



Financial Performance Reporting Quick Reference Guide

Use AI Insight's **Financial Performance Reporting** tools to conduct unbiased performance reporting and perform comparisons. Aggregate various financial data points to analyze and fulfill ongoing monitoring requirements for offerings available on your platform.

You can access **Financial Performance Reporting** in two ways:

1. Choose the "**Reports & Logs**" icon at the top of the AI Insight dashboard, then select an option under "**Financial Performance Reporting**."
2. Select "**Financial Performance Reporting**" when researching a specific offering.

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

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

Select Time Period:

- Life Cycle Analysis

[Check All](#) [Uncheck All](#)

- | 2019 | 2018 | 2017 | 2016 | 2015 |
|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| <input type="checkbox"/> Q3 - YTD | <input type="checkbox"/> Q4 - YTD | <input type="checkbox"/> Q4 - YTD | <input type="checkbox"/> Q4 - YTD | <input type="checkbox"/> Q4 - YTD |
| <input type="checkbox"/> Q2 - YTD | <input type="checkbox"/> Q3 - YTD | <input type="checkbox"/> Q3 - YTD | <input type="checkbox"/> Q3 - YTD | <input type="checkbox"/> Q3 - YTD |
| <input type="checkbox"/> Q1 - YTD | <input type="checkbox"/> Q2 - YTD | <input type="checkbox"/> Q2 - YTD | <input type="checkbox"/> Q2 - YTD | <input type="checkbox"/> Q2 - YTD |
| | <input type="checkbox"/> Q1 - YTD | <input type="checkbox"/> Q1 - YTD | <input type="checkbox"/> Q1 - YTD | <input type="checkbox"/> Q1 - YTD |
| 2014 | 2013 | 2012 | | |
| <input type="checkbox"/> Q4 - YTD | <input type="checkbox"/> Q4 - YTD | <input type="checkbox"/> Q4 - YTD | | |
| <input type="checkbox"/> Q3 - YTD | <input type="checkbox"/> Q3 - YTD | <input type="checkbox"/> Q3 - YTD | | |
| <input type="checkbox"/> Q2 - YTD | <input type="checkbox"/> Q2 - YTD | <input type="checkbox"/> Q2 - YTD | | |
| <input type="checkbox"/> Q1 - YTD | <input type="checkbox"/> Q1 - YTD | <input type="checkbox"/> Q1 - YTD | | |

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

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[Generate Chart\(s\)](#)

Exhibit 2—Create Alerts

Financial Performance Reporting Video Tutorial Help

Industry Reports Program Reports Create Charts Create Spreadsheets **Create Alerts**

Only show programs the BD has a current or past signed selling agreement with

BD Default Alerts: BD has not created any default alerts

Select a Structure: Public Non-Traded REITs Public Non-Traded BDCs Public Non-Traded CEFs Alternative Mutual Funds

Alert Name:

Select a Line Item / Metric:

Select Parameter(s):

- Alert me when the metric is less than %
- Alert me when the metric is greater than %
- Alert me when the metric has decreased greater than %
- Alert me when the metric has increased greater than %
- Alert me when the metric has decreased increased greater than %

AND has decreased increased greater than %

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If you have any questions, contact AI Insight Customer Care at (877) 794-9448 ext. 710 or customercare@aiinsight.com.

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