JLL | INCOME PROPERTY TRUST

February 19, 2021

**Dear JLL Income Property Trust Stockholders,**

After more than a decade of strong investment performance as an asset class, real estate faced numerous COVID-induced threats in 2020. Fortunately, real estate's moment of crisis from the pandemic turned out to be short-lived, and ultimately less harmful than many "higher-frequency" warning lights initially signaled. Listed REITs plummeted 44% from mid-February to mid-March. Foot traffic at malls fell more than 80%. Investment-grade corporate bond yields gapped out by over 50% during a two-week period in March. Office building utilization in our largest cities fell by 90%. In response to all this, and as veteran real estate investors instructed by the lessons of previous market downturns, in particular the 2007/2008 Global Financial Crisis, we implemented well-honed defensive strategies geared towards protecting principal, preserving liquidity, and sustaining cash-flows.

The impacts to property income streams proved to be less severe than initially feared and the entire asset class has not suffered losses of near the magnitude resulting from prior recessions. Moreover, well-located institutional-quality assets in the four primary property sectors in which we invest have shown higher resilience than lower quality, poorly-located properties or specialty property sectors such as hospitality, gaming, senior housing, student housing, and malls. The fundamental reason for including real estate in a mixed-asset portfolio is its long-term performance, which, thankfully, was not undone by COVID-19.

As the longest-tenured daily NAV REIT in the industry, we are proud of the resiliency JLL Income Property Trust exhibited in 2020. We are also excited to be investing now at the start of a new cycle – especially as real estate cycles have been trending longer as our asset class continues to mature with enhanced transparency across both public and private markets. Since inception in October 2012, JLL Income Property Trust has delivered attractive total returns with a 6.4% annualized net return all the while focusing on core, stabilized lower-risk investments. While our one-year annual net return last year was negative 0.7%, we outperformed the institutional index for core properties that operate with the same rigorous quarterly independent third-party valuation processes that determine our daily NAV.

Our annualized dividend yield was 4.6% as of year-end and has now been paid for 36 consecutive quarters with a 4.1% annualized growth rate. Our tax efficiency this year was better than our long-term average expectations with approximately 57% of dividends being treated as return of capital and 43% as long-term capital gain. Since 2012, for nine tax years, our cumulative dividends paid of over $400 million have been 70% return of capital and 30% long-term capital gains, both characterizations providing investors with significant tax benefits. It bears repeating – the fundamental reason for including real estate in a portfolio is long-term performance.

**In reviewing last year's results, there are three main points to highlight:**

- First, in what was clearly a challenging year for real estate due to a 3.5% decline in GDP and 10 million jobs lost, higher quality properties in better markets maintained value and generated consistent, positive cash flows. The JLL Income Property Trust portfolio had two-thirds of its investments in what proved to be pandemic-resistant property sectors – industrial, apartments and healthcare-related office – principally medical office. Going forward, as we now accelerate our acquisitions pace, we intend to allocate further to these more resilient property sectors.

- Second, we remain committed to our core investment and operations strategy. However, as we shift from a late-cycle, more defensive positioning to an early-cycle, post-pandemic environment – the outlook for a strong economic recovery has resulted in us shifting to more of an offense-driven investing pace along with implementing moderately higher leverage – going from 35% to 45% LTV over the next twelve to twenty-four months, though still with a bias for capturing these historically low, long-term fixed interest rates.

- Third, our research-led portfolio investment strategy resulted in a highly productive fourth quarter 2020, closing three new acquisitions across the industrial and apartment sectors investing in excess of $155 million. We've also had our most active first quarter ever in 2021, expanding our portfolio with three new acquisitions across the industrial and healthcare sectors on pace to close upwards of $230 million of new investments.

Ultimately, for 2020, we experienced modest impacts to our rent collections due to COVID – those impacts continued to abate throughout the year. Overall, after rent deferrals, we collected approximately 98% of rents in 2020, and the limited rent deferrals should provide for improved cash flows in 2021.

We look forward to providing you with a more comprehensive review of 2020 and outlook for 2021 in my annual stockholder letter and proxy filing later this year. It is also not too early to remind you that we need you to vote your shares in our annual election of our board of directors. Please visit www.jllipt.com for recent updates on our portfolio, performance and proxy voting.

As market conditions improve, COVID impacts decline and the US economy enters a strong recovery period, we are focused on enhancing investment performance in the current year, and beyond, while also keeping our employees and tenants safe and supporting the communities in which we work and invest. I am extremely proud of our team's tireless efforts focused on preserving and protecting our portfolio during incredibly challenging working conditions. I want to thank my team for their dedication and efforts, and you for being patient, loyal stockholders.

Sincerely,

**C. Allan Swaringen**
President & CEO
JLL Income Property Trust

This sales and advertising literature is neither an offer to sell nor a solicitation of an offer to buy securities. An offering is made only by the prospectus. **This literature must be read in conjunction with the prospectus in order to fully understand all of the implications and risks of the offering of securities to which the prospectus relates. A copy of the prospectus must be made available to you in connection with any offering.** No offering is made except by a prospectus filed with the Department of Law of the State of New York. Neither the Securities and Exchange Commission, the Attorney General of the State of New York nor any other state securities regulator has approved or disapproved of our common stock, determined if the prospectus is truthful or complete, or passed on or endorsed the merits of this offering. Any representation to the contrary is a criminal offense. A copy of the prospectus for the JLL Income Property Trust offering can be obtained or viewed at www.jllipt.com. Properties shown on this slide are not owned by JLL Income Property Trust. LaSalle Investment Management Distributors, LLC, an affiliate of Jones Lang LaSalle Incorporated and LaSalle Investment Management, Inc., is the dealer manager for this offering and is a member of FINRA and SPIC.

