

EXCHANGE RIGHT

NET LEASED PORTFOLIO 20 DST



Pictures representative of similar corporate-backed stores and are not the actual locations included in the portfolio.



This material must be accompanied or preceded by a private placement memorandum, which is the controlling disclosure document for the Offering and is intended to more fully disclose the potential benefits and risks of the Offering. This material is not a recommendation or solicitation to buy any security, as all such offers can be made only by the private placement memorandum. All potential investors in the Offering must read the private placement memorandum, and no person may invest in the Offering without first acknowledging receipt and review of the private placement memorandum in its entirety.

DIVERSIFIED LONG-TERM, NET-LEASED PORTFOLIO WITH A 6.50% INITIAL CASH FLOW PROJECTION TO INVESTORS

HIGHLIGHTS

ExchangeRight Net Leased Portfolio 20 DST is a portfolio of 16 single-tenant, long-term net-leased retail assets that are 100% occupied and operated by Advance Auto Parts, BioLife, Dollar General, Fresenius Medical Care, NAPA Auto Parts, Pick n Save (Kroger Guarantee), Tractor Supply, Verizon Wireless, and Walgreens.

The portfolio is composed of high-quality tenants with strong credit and provides the investor with access to a diversified portfolio. First-year net operating income is diversified as follows:

- › **21.0%** Grocery (Pick n Save/Kroger Guarantee)
- › **20.5%** Health Care (Fresenius Medical Care, BioLife)
- › **14.9%** Agriculture (Tractor Supply)
- › **14.1%** Pharmaceutical (Walgreens)
- › **11.5%** Discount Automotive (Advance Auto, NAPA)
- › **10.4%** Discount Necessity Retail (Dollar General)
- › **7.6%** Communications (Verizon)

The Sponsor of the Offering is retaining at least a 1% ownership interest in the portfolio and is offering up to 99% of the beneficial interests in the DST to accredited investors. The total offering amount is \$71,007,000, of which \$32,550,000 is equity and \$38,457,000 is long-term fixed-rate financing. The trust closed on the portfolio of properties on February 22, 2018, with 10-year interest-only non-recourse financing with a stated annual rate of 4.20% and a weighted-average lease term of 12.7 years.

This Offering is designed for investors seeking to participate in a 1031 tax-deferred exchange as well as investors seeking a diversified net-leased real estate investment on a cash basis.

ANNUAL INCOME FORECAST

The Offering's projected cash flow as a percentage of equity for each year throughout the hold period is as follows: 6.50%, 6.50%, 6.54%, 6.55%, 6.63%, 6.86%, 6.90%, 6.92%, 6.94%, 7.02%.

1031 EXIT STRATEGY

At ExchangeRight, our offerings are not overly dependent on any one property, location, tenant, lease, industry, debt term, or sale period for their cash flow and value. In preparation for the next recession, we designed our strategy with significant diversification and scale, which enables us to:

- › pay stable cash flow through economic cycles, real estate market cycles, debt maturities, and lease rollovers
- › provide downside protection by diversifying across properties, tenants, and industries that are less dependent on economic growth to perform well when inevitable risks assail the markets
- › maintain significant flexibility and control to maximize investor returns
- › safeguard investors from being forced to sell before the time is right
- › preserve investors' ability to complete a 1031 exchange upon exit

In addition to the 1031 exchange, our exit strategy is also designed to provide investors with multiple options to meet their individual tax and financial planning needs at the time of sale.



EXCHANGERIGHT

CONSISTENTLY DELIVERING DIVERSIFIED PORTFOLIOS OF
LONG-TERM, NET-LEASED ASSETS BACKED BY INVESTMENT
GRADE CORPORATIONS IN THE NECESSITY RETAIL SPACE

