AGENDA

INVESTMENT COMMITTEE MEETING MARIN COUNTY EMPLOYEES' RETIREMENT ASSOCIATION (MCERA)

One McInnis Parkway, 1st Floor Retirement Board Chambers San Rafael, CA

January 18, 2023 – 9:00 a.m.

This meeting will be held via videoconference pursuant to MCERA Board of Retirement Resolution 2021/22-01, which invoked Government Code section 54953(e) for all MCERA Board and standing committee meetings through February 10, 2023.

Instructions for watching the meeting and/or providing public comment, as well as the links for access, are available on the <u>Watch & Attend Meetings</u> page of MCERA's website. Please visit https://www.mcera.org/retirementboard/agendas-minutes/watchmeetings for more information.

The Board of Retirement encourages a respectful presentation of public views to the Board. The Board, staff and public are expected to be polite and courteous, and refrain from questioning the character or motives of others. Please help create an atmosphere of respect during Board meetings.

CALL TO ORDER

ROLL CALL

A. OPEN TIME FOR PUBLIC EXPRESSION

Note: The public may also address the Committee regarding any agenda item when the Committee considers the item.

Open time for public expression, from three to five minutes per speaker, on items not on the Committee Agenda. While members of the public are welcome to address the Committee during this time on matters within the Committee's jurisdiction, except as otherwise permitted by the Ralph M. Brown Act (Government Code Sections 54950 et seq.), no deliberation or action may be taken by the Committee concerning a non-agenda item. Members of the Committee may (1) briefly respond to statements made or questions posed by persons addressing the Committee, (2) ask a question for clarification, or (3) provide a reference to staff for factual information.

B. MANAGER REPORTS

- 1. Manager Overview Jim Callahan, Callan LLC
- 2. <u>AB CarVal Credit Value Fund V Jody Gunderson, Matthew Hanson TIME CERTAIN: 9:05 a.m.</u>
- 3. Fortress Investment Group LLC Credit Opportunities Fund V Expansion Joshua Pack, <u>Danny Kayne, Jill Chanes</u>
 TIME CERTAIN: 9:35 a.m.
- 4. <u>Värde Partners Värde Dislocation Fund Brad Bauer, Tom Knechtel</u> TIME CERTAIN: 10:05 a.m.

C. NEW BUSINESS

- 1. Investment Manager Reporting Schedule (ACTION)
- 2. International Equity Structure Review Jim Callahan, Callan LLC
- 3. Future Meetings

D. INVESTMENT CONSULTANT PERFORMANCE UPDATE

1. Flash Performance Update as of December 31, 2022

Note on Process: Items designated for information are appropriate for Committee action if the Committee wishes to take action.

Note on Voting: As provided by statute, the Alternate Safety Member votes in the absence of the Elected General or Safety Member, and in the absence of both the Retired and Alternate Retired Members. The Alternate Retired Member votes in the absence of the Elected Retired Member. If both Elected General Members, or the Safety Member and an Elected General Member, are absent, then the Elected Alternate Retired Member may vote in place of one absent Elected General Member.











Agenda material is provided upon request. Requests may be submitted by email to MCERABoard@marincounty.org, or by phone at (415) 473-6147.

MCERA is committed to assuring that its public meetings are accessible to persons with disabilities. If you are a person with a disability and require an accommodation to participate in a County program, service, or activity, requests may be made by calling (415) 473-4381 (Voice), Dial 711 for CA Relay, or by email at least five business days in advance of the event. We will

do our best to fulfill requests received with less than five business days' notice. Copies of documents are available in alternative formats upon request.

The agenda is available on the Internet at http://www.mcera.org

B.1 Manager Overview

This is a discussion with no backup.



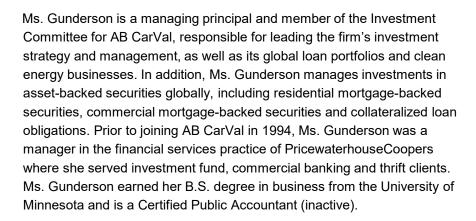
Marin County Employees' Retirement Association

January 2023

Presenters



Jody Gunderson





Matthew Hanson

Mr. Hanson is a managing director for AB CarVal, responsible for global fundraising and investor relations. He is also responsible for drafting and negotiating the firm's offering and governance documents as well as managing outside counsel relationships. Mr. Hanson has also participated in acquisition and related due diligence for commercial real estate assets in North America. Prior to joining AB CarVal in 2003, Mr. Hanson was an associate with the Carlyle Group in Washington, D.C. and was a manager at Deloitte & Touche, working in the audit and attestation group. Mr. Hanson served in the South Dakota Army National Guard. Mr. Hanson has a B.S.B.A. with honors in accounting from the University of South Dakota. He is a Certified Public Accountant (inactive).



Agenda

Business And Portfolio Update

An update on AB CarVal, the market outlook and the portfolio today

Opportunity Set Focus Areas

- Specialty Finance
- Structured Credit
- Clean Energy
- Dislocations



AllianceBernstein Transaction





"We are pleased to complete this acquisition of global manager CarVal Investors, which expands AB's private markets platform to \$50 billion in AUM, underscoring our commitment to accelerating the growth of our Private Alternatives business, with our partner Equitable. From CarVal's unwavering commitment to clients to their collaborative culture and dynamic leadership, this acquisition strongly aligns with our firm's strategic priorities. We look forward to all that we will accomplish together as one team."

Seth Bernstein, AB President and CEO



Deep-sector Expertise Across Core Investment Strategies

Cross-desk collaboration generates a differentiated portfolio

Corporate Loans, Emerging Markets, Hard Assets, Real Estate				Real Estate	US and Europe Corporate Securities	Loan Portfolios, Structured Credit, Clean Energy			
Lucas Detor Managing Principal 26 years			James Ganley Managing Principal 32 years	Jody Gunderson Managing Principal 28 years					
Aviation	Shipping & Workout	Corporate Loan Business	Emerging Markets Corporate Securities	US CRE Credit	US and Europe Corporate Securities	Loan Portfolios	Structured Credit	Clean Energy	
Justin Bradburn Principal 26 years	Greg Belonogoff Principal 24 years	Chris Mawn Principal 22 years	Gerardo Bernáldez Principal 33 years	Seth Cohen Principal 23 years Dave Pelka Principal 19 years Paul Mullaney Managing Director 35 years Scott Greenfield Managing Director 18 years	Bryan Simpson Principal 23 years John Withrow Principal 22 years	Seth Cohen Principal 23 years Dave Pelka Principal 19 years James Sackett Principal 28 years Angie Fenske Principal 23 years	Neil Hepworth Principal 20 years Shane Huether Executive Adviser 28 years	Jerry Keefe Principal 32 years Angie Fenske Principal 23 years Jonathan Hunt Managing Directo 21 years	
The senior credit investment team averages 24 years investment experience and 11 years with AB CarVal			Risk and Portfolio Management						
			David Fry Chief Risk Officer 31 years						

Note: Years denote industry experience. This slide does not represent an official AB CarVal organizational chart. As of September 30, 2022



CVF V Portfolio Update



MCERA: AB CarVal Investment Activity

Year to Date Returns* as of December 31, 2022 (estimate)

Fund	Capital Commitment (USD Millions)	Called %	Invested Capital (USD Millions)	NAV (USD Millions)	2022 Net Return	Net IRR (Percent)
CVF V	\$33.5	65%	\$21.8	\$22.4	-2.1%	3.2%

^{*}Calendar Year Returns: represent net time-weighted returns for the stated time periods, inclusive of realized and unrealized results.

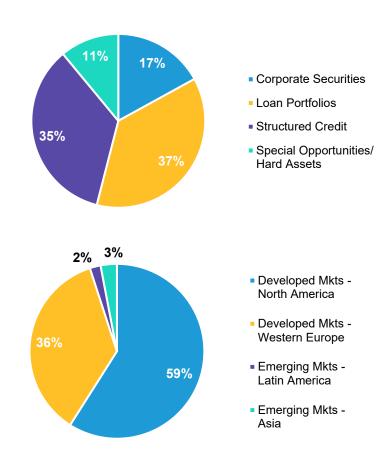


CVF V: Portfolio Composition

Portfolio Composition

Portfolio Composition* Investment Strategy USD Millions Percent U.S. Loan Portfolios - Residential \$433.9 13.3% Structured Credit - RMBS 344.5 10.6 Commercial Real Estate Debt 329.6 10.1 Structured Credit - CMBS 316.5 9.7 271.1 8.3 Hard Assets - Aircraft Leasing Structured Credit - CLO 235.6 7.2 Portfolio Hedge 175.4 5.4 US Loan Portfolios - Consumer 128.6 3.9 European Loan Portfolios - Commercial 128.5 3.9 Structured Credit - Consumer ABS 3.8 123.5 **Top 10 Strategies** \$2,487.4 76.3% Other Strategies 770.6 23.7 **CVF Grand Total** 100.0% \$3,258.0

CVF V by Asset Class and Region



As of December 31, 2022 (estimate)

^{*}Figures based on Portfolio Composition which includes carrying value and recourse third-party debt



Market Outlook



Negative Market Themes Weigh Heavily

Improving Supply Chain

Jobs

Cost of Funds

Cost Inflation

Retrenching Banks

Slowing Activity



Negative Themes are Pervasive and We Believe They Will Be Impactful

Cost of Funds

Cost Inflation

Retrenching Banks

Slowing Activity







Consumers

Assets

Corporates

- Inflation squeeze
- Re-leveraging at higher cost of funds
- Housing market reset
- Higher cost of fundsis squeezing equityreturns
- Tighter credit
- Pressure on values

- Higher cost of funds
- Higher costs/lower earnings
- Increased leverage



Mind the Wide Range of Potential Outcomes

Asset Class	Softer Landing	Reset	Harder Landing
Consume	Normalize to 2019	Up to 50% of GFC Deterioration	Worse Deterioration
Housing	Down <7.5%	Down 7.5-10%	Down 10%+
CRE US	Down <15%	Down 15-20%	Down 20%+
CRE EUR	Down <25%	Down 25%	Down 25%+
33-1.56 0.5830 0.1 32-3.64 0.5830 0.1 48-2.00 24.620 1.3 05-3.57 1.4600 9.5 05-3.57 9.2700 65. 34-3.56 9.2700 7.6 Credit	Defaults <5%	Defaults 5-8%	Defaults 8-12%

Based on AB CarVal's view of the market.



Opportunities

• The Lender's (AB CarVal) perspective



The Borrower's Challenges are Our Opportunities

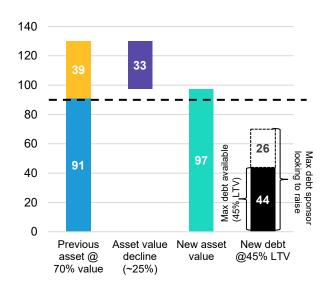
	Borrowers	Lenders (AB CarVal)		
Cost of Funds	Higher Borrowing Cost	Higher Return		
Cost Inflation	Higher Costs	Stress/Distress Catalyst		
Retrenching Banks	Tightening Credit	Capital Vacuum Opportunity		
Slowing Activity	Macro Headwinds	Higher Risk and Spreads		
	Challenged by the negative themes	Good for our opportunity set		



B.2

Specialty Finance Trifecta: Reset Values, Higher Yield, Bank Retrenching

CRE: Debt Funding Gap



Residential Loans

- We see unlevered yields on whole loans in the 6.5%-10% range, with levered yields in the 12-20% range
- Buying loans provides unique optionality

Consumer Loans



Refinancing will be "cash in"

- Tougher for banks to hold consumer loans
- Regulations require loss provisions for the lifetime of a loan

Source (left to right): AB CarVal Data; AB CarVal Data



Structured Products: Credit-Remote Dislocation Opportunity

Recent Market Transactions (AAAs shown for context only)

Market	Asset Class	Rating	Yield (Percent)	WA Life
US	Consumer ABS	BBB-	9.85%	2.3
US	RMBS	Α	7.35	2.0
US	RMBS	AAA	5.50	2.0
US	CMBS	BBB	8.90	2.2
US	CMBS	AAA	5.50	2.3
Ireland	RMBS	BB+/BBB-/BB+	7.27	2.4
Spain	Consumer ABS	А	7.05	3.2

- Higher yields on short-duration bonds
- Credit remoteness improves as structure deleverages over time
- Changes in the yield context drive changes in market dynamics and investor behavior

Source: AB CarVal Data

See disclaimer regarding Investment Examples and Risk of Loss.



Clean Energy: An Ever-Growing Opportunity (and More Balanced)

High Energy Prices

Inflation Reduction Act

Growing Markets

Cost of Funds

Cost Inflation

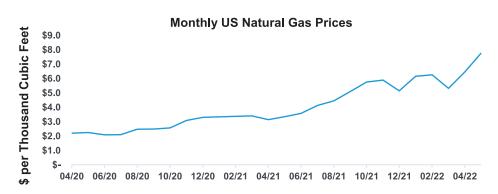
Supply Chain



Rising Energy Prices are a Catalyst for Shift to Renewables

Rising Commodity Prices Translating into Higher Energy Costs...

...and Rapidly Increasing Retail Electricity Rates Average US Commercial Retail Prices of Electricity (\$/MWh)





Notable recent electricity price increases around the US, across US markets

99% YoY increase in NYISO (\$29/MWh to \$57/MWh)

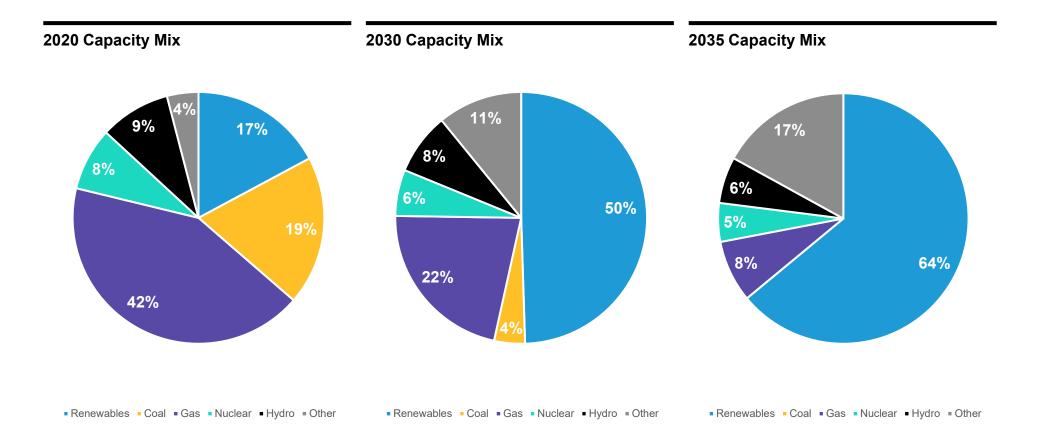
YoY increase in ISO-NE (\$75/MWh to \$137/MWh)

51% YoY increase in PJM (\$53/MWh to \$80/MWh)

Source: BloombergNEF, U.S. EEIA, and KeyBanc Capital Markets



US Power Capacity Mix 2022-2035



Source: EIA, S&P Capital IQ, BNEF, Morgan Stanley Research estimates



Clean Energy Opportunities

Clean energy and efficiency projects

C&I Solar and Storage

C-PACE / Efficiency

Private Debt

Residential Solar Loans/ Solar ABS









- Acquisition of mid-scale solar facilities with long-term contractual cashflows, and investments in energy storage opportunities
- Financing energy efficiency improvements, including Commercial Property Assessed Clean Energy loans
- Loans backed by renewable energy development projects and equipment
- Newly originated loans to homeowners installing residential solar

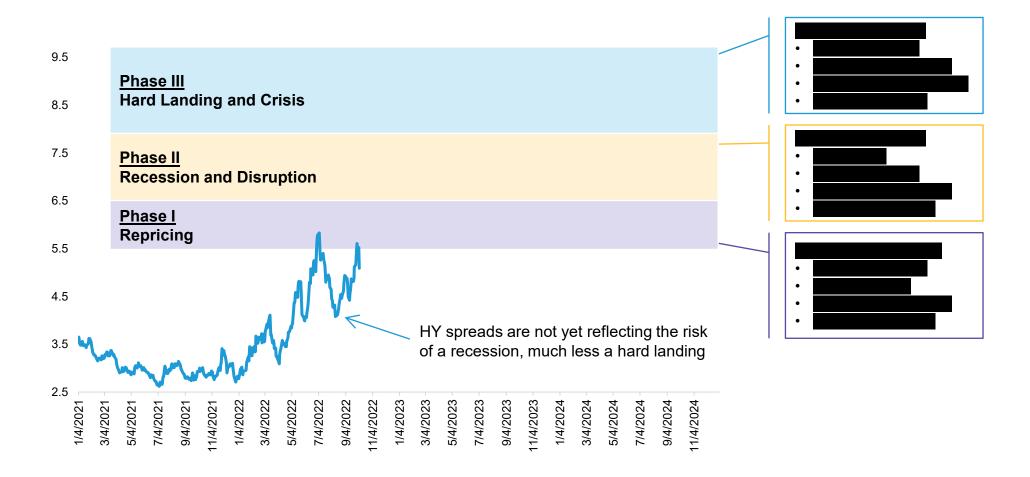
Private Credit Opportunities in Clean Energy May Offer Compelling Risk-adjusted Returns

AB CarVal's investment strategies are highly speculative and there can be no assurance that any of the strategies' investment objectives will be achieved. See disclaimer regarding Risk of Loss.



