



**KNOWL
EDGE**

Real Estate, Real Value: Build Your Income with TDAM

TD Asset Management Inc. (“TDAM”) has over 35 years of real estate expertise. Our scale and strategic relationships can help unlock diverse growth opportunities and stable, expanding income streams for institutional clients.



We have experienced many different real estate investing environments over this time, which is why we focus on markets with strong income growth opportunities rather than capital-chasing assets. We believe strategic diversification and high-quality properties can result in positive client outcomes in the ever-evolving real estate landscape. We do this by following TDAM's approach to Real Estate investing:

The TDAM Advantage: Our Blueprint for Success



“3T” Valuations

Our 3T valuation process utilizes various independent appraisers to ensure real estate valuations are:

- **Transparent:** using external appraisers reduces valuation bias and aligns with global best practices
- **Trusted:** conducted through Accredited Appraiser Canadian Institute (AACI) professionals with the Appraisal Institute of Canada
- **True:** using a variety of different external appraisers provides more data for more accurate property value

By adhering to these core valuation principles, TDAM can ensure that our clients receive reliable and accurate valuations, which are essential for making informed investment decisions and effectively managing risk.

Disciplined and Repeatable Investment Process

Our value-add and opportunity strategies enable us to acquire and organically build mixed-use, multi-phased core assets — a key competitive advantage.

Broad diversification means that, with the first dollar invested, a client is typically invested in over 250 properties diversified across location, property type and risk strategy, so that no single asset, location or tenant can significantly shock their investment.

Size and scale

TDAM offers the largest Canadian private open-ended structure, providing access to strategic properties, relationships and developments across the country.

TDAM is one of the largest owners of multi-unit residential properties in Canada and has been integrating this property type — which has exhibited the lowest volatility and correlation among the major property types — into the portfolio since 2008.

Strategic Access

Our high-quality portfolio offers access to strategic real estate investments across Canada, and to leading asset and property managers.

Relationship-driven investing avoids competitive market-bid processes, with over 80% of our historical transactions taking place off-market.

TDAM has built a strong reputation in the alternative investing space and has a proven track record of innovation in this ever-changing investment environment. Our alternative investment strategies have been refined over decades, with a focus on robust portfolio management, risk management, diversification and income growth.

**Find out how we can bring
new thinking to your most important challenges
inst.info@td.com | tdgis.com**



For institutional investment professionals only. Not for further distribution.

The information contained herein is for information purposes only. The information has been drawn from sources believed to be reliable. Graphs and charts are used for illustrative purposes only and do not reflect future values or future performance of any investment. The information does not provide financial, legal, tax or investment advice. Particular investment, tax or trading strategies should be evaluated relative to each individual's objectives and risk tolerance. This material is not an offer to any person in any jurisdiction where unlawful or unauthorized. These materials have not been reviewed by and are not registered with any securities or other regulatory authority in jurisdictions where we operate. Any general discussion or opinions contained within these materials regarding securities or market conditions represent our view or the view of the source cited. Unless otherwise indicated, such view is as of the date noted and is subject to change. Information about the portfolio holdings, asset allocation or diversification is historical and is subject to change. All products contain risk. Important information about the funds is contained in their respective offering circular, which we encourage you to read before investing. Please obtain a copy. Fund units are not deposits as defined by the Canada Deposit Insurance Corporation or any other government deposit insurer and are not guaranteed by The Toronto-Dominion Bank. Investment strategies and current holdings are subject to change. TD Pooled Funds and TD Greystone Alternative Funds are managed by TD Asset Management Inc. This document may contain forward-looking statements ("FLS"). FLS reflect current expectations and projections about future events and/or outcomes based on data currently available. Such expectations and projections may be incorrect in the future as events which were not anticipated or considered in their formulation may occur and lead to results that differ materially from those expressed or implied. FLS are not guarantees of future performance and reliance on FLS should be avoided. Japan: For Japanese residents, please note that if you have received this document from The Toronto-Dominion Bank entities based outside Japan, it is being provided to qualified financial institutions ("QFI") only under a relevant exemption to the Financial Instruments and Exchange Act. If you have received this document from TD Securities (Japan) Co., Ltd., it is being provided only to institutional investors. TD Securities (Japan) Co., Ltd. is regulated by the Financial Services Agency of Japan and is distributing this document in Japan as a Type 1 and Type 2 Financial Instruments Business Operator registered with the Kanto Local Finance Bureau under registration number, Kinsho 2992, and a member of Japan Securities Dealers Association. Australia: Epoch Investment Partners, Inc. (ABRN: 636409320) holds an Australian Financial Services Licence (AFS Licence No: 530587). TD Asset Management Inc., AFS Representative Number 001300643 is an authorized representative of Epoch Investment Partners, Inc. TD Asset Management Inc. does not hold an Australian financial services licence. The information contained herein is intended for wholesale clients and investors only as defined in the Corporations Act of 2001. New Zealand: This document is not an offer of financial products requiring disclosure under the Financial Markets Conduct Act 2013 (New Zealand). This document is only for "wholesale investors" within the meaning of clause 3(2) of Schedule 1 of the Act and any offer of financial products will only be made to "wholesale investors". TDAM, TD Epoch, TD Global Investment Solutions nor The Toronto-Dominion Bank are a registered bank in New Zealand. TD Global Investment Solutions represents TD Asset Management Inc. ("TDAM") and Epoch Investment Partners, Inc. ("TD Epoch"). TDAM and TD Epoch are affiliates and wholly-owned subsidiaries of The Toronto-Dominion Bank. ®The TD logo and other TD trademarks are the property of The Toronto-Dominion Bank or its subsidiaries.