



Fund V

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About Reliant Real Estate Management

Reliant Real Estate Management, LLC ("Reliant"), founded in 2010 and headquartered in Roswell, GA, is a fully integrated owner and operator of self-storage facilities that prides itself on proficiency in the self-storage industry.

As of August 2024, Reliant ranks as the 16th largest self-storage operator in the United States with over \$1.6 billion AUM. The company's portfolio spans nine states and comprises over 100 properties, 60,000+ units, and over 8 million net rentable square feet.

An industry leader with a wealth of experience in the field, Reliant specializes in the acquisition of existing value-add and opportunistic self-storage facilities and the development of ground-up Class A self-storage facilities in secondary and tertiary markets across the United States.

The company's vertically integrated structure enables it to control the full lifecycle of its assets, from investment and acquisition through development, management, and eventual disposition. The integration of Reliant's Investments, Acquisitions, Development, and Operations teams promote synergies across the lifecycle of the asset, fostering active market intelligence while complementing the totality of the business plan. Leveraging its expertise in acquisition and operational management, Reliant focuses on repositioning value-add properties to optimize occupancy and rental rates. This disciplined approach is designed to maximize returns upon divestment, aligning with the investment goals of its partners.

Reliant is well positioned and poised for future growth through strategic acquisitions and innovations, aiming to expand its market presence and continue delivering strong returns for its investment partners.

<https://www.insideselfstorage.com/iss-top-operators-facility-owners>

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About

100+

Properties

8,000,000+

Net Rentable Sq ft

\$0

Invested Principal Lost

\$1.6 Billion

Estimated Portfolio Valuation

60,000+

Units

~200

Employees

Full-Cycle Track Record: 67 Assets

3.64 yrs

Average Investment
Holding Period

2.93x

Average Project Level Equity
Multiple

192.7%

Average Project Level Total
Return on Investment Upon
Sale

35.9%

Average Project Internal Rate
of Return (Levered)

54.1%

Average Project Level Annual
Return on Investment Upon
Sale



Highly-Experienced Team

Invest With Great People

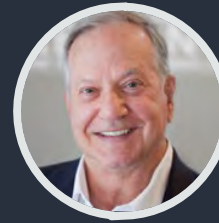
At Reliant, we believe great performance starts with a great team. Our senior leadership team has over 100 years of combined experience in the self-storage industry.

When you choose to invest in a passive investment opportunity with Reliant, you gain the expertise of a team of true innovators focused on driving results for our investment partners.

Your Investment. Our Priority.



Todd Allen
*Managing
Principal*



Lewis Pollack
Principal



Paul Ragaini
*Chief Financial
Officer*



Tom Hughes
*Chief Investment
Officer*



Kolin Van Dyne
VP of Operations



John Cordova
*VP of Real Estate
Strategy*



Matthew Naioti
*VP of Acquisitions &
Strategy*



Donnie Berry
*VP of
Capital Markets*



Matthew Blackwell
*Director of
Investments*



Michael Rieger
*Director of
Business Development*



Dominique Rodriguez
*Director of Investor
Success*



James Brooks
*Director of
Construction*



Moshe Aronowitz
*Director of Procurement
and Estimation*



Robert Copenhaver
*Pre-Construction
Manager*

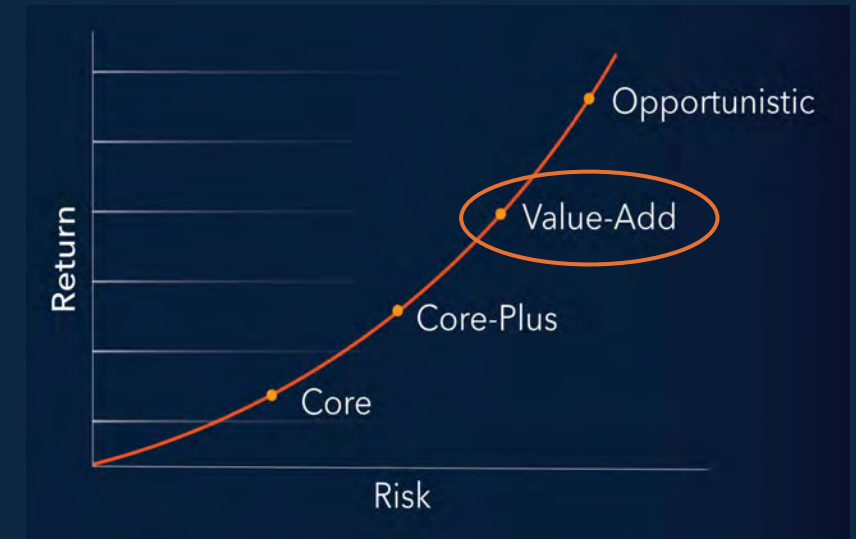
Why Self-Storage

Reasons to Invest

- *Low operating expenses*
- *Short duration leases*
- *Dynamic pricing*
- *Limited capex*
- *Diversification in Unique Asset Class*
- *Recession resistant*