Stage One Dislocations

Top-down deployment plans targeting disruption phase



Source: Bloomberg



Phased Deployment into Dislocation

Structured Credit markets in disarray following sharp and rapid interest rate move

Location	Strategy	Examples	Phase 1	Phase 2	Phase 3
US	CRE SASB		Х		
US	Consumer Solar		X		
EUR	EUR Consumer		Х		
EUR	EUR CLO		X	X	
US	US CLO		X	X	
EUR	Corporate		Х		
US	Corporate				
US/EUR	Aviation				

B.2

Capital markets dislocations are happening globally but have not impacted all markets equally

Source: AB CarVal

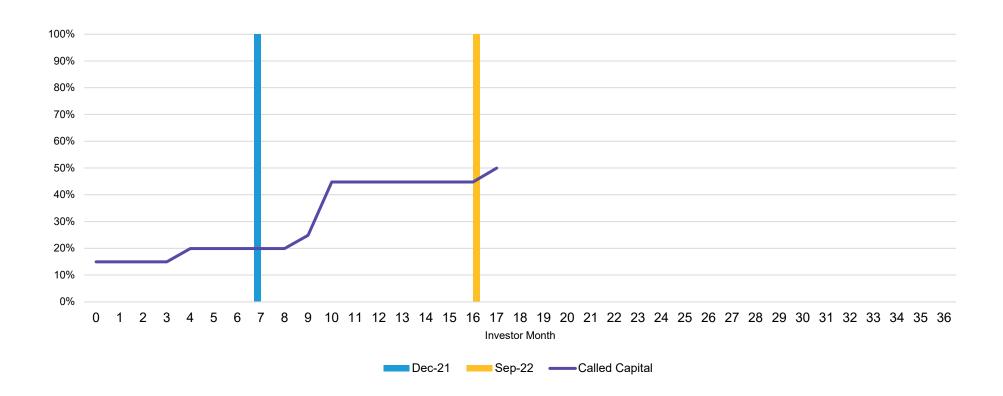
See declaimer regarding Investment Examples, Projections and Risk of Loss.



CVF V: Patient Deployment into Dislocation

CVF V early in deployment life, attractive portfolio with dry powder

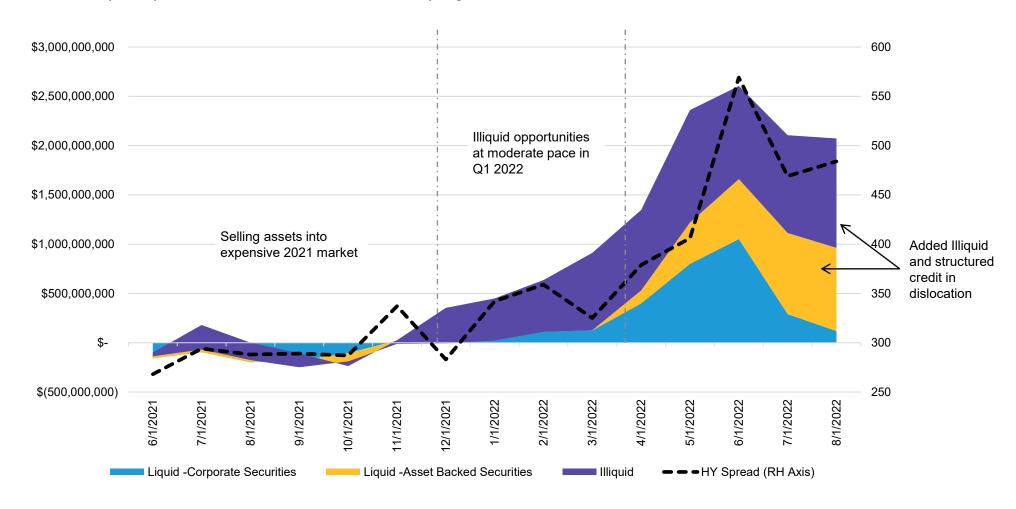
Called Capital as Percent of Committed Capital





Deployment: Dislocations and Illiquid Assets

Called capital post Russia-Ukraine, then deployed into dislocation across structured credit



The data above represents the trade exposure in all AB-CarVal's active multi-strategy funds.



AB CarVal Outlook

Improving Supply Chain

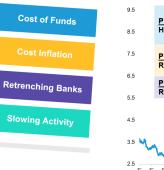
Jobs

End of QE regime playing to AB CarVal strengths

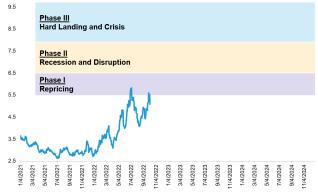
Negative Market Themes Weigh Heavily

Stage One Dislocations

Top-down deployment plans targeting disruption phase



Phased Deployment on Dislocation







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B.3 Revised Presentation Presented at Meeting

Fortress Credit Opportunities Fund V Expansion Update Presentation Prepared for Marin County Employees Retirement Association

January 2023



B.3 Revised Presentation Presented at Meeting

Agenda

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INVESTMENT EXAMPLES	



JOSHUA PACK

Mr. Pack is a Managing Partner of the Fortress Credit Funds Business. Mr. Pack heads the illiquid strategies and serves on the investment committee for the Credit Funds and is a member of the Management Committee of Fortress. Mr. Pack is also the Co-CIO of the Drawbridge Special Opportunities Fund, the Fortress Lending Funds, the Fortress Credit Opportunities Funds and the Fortress Net Lease Income Fund. Mr. Pack has over 25 years of credit investment and workout experience through multiple credit cycles. Since joining the Credit Funds Business at its inception in 2002, Mr. Pack has analyzed, structured and negotiated hundreds of lending, structured equity and real estate transactions. Prior to joining Fortress, Mr. Pack was a Vice President with Wells Fargo & Co. in the capital markets group. Before that, Mr. Pack was a Vice President with American Commercial Capital, an independent specialty finance company focused on corporate and real estate lending to middle market businesses that was subsequently acquired by Wells Fargo & Co. in 2001. Mr. Pack serves as a Director on multiple corporate and philanthropic Boards. Mr. Pack attended the United States Air Force Academy and received a B.A. in Economics from California State University, San Marcos.

JILL CHANES EMAIL: JCHANES@FORTRESS.COM

Ms. Chanes is a Managing Director in the Capital Formation Group. Ms. Chanes joined Fortress in September 2005 and has more than 20 years of capital markets and alternative investment related experience. Prior to assuming her current position in 2019, Ms. Chanes was the Chief Financial Officer of the Fortress Intellectual Property Opportunities Funds, the Fortress Global Opportunity Yen Funds and the Fortress European NPL Funds. Prior to joining Fortress Ms. Chanes was an analyst in leveraged finance at CIBC and an audit senior at PwC in their alternative investments group. Ms. Chanes holds a BS in Accounting and International Business (with Honors) from the Pennsylvania State University and a CPA designation in New York state.

DANNY KAYNE EMAIL: DKAYNE@FORTRESS.COM

Mr. Kayne is a Managing Director in the Capital Formation Group at Fortress Investment Group LLC. Mr. Kayne joined Fortress in 2018 and has more than 14 years of capital markets and investment related experience. At Fortress he serves as the Global Head of Consultant Coverage and focuses on investment consultants and their underlying clients. In this capacity, he is focused on capital raising and investor relations for these groups that focus on the firm's Credit and Real Estate business. Prior to joining Fortress, Mr. Kayne was a Partner at Albourne Partners where he co-ran credit research. Mr. Kayne previously allocated capital as part of UBS' Alternative Investment Solutions group, a U.S. based FoFs. He received his B.A. in Economics from Colorado College.



B.3 Revised Presentation Presented at Meeting



Fortress Overview

Fortress Investment & Register Presented at Meeting

- Fortress Investment Group LLC (together with its subsidiary investment advisory affiliates, "Fortress" or the "Firm") was **founded in 1998**, manages **\$45.7 billion in AUM**¹ and offers a range of alternative investment strategies
- Over 1,900 institutional and private investors around the world
- Headquartered in New York, Fortress has approximately 900 employees across 11 offices worldwide²



¹ Fee-paying AUM plus uncalled and recallable capital as of September 30, 2022. Fee paying AUM is defined as: (i) capital commitments or invested capital (or NAV, if lower) for the private equity funds, credit PE funds and related managed accounts, which in connection with private equity funds raised after March 2006 includes the mark-to-market value on public securities held within the fund, (ii) contributed capital or book equity for our publicly traded permanent capital vehicles, (iii) the NAV for hedge funds and the NAV or fair value for related managed accounts, and (iv) AUM related to co-managed funds. As of September 30, 2022, AUM includes \$0.2 billion of AUM related to co-managed funds and \$0.9 billion related to Fortress special purpose acquisition company entities.



Fortress Credit Funds Team Presentation Presented at Meeting

			Co-Chief Inves	stment Officers	of FCO V EXP			
Peter Briger,	Managing Partner	Dean Da	kolias, Managing Pa	artner Drew	McKnight, Managi	ng Partner	Joshua Pack, Man	aging Partner
Lending	Private Equity	Corporate Securities	Asset Based	Real Estate	Origination & Sourcing	Senior Advisor	Asset Management	Global Offices
Corporate	General	United States	Securities	Thomas Pulley	Steve Stuart	Tim Sloan	DeWayne Chin	Asia
Joshua Pack Ken Sands Aaron Blanchette Brian Stewart	Joshua Pack Greg Shoemaker Morgan McClure Ahsan Aijaz	Drew McKnight Leslee Cowen +8 MDs	Mario Rivera +1 MD +3 VPs	+7 MDs +1 DIR +4 VPs +12 Professionals	+9 MDs +1 DIR		Bobby Jarrett David Moson Andy Osborne Will Turner	Thomas Pulley +7 MDs +2 DIRs
+2 MDs, +1 DIR +4 VPs +2 Professionals	Structured Equity Joshua Pack	+4 VPs +5 Professionals Europe	Residential Assets Mike Fallacara +1 MDs				+23 MDs +30 DIRs +65 VPs +40 Professionals	+1 VP +3 Professionals Australia
Energy &	Morgan McClure Net Lease	Rahul Ahuja +3 MDs	+1 DIR +1 Professional					David Kelleher +3 MDs
Transportation Kenneth Blackman Dan Shea	Joshua Pack Ahsan Aijaz	+1 VP +2 Professionals						+1 DIR Europe
+1 MD +1 VP +1 Professional	+1 DIR +1 Professional							Rahul Ahuja Francesco Colasanti Cyril Courbage
Real Estate	Private Equity Solutions							Chris Linkas +4 MDs
Steve Stuart Spencer Garfield	Troy Duncan Gregory Getschow							+2 DIRs +3 VPs +4 Professionals
Noah Shore Ivan Yee	+4 MDs +1 DIR		Ma	rc Furstein , Presid	ent			+4 FTOIESSIONAIS
+3 MDs +4 VPs	Real Estate Special Situations		Manage	ement, Finance & S	Support			
+5 Professionals Specialty Finance	Noah Shore			n Covino Jason CO V EXP CO				
Jack Neumark Dominick Ruggiero				+35 MDs +16 DIRs +75 VPs				
+6 MDs +6 DIRs +7 VPs +3 Professionals				+95 Professionals				
IP								
Eran Zur								

¹As of September 30, 2022. Not all professionals in the headcount above are dedicated solely to investments of Fortress Credit Opportunities Fund V Expansion ("FCO V EXP" or the "Fund"). FORTRESS

+4 MDs +3 DIRs

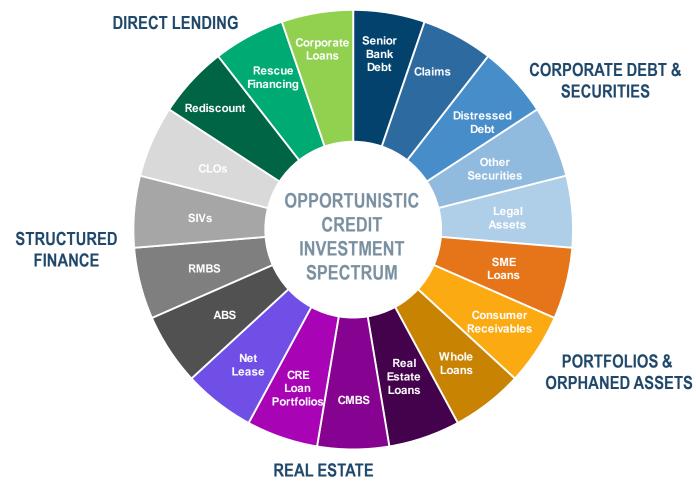
B.3 Revised Presentation Presented at Meeting



FCO V EXP Mandate

Broad FCO V EXP Mandavie Winsentation Personted by Meeting to

- We view credit as a single broad asset class across five distinct investment strategies: Direct Lending, Corporate Debt & Securities, Portfolios & Orphaned Assets, Real Estate and Structured Finance
- We believe that the greatest potential return rests with the managers with the broadest mandates and with the experience, investment structure, and resources to move opportunistically across the entire credit spectrum





B.3 Revised Presentation Presented at Meeting



Market Update & Opportunity Set

VIGILANCE AND DISCIPLINE REMAIN OUR FOCUS THROUGH SIGNIFICANT HEADWINDS OF INFLATION, GEO-POLITICAL CONFLICTS AND CONTINUED MARKET VOLATILITY

- We believe the current investment environment, though challenging, provides opportunity for quality investments with potential for strong risk-adjusted returns
- We have been an active investor, with FCO V EXP having invested and committed approximately \$3.0 billion across 42 investments, which is approximately 50% of fund commitments
 - From inception, FCO V EXP has distributed approximately \$0.4 billion, which is approximately 19% of capital called
 - Our current expectation is for FCO V EXP to generate an estimated gross IRR of 25.3%¹ and a gross multiple of invested capital equal to 1.9x^{1,2}
- We believe we are well positioned in this challenging environment and continue to see less-liquid opportunities which play into our strengths, while remaining focused on opportunities for returning capital to investors

The Fortress Playbook Revised Essentation Alesset at Meeting dit Investor

Fortress is an "all seasons" investor that we believe has the range / expertise to capitalize on the below phases and a senior team that's been investing together since the last crisis in 2008

PHASE I: PROSPERITY

PHASE II: CREDIT CONTRACTION

PHASE III: ILLIQUIDITY

PHASE IV: RECONSTRUCTION

Focus: Private Markets

Ability to source and underwrite idiosyncratic investments; manage pivot risk

- First Lien Senior Secured Loans
- Issue Middle Market and BSL CLOs
- Structured Equity Solutions
- Focus on Niche Segments

Focus: Public Markets

Deep understanding of the value of the underlying collateral and structural expertise to navigate bondholder rights

- Discounted Broadly Syndicated Bank Loans
- Discounted High Yield Bonds
- Discounted CLO Tranches
- Fund / Manager Liquidations
- Discounted ABS
- Stimulus Driven Financings

Focus: Public & Private Markets

Expertise to underwrite complex capital structures and complicated investments which attract few buyers

- Rescue Financing
- Hard Money Loans
- Acquire Failed Warehouses / Securitizations
- Purchase Discounted Assets to Generate Liquidity for Seller
- Opportunistic Sale Leasebacks

Focus: Private Markets

Recapitalization experience with the ability to identify companies we believe are undervalued due to complexity or illiquidity

- Hibernating Business "Restart" Funding
- Exit Facilities
- Distress Debt Acquisitions
- Orphaned Fund Clean-up
- Debt for Equity Exchanges
- Loan Portfolio Purchases

ECONOMIC CYCLE

NORMAL



The Fortress Playbook 3 Revised Presentations Presented at Meeting



LEGAL ASSETS 🙂









EUROPE (**)



- Number and amount of litigation claims likely to increase in a recessionary environment
- Companies more likely to monetize claim or finance cases given limited access to capital markets and rising interest rates
- Reallocation of private credit funds to distressed opportunity set will likely reduce competition for legal assets

