



Why Pension Funds are Doubling Down on Self Storage

October 6, 2025

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There are material risks associated with the ownership of real estate securities, including but not limited to loss of entire principal amount invested. Potential cash flows, returns, and appreciation are not guaranteed. Investors must review the PPM in its entirety before making an investment decision.



FINANCING RISKS

- Financing may exceed the anticipated loan-to-value ratio of 60% to 75% for all of the properties acquired;
- No existing commitment for any loans has been obtained and, therefore, the amount and terms of any future loans are uncertain and will be negotiated by the Manager;
- No assurance can be given that future cash flow will be sufficient to make the debt service payments on loans encumbering acquired properties and to cover all operating expenses of the properties; if property revenues are insufficient to pay debt service and operating costs, and additional working capital is unavailable, lenders may foreclose on one or more properties and investors could lose their investment



RISKS RELATING TO THE FORMATION AND INTERNAL OPERATION OF THE COMPANY

- Leitbox is a newly formed business entity with no history of operations and limited assets, is subject to the risks involved with any speculative new venture and no assurance can be given that it will be profitable; There can be no assurance that cash distributions will in fact be made or, if made, whether those distributions will be made when or in the amount anticipated;



RISKS RELATING TO PRIVATE OFFERING AND LACK OF LIQUIDITY

- An interest in Leitbox is not freely transferable and an investor must bear the economic risk of his, her or its investment for an indefinite period of time;
- There will be no market for interests in Leitbox and an investor cannot expect to be able to liquidate his, her or its investment in the case of an emergency;
- Any transfer of an interest in Leitbox requires the prior written consent of the Manager; and
- Leitbox may raise significantly less than the target equity raise which would limit the number of properties it may acquire, thereby potentially affecting investors' return on investment.

Disclaimers and Disclosures



TAX RISKS

- An investment in Leitbox entails substantial federal income tax risks, some of which are described in the PPM.
- The foregoing is merely an overview of the risks inherent in an investment in Leitbox. Prospective investors are advised to consult with their tax, financial and business advisors prior to investing.



REAL ESTATE RISKS

- Fluctuations in occupancy rates, rent schedules, operating expenses, interest rates, real estate tax rates;
- Changes in governmental rules, regulations, and fiscal policies;
- The effects of inflation and enactment of unfavorable real estate, rent control, environmental, zoning or hazardous material laws;
- Uninsured losses;
- Risks related to the renovation and rehabilitation of properties, including construction risks;
- The general economic climate and changes in the overall real estate market and local real estate conditions; and
- The financial condition of tenants, buyers and sellers of properties, and the supply of or demand for competing properties.

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Delays in making cash distributions could result from the inability of Leitbox to purchase, develop or operate its assets profitably; all decisions regarding the management of Leitbox's affairs will be made exclusively by the Manager and not by the investors and, therefore, investors should not purchase an interest in Leitbox unless they are willing to entrust all aspects of management to the Manager; and the Manager and its affiliates are engaged in other activities and intend to continue to engage in such activities in the future, and will have conflicts of interest in allocating management time, services and functions between various existing enterprises and future enterprises which they may organize or in which they may become involved.

