

# Greystone Long Bond Fund

**\$8.5B (C\$) in Fixed Income Assets Under Management**

### Why Invest in Greystone

- We understand how fixed income risks can interact with equities an alternative investments
- We seek to deliver a bond strategy that provides stability to your portfolio in periods of stress, along with a proven track record of adding value


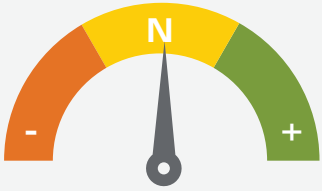
### Investment Philosophy

- We believe fixed income portfolios should add value while also balancing the equity and liquidity risk of the total investment program
- To accomplish this we have developed a multi-strategy fixed income approach that will harvest value from interest rates and credit when they are attractive and will defend when opportunities are unattractive

## Key Characteristics

<b>\$3.2B</b> LDI AUM Fund AUM: \$144.4M	<b>14.4<sup>YRS</sup></b> Modified Duration Benchmark: 14.6 <sup>YRS</sup>	<b>3.3%</b> Yield to Maturity Benchmark: 3.3%	<b>38.7%</b> Turnover Rate (12 Months)	<b>62</b> Number of Holdings
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## Our Investment Process

Our Approach	Interest Rate Risk	Credit Risk
<p>We actively manage our fixed income portfolios, using a combination of fundamental and technical analysis</p> <p>Fundamental analysis seeks to identify the current stage of the interest rate and credit cycle by examining economic and monetary conditions</p> <p>Technical analysis examines the supply and demand factors allowing us to appropriately scale risk around our fundamental bias</p>	 <p>Benchmark Relative</p>	 <p>Benchmark Relative</p>

	Annualized (%)					
Figure 1: Performance (%)	Q3-18	YTD	1 yr	3 yrs	5 yrs	10 yrs
September 30, 2018						
<b>Long Bond</b>	<b>-2.2</b>	<b>-1.3</b>	<b>3.6</b>	<b>3.5</b>	<b>5.9</b>	<b>7.2</b>
FTSE TMX Canada Long Term Overall	-2.4	-1.5	3.6	3.2	5.6	6.7
Difference	0.2	0.2	0.0	0.3	0.3	0.5

Performance inception is May 1, 2007.

This figure shows the performance of the Greystone Long Bond Fund in C\$, including cash; net of custodial fees, audit fees, transfer agent fees and administrative expenses; gross of investment management fees.

Information shown in this document is that of Greystone as of Sep 30, 2018. As of Nov 1, 2018, the acquisition of Greystone by The Toronto-Dominion Bank closed and Greystone now operates as TD Greystone Asset Management.

Greystone claims compliance with the Global Investment Performance Standards (GIPS). A GIPS compliant presentation is available upon request. Greystone has been independently verified for the period from January 1, 2000 to December 31, 2017. The verification report(s) is/are available upon request. Verification assess whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.



**Figure 2: Key Portfolio Characteristics**

	Greystone	FTSE TMX Canada Long Term Overall
Maturity (yrs)	21.8	22.8
Macaulay Duration (yrs)	14.6	14.9
Modified Duration (yrs)	14.4	14.6
Yield (%)	3.3	3.3
Average Coupon (%)	4.5	4.5
Maturity (%)	Greystone	FTSE TMX Canada Long Term Overall
Short (0-5 yrs)	0.8	0.0
Mid (5-10 yrs)	4.3	0.0
Long (+10 yrs)	94.9	100.0
Credit Quality (%)	Greystone	FTSE TMX Canada Long Term Overall
AAA	21.6	26.0
AA	49.8	45.0
A	19.5	20.3
BBB	9.2	8.7
Average Quality	AA	AA
Sector (%)	Greystone	FTSE TMX Canada Long Term Overall
Federal	16.7	20.7
Provincials	58.4	53.6
Municipals	0.0	2.7
Corporates	24.9	23.0

Excludes cash. September 30, 2018

**Figure 3: Top 10 Holdings**

	% Weight
HYDRO ONE 6.350 JAN 31 34	2.2
EPCOR UTILITIES 6.650 APR 15 38	1.9
ALTALINK LP 4.054 NOV 21 44	1.9
ENBRIDGE PIPELINES 4.550 SEP 29 45	1.7
LOBLAW COS LTD 6.150 JAN 29 35	1.2
TRANSCANADA PIPELINE 8.050 FEB 17 39	1.1
FORTIS ALBERTA INC 4.850 SEP 11 43	1.1
HEATHROW FDG LTD 3.782 SEP 04 30	1.0
IGM FINL INC 4.174 JUL 13 48	0.9
CIBC FLTG DEC 08 20	0.8

Excludes cash. September 30, 2018

## Greystone Managed Investments Inc.

Greystone Managed Investments Inc. is an institutional money manager with multi-asset solutions proudly serving its clients since 1988. Headquartered in Regina, with additional offices in Toronto, Winnipeg and Hong Kong, Greystone manages over C\$35 billion<sup>1</sup> on behalf of institutional clients across Canada.

Greystone has in-house expertise in the following areas:

### MULTI-ASSET

- Balanced
- Balanced Plus
- Target Date Plus
- Alternative Plus<sup>2</sup>

### ALTERNATIVES

- Real Estate
- Infrastructure

### PRIVATE DEBT

- Mortgages

### FIXED INCOME

- LDI
- Term
- Plus
- Sector

### PUBLIC EQUITIES

- Canadian & U.S.
- International
- Global
- China

## Looking for a Multi-asset Class Solution Investment Partner?

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<sup>1</sup> As at Sep 30, 2018.

<sup>2</sup> The Greystone Alternative Plus Solution is an integrated open-ended alternatives mandate where a client invests in the Greystone Infrastructure Fund (Canada) LP, the Greystone Mortgage Fund and the Greystone Real Estate Fund Inc. or the Greystone Real Estate LP Fund. Greystone holistically manages the underlying cash flows and liquidity of the allocation as well as the asset mix between the underlying strategies.

For employees shown, titles are as of Oct 31, 2018 prior to the acquisition of Greystone by The Toronto Dominion Bank. As of Nov 1, 2018 the acquisition of Greystone by The Toronto-Dominion Bank was completed and Greystone now operates as TD Greystone Asset Management. Titles of employees shown are the employees' Greystone titles and not necessarily the employees' title as part of TD Greystone Asset Management.

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