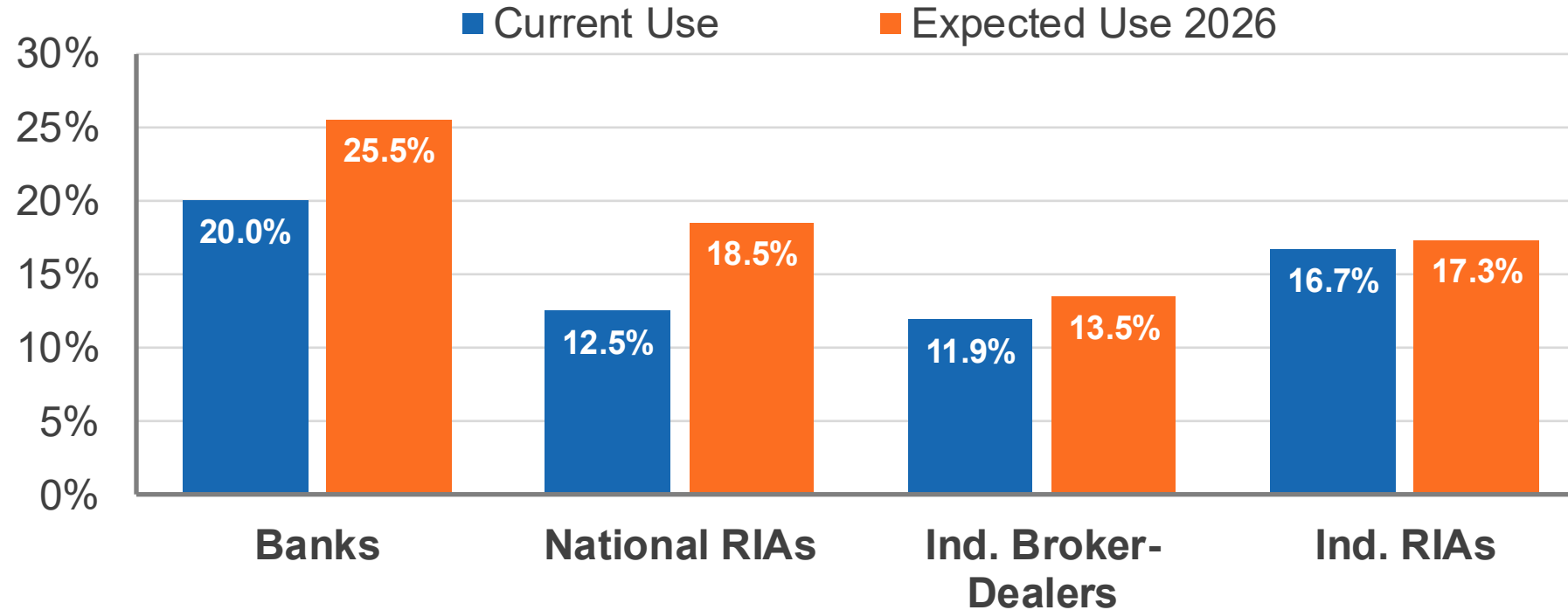


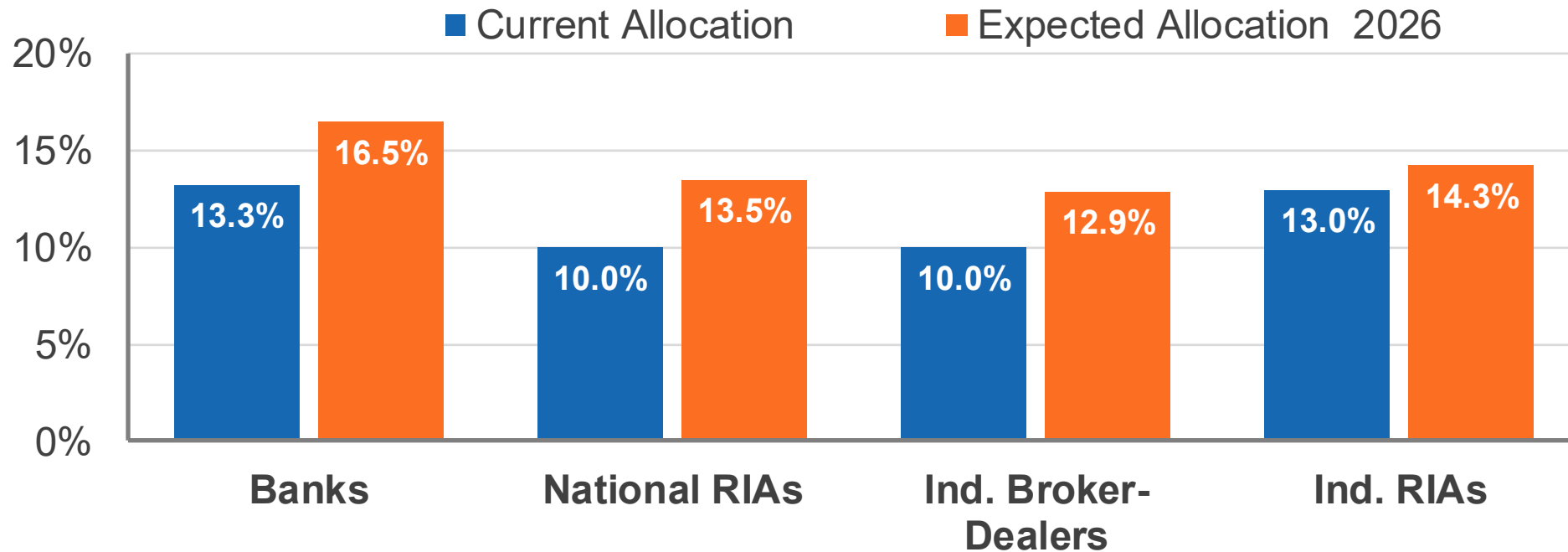
Across all clients in your firm,

approximately what percentage currently use Alternatives?



