

# 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 Platform maintains a relentless pursuit of investment performance underpinned by high-quality risk management, performance analytics, and asset management practises - 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 \$7.9 billion in assets under management ("AUM") in real estate assets across 31 million square feet of leasable space as at September 30, 2024.

## HIGHLIGHTS

<b>Manager</b>	Fiera Real Estate
<b>Ownership</b>	Wholly-owned subsidiary of Fiera Capital Corporation
<b>Total Return Spectrum<sup>1</sup></b>	6 to 15% TWRR (Annual)
<b>Targeted Risk Profiles</b>	Core, Core Plus, Value-Add, Opportunistic
<b>Underlying Assets</b>	Equity and Debt
<b>Vehicles</b>	Open-Ended, Closed-End, Bespoke Mandates

<sup>1</sup> See "Important Disclosure"

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

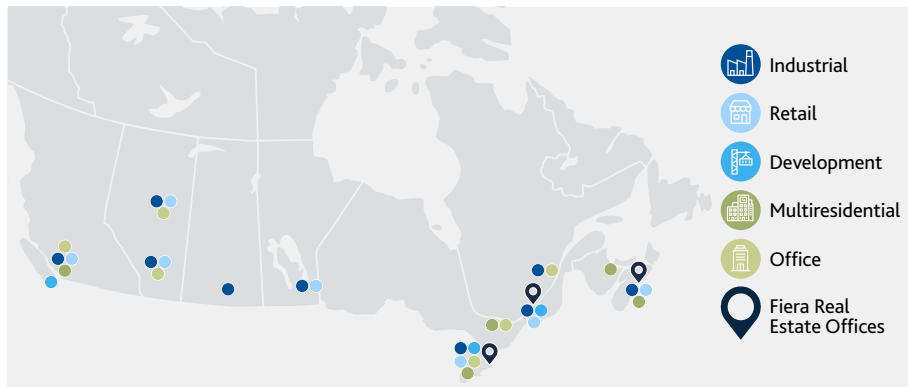
**Entrepreneurial Spirit**  
Practice institutional risk management and governance while leveraging flexibility and creativity of entrepreneurship

**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.



**\$7.9 billion**  
assets under management

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**\$3.2 billion**  
investment transactions screened in Q3 2024

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**8**  
risk-differentiated investment vehicles offered

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**28**  
active development projects

**Industrial**

- > \$3,517 million AUM
- > warehousing and distribution, flex space, industrial condominium

**Office**

- > \$756 million AUM
- > central business district, suburban

**Multi-Residential**

- > \$1,228 million AUM
- > condominium, purpose-built rentals, mixed-use

**Retail**

- > \$699 million AUM
- > food-anchored neighbourhood retail

**Other**

- > \$330 million AUM
- > senior housing, hotel, land held for development, cash and other assets

**Development & Value-Add**

- > \$1,327 million AUM
- > various major asset classes (multi-residential, mixed-use, industrial)

Aside from "Development & Value-Add", the categories of each sector above denote market value of standing assets as at September 30, 2024

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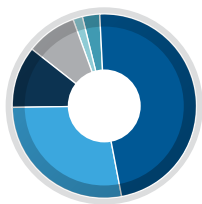
Currency  
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## WHY CHOOSE FIERA REAL ESTATE

- 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 Sustainable Investing

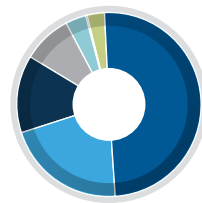
## INVESTMENT PARAMETERS

### Property Type



Industrial	48.0%
Multi-Residential	27.7%
Office	10.9%
Retail	8.9%
Other	1.5%
Cash and Other Short-Term Assets <sup>1</sup>	3.0%

### Regional Allocations



Ontario	49.8%
Quebec	21.1%
British Columbia	13.6%
Alberta	8.7%
Atlantic	3.5%
Prairies	0.3%
Cash and Other Short-Term Assets <sup>1</sup>	3.0%

Source: Fiera Real Estate as at September 30, 2024

<sup>1</sup> Based on fair value

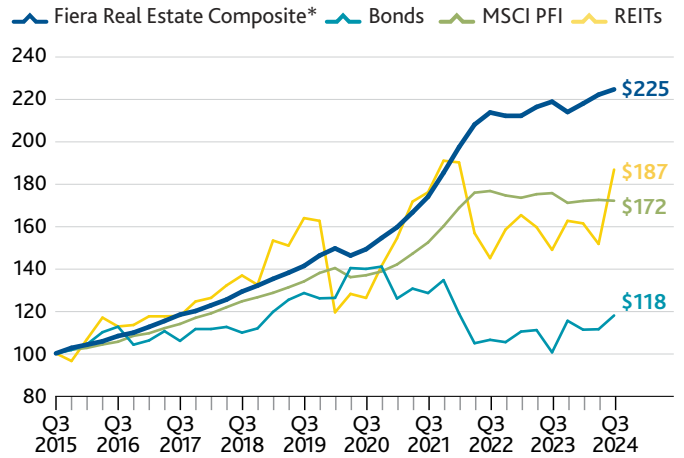
## ABOUT FIERA REAL ESTATE

Fiera Real Estate is an entrepreneurial team working within an institutional framework, enabling clients to benefit from a unique combination of creativity and innovation supported by industry-leading expertise and investment analysis.

