

Real Estate Investor Day



On October 3, 2024, we hosted the inaugural Real Estate Investor Day in Toronto. This one-day exclusive event featured investment leaders sharing thought-provoking insights and the latest industry trends.

The mainstage presentations featured a comprehensive overview of the economy and real estate positioning compared to other asset classes, a spirited discussion around multifamily properties and how the TD Greystone Real Estate Strategy could be a key player in tackling the housing supply shortage, as well as an extensive portfolio review of the TD Greystone Real Estate Strategy by the Real Estate Investment Team.

During the tour of notable properties in the heart of Toronto, the attendees gained firsthand insights about the real estate properties in their portfolio. See below to view the speakers and learn more about the Real Estate Investor Day presentations.

Mainstage: Leadership Insights

Welcome Remarks & Business Update

Bruce Cooper, CFA, Chief Executive Officer of TD Asset Management Inc. (TDAM) and Epoch Investment Partners, Inc. (TD Epoch), Executive Vice President of TD Bank Group

Panel Discussion – Economic and Investment Outlook

Beata Caranci, Senior Vice President & Chief Economist, TD Bank Group
David Sykes, CFA, Senior Vice President and Chief Investment Officer, TDAM
Moderator: Kim Parlee, Vice President, TD Wealth

Commercial Real Estate Market Update

Jon Ramscar, President & CEO, CBRE Canada

Summary: In this session, Jon discussed the evolving commercial real estate market, including transaction and leasing trends and the overall fundamentals across property types.

Strategy Overview: Performance Recap and Outlook

Andrew Croll, CFA, CAIA, Managing Director, Head of Global Real Estate Investments, TDAM

Summary: In this session, Andrew provided an update on the organizational landscape including the team, portfolio and key growth initiatives. The presentation covered strategy performance, positioning, liquidity management and portfolio outlook in greater detail.

Portfolio Cash Flow Management, Research and ESG Update

Shane Lewis, CFA, CAIA, Vice President & Director, Lead of Global Fund Operations, Alternative Investments, TDAM

Scott Linner, CFA, Vice President & Director, Research, Global Real Estate Investments, TDAM

Taryn Green, Certificate in ESG Investing, Vice President, ESG, TDAM

Summary: This session covered fund operations, including cash flow and debt management, compliance and governance, and valuations. It also went over our research platform and tools, and how we have leveraged our global research breadth to improve property insights in Canada, including ESG data and coverage.

Portfolio Roundup: Office, Industrial, Retail and Multifamily Portfolios

Matt Sych, CFA, CPA, CMA, Managing Director, Head of Portfolio & Asset Management, Global Real Estate Investments, TDAM

Luke Schmidt, CFA, Managing Director, Head of Transactions, Global Real Estate Investments, TDAM

Mark Cooksley, Managing Director, Head of Developments, Global Real Estate Investments, TDAM

Summary: In this session, the team discussed key themes, leasing and asset management updates, recent transactions and developments across our office, as well as industrial, retail and multifamily portfolios.

Property

Purpose-Built Rental Development: Challenges & Opportunities

Tim Grant, President, PCI Developments

Summary: This session focused on the strategy's partnership with PCI Developments to organically grow our multifamily presence in the Greater Vancouver Area, and on the future outlook for the purpose-built rental market in general.

Investor Panel Q&A

Andrew Croll, CFA, CAIA, Managing Director, Head of Global Real Estate Investments, TDAM

Matt Sych, CFA, CPA, CMA, Managing Director, Head of Portfolio & Asset Management, Global Real Estate Investments, TDAM

Mark Cooksley, Managing Director, Head of Developments, Global Real Estate Investments, TDAM

Luke Schmidt, CFA, Managing Director, Head of Transactions, Global Real Estate Investments, TDAM

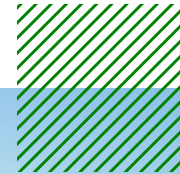
Special Guest Interview

Olivia Chow, Mayor of Toronto

Moderator: Colin Lynch, Managing Director, Head of Alternative Investments, TDAM

Additional Reading

[Through the Noise: Real Estate in the Post-Pandemic Era >](#)



Toronto Property Tour

Following the business session, the attendees joined our Real Estate Investment Team for an exclusive tour of notable properties in the heart of Toronto, with a choice between one of two tours focused on either retail or office assets.

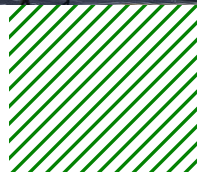


CF Fairview Mall

CF Fairview Mall ranks among the top 20 shopping centres in Canada¹ for sales productivity thanks to its optimal location in a particularly dense trade area. The centre's unique mix of retailers, restaurants, experiences and its easily accessible location make it a gathering place for the growing trade area.

Bloor/Yorkville Assets

The Holt Renfrew Centre is a prime multilevel retail complex anchored by the Holt Renfrew store with varied boutiques and eateries in the heart of the exclusive and upscale Bloor-Yorkville shopping district. The Strategy owns several office and retail properties along the coveted Bloor/Yorkville node.




¹Source: International Council of Shopping Centers', as of December 31, 2023.



Atrium on Bay

Atrium on Bay is a Class A core office asset centrally located in Toronto's downtown core. The property is located along Dundas Street West and spans from Bay to Yonge Street. Atrium on Bay is comprised of three multi-tenant office buildings, a two-level retail mall and concourse-level retail.

777 Bay Street

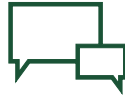


777 Bay Street is a Class A 30-storey office tower with a two-level retail concourse at the corner of Bay Street & College Street. 777 Bay Street is directly connected to the College Park complex and is one block from Queen's Park, Toronto's hospital corridor and the city's MaRS Discovery District. There is a convenient indoor connection to the College subway station.



Fairmont Royal York

The iconic Royal York Hotel, operated by Fairmont, is located in the heart of Toronto, across from Union Station at the corner of Front Street and York Street. The hotel is comprised of 1,331 rooms and includes a variety of food and beverage options. The hotel provides unmatched conference facilities including multiple meeting and event spaces to accommodate group, corporate and social events.



**For more information on the
2024 Real Estate Investor Day,
contact your TDGIS Relationship Manager.**



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