

**We create places
people want to call
home.**



Message From
Chris Burns

CPM, CAPS, CAM

Senior Vice President
Southeast Region

We appreciate this opportunity to introduce Willow Bridge Property Company and its capabilities to provide best in class property management services for your multifamily properties. Willow Bridge, unlike many of our competitors offers the unique benefit of local presence and market expertise of a boutique and specialized firm, but with the backing and resources of a national management platform with geographic reach and depth throughout the nation.

With over 201,000 units managed for a variety of clients including institutional investors, pension funds, and private equity firms, we are one of the largest multifamily companies in the nation. Willow Bridge offers a stable corporate platform with more than 50 years of experience in the management of apartment communities across the nation. We have significant experience in both the lease-up and stabilized operations of dynamic high-rise, mid-rise, garden, BTR and specialty mixed-use properties.

Willow Bridge's southeast region today reflects a portfolio in excess of 75,000 units located in the states of Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee. This portfolio is 95% third party managed on behalf of our clients.

Our team offers a full-service platform in the southeast and has the capabilities to offer clients assistance with pre-acquisition due diligence and underwriting, pre-development services, lease-up, construction management, facilities and property maintenance and stabilized management services. Our tenured team of professionals offer significant expertise in each of these areas of multifamily operations.

Finally, Willow Bridge's management expertise comes from also being a developer and owner, and as such our team understands the need to manage each asset from an investor's point of view to both create value and to insure a successful return on every investment.



01. National Overview

We Are Willow Bridge

We are Willow Bridge. We're more than a full-service real estate company. For over half a century, we've been the standard of excellence in the property industry. As Lincoln Property Company we built a stellar reputation, leading with bold, transformative ideas, principled partnership, and a care for the details that only comes from loving what you do. And now, as Willow Bridge, part of the Ontario Teachers Pension Plan, we continue that leadership with expanded ambition.

We act with our entire community in mind. Investors. Clients. Employees. Residents. Everyone has a role. We create the best resident experience, providing comfort like the iconic sheltering willow tree. We enable growth, community and exchange like the suspension bridge that stands the test of time as a symbol of human ingenuity and drive. We do it because we care about building great relationships, With the cities, towns and communities we belong to we're good corporate citizens. With clients and partners: we transform the trust and resources they place with us into growth that we can all benefit from. With the people who let us into their homes: we're the best at service.

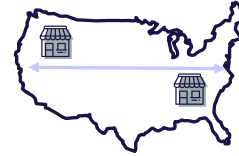
We're rooted in commitment and expertise built from decades of experience. We're headed toward an ambitious future where we consistently create new avenues for success. Standing together on a powerful legacy, each of us can see what's ahead – a great investment, an incredible career, an experience of home no one else can provide. This has always been who we are. And we're ready to achieve even more.



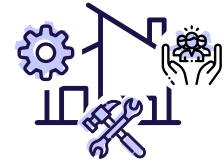
Trusted for our **55+ years**
of experience