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Self Storage is Different

In Performance During Cycle

Up Cycle,
Down Cycle



In When Value is Harvested

Certificate of
Occupancy



In its Appetite for Capital

Low Capital
Requirements
Broom Sweep



In How it Grows Rents

ECRI



In its Development Execution

8 Subcontractors



In Overcoming Zoning

Mixed Use
Integration



Tenant Risk

Diversification

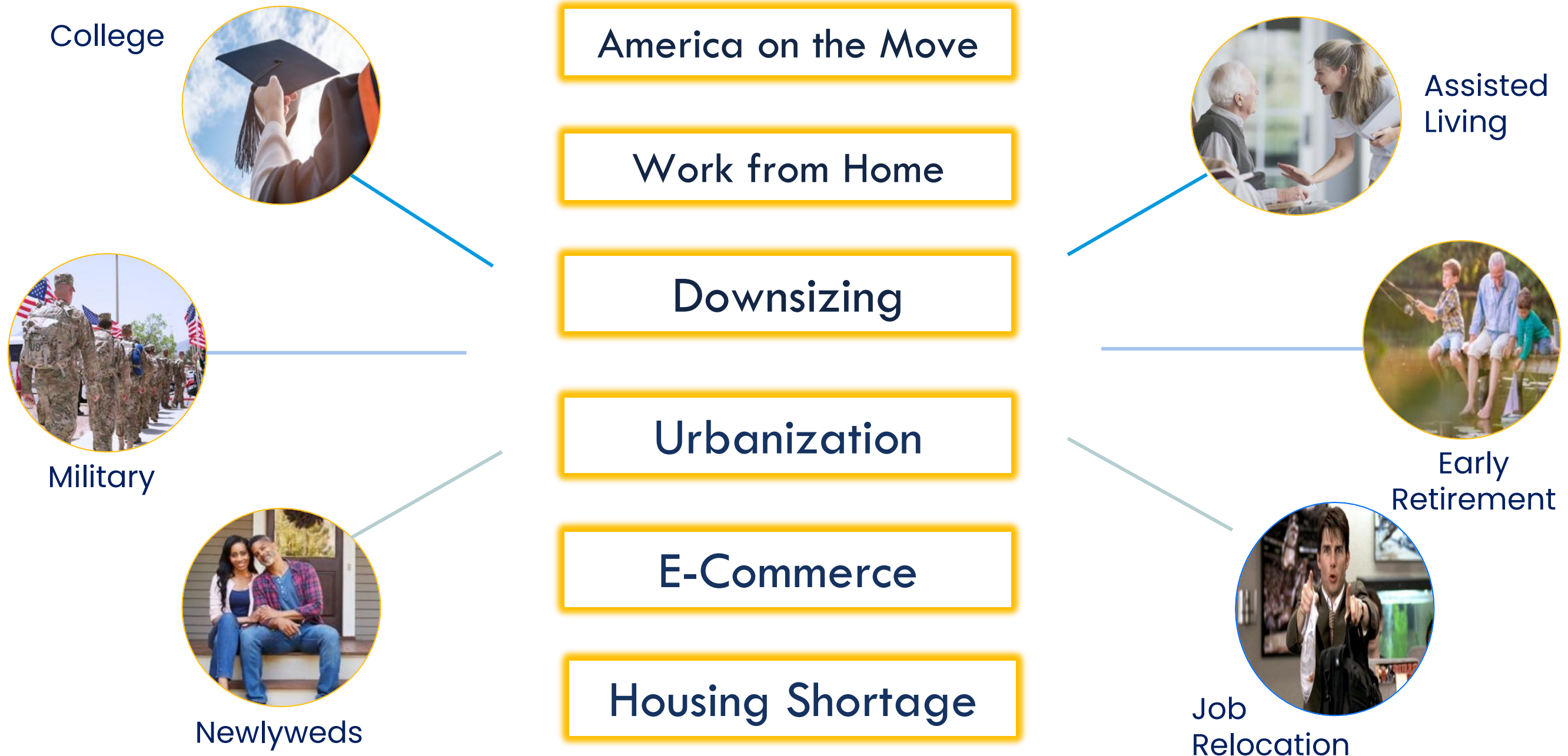


Attractive Values

Valuations Mirror
Apartments

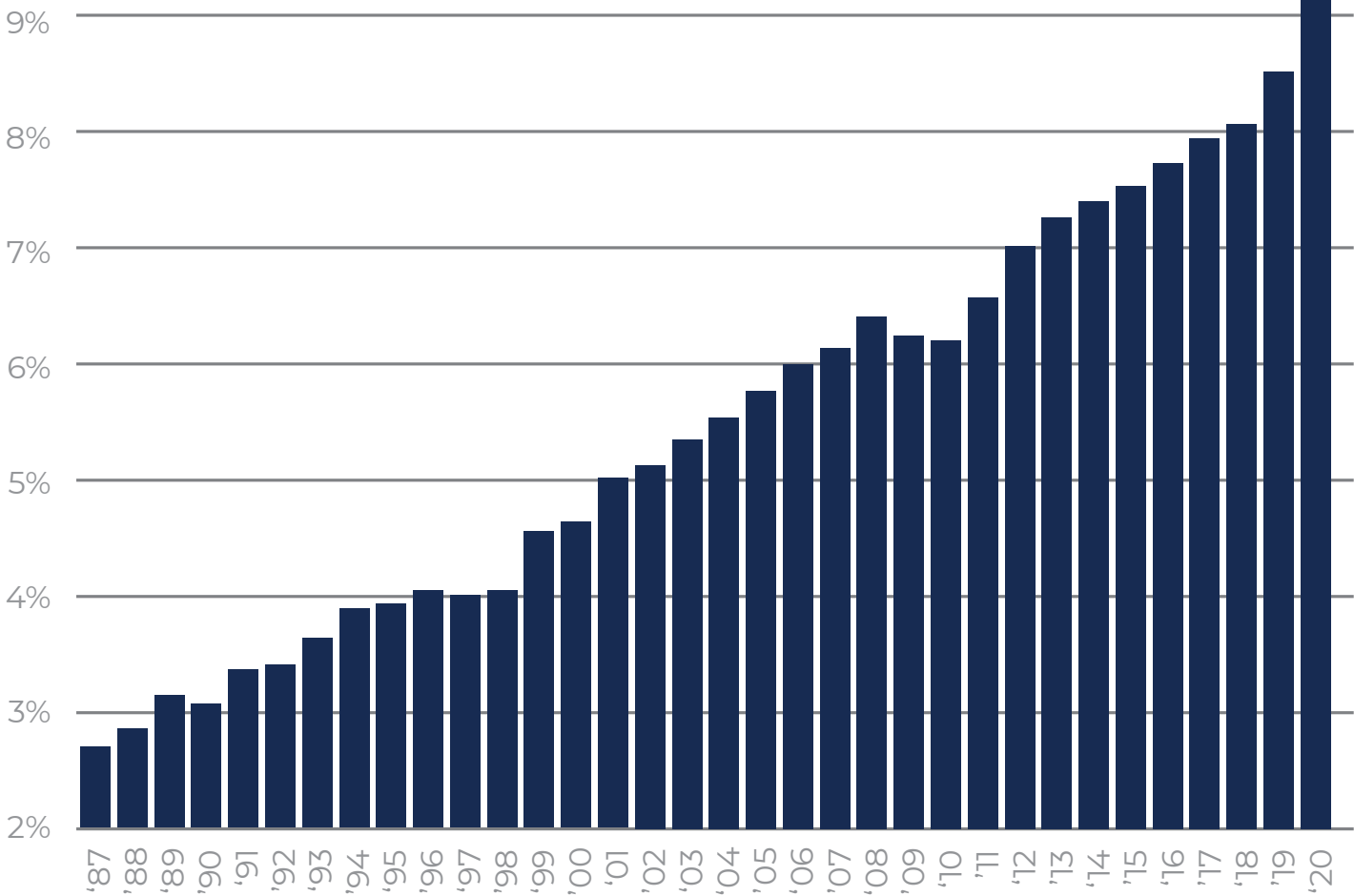


Demographics Drive Outcomes

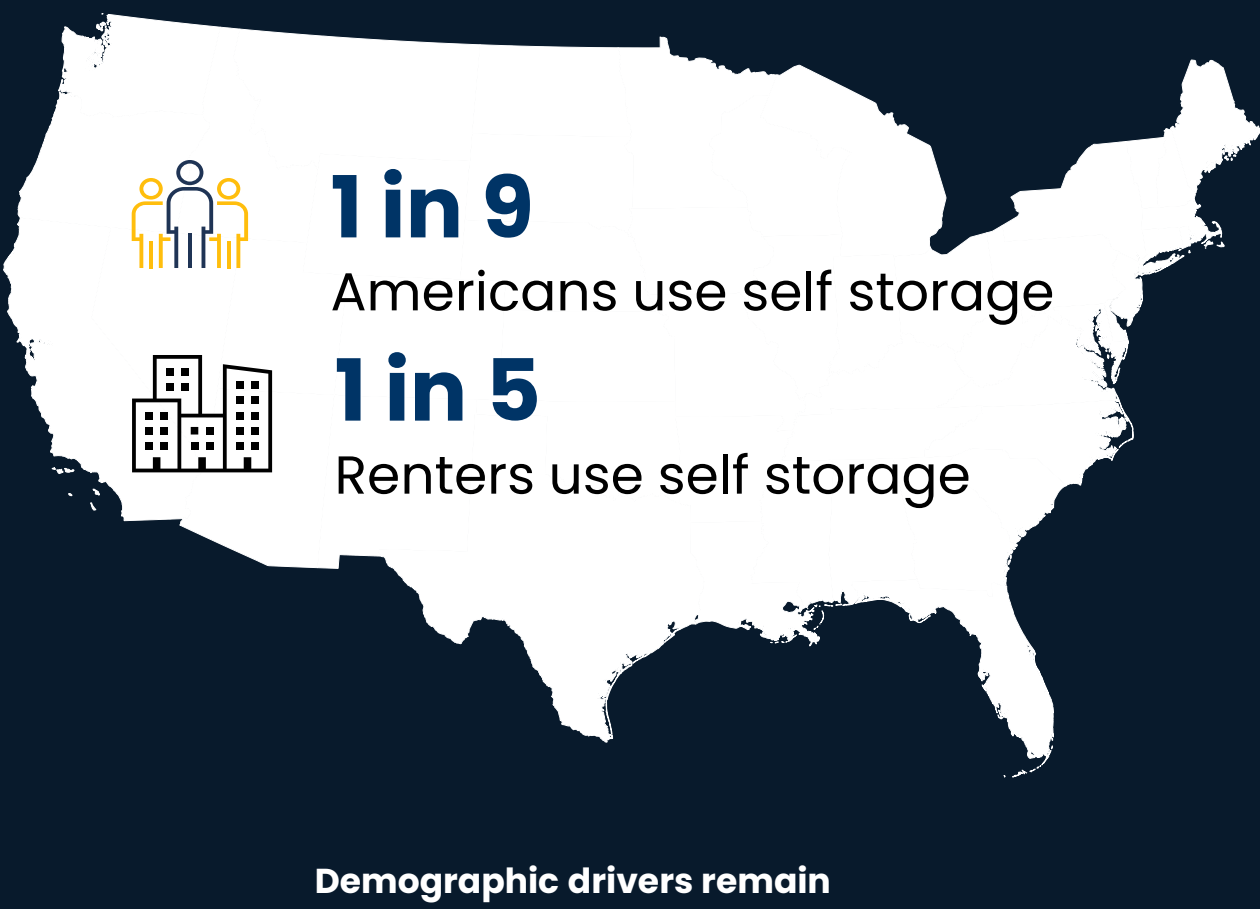


Demand

PERCENTAGE OF THE NATIONAL POPULATION



Utilization



No Capital Needed When Tenants Move Out



No Lease Hold Improvements



No Buildout Costs



No Painting,
No Cleaning



No Capex



24 HOUR

MAKE READY



SWEEP IT

MAKE READY

No Thirst For Money



No Capital Required



**Hassle of
Moving**



Frequent Rent
Increases

Demand Drivers & Market dynamics

The B's and D's

➤ Self-storage demand stays strong thanks to the B's and the D's – life moves on, and storage stays essential

The B's

Household Needs

➤ Basements

➤ Babies

➤ Budgets

➤ Bedrooms

The D's

Life Events

➤ Downsizing

➤ Decluttering

➤ Divorce

➤ Death

➤ Rent growth and stable cap rates support healthy NOI, but rising construction costs are slowing development and tightening future supply – while self-storage remains consistent in distressed rates compared to other asset sectors

