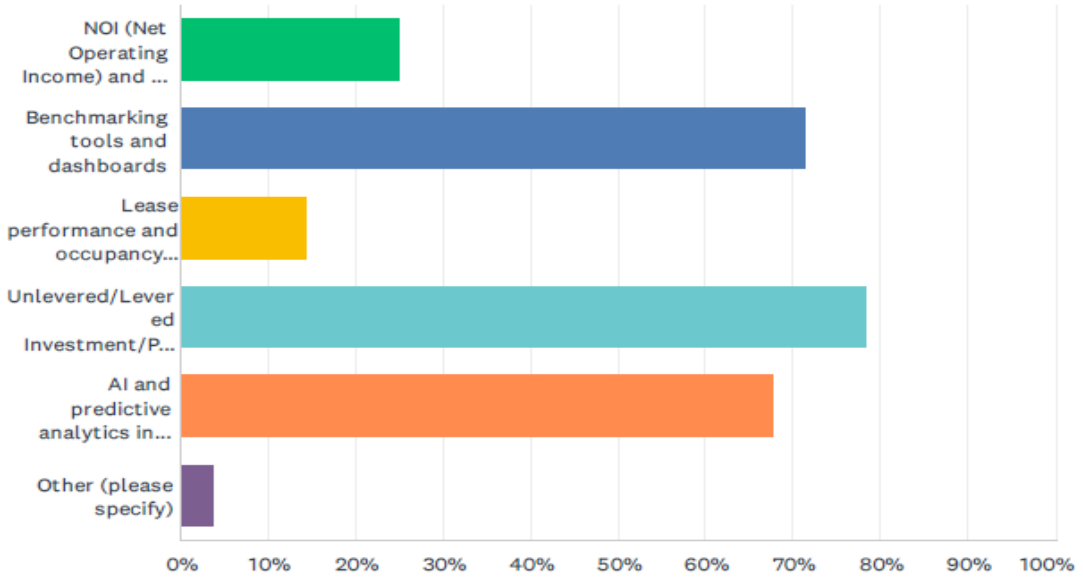


ANSWER CHOICES	RESPONSES	
Case studies and real-world applications	78.57%	22
Expert panels and Q&A	64.29%	18
Hands-on workshops or training	53.57%	15
Networking and roundtable discussions	39.29%	11
Keynote presentations from industry leaders	28.57%	8
Other (please specify)	3.57%	1
Total Respondents: 28		

Survey Results

Q2 Which performance metrics or tools are you most interested in exploring? (Select all that apply)