One of the largest
apartment managers in
the country



Local leadership in 28
states in **75 markets**
across the country



201,000 units under
management



89% third party management



74% institutional clients



4,500 employees in **28** states



Certified as service organization control
(SOC) compliant

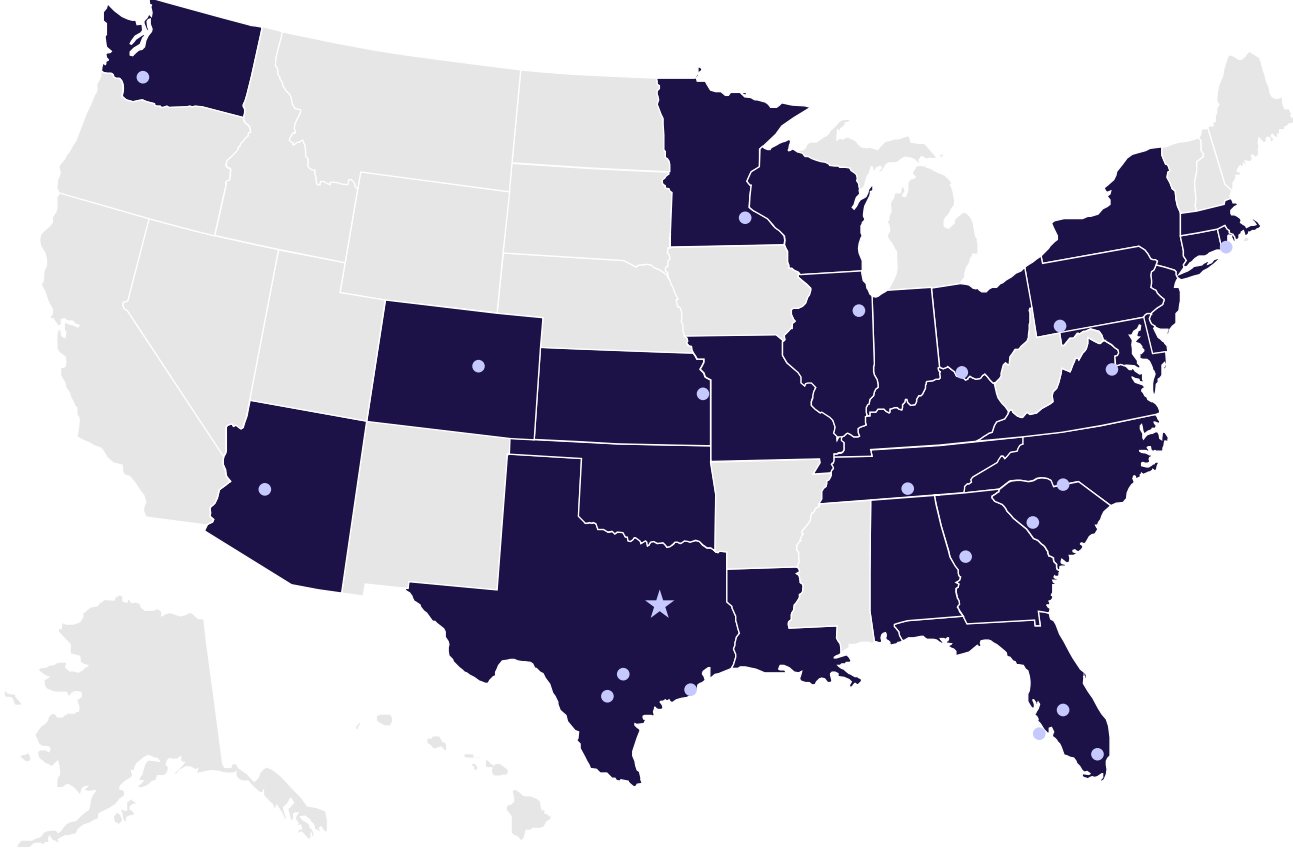
About Us

About Willow Bridge: Founded in 1965 by Mack Pogue as Lincoln Property Company, Willow Bridge Property Company is one of the United States' most respected full service residential property companies, operating a successful portfolio in 75 markets. Headquartered in Dallas, Texas, Willow Bridge proudly employs over 4,500 team members, has built over 200,000 apartments and manages 201,000 units for its clients. **Willow Bridge is wholly owned by the Ontario Teachers Pension Plan.**

National Reach

Willow Bridge Residential Today

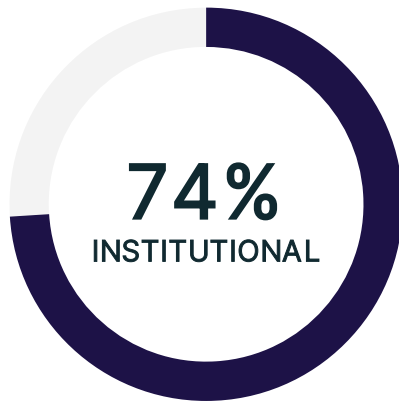
- 201,000 units under management
- One of the largest non-REIT multifamily developers in the country
- 4,500 residential employees
- 200,000 units developed, valued at over \$12 billion
- \$6 billion in multifamily projects acquired



