



# Dream Office REIT

## Investor Presentation



February 2022

# Dream Office REIT

## D.UN

Dream Office REIT is a premier office landlord in downtown Toronto with approximately 3.5 million square feet owned and managed. We have carefully curated an investment portfolio of high-quality assets in irreplaceable locations in one of the finest office markets in the world. We intend to enhance these properties to elevate their desirability to tenants and investors and improve the overall community experience.



**85.5%**

portfolio occupancy  
(including committed)<sup>(1)</sup>

**5.5 million**

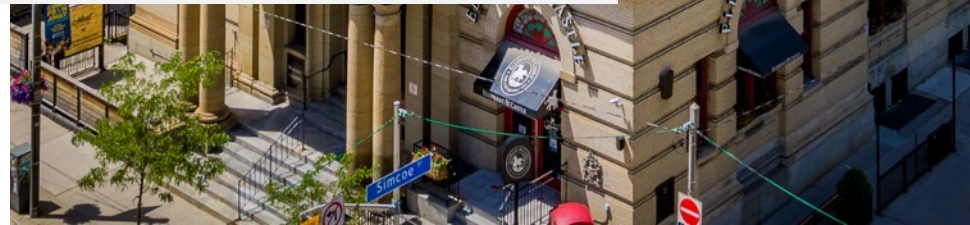
square feet of gross  
leasable area<sup>(2)</sup>

**\$3.0 billion**

Total assets

**3.5 million**

square feet of Toronto  
Downtown office space<sup>(2)</sup>



Updated as at Q4 2021.

Note 1 - Excluding properties under development and investments in joint ventures.

Note 2 - Excluding investments in joint ventures.



## Top 10

Global Financial  
Centre

## Home to ~40%

of Canada's Business  
Headquarters

## #1

Fastest Growing City in Tech  
Employment in N. America

## Life & Health

Science attracts \$1+  
billion in research





## High concentration of well connected assets in Downtown Toronto

4.5 years

\$2.1 B

weighted average lease term in Toronto Downtown <sup>(1)</sup>

assets in Toronto Downtown <sup>(1)</sup>

89.6%

82%

in-place and committed occupancy in Toronto Downtown <sup>(1)</sup>

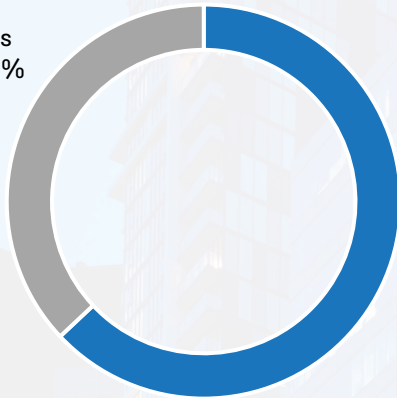
exposure in Toronto Downtown Office (by fair value) <sup>(1)</sup>

Note 1 - Excluding properties under development and joint ventures that are equity accounted at December 31, 2021.