PROJECTION OF INCOME & CASH FLOW

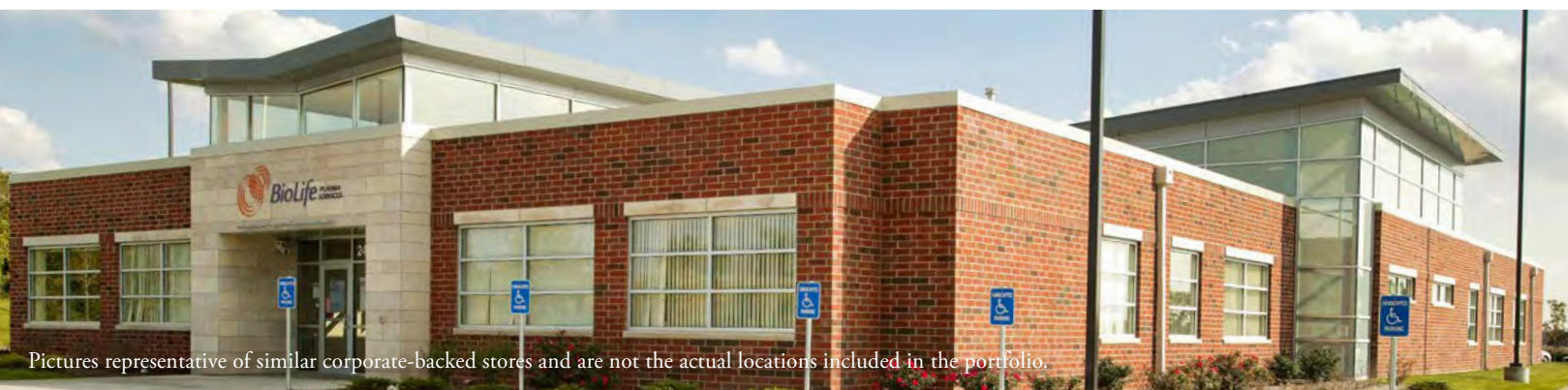
| YEARS | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Net Rental Income | \$3,906,517 | \$3,912,452 | \$3,918,446 | \$3,924,500 | \$3,948,550 | \$4,030,060 | \$4,041,563 | \$4,047,863 | \$4,054,226 | \$4,080,232 |
| Debt Service | \$1,638,407 | \$1,642,896 | \$1,638,407 | \$1,638,407 | \$1,638,407 | \$1,642,896 | \$1,638,407 | \$1,638,407 | \$1,638,407 | \$1,642,896 |
| DSCR | 2.38 | 2.38 | 2.39 | 2.40 | 2.41 | 2.45 | 2.47 | 2.47 | 2.47 | 2.48 |
| Property Management | \$97,663 | \$97,811 | \$97,961 | \$98,112 | \$98,714 | \$100,751 | \$101,039 | \$101,197 | \$101,356 | \$102,006 |
| Ongoing Reserves* | \$23,924 | \$23,924 | \$23,924 | \$23,924 | \$23,924 | \$23,924 | \$23,924 | \$23,924 | \$23,924 | \$23,924 |
| Annual Ins., Tax, Bank Fees, and Filing Costs | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 |
| Asset Management | \$15,626 | \$15,650 | \$15,674 | \$15,698 | \$15,794 | \$16,120 | \$16,166 | \$16,191 | \$16,217 | \$12,241 |
| Investor Cash Flow | \$2,115,897 | \$2,117,171 | \$2,127,480 | \$2,133,358 | \$2,156,711 | \$2,231,368 | \$2,247,027 | \$2,253,144 | \$2,259,322 | \$2,284,165 |
| % of Equity | 6.50% | 6.50% | 6.54% | 6.55% | 6.63% | 6.86% | 6.90% | 6.92% | 6.94% | 7.02% |

* \$644,150 of initial tax and insurance prepaids and reserves, and reserves for operations and repairs have been funded at the time of the loan closing. In addition, \$900,000 has been initially funded in a rollover reserve with lender for future tenant improvement and leasing commissions, bringing total prepaids and reserves to \$1,544,150 at closing. The DST is additionally reserving \$23,924 per year to provide additional operational reserves for the benefit of the trust, which is reflected in the ongoing reserve figures presented above.

The following leases were entered into directly with the tenants' parent entities or are directly guaranteed by the tenants' parent entities which have an investment-grade rating with Standard & Poor's or Moody's: Advance Auto Parts, BioLife, Dollar General, Pick n Save (Kroger), and Walgreens.

