

July 2022



Wealth Development for the Middle Market

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The Caliber Tax Advantaged Opportunity Zone Fund, II LLC

FUND SPONSOR OVERVIEW

INVESTMENTS IN CALIBER PRIVATE PLACEMENTS CAN LOSE THEIR ENTIRE VALUE, ARE ILLIQUID AND ARE SPECULATIVE.
REFER TO THE AMENDED AND RESTATED PRIVATE PLACEMENT MEMORANDUM (PPM) FOR MORE DETAILED DISCUSSION OF RISK FACTORS.
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Caliber at a Glance

Caliber's Mission

Caliber is an alternative asset manager on a mission to build wealth for our investors, community and team, utilizing alternative investment funds to develop impactful projects and companies.



7x Consecutive Recipient
(2014, 2015, 2016, 2017, 2018, 2019, 2020)

*See Appendix for Glossary of Terms, all amounts rounded for presentation

Caliber's Track Record of Growth

\$3.5B+

Assets Under Management
& Assets Under Development*

\$500M+

Equity Raised

40%

Asset Management Fee
Growth (Annual CAGR)
2017-2021

30%

Capital Formation Growth
Rate (Annual CAGR)
2017-2021

25%

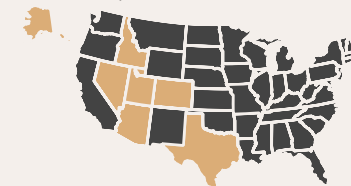
AUM Growth Rate (Annual
CAGR)
2017-2021

14-year

History of Operations
Cycle Tested

Middle-Market Assets, Geographies & Investors

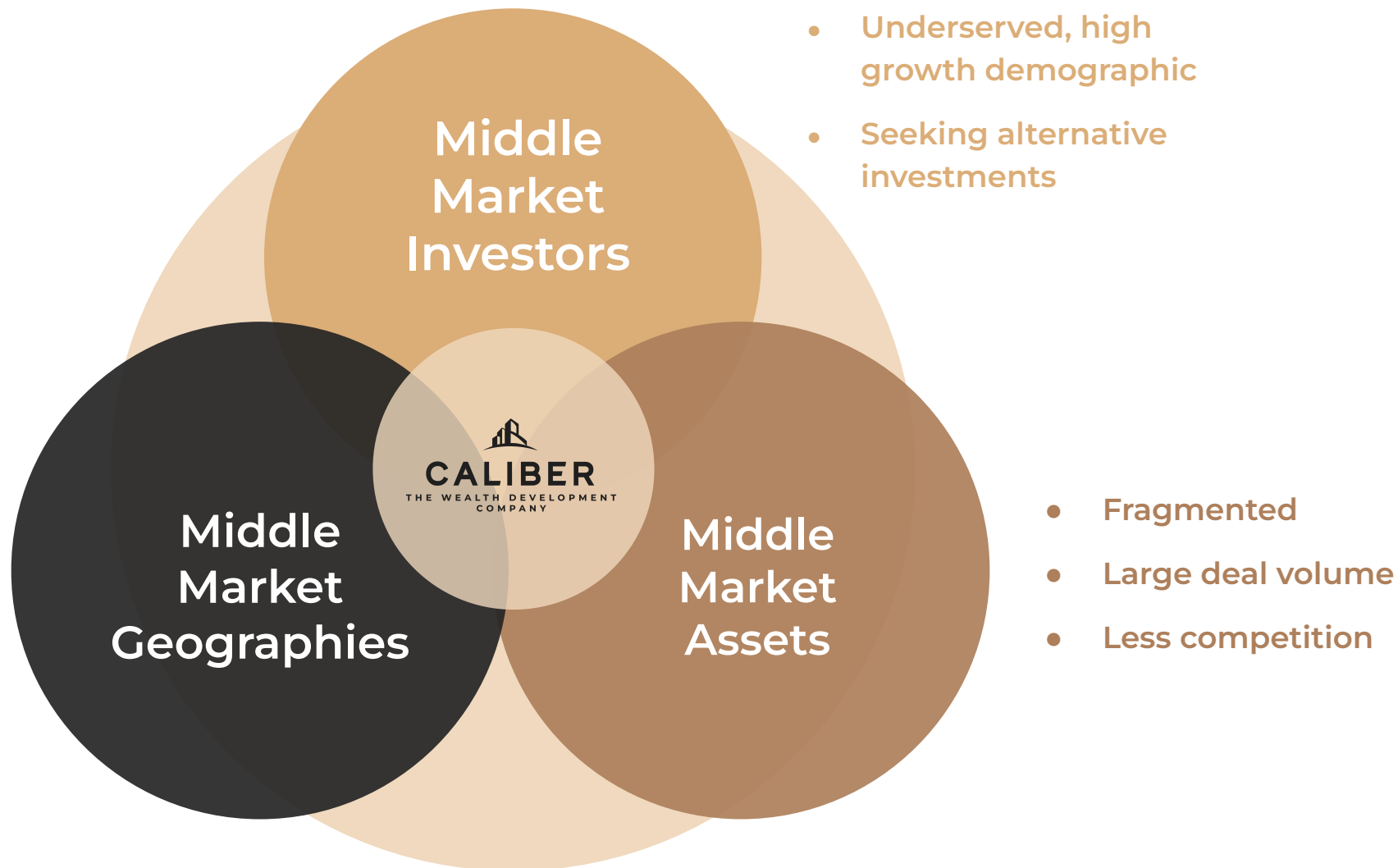
- Regional Specialty in the Greater Southwest
- Competitive Advantage in Underserved Markets
- Multi-Asset Class & Multi-Strategy
- Institutional Structure, Entrepreneurial Investment Platform
- Experienced, Cohesive Team



