Self-Storage

FUND 2 INVESTMENT SUMMARY

Sponsored by:

THE REAL ASSET® INVESTOR

In partnership with: RELIANT Real Estate Management, LLC

This document describes an investment opportunity in the self-storage industry. It is not a solicitation to invest.

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Financial Disclaimer

This Business Plan further contains several future financial projections and forecasts. These estimated projections are based on numerous assumptions and hypothetical scenarios and Sponsor(s) explicitly makes no representation or warranty of any kind with respect to any financial projection or forecast delivered in connection with the Offering or any of the assumptions underlying them.

This Business plan further contains performance data that represents past performances. Past performance does not guarantee future results. Current performance may be lower or higher than the performance data presented.

All return examples provided are based on assumptions and expectations in light of currently available information, industry trends and comparisons to competitor's financials. Therefore, actual performance may, and most likely will, substantially differ from these projections and no guarantee is presented or implied as to the accuracy of specific forecasts, projections or predictive statements contained in this Business Plan. The Sponsor further makes no representations or warranties that any investor will, or is likely to, achieve profits similar to those shown in the pro-formas or other financial projections.

FUND II OVERVIEW

What is Self-Storage Fund II?

Self-Storage Fund II, LLC (the "Fund") is a fund formed exclusively to purchase preferred limited partnership interest in the Reliant Self-Storage Fund (the "Reliant Fund"). The Reliant Fund in turn will purchase a diversified portfolio of self-storage properties across the United States and deliver to our Fund preferred, passive income through quarterly distributions and capital appreciation over a projected 5-10 year hold period. The Reliant Fund seeks properties that are currently under contract and additional properties that meet their underwriting standards to deliver a diversified offering to our Fund. They will focus the investment on all types of self-storage investment including but not limited to development deals, value add opportunities, and stabilized properties.

We seek to raise up to $30,000,000 to purchase preferred interest in the Reliant Fund. From the revenues Reliant Fund distributed to our Fund, investors will receive an 8% preferred return and 70% of any additional revenue received from the Reliant Fund. When profits are distributed as a result of the sale or refinance of any underlying properties of the Reliant Fund, then our Class A Members will receive 70% of those profits until investors have received a 15% IRR. Anything above a 15% IRR will be split 50/50 with The Real Asset Investor.

Why launch Fund II now with the uncertainty created by COVID-19?

The Real Asset Investor believes that the current economic uncertainty will produce some of the best buying opportunities of the upcoming real estate cycle. We are preparing for those opportunities now by building equity commitments to ensure we can act quickly when these opportunities present themselves. We subscribe to the Warren Buffet quote, *"Be fearful when others are greedy and greedy when others are fearful."*

MARKET OPPORTUNITY

According to the NAREIT* the self storage asset class has achieved an average annual return of 16.85% over the past 25 years. Self -Storage has outperformed Apartments (12.93%), Retail (12.04%), Office (12.15%), and the S&P 500 (7.06%) over that same time period.

There are many operators in the Self-Storage space, but we believe Reliant is the superior player in this space due to the depth of the team and thier impressive track record.

Downside Protection

In 2007-2009 Self Storage was down -3.86% versus Apartments (- 6.72%), Retail (-12.32%), Office (-8.16%), and the S&P 500 (-21.10%). During the last recession even when downsizing Americans do not seem to lose their appetite for storage.

Market Consolidation Opportunity

According to the 2019 Self-Storage Almanac the public traded companies own less than 20% of the self-storage market. There is a consolidation opportunity to acquire facilities owned by mom and pop operators and generate revenue enhancements by deploying a professional management strategy.

ROOM FOR GROWTH

Not all properties are created equal. Ideally, the self-storage property under consideration will have room for growth from both a sales perspective and possible (physical) expansion to meet the growing demand for self-storage. Consider value-added components such as outside storage for equipment, RVs and boats. Or, partnering with an on-site moving company. Perhaps incorporating value-added services such as tenant insurance or retailing moving supplies.

