Financial Performance Reporting Quick Reference Guide

Use AI Insight's **Financial Performance Reporting** tools to conduct unbiased performance reporting and perform comparisons. Use these tools to help your sales team efficiently track your offerings against overall market trends.

To access **Financial Performance Reporting**,

- Choose the "**Programs**" icon at the top of the AI Insight dashboard, then select "**Financial Performance Reporting**" under "**Premium Reports**".

Financial Performance Reporting has five primary features: *Industry Reports*, *Program Reports*, *Create Charts*, *Create Spreadsheets* and *Create Alerts*.

> **Report Updates:**
>
> • Data is updated on a quarterly basis from SEC financial filings, soon after they are made available via Edgar
>
> • In general, all updates are completed within two weeks of the filing deadline

1. On the "**Industry Reports**" tab, click *View* to see a default report by year and structure. Click *Create Report* to build your own customized report. Select from:
   - **Public Non-Traded REITs**
   - **Public Non-Traded BDCs**
   - **Public Non-Traded CEFs**
   - **Private Placements**
   - **Alternative Mutual Funds**

2. On the "**Program Reports**" tab, choose "**Snapshot**" for a quick yet comprehensive look at financial performance. Choose "**Full Summary**" for more details, including "**Status Summary**", "**Asset Summary**", "**Strategy Details**," "**Asset Strategy**," financial metrics and convenient links to SEC filings. AI Insight analysts read through the full SEC filing and include important notes related to the ongoing monitoring of the fund.

You can search for funds in one of three ways:

- Click on the plus sign to the right of the screen,
- Search for a specific offering by entering the name in the search bar next to "**Sponsors & Programs**," *OR*
- Use the "**Advanced Search**" button to search by "**Investment Sector**," "**Investment Type**" or
"**Investment Structure**."

3. Use the tab, "**Create Charts**," to compare financial performance data for more than one fund.
   - Select the investment structure for the funds you want to compare: "**Public Non-Traded REITs**," "**Public Non-Traded BDCs**" or "**Public Non-Traded CEFs**," then scroll down to select specific offerings.
   - Click on "**Create Custom Charts**" at the bottom of the screen to select the specific line items or metrics you would like to compare and time periods *(see Exhibit 1 below—Select Metrics)*—or select "**Quick View Default Charts.**"
   - Select "**Generate Chart(s)**" at the bottom of the page. The default is a bar chart, but you can switch to a line chart by using the "Chart Type" drop-down menu at the top. A mouse-over on the bars or points on the line shows how many months it has been since escrow break.

4. Use the tab, "**Create Spreadsheets**," to export information directly to a spreadsheet, giving you the option to add your own commentary or data.
   - Select the investment structure for the funds you wish to compare: "**Public Non-Traded REITs**," "**Public Non-Traded BDCs**" or "**Public Non-Traded CEFs**," then select the specific offerings *(similar to Exhibit 1—Select Metrics)*.
   - Click on "**Create Custom Spreadsheets**" at the bottom to select the specific line items or metrics you would like to compare and the time period or choose "**Quick View Default Spreadsheets**."
   - Select "**Create Spreadsheet(s)**" at the bottom of the page.
   - Open or download the spreadsheet.

5. Select the "**Create Alerts**" tab *(see Exhibit 2—Create Alerts)* and click on the "**Add New Alert**" button to create email alerts for performance reporting. **Note:** Alerts you previously created, and those created by your home office as a default for firm members, will appear on this tab.

   - Select the structure and name of the offerings(s) you would like to monitor. Enter a name for the alert.

   - Select "**Line Items/Metrics**" from the drop-down menu to specify the parameters to trigger your alert, then "Save" at the bottom.

   - Your alert will appear on the next tab. On this tab, you can also edit or delete alerts.

   - Alerts will begin following the next reporting period after your alert is created.

See Exhibits #1 and #2 below.

Exhibit 1—Select Metrics

☐ Annualized Distribution Rate (end of period)	☐ Distributions Declared per Share	☐ Properties Sold *
☐ Average Price Paid per Share	☐ Distributions Declared to FFO	☐ Purchase Price of Current Properties
☐ Cash and Cash Equivalents	☐ Distributions Declared to MFFO	☐ Real Estate Investments, Net
☐ Cash Flow from Operations	☐ Distributions Paid	☐ Real Estate Related Investments
☐ Common Shares Outstanding Total	☐ Distributions Paid to Cash Flow from Operations	☐ Shares Redeemed *
☐ Credit Facility Borrowings	☐ Fixed Rate Debt	☐ Shares Redeemed to Shares Outstanding
☐ Cumulative Cash Flow from Operations	☐ Funds From Operations (NAREIT FFO)	☐ Shares Tendered *
☐ Cumulative Distributions Declared	☐ Gross Capital Raised Since Inception (Includes DRP) Total	☐ Source of Distributions
☐ Cumulative Distributions Declared to Cumulative MFFO	☐ Gross Capital Raised This Period (DRP Only) Total	☐ Total Assets
☐ Cumulative Distributions Paid	☐ Gross Capital Raised This Period (Excludes DRP) Total	☐ Total Cash to Total Assets
☐ Cumulative Distributions Paid to Cumulative Cash Flow from Operations	☐ Gross Capital Raised This Period (Includes DRP) Total *	☐ Total Debt to Total Assets
☐ Cumulative FFO	☐ Gross Offering Price per Share	☐ Total Liabilities
☐ Cumulative MFFO	☐ Modified Funds From Operations (IPA MFFO)	☐ Total Liabilities to Total Assets
☐ Cumulative Shares Redeemed	☐ NAV per Share (end of period)	☐ Variable Rate Debt
☐ Cumulative Shares Tendered	☐ Notes Payable	☐ Weighted Average Cap Rate
☐ Current Properties	☐ Properties Acquired *	☐ Weighted Average Interest Rate on Debt
☐ Distributions Declared		

Select Time Period:

☐ Life Cycle Analysis

Check All   Uncheck All

2019	2018	2017	2016	2015
☐ Q3 - YTD	☐ Q4 - YTD	☐ Q4 - YTD	☐ Q4 - YTD	☐ Q4 - YTD
☐ Q2 - YTD	☐ Q3 - YTD	☐ Q3 - YTD	☐ Q3 - YTD	☐ Q3 - YTD
☐ Q1 - YTD	☐ Q2 - YTD	☐ Q2 - YTD	☐ Q2 - YTD	☐ Q2 - YTD
	☐ Q1 - YTD	☐ Q1 - YTD	☐ Q1 - YTD	☐ Q1 - YTD

2014	2013	2012		
☐ Q4 - YTD	☐ Q4 - YTD	☐ Q4 - YTD		
☐ Q3 - YTD	☐ Q3 - YTD	☐ Q3 - YTD		
☐ Q2 - YTD	☐ Q2 - YTD	☐ Q2 - YTD		
☐ Q1 - YTD	☐ Q1 - YTD	☐ Q1 - YTD		

☑ Include period specific values (e.g. quarter to date) for selected time periods and line items marked with an asterisk above.

Back   **Generate Chart(s)**

Exhibit 2—Create Alerts

Questions? Contact Your AI Insight Account Manager:

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