Caliber's Core Values

- Accountability
- Respect
- Transparency

The Middle Market - An Intersection of Meaningful Opportunities



- Strong demographics
- Historically higher cap rates*
- Financing gap (overlooked by larger firms)

Source: CBRE Research

Unique Middle Market Strategy Drives Competitive Advantages

Caliber's **vertical integration** and focus on the **middle markets** creates opportunities to reach an underserved investor base, develop proprietary, early-stage investments with enhanced potential return profiles, and generate multiple revenue streams.



Caliber's Capabilities		Benefits
Early-stage investments	➔	Capture full life-cycle returns
Vertical integration	➔	Allows control of multiple stages of investments
Middle-market focus	➔	Less competition = more attractive entry points
Multiple revenue streams	➔	Generate high fee revenue per dollar of investor capital
History of educating clients	➔	Creates loyal investor base Facilitates next growth stage with RIAs
Proprietary deal flow	➔	Broader, "first-look" opportunities

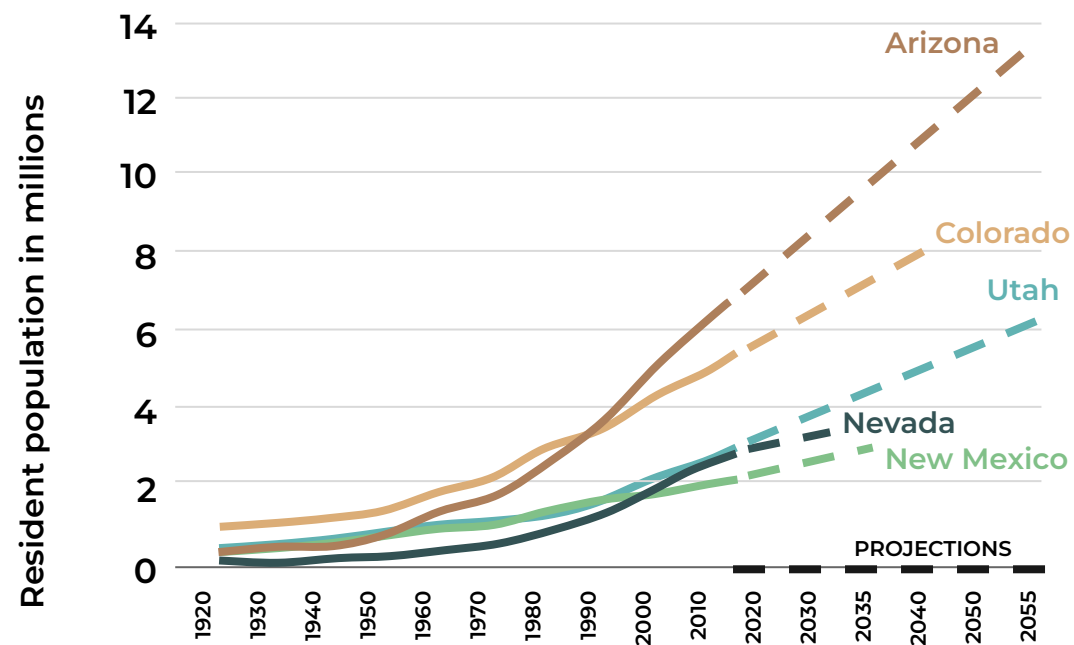
Middle Market Geographies Are Often Overlooked

- Caliber's real estate focus has been on **\$20-\$50mn projects** in the Greater Southwest
- Projects are located in **business-friendly states** with growing populations
- **Secondary cities** sometimes overlooked by institutions
- **Higher cap rates** than larger metro markets as well as ample development opportunities
- Local relationships lead to **proprietary deal flow**
- Regional focus for projects, **national focus for capital**



