

# Target Date Plus Funds

## Greystone's Leading Solution for Capital Accumulation Plans

**\$7.7B (C\$) Invested in Multi-Asset Solutions**

### Why Invest with Greystone

- 30 years of experience in managing multi-asset solutions that include alternatives for Capital Accumulation Plans ("CAP")
- Exposure to our alternative asset capabilities for improved diversification, yield and risk-adjusted returns, which can reduce investment volatility for plan members without sacrificing expected returns
- Multi-asset approach manages total portfolio risk rather than simply managing equity exposure

### Investment Philosophy

- We believe in improving retirement outcomes for Canadian CAP members
- Greystone's philosophy is to align the investment strategy with members' savings and decumulation needs, in order to help members
- We also believe that private market, alternative investments have the potential to improve the probability of better retirement outcomes.

## Key Characteristics

**\$66M**  
Target Date Assets Under Management

**25%**  
Target Private Market Alternatives Exposure

**\$3.6B**  
CAP Assets Under Management

**8/9**  
Top Quartile Vintages Since Inception<sup>1</sup>

**11**  
Asset Classes Within the Funds

## Our Investment Process

### Canadian Demographic Assumptions

All demographic and socio-economic assumptions are derived from government or reputable industry sources. Where available, the assumptions were derived for the median Canadian.

### Asset Class Assumptions

Consistent with our firm wide approach for multi-asset solutions, Greystone sets long term asset class assumptions using an objective building block approach for expected returns, and historical standard deviations and correlations.

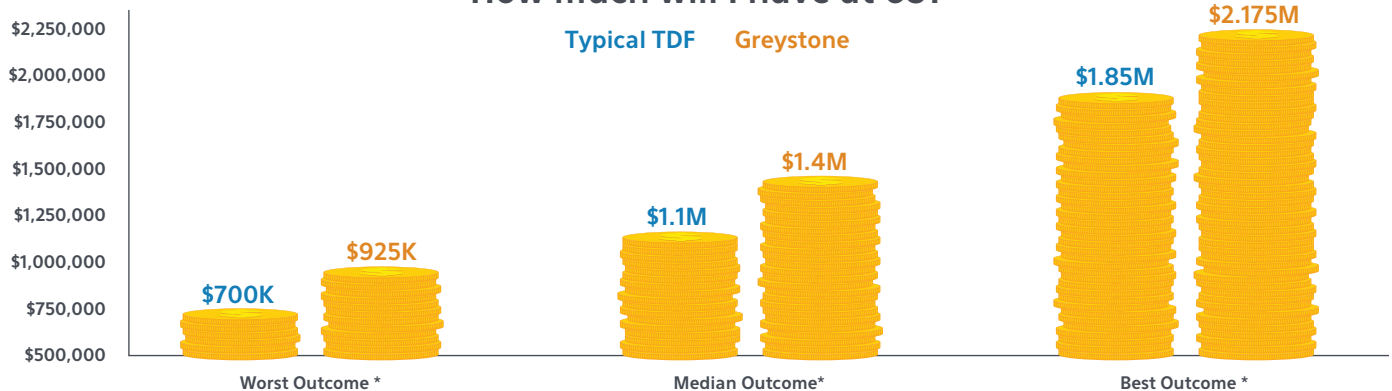
### Integrated Execution

Through our proprietary Glide Path Model we integrate demographic and asset class assumptions to develop the glide path.

Trading, risk management, portfolio management, liquidity management and operations are integrated across fixed income, equities and alternatives for optimal execution.

## Improving Member Outcomes

### How much will I have at 65?



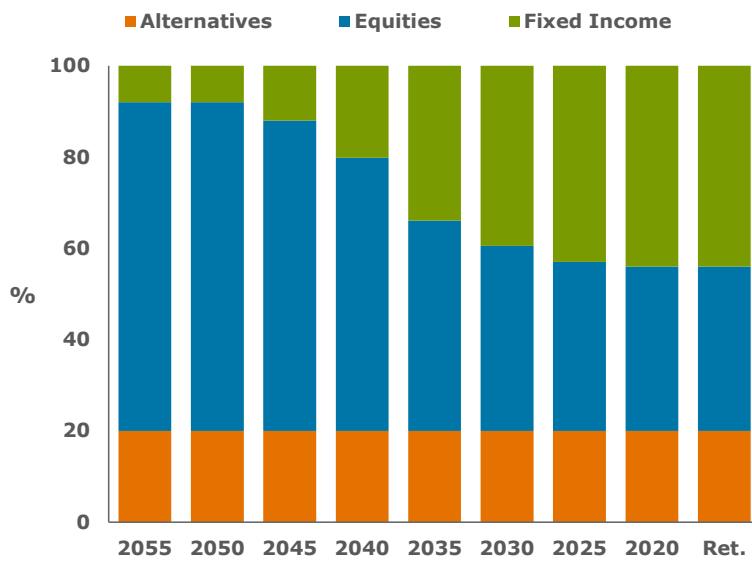
<sup>1</sup> eVestment as of Sep 30, 2018.

