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# University of Wisconsin System Board of Regions

J.P. Morgan Asset Management Global Real Assets

Strategic Rationale for Real Estate & Why Now

June 10, 2010

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## **Today's presenters**



**Stephan T. Murphy**, Client Portfolio Manager, is a member of the Global Real Assets client relations marketing group. Previously, he was head of J.P. Morgan's Development and Engineering Group. He has had extensive real estate experience with acquisitions, development, asset management and dispositions. An employee since 1998, he has been responsible for environmental/engineering due diligence, development management/investments and operational support for asset management. Stephan has participated in over \$9 billion of acquisitions and over \$5 billion of development projects. Prior to joining the firm, he was employed by O'Connor Realty Advisors, Inc., Eastdil Realty, Lazard Realty and the City of Englewood, NJ. He is a member of the Urban Land Institute, PREA and NAREIM. Stephan holds a B.A. from Syracuse University, as well as both a B.S. and B.L.A. from SUNY College of Environmental Science and Forestry. Stephan has an FINRA Series 7 and 63 licenses.



Robert D. White, Vice President, is a client advisor and joined the Alternative Strategies Group in March 2008. An employee since 2007, Robert was previously the head of U.S. Equity Absolute Return Strategies within JPMorgan Asset Management. From 1996 to 2007, Bob worked at Investor Select Advisors, a fund of hedge funds, as director of Global Research and a member of the Investment Committee. From 1992 to 1996, he was with Prudential Securities in the municipal bond arbitrage group. Robert earned a B.A. from Princeton University and holds FINRA Series 7 and 63 licenses.

# **Presentation**

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**Strategic Rationale for Real Estate** 

# What are investors looking to achieve from real estate?

#### Strategic Objectives

Return Risk mitigators

Return enhancement Diversification

Current income Downside protection

Source: JPM

# Real estate: Strategic rationale

#### A significant asset class

- estimated at \$8.0tn in value (U.S. commercial real estate)<sup>1</sup>
- can be accessed through a range of available investment approaches

#### Performance

- expected total return lies between investment-grade fixed-income and large-cap equity
- a historical performance premium to fixed income with lower volatility than equities
- inflation hedging potential

#### Income

a large portion of real estate return is a stable income component

#### Diversification

- localized supply and demand
- low correlation with financial assets' returns

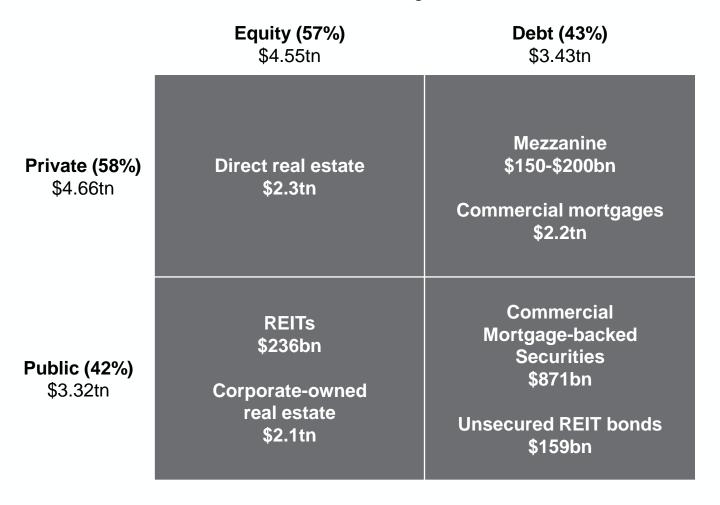
Sources: U.S. Federal Reserve, Miles and Tolleson, J.P. Morgan, NCREIF, Prudential and Emerging Trends



<sup>&</sup>lt;sup>1</sup> As of September, 2009

# Significant asset class

Overall, JPMIM believes the real estate market offers enormous opportunity for investment Total U.S. real estate market = \$8.0tn, largest in the world

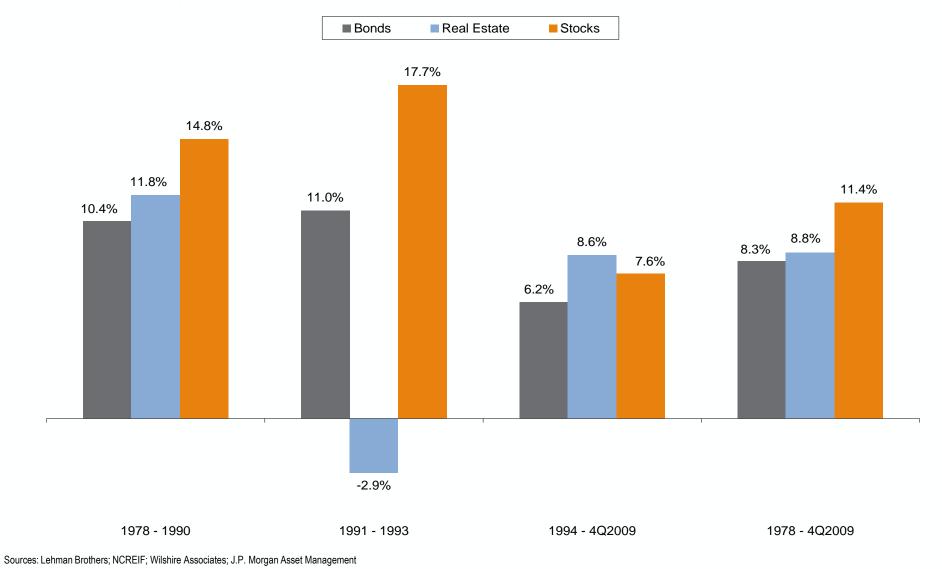


Sources: U.S. Federal Reserve, Emerging Trends, NCREIF, NAREIT, Miles and Tolleson, Prudential and J.P. Morgan. Data as of September 2009. Totals may not add due to rounding.



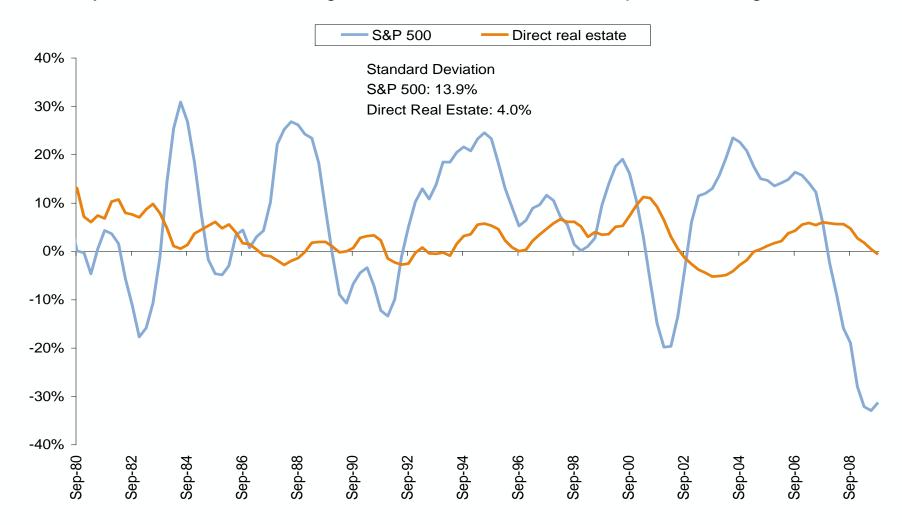
# How has real estate performed?

#### Annualized total return, as of December 31, 2009



# Moderate operating income volatility

Historically, core real estate earnings have fluctuated less than corporate earnings



As of December 31, 2009.

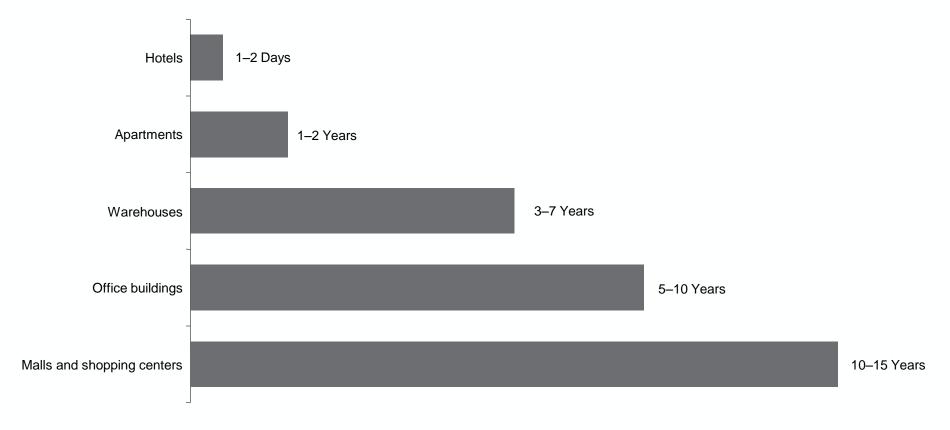
Chart shows the trailing 4Q operating earnings growth for the S&P 500 Index and NCREIF Index. Sources: NCREIF; Standard & Poor's; UBS; J.P. Morgan Asset Management — Real Estate



# Long-term leases drive a stable income return

More than 70% of the NPI income stream comes from the warehouse, office and retail sectors

#### Typical lease duration by property type

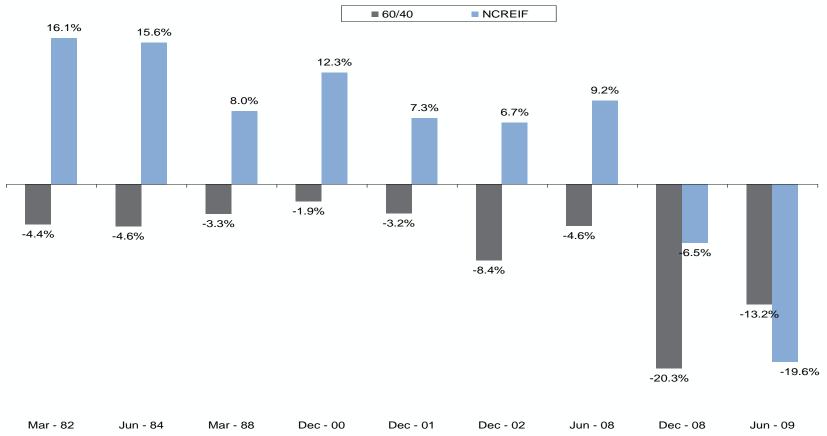


Source: Security Capital Research & Management Incorporated (SC-R&M) estimates

## Low correlation with financial assets provides diversification

Real estate potentially offers a defensive strategy – it provides diversification with low correlation to traditional asset classes

Four-quarter total return for NCREIF Property Index vs. Four-quarter total return for 60% stock/40% bond portfolio for selected periods through December 31, 2009<sup>1</sup>



