



# Noyack Logistics Income

\$125MM Public Real Estate Investment Trust

# For Investors By Investors™

NOYACK's mission is revolutionary – ending economic inequality by providing all investors, individuals and institutions alike, access to the same private investments that create generational wealth for family offices, billionaires, sovereign wealth funds, pension funds. We call it #businessforhumans™.

Our debut offering – Noyack Logistics Income REIT (NLI) – is purpose-built for our times: non-correlated income; low-volatility; higher yields; essential need supply chain real estate.



# Manager Track Record

**38 Years**

Years Investing in  
Commercial Real Estate

**22.4%**

Average Historical IRR

**\$2.4B**

Value Created

**5.3x**

Average Multiple on  
Invested Capital



# Our Thesis for Supply Chain Real Estate

1

In the past 5 years, digital commerce has grown 140% to a \$2.4 trillion market opportunity

2

Real estate infrastructure is essential to meeting eCommerce & onshoring trends

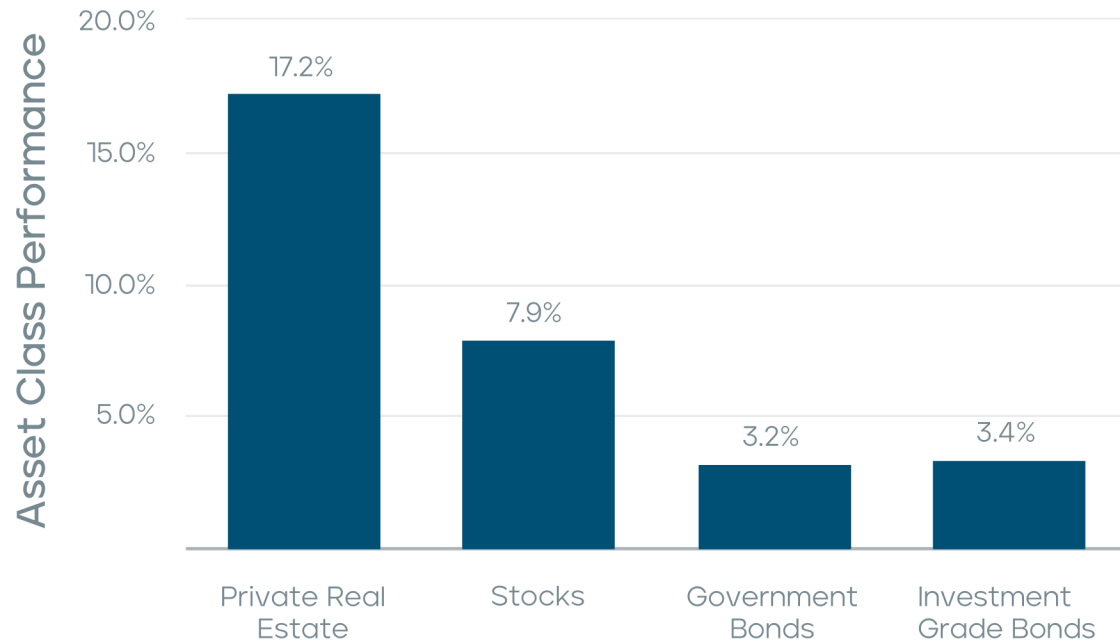
3

This enormous imbalance will drive revenue growth in our target asset classes for the next 10 years