Reliant operates in the value-add segment of the real estate risk/return spectrum. We believe this segment offers solid risk-adjusted returns for our investors.

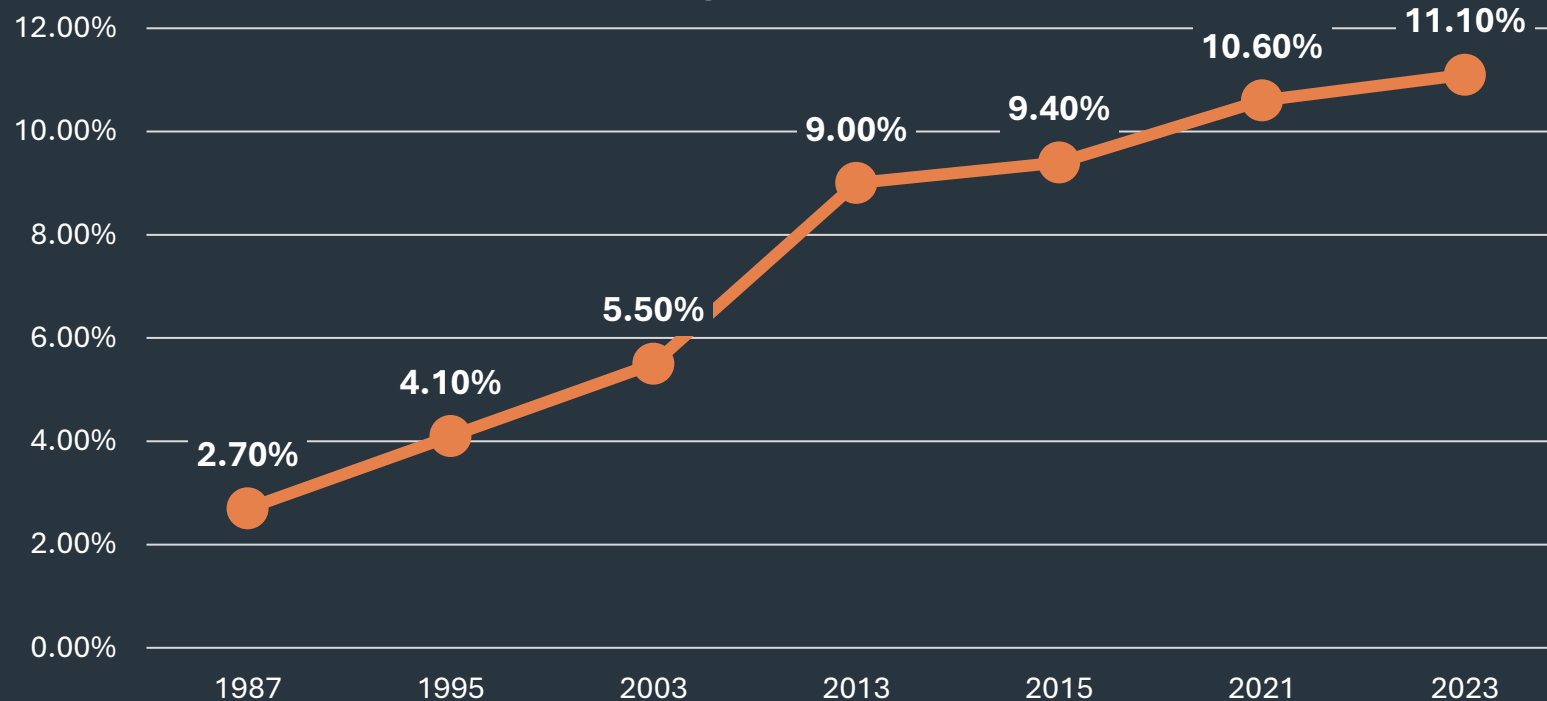
Real Estate Risk and Return



Why Self-Storage?

