INPOINT
COMMERCIAL REAL ESTATE INCOME, INC.

A Commercial Mortgage REIT

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 is for use in Ohio and 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 these securities or determined if the prospectus is truthful or complete. Any representation to the contrary is a criminal offense.
Risk Factors – Consider Before Investing

Commercial real estate (CRE) credit and securities investments are subject to the risks typically associated with CRE which include, but are not limited to: market risks such as local property supply and demand conditions; tenants’ inability to pay rent; tenant turnover; inflation and other increases in operating costs; adverse changes in laws and regulations; relative illiquidity of real estate investments; changing market demographics; acts of nature such as earthquakes, floods or other uninsured losses; interest rate fluctuations; and availability of financing.

Investing in our common stock involves a high degree of risk. You should purchase these securities only if you can afford the complete loss of your investment. You should carefully review the “Risk Factors” section of the prospectus for a more detailed discussion. Some of the more significant risks relating to an investment in our shares include:

• We have a limited operating history, and there is no assurance that we will achieve our investment objectives.
• This is a “blind pool” offering. You will not have the opportunity to evaluate our future investments before we make them.
• Since there is no public trading market for shares of our common stock, repurchase of shares by us will likely be the only way to dispose of your shares. Our share repurchase plan will provide stockholders who have held their shares for at least one year with the opportunity to request that we repurchase their shares on a monthly basis, but we are not obligated to repurchase any shares and may choose to repurchase only some, or even none, of the shares that have been requested to be repurchased in any particular month at our discretion. In addition, repurchases will be subject to available liquidity and other significant restrictions. Further, our board of directors may modify, suspend or terminate our share repurchase plan if it deems such action to be in our best interest and the best interest of our stockholders. As a result, our shares should be considered as having only limited liquidity and at times may be illiquid.
• We cannot guarantee that we will make distributions, and if we do we may fund such distributions from sources other than cash flow from operations, including, without limitation, the sale of assets, borrowings, return of capital or offering proceeds, and we have no limits on the amounts we may pay from such sources.
• Following the NAV Pricing Date, the purchase and repurchase price for shares of our common stock are generally based on our prior month’s NAV (subject to material changes as described above) and are not based on any public trading market. The valuation of our investments is inherently subjective, and our NAV may not accurately reflect the actual price at which our investments could be liquidated on any given day.
• We have no employees and are dependent on the Advisor and the Sub-Advisor to conduct our operations. The Advisor and the Sub-Advisor will face conflicts of interest as a result of, among other things, the allocation of investment opportunities among us and Other Sound Point Accounts, the allocation of time of their investment professionals and the substantial fees that we will pay to the Advisor and that the Advisor will pay to the Sub-Advisor.
• This is a “best efforts” offering. If we are not able to raise a substantial amount of capital on an ongoing basis, our ability to achieve our investment objectives could be adversely affected.
• If we fail to maintain our qualification as a REIT and no relief provisions apply, we will have to pay corporate income tax on our taxable income (which will be determined without regard to the dividends-paid deduction available to REITs) and our NAV and cash available for distribution to our stockholders could materially decrease.

As with any investment, there are certain risks associated with credit investing. Such risks include, but are not limited to:

• the risk of nonpayment of scheduled interest or principal payments on a credit investment, which may affect the overall return to the lender; interest rate fluctuations, which will affect the amount of interest paid by a borrower in a floating-rate loan that adjusts to current market conditions;
• default risk, which means that the loan may not be repaid by the borrower; and
• the risks typically associated with real estate assets, such as changes in national, regional and local economic conditions, local property supply and demand conditions, ability to collect rent from tenants, vacancies or ability to lease on favorable terms, increases in operating costs, including insurance premiums, utilities and real estate taxes, federal, state or local laws and regulations, changing market demographics, changes in availability and costs of financing and acts of nature, such as hurricanes, earthquakes, tornadoes or floods.
Investment Objective

InPoint Commercial Real Estate Income, Inc. (InPoint) seeks to pay attractive and stable cash distributions and preserve capital by investing in commercial real estate mortgages.

There is no assurance that we will achieve our investment objectives.

Investment Strategy

Attractive Income Potential

- Originate, acquire and manage a diversified Commercial Real Estate (CRE) credit portfolio (first mortgage loans, credit loans, commercial mortgage-backed security/CMBS) by income-producing properties
- Investments are primarily floating rate, where the interest typically adjusts every 30 days
- Thorough investment process with underwriting based on third-party reports, site visits and other review criteria to identify quality properties owned by experienced operators
- Complements a real estate equity allocation and provides the opportunity to diversify a traditional fixed-income portfolio
- Portfolio managers with more than 30 years of industry experience resulting in long-standing financing relationships which may provide access to potentially attractive loan opportunities

Industry Leading Real Estate and Credit Managers

Advisor

Inland Real Estate Investment Corporation (Inland Investments) – More than $24 Billion in Capital Raised

Grounded in the belief that clients come first, Inland Investments is a recognized sponsor of CRE investment solutions. Over the years, it has developed and expanded its products and expertise to help advisors and investors diversify sources of income beyond traditional fixed-income investments.