Office Locations

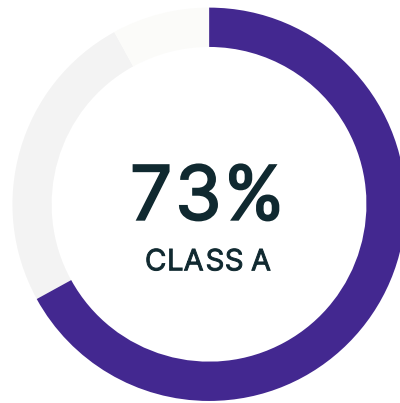
- Atlanta, GA
- Austin, TX
- Boston, MA
- Charlotte, NC
- Chicago, IL
- Dallas, TX
- Denver, CO
- Fort Lauderdale, FL
- Greenville, SC
- Houston, TX
- Kansas City, MO
- Minneapolis, MN
- Nashville, TN
- Orlando, FL
- Phoenix, AZ
- Pittsburgh, PA
- Reston, VA
- San Antonio, TX
- Seattle, WA
- Tampa, FL

Product Diversification



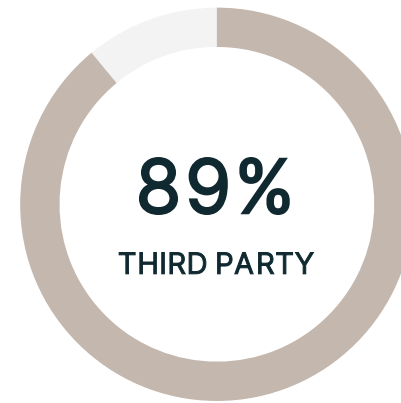
CLIENT TYPE

74% Institutional Clients
26% Private Clients



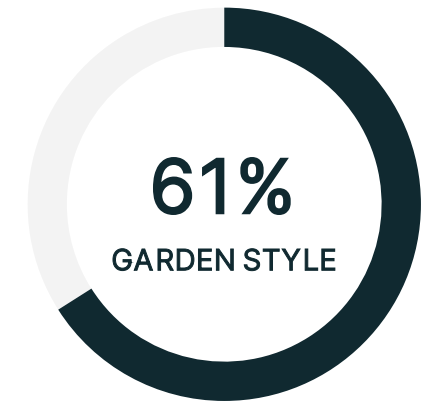
PRODUCT CLASS

73% Class A
20% Class B
7% Class C



MANAGEMENT TYPE

89% Third Party (Fee)
Managed
11% Owned



PRODUCT TYPE

61% Garden Style
* Includes 6,000+ BTR Homes
39% High-Rise / Mid-Rise

Executive Leadership



Duncan Osborne

**Chief
Executive
Officer**



**Jeff
Courtwright**

President, National
Development



**Camilla
Harris**

EVP and Chief Financial
Officer



**Margette
Hepfner**

Chief Operating Officer,
Residential Management