- Focus on production, with capital protected through hedge period
- Increase exposure to quality assets if indiscriminate selling materializes
- Midstream and power, valued through conservative assumptions
- Focus on senior positions in the cap stack with equity upside

- European bank selling quality assets
- Middle market deals where alternative financiers stepped in (over the last decade) are under pressure as they come up for refinancing
- Both of the above will create a distressed secondary market opportunity as well as opportunistic financing situations
- Energy crisis and inconsistent and erratic populist policy responses likely lead to unintentional and disruptive consequences



NON-PERFORMING LOANS (**)











NET LEASE (**)



- European non-performing loans ("NPLs") increasing with economic headwinds and wind-down of pandemic-related moratoria
- Engage liquidity-driven sellers such as banks, servicers, securitizations, and secondary owners that are behind on collections
- Senior secured bridge financing on economically resilient asset types / markets
- Rescue capital for liquidity constrained institutions and individuals
- Purchasing distressed debt at a discount
- Increase in special situations opportunities due to turmoil in the capital markets
- Direct sale-leaseback with corporations as CFOs and Treasurers seek alternative sources of liquidity
- Sale-leasebacks to facilitate merger and acquisition transactions
- Purchasing assets from stressed sellers



REDISCOUNT (**)





CORPORATES (2)





TRANSPORTATION



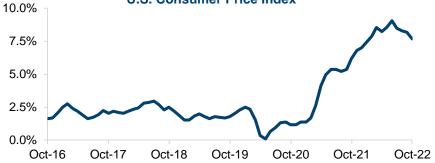
- Partner with longstanding servicing partners to purchase orphaned / distressed portfolios
- Lenders over their skis that lack experience and asset management infrastructure
- Providing capital solutions to originating platforms that need liquidity
- Good companies with bad balance sheets
- Predictable cash flows which reduce basis
- Complicated restructurings in which risk is misunderstood
- Replacement capital provider

- Offer liquidity to known quality operators
- Existing partnerships create a proprietary sourcing network
- Opportunistically acquire assets at attractive levels



Pressure Points

INFLATION & MONETARY POLICY U.S. Consumer Price Index¹

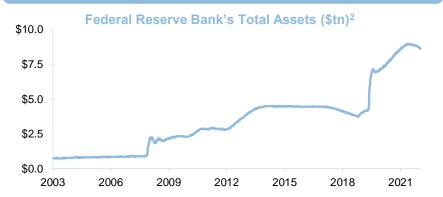


FORTRESS OPPORTUNITY: We believe tighter money supply / decreased liquidity gives our lender and capital solutions businesses a distinct competitive advantage to originate new debt investments at attractive terms

U.S. LABOR MARKET U.S. Jobless Claims (k per week)¹ 7,000 5,250 3,500 1.750 Jan-20 Sep-20 May-21 Jan-22 Sep-22

FORTRESS OPPORTUNITY: Existing levered capital structures under stress due to rising wage costs, opportunities for liquidity solutions and/or debt restructuring

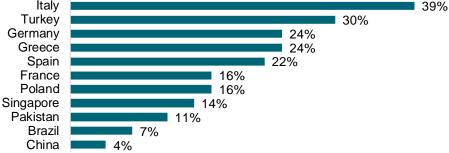
FED BALANCE SHEET HAS BALLOONED



FORTRESS OPPORTUNITY: Opportunistic buyer of assets as Federal Reserve Bank's balance sheet declines

RUSSIA / UKRAINE DESTABILIZATION

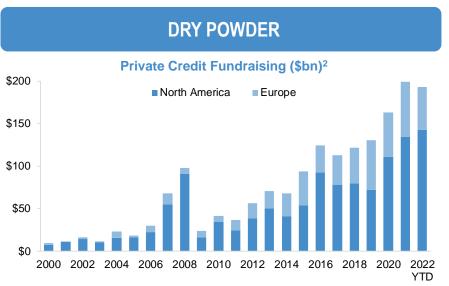




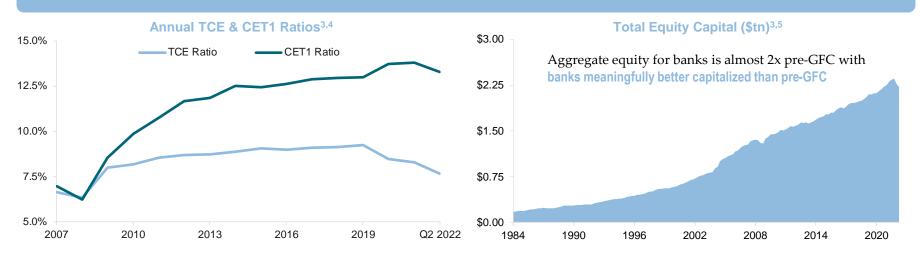
FORTRESS OPPORTUNITY: Opportunistic debt and equity investments arising from political sanctions, European stress and broader energy complex

Mitigants





U.S. BANKS ARE IN A BETTER PLACE



Sources: Morningstar LSTA U.S. Leveraged Loan Index and LCD.
 Private credit includes direct lending, mezzanine, special situations, distressed debt, fund of funds and venture debt. As of November 28, 2022. Source: Preqin.
 For Federal Deposit Insurance Corporation (FDIC)-Insured Commercial Banks only.
 TCE Ratio represents Tangible Common Equity Ratio and CET1 Ratio represents To April 2022. Source: FRED.
 FORTRESS



B.3 Revised Presentation Presented at Meeting



The figures included in the following section are preliminary, unaudited and are subject to change.

Forward Looking Statements. Forward looking statements (including estimated returns, opinions or expectations about any future event) contained in the Presentation are based on a variety of estimates and assumptions by Fortress, including, among others, the value of assets and market conditions at the time of disposition, and the timing and manner of disposition or other realization events. These estimates and assumptions are inherently uncertain and are subject to numerous business, industry, market, regulatory, geo-political competitive and financial risks that are outside of Fortress's control. There can be no assurance that any such estimates and assumptions will prove accurate, and actual results may differ materially, including the possibility that an investor may lose some or all of any invested capital. The inclusion of any forward looking statements herein should not be regarded as an indication that Fortress considers such forward looking statement to be a reliable prediction of future events and no forward looking statement should be relied upon as such. Neither Fortress nor any of its representatives has made or makes any representation to any person regarding any forward looking statements to update or otherwise revise such statements to reflect circumstances existing after the date when made or to reflect the occurrence of future events, even in the event that any or all of the assumptions underlying such forward looking statements are later shown to be in error.

Estimated Returns. Estimated returns (including estimated IRRs, multiples and cash flows) presented are through the life of the applicable Fund and have been calculated based on aggregate estimated cash flows of underlying investments, which are based on a variety of estimates and assumptions by Fortress. There can be no assurance that any such estimates and assumptions will prove accurate, and actual results may differ materially. Estimated returns are presented on a gross basis and do not factor in the actual timing and amount of capital calls from and distributions to investors. Gross returns are gross of expenses, promote, and management fees. Net returns are net of estimated expenses, promote and management fees.

FCO V EXP Highlights Revised Presentation Presented at Meeting

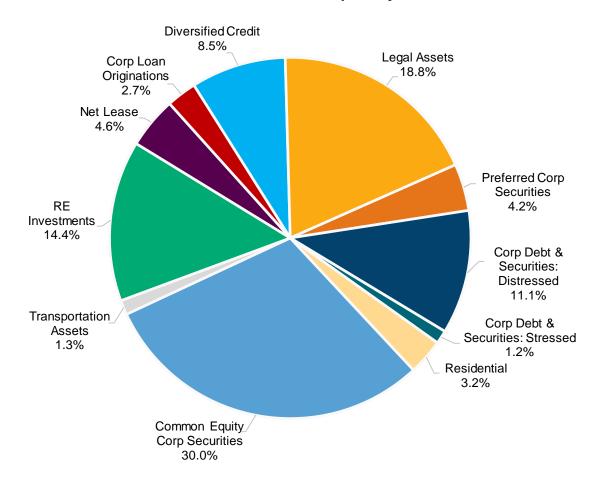
Marin County Employees Retirement Association	As of November 30, 2022
Commitment	\$33 million
Capital Called	\$14 million
Capital Called and Committed ¹	\$17 million

FCO V EXP	As of June 30, 2022
Fund Commitments	\$5.9 billion
Capital Called	\$2.0 billion
Invested and Committed Capital ² (As of September)	\$3.0 billion
Capital Distributed	\$0.4 billion
Net Equity Invested	\$1.7 billion
Net Asset Value ³	\$2.0 billion
Total Gain ⁴	\$0.3 billion
Gross Estimated IRR and Multiple ⁵	25.3% / 1.9x
Net Estimated IRR and Multiple ⁶	19.6% / 1.6x
Leverage % (Debt / Gross Market Value) ⁷	37.3%
Remaining Investments	42

FCO V EXP Invested Band vised Presentation Capital by Asset Class 1,2,3

FCO V EXP has invested and committed approximately \$3.0 billion across 42 investments through 11 different asset classes

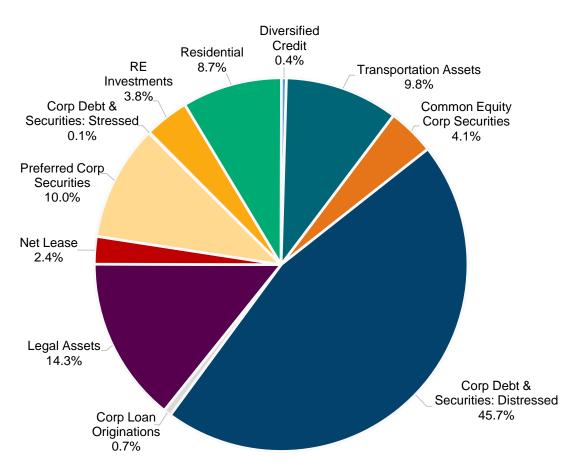
Total Invested and Committed Capital by Asset Class



FCO V EXP Realized Proceed Presentation Presented at Meeting

Generated approximately \$400 million of realized proceeds since June 30, 2021

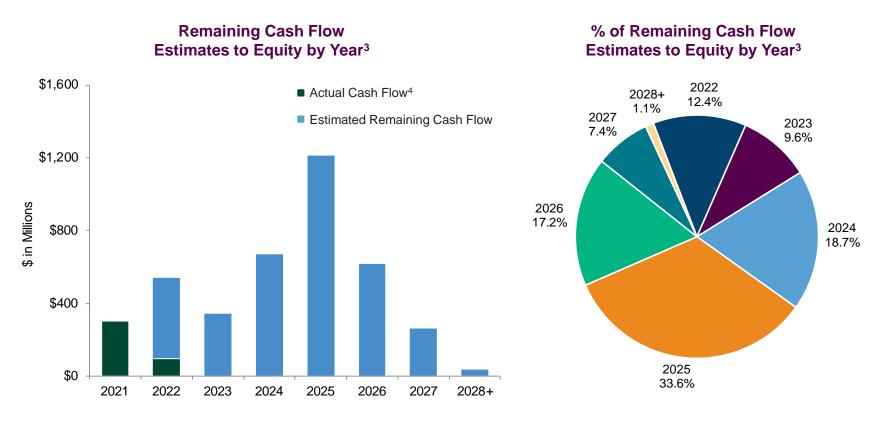
Total Realized Proceeds by Asset Class



FCO V EXP Remaining Cexisted Flown Histing Realing

We are currently estimating gross proceeds on the June 30, 2022 portfolio, including estimated funding commitments, to be over \$3.6 billion² in the future, generating a total gross profit, since inception, of approximately \$1.9 billion

Over the next 3 years, we estimate to return in excess of FCO V EXP's current invested and committed capital



B.3 Revised Presentation Presented at Meeting



Appendix: Important Footnotes

Important Footnotes B.3 Revised Presentation Presented at Meeting

Executive Summary

¹ Estimated returns (including estimated IRRs, multiples and cash flows) presented are through the life of the applicable Fund (including identified estimated funding commitments, where applicable) and have been calculated based on aggregate estimated cash flows of underlying investments allocable to Fortress Credit Opportunities Funds V Expansion (A) LP ("FCO V EXP A") investors, respectively, which are based on a variety of estimates and assumptions by Fortress. There can be no assurance that any such estimates and assumptions will prove accurate, and actual results may differ materially. Estimated returns are presented on a gross basis and do not factor in the actual timing and amount of capital calls from and distributions to FCO V EXP A investors. Actual returns to investors will be lower due to the deduction of expenses, promote, and management fees.

² Based on invested capital.

FCO V EXP Highlights

- ¹ Represents called and committed capital for investments through November 30, 2022 and does not include management fees, taxes and other costs incurred by FCO V EXP.
- ² Represents invested and committed capital for investments through September 2022 and does not include management fees, taxes and other costs incurred by FCO V EXP. Includes investments committed to, but not yet closed.
- ³ Gross of promote.
- ⁴ Total gain is gross of promote, net of management fees, expenses and includes unrealized and realized gains. Actual returns to investors will be lower.
- ⁵ Estimated Gross IRR and multiple are through the life of the Fund (including identified estimated funding commitments and related proceeds), and are gross of expenses, promote and management fees. Actual returns to investors will be lower. Gross multiple is calculated over invested capital.
- ⁶ Estimated Net IRR and multiple are through the life of the Fund (including identified estimated funding commitments and related proceeds), and are net of estimated expenses, promote and management fees. Net multiple is calculated over invested capital.
- ⁷ Non-recourse asset specific financing.

FCO V EXP Invested and Committed Capital by Asset Class

- ¹ Represents invested and committed capital for investments through September 2022 and does not include management fees, taxes and other costs incurred by FCO V EXP. May include investments committed to, but not yet closed.
- ² Preferred Corporate Securities and Common Equity Corporate Securities comprise the Preferred & Common Equity Corporate Securities Portfolio.
- ³ Net Lease and RE Investments comprise the Commercial Real Estate Debt & Equity Securities Portfolio.



Important Footnotes B.3 Revised Presentation Presented at Meeting

FCO V EXP Realized Proceeds

- ¹ Includes cash available for distribution as of June 30, 2022.
- ² Preferred Corporate Securities and Common Equity Corporate Securities comprise the Preferred & Common Equity Corporate Securities Portfolio.
- ³ Net Lease and RE investments comprise the Commercial Real Estate Debt & Equity Securities Portfolio.

FCO V EXP Remaining Cash Flow Estimates by Year

- ¹ Please refer to the important Estimated Returns and Forward Looking Statements disclaimers at the end of the Presentation.
- ² Estimated based on June 30, 2022 portfolio and includes identified estimated funding commitments of approximately \$0.3 billion.
- ³ Estimated cash flows of total portfolio are as of June 30, 2022 (includes estimated proceeds relating to identified estimated funding commitments, where applicable) and do not include management fees, promote, taxes and other costs incurred by FCO V EXP. Does not include invested or committed capital post June 30, 2022.
- ⁴ Includes cash available for distribution as of June 30, 2022.



Disclaimers

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Gross vs. net performance figures. Unless otherwise indicated, performance figures are presented on a gross basis. Actual returns to investors will be lower due to the deduction of management fees, promote expenses, taxes and other fund expenses.

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Risk of loss. An investment in the Fund is highly speculative, and there can be no assurance that the Funds' investment objectives will be achieved. Investors must be prepared to bear the risk of a total loss of their investment.



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Fortress Credit Opportunities Fund V Expansion Update Presentation Prepared for Marin County Employees Retirement Association

January 2023



B.3 Original Presentation Included in Board Packet

Agenda

TOPIC

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MARKET UPDATE & OPPORTUNITY SET

FCO V EXP UPDATE

INVESTMENT EXAMPLES



Fortress Investment Barigipal Overview Included in Board Packet

- Fortress Investment Group LLC (together with its subsidiary investment advisory affiliates, "Fortress" or the "Firm") was **founded in 1998**, manages **\$45.7 billion in AUM**¹ and offers a range of alternative investment strategies
- Over 1,900 institutional and private investors around the world
- Headquartered in New York, Fortress has approximately 900 employees across 11 offices worldwide²

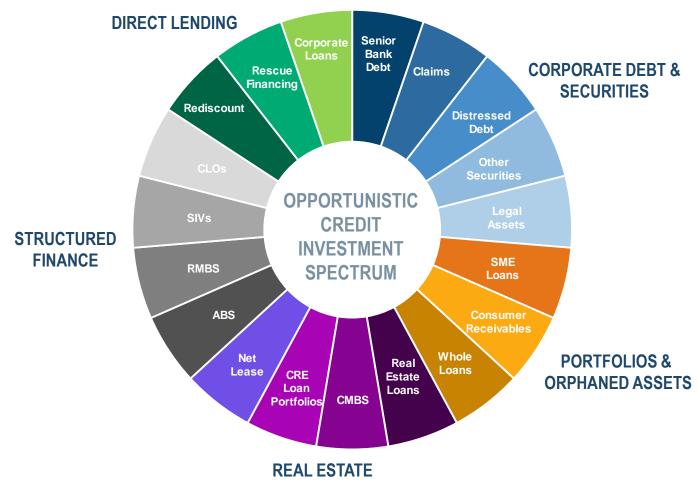


¹ Fee-paying AUM plus uncalled and recallable capital as of September 30, 2022. Fee paying AUM is defined as: (i) capital commitments or invested capital (or NAV, if lower) for the private equity funds, credit PE funds and related managed accounts, which in connection with private equity funds raised after March 2006 includes the mark-to-market value on public securities held within the fund, (ii) contributed capital or book equity for our publicly traded permanent capital vehicles, (iii) the NAV for hedge funds and the NAV or fair value for related managed accounts, and (iv) AUM related to co-managed funds. As of September 30, 2022, AUM includes \$0.2 billion of AUM related to co-managed funds and \$0.9 billion related to Fortress special purpose acquisition company entities.