Answered: 28 Skipped: 0

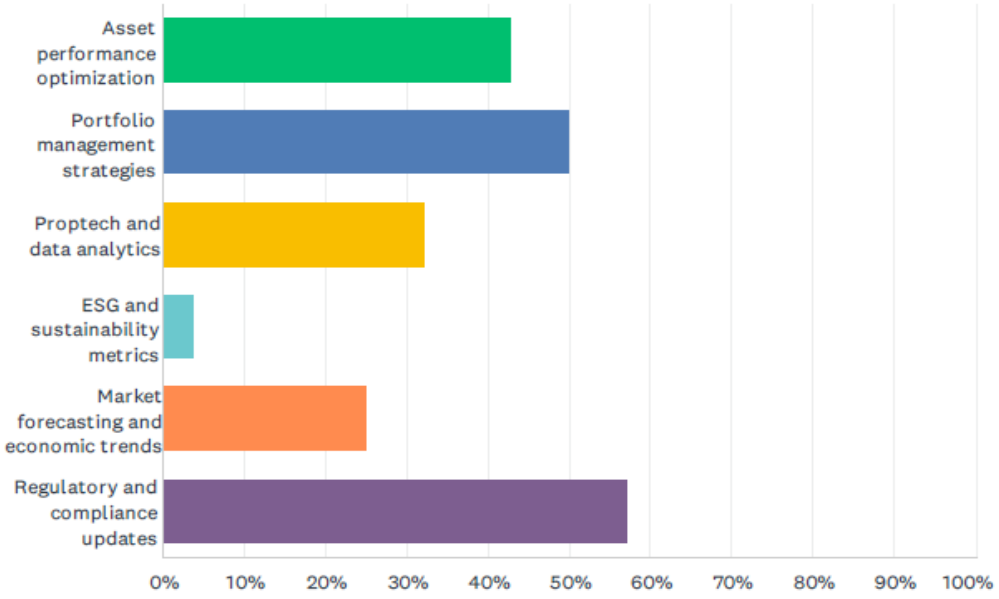


ANSWER CHOICES	RESPONSES	
NOI (Net Operating Income) and ROI analysis	25.00%	7
Benchmarking tools and dashboards	71.43%	20
Lease performance and occupancy trends	14.29%	4
Unlevered/Levered Investment/Property performance calculation	78.57%	22
AI and predictive analytics in real estate	67.86%	19
Other (please specify)	3.57%	1
Total Respondents: 28		

Survey Results

Q3 Which topics are most relevant to your current role or goals? (Select all that apply)

Answered: 28 Skipped: 0



ANSWER CHOICES	RESPONSES	
Asset performance optimization	42.86%	12
Portfolio management strategies	50.00%	14
Proptech and data analytics	32.14%	9
ESG and sustainability metrics	3.57%	1
Market forecasting and economic trends	25.00%	7
Regulatory and compliance updates	57.14%	16
Total Respondents: 28		

Survey Results

Q4 What challenges are you currently facing in your work that you'd like addressed at the conference?

Answered: 11 Skipped: 17

#	RESPONSES
1	standardization of data and the effectiveness of AI
2	Carried Interest and application to Fund Level TWRs
3	Cash on Cash Return Formula - denominator; Fund of One Fund Level Performance - when to include with Property Level Performance
4	Lack of transparency in certain metrics and limited comparability with peers or the index.
5	Preparing for the new NCREIF Submission Template. Also, trying to produce attribution reports and having the flexibility of switching between the NPI, NPI-ODCE and NPI-OE indices.
6	Debt fund performance, property level attribution benchmarking
7	outsourcing / AI
8	compliant presentation of extracted performance, model fees, benchmarking, property level returns calculated at legal and effective share
9	ROI analysis on sustainability initiatives including reporting costs
10	More discussions on global metrics.
11	Industry inconsistencies in interrupting SEC marketing rules.

Survey Results

Q5 If you could ask one question of your peers/colleagues in PMC, anonymously, that you'd like to discuss- what would that be?

Answered: 9 Skipped: 19

#	RESPONSES
1	new regulations. ILPA
2	How is the best way to complete the multiple Excel requests that come in that basically ask for the same data but in varoius formats.
3	How are fellow managers benchmarking real estate closed-end debt fund performance?
4	Have your Management Fee %'s been increased at all with inflation? Or is increased Value/Cash flow allowing the same % to accommodate coverage of Firm Overhead?
5	what is the top of mind issue that you are facing and likely are applicable to other colleagues and how are you addressing it?
6	How are you presenting and calculating net of fee extracted performance in a GIPS presentation? Do you allocate fund level promotes to the individual properties? Are you showing model fees, actual fees or multiple fee scenarios?
7	We are looking for energy and water components of expenses by property type (like an expense ratio but just for energy or water)
8	How do you utilize returns information to drive company strategy?
9	What are other firms doing about investment level returns and hypothetical performance. What do you think the sec requirements are asking for.

HOT TOPICS

Meet & Greet

PERFORMANCE MEASUREMENT

ATTRIBUTION WHITEPAPER TASK FORCE

Members:

Joe Sorrentino – Clarion Partners

Amanda Carillo- CBRE Investment Management

Matthew Gilbert- CBRE Investment Management

Mike Amthor- Altus Group

Becky Klein – Principal

Joshua Rome - Nuveen

Attribution Task force

Mission: Deliver in depth insights into the innovative ways General Partners (GPs) are leveraging attribution to optimize the investment process, thereby driving more informed decision-making and superior investment outcomes.

