

# Iron Point Partners, LLC

## Part 2A of Form ADV

### The Brochure

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This brochure provides information about the qualifications and business practices of Iron Point Partners, LLC (“IPP”). If you have any questions about the contents of this brochure, please contact us at 202-452-8400. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority. IPP is a registered investment adviser. Registration of an investment adviser does not imply any level of skill or training.

Additional information about IPP is also available on the SEC’s website at: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2: Material Changes

This brochure supersedes Iron Point Partners, LLC’s previously filed annual updating amendment. This brochure has been updated to reflect the fact that, as of the filing of this brochure, Trey Clemens is the Chief Compliance Officer of Iron Point Partners, LLC. No other changes have been made as part of this update.

We encourage readers to review this brochure carefully and in its entirety.

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## Item 4: Advisory Business

IPP is an investment advisory services firm specializing in investment management for private funds focused on investment in real estate assets and real estate-related businesses (“Real Estate Assets”). Currently, IPP provides investment advisory services to private funds (generally referred to in this document as “Private Funds”), including co-investment vehicles that invest alongside other Private Funds in certain investments (as discussed further in *Item 10 – Other Financial Industry Activities and Affiliations* below), sponsored by IPP or certain of its affiliates whose purposes are to make investments in Real Estate Assets. The Private Funds are typically structured as limited partnerships, and an affiliate of IPP serves as the general partner of each Private Fund and IPP serves as the investment adviser to each Private Fund. Private Funds may also be structured as limited liability companies or other entities, with an affiliate of IPP serving as the manager, managing member, or other management role analogous to a general partner, manager, or managing member. Investment advisory services provided by IPP to Private Funds are provided directly to each Private Fund and not individually to the limited partners or analogous investors of a Private Fund (generally referred to in this document as investors). IPP may in the future provide investment advisory services to additional clients that are not Private Funds.

IPP serves as the investment adviser with discretionary authority to implement investment decisions for each client<sup>1</sup> to which it provides investment advisory services. IPP’s investment decisions and advice with respect to its clients are in accordance with the investment objectives and restrictions

set forth in the limited partnership agreement or other applicable governing documents of each client and, with respect to Private Funds, any side letters that a Private Fund or its General Partner executes with such Private Fund's investors. Real Estate Assets in which IPP's clients invest may take the form of or include, without limitation:

- the acquisition of direct interests in real property;
- the formation of joint ventures or other co-investment arrangements with third-parties for investments in Real Estate Assets (including the acquisition of debt and equity interests in joint ventures);
- the acquisition of securities in entities that own or invest in one or more Real Estate Assets;
- investment (whether in equity or debt) in portfolio companies that perform services relating to, or otherwise engage in, businesses relating to Real Estate Assets;
- the sponsorship of or investment in real estate investment trusts ("REITs"), pooled investment funds, or other real estate related companies (including management, financing, development, or other operating companies); and
- the issuance or acquisition of mezzanine financing, mortgage loans, and other real estate backed indebtedness, or participation in, or ownership of, securities backed by such indebtedness.

Certain clients of IPP also from time to time co-invest alongside private funds managed by IPI Partners, LLC ("IPI"), an independent registered investment adviser jointly owned and controlled by an affiliate of IPP and ICONIQ Capital, LLC (see *Item 10 – Other Financial Industry Activities and Affiliations* below for additional discussion of IPI), in certain data center Real Estate Assets in accordance with the respective governing documents of each such client.

IPP's clients make investments in Real Estate Assets located in the United States or outside the United States in accordance with restrictions set forth in the respective governing documents of each client.

IPP was formed in 2007 and is wholly-owned by investment professionals who also own a portion of the general partner or analogous management entity of each of the Private Funds (each a "General Partner"), and none of whom would be deemed to be a principal owner of IPP. Robert M. Bass and associated persons or entities ("Bass Entities"), are investors in each of the Private Funds and are also passive minority special limited partners (or analogous investors) of the General Partner of each Private Fund and, in such capacity, participates in the economics of, and receive certain

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<sup>1</sup> The use of "client" does not include individual limited partners (or analogous investors) of Private Funds, unless otherwise expressly stated herein.

preferential rights in, each Private Fund's General Partner. The applicable Bass Entities' economic participation in each Private Fund's General Partner includes the applicable Bass Entities receiving a portion of the carried interest or incentive allocation (if any) paid by each Private Fund to its General Partner (see *Item 5 – Fees and Compensation* below for additional discussion of carried interest and incentive allocations). Bass Entities are not investors in, do not own interests in, and do not participate in the economics of IPP.

As of December 31, 2023, IPP had assets under management of approximately \$1,380,181,446 (based on initial capital commitments and excluding realizations on investments prior to December 31, 2023). The foregoing assets under management (as of December 31, 2023) are attributable to the Private Funds.

In February 2023, an affiliate of IPP, together with an affiliate of Taylor Theus Holdings ("Taylor Theus"), an independent third-party self-storage real estate manager, formed Safely Store, LLC ("Safely Store"). Safely Store was established as an independent entity to manage certain self-storage real estate assets, and provides advice to the investment vehicles it manages (which, for the avoidance of doubt, are separate from the Private Funds advised by IPP) as to the advisability in investing in certain self-storage real estate assets. Safely Store and an affiliated entity (together, the "Safely Store Entities") established to serve as the general partner of the investment vehicles managed by Safely Store are indirectly jointly owned by certain investment professionals of IPP and certain investment professionals of Taylor Theus (see *Item 10 – Other Financial Industry Activities and Affiliations* below for additional discussion of Safely Store).