Broad FCO V EXP Mandaine Wesentation Freezenting to Property to

- We view credit as a single broad asset class across five distinct investment strategies: Direct Lending, Corporate Debt & Securities, Portfolios & Orphaned Assets, Real Estate and Structured Finance
- We believe that the greatest potential return rests with the managers with the broadest mandates and with the experience, investment structure, and resources to move opportunistically across the entire credit spectrum





FCO V EXP Highlights Original Presentation Included in Board Packet

- Deployment pacing on track
- Robust pipeline
- Focus on proprietary sourcing network and idiosyncratic opportunities

Marin County Employees Retirement Association	As of November 30, 2022
Commitment	\$33 million
Capital Called	\$14 million
Capital Called and Committed ¹	\$17 million

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B.3 Original Presentation Included in Board Packet

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B.4 Revised Presentation Presented at Meeting



The Värde Dislocation Fund Update to Marin County Employee's Retirement Association

January 18, 2022

B.4 Revised Presentation Presented at Meeting

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Performance Snapshot: VDF B.4 Revised Presentation Presented at Meeting



Estimated as of December 31, 2022

Fund Overview (in millions)

Total Commitments	\$1,604 (80% called)	
Current AUM	\$1.4 billion	
Investment Period	June 2020 – June 2022 (inclusive of a six month extension at the discretion of the general partner)	
Harvest Period	June 2022 – June 2025	
Term Extension Period	Two potential one-year extensions	

Performance to Date (in millions)

2020 Net P&L 2021 Net P&L 2022 Net P&L LTD Net P&L as of 12/31/22	\$ 89 69 <u>(56)</u> \$102
Net Multiple	1.08x
Net IRR	4.92%

Projected Distributions

2023	40-60% of current AUM
2024	50-70% of current AUM
2025+	10-30% of current AUM

Life-to-date performance drivers: positions (as of Sept. 30, 2022)



Strong performance from real estate and some dislocated high-quality corporates positions, with losses in China Evergrande and travel-related positions

Top 10 Performers	Segment	Geography	Status	LTD Gross P&L (\$m)	Gross Multiple
VMC - CRE Lending	Mortgages	United States	Active	26	1.1x
Steinhoff	Corporate and Traded Credit	Europe	Active	8	1.1x
Monarch	Real Estate	United States	Active	8	1.2x
Enquest	Corporate and Traded Credit	United Kingdom	Active	8	1.2x
Rivet	Corporate and Traded Credit	Asia (excluding Japan)	Active	8	1.2x
Delta Airlines	Corporate and Traded Credit	United States	Exited	7	1.1x
Monarch - Boston	Real Estate	United States	Active	7	1.4x
Dream Land Banking	Real Estate	United States	Active	7	1.2x
Boeing	Corporate and Traded Credit	United States	Active	7	1.1x
General Electric	Corporate and Traded Credit	United States	Exited	6	1.1x
Subtotal				92	1.1x
Hedging Gains				65	2.7x
Other Positive Performers				141	1.1x
Total				298	1.1x

Bottom 10 Performers	Segment	Geography	Status	LTD Gross P&L (\$m)	Gross Multiple
China Evergrande	Corporate and Traded Credit	Asia (excluding Japan)	Active	(21)	0.3x
Carnival Corp	Corporate and Traded Credit	United States	Active	(19)	0.9x
Norwegian Cruise Line	Corporate and Traded Credit	United States	Active	(16)	0.8x
Latam Airlines	Corporate and Traded Credit	Middle East, Africa & South America	Active	(11)	0.7x
Sri Lanka	Corporate and Traded Credit	Asia (excluding Japan)	Active	(8)	0.6x
Loan Depot	Corporate and Traded Credit	United States	Active	(8)	0.7x
Dish Network	Corporate and Traded Credit	United States	Active	(7)	0.9x
Warner Bros. Discovery	Corporate and Traded Credit	United States	Active	(7)	0.7x
CMBX	Corporate and Traded Credit	United States	Active	(6)	0.4x
TKC Holdings	Corporate and Traded Credit	United States	Active	(6)	0.9x
Subtotal				(109)	0.8x
Hedging Losses				(9)	0.6x
Other Negative Performers				(67)	0.9x
Total				(185)	0.9x

Please see important performance disclaimers and definitions in Appendix A.

B.4 Revised Presentation Presented at Meeting

2022 update



As of September 30, 2022

Top positions today

	Holding	Segment	Geography	Exposure (in millions)	Net Exposure (% of Total)
1	VMC - CRE Lending	Mortgages	North America	\$140	8%
2	Travelport	Corporate and Traded Credit	North America	92	5%
3	CMBX	Corporate and Traded Credit	North America	81	4%
4	Carnival Corp	Corporate and Traded Credit	North America	68	4%
5	Project Burgundy	Corporate and Traded Credit	Asia Pacific	68	4%
6	ITRAXX SNRFIN/SUBFIN	Corporate and Traded Credit	Europe	61	3%
7	Norwegian Cruise Line	Corporate and Traded Credit	North America	60	3%
8	TKC Holdings	Corporate and Traded Credit	North America	55	3%
9	Project Sparta	Corporate and Traded Credit	Asia Pacific	52	3%
10	KSK Mahanadi SBI	Corporate and Traded Credit	Asia Pacific	52	3%
	Other			1,121	60%
	Total			\$1,850	100%

B.4 Revised Presentation Presented at Meeting



Appendix A

B.4 Revised Presentation Presented at Meeting Appendix A - Performance Disclaimers and Definitions



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"Attribution" represents the gross profit or loss (i.e., before any allocation of management fees, permissible Fund-level expenses and applicable incentive allocations) related to the strategy (e.g., Corporate and Traded Credit) or Holding divided by the aggregate capital account balance of the partners (including the general partner) of a Fund. To calculate monthly attribution, the beginning of the month capital account balance is used, and to calculate quarterly and annual attribution, the arithmetic mean of the beginning of the month capital account balance for each month in the period is used.

"Exposures" are as of the end of the period calculated as follows: (i) liquid instruments (other than notional instruments) and illiquid investments are calculated in accordance with Accounting Standards Codification Topic 820 and (ii) notional instruments are reflected on a bond-equivalent basis. Where noted, Exposure are expressed as a percentage of a Fund's assets under management or as a percentage of total Exposure aggregated across all Holdings.

"Geography" refers to the jurisdiction in which (a) the issuer is located or (b) the investment derives or is anticipated to derive at least a majority of its returns from activities within that country or region.

"Gross Multiple" represented the sum of cash inflows for the Holding allocated to the relevant Fund plus a "Terminal Value" (for positions not yet exited) allocated to the relevant Fund divided by the sum of total cash outflows for the Holding allocated to the relevant Fund. The "Terminal Value" of an investment is valued in accordance with Accounting Standards Codification Topic 820; the Terminal Value also includes the current mark-to-market profit/(loss) on open foreign exchange trades associated with the investment. The carried interest allocated to the general partner of any fund is not made on an investment-by-investment basis, but on an aggregate fund-by-fund basis only. Therefore, comparable net investment-level multiples are not available.

"Holding" generally refers to an investment or series of investments that share a common exposure or risk. For example, a Holding includes investments that share a common issuer/obligor, but may, from time to time, include investments that were (a) purchased as a discrete portfolio from a specific counterparty or (b) executed together in order to achieve a common return (e.g., a series of short sales on companies in a specific industry). Holdings are also referred to as "Performers". The "Top 10 Performers" and "Bottom 10 Performers" are determined based on the Holdings with the largest profits or losses.

The "Net Multiple" is calculated as (i) the sum of (a) total profit and loss (net of management fees, permissible fund-level expenses and applicable incentive allocations) allocated to limited partners since the inception of a Fund and (b) total capital contributed by the limited partners divided by (ii) total capital contributed by the limited partners. The metric is as of September 30, 2021.

The "Net IRR" represents the actual timing of cash contributions from and distributions to the limited partners and the net asset value of the limited partners' capital accounts (which is treated as a deemed distribution of the capital account as of the date of calculation) as of the reporting date (net of management fees, permissible fund-level expenses and applicable incentive allocations). The metric is as of September 30, 2021.

Investment "P&L" represents gross profit or loss (i.e., before any allocation of management fees, permissible fund-level expenses and applicable incentive allocations), aggregated across all Holdings where applicable.

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B.4 Revised Presentation Presented at Meeting



Appendix B



Värde is a global alternative investment firm focused on credit and asset investing with over \$13 billion in AUM

Deep Expertise

- More than 29 years' experience investing in credit and assets
- Over \$95 billion invested in over 75 countries
- Capabilities across the liquidity spectrum, including public and private markets
- Deep sourcing & origination capabilities
- Well-resourced institutional operations

Global Reach

- Senior leadership in the U.S., Europe and Asia
- Large, global investing team, with ~50% outside North America
- Local joint venture partners in key geographies, including India and Indonesia

Differentiated Platform

- 100% partner owned
- Nimble platform built to handle complexity and allocate capital and resources through a global relative value lens
- Strong culture and values
- Deep commitment to ESG, Diversity, Equity & Inclusion and philanthropy



Minneapolis (founded in 1993)



New York



London



Singapore

lotes: Firm assets under management are as of August 31, 2022 and do not include committed but uncalled capital. Personnel headcounts are as of October 2022.

B.4 Revised Presentation Presented at Meeting Värde Leadership and Organization



Co-Founders and Co-Executive Chairs:

George Hicks* and Marcia Page*

Ilfryn Carstairs* (CEO & Co-CIO)						
Brad Bauer*	(Co-CIO) Giuseppe Naç	plieri* (Co-CIO)	Jon Fox* (President)	Andy Lenk* (Deputy CEO)		
Corporate & Traded Credit	Real Estate Credit & Assets	Financial Services	Business Development & Investor Relations	Finance, Technology & Operations		
Haseeb Malik* (Head of Asia) Francisco Milone* (Head of North America) Carlos Sanz Esteve* (Head of Europe) Scott Hartman* (North America)	Tim Mooney* (Global Head) Jim Dunbar* (Head of Real Estate Lending) Brendan Bosman (SMD, North America) Tony lannazzo (SMD, Head of Europe, REAM¹)	Aneek Mamik* (Global Head) Monty Cook (SMD, Head of North America) Krzysztof Drozd (SMD, Europe)	Shannon Gallagher (SMD, Global Co- Head) Mona Girotra (SMD, Global Co-Head) Robyn Churchill (SMD) Molly Mammen (MD, Investor Services and Fund Formation)	Mike Reimler (SMD, Global Head of Finance) Steve Stryker (SMD, CTO) Lemuel Cheong (MD, Global Head of Operations)		
Sandeep Chandak (SMD, Asia)			Human Capital	Legal, Compliance, Audit & Tax		
Hanli Mangun (SMD, Asia)			Marie Suesse (SMD, Global Head)	Dave Marple* (Global Head) Andrew Malone (SMD, General		
+ over 50 additional investment professionals		nals	Diversity, Equity, Inclusion & Communications	Counsel) Mark Schein (MD, CCO)		
Capital Markets: Missy Dolski (SMD, Global Head)			Andrea Raphael (MD, Global Head)			
Fund Analytics & Risk Manage	Fund Analytics & Risk Management: Mary Jo Sanderson (SMD, Global Head)			nilanthropy		
Transaction Structuring: Carrie Seele (SMD, Global Head)			ESG Council with cross-functional representation and senior sponsorship	Amy Hertel Buckley (MD, Global Head of Philanthropy)		

Information as of October 2022. Note that * indicates a Partner of the Firm.

1. REAM is defined as Real Estate Asset Management.





Brad Bauer
Partner and Co-Chief Investment Officer

Brad Bauer is a Partner and Co-Chief Investment Officer. He is a member of the firm's Investment Committee. Based in London, he joined the firm in Minneapolis in 2007, was named Partner in 2013, and has led the firm's London office since 2019.

Brad has held numerous leadership positions throughout his time at Värde, including oversight of all non-investing functions. Prior to that, he was involved in managing the firm's Corporate and Traded Credit team. Brad's experience spans an array of industries and spectrum of credit markets.

Prior to joining Värde, Brad held senior investing and portfolio management roles focused on distressed debt and credit trading at both Deephaven Capital Management and Ameriprise Financial, Inc. Prior to Ameriprise, he worked for U.S. Bancorp Piper Jaffray in the Middle-Market Mergers and Acquisitions group.

Brad received a B.S. in Finance from Iowa State University, where he also competed on the varsity golf team. He earned his Chartered Financial Analyst (CFA) designation.



Tom Knechtel
Managing Director, Business Development and
Investor Relations

Tom Knechtel is a Director on the Business Development and Investor Relations department. Based in New York, he joined the firm in 2020.

Prior to joining Värde, Tom was a Managing Director at Pinnacle Trust Partners focused on the distribution of alternative investment funds to institutional investors in the United States. Previously, Tom was a Managing Director at Verition Fund Management where he led the marketing and investor relations effort. Prior to that, Tom held senior marketing roles at firms including Eaton Partners and Prosiris Capital Management.

Tom received a B.A. from Middlebury College, where he was a member of the varsity football and lacrosse teams. **B.4 Revised Presentation Presented at Meeting**



B.4 Original Presentation Included in Board Packet



The Värde Dislocation Fund Update to Marin County Employee's Retirement Association

January 18, 2022

B.4 Original Presentation Included in Board Packet Important Disclaimers



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Performance Snapshot: VDF B.4 Original Presentation Included in Board Packet



Estimated as of December 31, 2022

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Appendix A

B.4 Original Presentation Included in Board Packet Appendix A - Performance Disclaimers and Definitions



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Appendix B



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- More than 29 years' experience investing in credit and assets
- Over \$95 billion invested in over 75 countries
- Capabilities across the liquidity spectrum, including public and private markets
- Deep sourcing & origination capabilities
- Well-resourced institutional operations

Global Reach

- Senior leadership in the U.S., Europe and Asia
- Large, global investing team, with ~50% outside North America
- Local joint venture partners in key geographies, including India and Indonesia

Differentiated Platform

- 100% partner owned
- Nimble platform built to handle complexity and allocate capital and resources through a global relative value lens
- Strong culture and values
- Deep commitment to ESG, Diversity, Equity & Inclusion and philanthropy



Minneapolis (founded in 1993)



New York



London



Singapore

B.4 Original Presentation Included in Board Packet Värde Leadership and Organization



Co-Founders and Co-Executive Chairs: George Hicks* and Marcia Page*

Ilfryn Carstairs* (CEO & Co-CIO)								
Brad Bauer*	(Co-CIO) Giuseppe Naç	Jon Fox* (President)	Andy Lenk* (Deputy CEO)					
Corporate & Traded Credit	Real Estate Credit & Assets	Business Development & Investor Relations	Finance, Technology & Operations					
Haseeb Malik* (Head of Asia) Francisco Milone* (Head of North America) Carlos Sanz Esteve* (Head of Europe) Scott Hartman* (North America)	Tim Mooney* (Global Head) Jim Dunbar* (Head of Real Estate Lending) Brendan Bosman (SMD, North America) Tony lannazzo (SMD, Head of Europe, REAM¹)	Aneek Mamik* (Global Head) Monty Cook (SMD, Head of North America) Krzysztof Drozd (SMD, Europe)	Shannon Gallagher (SMD, Global Co- Head) Mona Girotra (SMD, Global Co-Head) Robyn Churchill (SMD) Molly Mammen (MD, Investor Services and Fund Formation)	Mike Reimler (SMD, Global Head of Finance) Steve Stryker (SMD, CTO) Lemuel Cheong (MD, Global Head of Operations)				
Sandeep Chandak (SMD, Asia)	D, Ásia) i Mangun		Human Capital	Legal, Compliance, Audit & Tax				
Hanli Mangun (SMD, Asia)			Marie Suesse (SMD, Global Head)	Dave Marple* (Global Head) Andrew Malone (SMD, General				
+ (over 50 additional investment profession	Diversity, Equity, Inclusion & Communications	Counsel) Mark Schein (MD, CCO)					
Capital Markets: Missy Dolski (SMD, Global Head)	Andrea Raphael (MD, Global Head)						
Fund Analytics & Risk Management: Mary Jo Sanderson (SMD, Global Head)			ESG & Philanthropy					
Transaction Structuring: Carrie	e Seele (SMD, Global Head)	ESG Council with cross-functional representation and senior sponsorship	Amy Hertel Buckley (MD, Global Head of Philanthropy)					

Information as of October 2022. Note that * indicates a Partner of the Firm.

