



THE MERAKI PARTNERS FUND, L.P.

MERAKI

[may-rah-kee] (adjective)
to do something with soul, creativity, or
love; to put something of yourself into your
work.

THE MERAKI PARTNERS FUND, L.P.

A VALUE-ADDED REAL ESTATE FUND



OVERVIEW

MERAKI PARTNERS FUND OVERVIEW

Meraki Partners Fund, LP invests in value-add, single family, multifamily and office properties in secondary, markets. The opportunity exists for our partners to capitalize on repositioned, class A- and B owned properties by increasing the properties market appeal, thus expanding the target demographic. Meraki Partners will implement innovative strategies, such as property management, that will improve undervalued market rent amounts through systematic cosmetic renovations. The goal is to produce superior returns for our investors.



The Meraki Partners Fund, L.P. investment objective is to seek long-term capital appreciation proportional with reasonable risk



Capital raise of \$20 million for a variety of value-added multifamily and commercial office real estate properties in the Greater Pittsburgh area



The Partnership is targeting a 20% net IRR (internal rate of return) on each property



The Partnership will use financial leverage (up to 80%) in its investing based on the amount of capital contributed by investors

A man with a beard and slicked-back hair, wearing a white dress shirt, a red patterned tie, and dark suspenders, is leaning on a wooden bench. He is looking off to the side with a thoughtful expression. The background consists of a large glass-walled building with a reflection of the street and trees. The word "STRATEGY" is overlaid in large, bold, black capital letters across the center of the image, with a blue horizontal bar underneath it.

STRATEGY

MERAKI PARTNERS STRATEGY

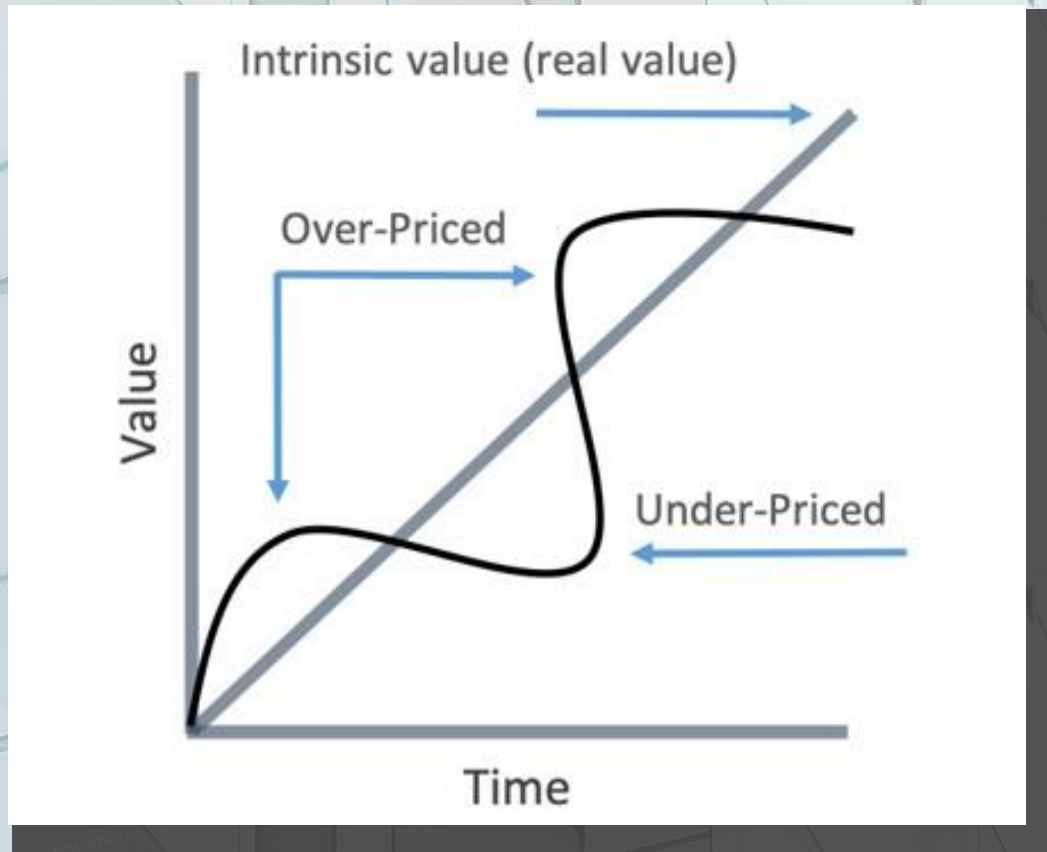
Meraki Partners Fund, L.P. investment managers aims to utilize its single and multifamily industry experience to achieve above-average investor returns by:

