

FIERA REAL ESTATE - CANADIAN INVESTMENT PLATFORM

Currency
CAD

INVESTMENT PLATFORM DESCRIPTION

The Fiera Real Estate Canadian investment platform ("Platform") is multi-faceted and operates within an institutional framework yet with an entrepreneurial lens that enables clients to benefit from a unique combination of creativity and innovation. The Platform is supported by industry-leading expertise and investment analysis – the best of both worlds. The Platform maintains a relentless pursuit of investment performance underpinned by best-in-class risk management, performance analytics, and asset management practices - all with a view to meet the needs of its growing and diverse client base. It is led by a highly experienced and dedicated team of investment professionals who manage over \$4.7 billion in assets under management ("AUM") in real estate assets across 30 million square feet of leasable space as at September 30, 2020.

HIGHLIGHTS

Manager	Fiera Real Estate
Ownership	Wholly-own subsidiary of Fiera Capital Corporation
Total Return Spectrum*	6 to 12% TWRR (Annual)
Targeted Risk Profiles	CORE, Value-Add, Opportunistic
Underlying Assets	Equity and Debt
Vehicles	Open-Ended, Closed-End, Bespoke Mandates

*Performance varies according to risk profile of the strategy

Investor First
Protect investors interests and make decisions based on benefits for the portfolios under management

Entrepreneurial Spirit
Practice institutional risk management and governance while leveraging flexibility and creativity of entrepreneurship

Innovation and Creativity
Constantly challenge status quo and strive to innovate while taking a risk managed approach

Strategic Partnerships
Enhance performance through due diligence, oversight, and power of strong partnerships in active local markets

CURRENT PORTFOLIO ALLOCATION

The real estate assets invested and managed by Fiera Real Estate span across the country and are strategically located in major and secondary markets. Each investment choice is driven by a compelling investment thesis that promote long-term growth, diversification, and risk-adjusted returns.



4.7 billion
assets under management

\$17 billion
investment transactions reviewed annually

12
risk-differentiated investment vehicles offered since inception

28
active development projects

Industrial

- > \$1,790 million AUM
- > warehousing and distribution, flex space, industrial condominium

Office

- > \$1,011 million AUM
- > central business district, suburban

Multi-Residential

- > \$715 million AUM
- > condominium, purpose-built rentals, mixed-use

Retail

- > \$760 million AUM
- > food-anchored neighbourhood retail

Other

- > \$206 million AUM
- > senior housing, hotel, land held for development, cash and other assets

Development & Value-Add

- > \$210 million AUM
- > various major asset classes (multi-residential, mixed-use, industrial)

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WHY CHOOSE FIERA REAL ESTATE

- Industry leading investment expertise and track record
- Exceptional risk management and governance
- Strong corporate framework and investment alignment
- Inflation hedge
- Wide array of successful investment solutions
- Highly diversified team with broad commitment to ESG

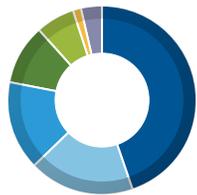
INVESTMENT PARAMETERS

Property Type



Industrial	38.2%
Office	22.5%
Retail	16.2%
Multi-Residential	15.2%
Under Development	4.5%
Land	0.5%
Hotel	0.3%
Cash & Other Assets	3.6%

Regional Allocations



Ontario	44.8%
Quebec	18.1%
Alberta	15.3%
British Columbia	10.4%
Atlantic	6.6%
Prairies	1.2%
Cash & Other Assets	3.6%

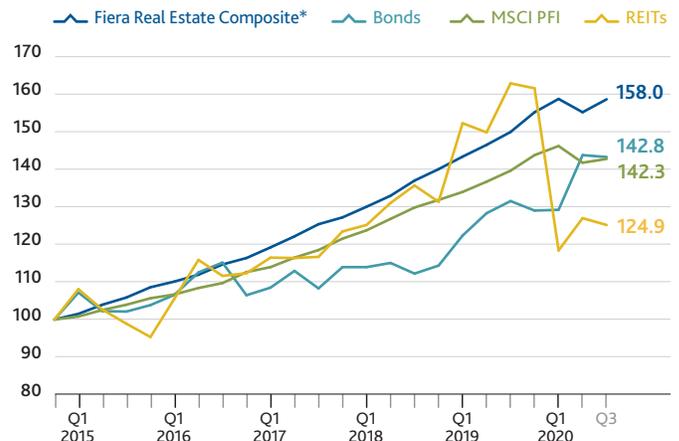
ABOUT FIERA REAL ESTATE

We are Fiera Real Estate, a leading global investment management firm. We protect and grow the money we manage on behalf of our clients and partners by investing directly in exceptional commercial real estate assets. Globally, the firm manages over \$6.0 billion of commercial real estate through its investment funds and accounts, which hold office, retail, industrial, and multi-family properties across Canada and the UK. The highly diverse nature of our portfolio – in terms of both geographies and types of properties – combined with a range of best-in-class strategies provides investors with exceptional opportunities to diversify their exposure within the real estate asset class.

Fiera Real Estate is wholly owned by Fiera Capital Corporation, a leading multiproduct investment-management firm with more than \$171 billion of assets under management. Fiera Capital provides Fiera Real Estate with access to global investment market intelligence, which enhances our ability to innovate within a framework that emphasizes risk assessment and mitigation.

PORTFOLIO MANAGEMENT ALLOCATION TOOL

Fiera Real Estate Composite versus Benchmarks



*Fiera Real Estate Composite consists of 2 income strategies, 4 growth strategies, 2 debt strategies, and 3 separately managed accounts

OBJECTIVES OF ACTIVE STRATEGIES

Income Funds **OPEN FOR INVESTMENT**

Core real estate returns through investments in Canadian commercial properties with stable, long-term, and risk-protected income

Growth Funds **OPEN FOR INVESTMENT**

Outsized returns through Value-Add and Development investments located in strategically strong urban locations in partnership with best-in-class developers

Debt Funds **OPEN FOR INVESTMENT**

Capital preservation with strong and stable returns across the capital structure and risk spectrum, secured by diversified portfolios of real estate financings throughout the country

Separately Managed Accounts

Real estate portfolio construction and management services customized for the specific needs of institutional investors

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