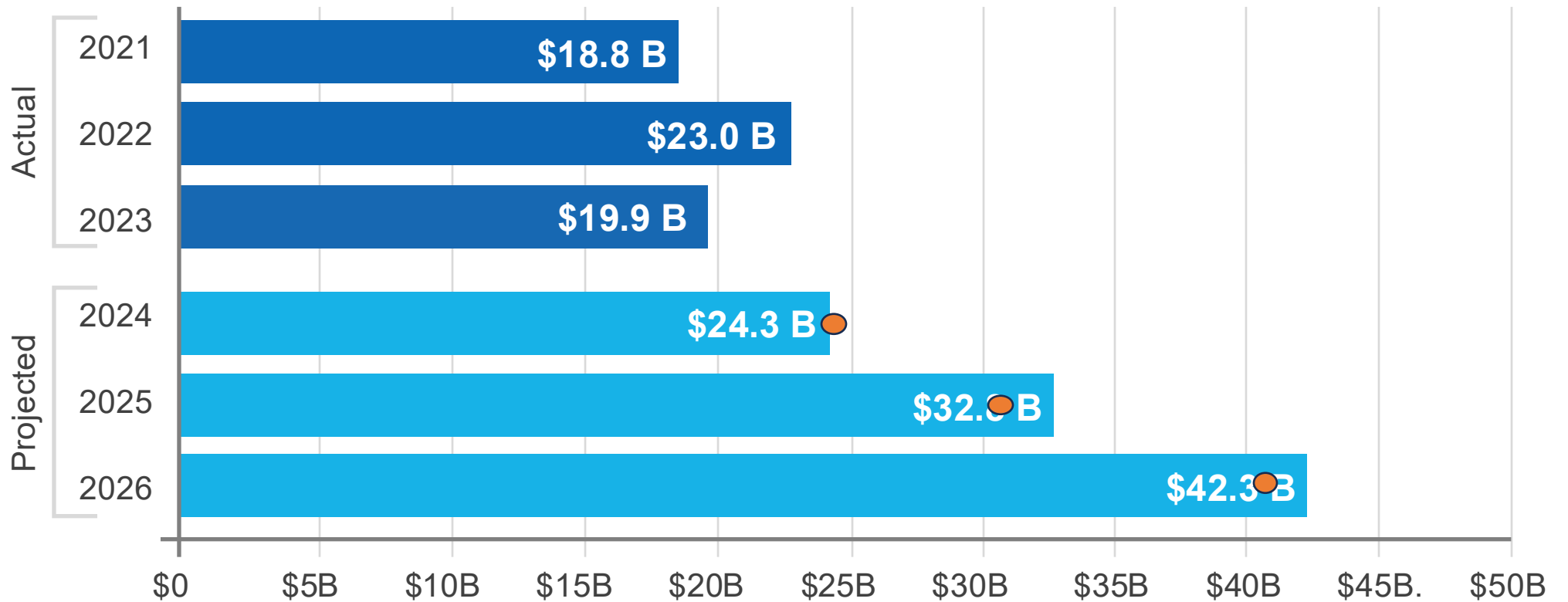
Across all clients who already use Alternatives,

what is their average allocation to Alternatives?



What is your estimate for industry-wide new capital

in Interval and Tender Offer Funds for 2024 and beyond?



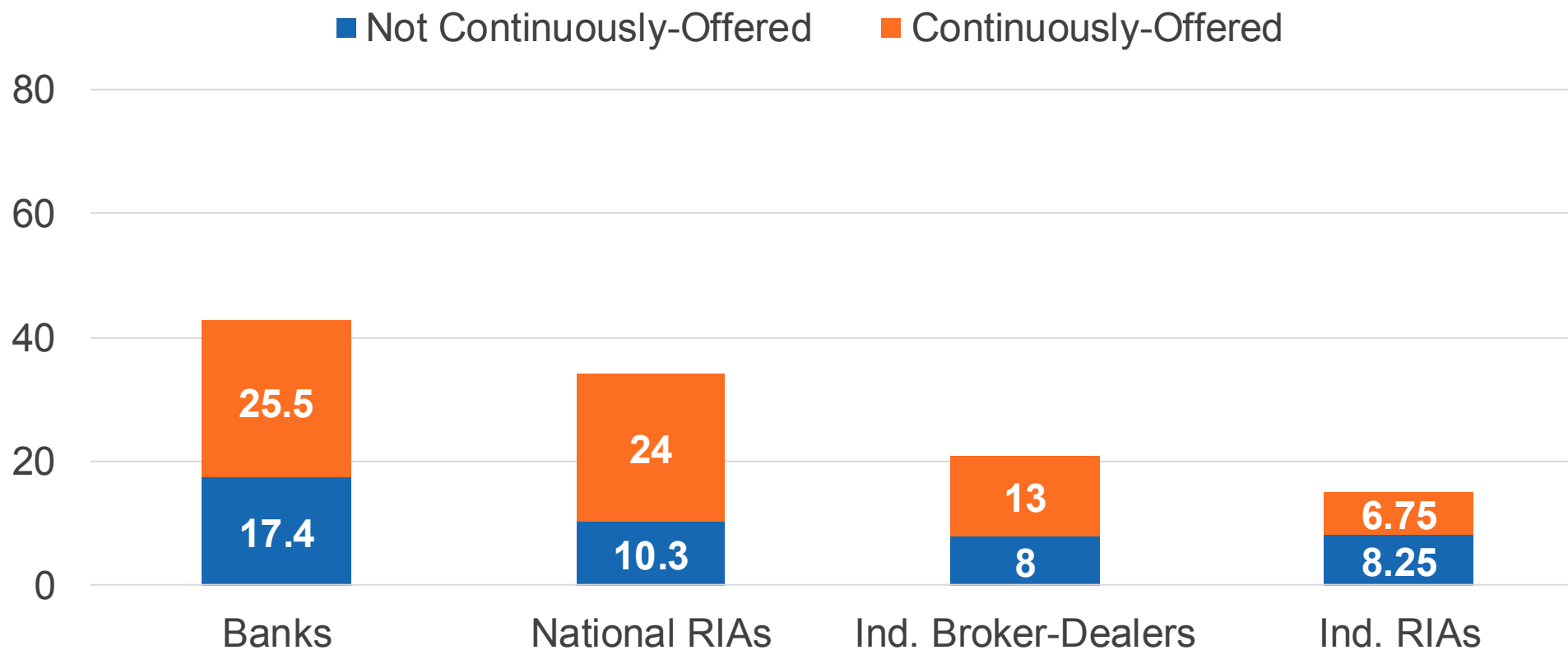
SOURCE: 2020-2023 Actuals-Stanger, 2024-2026 MG Alts Leaders Survey. ● Last Years Survey.