The Loan Agreement requires a Qualified Transfer of the loan by the end of year seven of the loan term or a cash flow sweep will commence. As the Trust's objective is to maximize value to Owners through a portfolio aggregation and sale, transfer, or merger prior to year eight to facilitate a tax-deferred exchange pursuant to Section 1031 of the Code, or exchange roll-up transaction pursuant to Section 721 of the Code, this provision is not expected to have an impact on the Trust as it is expected to meet the Qualified Transfer requirements (refer to the "Exit Strategy" in Exhibit I of the Memorandum). As a result, ten years of cash flows are being presented to show the expected cash flows of the Properties to the Trust.

Investing in this offering involves risk. Please review the Private Placement Memorandum in its entirety, including especially the section that outlines the risks of his offering, before making any investment decision.



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| | |
|--------------------------------|--------------|
| ▶ EQUITY OFFERING AMOUNT | \$32,550,000 |
| ▶ NON-RECOURSE DEBT | \$38,457,000 |
| ▶ TOTAL OFFERING PRICE | \$71,007,000 |

| | |
|--------------------------------------|-----------|
| ▶ OFFERING LOAN TO VALUE (LTV) | 54.16% |
| ▶ MINIMUM PURCHASE..... | \$100,000 |
| ▶ YEAR I INVESTOR CASH FLOW | 6.50% |



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| TENANT | CREDIT RATING | LOCATION | SQUARE FEET | VEHICLE COUNT | ANNUAL RENT | LEASE EXPIRATION |
|-----------------------------------|---|-----------------|-------------|---------------|-------------|------------------|
| Advance Auto Parts | Investment Grade BBB- | Columbus, OH | 6,987 | 14,970 | \$96,296 | 11/30/31 |
| Advance Auto Parts | Investment Grade BBB- | Humble, TX | 6,923 | 15,320 | \$123,981 | 7/31/31 |
| Advance Auto Parts | Investment Grade BBB- | San Antonio, TX | 6,869 | 15,787 | \$125,834 | 6/30/29 |
| BioLife Plasma Services L.P. | The lease is guaranteed by Baxalta, which was acquired by Shire plc and has a Baa3 rating by Moody's | Cordova, TN | 16,767 | 44,140 | \$593,451 | 2/28/33 |
| Dollar General | Investment Grade BBB, A-2 (Short-Term) | Copley, OH | 11,130 | 11,516 | \$114,999 | 10/31/32 |
| Dollar General | Investment Grade BBB, A-2 (Short-Term) | Griffin, GA | 9,260 | 11,310 | \$94,236 | 2/29/32 |
| Dollar General | Investment Grade BBB, A-2 (Short-Term) | Toledo, OH | 9,367 | 15,700 | \$102,900 | 4/30/28 |
| Dollar General | Investment Grade BBB, A-2 (Short-Term) | Youngstown, OH | 9,100 | 8,740 | \$95,295 | 1/31/33 |
| Fresenius Medical Care | Fresenius Medical Care Holdings Inc. is a wholly-owned subsidiary of Fresenius Medical Care AG & Co., which is Investment Grade BBB- | Warren, OH | 8,698 | 8,980 | \$207,677 | 11/27/32 |
| NAPA Auto Parts | Moody's Real Time Risk Score: 1 [lowest risk] | Pekin, IL | 14,858 | 12,200 | \$102,000 | 2/5/38 |
| Pick n Save (Kroger Guarantee) | Investment Grade BBB (Long-Term) A-2 (Short-Term) | Grafton, WI | 60,799 | 6,300 | \$818,904 | 12/31/29 |
| Tractor Supply | No Publicly-Rated Debt | Mobile, AL | 18,867 | 22,400 | \$227,000 | 11/30/32 |
| Tractor Supply | No Publicly-Rated Debt | Tallahassee, FL | 22,332 | 21,000 | \$356,400 | 4/30/28 |
| Verizon Wireless | Cellco Partnership has a net worth in excess of \$78.9B, and is a wholly-owned subsidiary of Verizon Communications, Inc., which is Investment Grade BBB+ | Columbia, SC | 5,010 | 41,600 | \$297,202 | 10/31/27 |
| Walgreens | Investment Grade BBB (Long-Term) A-2 (Short-Term) | Homewood, IL | 13,494 | 34,364 | \$180,342 | 8/31/29 |
| Walgreens | Investment Grade BBB (Long-Term) A-2 (Short-Term) | Mobile, AL | 14,504 | 23,440 | \$370,000 | 1/31/29 |