Market Health Indicators

- **Effective Rent Increases (ECRIs):** 4.5% average increases at 6 and 12 months drive higher NOI
- **Stable Cap Rates:** Stabilized assets trade at 5.5 -6.25% cap rates
- **Development Activity:** Active pipeline of 8 million square feet, down 30% YoY
- **Cost Pressures:** Tariffs recently increased construction costs by 6.3%

Distressed Rates by Property Type⁽¹⁾

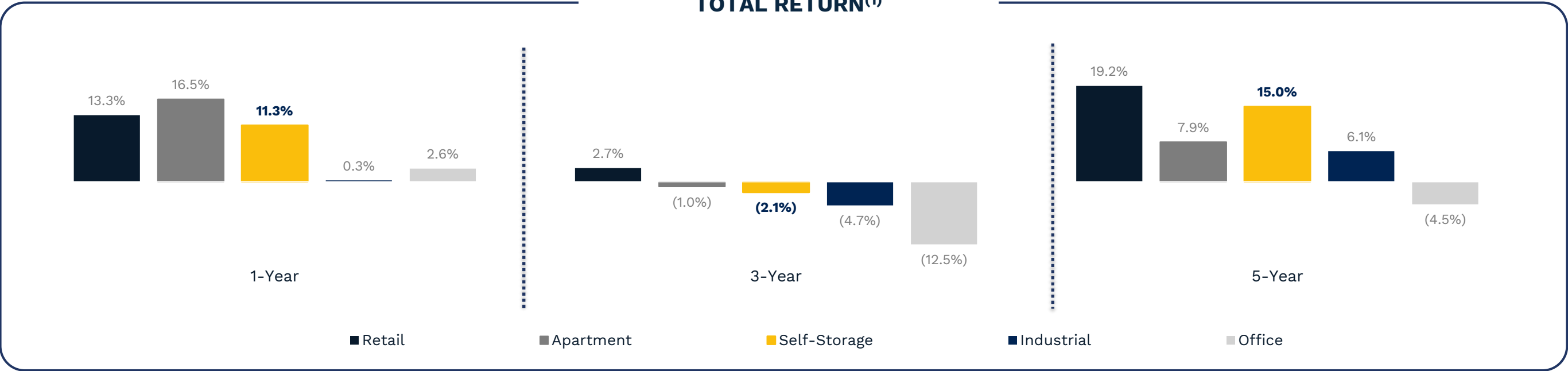
	Self-Storage	Multifamily	Retail	Industrial	Office
Feb-24	0.1	3.4	8.4	1.3	(11.0)
Mar-24	0.1	3.7	9.5	0.6	(11.4)
Apr-24	0.1	(7.2)	(11.9)	0.4	(11.7)
May-24	0.1	(7.1)	(11.3)	0.5	(11.1)
Jun-24	0.1	(7.4)	(11.7)	1.0	(11.4)

(1) CRED iQ, "Overall Distress Rate Reaches a Fifth Straight Record High," February 7, 2025

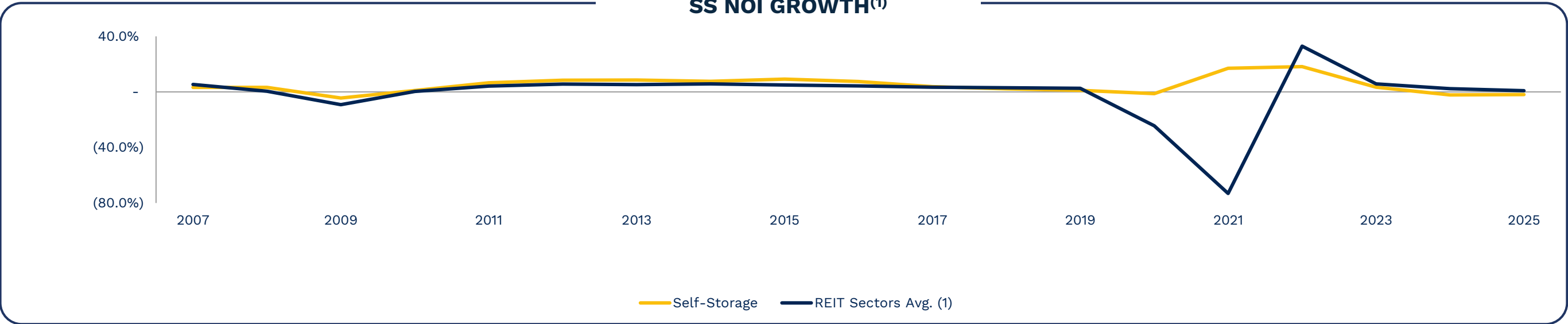
Historical Sector Performance

➤ Self-storage demonstrates resilience during market downturns with consistent historical performance relative to other REIT sectors

TOTAL RETURN⁽¹⁾



SS NOI GROWTH⁽¹⁾



(1) Green Street, "2025 U.S. Sector Outlooks: Self-Storage," January 16, 2025

Self-Storage Long-Term Outlook

- Despite normalization, the sector remains attractive with resilient margins, strong urban demand, and technology powered efficiencies supporting favorable long-term growth