1. REAM is defined as Real Estate Asset Management.





Brad Bauer
Partner and Co-Chief Investment Officer

Brad Bauer is a Partner and Co-Chief Investment Officer. He is a member of the firm's Investment Committee. Based in London, he joined the firm in Minneapolis in 2007, was named Partner in 2013, and has led the firm's London office since 2019.

Brad has held numerous leadership positions throughout his time at Värde, including oversight of all non-investing functions. Prior to that, he was involved in managing the firm's Corporate and Traded Credit team. Brad's experience spans an array of industries and spectrum of credit markets.

Prior to joining Värde, Brad held senior investing and portfolio management roles focused on distressed debt and credit trading at both Deephaven Capital Management and Ameriprise Financial, Inc. Prior to Ameriprise, he worked for U.S. Bancorp Piper Jaffray in the Middle-Market Mergers and Acquisitions group.

Brad received a B.S. in Finance from Iowa State University, where he also competed on the varsity golf team. He earned his Chartered Financial Analyst (CFA) designation.



Tom Knechtel
Managing Director, Business Development and
Investor Relations

Tom Knechtel is a Director on the Business Development and Investor Relations department. Based in New York, he joined the firm in 2020.

Prior to joining Värde, Tom was a Managing Director at Pinnacle Trust Partners focused on the distribution of alternative investment funds to institutional investors in the United States. Previously, Tom was a Managing Director at Verition Fund Management where he led the marketing and investor relations effort. Prior to that, Tom held senior marketing roles at firms including Eaton Partners and Prosiris Capital Management.

Tom received a B.A. from Middlebury College, where he was a member of the varsity football and lacrosse teams.

B.4 Original Presentation Included in Board Packet



MCERA Investment Manager Reporting Schedule 2022 – 2023 - 2024 December 27, 2022

2022

January Wellington, Parametric Futures Overlay

March Morgan Stanley, State Street Global Advisors Securities Lending

June Dimensional Fund Advisors, Fidelity

September Abbott + Pathway (plus private equity pacing and ILPA fee review)

December UBS

2023

January CarVal, Fortress, Varde

March Artisan, Invesco

June Western

September Abbott, Pathway (plus private equity pacing and ILPA fee review)

December AEW

2024

January CarVal, Fortress, Varde

March TimesSquare

June KBI

September Abbott, Pathway (plus private equity pacing and ILPA fee review)

December UBS

Callan



January 18, 2023

Marin County Employees' Retirement Association

Non-US Equity Structure

Jim Callahan, CFAFund Sponsor Consulting

Anne HeaphyFund Sponsor Consulting

Overview

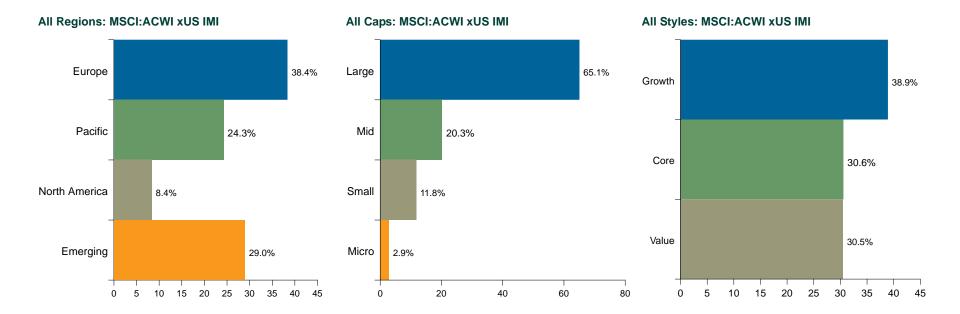
- MCERA has an overall 22% target allocation to Non-US equity.
- Within Non-US equity, the target allocations are:
- -30% Non-US Developed Value
- -30% Non-US Developed Growth
- -20% Non-US Small Cap
- -20% Emerging Markets
- MCERA's Non-US equity allocations were implemented in 2010; however, the current manager structure has been in place since 2021.
- -Non-US Developed Value Morgan Stanley Investment Management, hired 2001
- -Non-US Developed Growth Artisan Partners, hired 2003
- -Non-US Small Cap TimesSquare Capital Management, hired 2019
- -Emerging Markets Fidelity Institutional Asset Management (FIAM), hired 2021
- MCERA's Non-US equity structure is currently 100% actively managed.
- The benchmark for the Non-US equity allocation is the MSCI ACWI ex-US Investible Markets Index (IMI).



MSCI ACWI ex-US IMI Index

Allocations as of September 30, 2022

- The MSCI ACWI ex-US Investible Markets Index (IMI) captures large, mid, and small cap representation across 22 of the 23 developed markets countries (excluding the United States) and 27 emerging markets countries.
- With 6,654 constituents, the index covers approximately 99% of the global opportunity set outside of the U.S.





Non-US Equity Structure

Key Decision Variables

The role of Non-US equity in the asset allocation is capital growth.

Primary determinants of equity risk and return:

- Size exposures as measured by market capitalization
- Styles exposures value, core, and growth
- Regional exposures
- The amount of active/passive management

A diversified structure should generally reflect the characteristics of the market.

- The default structure is style and capitalization neutral.
- Active management has historically added value in Non-US investing.

MCERA's Non-US Equity Structure - two primary determinants of risk vs. benchmark (Tracking Error):

- Active/Passive exposures
- MCERA's Non-US equity allocation is 100% actively managed, so there will be tracking error vs. benchmark.
- "Misfit" Risk different exposures than benchmark (i.e. growth overweight to benchmark)
- MCERA's Non-US equity allocation currently has a growth bias. This misfit will result in higher tracking risk vs.
 benchmark and can lead to periods of both outperformance and underperformance.
- ➤ Discussion items: should these determinants be adjusted within MCERA's Non-US equity structure?



Equity Structure Considerations

Seek to maximize plan alpha at a palatable level of active risk relative to the plan benchmark

- Think of manager structure in an overall portfolio context
- Incorporate active managers only if they are expected to contribute sufficient alpha to compensate for the possibility of underperforming the benchmark
- This is a net-of-fees exercise

Spend plan's active risk budget efficiently

- Spend active risk in sectors and regions where active management has high probability of succeeding
- Otherwise, rely heavily on indexes in order to control both expenses and risk
- Keep magnitude of systematic bets vs. the plan benchmark (misfit risk) under control

Incorporate diversification

- Seek broad diversification across global equity markets
- The risk an individual active manager contributes to the overall portfolio depends on both its size and its tracking error
- Avoid excessive risk contribution from any one manager
- However, avoid over diversification or "closet indexing"

Simplify where appropriate

- Structure should meet investment objective with the minimum level of complexity
- Benefit is lower monitoring costs as well as explicit costs
- Active manager mandate sizes must be large enough to be meaningful to the fund but not overwhelming to the manager



Sources of Active Risk in the Equity Structure

Selection Risk

Risk stemming from active managers' bets relative to their benchmarks

- Risk which is expected to be rewarded with alpha if manager is skillful
- The risk you are paying your active managers to take
- This risk at the plan level is reduced as the number of active managers increases due to diversification

Misfit Risk

Risk which results when the overall style exposures of the plan's manager benchmarks differ from the plan's benchmark

- When unintentional, misfit confers additional active risk without any expected return
- Misfit can be controlled by ensuring overall manager style exposures (large vs. small; value vs. growth, U.S. vs. international) are generally consistent with the plan's benchmark
- When intentional, some misfit can be justified if reflects a high conviction bet on styles, capitalizations, or regions
- However, the bar for skill is high and tactical bets should be scaled as to not be a disproportionate driver of active risk



Active vs. Passive Management

Non-US Equity Historical Results

Active management should be considered when the investor believes there will be compensation on a net-of-fee basis.

Historical data can help indicate attractive market segments.

Equity Style	Benchmark	Avg. Gross Excess Return over Benchmark
Global ex-US Broad Equity	MSCI ACWI ex-US	1.23%
Global ex-US Growth Equity	MSCI ACWI ex-US Growth	1.10%
Global ex-US Value Equity	MSCI ACWI ex-US Value	0.67%
Developed ex-US Broad Equity	MSCI EAFE	1.06%
Developed ex-US Growth Equity	MSCI EAFE Growth	1.37%
Developed ex-US Value Equity	MSCI EAFE Value	1.42%
Developed ex-US Small Cap Equity	MSCI EAFE Small Cap	0.95%
Global ex-US Small Cap Equity	MSCI ACWI ex-US Small Cap	1.07%
Emerging Markets Broad Equity	MSCI Emerging Markets	0.98%

ACWI indices: Based on 18 ¾ years of rolling 3 year average annualized returns ending 3Q 2022. EAFE indices: Based on 20 years of rolling 3 year average annualized returns ending 3Q 2022.





Callan

Current Structure

MCERA Non-US Equity Structure

Manager	Allocation	Benchmark	Target Allocation (%)	Current Allocation (%)	Current Value (\$)
Morgan Stanley	Non-US Developed Value	MSCI EAFE	30%	32%	\$154,027,300
Artisan	Non-US Developed Growth	MSCI EAFE	30%	32%	\$152,986,243
TimesSquare	Non-US Small Cap	MSCI EAFE Small Cap	20%	18%	\$84,231,167
FIAM	Emerging Markets	MSCI Emerging Markets Equity	20%	18%	\$86,929,384

Risk (tracking) relative to MSCI ACWI ex-US IMI comes from:

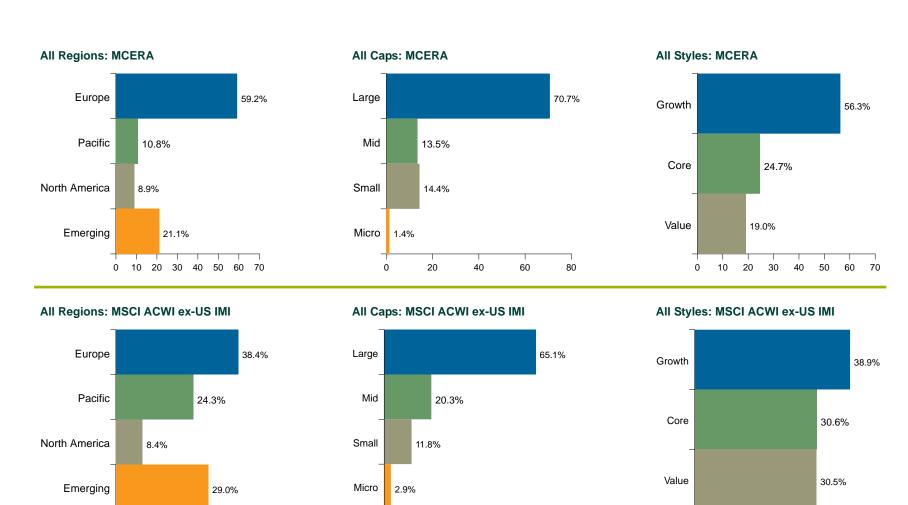
- 100% active management
- Misfit Risk primarily from significant overweight in growth stocks versus the benchmark (56% vs. 39%) and regional differences (overweight Europe, underweight Emerging Markets)
 - Growth tilt is a function of manager selection and targeted allocations
 - Regional differences are a function of active management decisions



MCERA Non-US Equity vs. MSCI ACWI-ex US IMI

Allocations as of September 30, 2022

0 5 10 15 20 25 30 35 40 45



20

60

40

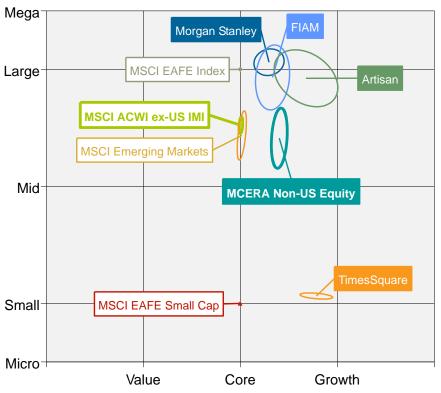
80



10 15 20 25 30 35 40 45

MCERA Non-US Equity Structure

Non-US Equity Style Map for 5 Years Ended September 30, 2022



Style Exposure Matrix 5 Years as of September 30, 2022

Total	29.6% (2096)	` ,		100.0% (6410)
Total	,		,	, ,
	\ /		\ /	,
	18.7% (527)	29.6% (482)	51.6% (348)	100.0% (1357)
	0.9% (705)	0.9% (687)	0.9% (532)	2.6% (1923)
Micro				
	0.8% (165)	1.2% (132)	0.7% (43)	2.6% (341)
	3.8% (813)	4.2% (926)	3.6% (825)	11.6% (2565)
Small				
	3.5% (192)	5.8% (174)	7.2% (116)	16.5% (481)
	6.2% (373)	6.6% (419)	8.3% (491)	21.1% (1282)
Mid				
	2.6% (110)	5.1% (111)	9.9% (105)	17.5% (325)
	18.8% (206)	19.4% (190)	26.5% (245)	64.7% (641)
Large				
	11.8% (60)	17.6% (65)	33.9% (84)	63.3% (209)

⁻⁻ MCERA Non-US Equity



⁻⁻ MSCI ACWI ex-US IMI Index

MCERA Non-US Equity

Rolling Three Year Relative Returns

Rolling 3 Year Relative Returns vs. MSCI:ACWI xUS IMI for 18 Years Ended September 30, 2022



MCERA Historical Non-US Equity = MCERA's actual Non-US equity performance (including terminated managers)

MCERA Current Non-US Equity = MCERA's current managers at target allocations (rebalanced annually). The manager returns use the following:

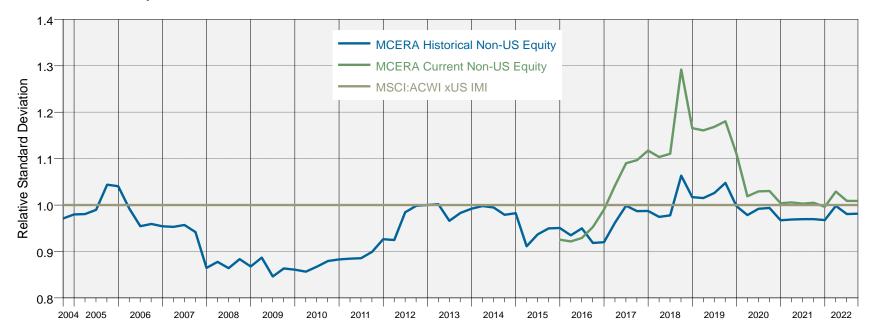
- -Morgan Stanley = MCERA's portfolio returns
- -Artisan = MCERA's portfolio returns
- -TimesSquare = TimesSquare composite returns from 1Q2012 to 2Q2019. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.85%.
- -FIAM = FIAM composite returns from 3Q2008 to 3Q2021. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.58%.



MCERA Non-US Equity

Rolling Three Year Standard Deviation

Rolling 3 Year Relative Standard Deviation vs. MSCI:ACWI xUS IMI for 18 Years Ended September 30, 2022



MCERA Historical Non-US Equity = MCERA's actual Non-US equity performance (including terminated managers)

MCERA Current Non-US Equity = MCERA's current managers at target allocations (rebalanced annually). The manager returns use the following:

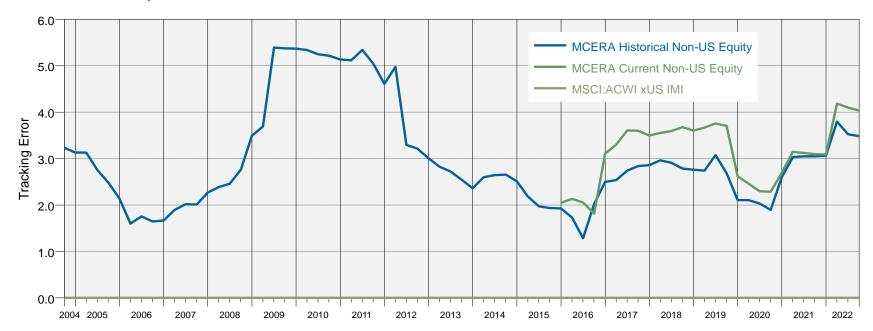
- -Morgan Stanley = MCERA's portfolio returns
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- -TimesSquare = TimesSquare composite returns from 1Q2012 to 2Q2019. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.85%.
- -FIAM = FIAM composite returns from 3Q2008 to 3Q2021. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.58%.



