

Sentry Global REIT Fund June and Second Quarter 2019

Lee Goldman, Senior Portfolio Manager, MBA, CFA

Joshua Varghese, Portfolio Manager, CFA

Kate MacDonald, Portfolio Manager, M.Fin., CFA

Performance Summary

- For the month and quarter ended June 30, 2019, Series F of Sentry Global REIT Fund (the “Fund”) returned -1.0% and -0.4%, respectively, net of fees. Year-to-date, the Fund is up 12.3%, net of fees.

Contributors to Performance

- Prologis, Inc.; First Capital Realty Inc.; and Chartwell Retirement Residences were the top individual contributors to Fund performance in June. For the quarter ended June 30, 2019, Equinix Inc., Prologis and Americold Realty Trust were the top contributors to Fund performance.

Detractors from Performance

- Deutsche Wohnen SE, Alexandria Real Estate Equities and Monmouth Real Estate Investment Corp. were the top individual detractors from Fund performance in June. For the quarter ended June 30, 2019, Deutsche Wohnen; Tricon Capital Group Inc.; and Simon Property Group, Inc. were the top detractors from Fund performance.

Portfolio Activity and Market Commentary

- Real estate investment trusts (REITs) generally lagged broader indexes in the second quarter of 2019. In our view, REIT underperformance relative to broader markets was a factor of greater appetite for risk assets. For the quarter ended June 30, 2019, REIT indexes were mixed, with the U.S. and Asia faring relatively better. The MSCI US REIT Index returned 1.3% (in U.S.-dollar terms) for the quarter versus -1.2% for the FTSE EPRA/NAREIT Developed Index, -1.5% for the S&P/TSX Capped REIT Index and 5.1% for the FTSE EPRA/NAREIT Asia Index (all in U.S.-dollar terms). Over the course of the quarter, we continued to recycle capital selectively, trimming select Fund exposures on the back of strong returns, including American



Homes 4 Rent, Invitation Homes Inc. and Equity Residential, and adding exposure to some non-traditional real estate sectors where we perceived mispricing and/or better growth, including Americold Realty Trust and MGM Resorts International.

News and Noteworthy Developments

- On June 2, Singapore-based GLP Pte. Ltd. and Blackstone Group Inc. announced they had entered into an agreement for Blackstone to acquire 179 million sq. ft. of urban, infill logistics industrial assets from three of GLP's U.S. funds for a purchase price of US\$18.7 billion, nearly doubling the size of Blackstone's existing U.S. industrial footprint and representing the largest private industrial portfolio purchase in history. According to industry sources, the transaction capitalization rate of the sold assets was approximately 4.7%, which we view as a strong comparable for Prologis, Inc. given the GLP portfolio comprised some Class B concentrations.
- On June 4, InterRent Real Estate Investment Trust ("InterRent") announced the creation of a joint venture with Brookfield Property Group LLC and CLV Group Inc. to develop 2269 Fairview Street, an 8.5-acre, transit-oriented, mixed-use development land assembly in Burlington, Ontario close to the Burlington GO train station. The development is currently in the planning phase. Construction is expected to commence once approvals are in place. InterRent will own a 25% interest in the joint venture and will receive leasing and property management fees for the project. The balance of the joint venture will be owned by Brookfield Property Group (50%) and CLV (25%). While no financial projections have been released to date, we expect the development will be accretive to NAV per unit at completion. Interestingly, the joint venture represents Brookfield Property Group's initial foray into the Canadian multi-family residential rental market, highlighting the relative attractiveness of transit-oriented multi-family residential in the greater Toronto area.
- On June 6, shareholders of Tricon Capital Group Inc. and Starlight U.S. Multi-Family (No. 5) Core Fund approved the acquisition of the latter by Tricon Capital Group at their respective special meetings. The Starlight U.S. Multi-Family (No. 5) Core Fund portfolio consists of 23 primarily garden-style apartment properties comprising approximately 7,300 units located in suburban neighbourhoods in the U.S. Sun Belt region. Based on the closing price of Tricon Capital Group shares on the Toronto Stock Exchange (TSX) on June 10, the total consideration payable (including assumed debt) was approximately US\$1.33 billion. We expect further colour on property management synergies with Tricon Capital Group's single-family rental home vertical platform over coming quarters, and, longer-term, we expect Tricon Capital Group will attract third-party capital to the platform. While the acquisition aligned with Tricon



Capital Group's U.S. middle-market rental focus, it fell outside of the company's single-family rental vertical, which resulted in modestly higher leverage and the potential for shareholder rotation as lock-up periods expire; all of which detracted from Tricon Capital Group's share-price performance in the second quarter of 2019.

