



A Resident's Story

Adanna M.*, a single mom, and her 6-year-old daughter were forced by civil war to flee to the U.S. from their central African home country. Adanna works in the city at the hospital. She started out in transportation, wheeling patients on a gurney. Impressed with Adanna's work ethic and people skills, her supervisor encouraged her to study to become a Certified Nursing Assistant. Now, she provides vital care to patients. She loves her job, but until recently, her biggest challenge was affording a place to live. Most apartment rentals, even within two long bus rides from the hospital, are more than 60 percent of Adanna's monthly take-home pay. Now, Adanna feels lucky to live in an HPET property, where her rent is reasonable. But many of her co-workers still struggle to find anything other than sky-high rentals. They're among the thousands working all around us, providing services we rely on, but who can't afford to live close to where they work.

WHAT WERE ADANNA'S GOALS?



Shorter Term

- Live in a Safe, Decent, Affordable Apartment
- Live Near Work, Transportation, and Services
- Live with Dignity and Pride



Longer Term

- Build Financial Stability for her Family
- Be a Part of a Community
- Have Opportunity to Dream and Grow

What is the solution for Adanna and Katherine?

HPET

An Investor's Story



Katherine S*. studied applied economics and co-founded a tech startup. At 25, she put her Ph.D. on hold to launch a management software suite in a niche market. Soon, the company was making millions annually. Katherine has been fortunate. And she's put a good portion of her new wealth into social impact investments. She's among the 45 percent of wealthy millennials who want to use their funds to help others and who consider social responsibility a factor in making investment decisions. Living in one of the country's most expensive areas, she realized she could have an impact close to home by investing in the preservation of affordable housing for low- and moderate-income working families. Renters' median housing costs rose by 11 percent between 2001 and 2016, and their incomes fell by 2 percent. Katherine heard about HPET at a conference and did her due diligence. She realized she had uncovered an opportunity that perfectly aligns with her impact and financial goals.

WHAT WERE KATHERINE'S GOALS?



Return on Investment

- Identify Proven Partners
- Find Solid Profits
- Keep Risks Low



Social Impact

- Improve the Lives of Others
- Strengthen Diverse Communities
- Contribute to Sustainability

The Housing Partnership Equity Trust (HPET) is a social-purpose real estate investment trust that acquires and preserves affordable housing in partnership with leading nonprofit apartment owners. HPET practices no-nonsense impact investing that delivers reliable results and changes lives.

HOUSING PARTNERSHIP EQUITY TRUST
820 FIRST STREET NE, SUITE 760
WASHINGTON, DC 20002
(202) 796-9270 • HPEQUITYTRUST.COM

**Fictional profiles illustrative of HPET stakeholders*

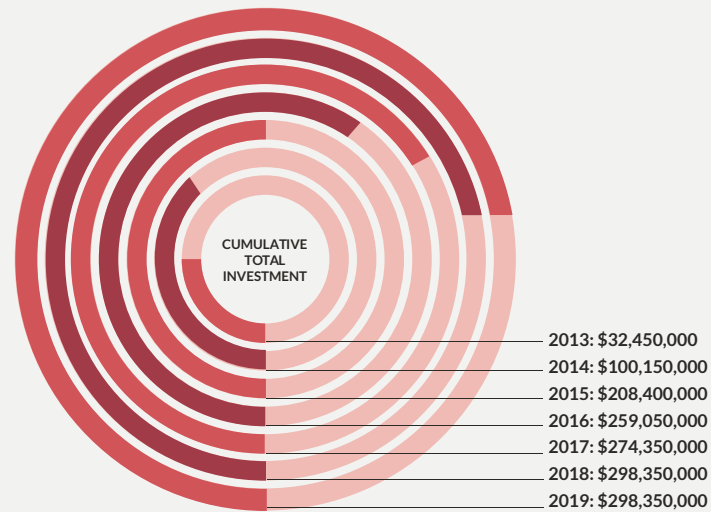
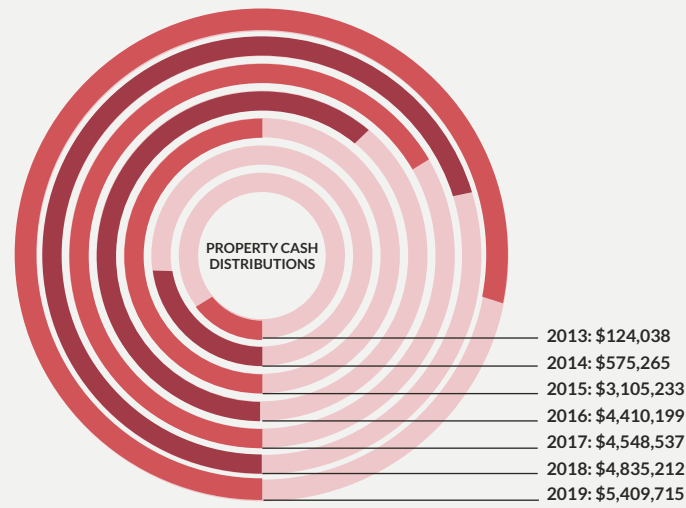
What do we mean when we say we want our investments to make a social impact?