The possibilities are endless with some creative thinking.

DOES A SELF-STORAGE INVESTMENT MAKE SENSE FOR THE SMALLER INVESTOR?

You can reap the benefits of investing in a large-scale asset without the risks of going it alone. The independent investor will most likely experience a higher risk in their portfolio regardless of the type of investment they make. Partnering with an investment group through syndication minimizes your risk and increases your opportunity to profit. You become part of the larger investor's market and gain access to bigger deals.

Syndication also provides diversification of your portfolio with a smaller initial investment than typically required as a lone investor. Other benefits are limited liability exposure and a passive investment with a low dollar entry point in addition to tax benefits allowing you to reduce or eliminate your tax liability.

LOCATION. LOCATION. LOCATION

You don't have to be invested in real estate to know that location means everything.
The metrics of any property under consideration must provide good hard data to support growth and viability for the self-storage business.

The best properties should include:

- **Increasing population**
- **Local development**
- **New businesses which increases employment**
- **Types of business... Are they the type that are likely to increase their employee base because of sustainable future needs?**
- **Lack of local competition. Or, local competition with limited expansion capabilities.**
- **Minimally restrictive zoning**
- **High visibility**
- **Proximity to customer base**
- **Robust current occupancy metrics...**
- **Translates into opportunity for rate increase**

For more information on the self-storage space visit our website at:

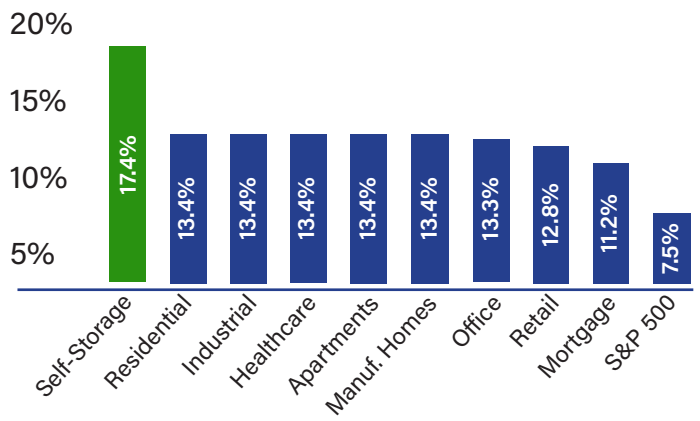
www.TheRealAssetInvestor.com

RECESSION RESISTANT

Superior Returns

According to the National Association of REIT (Real Estate Investment Trusts) the Self-Storage sectorproduced an average of 17.43% annual returns from other REITsectors over the same time period.

For illustration, let's assume you invested $100,000 in each one of the REITs above in 1994. You also reinvested your annual returns back into the fund at the end of each year, creating a compounded return. What would that investment look like 23 years later?



Source: NAREIT, https://dqydj.com/sp-500-return-calculator

Self-Storage outperformed the next best performing asset class by $2,215,650 and outperformed the S&P 500 by $3,494,170!

Real-Time Index Returns

The REIT-focused FTSE Nareit U.S. Real Estate Index Series tracks the performance of the U.S. REIT industry at both an industry-wide level and on a sector-by-sector basis. The performance of both indexes are reported on a real-time basis.

U.S. Global REIT Index Data

All prices in local currency. Time is 10:15 on July 9, 2020

FTSE Nareit U.S. Real Estate Index	Value	% Change	Time
Residential	$414.45	▼ -1.02%	10:15 a.m.
Apartments	$362.00	▼ -1.28%	10:15 a.m.
Manufactured Homes	$605.84	▼ -0.28%	10:15 a.m.
Diversified	$102.04	▼ -1.60%	10:15 a.m.
Lodging/Resorts	$45.24	▼ -2.21%	10:15 a.m.
Health Care	$210.39	▼ -1.69%	10:15 a.m.
→ Self Storage	$1,133.13	▲ 0.07%	10:15 a.m.
Timber	$115.47	▼ -0.40%	10:15 a.m.
Infrastructure	$377.43	▲ 0.16%	10:15 a.m.
Equity REITs	$567.38	▼ -0.95%	10:15 a.m.
Real Estate 50	$302.08	▼ -0.65%	10:15 a.m.