Demographic Trends Support Years of Future Growth

Population growth trends are favorable*

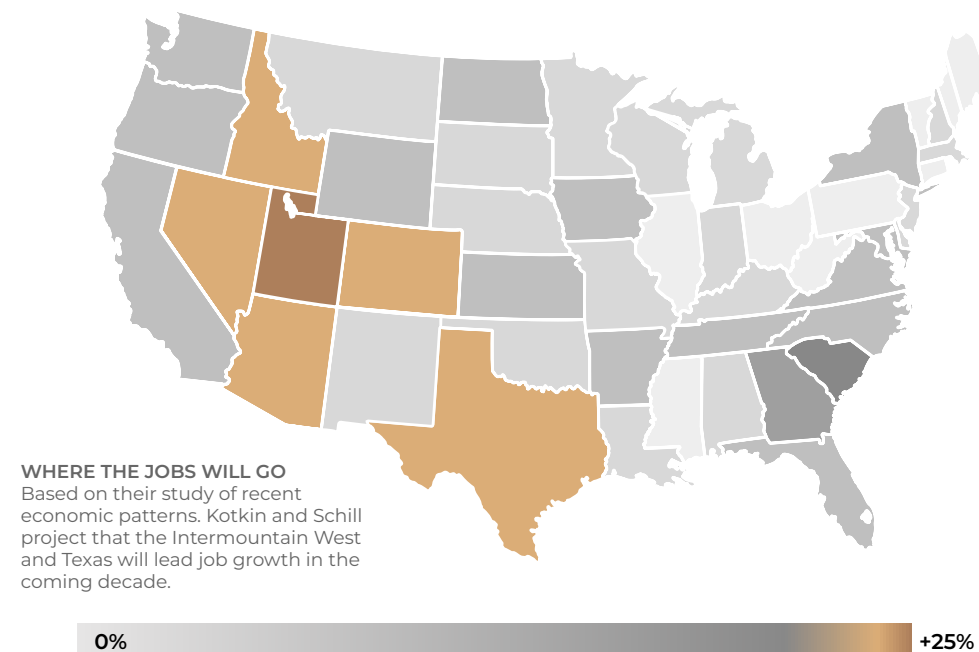


Caliber's deal flow is concentrated in high population growth regions

*Source University of Arizona

**Source: Kotkin and Schill

Business formation growth is strong**



Caliber prioritizes investments in regions that support job growth

Caliber Executive Leadership

A cohesive, established team with a history of successful execution



Chris Loeffler
CHIEF EXECUTIVE OFFICER

Raised over \$375M in investor equity

PwC Public Accounting background. Clients included Honeywell, Verizon and the AZ Diamondbacks

Board director for Qwick, Inc., a venture-funded hospitality marketplace



Jennifer Schrader
PRESIDENT +
CHIEF OPERATING OFFICER

Overseen the acquisition, design, repositioning, and disposition of \$500M+ in Caliber assets

Directs Caliber's overall operations, asset management, and real estate services

Chair of Caliber Foundation; Advisory Board member for Colangelo College of Business at Grand Canyon University



Jade Leung
CHIEF FINANCIAL OFFICER

Former Sr. Manager at PwC; Auditing Fortune 500 clients

Participated in \$1B+ of public market transactions for companies such as First Solar, American Express and Mitsubishi

Public accounting experience in US, Canada, & Japan



Roy Bade
CHIEF DEVELOPMENT
OFFICER

Owned and led two development, construction & property management businesses over 30 years

Constructed & owned more than 750,000 square feet of property

Contributed family-owned business to build Caliber's commercial investment and development platform



John Hartman
CHIEF INVESTMENT OFFICER

Former managing director of a commercial real estate merchant bank

Served as CEO of a publicly traded real estate company, and President and CEO of a publicly-traded real estate finance company

Was managing director of a private equity real estate fund



Will Meris
MANAGING DIRECTOR

Brings 25+ years experience in capital formation, regulatory oversight, and fund management

Served as Managing Director of company that owned hospitality assets, including the Las Vegas Virgin Hotel

Sits on boards of several early-stage startups



Yaron Ashkenazi
PRESIDENT OF HOSPITALITY

Served as CEO of GCH Hotel Group, a leading European company, with leadership over 120 hotels, approximately 15,000 rooms, and 3,300 employees

The group was listed as "AAA" in the Treugast Investment Ranking

Developed numerous initiatives including leadership for young talent

Caliber's Capital Formation Engines

Capital Formation

- Marketing
- Private Client Sales
- Institutional Sales
- Public Relations
- Live & Online Events
- Investor Community Visibility
- Analyst Calls & Traditional IR



Caliber's Capital Formation Engines

Capital Deployment

- Proprietary Deal Flow
- Experienced Development Team
- Non-Traditional Acquisitions
- Construction Management
- Development Management
- Project Finance



Caliber's Capital Formation Engines

Capital Management

- Fund Reporting
- Asset Management
- Efficient Capital Utilization
- Public Company Reporting
- Corporate and REIT Credit



Impact Investment Case Study: Opportunity Zone Fund

Impact investing is core to Caliber's strategy. Caliber's mission includes the goal of building wealth for the communities in which we work and live.