- Open End Funds
  - *Breakdown of Total Return: Income and Capital*
  - *Income Decomposition*
  - *Capital Decomposition*
  - *Absolute & Relative Contribution to Return*
  - *Allocation Score*
  - *Selection Score*
- Closed End Funds
  - *Contribution to IRR*
  - *NOI Bridge*
  - *PMEs*
  - *Underwriting vs. Actuals*
- Best Practices
  - *Technology*
  - *Methodology*

We are here | Next steps

Phase 1: Committee sought clarity on issue	Phase 2: Determined the scope, Information gathering	Phase 2: Seek Feedback, From Membership through Survey	Phase 2: Analysis	Phase 2: Draft and review final findings, distribute for feedback	Phase 5: White Paper / Discussion Paper Recommendation to board, report back etc…

PERFORMANCE MEASUREMENT

DIVIDEND YIELD TASK FORCE

Members:

Paul D'Elisa co-chair- Sentinel Real Estate

Justin Shanahan co-chair- Invesco

Benay Kirk - Alter Domus

Will Strong - Virtus Real Estate Capital

Greg Bonitatibus - Standish Management

Hasseb Baig - Heitman

Jamie Kingsley - NCREIF

Joe D'Alessandro - NCREIF

Objective:

To enhance the current definition that is in the Reporting Standards, and to clarify the calculation for periods beyond one quarter in order to have a more uniform standard.

1. The task force surveyed the ODCE managers regarding the Dividend Yield calculation. There is no consensus. This confirms a need for clarification and guidance.
2. The task force is reaching out to other industry sources and asset classes to gather additional information.
3. The task force will reconvene after the NCREIF conference to review outreach results and identify areas of consensus with possible standardization as well as areas of divergence with clarifying documentation.
4. The task force would like to welcome the additions of Haseeb Baig from Heitman and Joe D'Alessandro from NCREIF.
5. The task force goal to write a white paper and then eventually have some of the findings incorporated into the Handbook Volume II: Manuals: Performance and Risk NCREIF PREA Reporting Standards.

PERFORMANCE MEASUREMENT

SEC MARKETING RULE TASK FORCE

Members:

Brittany Colgan, Berkshire Residential Investments

Angelie Oliveros, ACA Group

Nicholas Cafiero, Clarion Partners

Craig Herrberg, Affinius Capital

Lisa Grant, TA Realty

Elvira Hadzihasanovic, Northbridge Partners

Rob Maroldi, PGIM

Day 1 Session code: Pmc1028

SEC Marketing Rule Task Force

- What is Considered Marketing?
  Establish a firm-wide definition of marketing and advertising, aligned with regulatory guidance and business objectives. Develop a set of criteria to determine when a communication or material qualifies as marketing.

- What is "Performance"?
  Although defining "performance" has become less central following the recent FAQ, it remains important to discuss best practices for firms in establishing a clear framework for what constitutes performance.

- Recent FAQ: March 19, 2025
  Provide a clear breakdown of the frequently asked questions (FAQ), highlighting key implications for investment managers
  Extracted vs Hypothetical performance

SEC Marketing Rule Task Force

Discussion Paper Topics

- Methodologies for Net Returns
  - TER, Spread, Ratio

- Disclosures
  - Guidance on comprehensive disclosures designed to meet regulatory requirements, with particular attention given to the unique considerations associated with hypothetical and extracted performance.
  - Navigating disclosure challenges in compliant marketing presentations and finding the balancing transparency, clarity, and risk

PERFORMANCE MEASUREMENT

NEGATIVE EQUITY

PERFORMANCE MEASUREMENT

NCREIF/PREA REPORTING STANDARDS PERFORMANCE & RISK MANUAL UPDATE

Members:

Rosellen Bounds, Managing Director at ACA Group

Amanda Carrillo, Head of Americas Analytics at CBRE Investment Management

Lydia Nettey, Senior Principal Consultant at ACA Group

Manjula Kasturi, Senior Director at CBRE Investment Management

Jamie Kingsley, Data Governance and Reporting Standards Director at NCREIF

Day 1 Session code: Pmc1028

NCREIF/PREA Reporting Standards Performance & Risk Manual Update

Mission: Ensure the Performance & Risk Manual remains current and continues to serve as a guide in promoting consistency across the industry by incorporating recently adopted industry-wide best practices & methodologies

Sections Under Review:

- Section 1. Time Weighted Returns
  - *Expand Investment Level Time Weighted Returns Section*
  - *Add Recommended Methodology for Underwater Assets*
  - *Expand Dividend Yield vs. Distribution Yield section*
- Section 2. Internal Rate of Return
  - *Expand Investment Level Returns IRRs Section*
- Section 3. Equity Multiples
  - *Add MOIC vs. TVPI*
- Section 4. Total Global Expense Ratio
- Section 5. Measure of Dispersion and Risk
  - *Include Additional Risk to Return Ratios such as Information Ratio, Sortino Ratio, etc.*
  - *Include Additional Volatility Ratios such as Tracking Error, Beta, Upside Capture, Downside Capture, etc.*
- Section 6. Leverage
- Section 7. Performance Attribution
  - *Significantly expand Overview, Definitions, and Practical Application*
  - *Include additional Attribution metrics such as Contribution to Relative Return, NOI Bridge, NOI Decomposition, Capital Decomposition, etc.*

We are here | Next steps

Phase 1: Committee Formed, Sections Assigned for Review	Phase 1: Committee identifies Sections that need to be expanded	Phase 2: Incorporate guidance from White Papers Published since the last Manual Review	Phase 2: Incorporate guidance for new concepts not yet addressed in a White Paper	Phase 3: Performance Measurement Committee Review and Comment	Phase 3: Reporting Standards Board Review and Approval

PERFORMANCE MEASUREMENT

"INCREASING TRANSPARENCY IN PERFORMANCE METRICS FOR PRIVATE CLOSED-END FUNDS" - JAMIE KINGSLEY

Day 1 Session code: Pmc1028

INCREASING TRANSPARENCY IN PERFORMANCE METRICS FOR CLOSED-END FUNDS

White Paper Pending Distribution to Membership for Review and Feedback

Scope

- Calculating net fund level IRRs with and without the impact of subscription facilities
- Calculating gross IRRs for the portion of the fund's portfolio that is realized and unrealized shown separately.
- Discussion on MOIC and TVPI along with other multiples required by RS when reporting IRR.
- Reporting fee and expenses

Net fund level IRR with and without impact of subscription facilities

KEY CONSIDERATIONS
WITHOUT IMPACT OF SUBSCRIPTION FACILITY

SUBLINE CASH FLOWS

- Drawdowns are reflected as contributions
- Paydowns are reflected as distributions
- Use actual cash flow dates

INTEREST EXPENSE

- Add back interest expense using quarter end dates
- Contra-contribution or distribution
- Make sure to capture expense & capitalized interest

UNCALLED FEE

- Add back uncalled fee using quarter end dates

FINANCING COSTS

- Add back financing costs to secure subline using quarter end dates
- If that information is not easily obtained, add back amortization using quarter end dates

DERIVATIVES

- Caps or swaps utilized for floating rate debt; make a determination if you'd add it back in
- Utilize quarter end dates

Example calculation

Example Calculation of IRR with and without impact of subscription facility/subline as of a 9/30/2023 reporting date