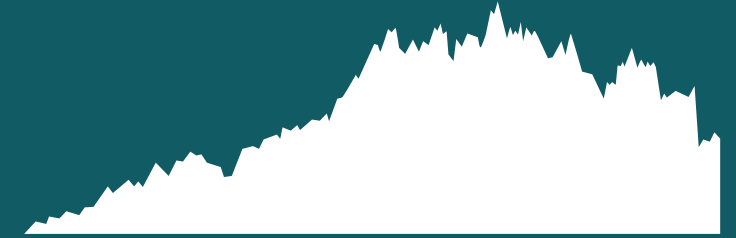


Pick 'n Save™

Pick 'n Save was founded in 1975 in Milwaukee, Wisconsin and is now the premier supermarket chain in Wisconsin with over 100 stores serving customers. Pick 'n Save is focused on giving back to their community and have supported them with nearly \$4 million in funds and food since 2003. Featuring competitive employee benefits and a strong commitment to promote from within, Pick 'n Save employs approximately 10,000 employees. In 2015, Pick 'n Save became a wholly owned subsidiary of Kroger (NYSE: KR).

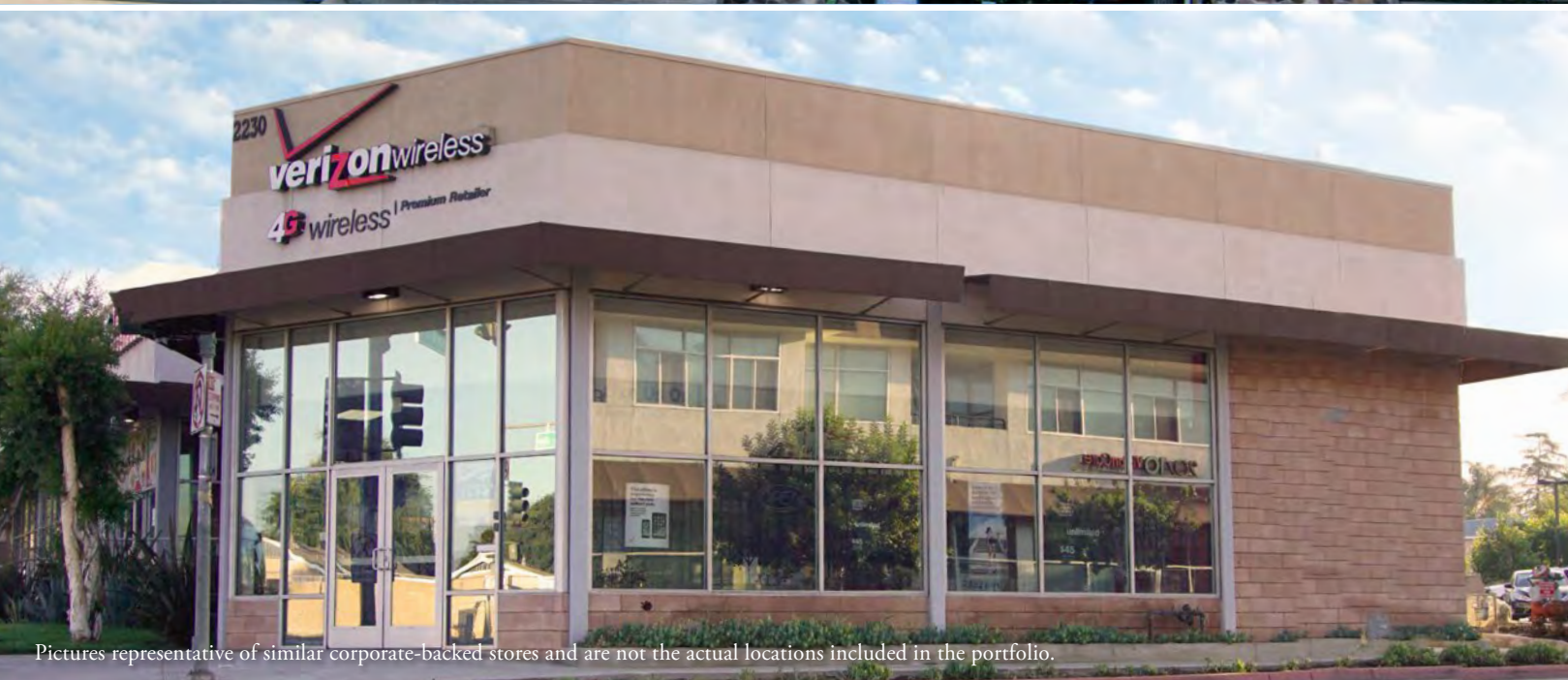
CURRENT ANNUAL REVENUE (KR): \$115.34 BILLION
CURRENT GROSS PROFIT (KR): \$25.84 BILLION