It means we want our money to go to good. And make a positive difference in the world around us. Start with the most fundamental place in every person's life. Home. Some people have a decent and affordable one. Many don't.

Let's change that.

— Anne Segrest McCulloch, CEO, HPET

Financials



For full financials visit: hpequitytrust.com

Our Institutional Investors

- Charles Schwab Bank
- CITIBANK
- Morgan Stanley Bank
- Prudential
- The Ford Foundation
- The MacArthur Foundation

Our Members

- | | |
|-----------------------------|------------------------------------|
| AEON | CPDC |
| AHC INC. | Eden Housing |
| Bridge Housing | NHP Foundation |
| Homes for America | Nevada Hand |
| HPN | Hispanic Housing Development Corp. |
| Chicanos Por La Causa, Inc. | NHT Communities |
| LINC Housing | POAH |
| Mercy Housing | |

Properties

In 2019, HPET provided safe, decent, and affordable homes for families in the following cities:

- | | |
|---------------------|--------------------|
| Phoenix, AZ | Hagerstown, MD |
| Fairfield, CA | Nottingham, MD |
| San Leandro, CA | Maplewood, MN |
| Stockton, CA | Roseville, MN |
| West Sacramento, CA | Las Vegas, NV |
| Aurora, IL | Norfolk, VA |
| Channahon, IL | Virginia Beach, VA |
| Silver Spring, MD | |

Leadership

- | | |
|-----------------------------------------------|----------------------------------------------------------------------------|
| Anne Segrest McCulloch
PRESIDENT & CEO | Matt Glatting
EXECUTIVE VICE PRESIDENT,
FINANCE & INVESTOR RELATIONS |
| Daniel Cunningham
CHIEF INVESTMENT OFFICER | Alexandra Salvador
TREASURER & CONTROLLER |

Board of Directors

- | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| David Adame
PRESIDENT & CEO, CHICANOS POR LA CAUSA, INC.
Board: HPET LLC | Cynthia Parker
PRESIDENT & CEO, BRIDGE HOUSING
Board: HPET LLC |
| Scott Anderson
MANAGING DIRECTOR, ASSET MANAGEMENT, SABAN REAL ESTATE LLC
Board: HPET REIT | David Paull
SENIOR VICE PRESIDENT OF REAL ESTATE DEVELOPMENT, NEVADA HAND
Board: HPET REIT |
| Luke Apicella
DIRECTOR, IMPACT AND RESPONSIBLE INVESTING, PRUDENTIAL FINANCIAL, INC.
Board: HPET REIT | J. Michael Pitchford
PRESIDENT & CEO (RETIRED), COMMUNITY PRESERVATION AND DEVELOPMENT CORPORATION
Boards: HPET LLC (Chair) and HPET REIT (Chair) |
| Thomas Bledsoe
PRESIDENT & CEO, HOUSING PARTNERSHIP NETWORK
Board: HPET LLC | Steven Spears
SENIOR VICE PRESIDENT AND CHIEF FINANCIAL OFFICER, MERCY HOUSING, INC.
Board: HPET LLC |
| James Brodsky
FOUNDING MEMBER & PARTNER, WEINER BRODSKY KIDER PC
Board: HPET LLC | Maria Spelleri
EXECUTIVE VICE PRESIDENT & GENERAL COUNSEL, CHICANOS POR LA CAUSA, INC.
Board: HPET REIT |
| Rebecca Clark
PRESIDENT & CEO, LINC HOUSING
Boards: HPET LLC and HPET REIT | Peter Vilim
CO-FOUNDER AND VICE CHAIRMAN, WATERTON
Board: HPET REIT |
| Collete English Dixon
EXECUTIVE DIRECTOR, MARSHALL BENNETT INSTITUTE AND CHAIR OF REAL ESTATE, HELLER COLLEGE OF BUSINESS, ROOSEVELT UNIVERSITY
Boards: HPET LLC and HPET REIT | Charles Wehrwein
EXECUTIVE VICE PRESIDENT & CHIEF OPERATING OFFICER, HOUSING PARTNERSHIP NETWORK
Board: HPET REIT |
| David Ferrero
PARTNER, REAL ESTATE AND BUSINESS DEVELOPMENT, MOSAIC BUILDING GROUP
Board: HPET REIT | John Welsh
VICE PRESIDENT, MULTIFAMILY GROUP, AHC INC.
Boards: HPET LLC and HPET REIT |
| Linda Mandolini
PRESIDENT, EDEN HOUSING, INC.
Board: HPET REIT (Vice Chair) | |
| Jeffrey Meyers
DIRECTOR, GLOBAL SPREAD PRODUCTS, CITIGROUP GLOBAL MARKETS, INC.
Board: HPET REIT | |

TWO SIDES OF ONE GREAT STORY

