

# Hammes Income and Growth Healthcare Fund (HIGH)

## Summary of Wyoming's Real Estate Portfolio and the Potential Investment

|                      |                                                                                                             |
|----------------------|-------------------------------------------------------------------------------------------------------------|
| Real Estate Exposure | Core - Current Exposure: \$1.3Bn. Target: \$1.4Bn<br>Non-Core - Current Exposure: \$0.85Bn. Target: \$1.0Bn |
| Potential Investment | \$50-100 million in Hammes Income and Growth Healthcare Fund (Core-plus)                                    |

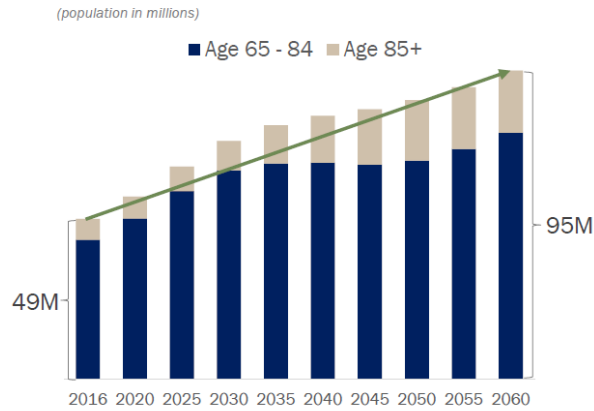
## Hammes Income and Growth Healthcare Fund Key Terms

|                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|--------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Risk Classification            | Core-plus (Core)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Fund Size                      | Firmwide Medical Office NAV (pre-close) \$1,812mm.<br>Hammes Income and Growth Healthcare Fund NAV post final close \$450-500mm. Expected to reach \$1-2Bn NAV within 2 years.                                                                                                                                                                                                                                                                                                                          |
| Target Performance             | 8-10% Gross, 7-9% Net.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Largest Exposures              | Healthcare RE: 100%.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Target Leverage                | Seek to manage portfolio-level leverage to a maximum of 55% of GAV, but currently 33%.                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Redemptions                    | Open-ended Fund. Initial 3-year lock. Quarterly liquidity with 90-day notice.                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Management Fee / Incentive Fee | 0.90% based on NAV for Founder's round.<br>Preferred Return: 7% annualized IRR, Incentive Allocation: 15% after Preferred Return.                                                                                                                                                                                                                                                                                                                                                                       |
| Key Persons                    | Jon Hammes, Todd Kibler, Patrick Hammes and Justin Shea.                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Risks / Mitigants              | (1) Investment is likely to behave in a very bond-like manner, so will be sensitive to changes in interest rates, but mitigated by the increase in interest rates that has already occurred since 2020.<br>(2) Leverage is relatively high for Core-plus vehicle, but mitigated in part by the medical subsector being highly-defensive in nature.<br>(3) The loss of key persons, but mitigated by an experienced senior team & the recent addition of Justin Shea to the firm's investment committee. |

## Appendix 1 – Additional Info

### Trends Driving Medical Office Utilization

#### Aging U.S. Population Drives Demand<sup>1</sup>



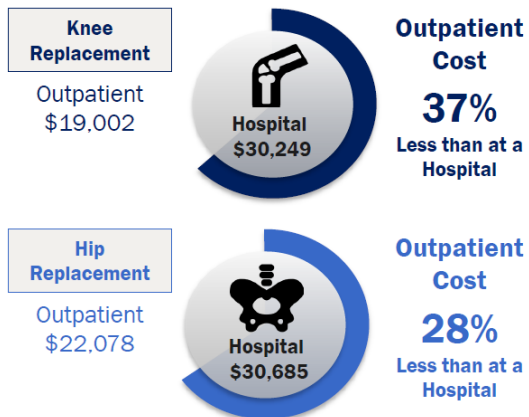
#### Physician Visits & Cost Increase with Age<sup>2,3</sup>



**\$41 trillion**  
Annual healthcare  
expenditures expected from  
2021-2028<sup>3</sup>

**+47%**  
Projected increase in national  
health expenditures from  
2021-2028<sup>3</sup>

#### Representative Costs Inpatient vs. Outpatient<sup>3</sup>



#### Outpatient Visits vs. Inpatient Admissions<sup>4</sup>