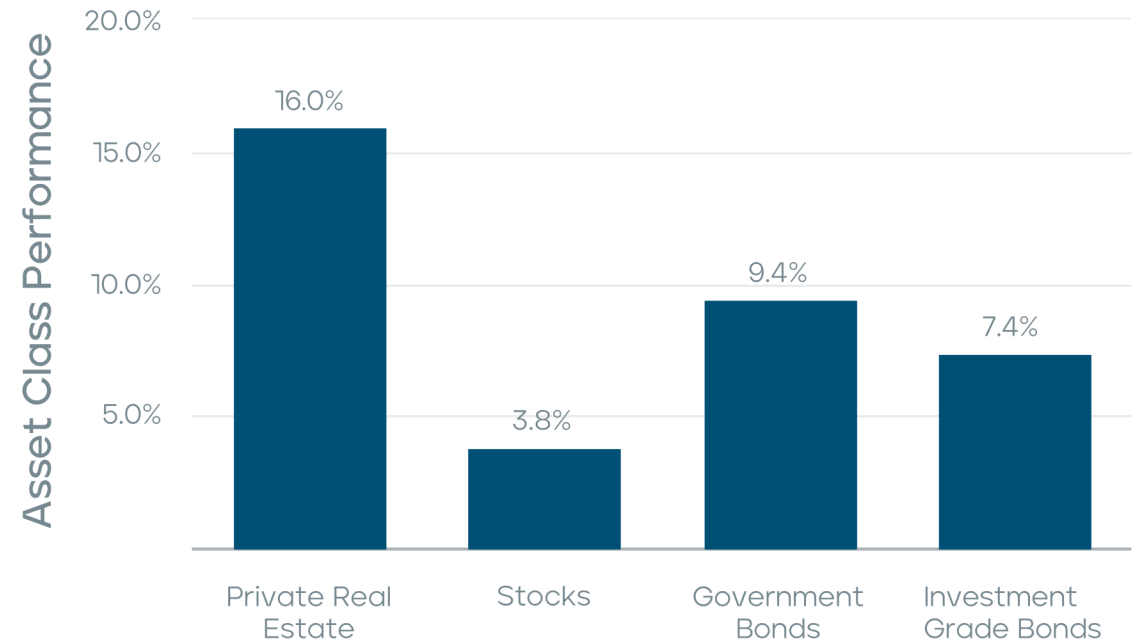


# Real Estate Outperforms During Periods of Inflation

## Periods of Inflation (High Growth & High Inflation)



## Periods of Stagflation (Low Growth & High Inflation)



Past performance is not indicative of future results. High growth and high inflation are defined as periods where the gross domestic product and the consumer price index each rise at least 2.5% annually. Data sources: BlackRock, NCREIF, Bloomberg and S&P 500. Data from December 31, 2000 to December 31, 2020. Real Estate is represented by the NFI-ODCE Index, Stocks are represented by the S&P 500 Index, Government Bonds are represented by the Aggregate Bond Index.



Our fundamental conviction is that supply chain & logistics assets are undervalued relative to the market maturity of eCommerce.



Consumers Favor eCommerce for Convenience, Choice & Immediacy



eCommerce Requires 3x More Storage Space

Due to greater product variety, higher sales volatility, and emphasis on parcels rather than pallets