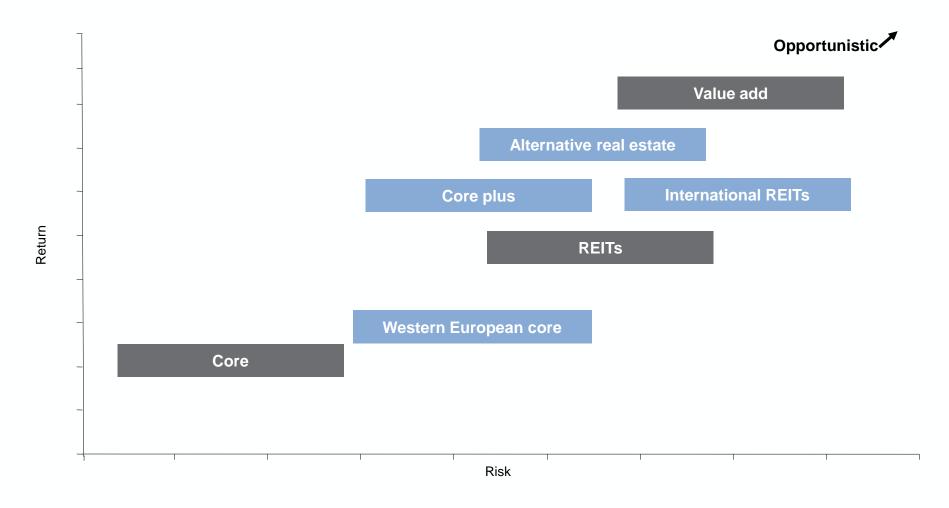
Sources: NCREIF; Lehman Brothers; Wilshire; J.P. Morgan; National Council of Real Estate Investment Fiduciaries (NCREIF) index of total return on unleveraged core direct real estate. Stock portfolio return is Wilshire 5000 Index, bond portfolio return is Lehman Aggregate Bond Index.



Dates represent the ending date of the nine weakest four quarter periods of the last two decades in the U.S. equity and debt markets through December 31, 2009. Past performance is not indicative of future results.

## Real Estate: Tried, true and new

A maturing asset class presents investors with more access points. Investors can choose a particular strategy or blend a number of strategies to deliver a better risk-adjusted return



The above chart is shown for illustrative purposes only. Results shown are not meant to be representative of actual investment performance.

# Portfolio components: Real estate investment styles

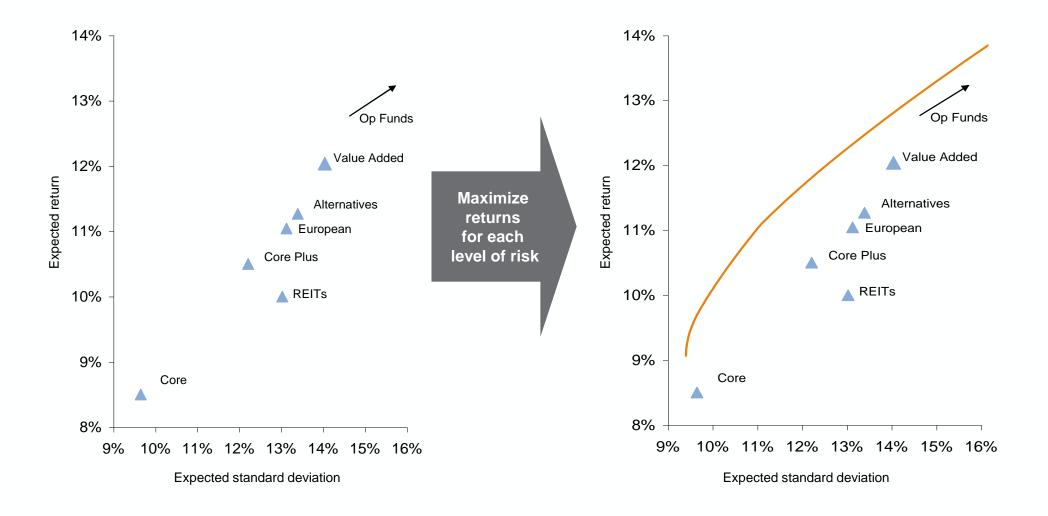
- Core: Equity investments in existing, "core" quality assets which require no substantial lease-up or redevelopment
- Core Plus: Primary holding of leveraged direct real estate with smaller dynamic allocations to mezzanine investments, commercial mortgage-backed securities and real estate investment trusts. Emphasis is on current income
- European: Moderate risk pan-European real estate investments that target the lesser-capitalized middle of the risk spectrum. This core plus strategy avoids declining yields at the very low risk end and substantial opportunity fund investment flows at the high risk end
- Alternatives: Property investments in "alternative" types of real estate. These include lodging and resorts, condominiums, public storage facilities, eldercare and age restricted housing among others
- REITs: Publicly traded equity real estate securities, mainly real estate investment trusts (REITs). REITs typically have 50% debt within their capital structures
- Value Added: Equity investments in value-added or enhanced-core strategies, including direct property investment with lease-up, redevelopment or development risk. Typically carries more leverage than core
- Opportunity Funds: Higher risk/return investment vehicles, usually structured as partnerships. Highly leveraged

# **Portfolio Components: Basic Characteristics**

			US,		
		US and	International	US and	
	US and European	European Core	and Global	European Value	Opportunity
	Core	Plus	REITs	Added	Funds
	00.0	. 10.0		7.0000	
			Publicly traded		
		Equity	real estate		
		investment in	equity securities	Equity	High degree of
	Equity	high quality	with core or	investment in	leasing risk,
	investments in	properties in the	core plus	direct property	resturcturing risk
	high quality, fully-	US and the EU.	characteristics	with significant	and arbitrage
	leased properties	Little or no	and moderate	leasing risk or	opportunities.
	in prime locations	leasing risk.	leverage. Partly	development	High leverage.
	in the US and EU.	Moderate	correlated to	risk. Higher	Low income and
General strategies	Low leverage.	leverage.	stock markets.	leverage.	liquidity.
Typical leverage	30%	60%	50%	65% to 70%	75%+
Typical leveraged returns	9 to 10.5%	11-13%	8 to 9%	14% to 18%	20%+
Expected volatility	9.5% to 10.5%	12.5% to 15.0%	12.8% to 13.5%	14% to 21%	25% to 30%+
Typical fee drag	100 bps	150 bps	80 bps	180-200 bps	350 bps
				Open-end,	
		Open-end,		perpetual life	
	Open-end,	perpetual life		funds with	
	perpetual life	funds with		limited liquidity;	Closed-end
	funds with	frequent		closed-end	funds with finite
	frequent liquidity;	liquidity;	Funds or	funds with no	lives and no
	separate	separate	separate	liquidity until	liquidity until
Investment vehicles available	accounts	accounts	accounts	fund winds down	fund winds down
Property holding period	10 years +	5-7 years	n/a	3-5 years	2-4 years

Expected returns and volatilities are estimates based upon proprietary research. They represent our estimates for generic strategies not JPMorgan advised products. Returns are expressed gross of applicable investment management fees and exclude manager alpha.

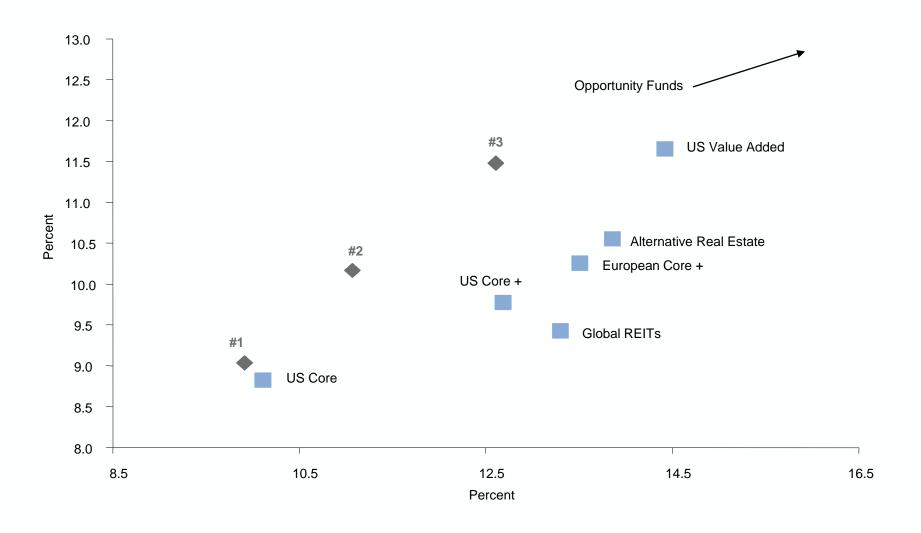
# Portfolio design tools: Efficient frontier



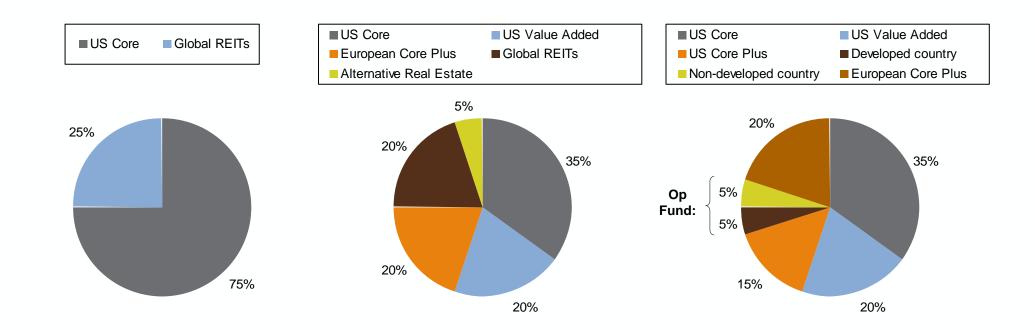
<sup>1</sup>Returns are measured gross of fees

# Blended portfolios yield better results

# Example-three optimal blends with a focus on income



# **Example – Three moderate risk portfolios**



Expected gross return:	9.0%
Expected net return:	8.0%
Expected volatility:	10.0%
% of return from income:	~75%
% non-core:	<10%
Implied leverage:	~35%

Expected gross return:	10.2%
Expected net return:	9.0%
Expected volatility:	11.0%
% of return from income:	~70%
% non-core:	<30%
Implied leverage:	~50%

Expected gross return:	11.5%
Expected net return:	10.0%
Expected volatility:	12.5%
% of return from incom	ne: ~65%
% non-core:	<30%
Implied leverage:	~55%



<sup>&</sup>lt;sup>1</sup>Expected returns reflect strategy returns and median manager performance for higher risk strategies. Expected returns and volatilities are illustrative and not based on actual framework results.

# Risk and cost factors that do not show up on efficient frontiers

#### ■ Manager selection risk

- This can be defined as performance gap between top performers and bottom performers in each strategy.
- Manager selection risk offers upside, however, of greater alpha generation in making the right selection.

#### Plan sponsor management intensity

 A large in-house team can not only be expensive but can also create institutional impediments to future strategy adjustments.

#### Less liquidity

 Most Value Added and virtually all Opportunity Funds are structured as private equity ventures. Capital can only be returned between seven and ten years after initial commitment.