Date[1.2]	Investor Contribution	Investor Distribution	Liquidation NAV at Fund [4]	Liquidation (Subline Debt Balance)	Subline Drawdown (Contribution)	Subline Paydown (Distribution)	Subline Overhead[3]	Total cash flow - with subline (Net)	Total cash flow - without subline (Net)
4/18/2023	-	-	-	-	(29,917,000)	-	-	-	(29,917,000)
4/24/2023	-	-	-	-	(35,956,000)	-	-	-	(35,956,000)
6/30/2023	(2,000,000)	-	-	-	-	-	184,444	(2,000,000)	(1,815,556)
7/6/2023	(10,306,656)	-	-	-	-	-	-	(10,306,656)	(10,306,656)
7/7/2023	-	-	-	-		10,600,000	-	-	10,600,000
7/10/2023	-	-	-	-	(91,460,000)	-	-	-	(91,460,000)
8/2/2023	-	-	-	-	(960,000)	-	-	-	(960,000)
8/10/2023	(1,264,024)	-	-	-	-	-	-	(1,264,024)	(1,264,024)
8/14/2023	-	-	-	-		1,300,000	-	-	1,300,000
8/17/2023	-	-	-	-	(1,500,000)	-	-	-	(1,500,000)
8/22/2023	(50,852,650)	-	-	-	-	-	-	(50,852,650)	(50,852,650)
8/25/2023	-	-	-	-		52,300,000	-	-	52,300,000
8/28/2023	-	-	-	-	(49,370,000)	-	-	-	(49,370,000)
8/31/2023	-	-	-	-	(1,200,000)	-	-	-	(1,200,000)
9/29/2023	-	-	-	-	(1,100,000)	-	-	-	(1,100,000)
9/30/2023	-	5,000,000	-		-	-		5,000,000	5,000,000
9/30/2023	-	-	60,392,571	147,263,000	-	-	3,275,934	60,392,571	210,931,505
Total	**(64,423,330)**	**5,000,000**	**60,392,571**	**147,263,000**	**(211,463,000)**	**64,200,000**	**3,460,378**	**969,241**	**4,429,619**
							XIRR	**11.91%**	**8.22%**

[1]Without subline calculation begins with first Subline/LOC Drawdown.

[2]With subline calculation begins with first LP Capital Call.

[3]Includes subline interest, both capitalized and expensed, the quarterly uncalled fee, financing cost amortization for the subline and cost of derivatives if applicable.

[4]NAV per Statement of Changes in Net Assets --> 60,392,571

60,392,571	**NAV with subline**
210,931,505	**NAV without subline**

Disclaimer: This example is meant to show the mechanics of applying the considerations noted above and may not be reflective of actual fund timing.

Gross IRRs for the portion of the fund's portfolio that is realized and unrealized shown separately

- Survey of sixteen managers in which ALL agreed on the following best practice:
  - The realized and unrealized IRRs were calculated using cash flows between the closed-end fund and its investments.
  - The trigger point for moving cash flows from the unrealized bucket to the realized bucket was the sale or disposition of the asset or the investment in the event multiple assets were grouped together as a portfolio and reported as a single investment.
  - The realized and unrealized IRRs were presented on a gross basis. However, it should be noted that a net basis may also be required depending on the use of the IRRs and application of the SEC Marketing Rule. The investment manager should discuss with the appropriate parties (e.g., attorneys and/or compliance team) to make any determination regarding the SEC Marketing Rule and should present and disclose accordingly.

Example calculation

Example Gross IRR calculation with Realized and Unrealized Portions of a Portfolio Shown Separately

	Deal 1	Deal 2	Realized	Deal 3	Deal 4	Unrealized	Total
Contribution	10,000,000	10,000,000	20,000,000	8,525,000	8,000,000	16,525,000	36,525,000
Distribution	17,500,000	11,000,000	28,500,000	5,000,000	-	5,000,000	33,500,000
Residual Value	-	50,000	50,000	10,000,000	10,000,000	20,000,000	20,050,000
Net Cash Flow	7,500,000	1,050,000	8,550,000	6,475,000	2,000,000	8,475,000	17,025,000
Gross IRR*	15.52%	5.27%	**12.88%**	13.31%	5.10%	**9.68%**	11.07%
Investment Multiple or TVPI	1.8	1.1	1.4	1.8	1.3	1.5	1.5
Realization Multiple or DPI	1.8	1.1	1.4	0.6	-	0.3	0.9
Paid-In Capital Multiple or PIC	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Residual Multiple or RVPI	-	0.0	0.0	1.2	1.3	1.2	0.5