IPP does not participate in wrap fee programs.

## **Item 5: Fees and Compensation**

Each of the Private Funds pays management fees to IPP. As fully described in the governing documents for each Private Fund, management fees are typically payable to IPP quarterly in advance with fees payable on a pro rata basis for any period that is less than a full quarterly period. Each of the investment advisory agreements or other governing documents generally provide for a management fee. Any management fee is indirectly borne by investors. The management fee for a Private Fund is typically based on the capital commitments of such Private Fund during its investment period and thereafter on the actively invested capital of the Private Fund for the remainder of its expected life, although the management fees for any specific Private Fund may vary and are negotiated with such Private Fund's investors during the fund raising period of the Private Fund. In addition, the General Partner of each Private Fund is entitled to carried interest or incentive allocations (typically a percentage of profits derived from the disposition of such Private Fund's investments following a preferred rate of return to the Private Fund's investors). IPP or the applicable General Partner, as applicable, waives or reduces management fees and/or carried interest or incentive allocations for certain investors including, without limitation, IPP's employees, "friends and family" investors, and Bass Entities (see discussion of side letters in *Item 7 – Types of Clients* below). Management fees and carried interest or incentive allocations for each Private Fund that is a co-investment vehicle are separately negotiated with such Private Fund's investors.

Certain IPP clients invest in joint ventures or platforms with third parties. In addition, IPP clients enter into other arrangements with third parties to facilitate the sourcing, development, and management of investments made by the clients. In some cases, personnel affiliated with such third

parties will share or sub-lease office space from IPP. Through these joint ventures, platforms, and other arrangements, clients (and, with respect to Private Funds, investors in the applicable Private Fund) will bear a pro rata portion of the fees and expenses of the joint venture, platform, or other arrangement, which will include various types of fees (e.g., development fee, property management fee, asset management fee, acquisition fee, financing fee, accounting fee, and administrative fee) and performance compensation (e.g., carried interest or “promote”) paid to the applicable third party. The fees and performance compensation paid to such third parties are in addition to, and do not offset, the management fee and the carried interest or incentive allocation paid to IPP by the clients. In addition, the governing documents of Private Funds permit affiliates of IPP to be retained to provide certain real estate related services and be paid a fee for doing so, which arrangements are generally subject to review and approval by the investor advisory committee of the respective Private Fund.

In addition, certain IPP clients engage service providers owned and controlled by private funds managed by IPI in connection with certain data center Real Estate Assets held by the clients (including data center Real Estate Assets in which the private funds managed by IPI co-invest) at pre-determined fee rates and other terms, in accordance with the governing documents of each such Private Fund. No IPP or IPI personnel participate in any of the fees or compensation payable to such service providers (other than indirectly through their ownership interest, if any, in the private funds managed by IPI). Such service arrangements may give rise to potential conflicts of interest between IPP clients (and, with respect to Private Funds, the Private Funds’ investors), on the one hand, and IPP, IPI, and their respective affiliates, on the other hand, and any fees or other compensation will not be shared with the clients (and, with respect to the Private Funds, the Private Funds’ investors).

All costs and expenses related to the acquisition, carrying, or disposition of client investments including, but not limited to, private placement fees, sales commissions, appraisal fees, taxes, brokerage fees, underwriting commissions and discounts, accounting, legal, investment banking, consulting, information services, professional fees, custodial, trustee, record keeping, partnership reporting, taxes, insurance, telephone, travel, and other such expenses are either paid by or reimbursed to IPP by its clients.

In order to achieve certain economies of scale, IPP engages independent and unaffiliated entities in which Bass Entities have an ownership interest (including, without limitation, BEPCO, LP) (collectively, “Bass Service Providers”) to provide certain administrative and back-office functions and risk management services to IPP and its clients. The Bass Service Providers allocate to IPP and IPP’s clients, collectively, costs and expenses relating to the services provided (including expenses of compensation, benefits, support staff, rent and related expenses, communications, information technology, human resources, recruiting costs, and other indirect and incidental expenses). Private funds managed by IPI, an independent registered investment adviser jointly owned and controlled by an affiliate of IPP and ICONIQ Capital, LLC (see *Item 10 – Other Financial Industry Activities and Affiliations* below for additional discussion of IPI), and investment vehicles managed by Safely Store also use Bass Service Providers for similar services and accordingly a portion of the costs of such services are also allocated to such IPI managed private funds and investment vehicles managed by Safely Store. The fees paid to Bass Service Providers do not offset the management fees paid to IPP or the carried interest or incentive allocations (if any) paid to the General Partners (in which affiliates of the Bass Service Providers also participate).

The governing documents for each Private Fund have provisions that allow such Private Fund to borrow money for investment and other purposes. Such borrowings may be made prior to capital being called from the Private Fund's investors or even in lieu of calling capital. This mechanism will defer investor capital calls and provides a form of leverage that can have the effect of amplifying a Private Fund's reported net internal rate of return (IRR), particularly in the early years of a Private Fund's investment cycle. Such borrowings can also accelerate the date upon which a Private Fund's preferred return will be achieved for purposes of determining when the Private Fund's General Partner is entitled to begin receiving carried interest or incentive allocations from the Private Fund. In accordance with the terms of the applicable Private Fund's governing documents, interest payments and other fees and expenses incurred in respect of such borrowings are treated as fund expenses and such expenses will decrease a Private Fund's net returns over time.