Getting on platform

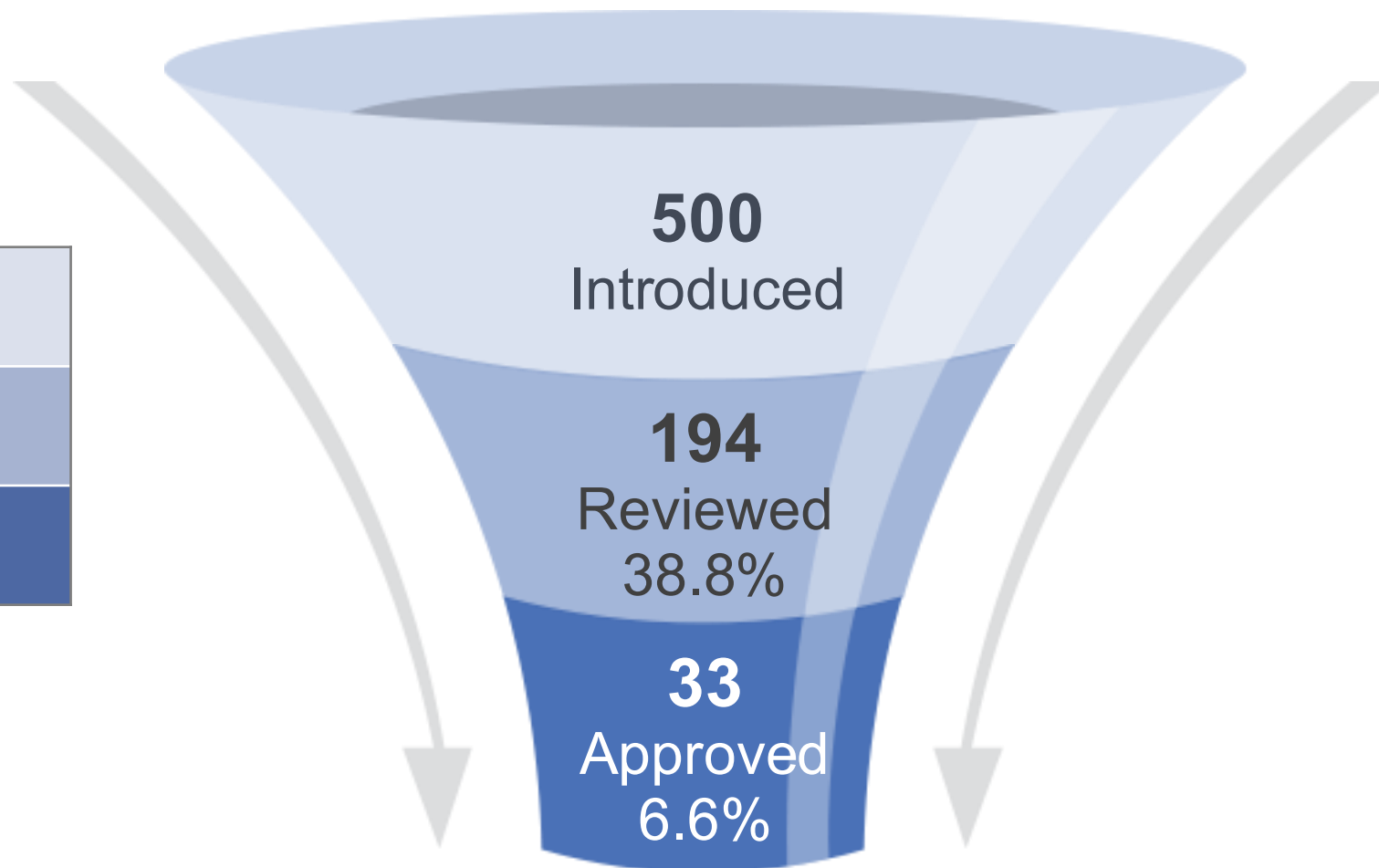
One of the least understood processes

On average, how many alternative products are on your alternative platform?



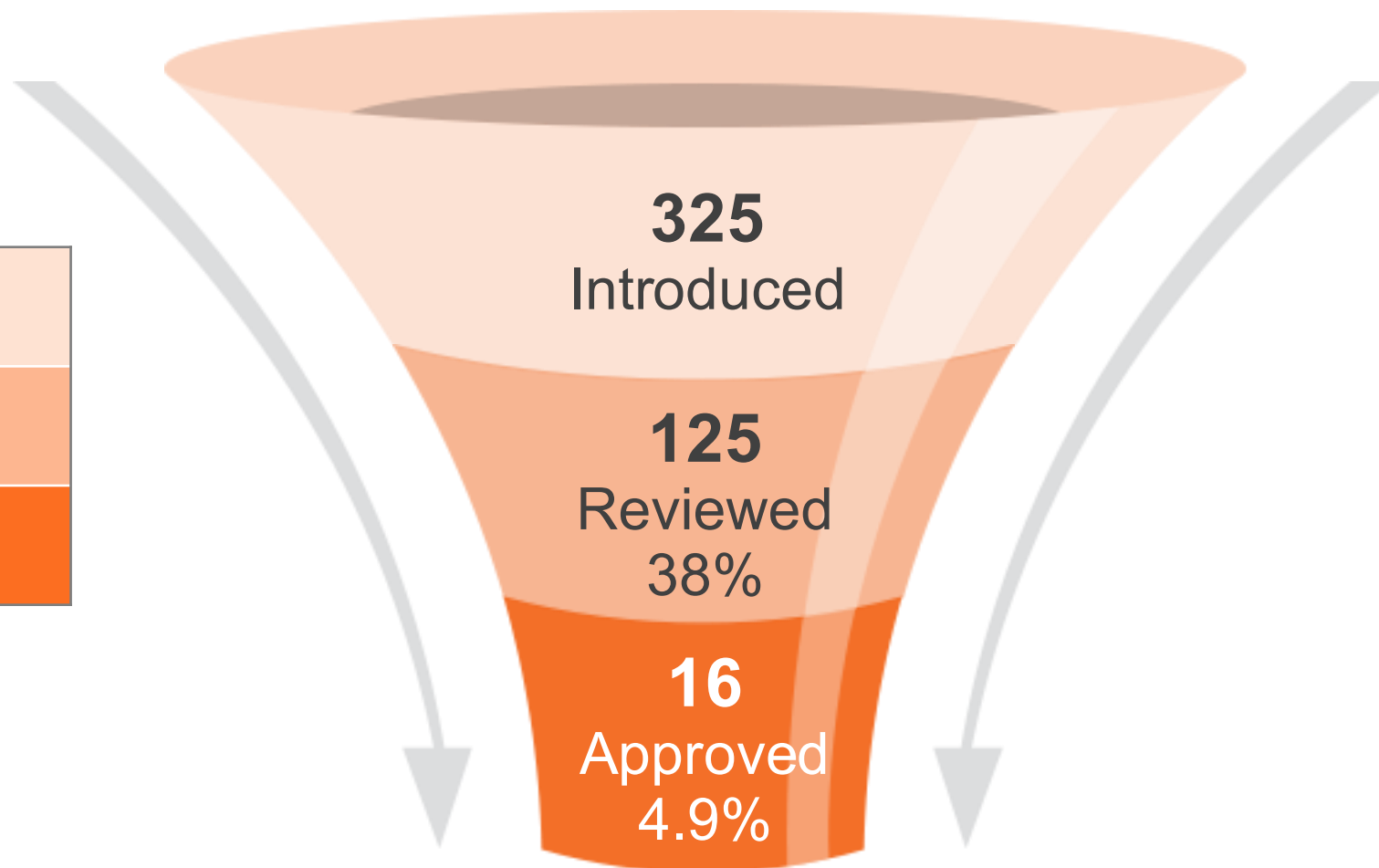
Bank Approval Funnel

Introduced	500
Reviewed	194 (38.8%)
Approved	33 (6.6%)