Pandemic Demand Shock

eCommerce penetration more than tripled from about 4% in 2019 to 12.5% currently



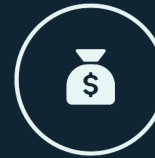
Massive Infrastructure Shortage

Industrial vacancy is 4.1% as of Q2 2021 – an all-time low



Evolution of Logistics Will Create Strong Exit Environment

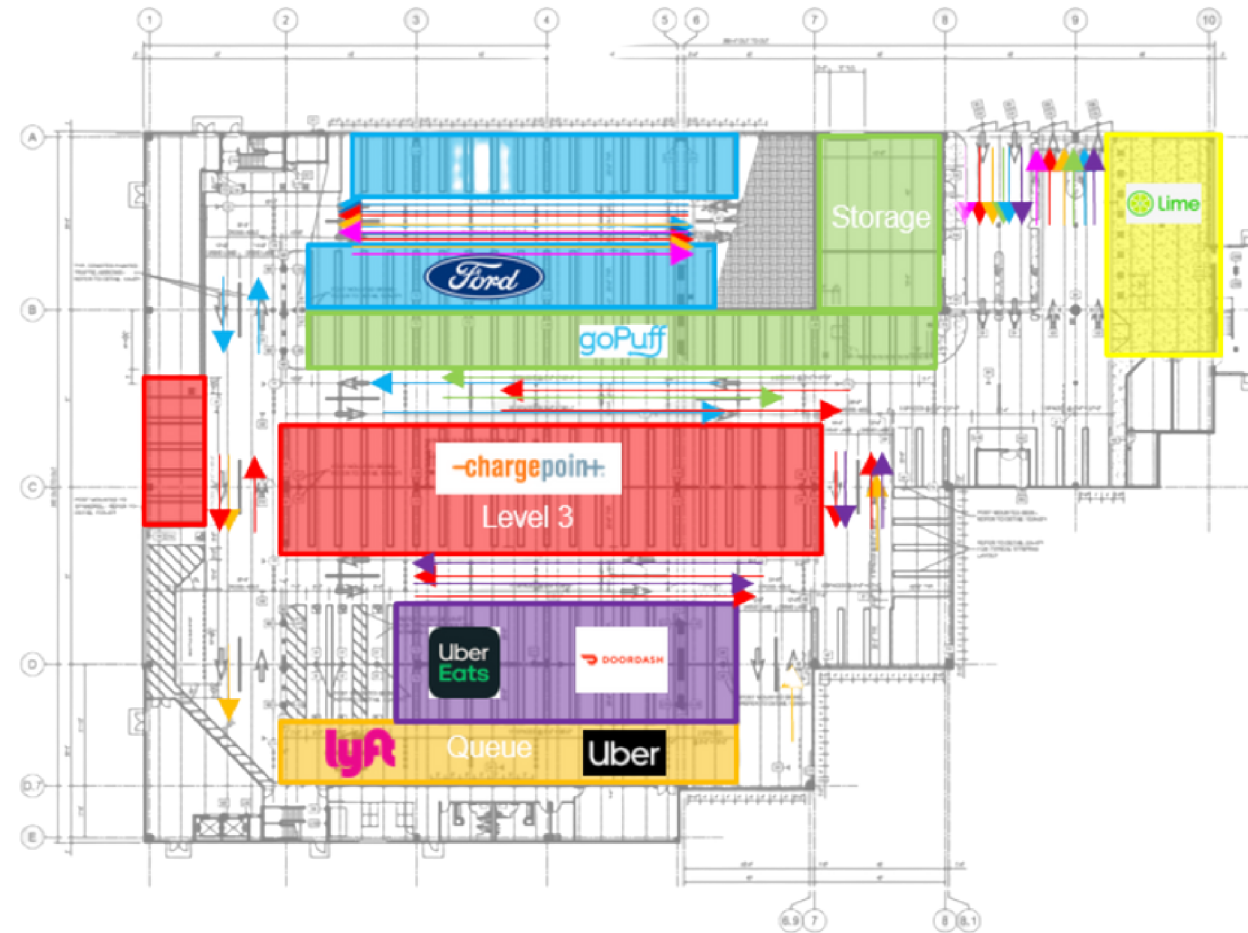
NLI is uniquely positioned to tap into unrealized revenue opportunities by bringing planned innovations to the logistics supply chain



# NOYACK Is Innovative: Introducing The Mobility Hub

NOYACK Logistics is preparing for a paradigm shift in parking.

Mobility Hubs are part flexible parking garage, part fulfillment center, and part fleet management depot for ride-sharing services and last-mile delivery—developed and operated right where the customers are in the urban core rather than the urban periphery.







# Case Study

## Columbus Mobility Hub

11-story, freestanding parking structure in the heart of Columbus, Ohio's Central Business District

### By the Numbers

- Year Acquired: 2017
- Square Footage: 352,000 SF
- Purchase price: \$35MM
- Asset value: \$50MM (1)
- Debt: \$32MM (64% LTV) (2)
- Interest Rate: 4.00%
- Remaining Loan Term: 6.8 Years (2)

### Why We Invested

- Attractive Location: Surrounded by multiple diversified revenue streams
- Diverse & Growing Economy: Rapid absorption of new multifamily units has led to strong pipeline, as developers seek to accommodate surging parking demand
- Catalyst for Appreciation: Downtown Columbus is significantly under parked

### Value-Add Plan

NOYACK is transforming this asset for last-mile logistics. We expect to greatly enhance the revenue with demand drivers such as: delivery depot for Walmart and Amazon, cold storage pods for local grocers, fleet management and ghost kitchens in partnership with delivery enterprises including DoorDash.

Adjacent to the 150-room Marriott Autograph Collection hotel, Leveque Residences, and LVQ apartments, Leveque Garage serves as the first parking choice for commuters to downtown Columbus. The property is located within two blocks of five office buildings totaling nearly 3 million square feet, as well as the Ohio Statehouse, Columbus City Hall, City of Columbus Police Headquarters, and the United States District Court.

Notes: (1) Cushman & Wakefield Appraisal of Real Property dated August 25, 2021. Date of Value: August 12, 2021. (2) As of February 28, 2022.