Sub-Advisor

Sound Point Capital Management, LP (Sound Point) – More than $20 Billion in AUM

Sound Point is an asset management firm with extensive expertise in credit strategies. It was founded by a former Banc of America executive and principals of Stone Point Capital, a global private equity firm. Sound Point manages money on behalf of institutions, pensions, foundations, insurance companies, wealth management firms, family offices and high net worth individuals. Its track record has culminated in nominations for many distinguished investing awards.

Sub-Advisor Portfolio Managers – Proven Credit Analysis Experts

InPoint’s portfolio managers have collectively participated in more than $100 billion of CRE-related transactions and are regarded for their comprehensive financial, structural, operational and legal due diligence to assess the risks associated with originating loans.

Donald MacKinnon

- 31 Years of Experience
- Co-Head of Commercial Real Estate, Donaldson, Lufkin & Jenrette
- Head of U.S. Commercial Real Estate, Nomura Securities International
- Founder and President, Realty Finance Trust, Inc.

Andrew Winer

- 28 Years of Experience
- Head of Global CRE CDOs, Credit Suisse
- President and Chief Investment Officer, Global Net Lease (NYSE:GNL)
- Chief Investment Officer, Realty Finance Trust, Inc.

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1The Inland Real Estate Group of Companies, Inc. comprises a group of independent legal entities some of which may be affiliates, share some common ownership or have been sponsored and managed by subsidiaries of Inland Real Estate Investment Corporation. Capital raised as of Q4 2018. Inland InPoint Advisor, LLC, a wholly owned indirect subsidiary of Inland Real Estate Investment Corporation, acts as the advisor.

2AUM as of November 30, 2019. SPCRE InPoint Advisors, LLC is an affiliate of Sound Point Capital Management, LP and acts as the REIT’s sub-advisor.

3Sound Point has received nominations for several distinguished industry awards, such as 2018 Finalist Allocator Investors Choice Awards, HFMWeek U.S. Hedge Fund Performance Awards 2017 and CreditFlux Manager Awards 2017 Finalist.
Potential Market Opportunity and Favorable Investment Environment

Loans Have Performed Well Across Market Cycles
Prior performance shows that loan losses historically have only spiked in major financial crises and loans have done well through regular up and down economic cycles.  

![Graph showing quarterly losses from 1991 Q1 to 2018 Q4]

There is no guarantee that market conditions will continue to be favorable.

High Demand for CRE Credit – $2.1 Trillion of Mortgages Maturing Over the Next 5 Years
There is a growing need for debt capital in the $3.1 trillion U.S. CRE mortgage market as $2.1 trillion in mortgages mature by 2024.

![Bar chart showing $ in billions from 2020 to 2024]

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5Trepp - Based on Federal Reserve Flow of Funds Data. September 2019. Data available upon request. Information is projected and actual results may vary.
A Smaller CMBS Market is Paving the Way for Alternative Lenders

Commercial Mortgage-Backed Securities, or CMBS, are securities collateralized (bundled and sold as bonds) by loans secured by CRE property. Although the CMBS market is functioning, it is significantly downsized following the financial crisis due to capital requirements, new regulations regarding issuer reps, and risk retention rules that came into effect in 2016.

The InPoint Opportunity

Traditional sources of income alone may not support ongoing income needs.

Consider an allocation to InPoint for the potential for:

- Stable Income
- Capital Preservation
- Lower Volatility

There is no assurance that we will achieve our investment objectives.

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6Commercial Mortgage Alert, January 2020. Article available upon request. Past performance is not a guarantee of future results.
7InPoint’s share price is subject to less volatility compared to public equities and fixed-income investments because its per share NAV is based on the value of real estate assets it owns and is not subject to public market pricing forces as is the price of public equities and fixed-income investments. Although InPoint’s share price is subject to less volatility compared to public equities and fixed-income products, the value of real estate loans may fluctuate and be worth less than was initially paid. InPoint shares are significantly less liquid than public equities and fixed-income products and are not immune to fluctuations.
InPoint Portfolio At-A-Glance
As of 12/31/2019

Portfolio Highlights

Par Value of Investments
$664.8 Million

49 Investments

Average Investment Balance
$13.6 Million
Ranging from
$2 - $40.7 Million

Average Leverage Ratio
67.7%

Weighted average of the loan-to-values at origination based on current loan balance as of 12/31/19

Average First Mortgage Term
2.11 Years

Historical Loan Payoffs
3 Loans
$70.1 Million
A full list of investments can be found at inland-investments.com/inpoint/investments

Portfolio Composition

Floating vs. Fixed Rate

97.5% Floating
2.5% Fixed

Investments by Loan Type*

24% First Mortgage
74% CMBS
2% Credit Loan

Investments by Region**

Southeast 23%
West 8%
Mid Atlantic 23%
Rocky Mountain 2%
Great Lakes 7%
Mixed Use 1%
Retail 2%
Industrial 9%
Office 33%
Multifamily 46%
Hospitality 9%

Investments by Property Type**

Industrial 97.5%
Office 46%
Multifamily 9%
Hospitality 9%
Mixed Use 1%
Retail 2%

*First mortgage loans finance commercial real estate properties and are loans that have the highest priority in a foreclosure proceeding to claims on the collateral securing the loan. The senior position does not protect against default or a loss. Credit loans, also called mezzanine loans, are secured by one or more direct or indirect ownership interests in an entity that directly or indirectly owns real estate. CMBS or commercial mortgage backed securities, are securities collateralized (bundled and sold as bonds) by loans secured by commercial real estate property.