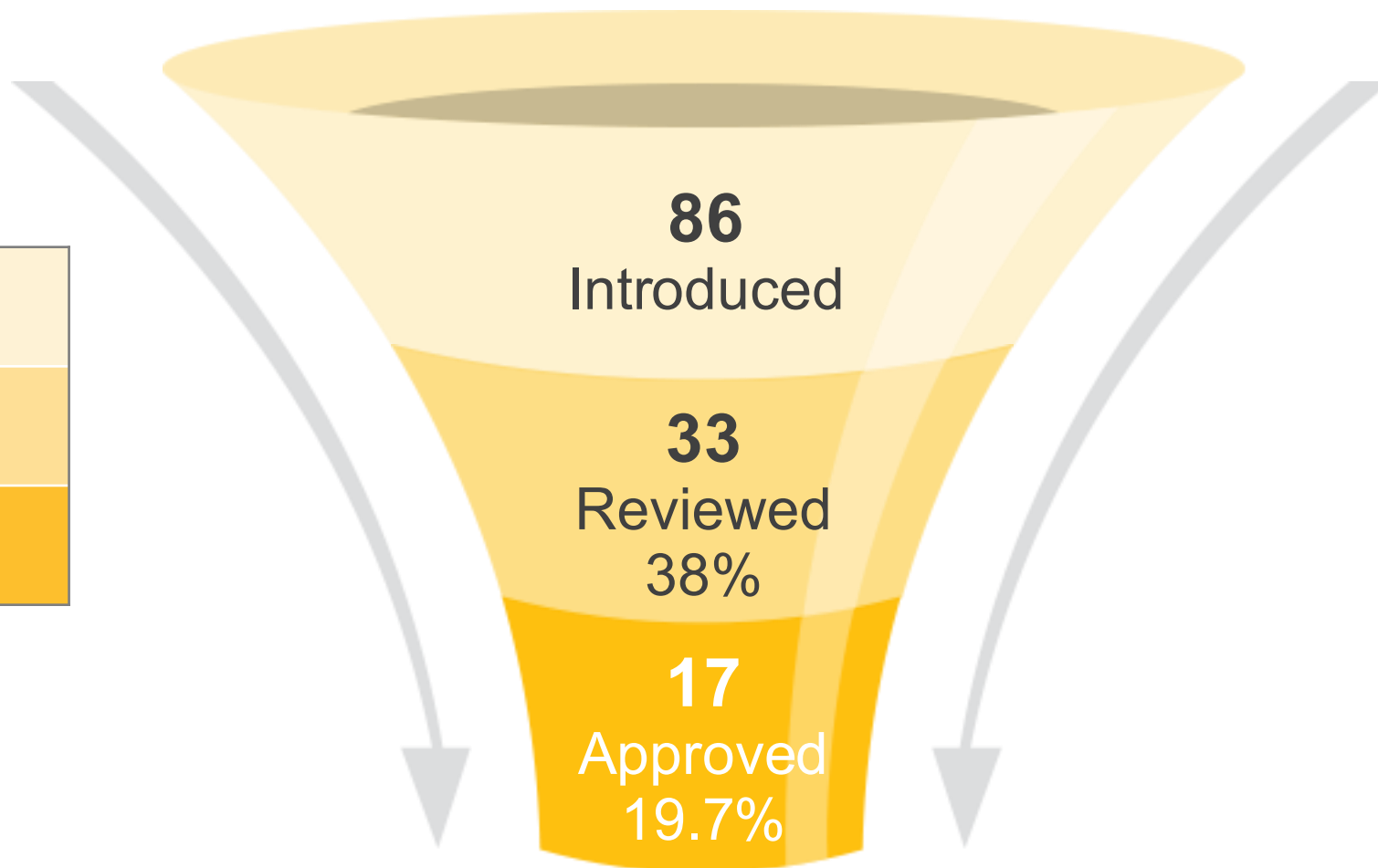
National RIA Approval Funnel

Introduced	325
Reviewed	125 (38%)
Approved	16 (4.9%)



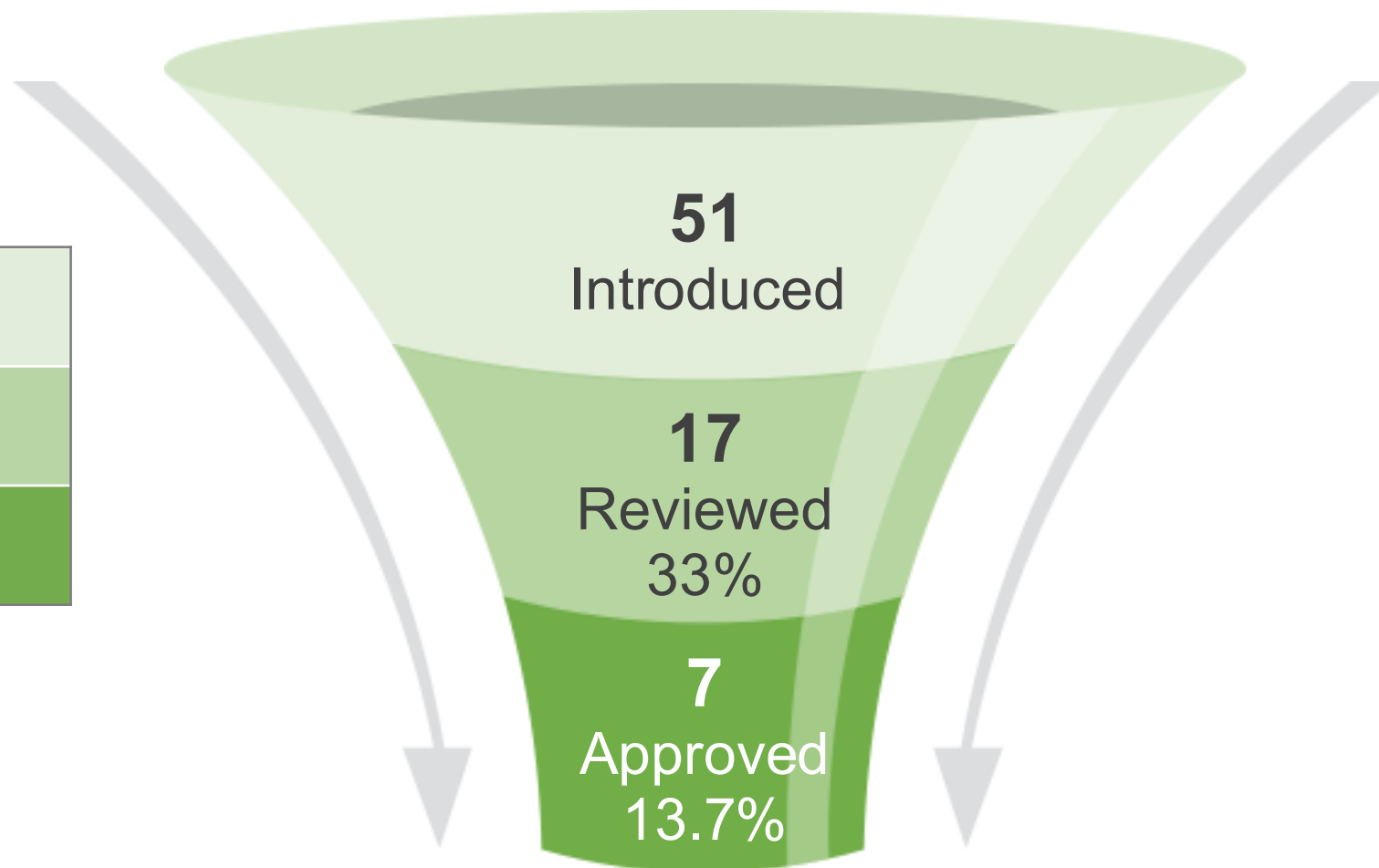
Independent Broker-Dealer Approval Funnel