#### More difficult to measure

Higher risk private equity real estate investments tend to be more difficult to value by appraisers.
 Additionally, dollar weighted and time weighted returns often diverge for closed end funds due to the timing of investment cash flows.

#### ■ Fee risk

 Fees for certain Value Added funds and most Opportunity Funds are difficult to calculate and incentivize the use of credit lines in lieu of client capital.

# In summary real estate can provide...

- Attractive performance
- Moderate volatility
- Diversification
- Inflation protection

Market outlook – Real Estate-Why Now?

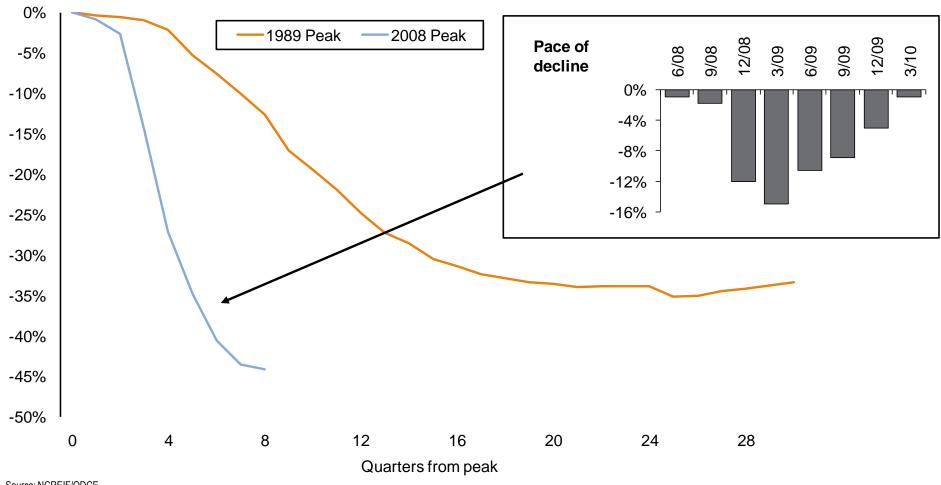
## U.S. commercial real estate outlook

- We expect a relatively deep decline in property income
- We believe current appraisal-based property valuations reflect this income scenario
- We think private market valuations are below "fair value"
- As a result, we think U.S. commercial real estate has potential to outperform

Source: J.P. Morgan. Throughout the presentation; opinions, estimates, forecast and statements of financial market trends that are based on current market conditions constitute our judgment and are subject to change without notice.

# Commercial property appraisal pricing is stabilizing

#### Change in commercial property prices from cyclical peaks



Source: NCREIF/ODCE

The charts and/or graphs shown above and throughout the presentation are for illustration and discussion purposes only.

# We expect a value recovery in the core space to start this year

Private-market transaction volume accelerates

**Early 2010** 

- Increased private lending
- Some CMBS issuance
- REIT IPOs
- Meaningful pickup in asset trades, especially core
- Distressed loans trade and foster price discovery for riskier assets

Source: J.P. Morgan

starts to revert to equilibrium

Late 2010 into 2011

Private-market pricing

We think IRRs and cap rates could gradually decline by 100 to 125 basis points

Earnings trough; Value rebound continues

2011

into 201

Current discount rates have "built-in" appreciation of 1% to 2% for core assets

Second half 2010

Private-market assets

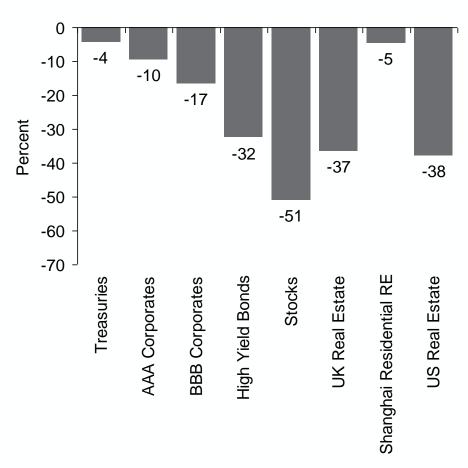
show modest

appreciation

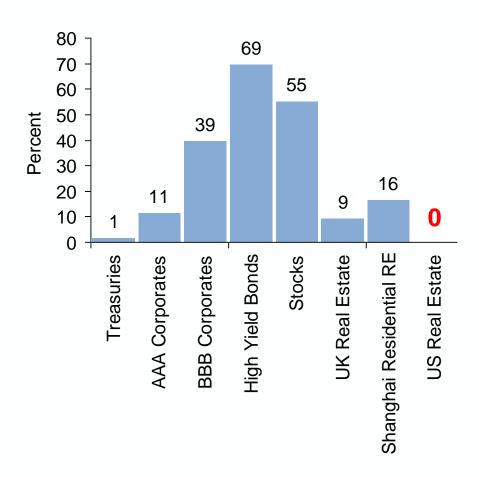
J.P.Morgan
Asset Management

# Most markets have partly rebounded – except US commercial real estate

#### Peak to trough total return



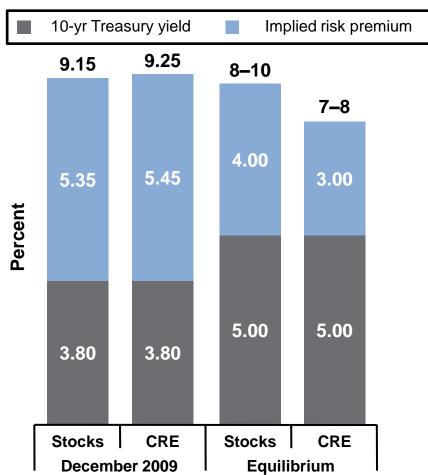
#### Trough to current total return



Source: Barclays, NCREIF, Bloomberg and J.P. Morgan The above chart is for illustrative and discussion purposes only.

# The macro level: Dislocation in U.S. property values likely to lead to outsized capital appreciation

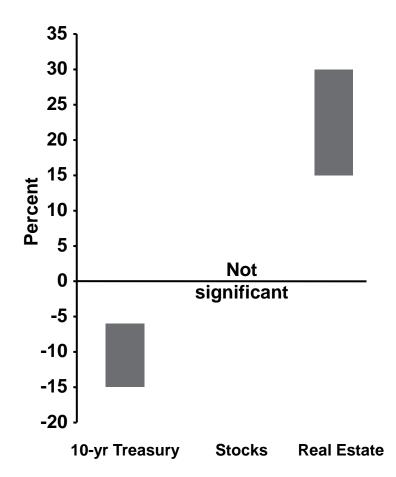
#### **Expected returns**



Expected returns are measured by yield, implied dividend discount rate and unleveraged discount rate for Treasuries, stocks and real estate, respectively. Risk premiums are estimated as return on stock or real estate minus Treasury vield.

Sources: Federal Reserve, J.P. Morgan

#### Implied price change: December 2009 to equilibrium



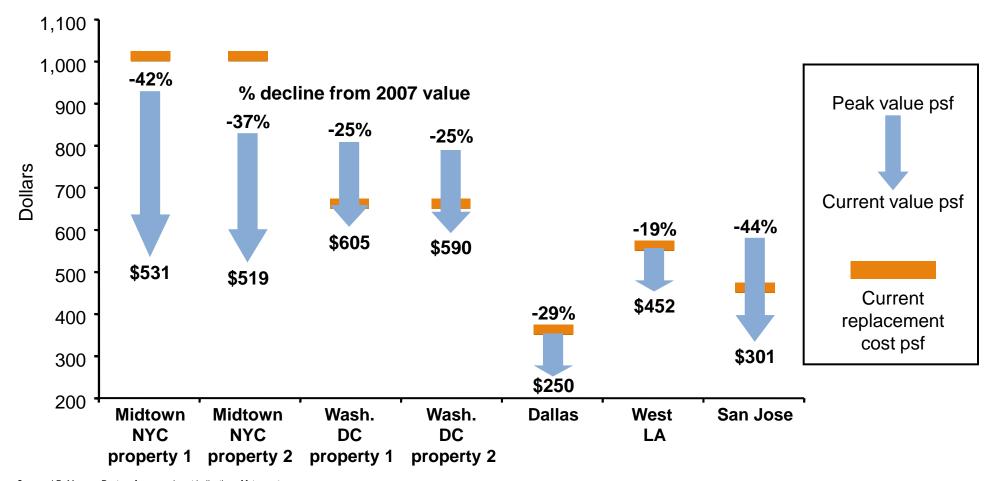
Implied price change is an estimate of the cumulative change in capital value that will result as asset expected returns change.



# The ground level: Class A CBD office prices are down by 20–45% and now below replacement cost, a long-term governor on value

Select CBD Class A office properties owned by J.P. Morgan Asset Management clients and held in core strategies

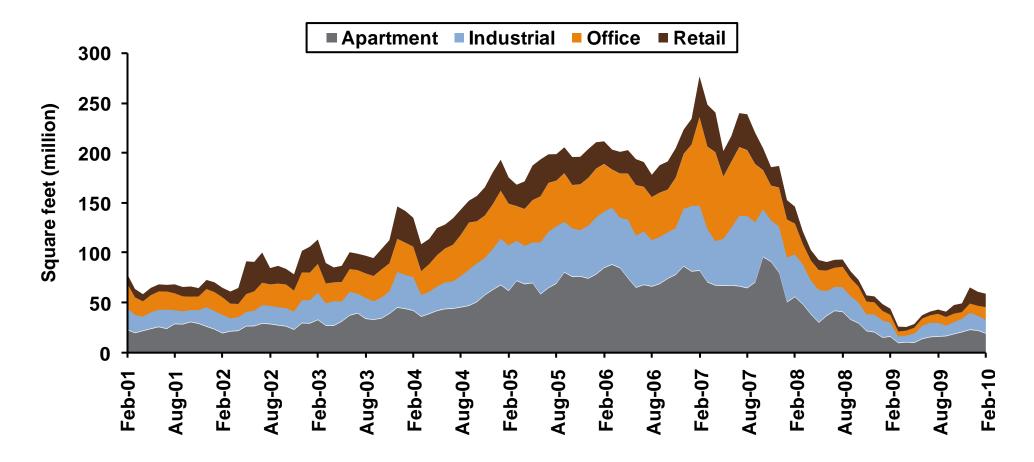
#### Peak to current unleveraged gross asset value



Source: J.P. Morgan. Past performance is not indicative of future returns.