Each IPP client's governing documents generally provides that fees, costs and expenses relating to unconsummated transactions ("Broken Deal Expenses") may be allocated to the client, including amounts that would otherwise have been borne directly or indirectly by potential co-investors had such transactions consummated. Such co-investors may include those with whom IPP or its affiliates have pre-existing relationships, as well as co-investors that have participated in other completed transactions. By generally bearing the Broken Deal Expenses, IPP clients provide a potential benefit to the other co-investors with respect to relevant investments.

Detailed information regarding the fees and expenses charged to IPP's clients is provided in each IPP client's governing documents. Information regarding IPP's brokerage practices is included in this brochure under *Item 12 – Brokerage Practices*. Potential clients and investors should review all fees and expenses charged by IPP, its affiliates, and others to fully understand the total amount of fees and expenses paid by IPP's clients and, with respect to Private Funds, the Private Funds' investors.

## **Item 6: Performance Based Fees and Side-by-Side Management**

As stated in *Item 5 – Fees and Compensation* above, IPP is eligible to earn a performance-based carried interest or incentive allocation based on profits derived from the disposition of Private Fund investments. Such carried interest or incentive allocation is based on investment profits and, as a result, may create an incentive for IPP to make investments on behalf of the Private Funds that are riskier or more speculative than would be the case in the absence of such incentive compensation.

IPP seeks to address these conflicts through careful vetting of investment opportunities by IPP's investment professionals, disclosure of investments to its clients and their investors by way of periodic reports, and the investment by a number of IPP's investment professionals alongside the Private Funds (in an effort to align IPP's and the Private Funds' interests). In addition, the governing documents of the Private Funds that provide for a performance-based carried interest or incentive allocation include "claw back" provisions pursuant to which, generally from time to time and immediately prior to the termination of the relevant Private Fund, the recipient of such performance-based carried interest or incentive allocation generally will be required to return distributions to cause the performance-based carried interest or incentive allocation actually received not to exceed the amount that would have been received if all distributions were made as of the date of determination of the clawback. Each of the Private Funds pays a form of incentive compensation and, therefore, IPP does not have conflicts of interest related to the side-by-side management of accounts with different fee structures.

## **Item 7: Types of Clients**

IPP provides investment advisory services to clients that invest in Real Estate Assets. IPP's current clients are Private Funds, which are structured as limited partnerships that are exempt from registration as an investment company under U.S. law by virtue of Section 3(c)(1) and/or Section 3(c)(7) of the Investment Company Act of 1940.

Investors in the Private Funds include a variety of institutional investors (e.g. trusts, employee benefit plans, endowments, foundations, corporations and other types of entities, including private funds of funds) and include high net worth individuals. All investors in the Private Funds are required to be "accredited investors" (as defined in Regulation D promulgated under the Securities Act of 1933) and must satisfy such other investor qualification requirements in order to satisfy applicable securities laws.

IPP enters into side letter agreements or other similar agreements with certain investors in the Private Funds, which agreements provide such investors with rights and terms (including, without limitation, rights and terms relating to management fees, the performance allocations, co-investment rights, access to information/reporting obligations, the ability to be charged fees associated with the engagement of placement agents, "most favored nation" provisions, and rights or terms requested or necessary in light of particular investment, legal, regulatory, or public policy characteristics of an investor) that are different or in addition to the general terms of the governing documents of the applicable Private Fund. Subject to potential regulatory changes, IPP is not currently obligated to offer such additional and/or different rights or terms to all investors in the Private Funds.

IPP may in the future provide investment advisory services to additional clients that are not Private Funds.

## **Item 8: Methods of Analysis, Investment Strategies and Risk of Loss**

IPP's investment methodology begins with the development of focused investment themes intended to generate value-oriented, and often counter-cyclical, investment opportunities in real estate assets and real estate-related businesses. IPP identifies and validates investment themes that reflect its analysis and conclusions regarding various factors, including changes in national and regional property markets, conditions within the capital markets, and the competitive environment for deals. By pursuing an opportunistic, theme-based approach, IPP retains the flexibility to target real estate sectors and assets that it believes offer attractive risk-adjusted returns. Within its identified investment themes, IPP seeks potential investment opportunities for its clients through a variety of sources and market relationships including industry professionals such as real estate lenders, developers, brokers, direct borrower relationships, operating partners, joint venture partners, property management and leasing professionals, consultants, and other professionals within the real estate sector.

IPP's analysis of real estate equity and debt investments entails a due diligence review process that includes customary property-level due diligence, an analysis of the national, regional, and local market conditions that may impact a particular investment, and an examination of a variety of business, financial, and legal matters. IPP often works with specialized professional service firms, third-party consultants, and other appropriate resources to identify and assess the investment risks

specific to each investment. As part of its analysis, IPP will typically employ one or more investment valuation methods depending on the type of investment including, but not limited to: (i) forecasts of net cash flows based on IPP's analysis of revenues, expenses, and anticipated net proceeds from the future sale or refinancing of the properties; (ii) capitalization rates applied to in-place or forward stabilized net operating income; (iii) recent sales of comparable properties; available independent appraisals; and (iv) estimates of replacement costs. In addition, IPP has established certain environmental, social, and governance (ESG) factors with respect to potential investments for the Investment Committee to consider. IPP will apply ESG factors at its sole discretion, and ESG factors could change over time.

Each prospective investment is also subject to IPP's Investment Committee review process that includes a written summary of the investment that typically provides, among other things, a summary of:

- the investment thesis;
- certain investment risks and other issues for consideration;
- the results of preliminary due diligence;
- relevant deal terms;
- financial projections and investment valuation under various scenarios;
- matters related to transaction governance and asset management;
- certain ESG factors; and
- exit strategies.