Introduced	86
Reviewed	33 (38%)
Approved	17 (19.7%)



Independent RIA Approval Funnel

Introduced	51
Reviewed	17 (33%)
Approved	7 (13.7%)



Approval Funnel

	Banks	Nat'l RIAs	Ind. Broker-Dealers	Ind. RIAs
Introduced	500	325	86	51
Reviewed	194 (38.8%)	125 (38%)	33 (38%)	17 (33%)
Approved	33 (6.6%)	16 (4.9%)	17 (19.7%)	7 (13.7%)

Please rank in order of importance the issues or characteristics that determine whether you will review an offering.

Ranked **VERY IMPORTANT (1)** TO **LESS IMPORTANT (7)** in **Gradient** Colors

	Banks	Nat'l RIAs	IBDs	Ind. RIAs
Track Record	2	1.5	1.8	2
Asset Class	1.6	4	2.8	2.25
Existing Relationship	5.8	3	4.8	5
Intermediary Interest	4.2	4.5	4.7	6.25
Structure	4	6	3.8	2
Fees	5.4	4	3.9	4
Robust Infrastructure	5	5	6.2	6.5

Approval Conclusions

Like breakfast cereal shelf space is the greatest limiter


In review, does NOT mean its only a matter of time until approval

Channel adoption rate and availability is not uniform

Develop a go-to market strategy that reflects the adoption rate for each respective channel

Emphasis on firm/fund attributes differ by channel. Adjust your emphasis during presentations

In the next 18 months, what structure of offerings would you prefer to see come to market?

	High Interest 			Low Interest	
Banks	Private Accredited	Private QP	Interval/Tender	Non-Listed BDC	NTR
National RIAs	Interval/Tender	Private Accredited	NTR	Private QP	Non-Listed BDC
Ind. Broker-Dealers	Interval/Tender	Private Accredited	Non-Listed BDC	NTR	Private QP
Ind. RIAs	Interval/Tender	Private Accredited	Non-Listed BDC	Private QP	NTR

In the next 18 months, what asset class offerings would you prefer to see come to market?

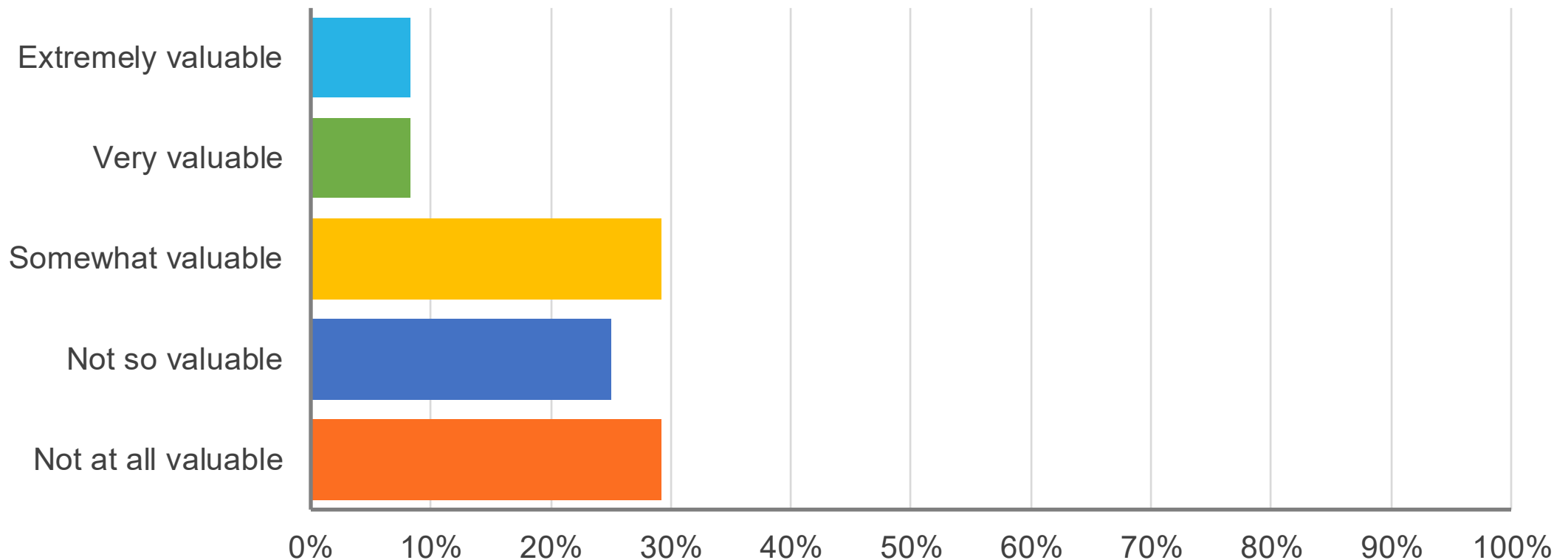
High Interest

Low Interest

	Private Equity	RE Credit	Infra	Sector Specific	Corporate Credit	Venture Capital	RE Equity	Hedge Fund (Absolute Return)	Energy/ Natural Resources
Banks	Private Equity	RE Credit	Infra	Sector Specific	Corporate Credit	Venture Capital	RE Equity	Hedge Fund (Absolute Return)	Energy/ Natural Resources
National RIAs	Corporate Credit	Private Equity	RE Credit	Venture Capital	Sector Specific	Infra	Energy/ Natural Resources	Hedge Fund (Absolute Return)	RE Equity
Ind. Broker-Dealers	Infra	Private Equity	Corporate Credit	RE Credit	RE Equity	Hedge Fund (Absolute Return)	Venture Capital	Energy/ Natural Resources	Sector Specific
Ind. RIAs	Corporate Credit	Infra	Private Equity	Sector Specific	Energy/ Natural Resources	RE Credit	Venture Capital	RE Equity	Hedge Fund (Absolute Return)

How important to servicing your clients

is including a structure that facilitates raising equity offshore?