S&P Rated (KR): Investment Grade BBB (Long-Term)
A-2 (KR) (Short-Term)



2013 2014 2015 2016 2017
NYSE(KR): KR - 5-Year Stock Performance [Source: bloomberg.com]

CURRENT ANNUAL NET INCOME (KR): \$1.98 BILLION
2017 FISCAL YEAR REVENUE GROWTH (KR): 5.01%

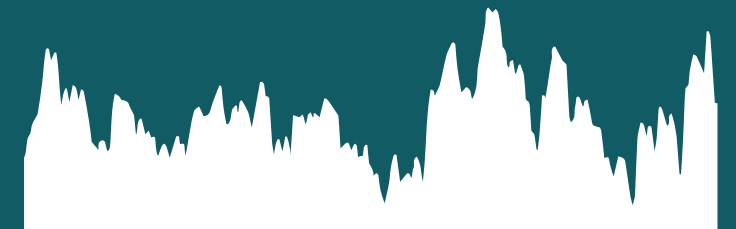


verizon

Verizon Communications Inc., through its subsidiaries, provides communications, information, and entertainment products and services to consumers, businesses, and governmental agencies worldwide. As of December 31, 2016, it had 114.2 million retail connections. Verizon Communications Inc. was founded in 1983 and is headquartered in New York City, New York.

CURRENT ANNUAL REVENUE: \$126.03 BILLION
CURRENT GROSS PROFIT: \$74.48 BILLION

Verizon Wireless' Parent S&P Rating: BBB+ (Long-Term), A-2 (Short-Term)
Verizon Wireless' Parent Moody's Rating: Baa1 (Long-Term), P-2 (Short-Term)
Cellco Partnership has a net worth in excess of \$78.9B and is a wholly-owned subsidiary of Verizon Communications, Inc.



2013 2014 2015 2016 2017
NYSE: VZ - 5-Year Stock Performance [Source: finance.google.com]

CURRENT ANNUAL NET INCOME: \$30.10 BILLION
2017 FISCAL YEAR REVENUE GROWTH: 00.04%

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Walgreens

Walgreens (NASDAQ: WBA) is the largest drug retailer in America—employing approximately 248,000 people and operating 8,678 stores throughout the United States. Walgreens' products include over-the-counter medicine and consumer products, pharmacy services, and photo services. Walgreens has expanded through a series of strategic acquisitions and was included in Fortune's World's Most Admired Companies list for the 20th consecutive year.

CURRENT ANNUAL REVENUE: \$118.21 BILLION
CURRENT GROSS PROFIT: \$29.16 BILLION

S&P Rated: Investment Grade BBB (Long-Term)
A-2 (Short-Term)



2013 2014 2015 2016 2017
NYSE: WBA - 5-Year Stock Performance [Source: bloomberg.com]

CURRENT ANNUAL NET INCOME: \$4.08 BILLION
2017 FISCAL YEAR REVENUE GROWTH: 00.74%

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FRESENIUS

Fresenius Medical Care (NYSE: FMS) provides dialysis and related products, inpatient/outpatient care products, and services such as engineering to hospitals and related facilities. Fresenius operates more than 2,100 dialysis centers in North America and has over 100,000 employees. These facilities routinely provide medically necessary renal care to hundreds of thousands of patients with chronic kidney failure, a condition that affects more than 2.1 million individuals globally.

CURRENT ANNUAL REVENUE: \$17.91 BILLION
CURRENT GROSS PROFIT: \$5.78 BILLION

The lease is guaranteed by Fresenius Medical Care Holdings, Inc. That entity's parent has a credit rating of "BBB-" by S&P.