If following this review the Investment Committee wishes to continue pursuing an investment, IPP then finalizes its due diligence and prepares definitive documentation pertaining to the acquisition of or participation in the investment prior to committing a client's capital.

An investor acquiring an interest in a Private Fund involves a number of risks. An investment in a Private Fund may be deemed a speculative investment and is not intended as a complete investment program. It is designed for sophisticated investors who fully understand and are capable of bearing the risk of an investment in the respective Private Fund, and who are capable of bearing illiquidity for substantial periods of time. No guarantee or representation is made that the Private Funds will achieve their investment objectives or that investors in the Private Funds will receive a return of their capital, and the investment strategy offered by IPP could lose money over short or even long periods. Prospective and existing investors in Private Funds are advised to review the applicable Private Fund's offering materials and other constituent documents for full details on the applicable Private Fund's investment, operational and other actual and potential risks.

Investment risks include, but are not limited to, the following:

- The ability of each IPP client to achieve its investment objectives is impacted by, among other things, the general economic and market conditions such as interest rates, availability of credit, inflation rates, economic uncertainty, substantial competition with other investors, changes in laws, trade barriers, currency exchange controls, national and international political circumstances and the risk of pandemics, other natural disasters and social upheavals. These factors can affect the level and volatility of the valuation of Real Estate



Assets and IPP clients' investments. Volatility or illiquidity could impair profitability, or result in losses to IPP clients.

- The investments of IPP's clients will be subject to the risks generally incident to the ownership of real property, including uncertainty of cash flow to meet fixed and other obligations; adverse changes in local market conditions, population trends, neighborhood values, community conditions, general economic conditions, local employment conditions, interest rates and real estate tax rates; changes in fiscal policies; competition from other properties; and uninsured losses and other risks that are beyond the control of IPP.
- IPP's clients acquire real property. These acquisitions are subject to many risks. IPP's clients are expected to acquire properties that are subject to liabilities or that have problems relating to environmental condition, state of title, physical condition, or compliance with zoning laws, building codes, or other legal requirements, including specific requirements relating to hospitality, office, affordable housing, data center, senior housing, multifamily, industrial, self-storage and student housing properties. In each case, IPP's clients' acquisition of a real estate property will often be without any recourse, or with only limited recourse, with respect to unknown liabilities or conditions. As a result, if any liability were asserted against the applicable IPP client relating to those properties, or if any adverse condition existed with respect to the properties, the client would have to pay substantial sums to settle or cure it, which could adversely affect the cash flow and operating results of the client.
- IPP's clients acquire properties that require development or redevelopment. Real estate development involves the risk that construction may not be completed within budget or on schedule because of cost overruns, work stoppages, weather conditions, shortages of building materials, the inability of contractors to perform their obligations under construction contracts, defects in plans and specifications or in construction, or other factors. Any delay in completing a project is likely to result in increased interest and construction costs, the potential loss of purchasers or tenants and the possibility of defaults under financings. Furthermore, increased real estate development may lead to periods of oversupply and result in vacancies, lower rentals and lower sale prices for real estate projects. Newly developed real estate projects are generally disproportionately affected by fluctuations in demand and supply as they typically have no existing tenancies and need to be leased up in their entirety (other than in the case of certain "build-to-suit" projects). In addition, investments in new development activities are more susceptible to irregular accounting or other fraudulent practices due to a lack of established operating history. In the event of fraud by any company in which IPP's clients invest, the clients could suffer a partial or total loss of capital invested in that company. There can be no assurance that any such losses will be offset by gains (if any) realized on the clients' other investments.
- Certain IPP clients focus their investments primarily in the United States, and therefore will be particularly vulnerable to events affecting companies and assets in the United States. The economy of the United States is influenced by the economic and market conditions in other countries in the region and events in other regions can have adverse effects on the securities of companies and the value of assets in the United States. These clients' performance may be worse than the performance of other clients or other investment strategies that invest more broadly.

- Investments in real estate or interests in real estate are highly illiquid and subject to industry cyclicality, downturns in demand, market disruptions and the lack of available capital for potential purchasers. Such factors may be more or less acute in the industry segments in which IPP's clients invest, including hospitality, office, affordable housing, data center, senior housing, multifamily, industrial, self-storage and student housing properties.
- Under various laws, ordinances and regulations, an owner or operator of real property may become liable for the costs of removal or remediation of certain hazardous substances released on, about, under, or in its property. Environmental laws often impose this liability without regard to whether the owner or operator knew of, or was responsible for, the release of hazardous substances. The presence of hazardous substances, or the failure to remediate hazardous substances properly, may adversely affect IPP's clients' ability to sell, use, or finance its real estate. In addition to cleanup actions brought by governmental agencies and private parties, the presence of hazardous substances on a property may lead to claims of personal injury, property damage, or other claims by private plaintiffs.
- IPP's clients form joint ventures with third parties in connection with their investments. Relationships with joint venture partners may involve special risks associated with the possibility that a partner may (i) have economic or business interests or goals that are inconsistent with those of IPP clients; (ii) take actions contrary to the instructions or requests of the clients or contrary to the clients' policies or objectives; (iii) be unable or unwilling to fulfill its obligations under the joint venture's organizational documents; or (iv) experience financial difficulties. The occurrence of such problems could have a material adverse effect on the business and prospects of IPP clients and affect joint venture management decisions and distribution and exit strategies in a manner adverse to the clients' interests. In addition, IPP clients could, in certain circumstances, be liable for the actions of its joint venture partners. In addition, although IPP clients will seek to obtain the right to control all material business decisions affecting such joint ventures or other entities in which it invests, there can be no assurance that the clients will succeed in obtaining such control. Consequently, IPP clients may be unable to control the timing or occurrence of the leasing or disposition of a property. IPP's clients' agreements with joint venture partners typically provide that the joint venture partner will receive carried interest or other compensation. Any such arrangements will result in lower returns to IPP clients than if such arrangements had not existed.
- IPP's clients' investments are expected to be covered by comprehensive liability, fire, extended coverage, and rental loss insurance, with policy specifications and insured limits that IPP believes are adequate and appropriate under the circumstances. Some types of losses, such as from terrorism, wars, earthquakes, floods, or other similar conditions, may be uninsurable or not economically insurable. In addition, many insurance carriers are excluding asbestos-related claims and most mold-related claims from standard policies. IPP will evaluate the availability and cost of additional insurance coverage for such claims. If IPP decides to purchase insurance for terrorism or other similar catastrophic conditions, asbestos, or mold on behalf of an IPP client, the cost could have an adverse effect on the client's results of operations. If an uninsured loss or a loss in excess of insured limits occurs on an IPP client's investment, the client could lose its capital invested in an investment, as well as the anticipated future revenues from an investment and, in the case of debt that is