MCERA Non-US Equity

Rolling Three Year Tracking Error

Rolling 3 Year Tracking Error vs. MSCI:ACWI xUS IMI for 18 Years Ended September 30, 2022



MCERA Historical Non-US Equity = MCERA's actual Non-US equity performance (including terminated managers)

MCERA Current Non-US Equity = MCERA's current managers at target allocations (rebalanced annually). The manager returns use the following:

- -Morgan Stanley = MCERA's portfolio returns
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- -FIAM = FIAM composite returns from 3Q2008 to 3Q2021. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.58%.



MCERA Non-US Equity Net Performance

Annualized Returns for Periods Ended September 30, 2022

	Last Year	Last 3 Years	Last 5 Years	Last 10 Years	Last 15 Years	Last 20 Years
MCERA Non-US Equity - Net	(29.03)	(3.79)	(1.75)	3.25	1.25	5.97
MSCI ACWI ex-US IMI	(25.72)	(1.27)	(0.78)	3.19	0.79	6.66
Morgan Stanley - Net	(25.19)	(2.70)	(1.41)	3.06	1.28	5.69
MSCI EAFE Index	(25.13)	(1.83)	(0.84)	3.67	0.61	5.91
Artisan - Net	(28.53)	(4.06)	(0.27)	3.64	1.69	
MSCI EAFE Index	(25.13)	(1.83)	(0.84)	3.67	0.61	5.91
TimesSquare - Net	(36.80)	(5.60)	(4.93)	5.20		
MSCI EAFE Small Cap	(32.06)	(2.16)	(1.79)	5.28	2.45	8.22
FIAM - Net	(31.41)	(2.41)	(2.22)	2.38		
MSCI Emerging Markets Index	(28.11)	(2.07)	(1.80)	1.05	0.27	8.73

TimesSquare returns = TimesSquare composite returns from 1Q2012 to 2Q2019. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.85%. FIAM returns = FIAM composite returns from 3Q2008 to 3Q2021. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.58%.



MCERA Non-US Equity Net Performance

Calendar Year Returns

	3 Qtrs.									
	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
MCERA Non-US Equity - Net	(29.70)	5.28	10.79	23.52	(13.50)	28.92	(0.40)	(1.32)	(3.92)	21.74
MSCI ACWI ex-US IMI	(26.92)	8.53	11.12	21.63	(14.76)	27.81	4.41	(4.60)	(3.89)	15.82
Morgan Stanley - Net	(26.90)	4.70	12.00	20.93	(13.46)	25.42	(1.45)	0.52	(5.70)	21.03
MSCI EAFE Index	(27.09)	11.26	7.82	22.01	(13.79)	25.03	1.00	(0.81)	(4.90)	22.78
Artisan - Net	(30.31)	8.59	8.09	29.62	(10.53)	31.24	(9.41)	(3.63)	(0.74)	25.46
MSCI EAFE Index	(27.09)	11.26	7.82	22.01	(13.79)	25.03	1.00	(0.81)	(4.90)	22.78
TimesSquare - Net	(35.52)	2.18	13.87	30.25	(24.41)	40.06	0.81	14.12	1.95	26.71
MSCI EAFE Small Cap	(32.11)	10.10	12.34	24.96	(17.89)	33.01	2.18	9.59	(4.95)	29.30
FIAM - Net	(30.71)	(4.52)	25.94	22.62	(18.52)	44.97	11.95	(12.04)	2.53	(1.55)
MSCI Emerging Markets Index	(27.16)	(2.54)	18.31	18.44	(14.57)	37.28	11.19	(14.92)	(2.19)	(2.60)

TimesSquare returns = TimesSquare composite returns from 1Q2012 to 2Q2019. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.85%. FIAM returns = FIAM composite returns from 3Q2008 to 3Q2021. MCERA's portfolio returns thereafter. Fee used to calculate net of fee returns: 0.58%.



MCERA Non-US Equity Net Performance

Rolling 3 Year Returns

	3 Yrs. Ending 9/30/22	3 Yrs. Ending 9/30/21	3 Yrs. Ending 9/30/20	3 Yrs. Ending 9/30/19	3 Yrs. Ending 9/30/18	3 Yrs. Ending 9/30/17	3 Yrs. Ending 9/30/16	3 Yrs. Ending 9/30/15	3 Yrs. Ending 9/30/14	3 Yrs. Ending 9/30/13
MCERA Non-US Equity - Net	(3.79)	7.97	2.64	6.70	9.42	5.43	1.44	5.56	16.22	11.08
MSCI ACWI ex-US IMI	(1.27)	8.34	1.13	6.10	10.14	5.16	0.62	2.75	11.88	6.11
Morgan Stanley - Net	(2.70)	6.63	2.13	6.07	7.99	4.29	0.34	5.77	14.89	10.59
MSCI EAFE Index	(1.83)	7.62	0.62	6.48	9.23	5.04	0.48	5.63	13.65	8.47
Artisan - Net	(4.06)	9.55	6.12	8.91	8.65	3.47	0.54	5.87	19.49	13.21
MSCI EAFE Index	(1.83)	7.62	0.62	6.48	9.23	5.04	0.48	5.63	13.65	8.47
TimesSquare - Net	(5.60)	7.39	(0.23)	4.86	12.57	15.37	9.97	14.14		
MSCI EAFE Small Cap	(2.16)	9.05	1.40	5.94	12.39	11.13	5.08	10.17	14.49	11.25
FIAM - Net	(2.41)	11.26	3.40	7.16	13.77	9.12	3.35	(3.10)	7.56	(2.71)
MSCI Emerging Markets Index	(2.07)	8.59	2.42	5.98	12.36	4.90	(0.56)	(5.27)	7.19	(0.33)

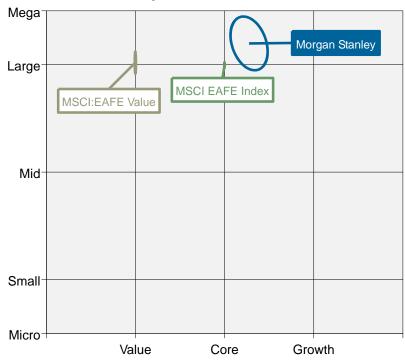
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Morgan Stanley Investment Management

- Hired by MCERA in 2001
- 30% of Non-US equity structure (Non-US Developed Value)
- Actively managed portfolio
- The Morgan Stanley Non-US Equity portfolio is fundamentally based and focused on absolute return through buying superior franchises at the right price.
- The team is focused on understanding the franchise (dominant market share with effective barriers to entry), financial strength (improving returns on operating capital employed), and management (allocation of capital and compensation).
- They seek to generate excess returns by investing in two types of companies: high quality compounders and value opportunities.
- Approximate Annual Fee: 0.59% (based on 9/30/22 assets)
- Fee Schedule:
- -0.75% on the first \$25 million
- -0.65% on the next \$50 million
- -0.60% on the next \$25 million
- -0.45% on the balance over \$100 million

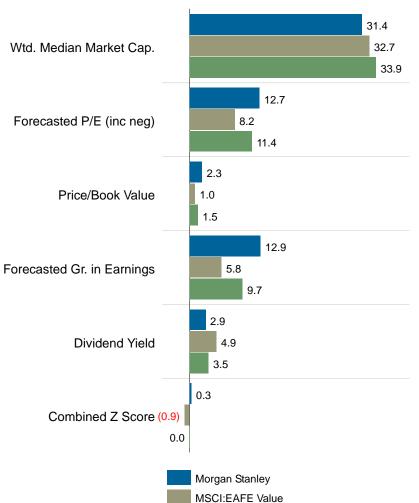
Non-US Equity Style Map for 10 Years Ended September 30, 2022





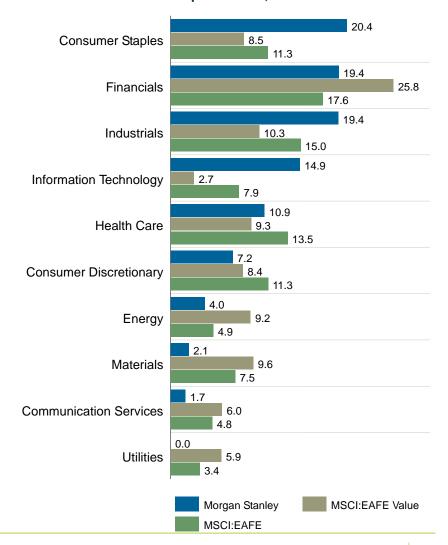
Morgan Stanley

Portfolio Characteristics as of September 30, 2022



MSCI:EAFE

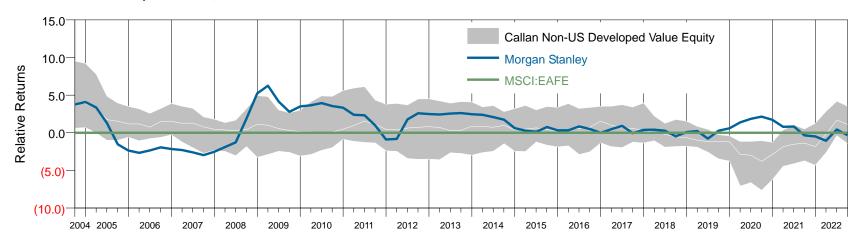
Sector Allocation as of September 30, 2022



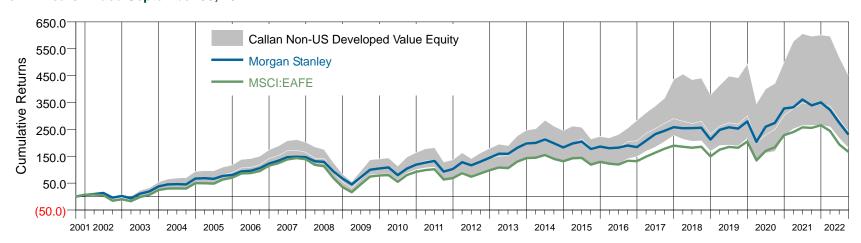


Morgan Stanley

Rolling 3 Year Relative Returns vs. MSCI:EAFE for 18 Years Ended September 30, 2022



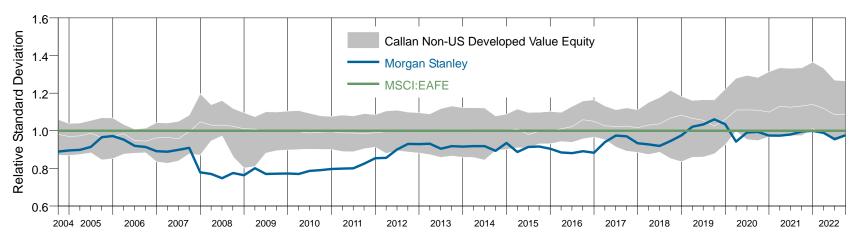
Cumulative Returns vs. MSCI:EAFE for 21 Years Ended September 30, 2022



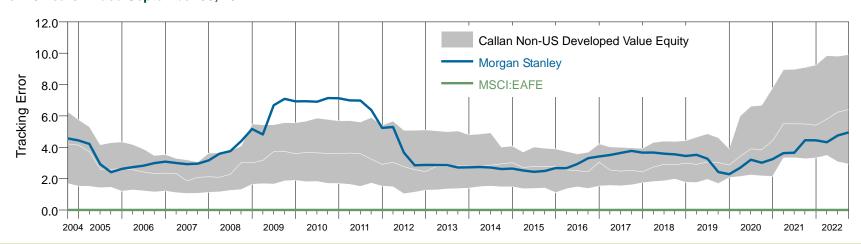


Morgan Stanley

Rolling 3 Year Relative Standard Deviation vs. MSCI:EAFE for 18 Years Ended September 30, 2022



Rolling 3 Year Tracking Error vs. MSCI:EAFE for 18 Years Ended September 30, 2022

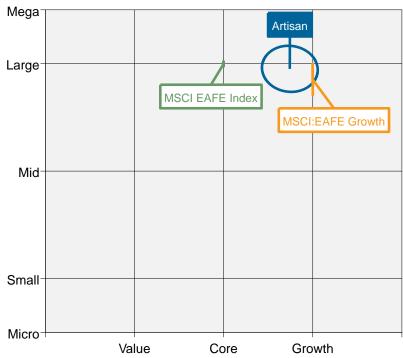




Artisan Partners

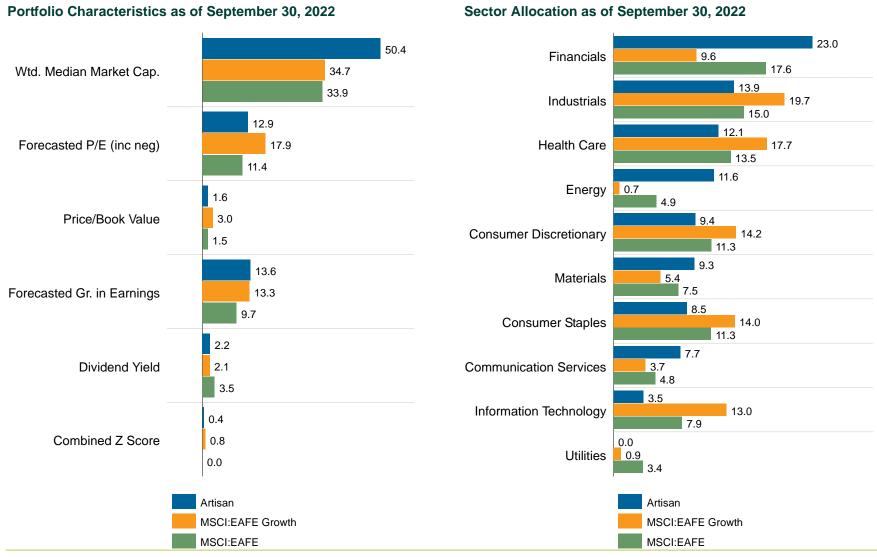
- Hired by MCERA in 2003
- 30% of Non-US equity structure (Non-US Developed Growth)
- Actively managed portfolio
- Artisan employs a bottom-up stock selection process focused on identifying long-term growth opportunities. The team seeks to invest in attractively valued companies that are industry leaders and have meaningful exposure to, and will benefit from, longterm secular growth trends.
- The team identifies global or regional investment themes and corresponding companies that are likely to benefit from their exposure to above trend growth rates. Current themes include: changing demographics, developing technology, environment, financial services, outsourcing, and infrastructure.
- Annual Fee: 0.80%
- Fee Schedule:
- -0.80% on all assets

Non-US Equity Style Map for 10 Years Ended September 30, 2022





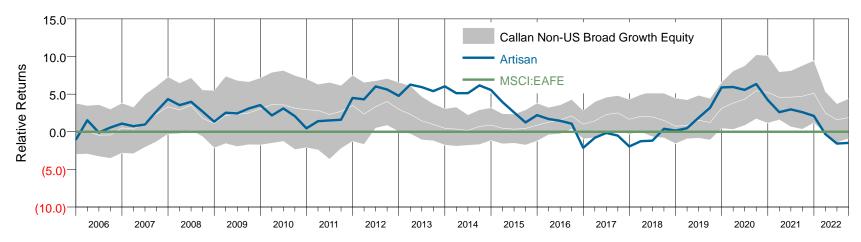
Artisan



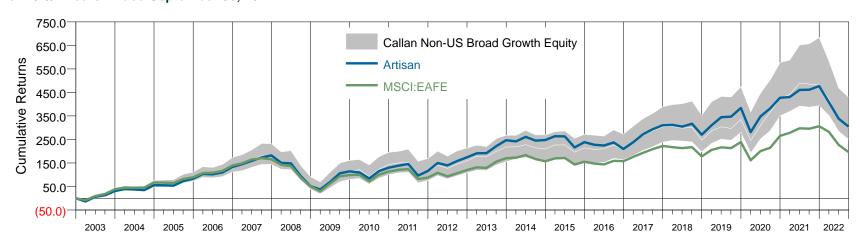


Artisan

Rolling 3 Year Relative Returns vs. MSCI:EAFE for 16 3/4 Years Ended September 30, 2022