24%
CRE Investment Growth

95%
Urban Occupancy

6.3%
Construction Cost Rise

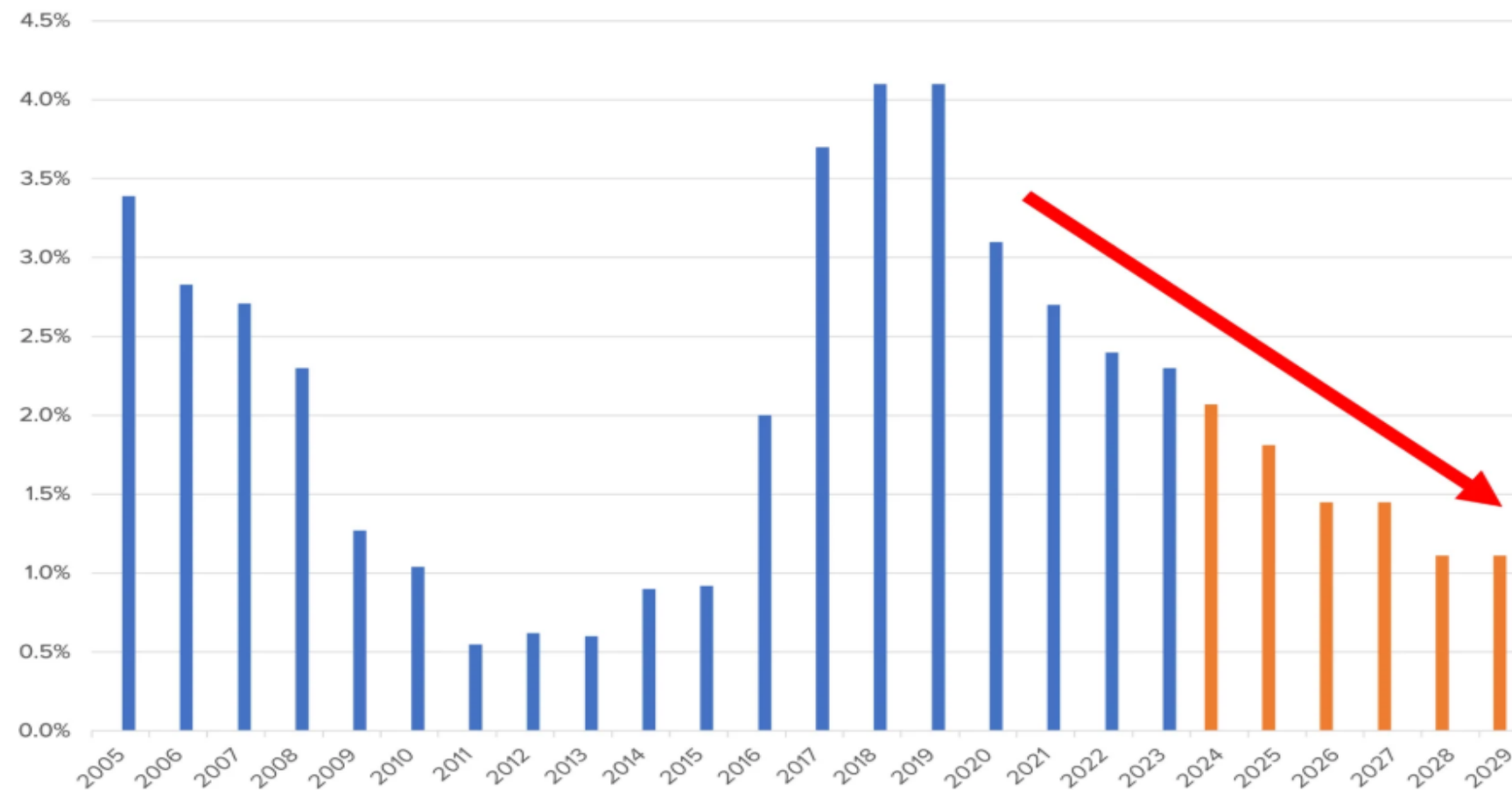
- **Supply Dynamics:** New supply is moderating nationwide, with construction activity forecasted to decline 15% in 2025, 18% in 2026, and 8% in 2027, easing oversupply concerns⁽¹⁾
- **Investment Activity:** Private equity firms and well-capitalized owners remain active, particularly in secondary markets where new supply is limited. Institutional investors are anticipated to re-enter the acquisitions market in late 2025 as fundamentals improve⁽¹⁾
- **Technology Integration:** Operators are increasingly adopting technology solutions such as online booking, virtual unit tours, and smart access systems to meet evolving customer expectations and enhance operational efficiency
- **Positive Self-Storage Indicators:**
 - Self-storage industry is projected to grow to \$85.27 billion by 2030, reflecting sustained demand and market expansion⁽²⁾
 - Major East Coast markets, including Washington, D.C., have experienced year-over-year rent increases, indicating robust regional performance⁽¹⁾
 - Despite challenges such as rising insurance costs and taxes, seasoned investors remain optimistic, focusing on long-term gains through disciplined capital deployment and strategic partnerships⁽¹⁾

⁽¹⁾ CRE Daily, "Self-Storage Faces Challenges But Shows Signs of Stabilization," March 20, 2025