recourse to the client, the client would remain obligated for such debt. Any loss of this nature would adversely affect the IPP client.

- The valuation of the Real Estate Assets in which IPP clients invest is a difficult task that relies heavily on business judgment. There can be no assurance that the clients will be able to realize their investments at a price that is commensurate with the value at which such investments have been carried. In addition, valuations of the Private Funds and the Real Estate Assets in the current environment are subject to heightened uncertainty and subject to numerous subjective judgments even beyond what is traditionally the case, any or all of which could turn out to be incorrect with the benefit of hindsight. Furthermore, traditional valuation approaches that have been used historically may need to be modified in order to effectively capture fair value in the midst of significant volatility or market dislocation.
- IPP's clients are managed in a manner that is consistent with the best interests of the client, which, in the case of Private Funds, is not necessarily consistent with the best interests of each individual investor in the Private Funds. For example, IPP may structure investments so as to maximize tax efficiency for a Private Fund, but which may not be the most tax advantageous structuring possible for an individual investor in the Private Fund, depending on that investor's own particular facts and circumstances.
- A public health crisis can have unpredictable and adverse impacts on global, national and local economies, which can in turn negatively impact IPP's clients and their investment performance. Disruptions to commercial activity (such as the imposition of quarantines or travel restrictions) or, more generally, a failure to contain or effectively manage a public health crisis, may adversely impact IPP's clients' Real Estate Assets. In addition, such disruptions can negatively impact the ability of IPP's personnel to effectively identify, monitor, operate and dispose of IPP's clients' Real Estate Assets. Finally, a pandemic may contribute to, extreme volatility in financial markets. Such volatility could adversely affect IPP's ability to raise capital for the Private Funds, find financing for IPP's clients' Real Estate Assets or identify potential purchasers of such Real Estate Assets, all of which could have material and adverse impact on the clients' performance. The impact of a public health crisis is difficult to predict and presents material uncertainty and risk with respect to IPP's clients' performance.
- While IPP views the proper management of ESG issues as a way to positively impact the performance of the Private Funds' investments, ESG considerations are only some of the many factors IPP will consider in causing a Private Fund to make an investment. There is no guarantee that a Private Fund will successfully make investments that create positive ESG impacts, and IPP will only seek to make such investments to the extent it believes doing so would help to discharge its duty to maximize risk-adjusted returns. To the extent that a general partner of a Private Fund engages with investments on ESG-related practices and potential enhancements thereto, such engagements may not achieve the desired financial and social results, or the market or society may not view any such changes as desirable. Successful ESG practices on behalf of IPP will depend on IPP's ability to properly identify and analyze material ESG factors and their impact-related value on a case-by-case basis, and there can be no assurance that the strategy or techniques employed by IPP will be successful. Furthermore, in many cases, IPP's ability to engage with investments on ESG-related matters is expected to be limited, for example, as a result of the nature of a Private Fund's investment. Considering ESG factors when evaluating an investment may result in the

selection or exclusion of certain investments based on IPP's view of the significance of those ESG-related and other factors, which could ultimately prove to be incorrect. There is the risk that taking ESG-related factors into consideration, or the failure to adequately account for such factors, may adversely affect the Private Funds and their investments.