https://www.reit.com/data-research/reit-indexes/real-time-index-returns

THERE IS MUCH MORE TO MAKING A SMART INVESTMENT THAN JUST REVIEWING A BALANCE SHEET

The Real Asset Investor is a big fan of multi-family apartment investing and the many benefits associated with that asset class. However, those of you familiar with this type of investment know there are certain inherent issues - particularly those associated with tenants - that present unique challenges.

When investing in self-storage, your "tenants" are typically boxes of "stuff" which do not require lengthy eviction procedures and will never call in the middle of the night with, potentially, costly maintenance issues. As such, the hassle-free nature of the self-storage business is a particularly attractive investment worthy of consideration.

The facts and figures at the beginning of this report speak for themselves. However, we'd like to share a few other factors for you to consider as part of the decision-making process as to **(1.) whether self-storage is the right investment for you** and **(2.) how to achieve the maximum return if you determine that it is.**

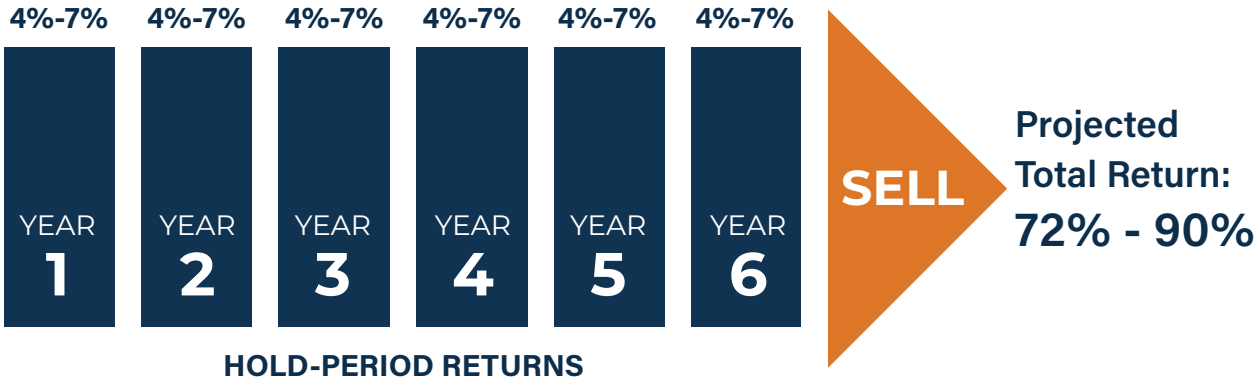
As cities and suburbs grow, we're seeing a tightening of zoning and ordinances creating an increasing number of rules, regulations and barriers to what one is and is not permitted to do. As a result, more and more homeowners are required to jump through an increasing number of hoops and, in many places, putting up a simple backyard shed or garage is becoming increasingly difficult if not impossible. As a result, the self-storage industry is experiencing increasing demand. This creates an opportunity for you to take advantage of the fact that good things do come in not-so-small packages.

THE RIGHT TEAM

With a wealth of experience in investment comes the knowledge that the right team is a key component for success. This philosophy is a cornerstone for all investment opportunities at The Real Asset Investor. When you are considering a self-storage opportunity to put in your portfolio, it is imperative that the property is properly managed.

Look for a property management team that specializes in self-storage and track record. While their main goals are obviously decreasing vacancies while increasing revenues, there is so much more to a successful self-storage business. A management team committed to maintaining peak performance insures continued viability and ongoing success. This forward-thinking mindset ensures even better ROI in the event of a possible sale of the business at some point in time.