### GLA by Region

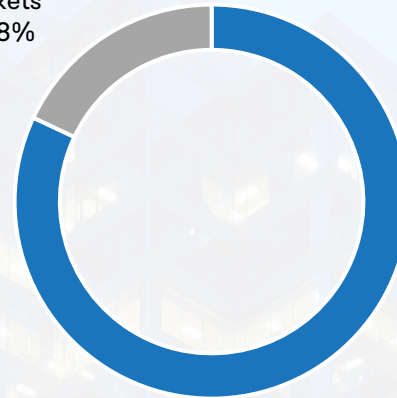
Other Markets  
(2.0MM sf), 37%



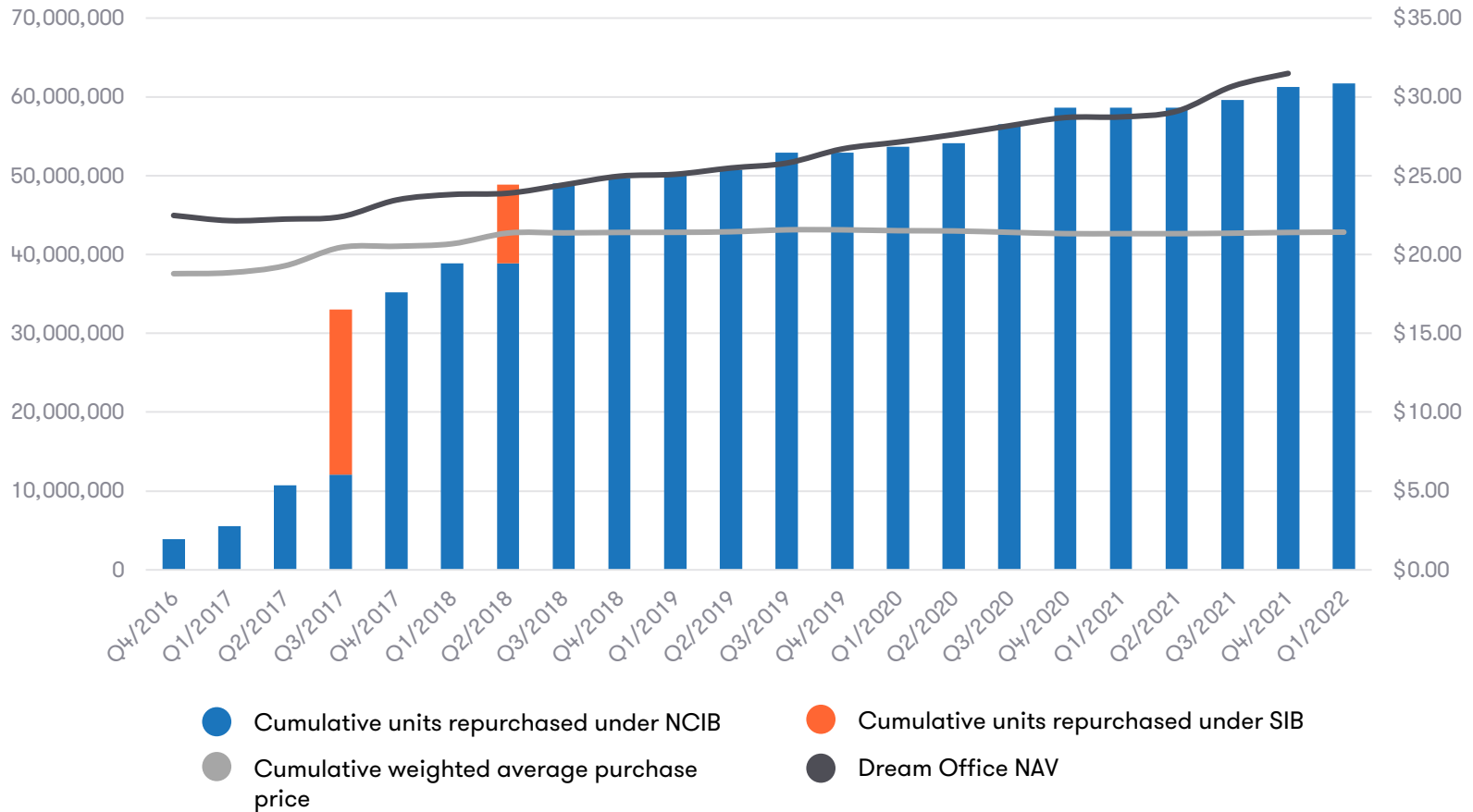
Toronto  
Downtown  
(3.4MM sf), 63%

### Fair Value by Region

Other Markets  
(\$0.5B), 18%



Toronto  
Downtown  
(\$2.1B), 82%



Since Q4/16, Dream Office repurchased and cancelled **over 61 million units** at prices well below NAV, creating significant shareholder value



## ~35.8%\* investment in Dream Office REIT by Dream and Insiders

In addition, Dream Unlimited Corp. manages Dream Office REIT's developments and Dream Office manages Dream Unlimited Corp.'s properties, enabling each to focus on their core expertise.



\* Ownership at February 2022.