# Property sales volume is starting to rebound

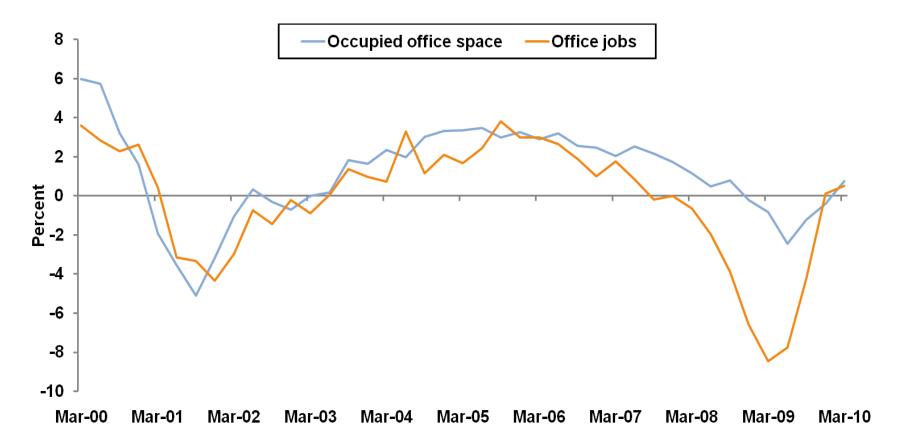
#### Transaction volume, three-month rolling average in square feet



Sources: RCA, J.P. Morgan

# Occupancy held up better than we thought

#### Quarterly growth, annual rate



Sources: Torto Wheaton, BLS and J.P. Morgan

# Why didn't office occupancy fall as much as jobs?

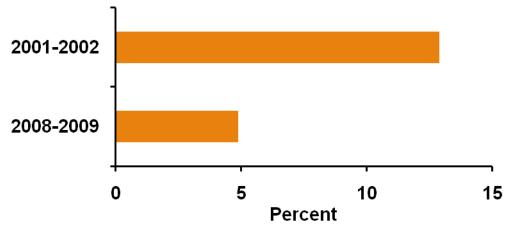
#### Source of layoffs:

- 2001: small companies implode and space is dumped
- 2008: large companies slash payrolls without dumping space
- Implication: future vacancy decline at only a moderate pace

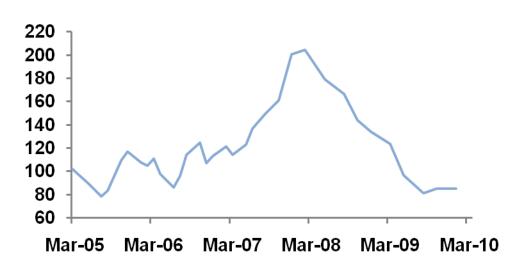
#### Rents:

- 2001: landlords wait and see
- 2008: landlords slash rates
- Implication: rents likely to spike early

#### Share of mass layoffs from insolvencies



#### Net effective office rents, indexed

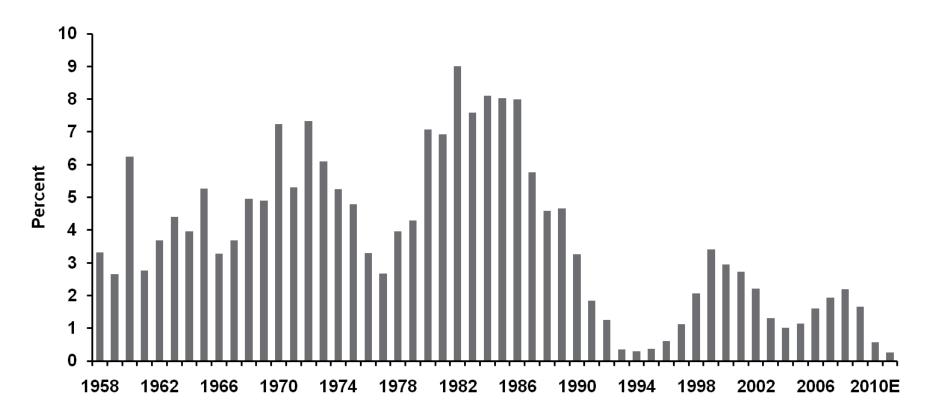


Sources: J.P. Morgan, BLS

Note: Net effective rents are annuitized PV's of lease cash flows for newly signed leases at office buildings managed by J.P. Morgan Asset Management, net of expenses.

# What about supply? Very little was built

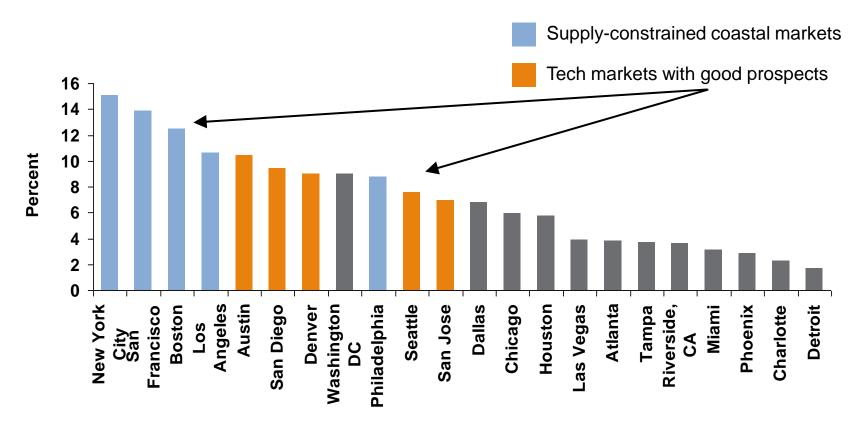
#### Annual office space completions as a share of existing stock



Sources: CoStar, TortoWheaton, JPMorgan Asset Management

# Office rent spikes are in the offing

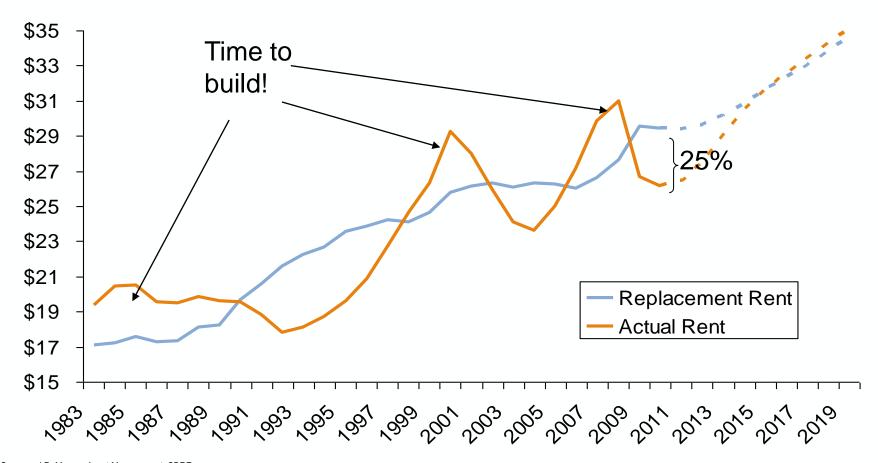
#### Annual growth rate, 2010–2013



Source: J.P. Morgan

# Nationally, office rents can rise sharply before investors will likely be motivated to build

US office rents compared with rents that rationalize new construction ("replacement rents")

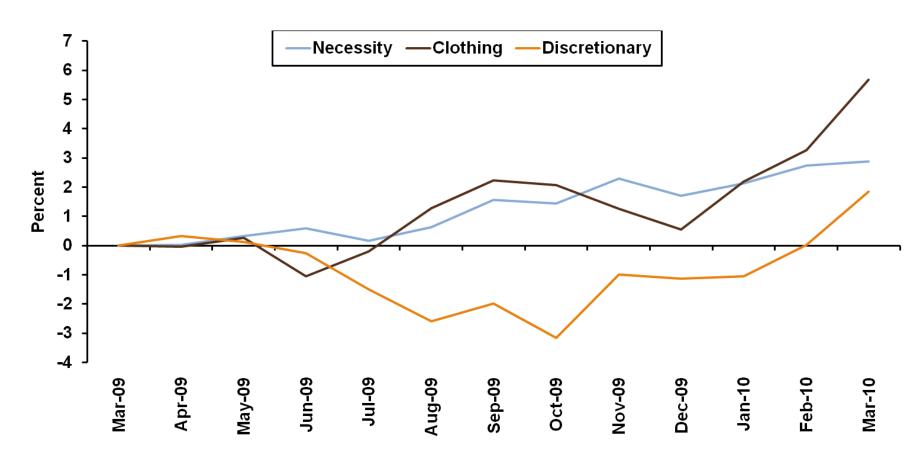


Sources: J.P. Morgan Asset Management, CBRE

The above charts are for illustrative and discussion purposes only. Opinions, estimates, forecasts, projections and statements of financial market trends that are based on current market conditions constitute our judgment and are subject to change without notice. There can be no guarantee they will be met. Strictly Private & Confidential.

# Consumers are spending before jobs return

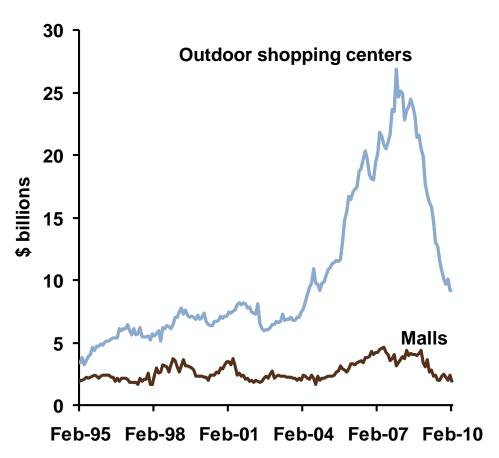
### **Cumulative percentage change in spending since March 2009**



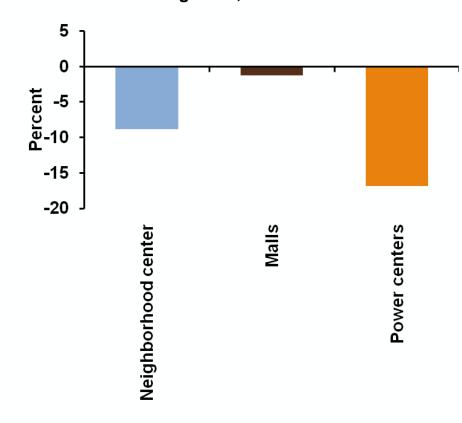
Source: Bureau of the Census

# Supply constraints made (and will make) malls out-performers anyway

#### Construction



#### Cumulative retail NOI growth, 2008 and 2009



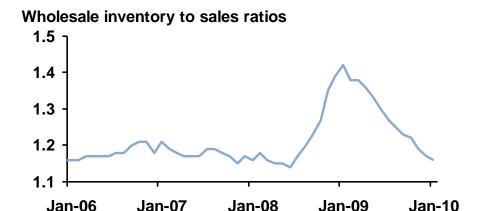
Sources: Bureau of the Census, NCREIF, J.P. Morgan

# Warehouses: Terrible 2009 but now on the right side of the "V"?

#### Warehouse vacancy rates surged

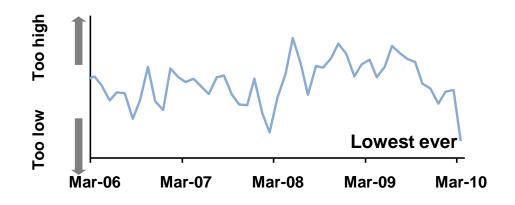
# 16 14 - 12 10 10 8 6 Mar-90 Mar-94 Mar-98 Mar-02 Mar-06 Mar-10