- German property stocks, including Deutsche Wohnen, have been under pressure over recent weeks as political involvement in German residential markets, specifically Berlin, has reached a fever pitch. On June 18, the Berlin Senate approved a proposal to freeze rental rate increases and impose limitations on capital expenditures for five years. The rent cap, which is subject to a vote by the Berlin regional parliament, is viewed as likely to become law in January 2020, and would be backdated to June 18, 2019 to preclude landlords from preemptively raising rents. Still, uncertainty remains. On June 29, media reports suggest lawyers of the German parliament consider the planned ban on rental increases in Berlin to be *unlawful*. There already is a federal law limiting rent increases, and as such, the planned rent freeze on a state level may violate Germany's constitution. In response to the proposed rental rate freeze, Deutsche Wohnen, which has significant (approximately 75%) concentration in Berlin multi-family residential assets, voluntarily revised its rental policy. Effective July 1, 2019, Deutsche Wohnen will go above and beyond current rental regulation, taking its tenants' individual financial capacity into account (i.e., annual gross warm rent will not exceed 30% of the tenant's annual net income). While the financial impact of the proposed rental rate freeze and Deutsche Wohnen's voluntary letting policy have yet to be disclosed, we expect Deutsche Wohnen's full-year 2019 guidance to be cut. That said, the bigger picture remains constructive with a supportive supply/demand backdrop, wide spread to the 10-year bund and the potential for continued positive revaluations given conservative book values.
- On June 26, American Landmark/Electra America (ALEA) announced it had submitted a written proposal to acquire 100% of the outstanding Class A Units of Pure Multi-Family REIT LP (TSX:RUF.UN) for US\$7.61 per unit in cash. ALEA's proposed purchase price represents a 15% premium to the unaffected unit price, a 17% premium to Pure Multi-Family REIT's most recent appraisal-based International Financial Reporting Standards (IFRS) valuation of US\$6.53 per unit and a 6% average premium to consensus net asset value of US\$7.19 per unit. ALEA has proposed to undertake expedited, limited due diligence and engage with Pure Multi-Family REIT's board of directors to negotiate definitive terms of the transaction. ALEA has offered to deposit in escrow \$40 million in cash to secure its reverse break fee obligations and noted that its proposal is not conditioned on financing. In response, Pure Multi-Family REIT announced it had received the proposal from ALEA, and that it is currently engaged in exclusive negotiations with an "arm's length third party" with respect to a potential

transaction involving Pure Multi-Family REIT. Pure Multi-Family REIT is – once again – in play, with two potential suitors vying for the company’s portfolio. In response to the announcement, Pure Multi-Family REIT unit price increased over 11%, benefiting the Fund.

- On July 1, Equinix Inc. announced the formation of a more than US\$1 billion joint venture with GIC Pte. Ltd., Singapore’s sovereign wealth fund, to develop and operate data centres in Europe to serve hyperscale companies, including the world’s largest cloud service providers. GIC will own an 80% equity interest in the joint venture, and Equinix will own the remaining 20%. The joint venture is expected to close in the third quarter of 2019 pending regulatory approval and other closing conditions. Also on July 1, Fitch Ratings Inc. upgraded Equinix’s long-term issuer default rating to BBB- stable from BB+ positive. While the financial impact from the joint venture is minimal in 2019, the impact of the Fitch investment-grade (IG) rating (Equinix’s second IG rating) is significant as Equinix will now have full access to the IG market. On its first-quarter 2019 earnings call, management noted Equinix was “on a solid path to attain a second investment-grade rating” and suggested it would ultimately reduce annual pre-tax interest by US\$80–100 million.