Steady Demand Growth

Percentage of U.S. Households Utilizing Storage
(as a Percentage of Total Households)



Source: Extra Space Storage, Company Presentation – November 2024.

Available at: <https://ir.extraspace.com/news-and-events/presentations>. Accessed on December 10, 2024.

Customer Segmentation of Storage Demand:

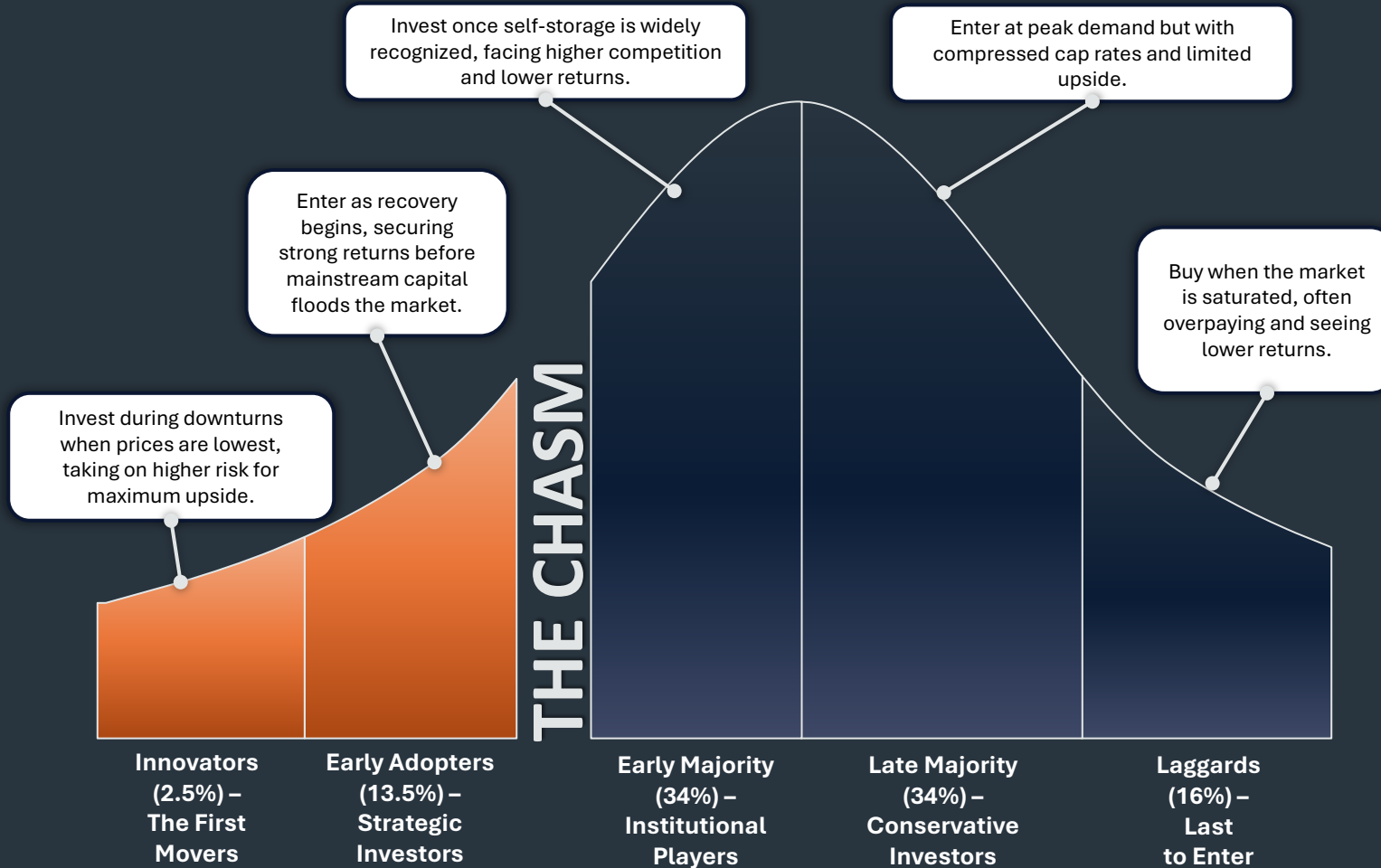
- › **Lifestyle:** Personal storage for downsizing, decluttering, or seasonal needs.
- › **Commercial:** Business storage for inventory, archives, or operations.
- › **Transitional:** Temporary storage during moves, renovations, or life changes.