Fiera Real Estate is a leading investment management company with offices in Canada and the UK and a team of over 90 employees. The firm globally manages \$10.5 CAD billion of commercial real estate through a range of investment funds and accounts as at September 30, 2024. The highly diverse nature of its portfolio, in terms of both geographies and types of properties, combined with a range of high-quality strategies, provides investors with opportunities to diversify their exposure and customize their investment experience within the real estate asset class.

## PORTFOLIO MANAGEMENT ALLOCATION TOOL

### Fiera Real Estate Composite versus Benchmarks



\*Fiera Real Estate Composite consists of 2 income strategies, 3 growth strategies, 1 separately managed account, and 2 debt strategies as at September 30, 2024

Sources: Fiera Real Estate, MSCI, FTSE Russell and S&P as at September 30, 2024

The performance of Long-Term Bonds is represented by the FTSE TMX Canada Long Term Bond Index

## 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**

Strong returns through Value-Add and Development investments located in strategically strong urban locations in partnership with trusted 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

Fiera Real Estate is wholly owned by Fiera Capital Corporation, a leading independent global asset management firm with \$165.5 CAD billion of AUM as at September 30, 2024. Fiera Capital provides Fiera Real Estate with access to global investment market intelligence, which enhances its ability to innovate within a framework that emphasizes risk assessment and mitigation.

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## Important Disclosures

Fiera Capital Corporation ("**Fiera Capital**") is a global independent asset management firm that delivers customized multi-asset solutions across public and private market asset classes to institutional, financial intermediary and private wealth clients across North America, Europe and key markets in Asia and the Middle East. Fiera Capital trades under the ticker FSZ on the Toronto Stock Exchange. Each affiliated entity (each an "**Affiliate**") of Fiera Capital only provides investment advisory or investment management services or offers investment funds in the jurisdictions where the Affiliate and/or the relevant product is registered or authorized to provide services pursuant to an exemption from registration.

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Strategy details, including holdings and exposure data, as well as other characteristics, are as of the date noted and subject to change. Specific holdings identified are not representative of all holdings and it should not be assumed that the holdings identified were or will be profitable.

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Alternative investments are speculative in nature and involve a great deal of risk and may not be suitable for all investors. There is no investment strategy or risk management technique that can guarantee returns or eliminate risk in every market environment. There is no assurance that the Funds' target objective will be achieved. Investors should be aware that there may be instances where conflicts of interest and other related risks may arise. Investors should read all related constating documents and/or consult their own advisors as to legal, tax, accounting, regulatory, and related matters before investing.

The ESG or impact goals, commitments, incentives and initiatives outlined in this document are purely voluntary, may have limited impact on investment decisions and/or the management of investments and do not constitute a guarantee, promise or commitment regarding actual or potential positive impacts or outcomes associated with investments made by funds managed by the firm. The firm has established, and may in the future establish, certain ESG or impact goals, commitments, incentives and initiatives, including but not limited to those relating to diversity, equity and inclusion and greenhouse gas emissions reductions. Any ESG or impact goals, commitments, incentives and initiatives referenced in any information, reporting or disclosures published by the firm are not being promoted and do not bind any investment decisions made in respect of, or stewardship of, any funds managed by the firm for the purposes of Article 8 of Regulation (EU) 2019/2088 on sustainability-related disclosures, in the financial services sector. Any measures implemented in respect of such ESG or impact goals, commitments, incentives and initiatives may not be immediately applicable to the investments of any funds managed by the firm and any implementation can be overridden or ignored at the sole discretion of the firm. There can be no assurance that ESG policies and procedures as described herein, including policies and procedures related to responsible investment or the application of ESG-related criteria or reviews to the investment process will continue; such policies and procedures could change, even materially, or may not be applied to a particular investment.