The Strategy

The Fund is a place-based investor:
We start with a deep understanding of the communities we are investing in and build or re-develop projects which offer impactful returns and provide diverse, intentional and measurable community outcomes.

Measuring & Reporting

Caliber's third-party administrator, JTC Americas, measures the impact of its Opportunity Zone Fund across four key metrics:

- **Project Location Profile**
- **Impact Potential**
- **Fund Impact by Category**
- **Project Impact by Category**



Creating Jobs in Marginalized Communities

\$79M New Labor
Income
Generated

797 New Direct and
Indirect jobs
created

\$7M New Business
Taxes
Generated

Over \$112M in GDP Growth to Date

In association
with:





Caliber Tax Advantaged Opportunity Zone Fund II, LP



4 Investment Strategies

Which Investment Strategy Fits Your Profile?

			
CORE	CORE PLUS	VALUE ADD	OPPORTUNISTIC
The most conservative blend of risk and return. Property tends to be well-built in a great location with little deferred maintenance requirements and high-quality tenants already in place on long-term leases.	Properties with a good – not great – location, stable income, high quality tenants, slightly dated finishes, low to moderate vacancy rates. Properties provide an opportunity to create value by reducing risk, improving cash flow, or both through overcoming whatever challenges prevented the asset from being characterized as Core.	The goal with value-add is to find properties priced below the market that needs some work to restore their value. Commonly, value-add properties have little to no cash flow at acquisition. Fair to good location, dated finishes, medium to high vacancy levels, and some amount of deferred maintenance that must be addressed.	The opportunistic category is a little like investing in small-cap stocks. There's greater risk buying less-established companies, however, the upside can be significantly higher than buying mature large-cap stocks. Can include developing something from scratch (ground-up development), repurposing a building from one use to another (adaptive reuse), and winning entitlements for raw land.

CTAF II will align with the opportunistic strategy while attempting to limit risk by limiting its use of leverage below that of traditional real estate developers

How to Maximize QOZ Tax Incentive

Key Ingredients to Investing Success

- 1. Grow the Value of the Capital:** Approximately 80% of the tax incentive is driven by the elimination of capital gains taxes on future value growth.
- 2. Diversification is Key:** A diversified pool of opportunity zone investments will typically outperform a single asset on a risk-adjusted basis.
- 3. Compound Gains within the Fund:** Take advantage of the opportunity to sell and reinvest within 12 months.
- 4. Maximize the Exit:** Related to 1 & 2, the exit strategy for the fund must include options such as a portfolio sale and an UPREIT exit to the public markets to maximize the valuation of your investment at the time of the sale.

Caliber as an Opportunity Zone Fund Sponsor

Three Essential Ingredients for Sponsor Success

- 1. Fund Infrastructure** – Infrastructure in place to manage operations, accounting, finance, tax, reporting, assets and avoid investor tax penalties or reporting failures.
- 2. Track Record & Deal Flow** – Success investing in the exact type of middle-market, \$5-\$50M projects, in opportunity zones, having completed adaptive re-use and ground up development. Established relationships with developers, brokers, and finders to locate the best opportunities in the best zones.
- 3. Execution** - Demonstrated ability to source, develop, and manage assets.

Caliber Tax Advantaged Opportunity Zone Fund, LP (CTAF I)

Closed - June 2022

CTAF II is Caliber's second iteration of the Tax Advantaged Opportunity Zone Fund. The first fund ("CTAF I") closed on June 30, 2022 to new investments.

- CTAF I raised over \$182M
- Early investors have enjoyed a 35% increase in their unit price ITD.
- CTAF I opened October of 2018
- The fund consists of 16 properties and one business
- CTAF I primary geographical focus was Arizona and Texas
- CTAF I represented a diversified portfolio of real estate assets and an equity investment in ZenniHome, a cutting-edge manufactured home company

CTAF I Assets, Fund Now Closed to New Investors

A selection of Assets offered in the previous Fund,
Caliber Tax Advantaged Opportunity Zone Fund, LP (CTAF I)

	Asset		Asset
	Doubletree Tucson		Second Avenue Commons*
	Phoenix Medical Behavioral Hospital		ZenniHome*
	Roosevelt Townhomes		Jordan Lofts*

*Conceptual Rendering

DOUBLETREE BY HILTON

Selected Fund Asset

Land Lease: \$1,000 per year

Purchase Date: 2018

Asset Class: Hospitality

Sub-Market: Downtown Tucson

Rooms: 170

Strategy: New Construction

Construction Completed | Opened March 2021

The fund is a “blind pool” and investors will not be able to evaluate the economic merit of the Fund’s investments until after the investments have been made.