- IPP and IPP's clients are generally dependent on unaffiliated financial institutions, including banks, broker-dealers, clearing houses, securities firms, exchanges and other financial institutions to conduct their business. A disruption or shock in the financial industry or markets (as last occurred in the first quarter of 2023 with multiple banks entering receivership or otherwise seeking assistance; such a disruption or shock being a "Financial Disruption Event") could adversely affect any of these financial industry participants, which in turn could have material adverse consequences for IPP and IPP's clients and their investments. The severity of this risk could be increased by any exclusive arrangements entered into with these financial institutions. A Financial Disruption Event affecting a bank or financial institution that has custody of IPP's clients' assets could adversely impact the value or integrity of those assets and the ability to retrieve and secure such assets. A Private Fund may experience delayed access to deposits or other financial assets or an uninsured loss of those deposits or other financial assets. In particular, if IPP or an affiliate has a banking relationship (for example, a payroll account) with a bank or other financial institution that experiences a Financial Disruption Event, IPP's ability to manage or operate consistent with past business practices could be negatively impacted, potentially resulting in a disruption in operations.
- Investment advisers, including IPP, must rely in part on digital and network technologies ("cyber networks") to maintain substantial computerized data about activities for client accounts and otherwise conduct their businesses. Such cyber networks might in some circumstances be subject to a variety of possible cybersecurity incidents or similar events that could potentially result in the inadvertent disclosure of confidential computerized data or client data to unintended parties, or the intentional misappropriation or destruction of data by malicious hackers seeking to compromise sensitive information, corrupt data, or cause operational disruption. Cyber-attacks might potentially be carried out by persons using techniques that could range from efforts to electronically circumvent network security or overwhelm websites to intelligence gathering and social engineering functions aimed at obtaining information necessary to gain access. IPP maintains policies and procedures on information technology security, has implemented certain technical and physical safeguards intended to protect the confidentiality of its internal data, and takes other reasonable precautions to limit the potential for cybersecurity incidents and to protect data from inadvertent disclosure or wrongful misappropriation or destruction. Nevertheless, despite reasonable precautions, the risk remains that cybersecurity incidents could potentially occur, and such incidents, in some circumstances, might result in unauthorized access to sensitive information about IPP or its clients or their investors, and/or cause damage to client accounts or IPP's activities for clients or their investors. IPP will seek to notify affected clients and investors of any known cybersecurity incident that may pose a substantial risk of exposing confidential personal data about such clients or investors to unintended parties.

## **Item 9: Disciplinary Information**

IPP and its employees have not been involved in any legal or disciplinary events in the past 10 years that would be material to a client's evaluation of the company or its personnel.

## **Item 10: Other Financial Industry Activities and Affiliations**

IPP provides investment advice to the Private Funds. The General Partners of the Private Funds are affiliated with and under common control with IPP. Neither IPP nor any of its affiliates is registered, or currently has an application pending to register, as a broker-dealer, a futures commissions merchant, a commodity pool operator, or a commodity trading advisor.

Employees of IPP may serve as directors and officers of, and provide advice to, publicly traded companies, private companies, and various predecessor entities (including Bass Entities, IPI and IPI related entities, and Safely Store Entities). Clients and investors in the Private Funds should be aware that receipt of material non-public information by IPP's related persons regarding these companies could preclude IPP and its clients from effecting transactions in the securities of such companies. Compensation for directorships with portfolio companies or investments of IPP's clients, if any, is transferred for the benefit of the respective client.

Certain of the related persons of IPP may have personal investments in companies, limited partnerships, or limited liability companies, including other partnerships, investment funds, and investments sponsored by Bass Entities. In addition, certain of the related persons of IPP have investments in IPI and the Safely Store Entities and the clients advised by IPI and the investment vehicles managed by Safely Store. To the extent that conflicts arise, they are reviewed by IPP's compliance personnel.

On occasion, IPP's clients may form co-investment vehicles managed by the General Partner of another Private Fund (or other affiliates of IPP) to invest alongside a client in portfolio companies or investments where a client will make or has made an investment. Typically, co-investment vehicles will be allocated on a pro rata share (relative to capital invested) of transaction fees, portfolio monitoring fees, management fees, and similar payments from portfolio companies or investments. With respect to certain co-investments, to the extent agreed upon by co-investors, IPP or its related persons may retain relevant transaction fees or portfolio monitoring fees, earn carried interest, and receive a management fee that will not reduce the compensation paid to IPP by its clients. IPP may, in its sole discretion, provide co-investment opportunities to strategic investors, consultants, advisors, lenders, investors in Private Funds, third parties, or others. IPP is under no obligation to provide co-investment opportunities to investors in Private Funds, and any such co-investment opportunity may be offered to one or more third parties and/or some and not other investors in Private Funds. Any such allocations as between investors may not correspond to their pro rata interests in a Private Fund. In determining such allocations, IPP may take into account any facts or circumstances it deems appropriate, including the size of the prospective co-investor's investment in a Private Fund and any other clients; whether and the extent to which the prospective co-investor has expressed an interest in co-investment opportunities; IPP's evaluation of the financial resources, sophistication, experience, and expertise of the potential co-investor, with respect to the execution of co-investment transactions generally, and with respect to the geographic location or business activities of the applicable portfolio investment; perception of past experiences and relationships with each prospective co-investor; whether or not such person has co-invested

previously and the ability of any such co-investor to respond promptly and appropriately to potential investment opportunities; perception of the legal, regulatory, reporting, public relations, competitive, confidentiality, or other issues that may arise with respect to any prospective co-investor; and any strategic value or other benefit resulting from offering such co-investment opportunity to a prospective co-investor. Co-investments may result in conflicts between an IPP client and other co-investors (for example, over the price and other terms of such investment, exit strategies and related matters, including the exercise of remedies of their respective investments). In certain circumstances, IPP may be incentivized to allocate co-investment capacity away from a client. For example, where a client's losses make it unlikely that IPP will earn carried interest from a client, IPP may be incentivized to allocate capacity for co-investment since such losses will not be taken into account in determining carried interest payable in respect of a co-investment. Furthermore, to the extent that an IPP client holds interests that are different (or more senior) than those held by such other co-investors, IPP may be presented with decisions involving circumstances where the interests of such co-investors are in conflict with those of the client. Expenses borne by IPP's clients related to co-investments are generally allocated among any parallel funds, co-investment vehicles, and other entities that comprise the client group that shared in the activities generating such expenses; provided, however, the portion of any such expenses related to investments which are not consummated that may be allocable to co-investors may, in IPP's discretion, be borne by the applicable client and not the co-investors.