2012 2013 2014 2015 2016
NYSE: FMS - 5-Year Stock Performance [Source: bloomberg.com]

CURRENT ANNUAL NET INCOME: \$1.24 BILLION
2016 FISCAL YEAR REVENUE GROWTH: 7.01%



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BioLife Plasma Services is an industry leader in the collection of high-quality plasma that is processed into life-saving plasma-based therapies. They operate numerous state-of-the-art plasma collection facilities throughout the United States and Austria. BioLife Plasma Services is part of Shire (NASDAQ: SHPG), the leading global biotechnology company focused on serving people affected by rare diseases and highly specialized conditions. Shire plc was founded in 1986 and is based in Dublin, Ireland.

CURRENT ANNUAL REVENUE: \$15.2 BILLION
CURRENT GROSS PROFIT: \$10.46 BILLION

The lease is guaranteed by Baxalta, which was acquired by Shire plc and has a Baa3 rating by Moody's



2013 2014 2015 2016 2017
NASDAQ: SHPG - 5-Yr Stock Performance [Source: finance.google.com]

CURRENT ANNUAL NET INCOME: \$4.27 BILLION
2017 FISCAL YEAR REVENUE GROWTH: 12.10%



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DOLLAR GENERAL®

Dollar General (NYSE: DG) is one of the nation's largest small-box discount retailers. Dollar General has over 121,000 employees operating over 13,300 locations in 43 states. It strives to make shopping for everyday needs simpler and hassle-free by offering a carefully selected assortment of the most popular brands at low everyday prices in small, convenient locations. Dollar General Corporation was founded in 1939 and is based in Goodlettsville, Tennessee.

CURRENT ANNUAL REVENUE: \$21.98 BILLION
CURRENT GROSS PROFIT: \$6.78 BILLION

*S&P Rated: Investment Grade BBB
A-2 (Short-Term)*



2013 2014 2015 2016 2017
NYSE: DG - 5-Year Stock Performance [Source: bloomberg.com]

CURRENT ANNUAL NET INCOME: \$1.25 BILLION
2017 FISCAL YEAR REVENUE GROWTH: 7.94%



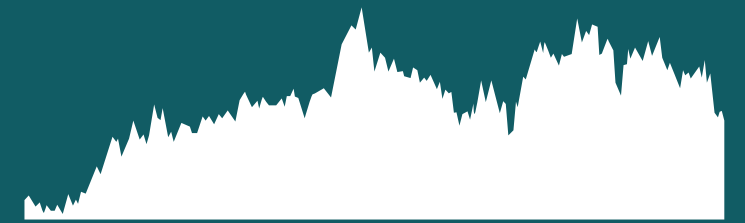
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NAPA (The National Automotive Parts Association) is an American-based voluntary trade association that distributes and sells over 400,000 products to auto and industrial sectors. NAPA's sole member and majority owner is Genuine Parts Company (NYSE: GPC). Its infrastructure and commitment to quality produce higher revenues, a stronger operating margin, and a more-credit-positive debt-to-EBITDA ratio than found in the rest of the industry.

CURRENT ANNUAL REVENUE: \$15.34 BILLION
CURRENT GROSS PROFIT: \$4.60 BILLION

Long-term liability guarantee from Genuine Parts Company (publicly traded with over \$13 billion market cap as of February 2018). Score (GPC):1 [lowest risk]



2012 2013 2014 2015 2016
NYSE: GPC - 5-Year Stock Performance [Source: bloomberg.com]

CURRENT ANNUAL NET INCOME: \$687.24 MILLION
2016 FISCAL YEAR REVENUE GROWTH: 0.39%

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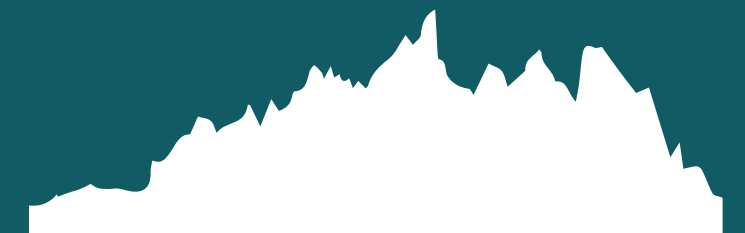


Service is our best part.