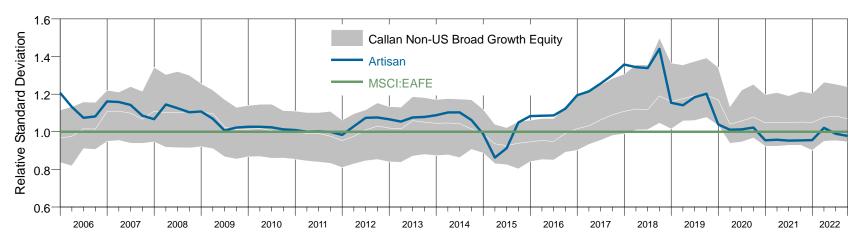
Cumulative Returns vs. MSCI:EAFE for 19 3/4 Years Ended September 30, 2022



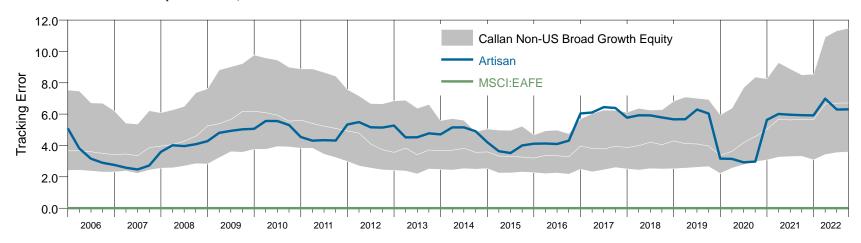


Artisan

Rolling 3 Year Relative Standard Deviation vs. MSCI:EAFE for 16 3/4 Years Ended September 30, 2022



Rolling 3 Year Tracking Error vs. MSCI:EAFE for 16 3/4 Years Ended September 30, 2022

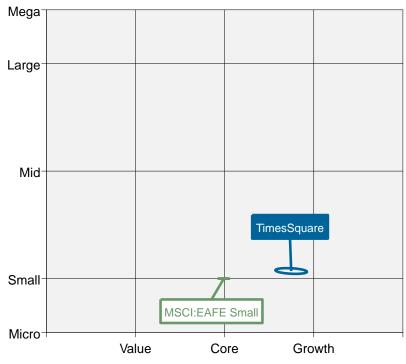




TimesSquare Capital Management

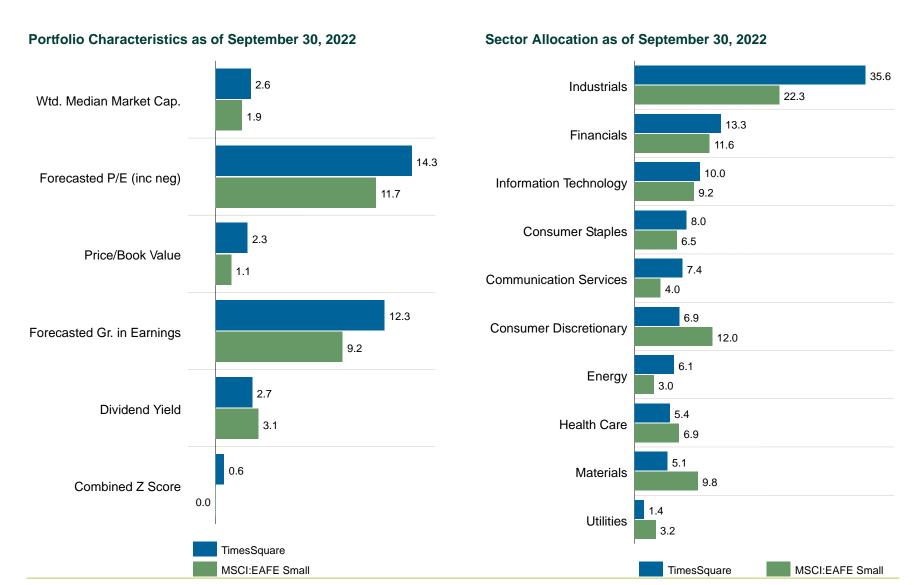
- Hired by MCERA in 2019
- 20% of Non-US equity structure (Non-US Small Cap)
- Actively managed portfolio
- TimesSquare uses a bottom-up, fundamental approach to select stocks with high quality management teams and superior business models.
- Their initial universe consists of companies with market capitalizations less than \$5 billion at the time of purchase and exhibits qualities such as revenue growth, profitability hurdles, and return on capital.
- Annual Fee: 0.85%
- Fee Schedule:
- 0.85% on all assets

Non-US Equity Style Map for 10 Years Ended September 30, 2022





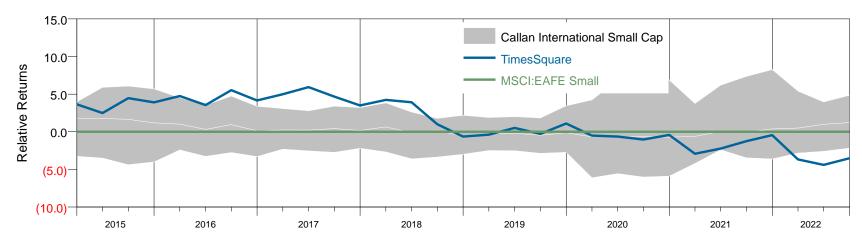
TimesSquare



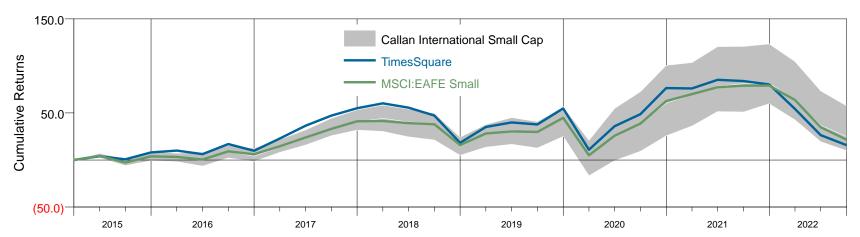


TimesSquare

Rolling 3 Year Relative Returns vs. MSCI:EAFE Small for 7 1/2 Years Ended September 30, 2022



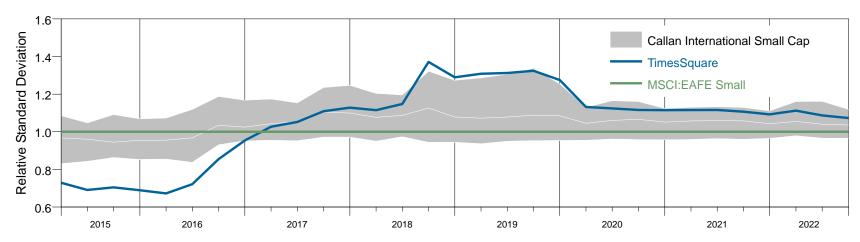
Cumulative Returns vs. MSCI:EAFE for 7 1/2 Years Ended September 30, 2022



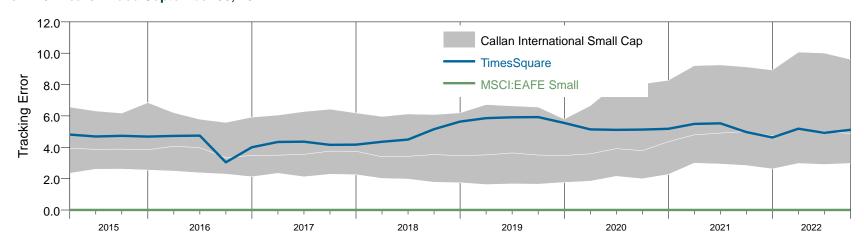


TimesSquare

Rolling 3 Year Relative Standard Deviation vs. MSCI:EAFE Small for 7 1/2 Years Ended September 30, 2022



Rolling 3 Year Tracking Error vs. MSCI:EAFE Small for 7 1/2 Years Ended September 30, 2022

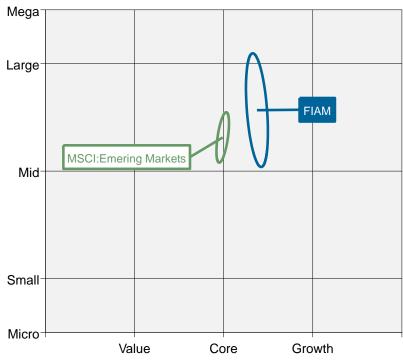




Fidelity Institutional Asset Management (FIAM)

- Hired by MCERA in 2021
- 20% of Non-US equity structure (Emerging Markets)
- Actively managed portfolio
- FIAM employs a systematic process to construct a risk-controlled portfolio.
- The team leverages the research platform by optimizing the strategy with highly rated securities held in analyst-run portfolios.
- Country and sector exposures are +/-5% relative to the benchmark. Excess return is generated primarily through active stock selection versus sector or regional bets.
- Approximate Annual Fee: 0.58% (based on 9/30/22 assets)
- Fee Schedule:
- 0.60% on the first \$50 million
- 0.55% on the next \$150 million
- 0.45% on the balance over \$200 million

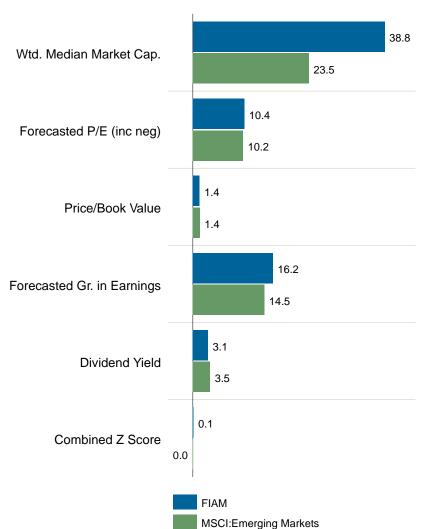
Non-US Equity Style Map for 10 Years Ended September 30, 2022



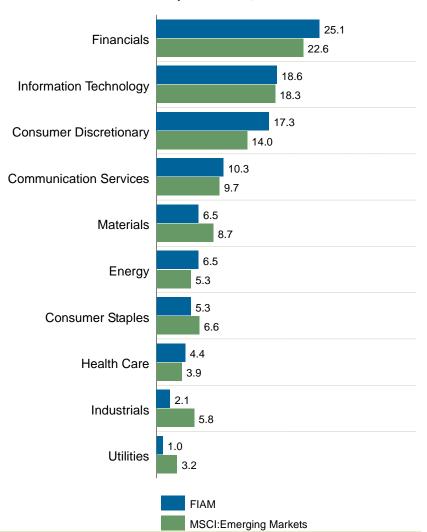


FIAM

Portfolio Characteristics as of September 30, 2022



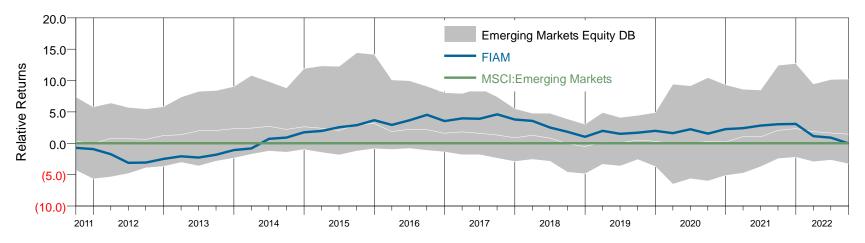
Sector Allocation as of September 30, 2022



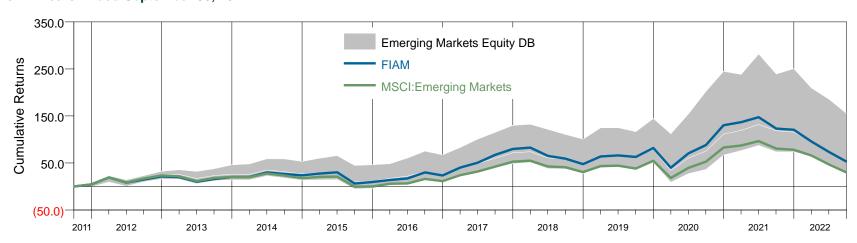


FIAM

Rolling 3 Year Relative Returns vs. MSCI:EM for 11 Years Ended September 30, 2022



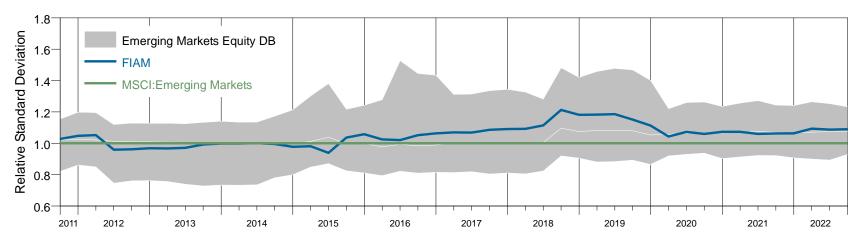
Cumulative Returns vs. MSCI:EAFE for 11 Years Ended September 30, 2022



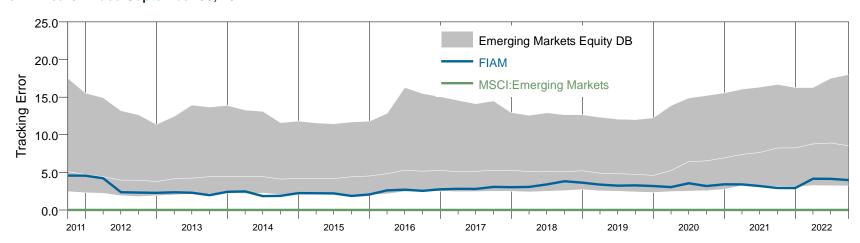


FIAM

Rolling 3 Year Relative Standard Deviation vs. MSCI:EM for 11 Years Ended September 30, 2022



Rolling 3 Year Tracking Error vs. MSCI:EM for 11 Years Ended September 30, 2022





Conclusion

- Callan is comfortable with the target allocations within the Non-US equity:
 - -30% Non-US Developed Value
 - -30% Non-US Developed Growth
 - -20% Non-US Small Cap
 - -20% Emerging Markets
- However, there currently is a pronounced growth bias within the Non-US equity allocation given managers' styles and processes that will increase the tracking error and potentially display more pronounced periods of over- or underperformance when growth is in or out of favor.
- MCERA could consider alternative portfolio structures to reduce risk vs. benchmark or to reduce fees.



Alternative Portfolio Structures

- 1. Do nothing
- Leaving the structure unchanged is a viable option if the Board is comfortable with the managers and growth bias.
- 2. Keep current structure, but add some passive exposure
- Passive exposure can help moderate the overall style bias and add lower cost market exposure.
- 3. Replace Morgan Stanley with a more traditional non-US developed value manager
- Morgan Stanley's focus on high quality, more defensive stocks does cause it to look and act differently from traditional value managers who are generally looking to buy stocks trading at a discount.
- Morgan Stanley's differentiation from traditional value is the largest factor is the portfolio's overall growth bias.
- 4. Replace Artisan
- If concerned with recent underperformance, MCERA could conduct a replacement search.