Drivers of Transitional Demand:

- › Population Growth
- › Home Sales
- › Increase in regional migration

Why Invest Today:

The Critical Chasm in Self-Storage



Self-storage follows real estate cycles and trends, with the **chasm** in the Rogers Adoption Curve representing the gap between **Early Adopters** and the **Early Majority**—where trends either grow or leave you behind, impacting returns. **In investing, timing matters.** Right now, self-storage is at a pivotal stage in the current cycle, and **Fund V** offers the chance to invest before the broader market catches up.

The Chasm in Self-Storage Investing

Self-storage is moving from an early-mover advantage to a cycle with broader, institutional-backed trend. By investing in **Fund V**, you enter at a time when the market is still accessible at favorable pricing—before the **Early Majority** floods in. Waiting too long means facing higher competition, inflated prices, and diminished returns.

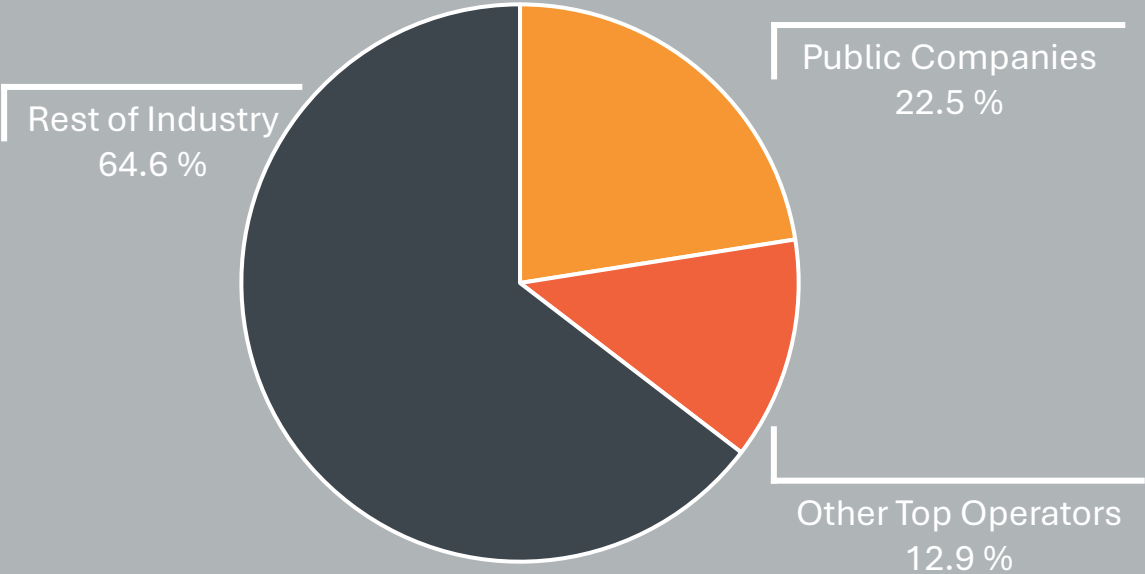
Why it Matters:

Investing during this cycle allows you to capitalize on early pricing advantages, enhanced returns, and a chance to lead in a market poised for growth. By joining **Fund V**, you're positioning yourself in a window of opportunity that will soon close as self-storage becomes mainstream.