RELIANT FUND PROJECT INVESTMENT RETURNS TO OUR FUND



RELIANT'S FUND STRATEGY

- Reliant plans to meet their fund objectives by acquiring or developing self-storage properties primarily in the secondary and tertiary markets that meet their strict underwriting standards.
- Utilizing a mix of value-add, stabilized and ground up development the Reliant Fund plans to deliver current cash flow along with long term capital appreciation and principal protection
- The Reliant Fund projected the returns over a 6 year hold period allowing for appreciation of value and taking advantage of the historically low volatility of the self-storage asset class

RELIANT'S TRACK RECORD*

- Average project level returns on 22 properties sold are 43.9% IRR and 2.91 equity multiple
- Average hold time on 22 properties sold is 3.24 Years
- Average project level annual return on 22 properties sold is 64.5% per year
- Average NOI growth over holding period is 71.4%
- Average Exit Cap Rate is 5.79%

**Past performance is not a guarantee of future results*

RELIANT'S PROPERTY STRATEGY

BUSINESS PLAN DEVELOPMENT

Reliant's acquisition and operational team collaborate on a business plan strategy based on the original pro-forma projections.

Reliant's onsite operations team works with their construction management team to ensure an on time delivery of any new construction on the property.

REVENUE ENHANCEMENTS

Ancillary income opportunities like U-Haul truck rentals, tenant insurance, late fees, etc. are identified for each property and implemented by Reliant's on-site operational team.