INVESTMENTS IN CALIBER PRIVATE PLACEMENTS CAN LOSE VALUE, ARE ILLIQUID AND ARE SPECULATIVE. REFER TO THE AMENDED AND RESTATED PRIVATE PLACEMENT MEMORANDUM (PPM) FOR MORE DETAILED DISCUSSION OF RISK FACTORS. SECURITIES OFFERED THROUGH TOBIN & COMPANY SECURITIES LLC (MEMBER FINRA/SPIC)





DOUBLETREE BY HILTON



ROOSEVELT TOWNHOMES

Selected Fund Asset - CTAF I

Purchase Date: 2018

Asset Class: Multi-Family

Sub-Market: Downtown Tempe

Units: 39

Strategy: New Construction Townhomes, Lease for 10 Years and Sell Individually

Phase 1 & 3 Complete & Fully Leased |

Phase 2 Complete in 2022

The fund is a “blind pool” and investors will not be able to evaluate the economic merit of the Fund’s investments until after the investments have been made.

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ROOSEVELT TOWNHOMES



BEHAVIORAL HOSPITAL

Selected Fund Asset - CTAF I

Renovated Cost: \$23,000,000

Estimated Value: \$35,000,000+

Purchase Date: 2019

Asset Class: Medical Office

Sub-Market: Phoenix University Medical
Center Campus

Beds: 96

Strategy: Adaptive Reuse

Asset Status: Stabilized, Income Producing

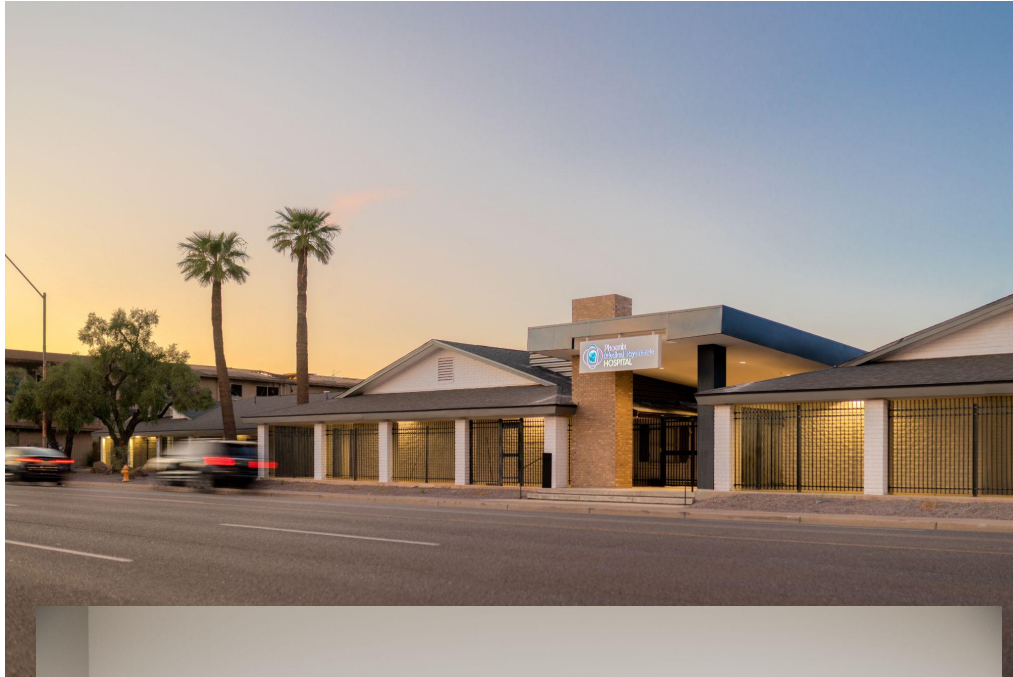
Construction Completed | Opened September 2020

The fund is a “blind pool” and investors will not be able to evaluate the economic merit of the Fund’s investments until after the investments have been made.

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BEHAVIORAL HEALTH HOSPITAL



Caliber Tax Advantaged Opportunity Zone Fund II, LLC

Opened - July 2022

CTAF II is Caliber's second iteration of the Tax Advantaged Opportunity Zone Fund. The second fund ("CTAF II") opened for new investments in July 2022.

- CTAF II will seek a greater geographic diversification across the southwestern US than its predecessor which was primarily focused in Arizona.
- CTAF II adjusts its investment strategy as needed for changing legislation.
- CTAF II has already identified its first project; The Riverwalk Vertical Development in Scottsdale, AZ, nearly 80 acre mixed-use commercial development in one of the most desirable locations in the state.