⁽²⁾ 360iResearch, ResearchAndMarkets.com, 2024

New Supply Shrinking

Fewer Self Storage Facilities are Being Built

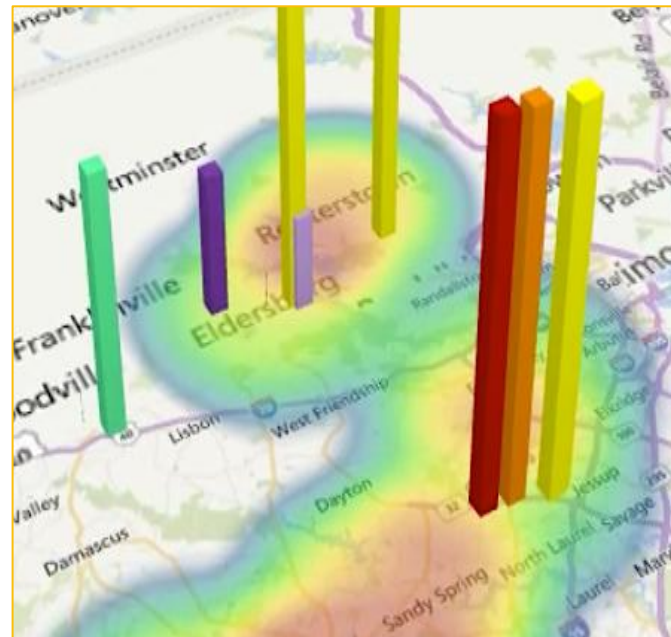


Pipeline Shrinking Beginning in the 2nd Half of 2024

Data Driven Site Selection



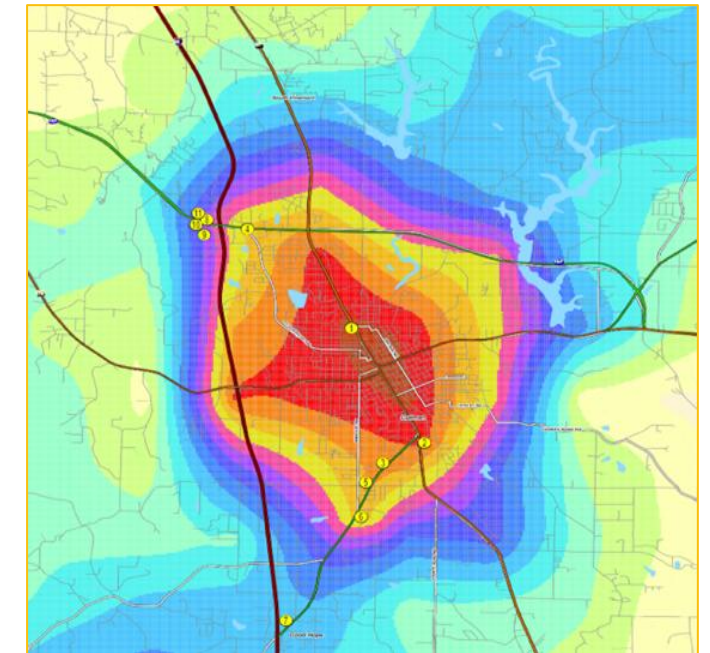
POPULATION DENSITY
LOW PER CAPITA



APARTMENT DWELLERS
40% OF TRADE AREA



POPULATION GROWTH
IN-MIGRATION / INFLUX



AFFLUENCE
ABOVE AVERAGE INCOMES

Mixed Use Capability

Second Source of Revenue

Secondary source of income.
Improves Yield



Zoning Barriers

Overcome zoning barriers:
Charlotte, Miami, Nashville, etc.