- i. **Investing** in attractively priced, “off the radar”, A- and B class multifamily properties in secondary markets (e.g., Pittsburgh);
- ii. **Repositioning** owned properties to increase competitive appeal to expand demographics;
- iii. **Implementing** innovative plans and systems to improve operating efficiency, such as marketing and property management;
- iv. **Improve** undervalued market rent amounts through cosmetic renovations.

OBJECTIVE



MERAKI PARTNERS FUND OBJECTIVE



1. 

Generate superior returns for our investors over the long-term.

2. 

The fund targets value added, real estate investments valued below intrinsic value with a built-in margin of safety.

3. 

Seek capital appreciation and capital preservation for our investors by identifying investment opportunities that achieve profit from real estate assets which are mispriced and/or undervalued.

4. 

Seeking undervalued cash flow positive real estate investment properties, where value add will increase rents and generate a higher valuation.

5. 

Full transparency to our investors.



MARKET

PITTSBURGH OVERVIEW

The Pittsburgh metro area is the 22nd largest in the US, and is the 2nd largest city in Pennsylvania. Once viewed as an industrial heavy city, due to its large role in the production of steel, iron, aluminum and glass, the city has been through a renaissance to become the country's "Most Livable City". Pittsburgh is now home to predominant tech giants such as, Uber, Facebook, and Google. The revitalization of Pittsburgh through the tech industry is attracting a new demographic to the area.

In addition to the growing technology scene, one of the leading industries in Pittsburgh is healthcare. It ranks third in the number of jobs provided to area residents. The University of Pittsburgh Medical Center and Allegheny Health Network employ over 40,000 people in Pittsburgh.

Pittsburgh is home to 35 college and universities most notably, Carnegie Mellon University and the University of Pittsburgh. According to the State of Downtown report, 65% of students who graduate from these local institutions are employed in Pittsburgh. Retention of university students has put Pittsburgh on the map as one of the most livable cities, as well as one of the best cities in the US to launch a career.

The opportunity to invest in a growing city like Pittsburgh is unmatched, especially as the area experiences exciting growth in expanding industries.

#7

BEST CITY IN THE UNITED STATES TO LAUNCH A CAREER.

LinkedIn's Economic Graph Team | 2020

#5

BEST CITY FOR STEM PROFESSIONALS

WalletHub | 2019

#3

MOST LIVABLE CITIES IN THE UNITED STATES

The Economist | 2019

10

THE MERAKI PARTNERS FUND, L.P.