#### Inventory overhang is gone



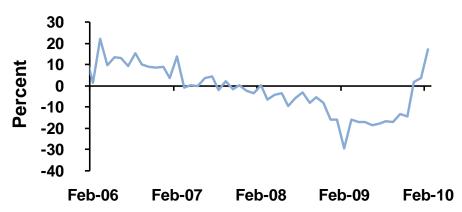
#### Companies think inventories are low

ISM-NM Survey "Inventories too high?" responses



Ports are busier

Traffic volume, major US ports, y-o-y

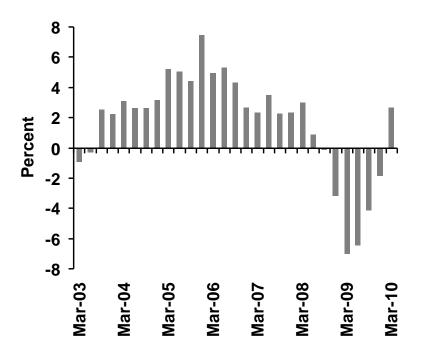


Sources: TortoWheaton, Ports, BEA, ISM

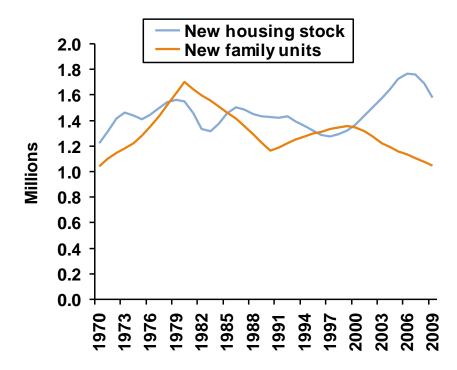


# Apartment rents have stabilized but recovery will be tempered by over construction

Apartment effective rent changes per quarter, seasonally adjusted annual rate



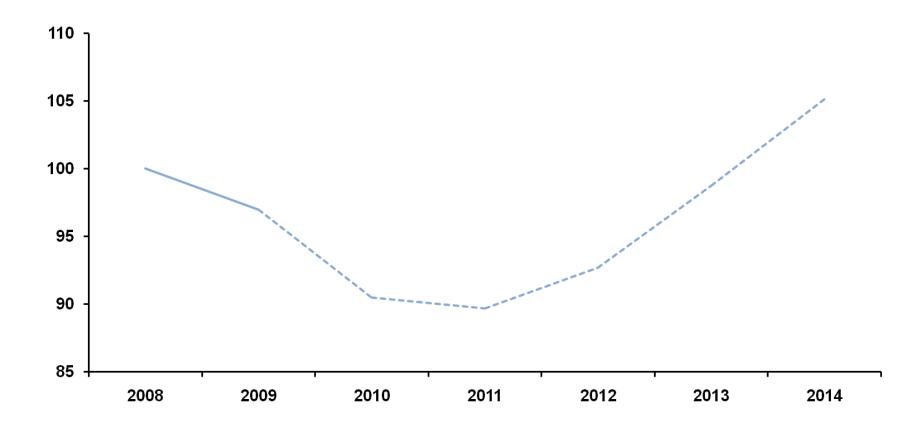
Newly built housing vs. newly formed families, 10year moving average



Source: Axiometrics, J.P. Morgan, Bureau of the Census

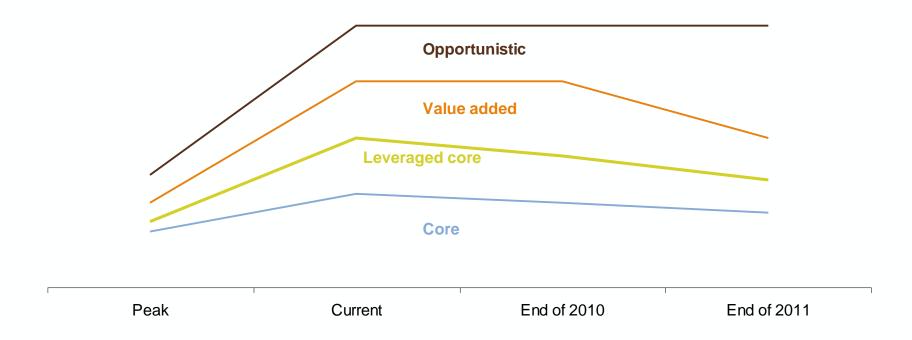
# NOI forecast for US Core Real Estate: Weak but better than we feared

#### Index of NOI



# Re-normalization will occur first in core but opportunistic window will remain open well into 2011

#### Stylized expected returns for real estate strategies



Source: J.P. Morgan. Past performance is not a guide for the future. These numbers reflect expectations of the market, and are given for general and illustrative purposes, and do not relate to any specific strategy or fund managed by J.P. Morgan Asset Management.

### We see an attractive opportunity to invest in U.S. real estate

- Private-market real estate currently is lagging—as it always does
  - real estate earnings lag corporate earnings
  - real estate loan defaults and delinquencies are lagging indicators
  - appraisal-based valuations are unlikely to rebound until there are sufficient transactions to give valuers confidence in their estimate. By then, prices will already be heading up
- This creates opportunities for investors in the private markets
  - in particular, NAV-based funds likely are trading at a discount to "fair value"
  - we think this investment window will be open in 2010, but we would not be surprised if today's redemption queues become contribution queues around mid-year

# As pricing reverts to equilibrium we believe U.S. real estate strategies can produce outsized returns for several years

- We think investors are starting to recognize the dislocation in real estate value. Capital inflows will eliminate the dislocation by fostering competitive bidding for assets
- Core strategies: income yields ~7% and total returns in the 10%–12% range (gross of fees)
- Core-plus strategies: income yields ~9% and total returns in the 12%–15% range (gross of fees)
- Opportunistic strategies: 15% to 20% total returns (net of fees), mostly from appreciation

Please note that these strategies often use financial leverage: core typically 25% to 35%, core-plus 50% to 65% and opportunistic 60% and higher. The prospective returns cited above include the expected effects of leverage. The information above is shown for illustrative purposes; no guarantee is being made that the above strategies will achieve the returns shown.

### U.S. Commercial Real Estate market overview

- Are we there yet?
  - we likely are at bottom now
  - in our view, values have dipped below "fair value" or equilibrium prices
- What about the "mountain of debt?" Slow burn, not fire sale
- We recommend:
  - invest today in core/core-plus funds
  - make commitments to opportunistic strategies that will deploy capital over the next several vintage years

J.P. Morgan Asset Management – Global Real Assets Overview

# J.P. Morgan Asset Management - Global Real Assets

















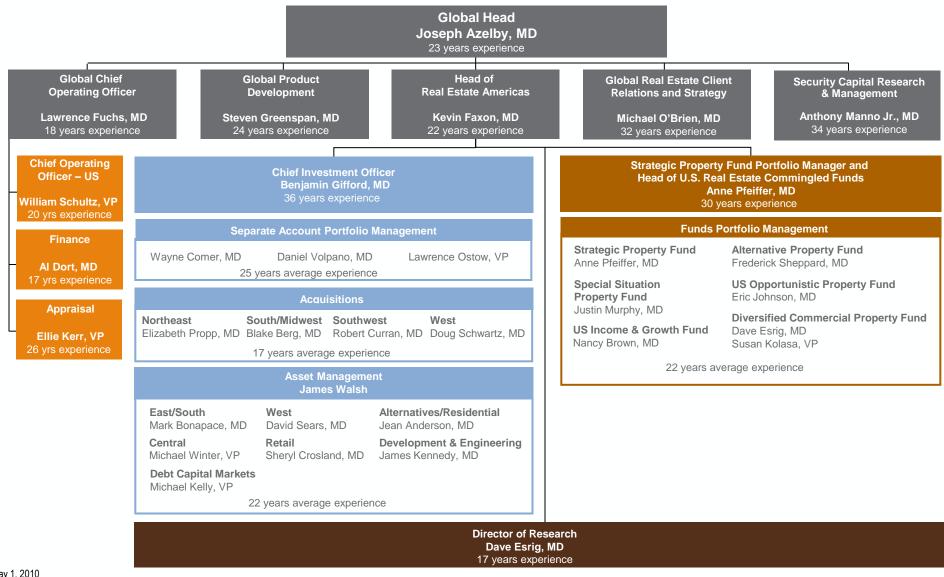
# J.P. Morgan Asset Management – Global Real Assets

We are one of the industry's premier real asset investment managers

- \$44.1bn in assets under management including \$38.5bn in the private market and \$4.5bn in the public market¹
- Over 38 years of real estate investment management experience
- Stable, experienced management team
- 359 investment professionals (335 focused on the private market and 24 on the public market)
- Diverse client base including more than 330 institutional clients and over 700 high net worth clients
- Extensive, long-standing relationships with partners help generate \$25bn in annual privately negotiated deal flow
- **Performance** consistent top performance versus targets

Source: J.P. Morgan Investment Management December 31, 2009

# J.P. Morgan Asset Management – Global Real Assets, Real Estate Americas



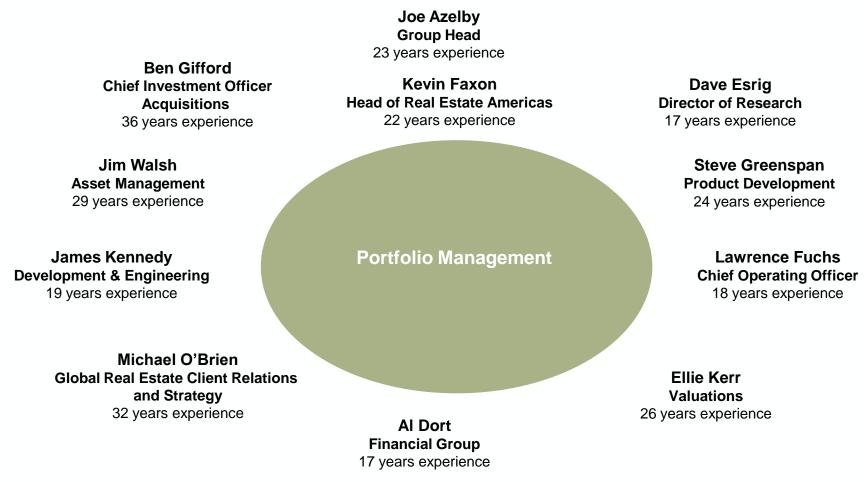
May 1, 2010

There can be no assurance that professionals currently employed by JPMAM will continue to be employed by JPMAM or that past performance of such professionals serves as an indicator of such professionals' future performance.