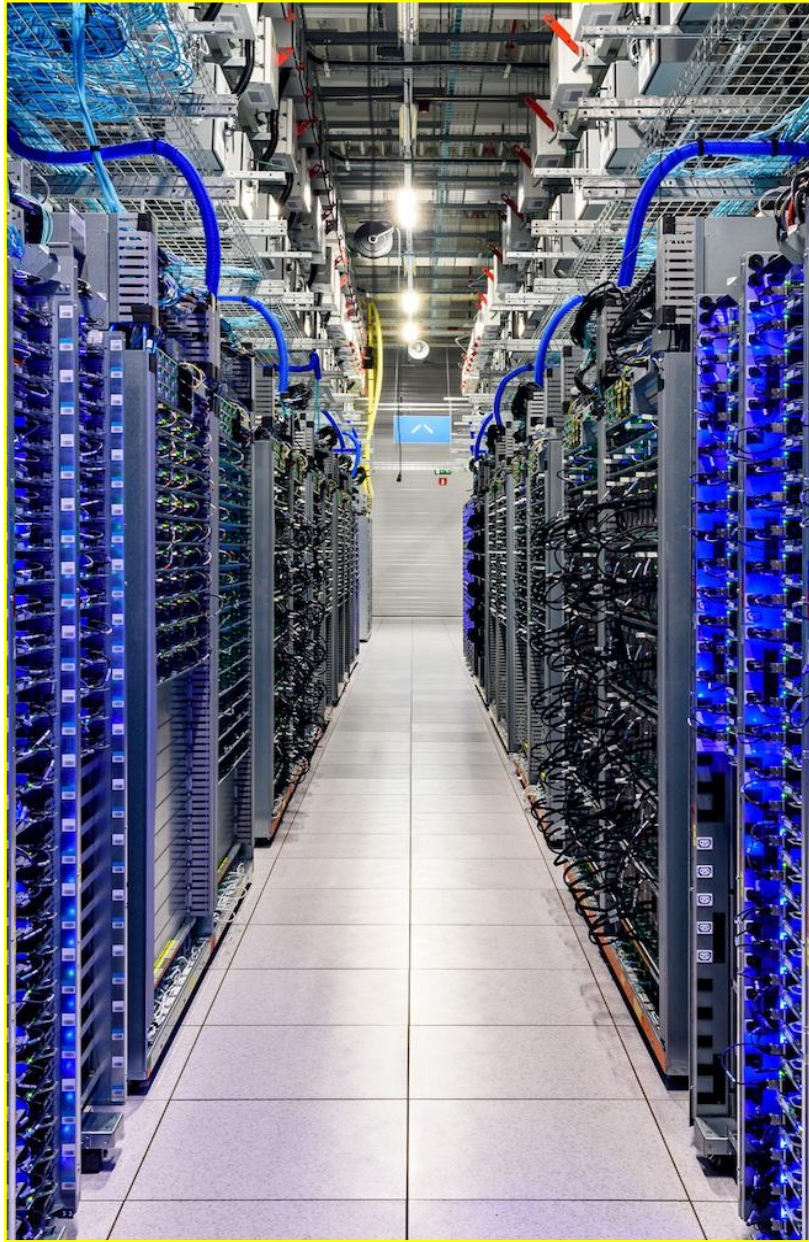


Extensive Tenant Relationships

25 years of retailer relationships



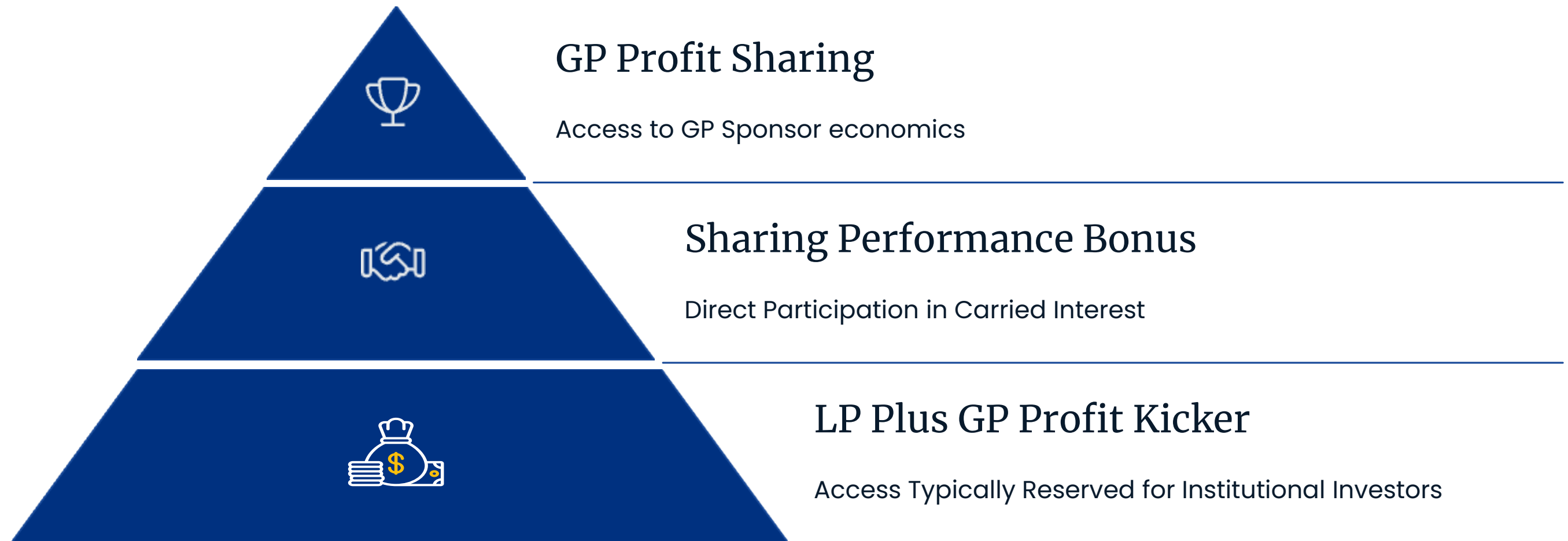
Adaptive Mixed Use



Tier IV Certified, 1 MW, High Density Edge Data Center

- Floor load exceeds all use requirements
- Floor span allows HVAC cooling
- Floor design allows symmetrical racking

Capital Advantage Structure



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Securities offered through Emerson Equity, Member FINRA/SIPC – There is no guarantee the NYL and PLife relationship will continue or that these firms will approve any transactions with Leitbox in the future above and beyond current closings.