The following risks may be inherent in the funds and strategies mentioned on these pages:

**Equity risk:** the value of stock may decline rapidly and can remain low indefinitely. **Market risk:** the market value of a security may move up or

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down based upon a change in market or economic conditions. **Liquidity risk:** the strategy may be unable to find a buyer for its investments when it seeks to sell them. **General risk:** any investment that has the possibility for profits also has the possibility of losses, including loss of principal. **ESG and Sustainability risk** may result in a material negative impact on the value of an investment and performance of the portfolio. **Geographic concentration risk** may result in performance being more strongly affected by any conditions affecting those countries or regions in which the portfolio's assets are concentrated. **Investment portfolio risk:** investing in portfolios involves certain risks an investor would not face if investing in markets directly. **Operational risk** may cause losses as a result of incidents caused by people, systems, and/or processes. **Projections and Market Conditions:** We may rely upon projections developed by the investment manager or a portfolio entity concerning a portfolio investment's future performance. Projections are inherently subject to uncertainty and factors beyond the control of the manager and the portfolio entity. **Regulation:** The manager's operations may be subject to extensive general and industry specific laws and regulations. Private strategies are not subject to the same regulatory requirements as registered strategies. **No Market:** The LP Units are being sold on a private placement basis in reliance on exemptions from prospectus and registration requirements of applicable securities laws and are subject to restrictions on transfer thereunder. Please refer to the Confidential Private Placement Memorandum for additional information on the risks inherent in the funds and strategies mentioned herein. **Meteorological and Force Majeure Events Risk:** Certain infrastructure assets are dependent on meteorological and atmospheric conditions or may be subject to catastrophic events and other events of force majeure. **Weather:** Weather represents a significant operating risk affecting the agriculture and forestry industry. **Commodity prices:** Cash flow and operating results of the strategy are highly dependent on agricultural commodity prices which can be expected to fluctuate significantly over time. **Water:** Water is of primary importance to agricultural production. **Third Party Risk:** The financial returns may be adversely affected by the reliance on third party partners or a counterparty's default.

For further risks we refer to the relevant fund prospectus.

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**Fiera Infrastructure Inc. ("Fiera Infra"),** a subsidiary of Fiera Capital Corporation is a leading global mid-market direct infrastructure investor operating across all subsectors of the infrastructure asset class.

**Fiera Comox Partners Inc. ("Fiera Comox"),** a subsidiary of Fiera Capital Corporation is a global investment manager that manages private alternative strategies in Private Credit, Agriculture, Private Equity and Timberland.

**Fiera Private Debt Inc. ("Fiera Private Debt"),** a subsidiary of Fiera Capital Corporation provides innovative investment solutions to a wide range of investors through two distinct private debt strategies: corporate debt and infrastructure debt.

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securities as principal and on such terms as set out in section 305(2) of the SFA, or (d) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

**Notice to per se qualified investors, excluding HNWI and investment structures with opting-out in Switzerland:** The information provided herein does not constitute an offer of the Fund in Switzerland pursuant to the Swiss Federal Law on Financial Services ("FinSA") and its implementing ordinance. This is solely an advertisement pursuant to FinSA and its implementing ordinance for the Fund.

The marketing of the shares of the Fund in Switzerland will be exclusively made to, and directed at, qualified investors (the "Qualified Investors"), as defined in Article 10(3) and (3ter) of the Swiss Collective Investment Schemes Act ("CISA") and its implementing ordinance, at the exclusion of qualified investors with an opting-out pursuant to Art. 5(1) of the Swiss Federal Law on Financial Services ("FinSA") and without any portfolio management or advisory relationship with a financial intermediary pursuant to Article 10(3ter) CISA ("Excluded Qualified Investors"). Accordingly, the Fund has not been and will not be registered with the Swiss Financial Market Supervisory Authority ("FINMA") and no representative or paying agent have been or will be appointed in Switzerland. This advertisement and/or any other marketing materials relating to the shares of the Fund may be made available in Switzerland solely to Qualified Investors, at the exclusion of Excluded Qualified Investors. The legal documents of the Fund may be obtained free of charge from Waystone Fund Services (Switzerland) SA, Av. Villamont 17, 1005 Geneva, Switzerland, [switzerland@waystone.com](mailto:switzerland@waystone.com).

**Notice to qualified investors, including HNWI and investment structures with opting-out in Switzerland:** The information provided herein does not constitute an offer of the Fund in Switzerland pursuant to the Swiss Federal Law on Financial Services ("FinSA") and its implementing ordinance. This is solely an advertisement pursuant to FinSA and its implementing ordinance for the Fund.

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- Swiss representative: Waystone Fund Services (Switzerland) SA, Av. Villamont 17, 1005 Geneva, Switzerland, [switzerland@waystone.com](mailto:switzerland@waystone.com). The legal documents as well as the latest annual and semi-annual financial reports, if any, of the Fund may be obtained free of charge from the Swiss representative.
- Swiss paying agent: Banque Cantonale de Genève, 17 Quai de l'Île, 1204 Geneva, Switzerland.
- Place of performance: Geneva
- Place of jurisdiction: Geneva or at the registered office/domicile of the investor.

Please find an overview of registrations of Fiera Capital Corporation and certain of its subsidiaries here:

<https://www.fieracapital.com/en/registrations-and-exemptions>.

Version FNDENG002