Approval Conclusions

Contemplate where channel asset class preference crosses with structure preference

Understand where your asset class has desirability first and then contemplate structure

Do not rely on historical capital raise information

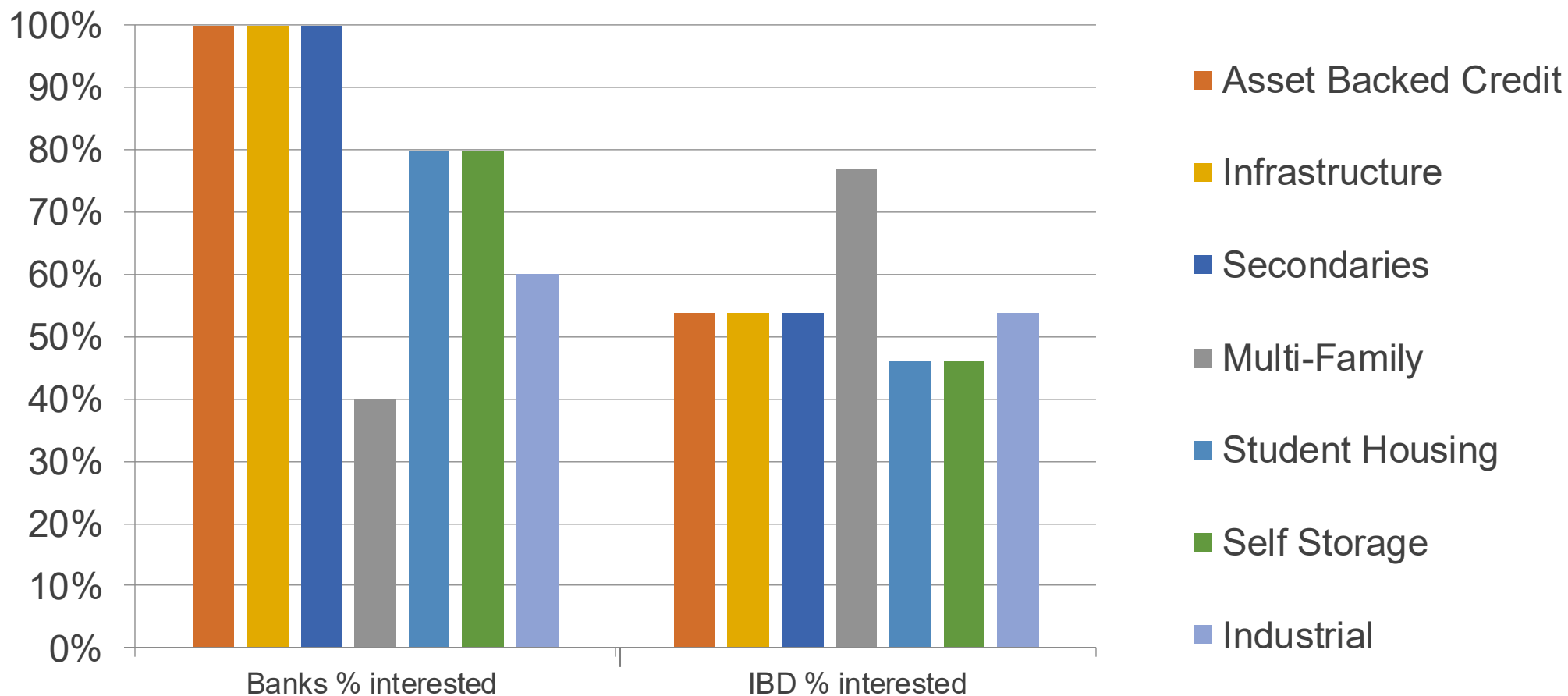
Private Equity, Corporate Credit, Infrastructure have the highest current desirability for NEW offerings

Rising Interest in Sector Specific categories and Real Estate Credit

Sector Sentiment Ranking

Ranking	Sector	YoY Change
1	Asset Backed Credit	+2
2	Infrastructure	-
2	Secondaries	-2
4	Multi-Family	-
5	Student Housing	+2
5	Self-Storage	+4
5	Industrial	-
8	Specialty Finance	-6
9	Oil & Gas/Energy	-
10	Farmland	-5
10	Single Family Homes	-4
10	Life Sciences	-6
13	Manufactured Housing	-
13	Preferred Securities	-5
13	Gaming & Lodging	-3
16	Retail	-
17	Office	-

Top 7 Sector Sentiment Ranking



Sector Sentiment Ranking – commentary page 1

Asset-Backed Credit	71.6% want public structure, $\frac{3}{4}$ want 34 Act
Infrastructure	60% want to see public split between '34 and '40 Act. Probably due to the fact there are privates already in the marketplace
Secondaries	58.5% leaning towards finite life structures
Multi-Family	82% prefer Acquisition Fund. Interest is highest in IBD

Sector Sentiment Ranking – commentary page 2

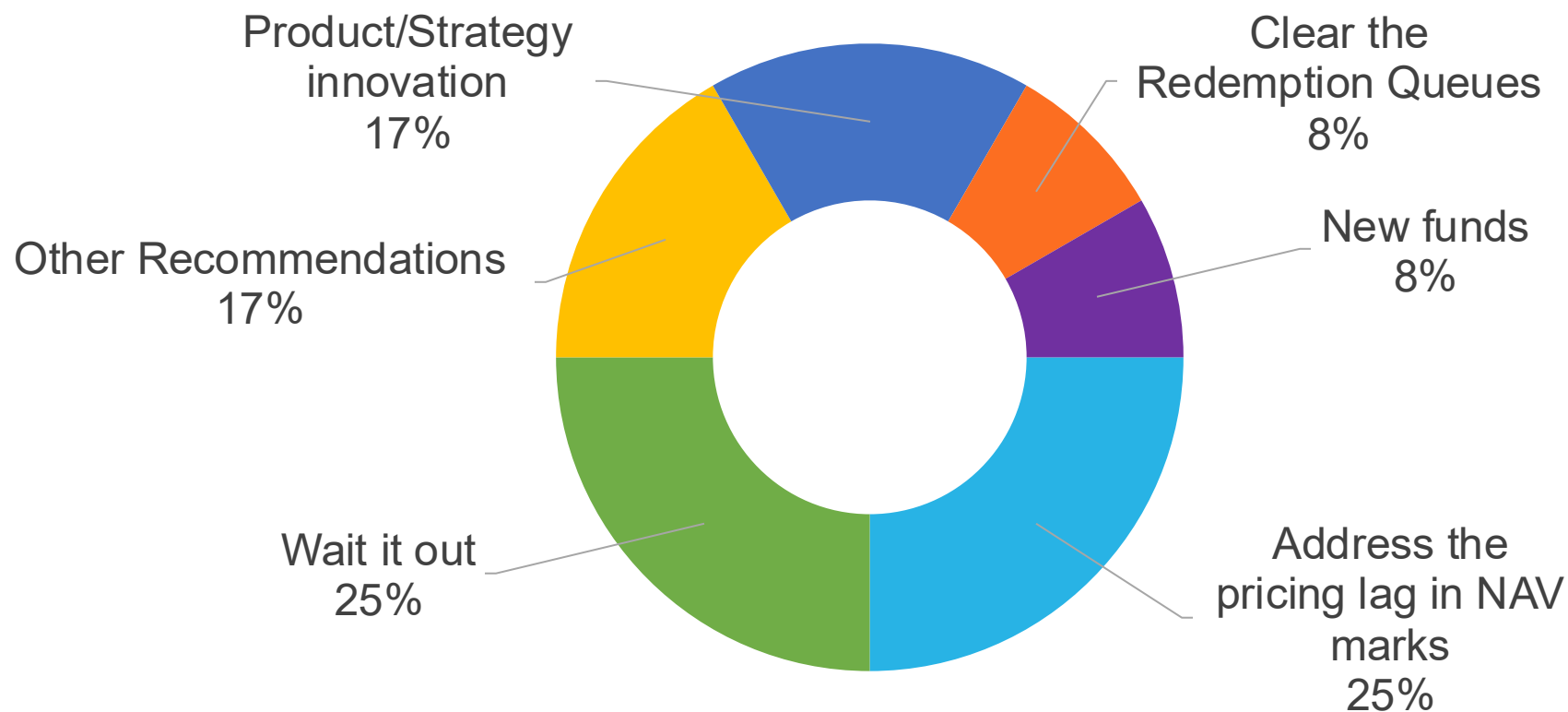
Self-Storage	Most want Acquisitions focus, split between public and private
Student Housing	94% want a private structure
Manufactured Housing	80% want Finite Life- 60% private
Life Sciences	Most significant decline in interest year over year. Private almost all responses