Callan

Appendix

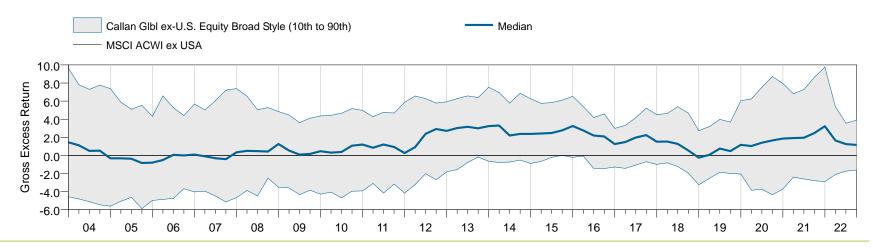
Global ex-U.S. Equity Broad Style vs. MSCI ACWI ex USA

How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods

Fee Hurdle	0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Median	72%	68%	61%	61%	61%	61%	61%	60%	59%	59%
45th Percentile	83%	81%	80%	80%	80%	79%	75%	73%	71%	67%
40th Percentile	95%	93%	92%	91%	89%	85%	85%	84%	84%	83%
35th Percentile	99%	97%	97%	97%	97%	97%	97%	96%	95%	93%
30th Percentile	100%	100%	100%	100%	100%	100%	100%	99%	99%	99%
25th Percentile	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

Rolling 3-Year Gross Excess Return relative to MSCI ACWI ex USA for 18 3/4 Years ended September 30, 2022





1.23%

Global ex-U.S. Equity Growth Style vs. MSCI ACWI ex USA Growth

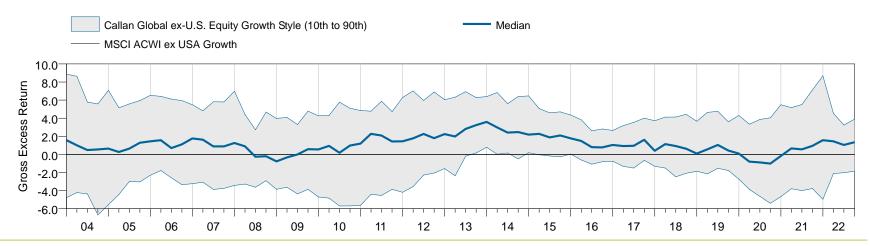
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods

Fee Hurdle	0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Median	80%	79%	77%	72%	68%	65%	65%	64%	63%	59%
45th Percentile	88%	87%	87%	85%	83%	79%	79%	77%	73%	71%
40th Percentile	93%	93%	93%	93%	93%	92%	91%	89%	89%	88%
35th Percentile	99%	99%	99%	99%	97%	97%	96%	93%	93%	93%
30th Percentile	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
25th Percentile	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

1.10%

Rolling 3-Year Gross Excess Return relative to MSCI ACWI ex USA Growth for 18 3/4 Years ended September 30, 2022





Global ex-U.S. Equity Value Style vs. MSCI ACWI ex USA Value

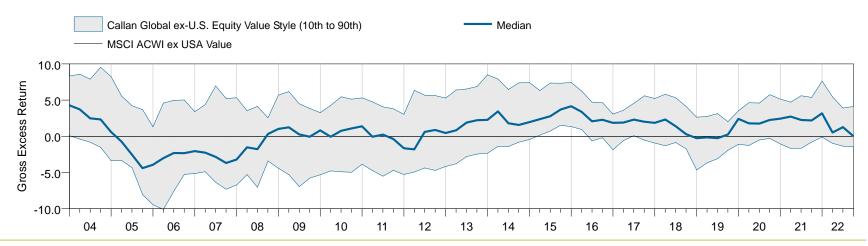
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods

Fee Hurdle	0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Median	61%	60%	59%	59%	56%	56%	56%	55%	52%	51%
45th Percentile	68%	67%	67%	65%	64%	64%	63%	63%	61%	56%
40th Percentile	72%	71%	71%	71%	71%	69%	69%	68%	68%	68%
35th Percentile	77%	77%	77%	77%	77%	76%	75%	75%	75%	73%
30th Percentile	83%	83%	81%	81%	80%	80%	80%	80%	79%	79%
25th Percentile	91%	91%	91%	89%	89%	89%	88%	88%	88%	87%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

0.67%

Rolling 3-Year Gross Excess Return relative to MSCI ACWI ex USA Value for 18 3/4 Years ended September 30, 2022





Developed ex-U.S. Broad Equity Style vs. MSCI EAFE

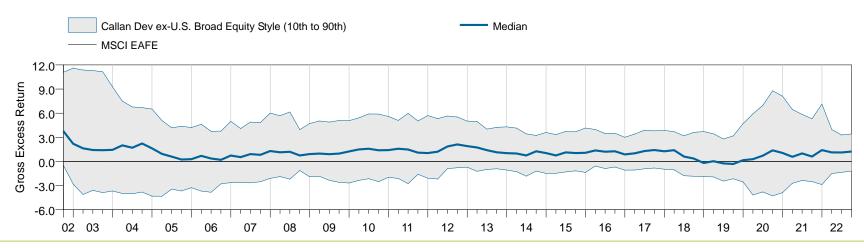
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods over last 20 Years

Fee Hurdle	0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Median	86%	86%	85%	83%	80%	79%	74%	73%	71%	70%
45th Percentile	95%	95%	93%	90%	88%	88%	88%	85%	85%	81%
40th Percentile	98%	96%	96%	95%	95%	95%	95%	94%	94%	93%
35th Percentile	100%	99%	99%	99%	98%	95%	95%	95%	95%	95%
30th Percentile	100%	100%	100%	100%	100%	100%	99%	99%	98%	98%
25th Percentile	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

1.06%

Rolling 3-Year Gross Excess Return relative to MSCI EAFE for 20 Years ended September 30, 2022





Developed ex-U.S. Growth Equity Style vs. MSCI EAFE Growth

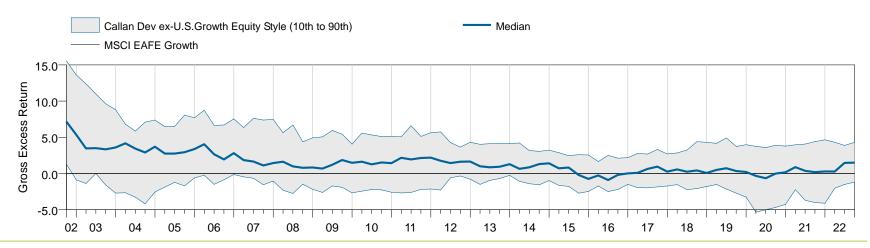
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods over last 20 Years

Fee Hurdle	0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Median	74%	73%	73%	71%	69%	68%	65%	64%	61%	58%
45th Percentile	85%	85%	84%	80%	80%	79%	78%	75%	75%	70%
40th Percentile	89%	89%	89%	89%	89%	86%	85%	84%	83%	81%
35th Percentile	93%	91%	91%	90%	90%	90%	90%	90%	89%	88%
30th Percentile	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%
25th Percentile	96%	96%	95%	95%	95%	95%	95%	95%	95%	95%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

1.37%

Rolling 3-Year Gross Excess Return relative to MSCI EAFE Growth for 20 Years ended September 30, 2022





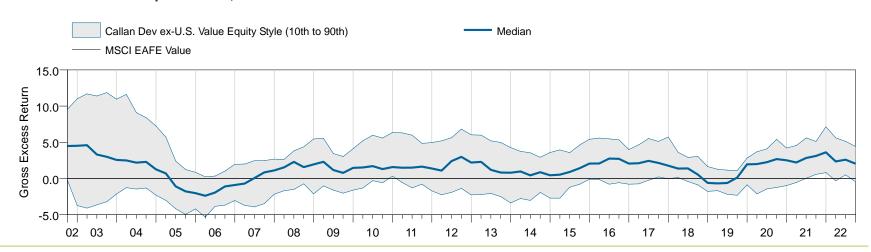
Developed ex-U.S. Value Equity Style vs. MSCI EAFE Value

How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods over last 20 Years

Fee Hurdle	0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Median	81%	81%	79%	79%	79%	79%	78%	76%	74%	71%
45th Percentile	84%	84%	84%	83%	83%	83%	80%	80%	79%	76%
40th Percentile	84%	84%	84%	84%	83%	83%	83%	83%	81%	80%
35th Percentile	86%	85%	85%	84%	84%	84%	84%	84%	83%	81%
30th Percentile	89%	89%	88%	88%	86%	86%	85%	85%	85%	85%
25th Percentile	91%	91%	91%	90%	89%	89%	88%	88%	88%	88%

Average Annualized 3-Year Excess Return (gross) – Median Manager:

Rolling 3-Year Gross Excess Return relative to MSCI EAFE Value for 20 Years ended September 30, 2022





1.42%

Global ex-U.S. Equity Small Cap Style vs. MSCI EAFE Small Cap

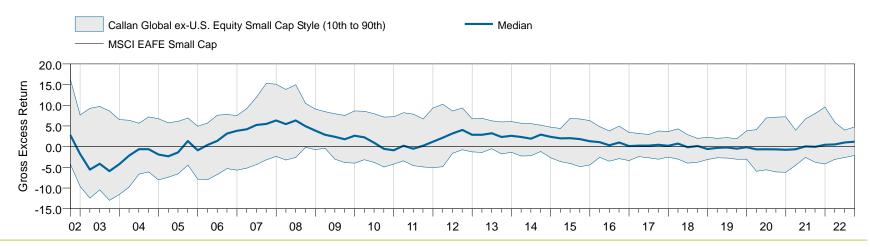
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods over last 20 Years

Fee Hurdle	0.75%	0.80%	0.85%	0.90%	0.95%	1.00%	1.05%	1.10%	1.15%	1.20%
Median	49%	49%	49%	49%	48%	48%	45%	44%	44%	41%
45th Percentile	59%	58%	54%	51%	51%	51%	50%	50%	50%	50%
40th Percentile	71%	68%	68%	64%	61%	58%	58%	58%	56%	53%
35th Percentile	88%	85%	81%	81%	80%	78%	78%	76%	73%	69%
30th Percentile	94%	94%	94%	94%	93%	91%	91%	90%	90%	89%
25th Percentile	99%	99%	98%	96%	96%	96%	96%	96%	95%	95%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

0.95%

Rolling 3-Year Gross Excess Return relative to MSCI EAFE Small Cap for 20 Years ended September 30, 2022





Global ex-U.S. Equity Small Cap Style vs. MSCI ACWI ex USA Small Cap

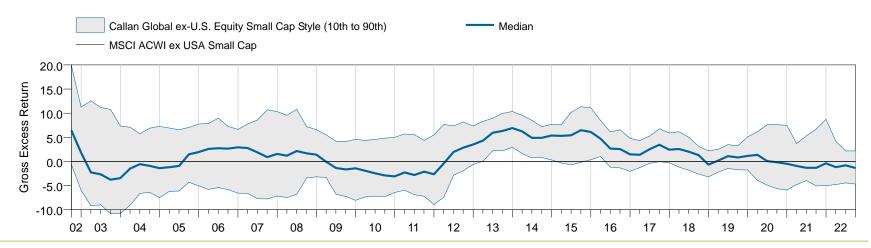
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods over last 20 Years

Fee Hurdle	0.75%	0.80%	0.85%	0.90%	0.95%	1.00%	1.05%	1.10%	1.15%	1.20%
Median	56%	56%	55%	54%	54%	54%	54%	53%	51%	50%
45th Percentile	56%	56%	56%	56%	56%	56%	55%	55%	55%	55%
40th Percentile	63%	63%	61%	60%	60%	60%	59%	59%	59%	59%
35th Percentile	75%	75%	75%	74%	74%	74%	73%	73%	73%	71%
30th Percentile	83%	83%	83%	83%	83%	81%	81%	79%	78%	76%
25th Percentile	88%	88%	86%	85%	85%	85%	83%	83%	83%	83%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

1.07%

Rolling 3-Year Gross Excess Return relative to MSCI ACWI ex USA Small Cap for 20 Years ended September 30, 2022





Emerging Market Broad Equity Style vs. MSCI Emerging Markets

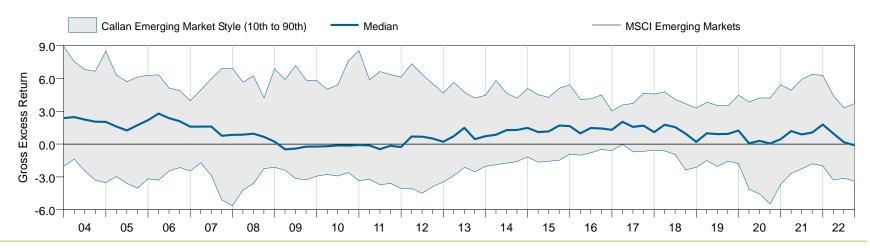
How often Manager Beat Benchmark by more than Fee Hurdle in Rolling 3-Year Periods

Fee Hurdle	0.70%	0.75%	0.80%	0.85%	0.90%	0.95%	1.00%	1.05%	1.10%	1.15%
Median	67%	64%	63%	60%	58%	52%	48%	48%	44%	42%
45th Percentile	77%	75%	75%	73%	71%	71%	70%	64%	63%	62%
40th Percentile	86%	84%	81%	81%	79%	79%	79%	78%	75%	74%
35th Percentile	93%	93%	93%	93%	93%	92%	90%	90%	89%	88%
30th Percentile	100%	100%	100%	99%	99%	99%	97%	97%	95%	95%
25th Percentile	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Average Annualized 3-Year Excess Return (gross) - Median Manager:

0.98%

Rolling 3-Year Gross Excess Return relative to MSCI Emerging Markets for 18 3/4 Years ended September 30, 2022





C.3 Future Meetings

This is a discussion with no backup.



Marin County Employees' Retirement Association Defined Benefit Plan

Defined Benefit Flair		Fiscal Year	
Managers	December 2022 Market Value	To Date 7/1/22 - 12/31/22	Calendar Year 2022
Domestic Equity Russell 3000 Index	\$925,924,718	3.4% 2.4%	-17.5% -19.2%
SSGA Russell 1000 Index Russell 1000 Index	\$645,325,060	2.3% 2.3%	-19.1% -19.1%
Dimensional Fund Advisors Russell 2000 Index	\$223,090,886	6.6% 3.9%	-12.9% <i>-20.6%</i>
Parametric Domestic Equity Overlay	\$57,508,772		
International Equity MSCI ACWI ex-US IMI Index	\$656,888,868	3.4% 3.1%	-18.3% -16.6%
Morgan Stanley Artisan Partners MSCI EAFE Index	\$182,278,462 \$177,639,655	4.0% 7.0% 6.4%	-13.7% -19.1% -14.5%
TimesSquare MSCI EAFE Small Cap Index	\$95,396,278	4.0% 4.4%	-26.8% -21.4%
FIAM Emerging Markets MSCI Emerging Markets Index	\$95,491,601	-3.3% -3.0%	-23.9% -20.1%
Parametric International Equity Overlay	\$106,082,872		
Fixed Income* Fixed Income Benchmark	\$674,179,089	-4.7% -2.8%	-15.5% -13.5%
Wellington <i>Bloomberg US Aggregate Index</i>	\$280,088,738	-2.0% -3.0%	-13.7% -13.0%
Western Asset Blended Benchmark**	\$295,829,628	-2.5% -0.2%	-11.7% -8.7%
Parametric Fixed Income Overlay	\$98,260,723		

All market values and returns shown are preliminary and subject to revision.

^{*}Colchester was terminated in mid-October. Western Asset received the assets and transitioned their portfolio to core plus fixed income in November. Performance for the fixed income composite will be updated and revised.

^{**}Blended Benchmark = Bloomberg US Intermediate Credit Index to November, Bloomberg US Aggregate Index thereafter.

Callan

Preliminary Performance Summary (Net of Fees)

Marin County Employees' Retirement Association Defined Benefit Plan

	Fiscal Year							
	December 2022	To Date	Calendar Year					
Managers	Market Value	7/1/22 - 12/31/22	2022					
Public Real Assets	\$203,074,438	-1.3%	-9.3%					
Blended Benchmark		0.1%	-3.1%					
BlackRock TIPS Index Fund	\$55,750,067	-3.4%	-11.9%					
Bloomberg US TIPS Index		-3.2%	-11.9%					
BlackRock REIT Index Fund	\$51,319,124	-6.2%	-26.0%					
DJ S&P US Select REIT Index		-6.1%	-26.0%					
Invesco Balanced Risk Commodities Fund Bloomberg Commodities Index	\$54,968,803	-2.5% -2.0%	9.0% 16.1%					
KBI Global Resources Fund	\$56,400,899	7.5%	-7.1%					
S&P Global Natural Resources Index		11.5%	9.6%					
Parametric Real Assets Overlay	-\$15,364,454							
Real Estate(1)	\$250,432,365	1.5%	12.2%					
NFI-ODCE Equal Weight Net(1)		1.3%	13.9%					
Woodmont	\$18,099,990	-	-					
UBS Trumbull Property Fund	\$117,824,282	-	-					
AEW Core Property Trust	\$135,273,503	-	-					
Parametric Real Estate Overlay	-\$20,765,410							
Private Equity(2)	\$234,592,922	0.0%	-9.3%					
Abbott ACE VI	\$42,256,064	-	-					
Abbott ACE VII	\$49,972,513	-	-					
Abbott AP 2016	\$71,681,065	-	-					
Abbott AP 2017	\$20,286,319	-	-					
Abbott AP 2021	\$5,920,950							
Pathway PPEF 2008	\$54,392,695	-	-					
Pathway PPEF I-7	\$38,738,156	-	-					
Pathway PPEF I-8	\$67,553,333	-	-					
Pathway PPEF I-9	\$16,665,335	-	-					
Pathway PPEF I-10	\$14,276,510							
Parametric Private Equity Overlay	-\$147,150,018							
Opportunistic(3)	\$52,423,308	4.2%	-1.7%					
CarVal Credit Value Fund V	\$15,138,327	-	-					
Fortress Credit Opportunities Fund V Expansion	\$10,721,890	-	-					
Varde Dislocation Fund	\$26,563,091	-	-					
Total Fund	\$2,997,515,707	0.7%	-12.9%					

(1)Market values as of September 30, 2022. FYTD and YTD returns use MCERA's and ODCE's pro-rata performance of prior quarter.
(2)Market values as of September 30, 2022. FYTD and YTD returns use MCERA's pro-rata performance of prior quarter.
(3)Market values as of September 30, 2022. FYTD and YTD returns use MCERA's pro-rata performance of prior quarter.
All market values and returns shown are preliminary and subject to revision.