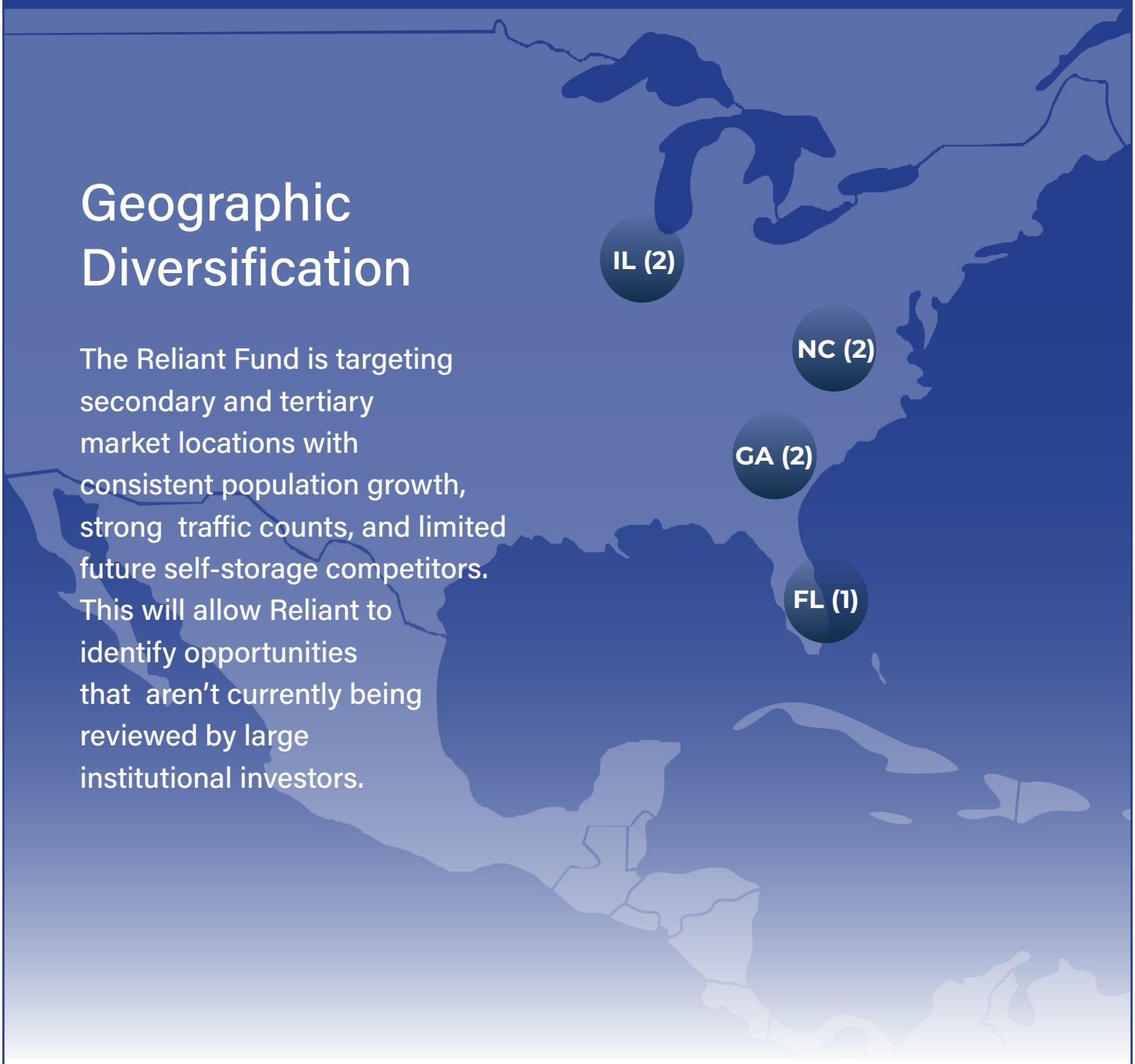
EXIT STRATEGY

Reliant evaluates the market conditions to understand when they can maximize the value of our portfolio. They work with institutional partners, REITS, and the broker marketplace to find a suitable buyer to maximize investor returns.

GEOGRAPHIC DIVERSIFICATION

Geographic Diversification

The Reliant Fund is targeting secondary and tertiary market locations with consistent population growth, strong traffic counts, and limited future self-storage competitors. This will allow Reliant to identify opportunities that aren't currently being reviewed by large institutional investors.



GEORGIA
Eastanollee (1)
Statesboro (1)

NORTH CAROLINA
Wilmington (1)
Midland (1)

FLORIDA
Melbourne (1)

ILLINOIS
Elmhurst (1)
Melrose Park (1)

RELIANT'S SELF -STORAGE FUND PROJECT ACQUSITIONS

Midgard Self-Storage

575 N. Apallo Blvd.

Melbourne, FL

Property Description

Number of Properties:	1
Investment Type:	Value Add
Year Built:	2008
Total SF:	120,150 Current
Current Occupancy:	77%
Loan to Value:	65%

Projected Investment Return Metrics

Projected Annual Return:	15%
Projected Hold Period:	6 Years
Projected IRR:	12.9%
Equity Multiple:	1.9X

Key Points

- Reliant currently owns this property and is recapitalizing the current equity investor who provided a bridge loan to Reliant until January of 2021
- Reliant will build approximately 46,000 NRSF of covered boat and RV parking onsite
- Comp study on parking facilities in the market average 98% occupancy with no new development in the pipeline
- Population growth from 2010-2020 has been 11% across the 5 mile radius
- Traffic count at the site is over 25,000 cars per day up 30% from 2015
- Conservative underwriting with stabilization at 82% occupancy which allows Reliant to lease up the newly added parking units and take advantage of the strong market demand
- No projected rent growth in Year 1, 4% annually in Years 2-6

ACQUSITIONS - *CONTINUED*

Property Description

Number of Properties:	1
Investment Type:	Value Add
Year Built:	2006 Expansion in 2019
Total SF/Units Upon Completion:	128,750 or 925 units
Current Occupancy:	86%
Projected Loan to Value:	70%

Projected Investment Return Metrics

Projected Annual Return:	14.4%
Projected Hold Period:	6 Years
Projected IRR:	11.8%
Equity Multiple:	1.87X
Exit Cap Rate:	6.5%

