



# LONDON LIFE REAL ESTATE FUND

## Q1 BULLETIN 2021

### Key Facts

Date established

# 1998

Fund Strategy

# CORE

Gross Fund Value

# \$3.2B

Net Fund Value

# \$2.5B

LTV %

# 22%

# of Properties

# 86

Commercial Sq Ft

# 9.3M

# of Residential Units

# 3,281

In January, contributions and transfers into the Fund resumed along with the creation of a redemption queue for the period between January 11<sup>th</sup> and February 19<sup>th</sup>. All redemption requests received were satisfied on March 12<sup>th</sup> and the Fund subsequently announced full lifting of the suspension on April 19<sup>th</sup>, 2021.

**Q1 Performance:** The London Life Real Estate Fund posted a 2.76% gross return for the first quarter of 2021, comprised of stable income and strong capital growth. The income return (.92%) remained resilient due to strong portfolio occupancy (92%) and revenue collection (97%). The capital return (1.84%) continued to be led by the industrial segment of the portfolio; an asset class that has benefited from accelerated e-commerce adoption and increased levels of institutional investment demand. Unlevered capital returns for the industrial component of the portfolio were 6.03% for the quarter. The direct real estate return for the Fund was ahead of the MSCI Property Fund Index (PFI) benchmark by 55bps for the quarter and now leads that index on a Gross Fund Return basis over the one, three and ten-year historical periods. The broader Canadian Property Index (PI) returned -2.7% in comparison to the Fund's 3.9% property level return on a rolling 12-month basis. The Fund has now outperformed the PI index on a one, three, five and ten-year annualized basis.

**Disposition:** Early in first quarter the Fund divested of its 30% interest in 99 Savannah Oaks, a 527,568 square foot industrial facility located on 26.9 acres of leased land in Brantford, ON. The asset was leased to four tenants with a limited weighted average lease term (WALT) of 2.04 years. The Fund identified

its interest as a non-core holding due to its location and leasehold nature. The Fund was able to benefit from the sector's momentum, attracting strong investor interest and realizing a significant gain relative to appraised value.

**Forward Outlook:** Investment activity for the Fund over the past year had been limited given the temporary suspension of the Fund and uncertainty associated with market values. With those conditions improved, the Fund is poised to continue its growth by adding strategic assets to its core holdings through acquisition and development. Re-investment into the Fund's existing holdings, which had been focused on essential spending, will similarly resume, targeting revenue generation through the improvement of the tenant experience. Several new financing initiatives are underway, which will allow the Fund to take advantage of favourable debt market conditions and ultimately reduce its overall cost of capital to support performance. With the United States leading Canada in its response to the COVID-19 pandemic, we can optimistically look at its economic and social recovery as a proxy as to what Canada might expect in the months ahead. The Fund has been resilient in protecting stakeholder capital, while delivering positive income returns and is well situated to participate in the recovery that Economists broadly project later this year.

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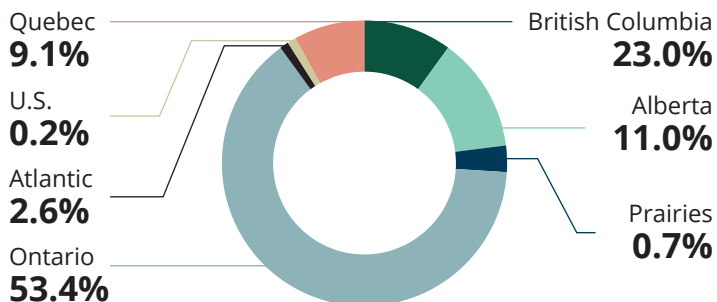
GROSS RETURN	YTD	Annualized		
	31-Mar	3 Year	5 Year	10 Year
Income	0.9%	4.0%	4.2%	4.8%
Capital	1.8%	2.8%	2.1%	3.8%
Total	2.8%	6.8%	6.2%	8.2%

Note: Differences due to rounding of decimals.

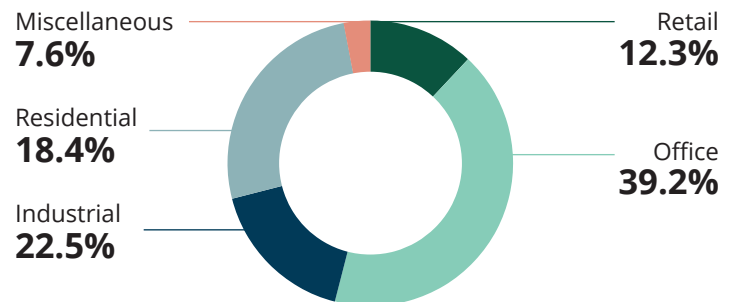
FUND GROWTH (\$ Millions)	2016	2017	2018	2019	2020	YTD 31-Mar
Real estate	\$ 2,374	\$ 2,521	\$ 2,888	\$ 3,144	\$ 3,066	\$ 3,105
Cash	\$ 285	\$ 379	\$ 259	\$ 308	\$ 355	\$ 216
Short term assets & liabilities	\$ (25)	\$ (35)	\$ (75)	\$ (94)	\$ (91)	\$ (93)
Gross fund value	\$ 2,635	\$ 2,865	\$ 3,072	\$ 3,359	\$ 3,329	\$ 3,228
Net fund value	\$ 2,324	\$ 2,444	\$ 2,587	\$ 2,724	\$ 2,603	\$ 2,527
Debt/gross fund value	11.8%	14.7%	15.8%	18.9%	21.8%	21.7%

Note: Differences due to rounding of decimals.

## DIVERSIFICATION BY REGION (Gross)



## DIVERSIFICATION BY TYPE (Gross)



## VACANCY AS % OF TOTAL - BY REGION

British Columbia	0.7%
Alberta	2.8%
Prairies	0.0%
Ontario	2.1%
Quebec	0.8%
Atlantic	0.9%
U.S.	0.7%
Total by region	7.9%

## VACANCY AS % OF TOTAL - BY TYPE

Retail	0.4%
Office	4.7%
Industrial	1.3%
Residential	1.6%
Total by type	7.9%

Any statements in this report concerning future financial performance of the Fund are subject to, among other things, risks, uncertainties and assumptions about the Fund, economic factors and real estate markets generally. They are not guarantees of future performance, and actual events and results may differ materially from those expressed or implied by forward-looking statements included in this report.