# Key Offering Terms

<b>Offering</b>	\$100MM Common Stock   \$25MM Preferred Stock
<b>Target Total Annual Return</b>	18 – 20% Internal Rate of Return (IRR)
<b>Annual Dividend</b>	6% Targeted Per Annum   Priority to Preferred Stockholders
<b>Investment Strategy</b>	NLI will invest in a diversified portfolio of properties that encompass the supply chain and logistics infrastructure of the U.S.
<b>Portfolio Construction</b>	50% low-beta, stabilized assets and 50% value-add opportunities
<b>Investment Period</b>	5 – 7 Years
<b>Optimal Leverage</b>	65% of total portfolio asset value (NLI does not cross-collateralize)
<b>Management Fee</b>	0.75% of Net Asset Value (NAV)
<b>Priority Hurdle</b>	15% IRR
<b>Performance Incentive</b>	Investors receive 100% return of capital and a minimum 15% internal rate of return, then all subsequent distributions are divided 50% to shareholders and 50% to NOYACK
<b>Minimum Subscription</b>	\$20,000 Common Stock   \$200,000 Preferred Stock
<b>Independent Accountant</b>	Citrin Cooperman
<b>Counsel</b>	Winston & Strawn LLP



# You Earn, Then We Earn

At NLI, our TripleZero™ fee structure means that we charge zero acquisition fees, zero distribution fees, and zero development fees. Plus, we offer investors a 15% IRR priority hurdle before NOYACK receives any performance consideration. This is the embodiment of our belief: Investors Are First In Line™

0%

Acquisition Fee

0%

Distribution Fee

0%

Development Fee

6%

Target Annual Dividend

15%

Investor-First IRR Hurdle

# The NOYACK Advantage



## Stabilized Portfolio

- Because we aren't a blind pool of funds, investor capital is immediately allocated to a cash-flowing portfolio of assets that generates passive income from Day 1



## Skin In The Game

- For decades, we have invested large sums alongside our investors as proof of our belief in the NOYACK process and strategy
- NOYACK Principals will contribute \$81.5MM in gross asset value to NLI



## Network Sourcing

- Our 30-year investment in relationships with builders and owners generates off-market opportunities through our UPREIT Exchange Program and forward-commitment agreements



## Thematic Focus

- NOYACK intends to be the first-mover in the evolution of logistics infrastructure by acquiring and modernizing assets that stand to benefit from emerging trends in Mobility, Micro-Fulfillment & Life Sciences



# Our Value Driven Investment Process



Secure favorable pricing by:

- 1. Leveraging UPREIT Exchange Program to source assets from our family office network
- 2. Expanding our historical efforts providing forward commitments to large developers in return for discounted pricing

Purpose-built algorithms:

- 1. PropertyQuotient™ to score and rank assets
  - 2. MarketQuotient™ to score and rank target regions
- Quality over quantity

Position or repurpose assets:

- Capitalize on supply chain trends, increasing incremental revenue and improving yield
- Creating additional value on legacy assets