1st Class Secured Storage

63 Scott Road

Eastanollee, Georgia

Key Points

- Originally built in 2006 with multiple expansion phases by the current seller who is the original developer. Each of the last 4 expansions resulted in lease-up to stabilized physical occupancy within 6-12 months of completion
- Reliant will build 24,000 sq/ft of RV covered parking along with surface parking to accommodate market demand and lease up the facility to stabilization at 88% projected by month 17
- Reliant will also add U-Haul truck rental program
- Reliant will add tenant insurance program, right now there is 0% tenant participation
- Eastanollee is located near Lake Hartwell, one of the Southeast's largest and most popular freshwater lakes which has created a strong demand for boat and RV parking.
- Traffic count is 12,500 cars per day
- Average occupancy of competitors in comp study is 95% representing strong demand for storage in the area.

ACQUSITIONS - *CONTINUED*

Property Description

Number of Properties:	1
Investment Type:	Stabilized
Year Built:	1998-2013
Total SF:	84,180/643 Units
Current Occupancy:	96%
Loan to Value:	70%

80 East Storage

21150 U.S. 80

Statesboro, Georgia

Projected Investment Return Metrics

Projected Annual Return:	15.5%
Projected Hold Period:	6 Years
Projected IRR:	12.74%
Equity Multiple:	1.93X
Exit Cap Rate:	5.5%

Key Points

- Reliant will be purchasing this stabilized property for $6,650,000 in Statesboro, GA, the home of Georgia Southern University
- The business plan calls for Reliant to boost ancillary revenues by adding the following:
  - Point of Sale Items (Locks, Boxes, Tape, Etc.) Retail Sales
  - U-Haul Truck Rental
  - Tenant Insurance Program
- Reliant will close variance on economic (75%)and physical (96%) occupancy by burning off concessions and discounts
- Location has strong visibility along Highway 80 with 10,000 cars per day
- No new development planned within a 10 miles radius of the facility
- Population growth in a 3 mile radius of the facility from 2010-2020 was 29%
- The market currently has 5.6 sq/ft per person which is under the CBSA average of 5.7 sq/ft per person
- Climate Controlled 10x10 units priced 17% below market average rates

ACQUSITIONS - *CONTINUED*

Budget Storage
7275 Carolina Beach Road
Willmington, NC

Property Description

Number of Properties:	1
Investment Type:	Value Add
Year Built:	2018
Total SF:	50,650 Current
Current Occupancy:	82%
Loan to Value:	70%

Projected Investment Return Metrics

Projected Annual Return:	15%
Projected Hold Period:	6 Years
Projected IRR:	12.5%
Equity Multiple:	1.9X
Exit Cap Rate:	6..0%

Key Points

- Reliant is under contract to purchase this newly constructed facility that has leased up to 82% occupancy in less than 24 months demonstrating high demand for self-storage in the market
- Reliant will expand the property by 11,450 NRSF with a mix of climate control and traditional drive up storage units
- Population growth from 2010-2019 has been 21% across the 5 mile radius
- Traffic count at the site is over 34,000 cars per day
- The market is under supplied in the 3 mile radius and majority of the competition in the Pleasure Island market are small "Mom and Pop" operators
- The property is located on the major thoroughfare entering and exiting Pleasure Island creating a captive tenant base
- ~70% of the tenants come from south of the facility where the competition is minimal
- Reliant owns 3 additional facilities in the greater Myrtle Beach area which creates a potential portfolio sale option to a REIT or institutional capital upon exit

ACQUSITIONS - *CONTINUED*

Property Description

Number of Properties:	1
Investment Type:	Value Add
Year Built:	2006-2020
Total SF:	35,500/250 Units
Current Occupancy:	80%
Loan to Value:	65%

Projected Investment Return Metrics

Projected Annual Return:	15.42%
Projected Hold Period:	6 Years
Projected IRR:	12.54%
Equity Multiple:	1.93X
Exit Cap Rate:	5.5%

