

## CORPORATE PROFILE

**MORGUARD IS A FULLY INTEGRATED REAL ESTATE COMPANY. WE OWN, MANAGE AND INVEST IN HIGH-QUALITY, WELL-LOCATED, GEOGRAPHICALLY DIVERSIFIED ASSETS ACROSS NORTH AMERICA.**

We built our business with strong leadership and a proven management platform that together have generated substantial, risk-adjusted returns – and significant long-term growth. With 45 years of experience and a dynamic team of nearly 1,500 professionals, our commitment is to realize the potential of real estate through value creation and operational excellence for our owned and managed portfolio of assets.

## MORGUARD OPERATES THREE DIVERSIFIED LINES OF BUSINESS

### 1. INVESTMENTS IN REAL PROPERTY

Morguard owns and manages a diversified portfolio of office, industrial, retail, multi-suite residential and hotel properties in North America.

### 2. REAL ESTATE INVESTMENT TRUSTS

Morguard is a significant sponsor of two REITs:

**Morguard REIT** (TSX: MRT.UN), a closed-end Trust with a diversified portfolio of Canadian commercial real estate assets; and

**Morguard North American Residential REIT** (TSX: MRG.UN), an open-end Trust with a diversified portfolio of multi-suite residential assets across North America.

### 3. ADVISORY AND MANAGEMENT SERVICES

Morguard provides real estate advisory services and property management services to institutional clients. We also specialize in publicly-traded equities and fixed-income securities.

## ASSETS OWNED AND UNDER MANAGEMENT

Morguard has significant investment and management capabilities in multiple asset classes across real estate, equities and fixed-income securities. This breadth of diversity of asset classes supports a reliable and growing cash flow for Morguard and our institutional clients.

As at March 31, 2021



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REAL ESTATE ADVISORY SERVICES

Morguard creates value through opportunities tailored to meet the specific investment objectives of institutional clients who are seeking a significant contribution to their real estate portfolio. Our Asset Management, Property Management and Development teams deliver on performance in an integrated service approach supported by unique co-investment opportunities, established investment strategies and proactive operational programs for institutional-quality portfolios.



**VALUE CREATION**  
ASSET MANAGEMENT & DEVELOPMENT

**OPERATIONAL EXCELLENCE**  
PROPERTY MANAGEMENT

**Access to Capital**  
Established relationships provide access to capital, ready to act on opportunities

**Tenant Satisfaction**  
Adept at tenant-focused services to generate secure revenue

**Maximize Asset Value**  
Active pipeline uncovers value add opportunities for acquisitions and developments

**Sustainable Operations**  
Continue to improve operational performance to increase asset value

**Manage Asset Lifecycle**  
Experienced team delivers repositioning, redeveloping and remerchandising strategies

**Manage Leasing Lifecycle**  
Embedded in local markets to drive high occupancy at optimal rental rates to maximize cash flow

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EQUITIES AND FIXED INCOME

Morguard offers institutional clients and private investors the opportunity to participate in a broad range of global investment products across equity, fixed income and balanced portfolios. Today, we manage \$4.6 billion in assets through our equities and fixed income securities group, Lincluden Investment Management.



Real Estate Potential. Realized.

VISIT [MORGUARD.COM](http://MORGUARD.COM)

1-800-928-6255

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TSX: MRC | TSX: MRT.UN | TSX: MRG.UN