### Our people: Experienced, focused professionals

A team of experienced specialists are focused on supporting the portfolio manager to deliver performance and service to our clients



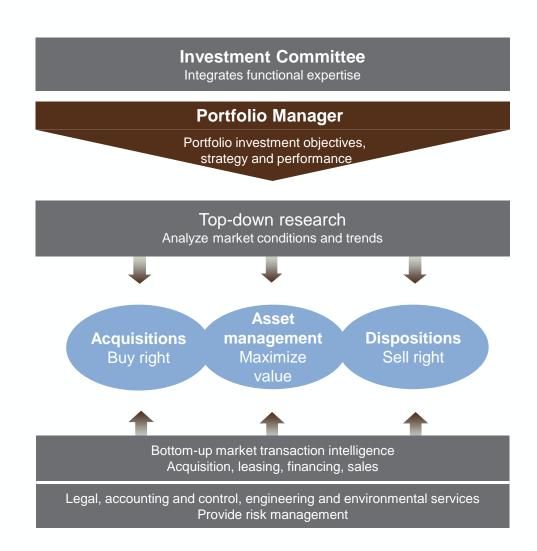
Effective May 1, 2010

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### Disciplined and integrated investment process

- Team approach
- Committee process
- Portfolio manager responsibility



### Global Real Assets Real Estate Americas – Investment Committee

Chief Investment
Officer
Benjamin Gifford

**Portfolio Manager** 

**Asset Management** 

Region or Property Sector Head\* Real Estate
Research
Senior Member\*\*

Head of Real Estate Americas

Kevin Faxon

Product Development

Steven Greenspan

Financial
Al Dort

Asset
Management
James Walsh

Engineering Services

James Kennedy

Director of Valuation
Ellie Kerr

### A unanimous vote is required to approve acquisitions and dispositions

\* Asset Management Region and Sector Heads:

East/South: Mark Bonapace Central: Michael Winter West: David Sears

Alternatives/Residential: Jean Anderson

Retail: Sheryl Crosland

\*\* Real Estate Research Senior Members

Dave Esrig Anne Hoagland Brian Nottage

Voting members



As of March 31, 2010

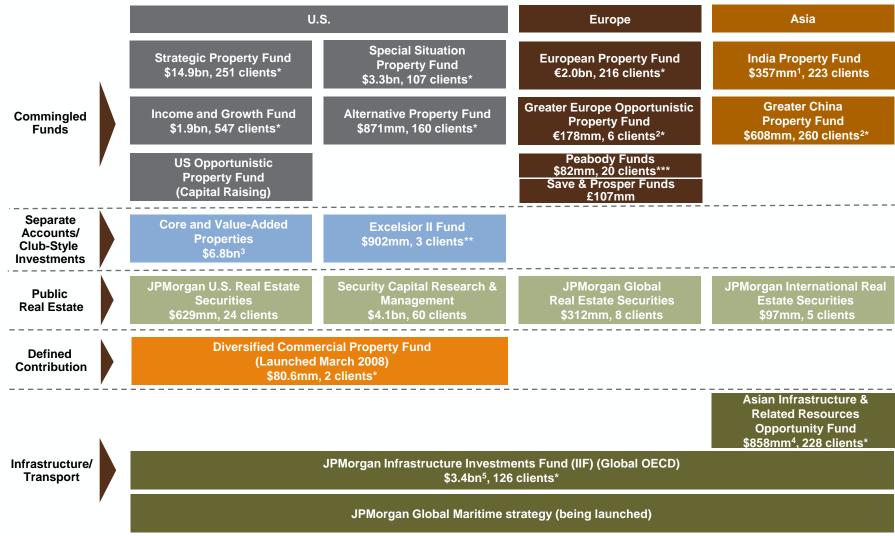
There can be no assurance that the professionals currently employed by JPMAM will continue to be employed by JPMAM or that the past performance or success of any such professional serves as an indicator of such professional's future performance or success.



# A fair and transparent valuation process

- All assets are valued quarterly
- Annual external appraisals (semi-annual for assets for \$100 million or greater NAV)
- Internal appraisals conducted in interim periods
  - Cash flow models are updated for property specific and/or market changes
- Director of valuations
  - In-house, MAI, oversees the process
  - Hires/monitors third party appraisal firms
  - Ensures consistency in appraisal assumptions by property type and geography
- Client transactions are executed at a current, fair market value

### J.P. Morgan Asset Management – Global Real Assets Product Range



Total assets under management \$43.0bn fair value, gross of debt, preliminary as of December 31, 2009

<sup>&</sup>lt;sup>1</sup> Total NAV \$129mm as of December 31, 2009

<sup>&</sup>lt;sup>2</sup> Total committed since inception

<sup>&</sup>lt;sup>3</sup>We manage 10 separate accounts, some of which invest across both core & value added strategy

<sup>&</sup>lt;sup>4</sup> Total committed since inception.

<sup>&</sup>lt;sup>5</sup> Total committed since inception.

<sup>\*</sup>As of March 31, 2010. \*\*As of December 31, 2009. \*\*\*The Peabody Fund, which has largely liquidated, at its peak represented \$2.4bn of assets under management.

# **Client relations and communications**

#### Communications

- monthly client statements
- quarterly reports
- annual reports
- research reports
- quarterly webcasts

#### Meetings

- semi-annually, and as required
- Annual client conference

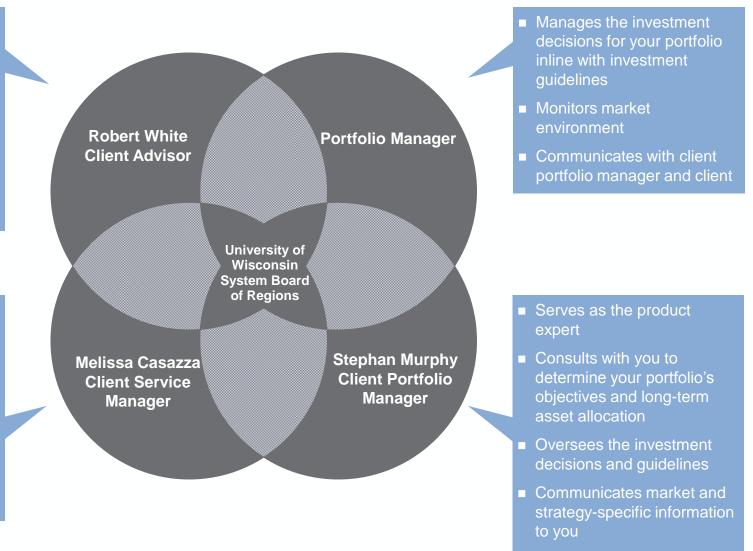




# A dedicated team to serve University of Wisconsin System Board of Regions

- Provides consultative and problem solving solutions
- Serves as advocate to all products and services
- Initiates relationship to investment management organization
- Brings deep product knowledge and expertise

- Establishes and maintains the portfolio including:
  - negotiates contracts
  - communicates with custodians and other parties
  - funds investment accounts
  - defines and coordinates ongoing servicing requirements





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**Commingled Fund Strategies** 



**Strategic Property Fund** 



# JPMCB Strategic Property Fund<sup>1</sup> is core real estate



Walnut Fork Distribution Center, Atlanta, GA



Office - The Water Garden, Santa Monica, CA



Glenmuir, Naperville, IL



Valley Fair Mall, San Jose, CA

<sup>1</sup>PMorgan Chase Bank N.A. ("Strategic Property Fund") Commingled Pension Trust Fund

These examples represent some of the investments of the Fund. However, you should not assume that these types of investments will be available, will be selected for investment by the Fund in the future

# **Strategic Property Fund: Investment strategy**

#### Investment characteristics

- Focus on attractive stabilized investments with high quality physical improvements
- Excellent location factors, with dominant competitive market positions
- Stronger growth demographics
- Minimal new development (pure core)
- High quality income stream

#### Risk and return expectations

- Total return target NPI + 100bps; income driven
- Holding period 5-10 years
- Portfolio leverage 25% to 30% total portfolio
- Operating cash target 1% to 3% of total net asset value



Park Place at Bay Meadows, San Mateo, CA



Century Plaza Towers and 2000 AOS, Los Angeles, CA

The manager seeks to achieve the stated objectives. There can be no guarantee those objectives will be met



### **Strategic Property Fund is pure core**

#### Fund size

 No single asset, tenant, city or industry has undue influence over the Fund's value or performance

#### Quality

- A diversified portfolio of dominant, high-quality assets in the most liquid markets
- No hotels, no self-storage, no assisted living, no forward commitments, no tertiary markets, no cross-collateralized debt, minimal development

#### High occupancy

Total portfolio occupancy of 90%

#### Low lease rollover

 On average, less than 10% lease rollover exposure per year through 2012 (excluding residential)

#### Solid income

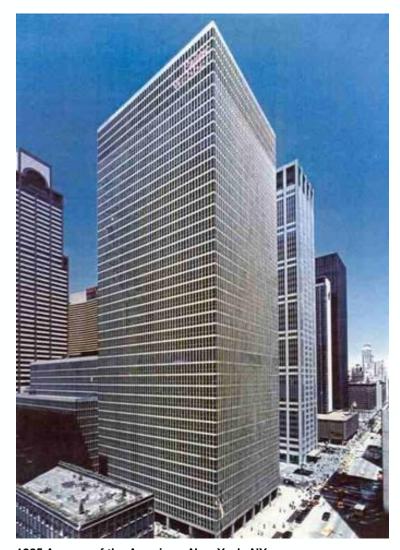
 The Fund's forward one-year income yield of 6.25% helps soften the impact of the weak economy

#### Conservative leverage

34% as of 1Q10

#### Staggered debt maturities

Debt maturing in 2010 is relatively low at 4.2% of the Fund's GAV



1285 Avenue of the Americas, New York, NY

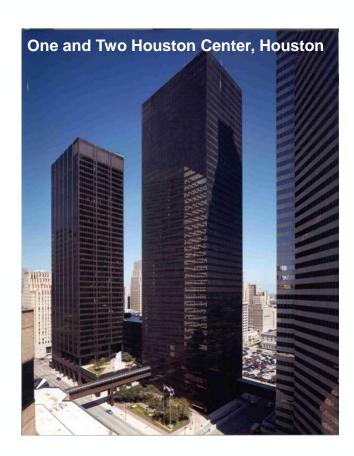
March 31, 2010



# Strategic Property Fund maintains a fortress balance sheet

- A Strong cash position 7.4% throughout the crisis
- Long-term fixed, rate financing at below market interest rates
- Well managed and conservative leverage, will result in out performance during a recovery period and over an economic cycle
- Liquidity to make significant redemption payouts to clients when others couldn't (\$525 million 1Q10)

Result: SPF clients are making significant new contributions to the fund



# **Strategic Property Fund overview**

#### Investments as of March 31, 2010

- 93 office buildings
- 226 industrial buildings
- 21,517 apartment units in 60 complexes
- 26 super regional and regional malls
- 249 neighborhood and community retail centers

#### Fund profile as of March 31, 2010

Net Asset Value: \$9.9bn

Current leverage: 34.0%

Current cash position: 8.6%



Bridgewater Commons Mall Bridgewater, NJ



**Duke Weeks Industrial Portfolio Texas** 

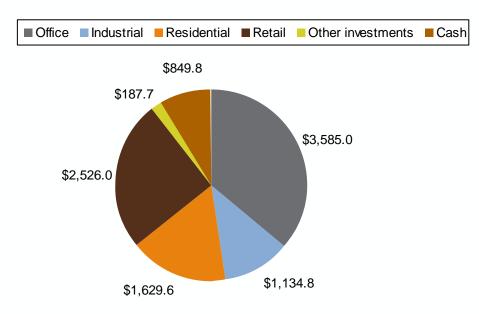


Capitol at Chelsea New York, NY

# Strategic Property Fund: A large, well-diversified investment portfolio

As of March 31, 2010 (in millions – NAV \$9,912.9)