Clutter Busters

321 Highway 24 27

Midland, NC

Key Points

- Reliant will be purchasing this value-add opportunity for $3,100,000 in Midland, NC a submarket about 16 miles east of Charlotte, NC.
- The current owner just delivered an new building (about 50-60 units) in October which brought the occupancy down to 80% from the historical 90-95%
- Reliant's business plan is to build out an additional 20,000 sq/ft of climate and drive up units to take advantage of market demand
- Reliant will also add ancillary revenues by adding the following:
  - Point of Sale Items (Locks, Boxes, Tape, Etc.) Retail Sales
  - U-Haul Truck Rental
  - Tenant Insurance Program
- Very strong market demand with the competitive set boasting 98% occupancy and only 2 facilities with climate controlled units.
- Great visibility along Highway 24 27 with over 25,000 cars per day
- Population Growth in a 5 mile radius is 39% from 2010-2020
- 1 Mile north of the facility 129 single family homes are planned in a subdivision approved at the end of October

ACQUSITIONS - *CONTINUED*

Property Description

Number of Properties:	2
Investment Type:	Value Add
Year Built:	2016/ 2017
Total SF:	117,981 Current/1277 Units
Current Occupancy:	94%
Loan to Value:	70%

Projected Investment Return Metrics

Projected Annual Return:	13.75%
Projected Hold Period:	6 Years
Projected IRR:	11.82%
Equity Multiple:	1.83X
Exit Cap Rate:	5.5%

U Stor It Portfolio

4501 West North Ave, Melrose Park, IL

887 Illinoise Route 83. Elmhurst, IL

Key Points

- Reliant will be purchasing this stabilized property for $6,650,000 in Statesboro, GA, the home of Georgia Southern University
- The business plan calls for Reliant to boost ancillary revenues by adding the following:
  - Point of Sale Items (Locks, Boxes, Tape, Etc.) Retail Sales
  - U-Haul Truck Rental
  - Tenant Insurance Program
- Reliant will close variance on economic (75%)and physical (96%) occupancy by burning off concessions and discounts
- Location has strong visibility along Highway 80 with 10,000 cars per day
- No new development planned within a 10 miles radius of the facility
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- The market currently has 5.6 sq/ ft per person which is under the CBSA average of 5.7 sq/ft per person
- Climate Controlled 10x10 units priced 17% below market average rates

RELIANT'S UNDERWRITING PROCESS

Property Identification

Reliant's acqusition team reviews public listings, private listings, and off market properties to identify the projects that meet our location and demographic criteria.

Market Research

Review the demographic information in a 1,3,5 mile radius of the property. Perform a preliminary comparable study identifying primary competitors and the self-storage supply and demand in the market.

Pro Forma Modeling

Utilizing property level historical reports and Reliant's proprietary portfolio level data, we underwrite the project using our pro forma model.

Investment Committee Review

Presentation of the property pro forma, market data to investment committee. Decision to submit an offer made by director of acquisitions, managing principal, and chief investment officer.

Offer Submission

Reliant submits Letter of Intent (LOI) on behalf of our investors for review of the seller.

IMPACT OF COVID-19 TO CURRENT PORTFOLIO UNDER CONTRACT

Deal City, State Deal Name	Estanollee, GA 1st Class Secured Storage	Willmington, NC Budget Storage
PSA Date Underwriting Date	3/16/2020 2/29/2020	LOI Final, PSA Pending 4/30/20
Total Revenews		
Underwriting - Month 1	$69,667	$50,239
12/31/19	$64,102	$49,819
1/31/2020	$70,078	$52,913
2/29/2020	$68,376	$52,293
3/31/2020	$70,510	$55,268
4/30/2020	$68,127	$51,606
5/13/2020	$68,145	$52,033
6/30/2020	$72,491	$54,652
7/31/2020	$70,733	$54,545
Unit Occupancy		
Underwriting - Month 1	87%	82%
12/31/2019	87%	82%
1/31/2020	86%	84%
2/29/2020	87%	85%
3/31/2020	87%	85%
4/30/2020	87%	82%
5/13/2020	86%	84%
6/30/2020	87%	88%
7/31/2020	88%	90%