**Joanne
Berry**

Executive Vice President,
Strategy



**Kim
McCormick**

EVP and General
Counsel



**Chris
Stallworth**

EVP, Investments



**Scott
Wilder**

President,
Residential Management

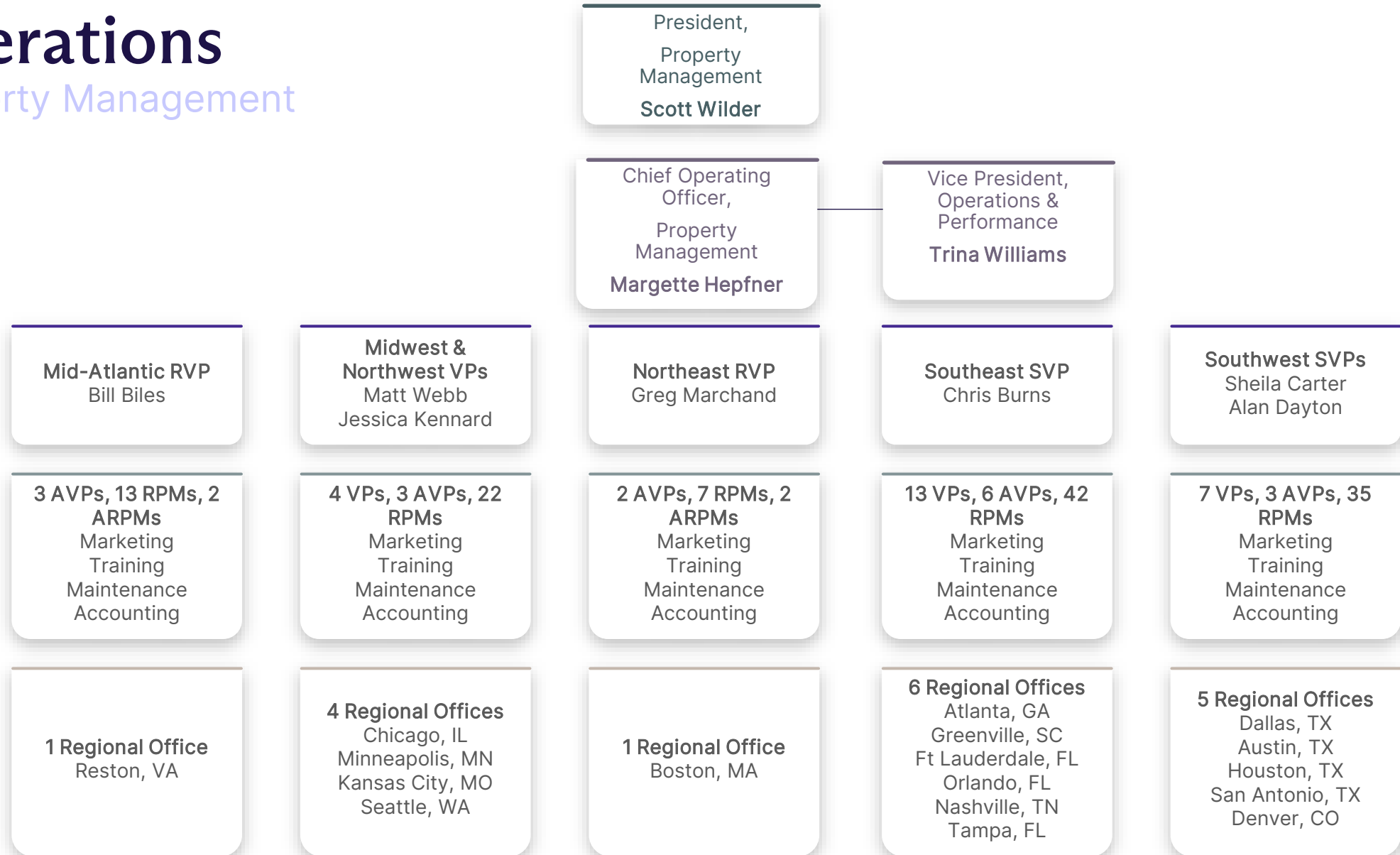


**Durell
Vieau**

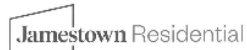
Senior Vice President,
People And Culture

Operations

Property Management



Relationships



National Business Partners

Willow Bridge has an established network of trusted partners that allow for preferred pricing and flexible contract terms. Here are just a few of our vendor partnerships:



The Willow Bridge Advantage

Comprehensive, Vertically Integrated Real Estate Services

Willow Bridge Property Company prides itself on being an industry leader throughout every facet of multi-family property management. Our 55+ years of experience developing, constructing and managing all types of apartment communities allows Willow Bridge to tap into vast depths of property management knowledge.