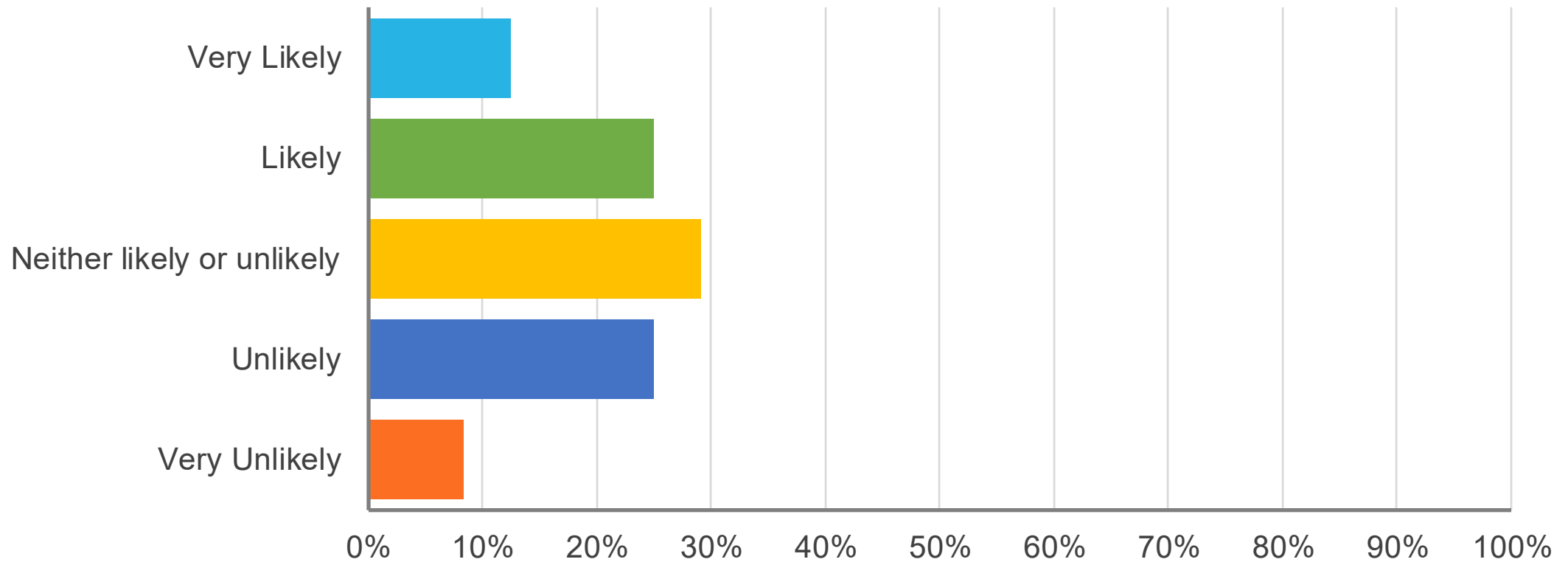
State of the Industry

Selected Issues impacting trends

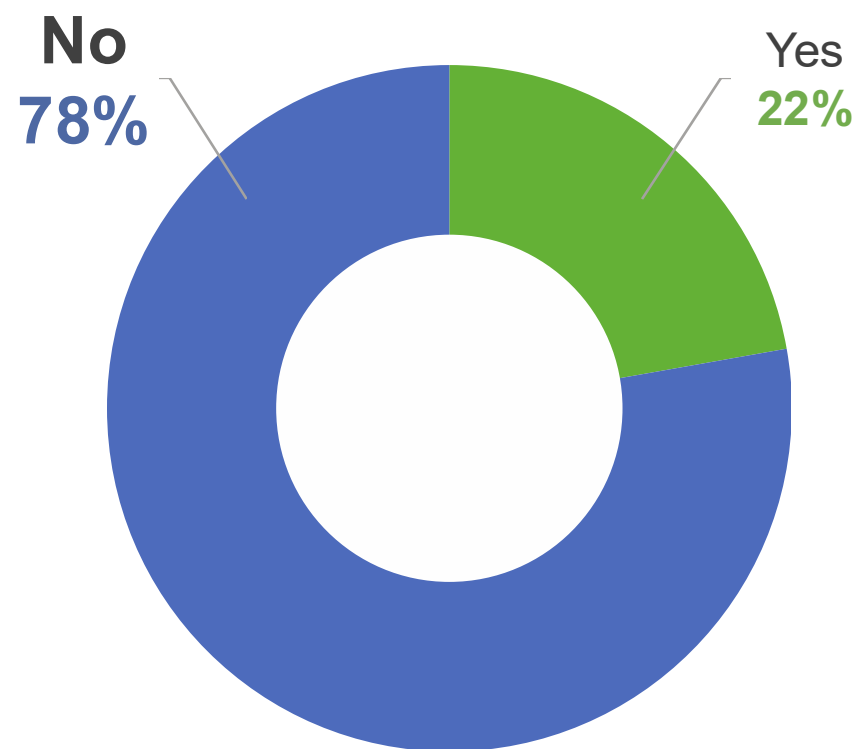
What is the best solution for the current slowdown of net new (inflows less redemptions) capital?