\* Based on 50,000 Monte Carlo simulations per glide path, a representative typical Canadian TDF family, and Greystone's standard asset class, demographic and socio-economic assumptions. "Worst Outcome" means 95% of the simulations had better results, "Median Outcome" means 50% of the simulations had better results, and "Best Outcome" means only 5% of the simulations had better results.

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.



## An “Alternative” Glide Path<sup>2</sup>



| Annualized  |            |            |             |             |                              |
|---|------------|------------|-------------|-------------|------------------------------|
| Performance as at September 30, 2018                |            |            |             |             |                              |
| % Returns   | 3 month    | YTD        | 1 yr        | 3 yrs       | Since Inception <sup>*</sup> |
| <b>Retirement Plus</b>                              | <b>0.8</b> | <b>4.1</b> | <b>7.4</b>  | <b>6.5</b>  | <b>6.8</b>                   |
| Retirement Target Date Plus Benchmark <sup>**</sup> | 0.6        | 3.7        | 7.0         | 6.5         | 6.3                          |
| <b>2020 Target Date Plus</b>                        | <b>0.8</b> | <b>3.9</b> | <b>7.2</b>  | <b>6.5</b>  | <b>6.8</b>                   |
| 2020 Target Date Plus Benchmark <sup>**</sup>       | 0.6        | 3.6        | 6.9         | 6.5         | 6.2                          |
| <b>2025 Target Date Plus</b>                        | <b>0.8</b> | <b>4.0</b> | <b>7.7</b>  | <b>6.8</b>  | <b>7.0</b>                   |
| 2025 Target Date Plus Benchmark <sup>**</sup>       | 0.7        | 3.8        | 7.4         | 6.7         | 6.4                          |
| <b>2030 Target Date Plus</b>                        | <b>0.9</b> | <b>4.1</b> | <b>7.9</b>  | <b>7.1</b>  | <b>7.5</b>                   |
| 2030 Target Date Plus Benchmark <sup>**</sup>       | 0.7        | 4.0        | 7.6         | 7.1         | 6.8                          |
| <b>2035 Target Date Plus</b>                        | <b>1.0</b> | <b>4.4</b> | <b>8.4</b>  | <b>8.0</b>  | <b>8.5</b>                   |
| 2035 Target Date Plus Benchmark <sup>**</sup>       | 0.9        | 4.3        | 8.2         | 7.9         | 7.7                          |
| <b>2040 Target Date Plus</b>                        | <b>1.5</b> | <b>5.4</b> | <b>9.9</b>  | <b>9.3</b>  | <b>9.7</b>                   |
| 2040 Target Date Plus Benchmark <sup>**</sup>       | 1.4        | 5.4        | 9.7         | 9.3         | 8.9                          |
| <b>2045 Target Date Plus</b>                        | <b>1.9</b> | <b>6.0</b> | <b>10.6</b> | <b>9.9</b>  | <b>10.3</b>                  |
| 2045 Target Date Plus Benchmark <sup>**</sup>       | 1.7        | 6.1        | 10.5        | 10.0        | 9.4                          |
| <b>2050 Target Date Plus</b>                        | <b>1.9</b> | <b>6.1</b> | <b>11.0</b> | <b>10.1</b> | <b>10.6</b>                  |
| 2050 Target Date Plus Benchmark <sup>**</sup>       | 1.8        | 6.3        | 11.0        | 10.3        | 9.8                          |
| <b>2055 Target Date Plus</b>                        | <b>1.9</b> | <b>6.2</b> | <b>11.1</b> | <b>10.2</b> | <b>10.7</b>                  |
| 2055 Target Date Plus Benchmark <sup>**</sup>       | 1.8        | 6.5        | 11.1        | 10.4        | 9.8                          |

<sup>\*</sup> Performance Inception is January 1, 2015. <sup>\*\*</sup> Details regarding benchmarks mix are available upon request. C\$. Includes cash. Gross of investment management fees. May be subject to rounding.

## Greystone Managed Investments Inc.

With over \$35 billion in assets under management<sup>3</sup>, we proudly serve universities, pension funds, multi-employer groups, endowments & foundations, insurance companies, and non-profit organizations.

Greystone has in-house expertise in the following areas:

### MULTI-ASSET

- Balanced
- Balanced Plus
- Target Date Plus
- Alternative Plus<sup>4</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>3</sup> As at Sept 30, 2018.

<sup>4</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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