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Date: April 28, 2025
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Inland Securities Strengthens Wholesaler Team with Two New Hires, Promotion

OAK BROOK, Ill. – Inland Securities Corporation (“ISC”), the exclusive dealer manager and placement agent for real estate investment programs offered by Inland Real Estate Investment Corporation and its subsidiaries (“Inland Investments” or the “Company”), announced today the addition of two new external wholesalers to the Company’s growing talent base and one strategic promotion supporting the firm’s diverse and growing suite of investment product solutions.

The new hires include Matthew Hannan, senior vice president - external wholesaler for the South-Southwest territory, and Josh Van Hecke, senior vice president - external wholesaler for the Plains territory. Mr. Hannan and Mr. Van Hecke will be responsible for generating impactful sales opportunities and supporting financial advisors with relationship management within their respective sales territories.

Mr. Hannan brings more than 20 years of industry expertise to ISC. He most recently served as the regional director, senior vice president - South Central territory at Cantor Fitzgerald & Co., where he elevated the South-Central territory to consistently rank among the top three in sales. Mr. Hannan holds Series 7, 66 and 65 with the Financial Industry Regulatory Authority (“FINRA”) and a CAIA Fundamentals in Alternatives designation.

Mr. Van Hecke also brings more than 20 years of industry experience to ISC. He most recently served as vice president of CIM Group, where he engaged with independent broker-dealer, wirehouse, and RIA advisors on portfolio construction and the benefits of private and public market exposure and increased territory sales by 70 percent. He has also held positions with Griffin/Apollo Management, Hanlon and Preferred Capital Securities. He holds Series 7 and 63 licenses with FINRA.

“We are proud to welcome the exceptional knowledge and experience of Matthew and Josh to the ISC team,” said David Kasprzak, national sales manager of Inland Securities Corporation. “Our continued endeavor to add the best and brightest talent underscores ISC’s ongoing commitment to cultivate strong relationships with financial advisors, RIAs and institutions across the country while providing tax-mitigating real estate solutions alongside well-positioned public and private real estate investment opportunities.”

In addition, ISC promoted Sara Ingersoll to senior vice president – investment product manager. Ms. Ingersoll, who previously served as vice president – external wholesaler, will play a pivotal role in providing expert-level knowledge, sales support and coordination of the team’s efforts related to REITs, the 721 exchange platform, and other related product solutions. With more than 10 years of industry experience, Ms. Ingersoll’s experience made her a perfect fit to assume this strategic new role. She holds Series 7 and 63 licenses with FINRA.

“Sara’s promotion is well-deserved for her leadership, exceptional knowledge and experience,” said Michael Ezzell, CEO and president of ISC. “She has become a ‘go-to’ resource for ISC team members due to her advanced understanding of operational details and as a dependable source of product information support. This



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recognition underscores ISC's ongoing commitment to cultivate the Company's talented employees and further enable ISC's sales team to foster stronger relations in their respective markets virtually and in-person with financial advisors, RIAs and institutions to better serve investors."

Earlier this year, the Company announced united leadership to drive strategic growth across all its investment management verticals. The growth and expansion of its distribution team is another critical step in delivering on Inland Investments' commitment to redefine industry norms and provide its investor base access to alternative real estate sector product solutions that have historically only been available to institutional investors.

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About Inland Real Estate Investment Corporation

Inland Real Estate Investment Corporation ("Inland Investments"), headquartered in Oak Brook, IL, is an industry-leading real estate investment manager and a member company of The Inland Real Estate Group of Companies, Inc. ("Inland"), one of the nation's largest commercial real estate and finance groups. Named a Top Workplace by the Chicago Tribune for the past four years, Inland Investments specializes in offering public and private tax-advantaged, growth and income real estate solutions spanning virtually every sector of the commercial real estate market. Since 1968, Inland has engaged in the diverse facets of real estate, including property management, leasing, marketing, acquisition, real estate brokerage, development, redevelopment, construction, real estate financing and other related services. Inland member companies have facilitated more than \$55 billion in acquisitions since inception and currently manage a diverse real estate portfolio of approximately \$16 billion across 42 states. Past performance is not a guarantee of future results.

About Inland Securities Corporation

Inland Securities Corporation, member FINRA/SIPC, is the exclusive dealer manager and placement agent for real estate investment programs offered by Inland Real Estate Investment Corporation and its affiliates. Additional information is available at www.inland-investments.com.