IPI is a related person of IPP and a registered investment adviser. IPI is jointly owned and controlled by Iron Point DC Management, LLC (which is an affiliate of IPP) and ICONIQ Capital, LLC. For more information regarding IPI, please refer to the Form ADV for IPI available at: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Similarly, Safely Store is a related person of IPP. As noted in *Item 4: Advisory Business*, Safely Store is indirectly jointly owned by certain investment professionals of IPP and certain investment professionals of Taylor Theus.

Conflicts of interest may arise from time to time in allocating time, services, or other resources among IPP and the investment activities of IPI and/or Safely Store. Certain personnel of IPP are obligated to devote a certain amount of time to IPI and Safely Store, and certain personnel of IPI are obligated to devote a certain amount of time to IPP and Safely Store. Accordingly, such IPP personnel's time or IPI personnel's time will not be dedicated exclusively to IPP's clients.

Investments identified by IPP which do not meet the investment objectives of IPP's clients will generally not be offered to IPP's clients but may be offered to clients of IPI or investment vehicles managed by Safely Store, as applicable.

The clients of IPI focus on real estate investments in data centers or technology connectivity-related assets which are not within the investment strategy of IPP's clients by virtue of their return profiles, although the investment strategies of some of IPP's clients and some of IPI's clients do overlap in certain respects (for example, with respect to joint ventures between clients of IPP and IPI to invest in underlying Real Estate Assets as discussed below).

Similarly, the investment vehicles managed by Safely Store focus on real estate investments in self-storage assets which are not within the investment strategy of IPP's clients. Self-storage investments will generally be allocated based on whether such investments are opportunistic (i.e., investments

that initially may have higher projected returns but may involve additional risks) or non-opportunistic (i.e., investments that initially may have lower projected returns but may involve reduced risks). Typically, opportunistic self-storage investments will be allocated to IPP's clients and non-opportunistic self-storage investments will be allocated to the investment vehicles managed by Safely Store, subject, in each case, to the clients' and investment vehicles' governing documents.

In addition, IPI and/or Safely Store may make investments on behalf of their respective clients and investment vehicles that are competitive to IPP's clients' investments. Under certain circumstances, IPI's clients are expected to invest alongside IPP's clients through co-investment arrangements as described above.

In addition, a Private Fund and a private fund managed by IPI are currently joint venture partners with respect to an investment in a Real Estate Asset, and clients of IPP and IPI are expected to enter into additional joint ventures. Such joint ventures between clients of IPP and IPI are, or are expected to be, jointly controlled by the applicable clients of IPP and IPI.

In providing advice and recommendations to, or with respect to, its investments and in dealing in its investments on behalf of its clients, neither IPI nor Safely Store will take into consideration the interests of IPP, IPP's clients, or their investments. Accordingly, such advice, recommendations and dealings may result in adverse consequences to IPP's clients or their investments. For example, if IPP and IPI are unable to agree on certain actions with respect to joint ventures between their clients, a deadlock could occur with respect to decision making at the joint venture level or IPI or its clients could take actions in its own interests that have adverse consequences on underlying investments, joint ventures, or IPP clients. Co-investment or joint venture arrangements between clients of IPP and IPI are made in accordance with applicable law and the governing documents of IPP's clients.

Furthermore, transactions between clients of IPP, on the one hand, and clients or investment vehicles of IPI or Safely Store, on the other hand, (including, but not limited to, co-investment and joint venture transactions) may present further potential conflicts of interest among the applicable IPP client, IPP, the applicable IPI client, investment vehicles managed by Safely Store, Safely Store and/or IPI (as applicable). IPP intends to address any such conflicts of interest in accordance with the applicable law and the terms of its clients' governing documents.

#### **Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

IPP has adopted a formal compliance code of conduct that includes, among other items, a securities trading code of ethics, insider trading policies and procedures, and procedures to address "pay to play" rules and regulations. Among other things, the code of conduct requires that employees act with integrity, place the interests of clients above their own, avoid actual and potential conflicts of interest, and comply with applicable provisions of all laws. The policies also require employees to pre-clear certain personal securities transactions, report personal securities transactions on at least a quarterly basis, and provide IPP with a detailed summary of certain holdings annually. IPP regularly reviews its compliance systems and procedures with experienced compliance consultants.

A copy of IPP's code of conduct policy will be provided to any investor or prospective investor upon request.

The investment professionals of IPP do invest as investors in the Private Funds (typically as limited partners of the Private Fund or its General Partner). As investors in the Private Funds, IPP's investment professionals invest in every transaction made by the Private Funds. While investments by related persons and investment professionals of IPP are intended to align interests of IPP and its related persons with those of the Private Funds, such investments may create conflicts of interest. To address such conflicts, the investment arrangements are described and agreed upon in the governing documents of each Private Fund. Generally, investments and disposals are made on the same economic terms for all investors in the Private Funds, including for IPP's related persons, and each investment is made pro rata among the investors in each Private Fund and IPP's related persons who are investors, so that IPP's related persons may not receive favorable terms or greater exposure to certain investments.

To avoid any potential conflicts of interest involving personal trades, investment professionals are subject to the code of ethics, which includes a pre-clearance requirement for personal trades and reporting of certain holdings. Should potential conflicts of interest arise, IPP's investment professionals have an ongoing responsibility to report such conflicts to IPP's Compliance Officer or Chief Compliance Officer, who will address conflicts on a case-by-case basis.