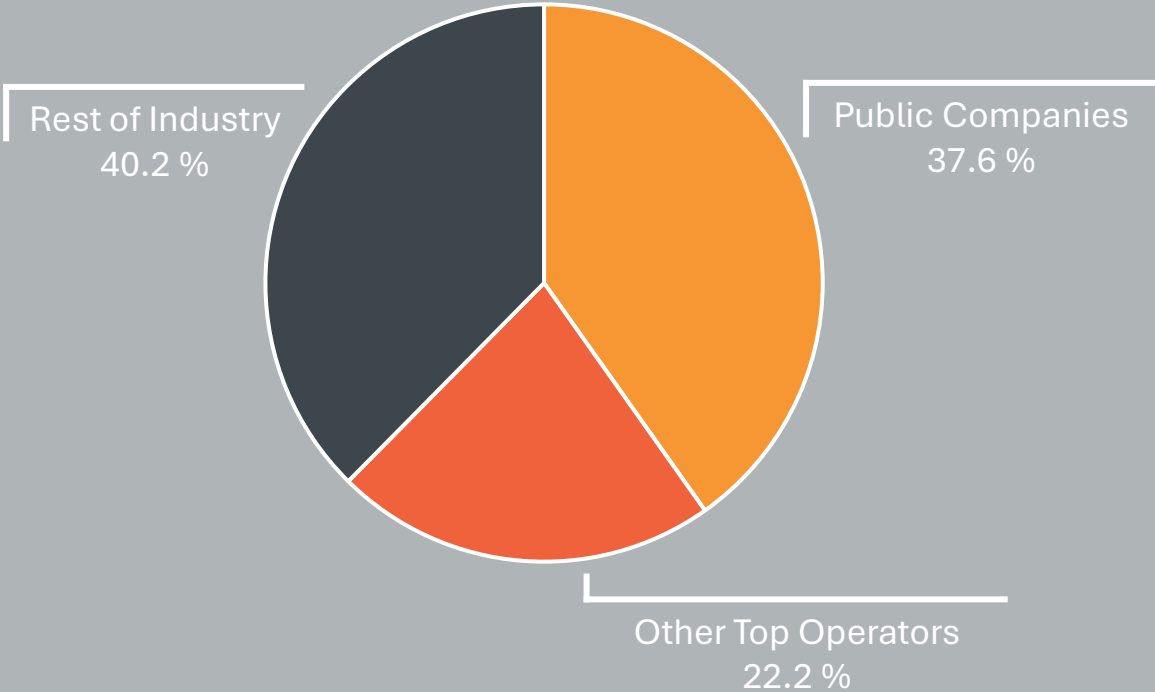
Source: Everett M. Rogers *Diffusions of Innovations*, 5th ed. (New York: Free Press, 2003), p. 281.

Self-Storage Overview: Macro Backdrop

Industry Market Share
By Number of Facilities



Industry Market Share
By Rentable Square Footage

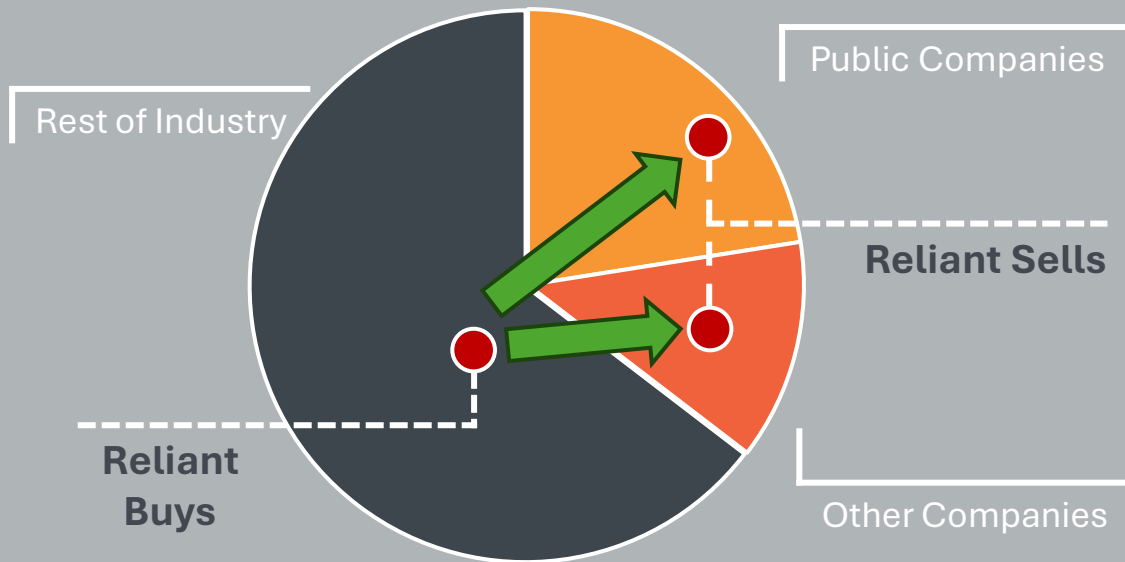


*2023 Top Operators Survey

Today, 64.6% of self-storage facilities are operated by “mom-and-pop” or individual owners who operate just one facility. This figure is down from 76% in 2017 and 73% in 2019, providing evidence of the pending consolidation in the industry. “Mom-and-pop” operators typically lack managerial experience and expertise to maximize property value.