Advance Auto Parts (NYSE: AAP) is an aftermarket retailer of automotive parts and supplies and a provider of auto maintenance services. It operates nearly 4,000 stores and employs about 55,000 "Team Members." Increases in new vehicle sales allow Advance Auto to demonstrate its key strategies: superior availability and service leadership. It continues to increase its delivery speed, reliability, and supply chain, and it is opening new stores in underserved markets.

CURRENT ANNUAL REVENUE: \$9.57 BILLION
CURRENT GROSS PROFIT: \$4.26 BILLION

S&P Rated: Investment Grade BBB-



2012 2013 2014 2015 2016
NYSE: AAP - 5-Year Stock Performance [Source: bloomberg.com]

CURRENT ANNUAL NET INCOME: \$459.62 MILLION
2016 FISCAL YEAR REVENUE GROWTH: -1.74%

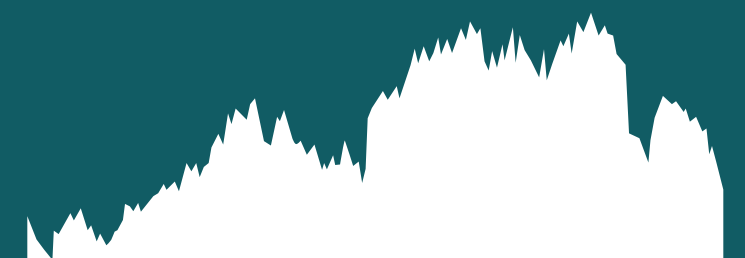
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Tractor Supply Co. (NASDAQ: TSCO) is a leading chain of retail stores that each carry products related to home improvement, agriculture, truck maintenance, livestock, equine care, and household pet care. It employs over 17,000 individuals and operates over 1,200 stores across 47 states. Stores are strategically located in towns outlying major metropolitan areas and in rural communities. It was listed by Forbes among the 100 fastest growing businesses.

CURRENT ANNUAL REVENUE: \$7.26 BILLION
CURRENT GROSS PROFIT: \$2.49 BILLION

No Publicly-Rated Debt



2013 2014 2015 2016 2017
NASDAQ: TSCO - 5-Yr Stock Performance [Source: bloomberg.com]

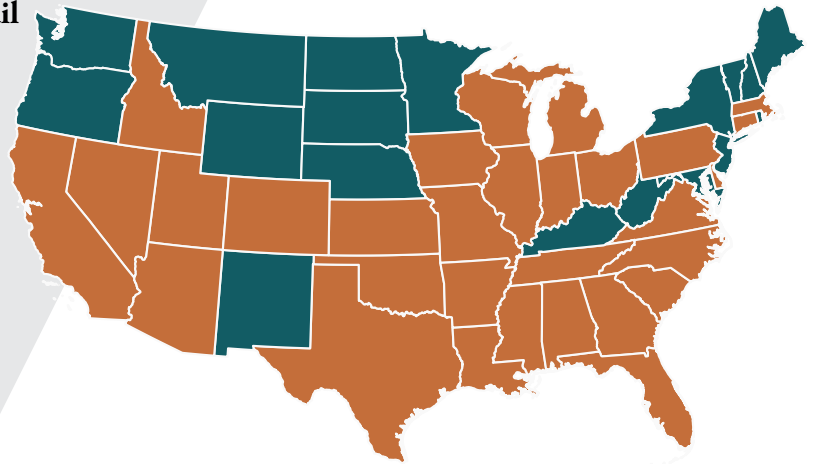
CURRENT ANNUAL NET INCOME: \$422.12 MILLION
2017 FISCAL YEAR REVENUE GROWTH: 7.03%

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EXCHANGE RIGHT

- › **\$1.2+ Billion of assets under management**
- › **11+ Million square feet under management**
- › **Focus on investment-grade, necessity-based retail and Class B/B+ value-added multifamily**
- › **Invested across 425+ properties**
- › **Diversified across 28 states**
- › **All offerings meeting or exceeding projections**

■ States with ER and affiliates' AUM or under contract for future portfolio inventory.



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EXHIBIT I
EXCHANGERIGHT EXIT STRATEGY