



# NEWS RELEASE

2901 Butterfield Road Oak Brook, Ill. 60523  
www.inland-investments.com

## FOR IMMEDIATE RELEASE

DATE: January 3, 2017  
CONTACT: Alyssa Campbell, Inland Marketing & Communications, Inc.  
(630) 218-2887 [alyssa.campbell@inlandgroup.com](mailto:alyssa.campbell@inlandgroup.com)

### **Inland Real Estate Investment Corporation Announces Strategic Relationship with Sound Point Capital Management, LP**

**Oak Brook, Ill.** – Inland Real Estate Investment Corporation (“Inland Investments”), one of the nation’s largest sponsors of alternative public and private real estate securities, announced today a strategic relationship with Sound Point Capital Management, LP (“Sound Point”), an alternative credit strategies firm. Sound Point, through a newly-created affiliate, will serve as sub-advisor for an Inland Investments product.

Sound Point oversees more than \$10 billion in assets under management across a diversified suite of credit products and manages money on behalf of institutions, pensions, foundations, insurance companies, wealth management firms, family offices and high-net worth individuals. Sound Point currently manages the No. 1 ranked mutual fund in the bank loan category over a three-year period (as of 12/19/2016), as determined by Morningstar.

“We are excited to partner with Sound Point, given their well-respected and proven track record in credit strategies over multiple economic and market cycles,” said Mitchell Sabshon, president and chief executive officer of Inland Investments. “Through this partnership, we intend to create alternative income solutions that will help investors succeed in a broad array of economic, interest rate and credit environments.”

As previously announced in an industry-leading policy change, Inland Investments’ new non-listed REITs will not charge any transaction fees, providing a lower, institutional-type structure to investors.

“We believe this fee structure will have a positive impact on entity-level performance and underscores Inland Investments’ commitment to standing shoulder-to-shoulder with our investors,” said Sabshon.

Sound Point was founded in 2008 by Stephen Ketchum, in conjunction with certain principals of Stone Point Capital, a global private equity firm that has raised more than \$13 billion in equity capital. Ketchum has more than 24 years of credit structuring, advisory and investment management experience and a successful track record of building and managing teams.

“Sound Point is thrilled to join forces with Inland Investments and bring our unique approach to commercial real estate investment management,” said Ketchum. “Our New York-based team, led by Donald MacKinnon and Andrew Winer, has deep experience and real estate expertise, and we look forward to deploying our market knowledge on behalf of investors interested in this asset class.”

###

#### **About Inland Real Estate Investment Corporation and The Inland Real Estate Group of Companies, Inc.**

Inland Real Estate Investment Corporation is a sponsor of real estate securities and a part of The Inland Real Estate Group of Companies, Inc. The Inland Real Estate Group of Companies, Inc., headquartered in Oak Brook, Illinois, is one of the nation’s largest commercial real estate and finance groups, engaged for over 45 years in the diverse facets of real estate such as property management, leasing, marketing, acquisition, real estate brokerage, development, redevelopment, construction, real estate financing and other related services. The Inland Real Estate Group of Companies, Inc. is comprised of independent legal entities, some of which may be affiliates, share some common



# NEWS RELEASE

2901 Butterfield Road      Oak Brook, Ill. 60523  
[www.inland-investments.com](http://www.inland-investments.com)

ownership or have been sponsored and managed by subsidiaries of Inland Real Estate Investment Corporation. For more information visit [www.inlandgroup.com](http://www.inlandgroup.com).

This press release is neither an offer to sell nor a solicitation of an offer to buy any security.