Case Study: Nashville, TN



PERFORMANCE	
Acquisition Price	\$2.8M
Total Project Budget	\$11.1M
Disposition Price	\$14.5M
ROI	61.8%
CAGR	14.44%
MOIC	1.61
Hold Period	24 Months

Ground-Up Development in Nashville

Market Drivers: High-demand housing market with homes selling for \$500K+ limited land availability leading to narrow 16-ft wide, 3-story residential properties

Entitlement Challenges: Overcame entitlement challenges by integrating a mixed-use component into the project which aligned with the town's urban planning goals and community feedback

Strategic Site Selection: Identified using Leitbox's proprietary Site Finder Analysis; secured a high-value urban infill location with strong long-term growth potential

Architectural Enhancements: Designed to complement adjacent Class A+ apartment complex, and met stringent aesthetic and zoning requirements

Site Acquisition: Two-year process to relocate an existing mechanical company from the site

Irreplaceable Real Estate: Prime location with entitlement barriers reducing future competition

Strategic Exit Timing: Certificate of occupancy sale executed on March 12, 2020; the sale occurred at peak market conditions, maximizing returns

Competitive Advantage: Mixed-use integration improved community reception and zoning approvals - positioned Leitbox as an adaptive, urban development leader

Case Study: Eatontown, NJ



PERFORMANCE	
Acquisition Price	\$3M
Total Project Budget	\$10.1M
Disposition Price	\$20M
ROI	98%
CAGR	39%
MOIC	3.09
Hold Period	24 Months

High-End Storage In A Wealthy, Underserved New Jersey Market

Leitbox Execution

- Successfully delivered on time and under budget despite the operational challenges of the COVID-19 pandemic
- Secured entitlements and executed development in a historically resistant market where multiple prior self-storage proposals on the site had failed to advance

High-Barrier-to-Entry Market

- Competitive supply aging, with 84.9% of nearby facilities over 15 years old and an average competitor age of 28.5 years—underscoring a compelling quality advantage

Strong Demographics

- 5-mile population of 150,859 with an average household income of \$130,682 and median income of \$93,068—positioning the asset for premium rental demand

Robust Market Pricing

- Market average rent for a 10x10 climate-controlled unit is \$3.16 PSF—significantly above national averages and indicative of sustained pricing power

Retail Corridor Visibility

- Located in the heart of Monmouth County’s primary commercial zone—benefiting from high traffic, strong visibility, and aligned consumer demand

Strategic Market Location

- Located on Route 35 in Monmouth County—New Jersey’s 5th wealthiest county—and just 28 miles from NYC, serving high-income communities

Case Study: Fort Myers, FL



PERFORMANCE	
Acquisition Price	\$6.4M
Total Project Budget	\$11.2M
Disposition Price	\$19.1M
ROI	41.42%
CAGR	19.45%
MOIC	3.38
Hold Period	52 Months

Distressed FedEx Facility In Fort Myers

Strategic Asset Conversation: Acquired a vacant FedEx industrial building, originally constructed with fortress-grade infrastructure — 4+ ft foundation and superior roofing. Leveraged the asset’s quality to reposition it as a high-end storage and rental facility.

Acquisition Advantage:

- Purchased significantly below market value
- Gained adjacent 8-acre parking lot at no cost
- Exceptional structural integrity = zero renovation risk

Design Strategy & Market Pivot: Initial plans explored retail / restaurant formats

- Shifted to luxury boat & RV storage based on market analysis
- Captured unmet demand in premium vehicle storage

Revenue Acceleration:

- 100% sell-out in 60 days
- Achieved 40% higher rates than pro forma
- Validated regional demand and pricing power

Strong Performance: Sold to a large Texas-based platform

- Delivered a 30% return on investment (ROI)

Self Storage Proprietary Edge

Find What Others Miss

Identifying overlooked opportunities.



Entitle The Impossible Site

Navigating complex zoning and permitting barriers others avoid.



Exploit What Others Avoid

Executing beyond the Status Quo



Your Investment Opportunity

Invest Alongside
Institutions

Share in GP Economics

Benefit from Execution
Excellence

Shifting Economic and Lifestyle Trends

Baby Boomers

- Downsizing in record numbers
- Moving into senior housing



Millenials

- Most active in the self- storage space
- Starting families with potentially more storage requirements



Lifestyle

- Urbanization of the suburbs
- Post-COVID storage needs



POTENTIALLY STRONG DEMAND IN BOTH UP AND DOWN MARKETS

In prosperous economic times, individuals and businesses spend money on items that often need to be stored. During downturns, both individuals and businesses may require storage for lifestyle and business strategy changes. Additionally, recent trends toward walkable and amenity-rich urban town center living have driven housing square footage down, increasing the need for self-storage.

Why Self Storage?

With a strong demand, lower cost to operate, diversified tenant base and a relatively flexible development structure, self-storage offers many potential benefits.



SIMPLER AND FASTER BUILD

- Limited capital requirements to develop
- Simple build strategy – less contractor coordination



TURNKEY AND LOWER COST TO OPERATE

- No tenant improvements or material repair/maintenance costs
- Lower foreclosure risk and breakeven threshold



BROAD RANGE OF TENANTS

- Individuals and businesses
- Organic net operating income (NOI) growth through in-place rent increases
- Tolerance for higher rent increases (e.g., a 10% increase on a \$100/month rent will typically not drive renters to move belongings elsewhere)



POTENTIALLY SHORTER HOLDING PERIOD

- Three milestones for potential liquidity
- Executing property liquidations vs. portfolio liquidations
- Possibility of returning capital more quickly to investors