Reliant's Position within the Industry

Industry Market Share
By Number of Facilities



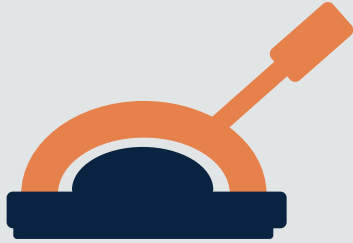
Reliant can be thought of as a consolidator within the industry as we buy properties and small portfolios of properties from mom-and-pop owners.

Reliant executes a detailed value-add business plan, drives NOI higher, and then earns a portfolio premium by packaging properties for a sale to institutional operators.

**2023 Top Operators Survey*

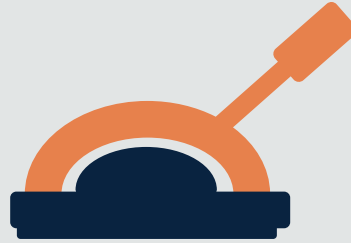
Reliant's Levers of Value-Add

Expansion of Facilities



- Reliant will build out additional square footage/units at select properties where we believe the market demand exceeds market supply of storage.
- Our goal is to create additional Net Operating Income (NOI) growth by getting the new units leased up to stabilization.
- The additional NOI will increase the value of the building all other things being equal.
- Additional NOI is always the goal in our value-add strategy.

Revenue Enhancements



- Our operational team employs a robust, technology-focused, data-driven growth strategy to maximize revenue across the portfolio.
- Our business strategies focus on driving physical and economic occupancy through in-depth competitive analysis, rate management algorithms, digital marketing optimization, “grassroots” efforts, and virtual management operational efficiencies.
- We diligently test and monitor our results using data analytics practices including regression analysis and predictive modeling.
- Ancillary income opportunities including U-Haul truck rentals, tenant insurance, late fees, etc. are identified for each property and implemented by our integrated team.

Vertical Integration



- Reliant is vertically integrated firm with teams that specialize in acquisitions, construction, operations, asset management and investment management.
- Having these teams in-place allows Reliant to efficiently and effectively acquire properties, add value, and then reposition/dispose of the asset to achieve or exceed projected returns for our equity partners.

Previous Fund Performance

Reliant Self-Storage Fund I

- › Launched: May, 2019
- › Closed: March, 2020
- › Projected Hold Period: 6 Years
- › Projected Returns:
 - 15% Average Annual Return
 - 90% Total ROI over 6 Years
 - 1.9x Equity Multiple After 6 Years
 - 11 Properties Closed in Fund I Portfolio



Realized Returns

31.65% Annual ROI | 69% Total ROI
1.69x Equity Multiple | 2.18 Year Hold Period
Returns Based on Class C investor

Reliant Self-Storage Fund II

- › Launched: April, 2020
- › Closed: October, 2021
- › Projected Hold Period: 6 Years
- › Projected Returns:
 - 12-15% Average Annual Return
 - 72-90% Total ROI over 6 Years
 - 1.72x-1.9x Equity Multiple After 6 Years
 - 11 Properties Closed in Fund II Portfolio

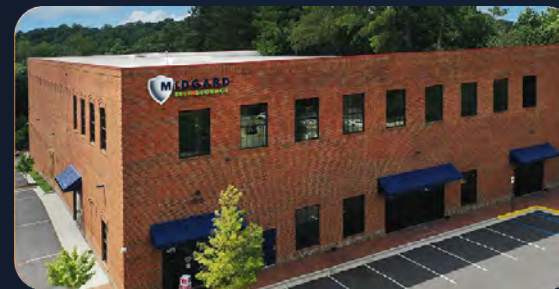


Realized Returns

12.77% Annual ROI | 38% Total ROI
1.38x Equity Multiple | 2.96 Year Hold Period Returns
Based on Class C investor

Reliant Self-Storage Fund III

- › Launched: November, 2021
- › Closed: September, 2022
- › Projected Hold Period: 6 Years
- › Projected Returns:
 - 12-15% Average Annual Return
 - 72-90% Total ROI over 6 Years
 - 1.72-1.9x Multiple After 6 Years
 - 30 Properties Closed in Fund III Portfolio



Current Performance

Executing Value-Add Strategy: Focus on
Acquisitions and Expansions

4 of 30 Properties Sold by July '24
Returns to be determined

Reliant Self-Storage Fund IV

- › Launched: October of 2022
- › Closed: April of 2024
- › Projected Hold Period: 6 Years
- › Projected Returns:
 - 13% Average Annual Return
 - 80% Total ROI over 6 Years
 - 1.8x Multiple After 6 Years
 - 11 Properties Closed in Fund IV Portfolio



Current Performance

Executing Value-Add Strategy: Focus on
Acquisitions and Expansions

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Reliant Real Estate Fund V

Fund V is an equity fund available to accredited investors to acquire and develop a diversified portfolio of properties across secondary and tertiary markets in the United States.

