



# CRN Institutional Participation Brief

## Participation Framework for Institutional Investors

### Program Overview

Optima's Capital Recycling Network (CRN) assists institutional commercial real estate owners in optimizing portfolio performance through structured capital recycling and confidential off-market transactions. The platform combines institutional relationships with AI-assisted investment alignment to identify strategic counterparties and facilitate discreet portfolio repositioning.

### Eligible Participants

- Public and private REITs
- Private equity real estate funds
- Institutional asset managers
- Family offices and private capital groups
- Sector-specialist real estate operators

### Participation Framework

- Confidential portfolio strategy discussion with Optima
- Review of acquisition and disposition objectives
- AI-assisted evaluation of alignment opportunities across the CRN platform
- Confidential introductions to aligned institutional counterparties

### Confidentiality Structure

All discussions occur on a confidential basis. Prior to detailed information exchange, participants execute a mutually acceptable Confidentiality / Non-Circumvention / Fee Agreement to ensure appropriate protections for all parties involved.

### Engagement Structure

Optima functions as a strategic portfolio intermediary rather than a traditional brokerage. Optima identifies aligned counterparties, facilitates introductions, and supports off-market transaction pathways. A success fee is payable only upon completion of a transaction introduced or facilitated through the CRN platform.

### Next Steps

- Introductory discussion regarding portfolio objectives
- Review of acquisition and disposition criteria
- Evaluation of potential alignment opportunities within the CRN platform