		Realized		Realized Total	Unrealized		Unrealized Total	Grand Total
Date	Type	Deal 1	Deal 2		Deal 3	Deal 4		
1/6/2020	Contribution	-	-	-	(8,000,000)	-	(8,000,000)	(8,000,000)
1/19/2020	Contribution	-	-	-	-	(2,000,000)	(2,000,000)	(2,000,000)
1/22/2020	Contribution	-	-	-	(500,000)	-	(500,000)	(500,000)
2/14/2020	Contribution	(10,000,000)	-	(10,000,000)	-	-	-	(10,000,000)
2/24/2020	Contribution	-	-	-	-	(5,000,000)	(5,000,000)	(5,000,000)
3/2/2020	Contribution	-	-	-	(25,000)	-	(25,000)	(25,000)
12/31/2021	Contribution	-	(10,000,000)	(10,000,000)	-	-	-	(10,000,000)
7/30/2023	Contribution	-	-	-	-	(1,000,000)	(1,000,000)	(1,000,000)
9/7/2023	Distribution	-	5,000,000	5,000,000	5,000,000	-	5,000,000	10,000,000
12/31/2023	Distribution	17,500,000	6,000,000	23,500,000	-	-	-	23,500,000
12/31/2024	Residual Value	-	50,000	50,000	10,000,000	10,000,000	20,000,000	20,050,000

*Gross IRR is calculated using the XIRR function in Excel.

Multiples

- Investment Multiple or Total Value to Paid-In Capital (TVPI) calculated as Total Value divided by Paid in Capital.
- Realization Multiple or Cumulative Distributions to Paid-In Capital Multiple (DPI) calculated as Distributions divided by Paid in Capital.
- Paid-In Capital Multiple or Paid-In Capital to Committed Capital Multiple (PIC) calculated as Paid in Capital divided by Committed Capital
- Residual Multiple or Residual Value to Paid-In Capital Multiple (RVPI) calculated as Residual Value divided by Paid in Capital

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- Multiple on Invested Capital (MOIC) generally calculated as total value returned over total value invested. May be considered the same at the investment level. However, fund level or property level may not be interpreted the same.
- TVPI, DPI, PIC, and RVPI required in private real estate industry.
- MOIC predominantly used in private equity.

Applicability to other templates or requests for information

Disclaimer: The information provided below reflects the collective interpretation by task force members and is intended solely as guidance. For authoritative definitions and standardized language, users should refer directly to the applicable template(s) or other associated documentation.

- Fee and Expense Reporting
- Gross IRR
- Net IRR
- IRR with portion of fund's portfolio that is unrealized and realized shown separately
- Multiples

Next Steps

- White paper distribution to membership for review and feedback via email.
- Feedback period two weeks.
- White paper updated, if needed, and published.
- White paper contents slated for inclusion in the Performance and Risk Manual.

Agenda – Day 2 – Tuesday October 29, 2025

Performance Measurement Committee Meeting

Part 1 1:45 pm – 2:45 pm

Carried Interest Discussion and Application

- Discussion with Deloitte & PWC on accounting and application in performance for carried interest
- Solutions for calculation of carried interest
- Showcase what solutions are and give brief demos
- Benchmarking treatment of carried interest

Part 2 2:45 pm – 3:45 pm

Regulatory and Compliance Trends & Deficiencies in Performance

- Speaker – Alvaro Soto, Director ACA Group
- What are the areas that regulators are focusing on when it comes to performance
- Most common deficiencies found through recent SEC examinations
- Trends in performance issues
- Questions & Answers

Day 2 Session code: Pmc1029

Leadership Announcement

Thank you!

Rosellen Bounds

Co-Chair

ACA Group

Welcome!

Amanda Carrillo

Co-Vice Chair

CBRE