National Leadership & Local Expertise

Because of our geographic reach throughout the country, it makes it possible for Willow Bridge to provide national support and consistency in addition to personalized service in each of the sub-markets in which we operate. Regional staff will assist with local marketing expertise, training and systems support, and maintenance supervision. Regional Property Managers and accounting personnel are also available whenever you need them.

Investment Sponsorship & Advisory Services

Willow Bridge prides itself on staying involved through every phase of a real estate investment. From sourcing an acquisition or development opportunity to the eventual disposition, our senior management remains involved on behalf of our clients. Our acquisitions teams are led by Executive Vice Presidents in regional offices nationwide. This allows us to provide local knowledge of specific assets and ownership issues on a national scale.

Service Organization Control Compliant

Willow Bridge has been certified as Service Organization Control (SOC) complaint (formerly SAS-70) on Multifamily Property Management Processes. Our key property management, accounting and IT processes are compliant in accordance with SOC requirements, ensuring your asset is managed effectively through Willow Bridge's standard business procedures.

Employee Recruitment And Screening

Willow Bridge's reputation across the country has helped us attract some of the top candidates in the industry. Each employee is thoroughly screened, using professional personality assessments, aptitude assessments, and criminal and drug use screening. Our testing gives us the ability to predict employee success based on 30 years of testing data. The result is some of the most qualified, tenured employees in the business with less than 25% in annual turnover.

Employee Training

Willow Bridge has one of the most comprehensive training programs in the industry. Initial and on-going training for all employees in all job categories keeps employees on the cutting edge and ready for promotion. The success of the Willow Bridge training focus is easily seen in a National Sales Performance comparison where Willow Bridge consistently leads the competition in overall scores.

Internal Audits

Willow Bridge's team of Internal Auditors help to ensure that the properties are performing at the highest standards. The Auditors provide a strong core of understanding of policies and procedures to all levels of staff through vigorous audits and training classes.

National Purchasing Power

By partnering with Willow Bridge, your community will be able to take advantage of significant discounts due to Willow Bridge Property Company's total portfolio size. These discounts are only available to the nation's largest property managers.

Success Stories

Willow Bridge Property Company is a respected and professional management team with over five decades of multi-family management experience with a proven track record of smooth property transitions nationwide.