INVESTMENT PERFORMANCE

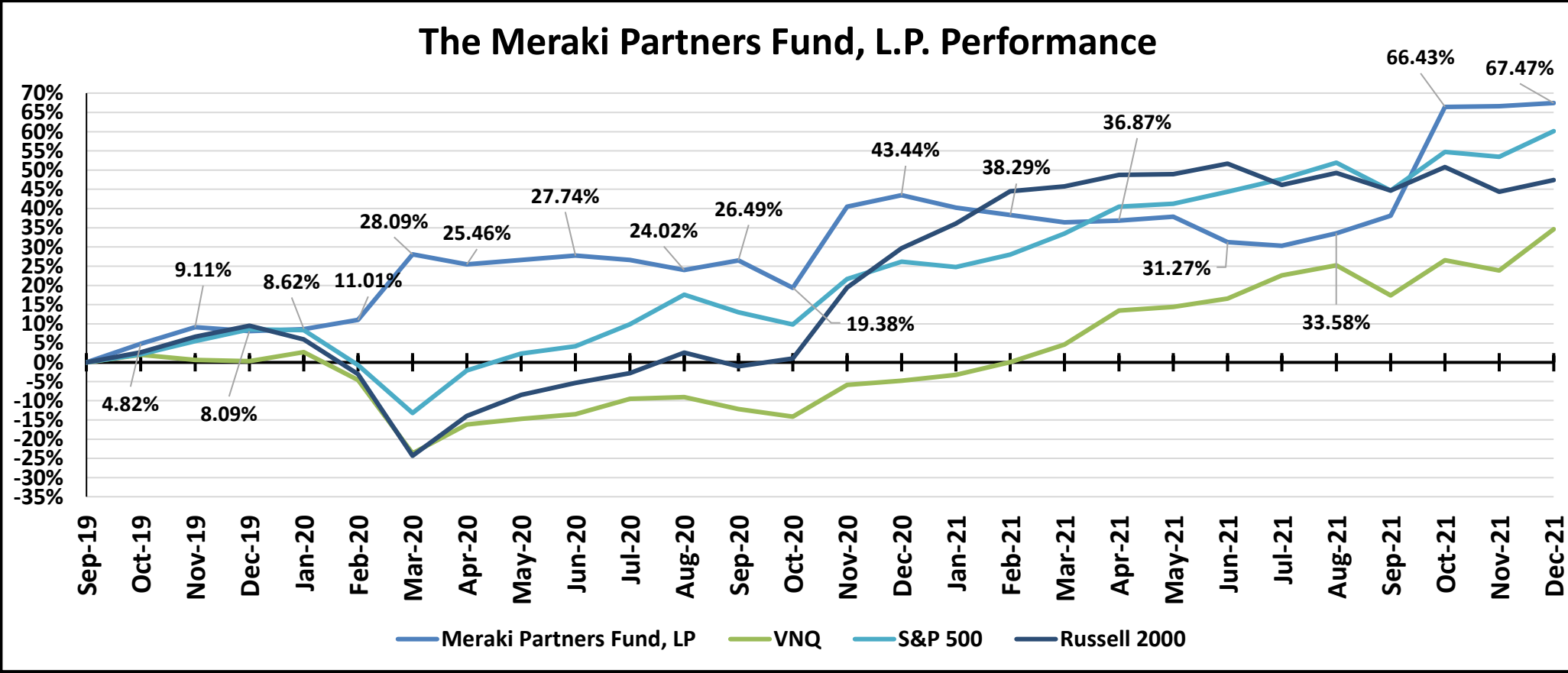
UNTERNEHMEN
UND NEC
ONLINE-FINANZTOOL: www.fir.de



Meraki Partners Fund, LP - Limited Partner Monthly Performance - % Net of All Fees ⁽¹⁾⁽²⁾

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FY
2019	-	-	-	-	-	-	-	-	-	4.82%	4.09%	(0.93%)	8.09%
2020	0.49%	2.20%	15.38%	(2.05%)	0.91%	0.90%	(0.88%)	(2.05%)	1.99%	(5.62%)	17.67%	2.11%	32.70%
2021	(2.23%)	(1.39%)	(1.35%)	0.33%	0.75%	(4.81%)	(0.75%)	2.53%	3.39%	20.51%	0.10%	0.52%	16.75%

Meraki Partners Fund, LP - General Partner Performance Since Inception (OCT-19)	83.73%
Meraki Partners Fund, LP - Limited Partner Performance Since Inception (OCT-19)	67.47%
Limited Partner Annualized RoR	25.75%
Annualized VNQ ETF (OCT-19 - DEC-21)⁽³⁾	14.13%
Annualized S&P 500 (OCT-19 - DEC-21)⁽³⁾	23.27%
Annualized Russell 2000 (OCT-19 - DEC-21)⁽³⁾	18.82%