Caliber Tax Advantaged Opportunity Zone Fund II, LLC

Selected Fund Terms & Advisors

General Partner	Caliber O-Zone Fund II Manager, LLC
Maximum Offering	\$250 Million
Expected Hold Period	Minimum of 10 years from close
Management Fee	Annually, 1.5% of aggregate capital contributions
Carry Amount	Class A Units: 75/25, Class B Units: 80/20**
Minimum Investment	Class A Units: \$100K, Class B Units: \$1M
Fund Attorney	Snell & Wilmer, LLP
Fund Tax Counsel	Marc Schultz, Esq.
Fund Auditor	Deloitte

**The applicable carry amount is dependent on whether the LP holds Class A Units or Class B Units. By way of example and assuming an LP's applicable carry amount is equal to 25%, if the LP's pro rata share of distributions is equal to \$100 (before assessing the applicable carry amount), then \$75 will be distributed to the LP and \$25 will be distributed the GP.

Distribution payments are not guaranteed and may be modified at the GP's discretion.



Caliber Tax Advantaged Opportunity Zone Fund II, LLC

POTENTIAL ASSET PIPELINE

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Possible Pipeline Assets for CTAF II

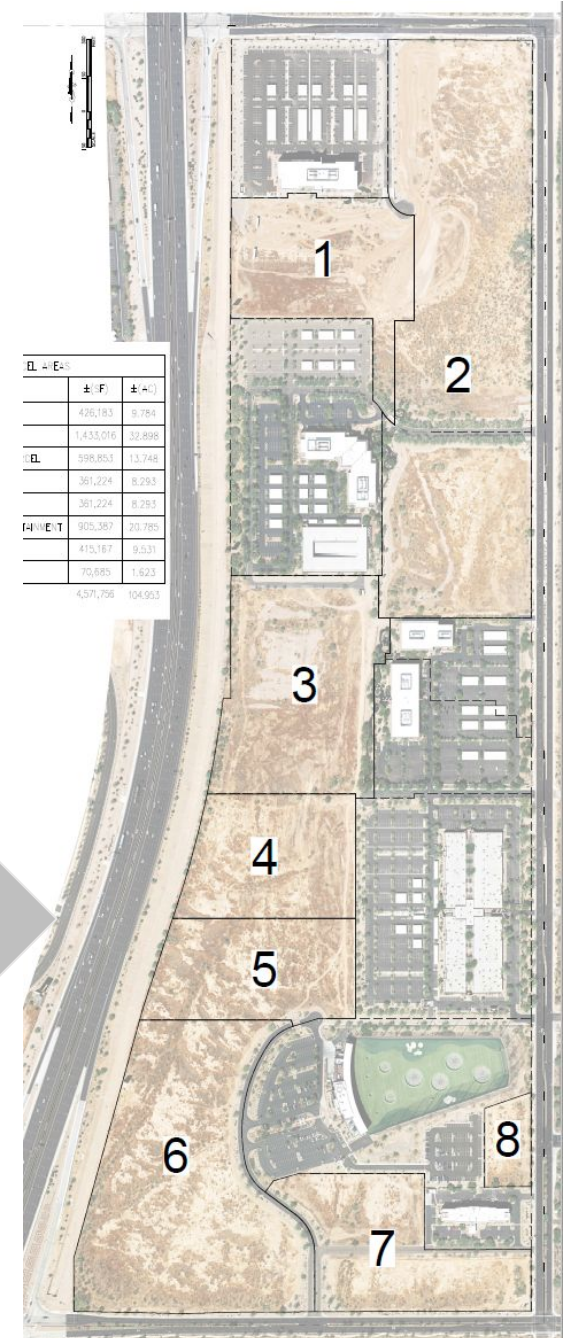
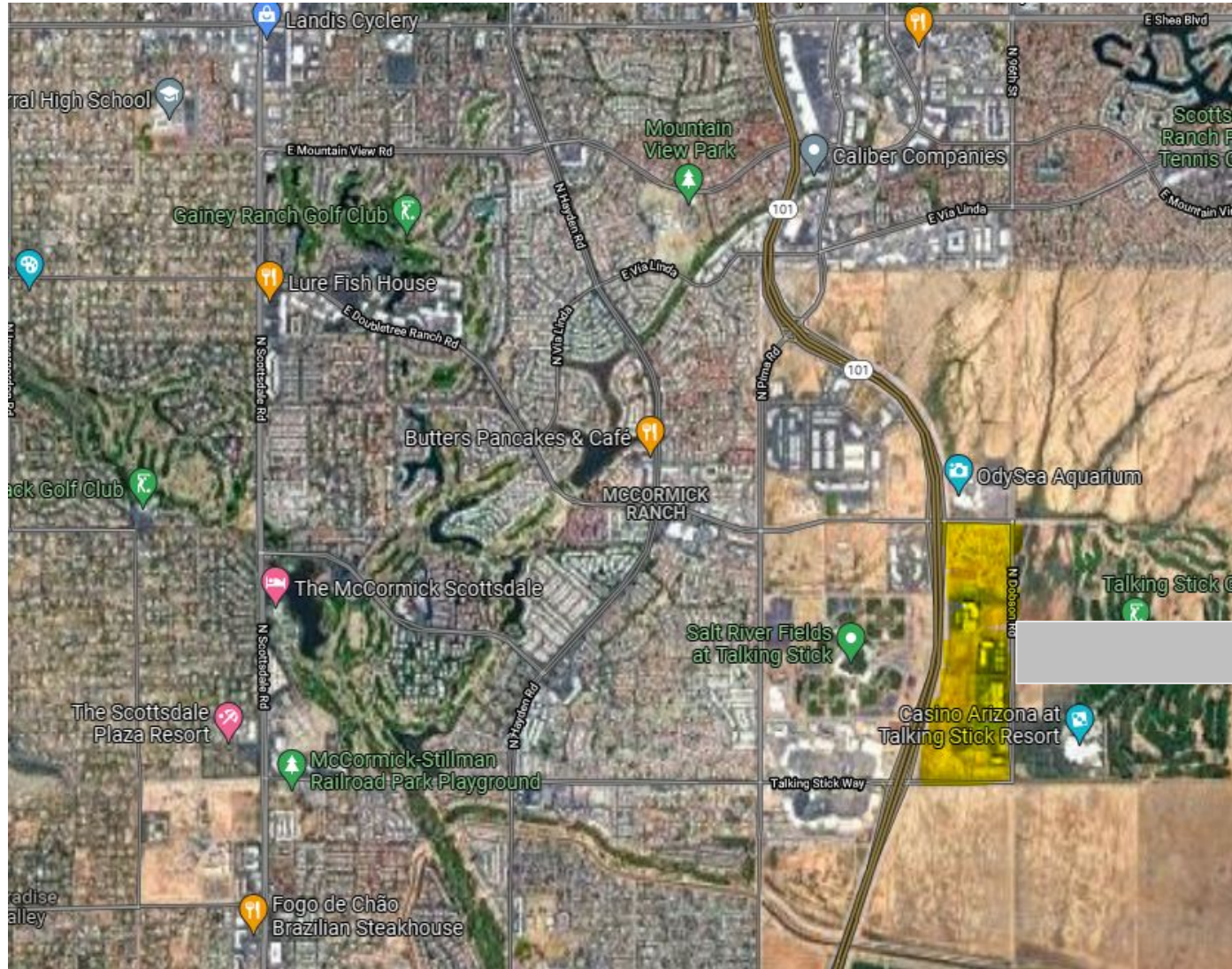
The below assets in CTAF I, are also being considered in CTAF II. (CTAF I is now closed for new investors)