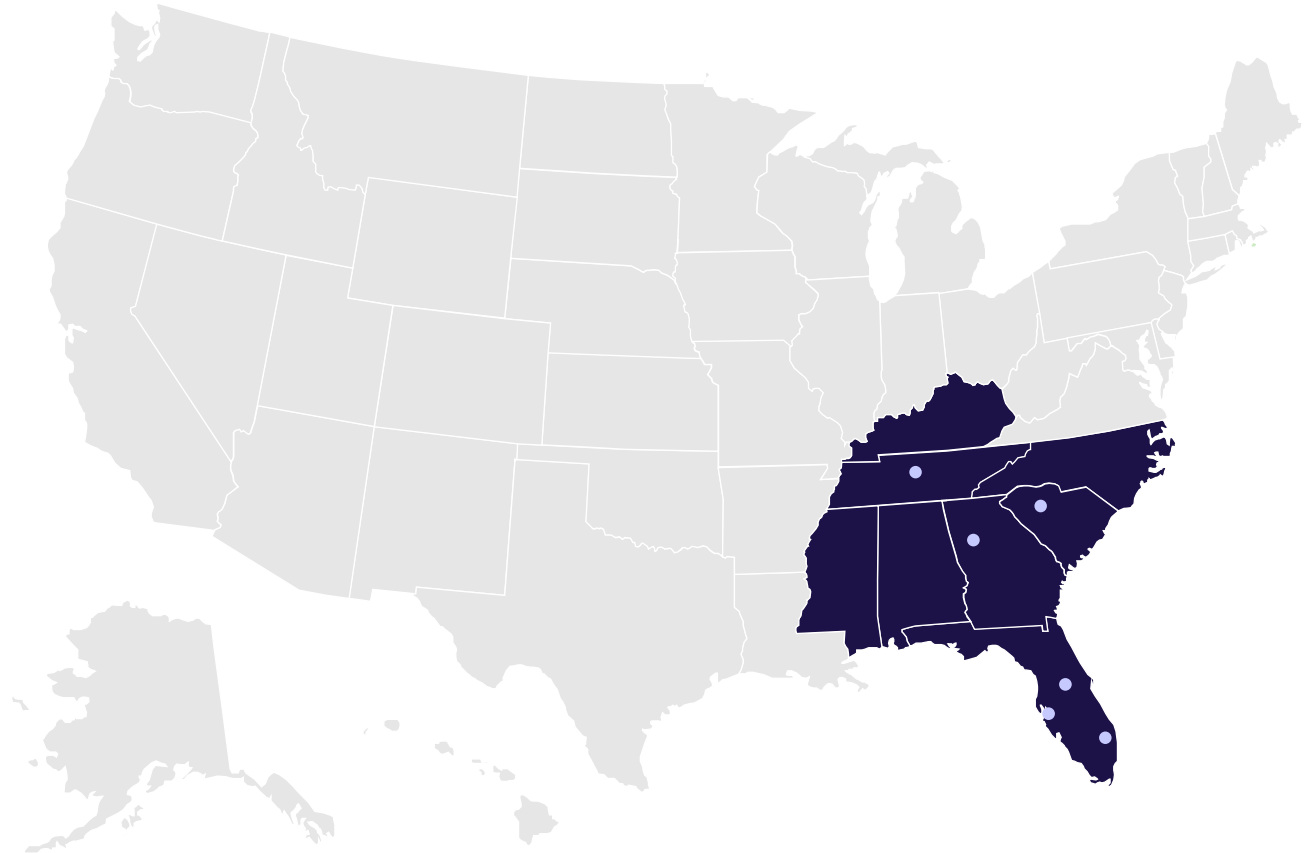
02. Regional Overview

Southeast

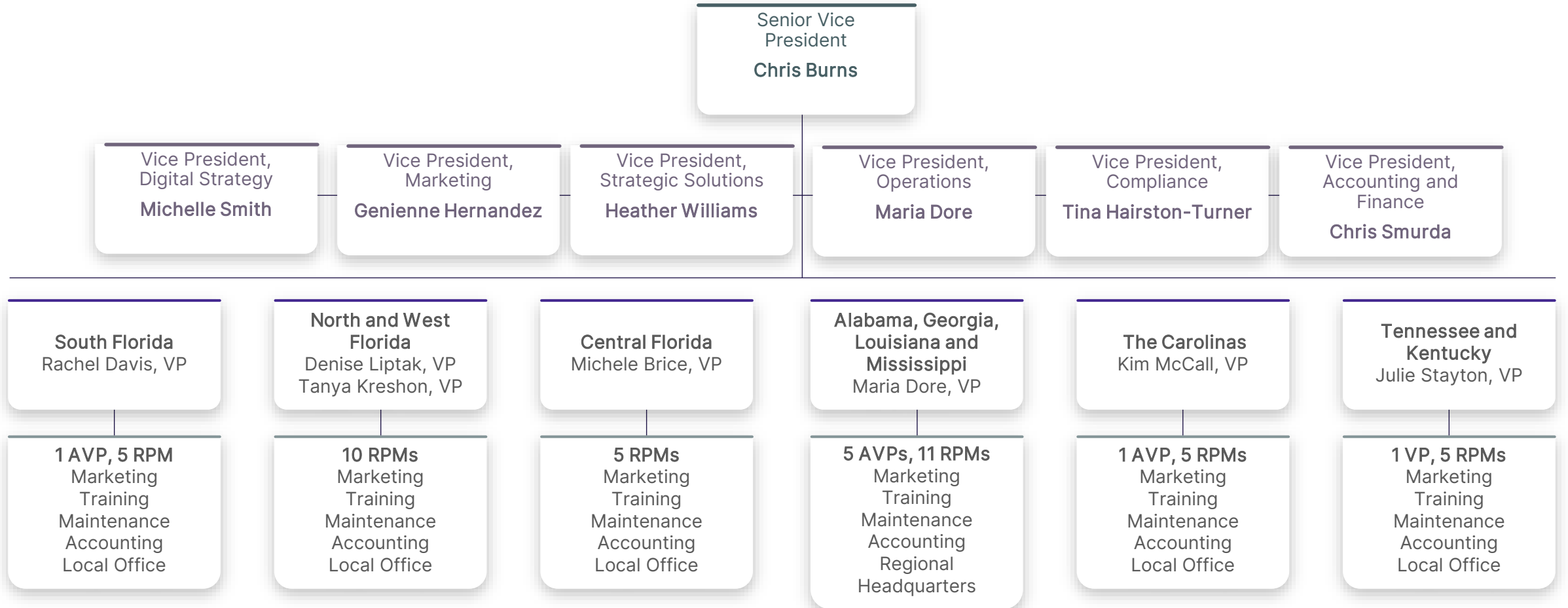
Market Portfolio

- Over 75,000 units under management
- Our SE team encompasses over 1,500 employees.
- 95% - 3rd Party Management
- Currently have 15,000 units under development
- 20,000+ units of 3rd party lease-up experience
- Experienced local leadership
- High-rise, mid-rise, garden, condominium + specialty properties and mixed-use

The Southeast Region



Southeast Operations



Staffing Retention During A Transition



Willow Bridge is dedicated to ensuring a seamless and positive experience for existing employees during the property transition. Recognizing the invaluable contributions of team members, we are committed to making every effort to retain and support them throughout this process. Our approach involves open communication channels to keep employees informed about the transition details, addressing any concerns or uncertainties they may have. By valuing the talent and dedication of the team, we aim to build a strong foundation for success during this transition, ensuring that our employees remain a vital part of the Willow Bridge.

The Willow Bridge Office Locations

Willow Bridge's multiple southeast offices cover the entirety of our region's portfolio. These offices offer the following services and support roles: Accounting, Payroll, Marketing, Training, Maintenance, Construction Management, Administrative Services and Reporting.