Eastanollee has grown revenue 4% during COVID-19 and maintained occupancy at stabilized 88% through July of 2020

Wilmington has grown revenue 8% during COVID-19 and increased occupancy 8% to 90% through July of 2020

Both properties have achieved occupancy and revenue above where we have underwritten them for Fund II during the COVID-19 pandemic which is encouraging

***Month 1 Total Revenue excludes office space leased to seller post-closing and parking revenue not in seller rent roll*

**** Month 1 Occupancy in Pro Forma includes 57 parking spaces to be delivered at closing, not in current unit mix*

OUR DISTINGUISHED PARTNERS AT RELIANT

Todd
Allen
Managing Principal
BIO

Lewis
Pollack
Managing Principal
BIO

Kris
Bensom
Chief Investment Officer
BIO

Paul
Ragaini
Chief Financial Officer
BIO

Kolin
Van Dyne
Director of Operation
BIO

Jamie
Brooks
Construction Project Manager
BIO

John
Cordova
Director of Aquisitions
BIO

Matthew
Naioti
Director of Analysis
BIO

Our Story

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

From acquisitions to operations we are focused on driving results. We believe our best partnerships are ones where we all win together.

Our conservative approach to underwriting and long term approach to wealth creation allow us to generate outsized returns for our investors.

RELIANT
Real Estate Management, LLC

The Real Asset Investors

Dave Zook - *Founder & CEO of The Real Asset Investor*

Dave Zook is a successful business owner and an experienced real estate investor active in Multi-Family Apartments, Self-storage, ATMs and Commodity and Energy related projects.

Dave and his team have successfully funded and installed multiple Shale Oil Distillation Units which are currently in operation, producing oil and liquids and they are selling the products to major household name buyers on fixed price contracts.

Dave has acquired more that $100 Million worth of real estate since 2010. At the time of this writing, he and his investors own several thousand Multi-Family Apartment units and several hundred thousand sq. ft. of self-storage.

Together with his business partner, Dave is a renowned and trusted professional resource in the Automatic Teller Machine (ATM) investment market where they have deployed more than $120 million of investor capital and they are heavily invested personally in the ATM space.

As a #1 Best Selling Author and a sought after speaker, Dave has shared his knowledge at The International Business Conference, The Jason Hartman Real Estate Mastermind, The Wealth Formula Podcast and The Real Estate Guys radio show. Additionally, Dave is a faculty member and presenter at The Secrets of Successful Syndication Seminar.

Dave, his wife Susan, and their 4 children live in Lancaster County, PA.

Tom Bertz - *CPA*

Tom Bertz is a Certified Public Accountant and real estate investor with over twenty years of experience.

During his accounting career Tom assisted and advised clients on financial, tax and operating issues within their respective organizations. In addition, he worked with multiple companies/clients as their controller and was in charge of all financial operations.

During his career, he worked with multiple businesses in various fields, including distribution, software, professional services & real estate. He also worked with international organizations in both Canada and Italy.

After graduation from Drexel University, he partnered with a colleague and began investing in residential real estate. The projects included renovating an existing building and developing lots for future residential properties.

Through this process, his passion for residential real estate continued to grow. At the present time, they own multiple multi-unit residential properties in South-Central Pennsylvania.

As part of The Real Asset Investor team Tom has been able to leverage his back ground as a CPA and an Investor to add value to our Investor partners.

To Learn More Contact The Real Asset Investor

info@therealassetinvestor.com

"You can be conventional or you can be wealthy. Pick one."™

- Dave Zook

THE REAL ASSET® INVESTOR