The outbreak of the Novel Coronavirus (COVID-19) was declared by the World Health Organization as a “global health emergency” on the 30th January 2020 and was then characterized as a pandemic in March 2020. COVID-19 has impacted global financial markets, severely restricted international trade and travel, disrupted business operations (in part or in their entirety) and negatively impacted most investment asset classes (including real estate (whether held directly or indirectly, or whether as a result of being a lender to owners of real estate)).
As a result of the above factors, conditions exist in the real estate markets that may result in value uncertainty and valuations are reported on the basis of significant valuation uncertainty or extraordinary assumptions related to the impact of COVID-19. Consequently, less certainty – and a higher degree of caution – should be attached to valuations than would normally be the case. Given the foregoing and the unknown extent of the impact of COVID-19, LaSalle accordingly highlights that the reliability of net asset values in this report may be significantly under- or over-stated and subject to material variance on a short term basis.
This communication may contain forward-looking statements with respect to LaSalle Investment Management. Forward-looking statements are statements that are not descriptions of historical facts and include statements regarding management’s intentions, beliefs, expectations, research, market analysis, plans or predictions of the future. Because such statements include risks, uncertainties and contingencies, actual results may differ materially from those expressed or implied by such forward-looking statements.

**SUMMARY OF RISK FACTORS**

You should read the prospectus carefully for a description of the risks associated with an investment in JLL Income Property Trust. Some of these risks include but are not limited to the following:

- Since there is no public trading market for shares of our common stock, repurchases of shares by us after a one-year minimum holding period will likely be the only way to dispose of your shares. After a required one-year holding period, JLLIPT limits the amount of shares that may be repurchased under our repurchase plan to approximately 5% of our net asset value (NAV) per quarter and 20% of our NAV per annum. Because our assets will consist primarily of properties that generally cannot be readily liquidated, JLLIPT may not have sufficient liquid resources to satisfy repurchase requests. Further, our board of directors may modify or suspend our repurchase plan if it deems such action to be in the best interest of our stockholders. As a result, our shares have limited liquidity and at times may be illiquid.
- The purchase and redemption price for shares of our common stock will be based on the NAV of each class of common stock and will not be based on any public trading market. Because valuation of properties is inherently subjective, our NAV may not accurately reflect the actual price at which our assets could be liquidated on any given day.
- JLLIPT is dependent on our advisor to conduct our operations. JLLIPT will pay substantial fees to our advisor, which increases your risk of loss. JLLIPT has a history of operating losses and cannot assure you that JLLIPT will achieve profitability. Our advisor will face conflicts of interest as a result of, among other things, time constraints, allocation of investment opportunities, and the fact that the fees it will receive for services rendered to us will be based on our NAV, which it is responsible for calculating.
- The amount of distributions JLLIPT makes is uncertain and there is no assurance that future distributions will be made. JLLIPT may pay distributions from sources other than cash flow from operations, including, without limitation, the sale of assets, borrowings, or offering proceeds. Our use of leverage increases the risk of your investment. If JLLIPT fails to maintain our status as a REIT, and no relief provisions apply, JLLIPT would be subject to serious adverse tax consequences that would cause a significant reduction in our cash available for distribution to our stockholders and potentially have a negative impact on our NAV.
- While JLLIPT’s investment strategy is to invest in stabilized commercial real estate properties diversified by sector with a focus on providing current income to investors, an investment in JLLIPT is not an investment in fixed income. Fixed income has material differences from an investment in a non-traded REIT, including those related to vehicle structure, investment objectives and restrictions, risks, fluctuation of principal, safety, guarantees or insurance, fees and expenses, liquidity and tax treatment.
- Investing in commercial real estate assets involves certain risks, including but not limited to: tenants’ inability to pay rent; increases in interest rates and lack of availability of financing; tenant turnover and vacancies; and changes in supply of or demand for similar properties in a given market.
- You should carefully review the “Risk Factors” section of our prospectus for a discussion of the risks and uncertainties that we believe are material to our business, operating results, prospects and financial condition. Except as otherwise required by federal securities laws, we do not undertake to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.
- This sales material must be read in conjunction with the prospectus in order to fully understand all the implications and risks of the offering of securities to which it relates. This sales material is neither an offer to sell nor a solicitation of an offer to buy securities. An offering is made only by the prospectus.
- Investors could lose all or a substantial amount of their investment. Alternative investments are suitable only for eligible, long-term investors who are willing to forgo liquidity and put capital at risk for an indefinite period of time.
- This material is not to be reproduced or distributed to any other persons (other than professional advisors of the investors or prospective investors, as applicable, receiving this material) and is intended solely for the use of the persons to whom it has been delivered.

**NAV CALCULATION AND RECONCILIATION**

This sales material contains references to our NAV. NAV is calculated in accordance with the valuation guidelines approved by our board of directors. NAV is not a measure used under generally accepted accounting principles in the United States (“GAAP”), and you should not consider NAV to be equivalent to stockholders’ equity or any other GAAP measure. As of September 30, 2020, our NAV per share was $11.58, $11.58, $11.59, $11.56 and $11.57 per Class M-I, Class M, Class A-I, Class A and Class D shares, respectively, and total stockholders’ equity per share was $8.39, $8.38, $8.39, $8.37 and $8.37 per Class M-I, Class M, Class A-I, Class A share and Class D shares, respectively. For a full reconciliation of NAV to stockholders’ equity, please see the “Management’s Discussion and Analysis of Financial Condition and Results of Operation—Net Asset Value” section of our annual and quarterly reports filed with the SEC, which are available at http://jllipt.com/sec-filings. For information on how we calculate NAV, see the “Net Asset Value Calculation and Valuation Guidelines” section of our prospectus.