#### Property type diversification



	% of NAV	Target range(%)	NPI(%)
Office	36.1	35 to 40	35.8
Industrial	11.5	14 to 18	15.1
Residential	16.4	18 to 23	24.2
Retail	25.5	20 to 25	23.0
Direct RE	89.5		98.1
Cash	8.6		0.0
Other	1.9		1.9
Total Fund	100.0		100.0

#### **Fund facts**

#### **Asset Management**

Cash position

End of 1Q10 8.6%
Contribution queue \$207mm
Redemption queue \$0mm
Current leverage 34.0%

#### A pure core strategy

#### **Asset Management**

- Broadly diversified, well leased properties
- No exaggerated sector bets
- No hotels, assisted living, self-storage or forward commitments

#### **Investor profile**

Total number of investors: 254

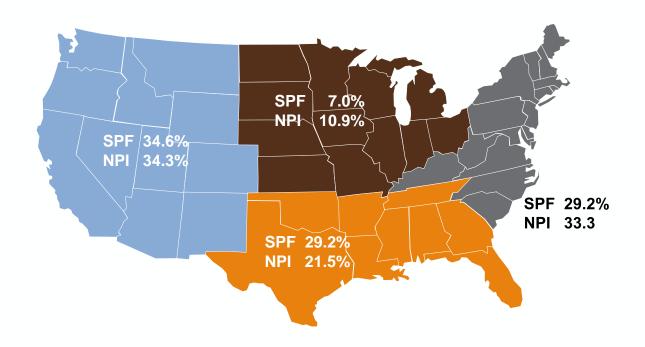
Average investor size \$39mm

The above is shown for illustrative purposes only, and is subject to change without notice.



# Strategic Property Fund: Diversification by location

As of March 31, 2010 (in millions – NAV \$9,912.9)



MSA	% of NAV
Los Angeles, CA	11.5
Washington, D.C.	8.6
Atlanta, GA	6.9
Miami, FL	6.8
New York, NY	6.8
Dallas, TX	5.7
San Jose, CA	5.1
Chicago, IL	5.0
Greater Boston, MA	4.4
Denver, CO	4.0

The above is shown for illustrative purposes only, and is subject to change without notice. Diversification does not guarantee investment returns and does not eliminate the risk of loss

# Strategic Property Fund: Balance sheet, operations and valuations

#### Leverage profile: 34.0% LTV as of March 31, 2010

- Non-recourse debt
- Staggered debt maturities
- 2.5%, 13.2% and 6.1% of NAV maturing in 2010, 2011 and 2012 respectively
- Average LTV is below 50% for expiring loans

#### Cash and queues as of March 31, 2010

- Cash: \$849.8 mm, 8.6% of NAV (6.8% after redemption retirement on April 6)
- \$480+ million in operating cash flow
- Outgoing queue: \$0 mm
- Incoming queue: \$207 mm

#### Occupancy: 90.8% (as of March 31, 2010)

	Orderly rollover (%)					
	Occupancy	10	11	12		
Office	91.7	5.4	7.4	8.5		
Retail	91.0	7.0	7.9	9.3		
Residential	93.3	N/A	N/A	N/A		
Industrial	84.0	12.4	9.6	13.4		
Portfolio	90.8	9.0	8.5	10.9		

#### Valuation metrics as of March 31, 2010

	Peak (%)	Current (%)
Going in-yield	5.3	6.7
Stabilized yield	5.7	7.7
Discount rate	7.1	8.8

### **Strategic Property Fund performance**

### Supplemental to annual performance report

Annualized returns as of March 31, 2010 (%)	Three months	One year	Three years	Five years	Ten years	Since incep. 1/1/98
Income	1.7	6.6	5.6	5.8	6.8	7.3
Appreciation	-1.1	-20.0	-13.5	-4.1	-0.7	0.4
SPF Total	0.6	-14.6	-8.6	1.5	6.1	7.7
ODCE Total	0.8	-18.0	-10.8	0.0	4.8	6.5
NPI Total	0.8	-9.6	-4.3	4.2	7.1	8.2

Past performance is not a guarantee of comparable future results. Total return assumes the reinvestment of income. Performance results are gross of investment management fees. The deduction of an advisory fee reduces an investor's return. Actual account performance will vary depending on individual portfolio security selection and the applicable fee schedule. Fees are described in Part II of the Advisor's ADV which is available upon request. See Appendix for additional information. The following is an example of the effect of compounded advisory fees over a period of time on the value of a client's portfolio: A portfolio with a beginning value of \$100mm, gaining an annual return of 10% per annum would grow to \$259mm after 10 years, assuming no fees have been paid out. Conversely, a portfolio with a beginning value of \$100mm, gaining an annual return of 10% per annum, but paying a fee of 1% per annum, would only grow to \$235mm after 10 years. The annualized returns over the 10 year time period are 10.00% (gross of fees) and 8.91% (net of fees). If the fee in the above example was 0.25% per annum, the portfolio would grow to \$253mm after 10 years and return 9.73% net of fees. The fees were calculated on a monthly basis, which shows the maximum effect of compounding



# Significant leasing momentum in the fourth quarter

#### 1285 Avenue of the Americas, New York, NY

- Signed a 15 year, 543,969 sf renewal and expansion lease
- The largest lease executed in 2009 for Class A buildings in New York City (also the largest LEED-EB Silver certified office building in New York State)
- Leased to a major New York law firm with over 600 partners in offices located in London, Tokyo, Washington DC and Beijing

#### 225 West Wacker, Chicago, IL

- Signed a new 11 ½ year, 76,515 sf lease
- Leased to a leading education service provider with 600 locations in more than 30 countries

### Legacy Place, Plano, TX

- Signed a new eight year, 103,000 sf lease
- Leased to one of the world's largest telecommunications and network equipment manufacturers



1285 Avenue of the Americas



225 West Wacker



**Legacy Place** 

# **Strategic Property Fund – High quality office**



1285 Avenue of Americas NY, NY NAV \$282.3mm 2.85% SPF NAV



Century Plaza TowerLos Angeles, CA

NAV \$161.9mm 1.63% SPF NAV March 31, 2010



Wachovia Financial Tower Miami FL NAV \$301.9mm 3.04% SPF NAV



Crescent Dallas, TX NAV \$416.8mm 4.20% SPF NAV



**Houston Center Houston, TX Big Tex Portfolio** NAV \$279.4mm 2.89% SPF NAV



# Strategic Property Fund: A superb collection of retail assets

- Dominant "Fortress" locations
- Key relationships with major operators in specialized property types
- 26 super regional and regional malls
  - investments in 10 major metro areas from New England to San Diego
- 249 neighborhood and community retail centers
  - primarily anchored by dominant grocer in market
  - concentrated in the densely populated and/or high growth markets in the eastern and western United States



Valley Fair Mall, San Jose, CA



**Towson Town Center, Towson, MD** 



# **Strategic Property Fund – Quality multi-family**



Captial at Chelsea, New York, NY NAV \$ 59.8mm .60% SPF NAV



Palazzo Park La Brea, CA NAV \$73.0mm .74% SPF NAV



Promenade Rio Vista, San Diego, CA NAV \$ 161.4mm 1.63% SPF NAV



Triangle Residence Austin, TX NAV \$ 64.2mm .65% SPF NAV

# Strategic Property Fund is the core fund of choice

- Strong performance with a lower risk profile
- Diversified portfolio of dominant, high-quality assets
- **Research**-based portfolio construction
- Solid current **income** yield
- Fund assets are fairly valued



1501 K Street, Washington, D.C.

JPMCB Special Situation Property Fund



# JPMCB Special Situation Property Fund ("SSPF") is value-added – seeking to create value at the asset level



Arlington Plaza, Arlington, VA



IDI Industrial, Ft. Lauderdale



Bowie Corporate Center, Bowie, MD Sunrise Assisted Living, National





Markets at Town Center, Jacksonville Crossings at White Oak, Houston





Millenia Lakes, Orlando



Ironwood Apartments, Rancho Cucamonga, CA



Metropolitan Apartments, Atlanta



West Park Village, Tampa



The Arbors, Thousand Oaks, CA



Independence Center, Chantilly, VA

# JPMCB Special Situation Property Fund: Investment Strategy

- Create high quality income stream
- Develop, renovate, re-lease to create value
- Focus on first tier markets offering deep liquidity
- Hold assets for 3 to 5 years
- Leverage guidelines: 75% individual asset, 60% overall portfolio
- Repeat business with proven partners
- 12+ years of operating history with strong performance relative to peer group



Markets at Town Center, Jacksonville, FL

The manager seeks to achieve the stated objectives. There is no guarantee the objectives will be met

# JPMCB Special Situation Property Fund – Fund Overview

Fund invests in a diversified mix of properties with value-added prospects that delivers a moderate level of current income and considerable appreciation potential

### Investments as of March 31, 2010

43	office	bui	ld	lin	as
. •	000		_		ອັ

74 industrial buildings

12,298 apartments units

8 retail centers

7 hotels

### Fund profile as of March 31, 2010

Total investments:	\$3.3 billion
(gross of debt)	

Net asset value: \$1.3 billion

Fund leverage: 62.3%

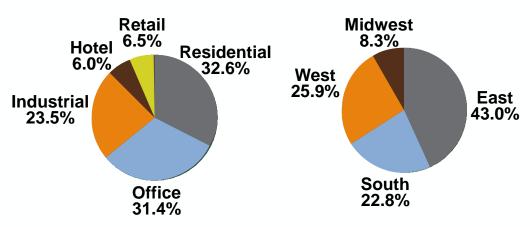
Cash position: 14.4%

Number of accounts: 127

Redemption queue: \$74.0 million

MSA	% of NAV
Washington, DC	22.4
New York, NY	19.6
Chicago, IL	5.9
Miami, FL	5.1
Riverside, CA	4.4
	57.4

### Diversification by property type and location<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Net of Debt. Direct real estate only.

Past performance is not a guarantee of comparable future returns. Returns assume the reinvestment of income.