	Project Name	Type	Location	Project Size \$'s**	Strategy
	29 West - ZenniHome	Multifamily - 90 Units	Mesa, AZ	\$30,000,000	New Construction
	Riverwalk Development Vertical	Entertainment, Commercial, Industrial	Scottsdale, AZ	\$200,000,000	New Construction
	Sierra Bloom Campus	Medical Office & Assisted Living	Scottsdale, AZ	\$95,000,000	New Construction
	Second Avenue Commons*	Multifamily - 144 Units	Mesa, AZ	\$39,000,000	New Construction

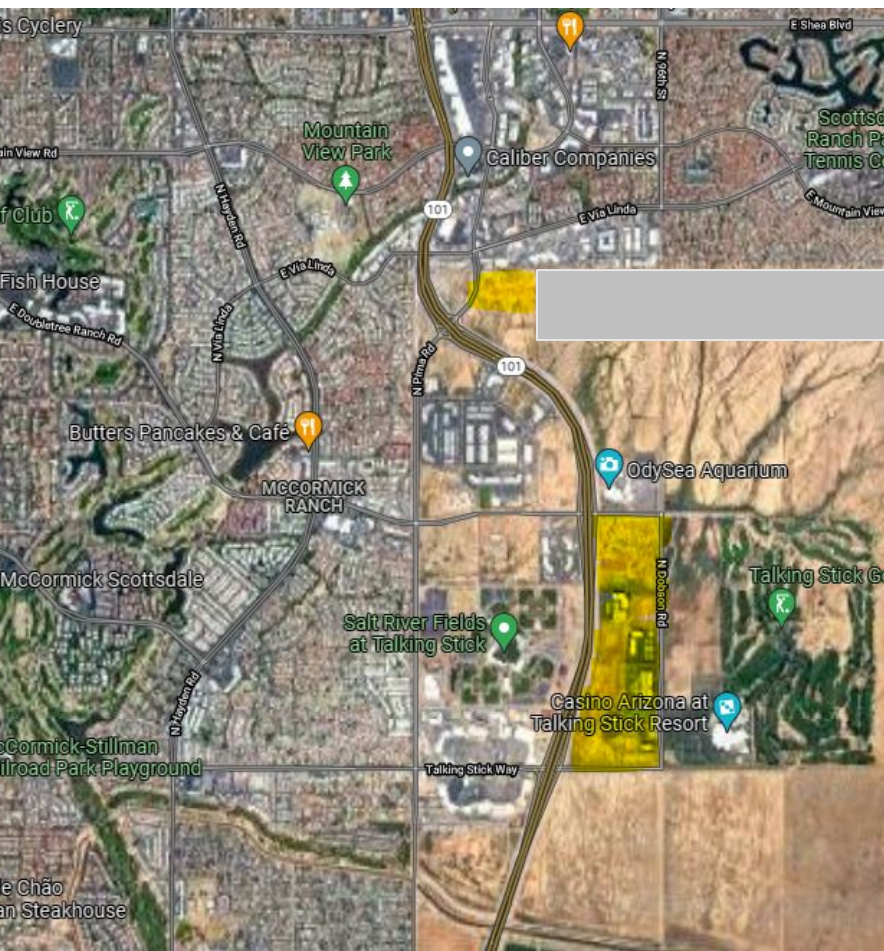
*Conceptual Rendering

** Caliber's estimate of the completed cost to construct planned developments within the project. Does not including an estimate of value of the project after it is completed.

RIVERWALK - IN ESCROW

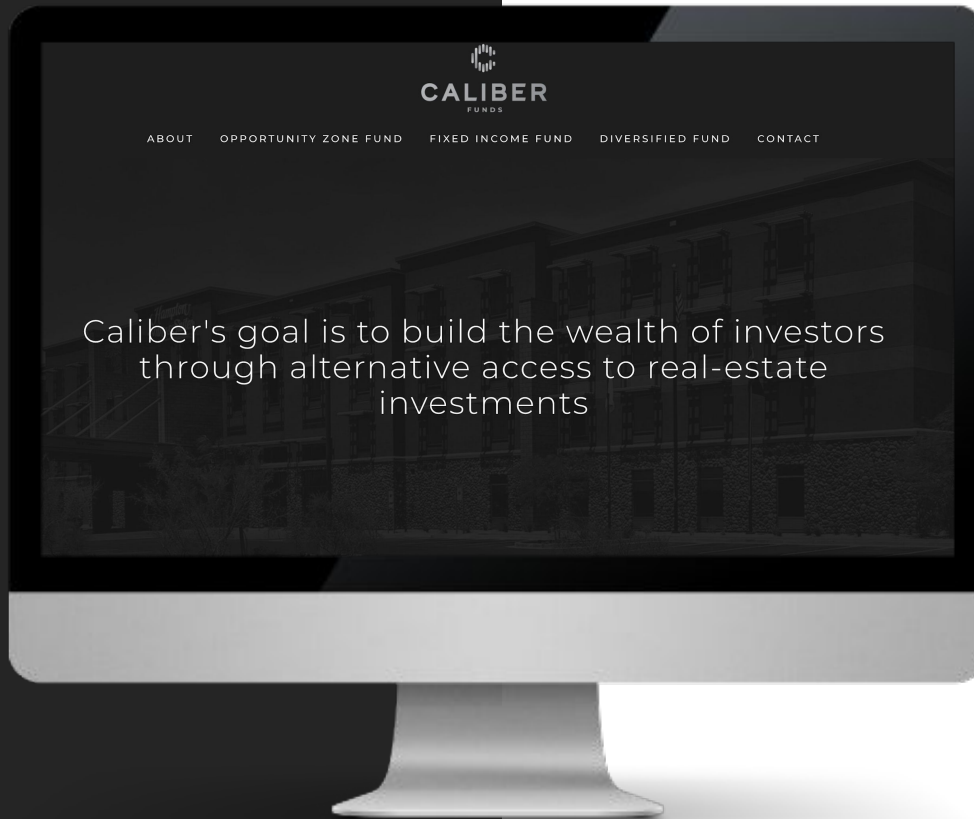


SIERRA BLOOM MEDICAL CAMPUS - LOI EXECUTED



*For illustrative purposes, this is a conceptual rendering of the planned construction.

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*Chris Loeffler is a Fund Manager and Director of the Fund Sponsor, CaliberCos Inc.