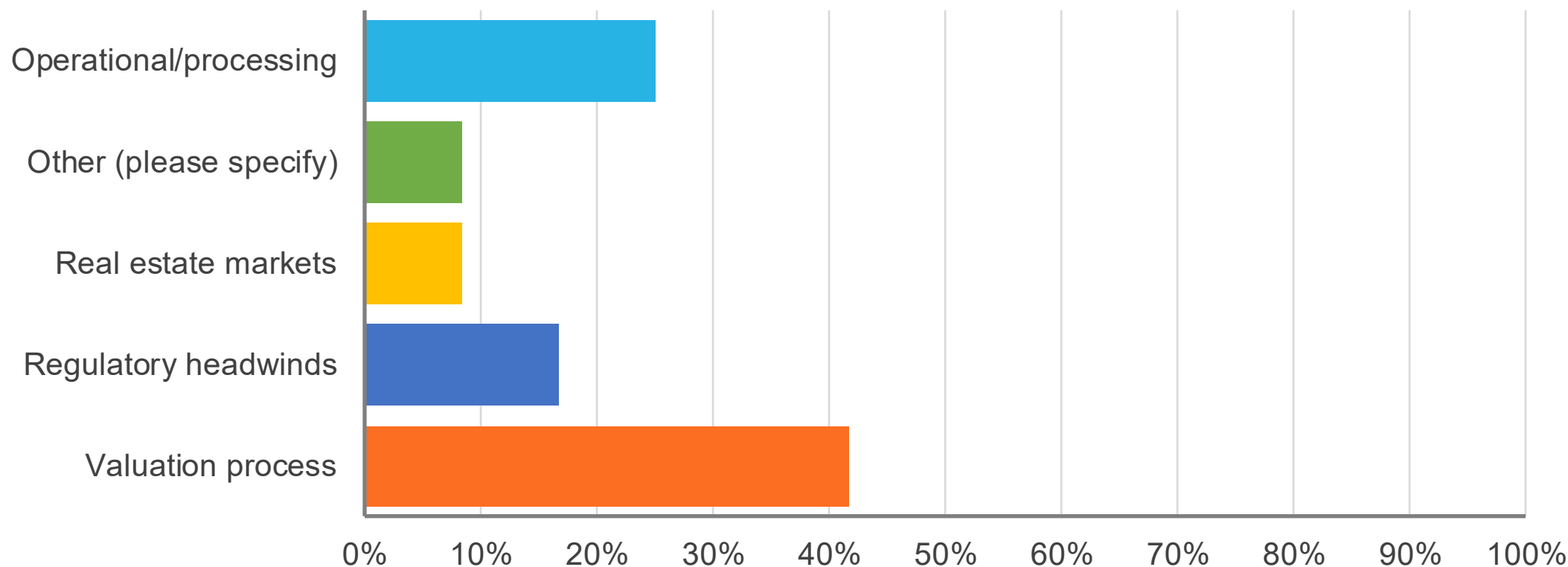
Will semi-liquid Alts be meaningful (5%+) in Defined Contribution plans in the next 5 years?



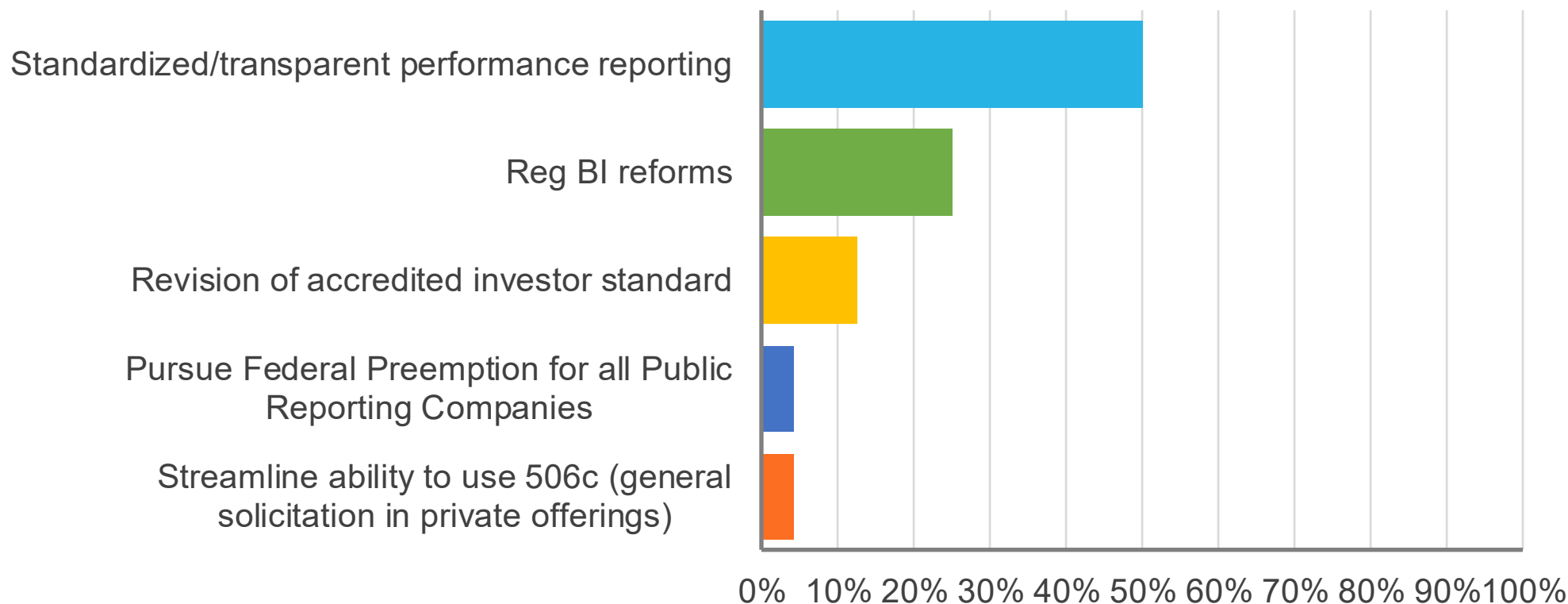
Is the 20% yearly threshold too high for redemption programs for most Alternative Investments?



What do you believe is the biggest challenge facing private markets?



What change is needed to make the most Alternatives investment options available for investors?



State of the Industry Conclusions- 1

Transitioning

1. Alts utilization rates are growing

2. Significant shifts in demand by Asset Class

3. Interest in **Sector Specific strategies** is rising

4. The move to **Private Structures** is accelerating!

5. Preferences differ by Channel - be thoughtful

State of the Industry Conclusions-2

Transitioning

6. More balance in Investor Objectives using Alts (not dominated by Income)

7. Distribution Partners continue to demand liquidity in most funds outside of QP

8. We are too slow to develop standardized reporting

9. Valuations are a growing concern

10. Perpetual Fund approval does not guarantee perpetual access to platforms