### JPMCB Special Situation Property Fund – Performance Overview

Annualized returns as of March 31, 2010 (%)	1Q10	One year	Three years	Five years	Ten years	Since incep. 1/1/98
Income	1.4	5.1	4.2	4.7	5.4	5.7
Appreciation	-1.5	-27.5	-21.1	-8.1	-3.0	-1.3
SSPF Total	-0.1	-23.8	-17.9	-3.9	2.2	4.3
ODCE Total	0.8	-18.0	-10.8	0.0	4.8	6.5
NPI Total	0.8	-9.6	-4.3	4.2	7.1	8.2
Competitor Average <sup>1</sup>	-4.8	-42.8	-26.7	<b>-</b> 9.8 <sup>2</sup>	N/A	N/A

#### Valuation metrics as of March 31, 2010

	Peak (%)	Current (%)	
Going in-yield	4.8	6.3	<ul><li>Nearly 200 basis point increase in IRR, peak to current</li></ul>
Terminal cap rate	6.6	7.9	<ul> <li>Risk incorporated into current valuations</li> </ul>
Discount rate	7.2	9.0	<ul> <li>Valuations have stabilized</li> </ul>

Note: Performance shown gross of fees. Had fees been applied, returns would have been lower. (Please see important disclosure information on the last page.) The manager seeks to achieve the stated objectives. There can be no guarantee those objectives will be met. If included, the NCREIF Property Index does not include "fundlike" fees or operating expenses, is not available for actual investment and is for illustrative purposes only

Past performance is not a guarantee of comparable future results. See Appendix for additional information



<sup>&</sup>lt;sup>1</sup>Competitor Average as of March 31, 2010. Competitor Average excludes Special Situation Property Fund. Includes Principal Enhanced Property Fund; **RREEF III**, PRISA III; Blackrock Diamond Fund; ING Lion Value Fund <sup>2</sup> Excludes 2 competitors without 5 year history

# **Special Situation Property Fund – Debt overview**

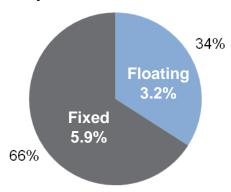
### Quarterly update

- refinanced \$21.5mm on 1025 Vermont Avenue in Washington, DC (CBD Office)
- paid off \$7.1mm of debt through sale of IDI Industrial Buildings in Plano, Texas

### Manageable future debt maturities

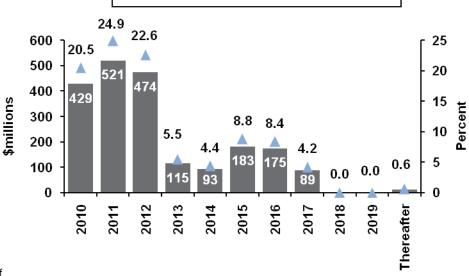
- Staggered debt maturities
- average cost of debt is 5.0%
- Debt accretive to performance going foreward
- average loan-to-value less than 50%
- average remaining term to maturity of 3.1 years
- 62.3% Loan to Value at quarter end

#### **Fund debt exposure**



#### Loan maturities by year





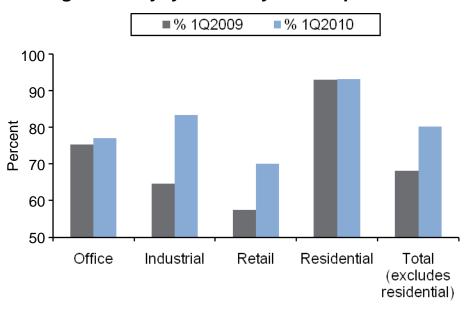
As of March 31, 2010

The above charts are for illustrative and discussion purposes only. Opinions, estimates, forecasts, projections and statements of financial market trends that are based on current market conditions constitute our judgment and are subject to change without notice. There can be no guarantee they will be met.



# **Special Situation Property Fund – Leasing overview**

#### Leasing summary: year-over-year comparison





Baybrook Shopping Center, Houston, TX: Signed 45,000 square foot furniture retailer lease. Backfilled bankrupt tenant space

#### Occupancy: 80.3% (as of March 31, 2010)1

	Orde	Orderly rollover (%)		
	10	11	12	
Office	5.5	8.8	5.4	
Industrial	6.8	7.8	8.5	
Retail	4.3	9.1	6.8	
Portfolio	6.2	8.3	7.3	

- single digit rollover in all but one year
- average lease term to maturity nearly 6 years
- 45,000 square foot Retail Sector lease signed during quarter (above photo)
- Leveraged stabilized assets positioned for market recovery

Quarterly update:

<sup>&</sup>lt;sup>1</sup> Excludes Residential

# **Special Situation Property Fund – Dispositions**

#### **Quarterly activity**

Property	Size	Date	Sales price	
Cabrillo BC, Santa Barbara, CA	169,317	February 2010	\$28,335,900	
IDI-Plano Business Park, Plano, TX	283,559	March 2010	\$16,750,000	

### Quarterly update:

- transaction activity increasing
- strong investor appetite, especially for stabilized assets
- Sale prices at or above current carry values



IDI-Plano Business Park, Plano, Texas

# **Special Situation Property Fund – Acquisitions**

### Quarterly Update:

- Robust transaction pipeline
- Significant discounts to replacement cost
- Mid-teens total return potential unleveraged

### Current pipeline:

- Note purchases
  - Inland Empire industrial (closed April 2010)
  - NY Metro area retail
  - Seattle multi-family rental



Interchange Business Park, San Bernadino, CA





# **Looking forward – Fund positioned to execute value-added strategy**



### **New acquisitions**

- Targeting \$100-\$200 million in 2010
- Fund liquidity remains high
- Target leveraged returns: 15%–20%¹

### Value-add strategies provide capital appreciation

- Completed projects in lease-up
- \$311 million NAV (30% of Fund)
- Three-year return potential: 15%–18%¹

### Stabilized assets provide income and potential sales

- \$780 million NAV (70% of Fund)
- All assets are over 85% occupied
- 60% leverage provides return boost in stable/rising market
- Three-year return potential: 12%–15%¹

<sup>&</sup>lt;sup>1</sup> There can be no guarantee that the Portfolio will achieve this return. The projected returns are net of estimated fees and expenses and gross of taxes. Analysis represents Fund-level projections and is not meant to represent an individual client's experience. Opinions, estimates, forecasts and projections of financial market trends that are based on current market conditions constitute our judgment and are subject to change without notice. There can be no guarantee they will be met.

Asset allocation may vary at any time in accordance with rules defined in the prospectus



### J.P. Morgan's U.S. opportunistic real estate strategy

# A *different* kind of opportunity

- Risk premia are too wide for "assets with issues"
- Sellers motivated by excessive leverage, weak tenant demand and wiped-out equity
- Financing for distressed assets remains limited and should remain so for some time
- Risks associated with market rent and values are still mispriced and can be mitigated
- Low cost basis provides downside protection and ample time to optimize NOI and return objectives
- Tenants are leasing space even though net absorption stats do not reflect a recovery
- Significant upside potential; a narrowing of risk premiums is possible as capital market environment stabilizes

Broad cost-basis opportunity vs. niche play

# A *different* kind of opportunity fund

- Strong alignment of interests
- ERISA Fiduciary standard of care
- Optionality in partner selection, asset selection, market selection
- Accessing, underwriting and execution expertise
  - Understand risk, underwrite risk and mitigate risk
- Target diverse investments with:
  - Cost basis below replacement cost
  - Slow to moderate rent recoveries
  - Market demand recovery is expected to outperform
  - Hold periods range from 3 to 5 years
  - Downside capital protection

Investing when and where the opportunity is right, the time is right and with the best partners

# A *different* kind of opportunistic sponsor

- 40 years of U.S. real estate experience
- Strength and stability of the J.P. Morgan franchise and brand; Fortress balance sheet
- \$28.7 billion of U.S. real estate assets under management
- Team of 214 experienced real estate professionals with extensive industry relationships provide access to a broad and deep opportunity set
- Prolific deal flow and partner solicitations enhance relative value decision-making
- Opportunistic real estate track record:
   25.4% average realized returns\*

One of the broadest "boots on the ground" coverage in the industry

Execution strategies will vary for each investment. The above details are general and may not apply to all investments. There can be no guarantee that the investment underwriting for the strategy's investments will meet these criteria.

Any opinions, estimates, forecasts, and statements of financial market trends contained in this Booklet which are based on market conditions constitute the judgment and subjective view of the real estate division of J.P. Morgan Asset Management – Global Real Assets, and are subject to change without notice. There can be no guarantee they will be met. – see "Risks and Disclaimers."



### J.P. Morgan Asset Management – Global Real Assets

The commingled trust funds are collective investment funds maintained by JPMorgan Chase Bank, N.A. Only qualified employee benefit trusts and governmental plans that have appointed JPMorgan Chase Bank, N.A. as fiduciary are permitted to invest in the fund. JPMorgan Asset Management advises JPMorgan Chase Bank, N.A. regarding the management of the funds

This document is intended solely to report on various investment views held by J.P. Morgan Asset Management. Opinions, estimates, forecasts, and statements of financial market trends that are based on current market conditions constitute our judgment and are subject to change without notice. We believe the information provided here is reliable but should not be assumed to be accurate or complete. The views and strategies described may not be suitable for all investors. References to specific securities, asset classes and financial markets are for illustrative purposes only and are not intended to be, and should not be interpreted as, recommendations. Indices do not include fees or operating expenses and are not available for actual investment. The information contained herein employs proprietary projections of expected returns as well as estimates of their future volatility. The relative relationships and forecasts contained herein are based upon proprietary research and are developed through analysis of historical data and capital markets theory. These estimates have certain inherent limitations, and unlike an actual performance record, they do not reflect actual trading, liquidity constraints, fees or other costs. References to future net returns are not promises or even estimates of actual returns a client portfolio may achieve. The forecasts contained herein are for illustrative purposes only and are not to be relied upon as advice or interpreted as a recommendation

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The value of investments and the income from them may fluctuate and your investment is not guaranteed. Past performance is no guarantee of future results. Please note current performance may be higher or lower than the performance data shown. Please note that investments in foreign markets are subject to special currency, political, and economic risks. Exchange rates may cause the value of underlying overseas investments to go down or up. Investments in emerging markets may be more volatile than other markets and the risk to your capital is therefore greater. Also, the economic and political situations may be more volatile than in established economies and these may adversely influence the value of investments made.

The deduction of an advisory fee reduces an investor's return. Actual account performance will vary depending on individual portfolio security selection and the applicable fee schedule. Fees are available upon request.

The following is an example of the effect of compounded advisory fees over a period of time on the value of a client's portfolio with a beginning value of \$100mm, gaining an annual return of 10% per annum would grow to \$259mm after 10 years, assuming no fees have been paid out. Conversely, a portfolio with a beginning value of \$100mm, gaining an annual return of 10% per annum, but paying a fee of 1% per annum, would only grow to \$235mm after 10 years. The annualized returns over the 10 year time period are 10.00% (gross of fees) and 8.91% (net of fees). If the fee in the above example was 0.25% per annum, the portfolio would grow to \$253mm after 10 years and return 9.73% net of fees. The fees were calculated on a monthly basis, which shows the maximum effect of compounding.

All case studies are shown for illustrative purposes only and should not be relied upon as advice or interpreted as a recommendation. They are based on current market conditions that constitute our judgment and are subject to change. Results shown are not meant to be representative of actual investment results. Past performance is not necessarily indicative of the likely future performance of an investment.

Any securities mentioned throughout the presentation are shown for illustrative purposes only and should not be interpreted as recommendations to buy or sell. A full list of firm recommendations for the past year is available upon request.

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