(1) The Fund manager formed The Meraki Partners Fund, LP (the "Partnership"), a private investment partnership. Performance for The Meraki Partners Fund, LP has been audited for the period 07/02/19 – 12/31/2020. Performance year-to-date has not been audited. The performance shown is net of management fees (1%) and performance fees (30%). Past performance is not necessarily indicative of future results. Fund returns assume that an investor made a single capital contribution at the inception of the Fund with no subsequent additions or withdrawals. The returns for 2021 are preliminary, unaudited estimates. (2) Returns and statistics are based on the results calculated by the Fund's administrator, NAV Consulting, Inc. (3) Such benchmarks and financial indices may not be available for direct investment, may be unmanaged, assume reinvestment of income, do not reflect the impact of any trading commissions and costs, management or performance fees, and have limitations when used for comparison or other purposes because they, among other reasons, may have different trading strategy, volatility, credit, or other material characteristics (such as limitations on the number and types of securities or instruments). The Fund's investment objective is not restricted to the securities and instruments comprising any one index. No representation is made that any benchmark or index is an appropriate measure for comparison. References to the VNQ ETF, S&P 500, and Russell 2000 are for informational purposes only and correspond to the Fund's inception date of October 2018. INFORMATION DOES NOT CONSTITUTE AN OFFER TO SELL (NOR THE SOLICITATION OF AN OFFER TO BUY) INTERESTS IN THE FUND. This information is qualified in its entirety by the applicable offering documents of the Fund. Market indices are included in this report only as context reflecting general market results during the period. This presentation is based on information believed to be correct, but subject to revision and audit adjustment.

MERAKI PARTNERS FUND

- TARGET RATE OF RETURN: 20% IRR
- PREFERRED RETURN: 8% *waterfall model
- TARGET PROJECT EXIT: 6-7 YEARS
- EQUITY MULTIPLE TARGET: 2.5x
- INCENTIVE FEE: 30% (in excess of 8% pref)
- MANAGEMENT FEE: 1%
- NO ACQUISITION FEE
- NO DISPOSITION FEE
- GP PERSONAL GUARANTEES THE ACQUISITIONS
- GP PERSONALLY INVESTS IN THE FUND
- PROPERTY MANAGED INTERNALLY

COMPETITION (REITS)

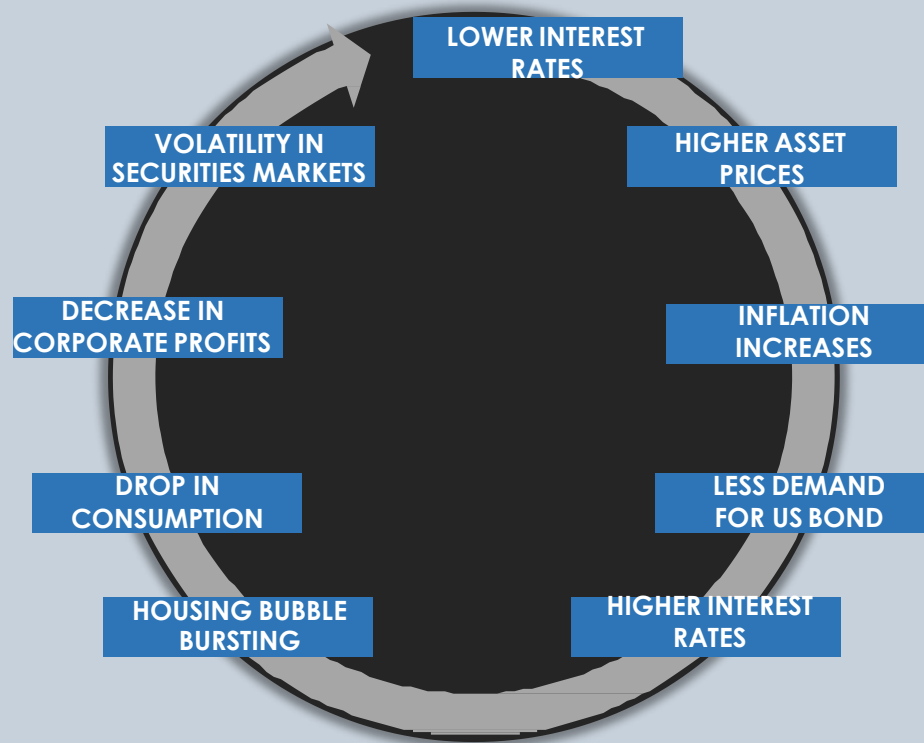
- TARGET RATE OF RETURN: COMMONLY 10-15% IRR
- PREFERRED RETURN: NO (rarely 5-8%)
- TARGET EXIT: 10 YEARS
- EQUITY MULTIPLE TARGET: COMMONLY 2x
- INCENTIVE FEE: COMMONLY 20-50%
- MANAGEMENT FEE: COMMONLY 1-5%
- ACQUISITION FEE: COMMONLY 1%
- DISPOSITION FEE: COMMONLY 1%
- GP PERSONAL GUARANTEES THE ACQUISITIONS: NO
- GP PERSONALLY INVESTS IN THE FUND: NO
- PROPERTY MANAGEMENT OUT-SOURCED: 7-12%