Outlook

- We continue to find opportunities to own high-quality companies with free cash-flow yields combined with free cash-flow growth, which together offer attractive total return profiles. We have continued to selectively deploy capital into various segments of the real estate arena, broadening the Fund’s exposures by asset class, including temperature-controlled warehouses, gaming REITs, life-sciences office properties, single-family rental homes and real estate services companies. As we look forward to the second half of 2019 and into 2020, we remain biased toward quality, growth-oriented REIT issuers with low leverage, prudent and sustainable payout ratios, low capital expenditure requirements and strong supply/demand dynamics.

Series F returns (in %) as at June 30, 2019	Year-to-date	1 year	3 year	5 year	10 year	Since inception*
Sentry Global REIT Fund	12.3	7.9	6.4	7.2	12.2	7.0

Since-inception date: July 28, 2005.

Sources: Bloomberg L.P., Company Reports and Signature Global Asset Management, as at July 1, 2019.



SIGNATURE
GLOBAL ASSET MANAGEMENT™



IMPORTANT DISCLAIMERS

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. The indicated rates of return are the historical annual compounded total returns net of fees and expenses payable by the fund (except for figures of one year or less, which are simple total returns) including changes in security value and reinvestment of all dividends/distributions and do not take into account sales, redemption, distribution or optional charges or income taxes payable by any securityholder that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

Certain statements in this document are forward-looking. Forward-looking statements (“FLS”) are statements that are predictive in nature, depend upon or refer to future events or conditions, or that include words such as “may,” “will,” “should,” “could,” “expect,” “anticipate,” “intend,” “plan,” “believe,” or “estimate,” or other similar expressions. Statements that look forward in time or include anything other than historical information are subject to risks and uncertainties, and actual results, actions or events could differ materially from those set forth in the FLS. FLS are not guarantees of future performance and are by their nature based on numerous assumptions. Although the FLS contained herein are based upon what CI Investments Inc. and the portfolio manager believe to be reasonable assumptions, neither CI Investments Inc. nor the portfolio manager can assure that actual results will be consistent with these FLS. The reader is cautioned to consider the FLS carefully and not to place undue reliance on FLS. Unless required by applicable law, it is not undertaken, and specifically disclaimed that there is any intention or obligation to update or revise FLS, whether as a result of new information, future events or otherwise.

This document is provided as a general source of information and should not be considered personal, legal, accounting, tax or investment advice, or an offer or a solicitation to buy or sell securities. Every effort has been made to ensure that the material contained in this document is accurate at the time of publication. All charts and illustrations in this document are for illustrative purposes only. They are not intended to predict or project investment results.

Certain statements contained in this communication are based in whole or in part on information provided by third parties and CI Investments Inc. has taken reasonable steps to ensure their accuracy. Market conditions may change which may impact the information contained in this document.

The comparison presented is intended to illustrate the mutual fund’s historical performance as compared with the historical performance of widely quoted market indices or a weighted blend of widely quoted market indices or another investment fund. There are various important differences that may exist between the mutual fund and the stated indices or investment fund, that may affect the performance of each. The objectives and strategies of the mutual fund result in holdings that do not necessarily reflect the constituents of and their weights within the comparable indices or investment fund. Indices are unmanaged and their returns do not include any sales charges or fees. It is not possible to invest directly in market indices.

The opinions expressed in the communication are solely those of the author and are not to be used or construed as investment advice or as an endorsement or recommendation of any entity or security discussed. Individuals should seek the advice of professionals, as appropriate, regarding any particular investment. Investors should consult their professional advisors prior to implementing any changes to their investment strategies.



**Trusted Partner
in Wealth™**



SIGNATURE
GLOBAL ASSET MANAGEMENT™



The authors and/or a member of their immediate family may hold specific holdings/securities discussed in this document. Any opinion or information provided are solely those of the author and does not constitute investment advice or an endorsement or recommendation of any entity or security discussed or provided by CI Investments Inc.

Signature Global Asset Management and Sentry Investment Management are each a division of CI Investments Inc.

© CI Investments Inc. 2019. All rights reserved. "Trusted Partner in Wealth™" is a trademark of CI Investments Inc.

Published July 8, 2019.