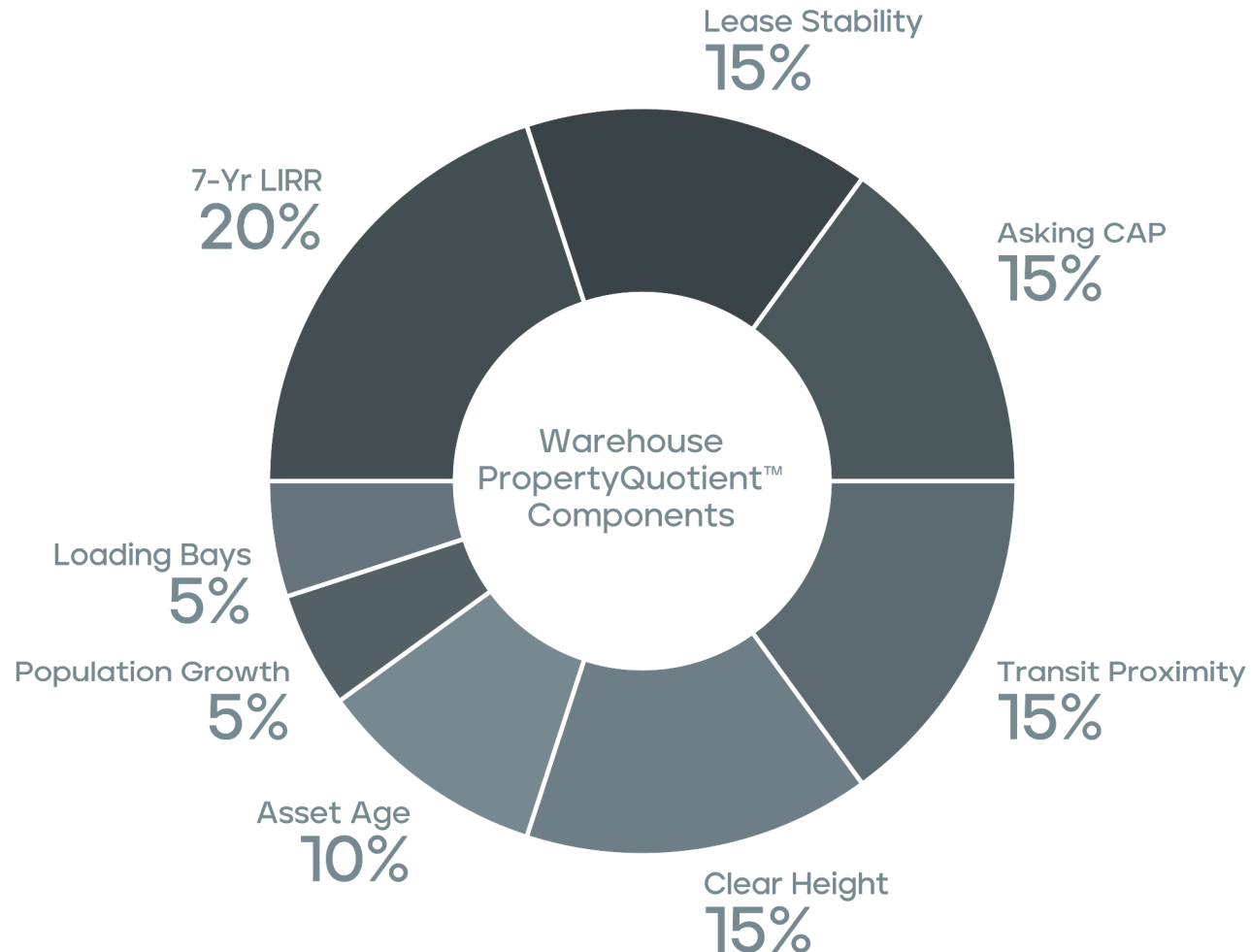
Potential portfolio disposition to institutional partners

Optimal exit when the future value of supply chain infrastructure is fully priced



# Our Secret Sauce

## Purpose-Built Investment Algorithms



- PropertyQuotients™ are constructed for each asset type

- Every asset is scored from 0-100  
Accounting for market conditions, property characteristics and macroeconomic trends

- Investments are triggered by predefined criteria  
Giving NLI a systematic advantage in sourcing and disposition



# Our Leadership

At NLI, each of our investments is backed by the world-class expertise of our Founder and Managing Principal, CJ Follini, who has consistently achieved IRRs for investors in excess of 20% over his 38-year real estate career.



## Career Highlights:

- ① 23% IRR on \$300MM healthcare portfolio
- ② 400-acre development with Rockefeller Group Properties to establish first-ever Foreign Trade Zone
- ③ Redevelopment of the largest privately owned waterfront parcel in NYC, achieving 3x returns for investors in 4 years
- ④ Creation of 700,000 SF of digital media production studios called Gun For Hire Production Centers
- ⑤ Winner of Real Estate Forum's 2021 Industrial Influencer award
- ⑥ **Tufts University**, B.S., Econometrics  
**London School of Economics**, Game Theory  
**Harvard Business School**, Executive Management



# Meet The Team

NLI has assembled a leadership team from diverse professional backgrounds with the goal of disrupting the traditional portfolio of logistics infrastructure assets.



**Stephen Robie**  
Chief Financial Officer



**Justin Miklos**  
SVP of Acquisitions



**Gus Ackley**  
Director of Accredited  
Equity Sales



**Sam Suechting**  
Chief Operating Officer



**Lauren Mire**  
Marketing Manager



**Connor Spach**  
Chief Of Staff



**Amy Alegi**  
Chief Marketing Officer



**Driss Lonqueux**  
Business Development  
Associate



**Aine Farrel**  
Acquisition Associate





# Invest With Confidence

New York | Denver | Los Angeles



Alignment With Investors



Strong Track Record



Data-Driven Decisions



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Noyack Capital

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