Reliant will be targeting an equity raise of \$100,000,000 to purchase properties that meet our underwriting standards to offer principal protection, while delivering quarterly distributions over our projected 6-year hold period.

Reliant will focus our investments on all types of self-storage opportunities including but not limited to development deals, value-add opportunities, and stabilized properties.

Investment Details

Issuer
Reliant Real Estate Management

Fund Target
\$100mm

Minimum Investment
\$100k

Target Return
80-100% ROI
13-16% Avg Annual Return
1.8-2x Equity Multiple

	Class A	Class B	Class C
Minimum Investment	\$5mm	\$1mm	\$100k
Preferred Return	8%	8%	8%
Split	80/20	75/25	70/30
IRR Hurdle (15%)	70/30	60/40	50/50

Manager Commitment
Minimum 3%

Distribution Terms
Quarterly distributions beginning first full quarter once equity raise is complete

Duration of the Fund
6-year projected hold

Fees	
Acquisition	2%
Development	6% (of CAPEX budget if applicable)
Investment Management	1%
Property Management	6%
Disposition	1%

The information contained herein is based upon Sponsor’s best efforts to forecast the general economics of the proposed investment. It should be expected that the “projection” will change as certain variables are confirmed or modified. Accordingly, adjustments to the model or the properties included in the projections may have a material effect on the outcome of the investment.

Value-Add Strategy

The Facility

- › This is a well-located facility in a very high-growth corridor of Huntsville, Alabama, with recently completed and under-construction single-family homes within just a few miles.

The Advantages

- › For Reliant, this purchase adds to our strong market presence in northern Alabama. We own and operate one facility in this market, a mere 8-minute drive from this location. Additionally, we have two facilities in nearby Athens, one south of those in Tanner, and five more in Florence.

The Business Plan

- › Our business plan is to increase rental rates to market levels, implement revenue management systems, lease up to stabilized occupancy, integrate our sophisticated digital marketing platform, and install Reliant's robust management platform. Reliant will benefit from leveraging existing market knowledge and economies of scale via our hub-and-spoke strategy.

Number of Properties:	1
Year Built:	2005
Current Total SF:	19,422/180 Units
Current Occupancy:	71%
Target Loan to Value:	55%

Projected Annual Return:	17.61%
Projected Hold Period:	6 Years
Projected IRR:	13.77%
Equity Multiple:	2.06x
Exit Cap Rate:	6%

CLOSED AL09A – MGSS Harvest

2543 Old Railroad Bed Rd Harvest, AL 35749



Lease-Up Strategy

The Facilities and Their Advantages

- › Stephens City opened in August 2023 and has leased 196 of 471 units, totaling 62,325 square feet, and will be rebranded as Midgard Self Storage, leveraging our operational expertise. Median income and population growth exceed national averages, and 77% of homes within 3 miles are owner-occupied.
- › Penn Laird, with 88,300 SF of rentable space and 720 units (637 climate-controlled), recently received a certificate of occupancy and will be branded as Midgard Self Storage. The market shows strong growth, high income, and low supply, with just one competitor within three miles.

The Business Plan

- › Both properties will be on our virtual manager platform, which will be used to lease the properties up to stabilization. Since both properties were recently built, we anticipate low cap-ex investment during our hold period.

	Stephens City	Penn Laird
Number of Properties:	1	1
Year Built:	2023	2024
Current Total SF:	62,325	88,300
Current Unit Total:	471	720
Current Occupancy:	19%	0%
Target Loan to Value:	65%	65%

Portfolio Return Summary	
Projected Annual Return:	16.2%
Projected Hold Period:	6 Years
Projected IRR:	12%
Equity Multiple:	1.97x
Exit Cap Rate:	6%

CLOSED Virginia Portfolio

Stephens City and Penn Land Virginia





Thank you!

If you have any questions, please contact

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Or

Michael Rieger, mrieger@reliant-mgmt.com