**MERAKI PARTNERS
FUND**

VS.

Competition (REITS)

RISK MANAGEMENT



RISK FACTORS

- How much is it worth now?
- Are we in a bubble?
- Focus on the price you pay—valuation, valuation, valuation

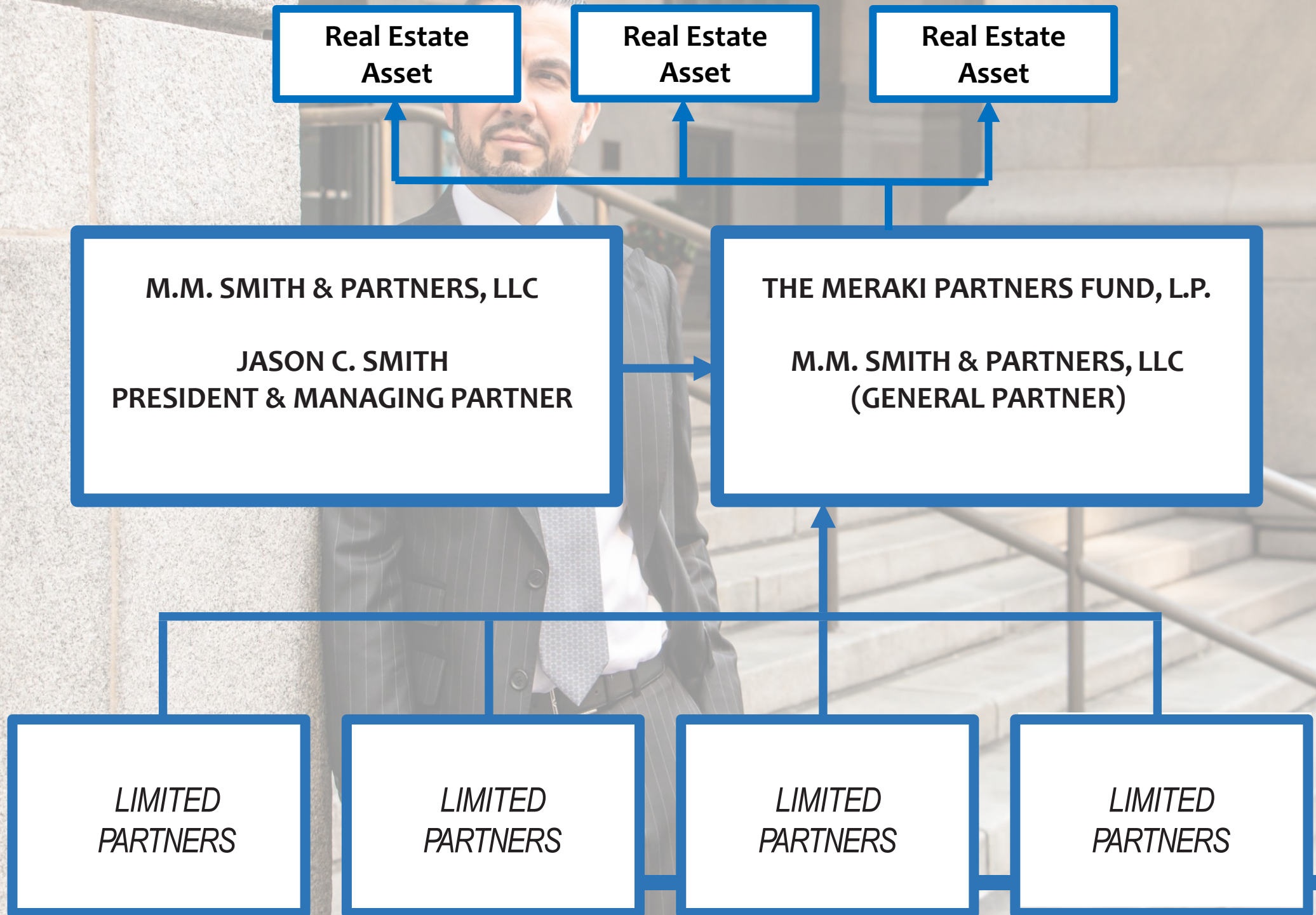
INCREASED VOLATILITY

- Economic uncertainty
- Policy uncertainty
- Rising asset valuations
- Government and private debt at record levels

BUY AND HOLD STRATEGY

- Markets swing more dramatically in today's environment
- Active management crucial in volatile markets
- Know what to look for – early adopter edge

ORGANIZATION & LEGAL STRUCTURE



FUND TERMS & SERVICE PROVIDERS



Fees, Preferred Return, & Distributions*

1.0% Annual Fee (paid quarterly in advance)
8% Preferred Return
70/30 Split (70% to LPs and 30% to GP)



Term 10-Year

Minimum Investment \$250,000

Subscription Frequency Monthly



Broker SVN

Custodian CIBC, PNC Bank, and Nextier Bank

Fund Administrator NAV Consulting, Inc.



Auditor Richie May & Co.

Attorney Riveles Wahab LLP
 Romer Debbas LLP

*See PPM and LPA for more details



MANAGEMENT CONTACTS



JASON C. SMITH
President | Managing & Founding Partner

- B.S. University of Pittsburgh, MBA NYU Stern School of Business
- AIG Financial Analysis, Philotimo Fund, L.P.
- Extensive experience managing large wealth portfolios
- Diversified in larger M&A's, Activist Investment Strategy
- Deeply rooted strategic relationships with strategic partners – bankers, real estate brokers, developers, and institutional investors



MARCELLINO MANILLA
Partner | Director of Relationship Management

- B.A. Washington and Jefferson College
- Sales/Entrepreneur/ Business Leadership
- 15 years experience in sales and marketing roles
- General contractor relationships developed through single family real estate flips
- These relationships improve returns and provide cost savings to investors while renovations are being completed to maximize rent values.

DISCLOSURES

The information contained herein regarding The Meraki Partners Fund L.P., M.M. Smith & Partners, LLC, and/or their respective affiliates, has been prepared solely for informational purposes and is not an offer to buy or sell or a solicitation of an offer to buy or sell any interests in any Fund or to participate in any trading strategy, and may not be used or relied upon in connection with any offer or sale of securities. Such an offer will only be made by means of a final confidential private placement memorandum and other appropriate offering documentation to be furnished to qualified investors only in jurisdictions where permitted by law and will be subject to the terms and conditions contained in such documentation. The confidential private placement memorandum and such other documentation should be read carefully. The information contained herein is a summary and does not purport to be complete.

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THE MERAKI PARTNERS FUND, L.P.

M.M. SMITH & PARTNERS, LLC GENERAL PARTNER

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