**Investments by Region and Property Type do not include CMBS investments.
## Offering Highlights

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<thead>
<tr>
<th>Terms</th>
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<tr>
<td><strong>Product</strong></td>
<td>InPoint primarily invests in floating rate first mortgages, credit loans and CMBS diversified by sector and location with the goal of providing current income to investors</td>
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<td><strong>Structure</strong></td>
<td>Perpetual life net asset value (NAV) REIT</td>
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<td><strong>Sponsor/Sub-Advisor</strong></td>
<td>Inland Real Estate Investment Corp. via Inland InPoint Advisor, LLC and Sound Point Capital Management, L.P. via SPCRE InPoint Advisors, LLC</td>
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<td><strong>Maximum Offering</strong></td>
<td>$2.35 billion total – $2 billion primary offering + $350 million distribution reinvestment plan</td>
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<td><strong>Offering Price</strong></td>
<td>InPoint’s prior month’s NAV per share (transaction price) for such class as of the last calendar day of such month (subject to material changes), plus applicable selling commission and dealer manager fees.</td>
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| **Subscriptions/NAV Frequency** | - Monthly purchases on the first business day of each month; subscription requests must be received at least five business days prior to the first calendar day of the month  
- NAV per share will generally be available within 15 calendar days of month end  
- Transaction price will be available on inland-investments.com/inpoint and in prospectus supplements. If the transaction price is not made available on or before the 8th day prior to the first calendar day of the month, or a previously disclosed transaction price for that month is changed, then InPoint will provide notice of such transaction to subscribing investors. |
| **Distributions** | Monthly – Not guaranteed and subject to board approval |
| **Minimum Initial Investment** | $2,500 for Class A, T, S, D shares  
$1 million for Class I shares (subject to waiver) |
| **Suitability Standards** | Either (1) a net worth of at least $250,000 or (2) a gross annual income of at least $70,000 and a net worth of at least $70,000. Certain states have additional suitability standards. See the prospectus for more information. |
| **Share Repurchase Plan** | - Monthly repurchases will be made at the transaction price, which is generally equal to the prior month’s NAV (subject to material changes)  
- Shares must be held for at least one year  
- Overall limit of 2% monthly and 5% of NAV per quarter  
- We are not obligated to repurchase any shares and may choose to repurchase only some, or even none, of the shares that have been requested to be repurchased in any month in our discretion.  
- The share repurchase plan is subject to other limitations and our board may modify, suspend or terminate the plan at any time. |
| **Tax Reporting** | Form 1099-DIV. It is not anticipated that InPoint will generate UBTI (unrelated business taxable income). Based on the 2017 Tax Cuts and Jobs Act, ordinary REIT distributions are subject to 20% deduction prior to tax. |
| **Share Class Specific Fees** | | | | | |
| | Class A | Class T | Class S | Class D | Class I |
| **Availability** | Through transactional/brokerage accounts | Through transactional/brokerage accounts | Through transactional/brokerage accounts | Through fee-based (wrap) programs, participating broker dealers with alternate fee arrangement, registered investment advisors and fiduciary accounts | Through fee-based (wrap) programs, participating broker dealers with alternate fee arrangement, endowments, registered investment advisors and fiduciary accounts |
| **Selling Commissions** | Up to 6.0% | Up to 3.0% | Up to 3.5% | 0.0% | 0.0% |
| **Dealer Manager Fees** | Up to 1.25% | Up to 0.5% | 0.0% | 0.0% | 0.0% |
| **Stockholder Servicing Fees** | 0.0% | 0.85% | 0.85% | 0.25% | 0.0% |
| **Up to 8.75% maximum** |
| **Advisor Fees** | | | | | |
| **Management Fee** | 1.5% per annum of gross value of assets prior to initial determination of NAV, payable quarterly, and thereafter 1.25% per annum of gross value of assets, payable monthly, not to exceed 2.5% of NAV |
| **Performance Fee** | 20% of the excess total return, subject to a 7% annual hurdle, not to exceed 15% of aggregate annual total return |
| **Expenses** | REIT G&A only (general and administrative)  
No chargeback for advisor or subadvisor overhead or employee costs |

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12 All dealer manager fees will be reallocated (paid) to participating broker dealers. Inland Securities Corporation does not retain any dealer manager fees.

13 For any year in which the total return per each share class exceeds 7%, the advisor will receive 20% of such excess total return, but only to the extent there is positive modified funds from operations (MFFO) over distributions payable since inception.