Also, with respect to conflicts of any nature, IPP may consult an advisory board of investors of the respective Private Fund and certain decisions of the advisory board will be binding on the investors.

#### **Item 12: Brokerage Practices**

IPP primarily focuses on making investments in Real Estate Assets on behalf of its clients, and as a result it does not ordinarily deal with any financial intermediary such as a broker-dealer, and its clients do not ordinarily incur commissions in connection with such investments. To the extent IPP transacts in public securities on behalf of its clients, generally as part of a private equity transaction or as a result of a client's ownership in such securities as a result of a portfolio company going public, it intends to select brokers based upon the broker's ability to provide best execution for the respective client. IPP has the authority to select the executing broker or dealer for any transaction and negotiate the commission rates or commission equivalents charged for transactions.

In making its decisions regarding the allocation of brokerage transactions for IPP's clients, when applicable, IPP will consider a variety of factors including, but not limited to: (i) the ability to effect prompt and reliable executions at favorable prices (including the applicable dealer spread or commission, if any); (ii) the operational efficiency with which the broker-dealer effects transactions (such as prompt and accurate confirmation and delivery), taking into account the size of order and difficulty of execution; (iii) availability and liquidity of a security; and (iv) anonymity. Although IPP generally seeks competitive commission rates and commission equivalents, including mark-ups, it will not necessarily choose based solely on the lowest commission or equivalent. Transactions may involve specialized services on the part of a broker-dealer, which may justify higher commissions and equivalents than would apply for more routine services. In the event a client does transact in a publicly traded security, IPP generally will not aggregate transactions.

IPP does not utilize soft dollar arrangements outside of routinely available research provided by trading counterparties. IPP does not direct trading activity in lieu of payments for research or other services. In every instance the receipt of such research will be in accordance with the safe harbor provided by Section 28(e) of the Securities Exchange Act of 1934.



IPP recognizes its fiduciary duty to act in the best interests of its clients. In instances when IPP could allocate investment opportunities to more than one client at a time, IPP will use reasonable efforts to treat each client in a fair and equitable manner. Various factors, including the clients' investment limitations, availability of capital, and/or any applicable legal, tax, and regulatory considerations may impact the allocations determined by IPP in its sole discretion.

#### **Item 13: Review of Accounts**

As noted above, IPP primarily focuses on private equity and debt investments in Real Estate Assets. Prior to being made, all investments are carefully reviewed and approved by IPP's Investment Committee comprised of IPP's senior investment professionals. The progress of client investments is monitored on a regular basis and is subject to supervision and review by IPP's senior professionals. IPP's Valuation Committee reviews the valuation of the clients' investments quarterly in accordance with IPP's Valuation Policy. IPP also provides quarterly and annual written reports (including annual audited financial statements) to its clients and investors in the Private Funds in accordance with the terms of the governing documents of each client.

#### **Item 14: Client Referrals and Other Compensation**

IPP has entered into placement or "finders" arrangements for soliciting investors into certain Private Funds. In connection with the activity of raising funds for the Private Funds, certain placement agents have received or are eligible to receive placement fees pursuant to negotiated written agreements. Investors referred by such placement agents shall receive full and fair disclosure of material facts and potential conflicts of interest associated with the use of the placement agents, and investors solicited by such third parties will not be subject to any type of an increased fee in connection with such solicitation. IPP intends to pay such consideration in compliance with applicable SEC rules and other laws and regulations that may be in effect from time to time.

#### **Item 15: Custody**

All assets of IPP clients not invested in the clients' portfolio companies are held in custody by unaffiliated broker/dealers or banks that serve as qualified custodians; however, IPP may be deemed to have access to Private Fund accounts since its affiliates serve as the General Partners of the Private Funds. Investors in the Private Funds will not receive statements from the custodian. Instead, each of the Private Funds is subject to an annual audit by an independent public accountant that is registered with, and subject to regular inspection by, the Public Company Accounting Oversight Board, and the audited financial statements are distributed to the investors in each Private Fund. The audited financial statements are prepared in accordance with generally accepted accounting principles and distributed within 120 days of a Private Fund's fiscal year end. Investors in the Private Funds should compare the audited financial statements to all statements, reports and information they receive from IPP.

#### **Item 16: Investment Discretion**

IPP serves as the investment adviser with discretionary authority to implement investment decisions for each of its clients. IPP has sole discretion to determine (subject to applicable securities and tax laws, internal compliance policies, each client's investment objectives, guidelines and strategies set forth in such client's governing documents, and, with respect to Private Funds, any side letters that

it executes with investors in Private Funds), the securities to be purchased or sold and in what amounts, the counterparties to use in effecting transactions, and the terms of such transactions.

#### **Item 17: Voting Client Securities**

IPP's clients are primarily invested in Real Estate Assets which typically do not issue proxies. On occasion, a client may invest in a private company which goes public, in which case such company will issue proxies. As part of the services provided by IPP, IPP has adopted proxy voting policies and procedures, which include voting of proxies by IPP's Compliance Officer or Chief Compliance Officer. These proxy voting policies and procedures are designed to ensure that IPP votes the proxies of its clients in the best overall interests of the respective client and does not place IPP's own interests ahead of its clients' interests. IPP maintains a record of all proxy votes cast on behalf of its clients. The clients and investors in the Private Funds may contact IPP for a copy of the policy or information with respect to a specific proxy vote.

#### **Item 18: Financial Information**

IPP has never filed for bankruptcy and is not aware of any financial condition that is expected to affect its ability to provide investment advisory services to its clients.