Atlanta

1201 Peachtree Street
Suite 1850
Atlanta, GA 30361



Greenville

3620 Pelham Road
Suite 312
Greenville, SC 29615



Nashville

555 Marriott Drive
Suite 325
Nashville, TN 37214



Tampa

4532 W. Kennedy Blvd.
Suite 285
Tampa, FL 33609



Lake Mary

7025 County Road 46A,
Suite 1071
Lake Mary, FL 32746



Ft. Lauderdale

100 SE 3rd Avenue
Suite 2000
Ft. Lauderdale, FL 33394

We Create Places
People Want to
Call Home

Our Services



Maintenance and
Facilities



Smart Home
Consulting



Pre-Development
Services



Procurement



HR, Recruiting and
Training



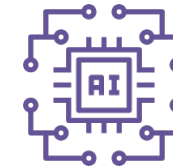
Lease-Up Services



Accounting and
Reporting



ESG Initiatives



Marketing



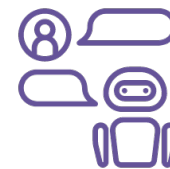
Construction
Management



NAA Standard
Lease



Revenue
Management



Digital Strategy



Risk Services



Resident
Experience

Our Core Values



Integrity

We are honest, ethical, and fair in everything we do.



Balance

We take responsibility for creating a healthy work-life balance for ourselves and each other.



Commitment

We passionately strive to deliver on our mission to our residents, our partners and each other.



Respect

We strive to treat others as we expect to be treated.



Empowerment

Each of us is encouraged to take initiative, ownership and make good business decisions in the best interest of those we serve.



Communication

We are respectful, listen with an open mind and are receptive to new ideas.