**41.8%**

Leverage\*

**\$201M**

Available Liquidity\*

**\$178M**

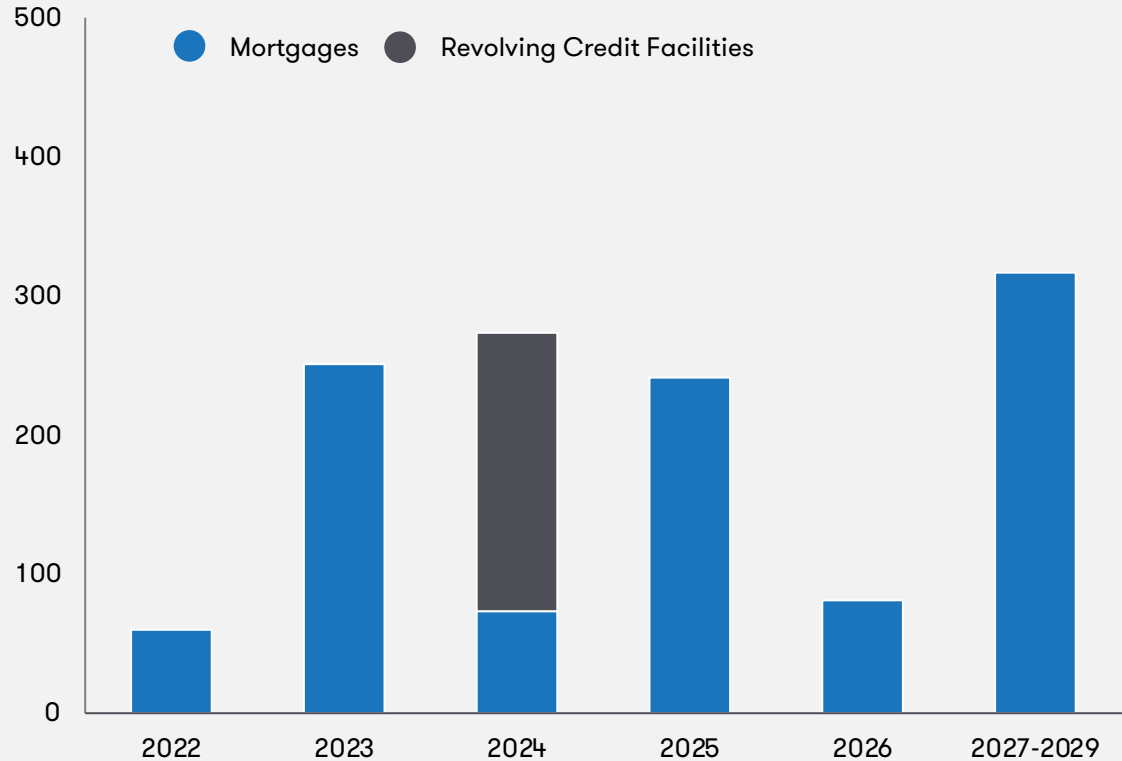
Unencumbered Assets\*

**24%**

Variable Debt Exposure

**3.28%**

W.A. Rate of Interest



\*Leverage (also known as net total debt-to-net total assets), unencumbered assets and available liquidity are non-GAAP financial measures, ratios and supplementary financial measures used by management in evaluating operating and financial performance of the Trust. Please refer to the cautionary statements under the heading "Non-GAAP Financial Measures, Ratios and Supplementary Financial Measures" in this presentation.



**Our near-term leasing and debt maturity profiles are very manageable.**

- In Q4 2021, we executed leases totaling approximately 138,000 sf across our portfolio. Downtown Toronto leases were renewed at rates 41.3% higher than expiring rents.
- In 2021, we executed leases in Toronto downtown totaling approximately 283,000 sf, at a weighted average net rent of approximately \$32.27 per square foot, 31.5% higher than weighted average expiring net rents on the same space.
- To date, the Trust has secured commitments for approximately 581,000 square feet, or 74%, of 2022 full-year portfolio lease expiries, consistent with pre-COVID leasing trends.

**We have an exceptional portfolio, diversified tenant base and strong lender relationships.**

**138,000 sf**

Q4 Leases

**533,000 sf**

Leases Completed  
Since 2021

**41.3%**

Spread on DT Toronto  
Leases in Q4

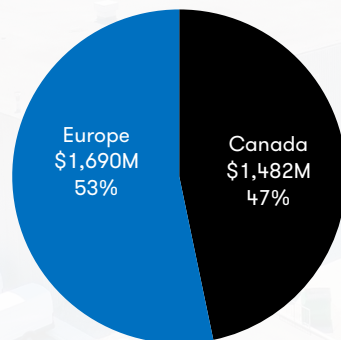




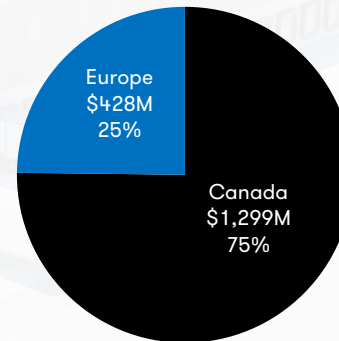
## Dream Office REIT has a 10.5%\* interest in Dream Industrial REIT (\$433M\*\* investment)

Dream Office REIT retained and expanded its interest in Dream Industrial REIT from its IPO in 2012. Dream Industrial REIT owns and operates a diversified portfolio of high quality industrial space in growing logistics markets primarily in Canada and Europe, supported by a management team with a proven track record of long-term value creation.

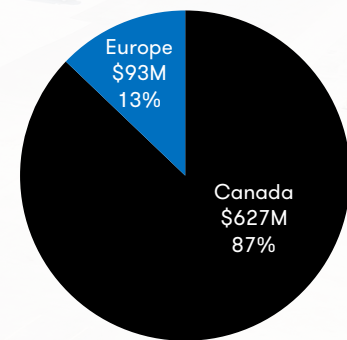
Distribution<sup>1</sup>  
56% of IP Value



Urban Logistics<sup>1</sup>  
31% of IP Value



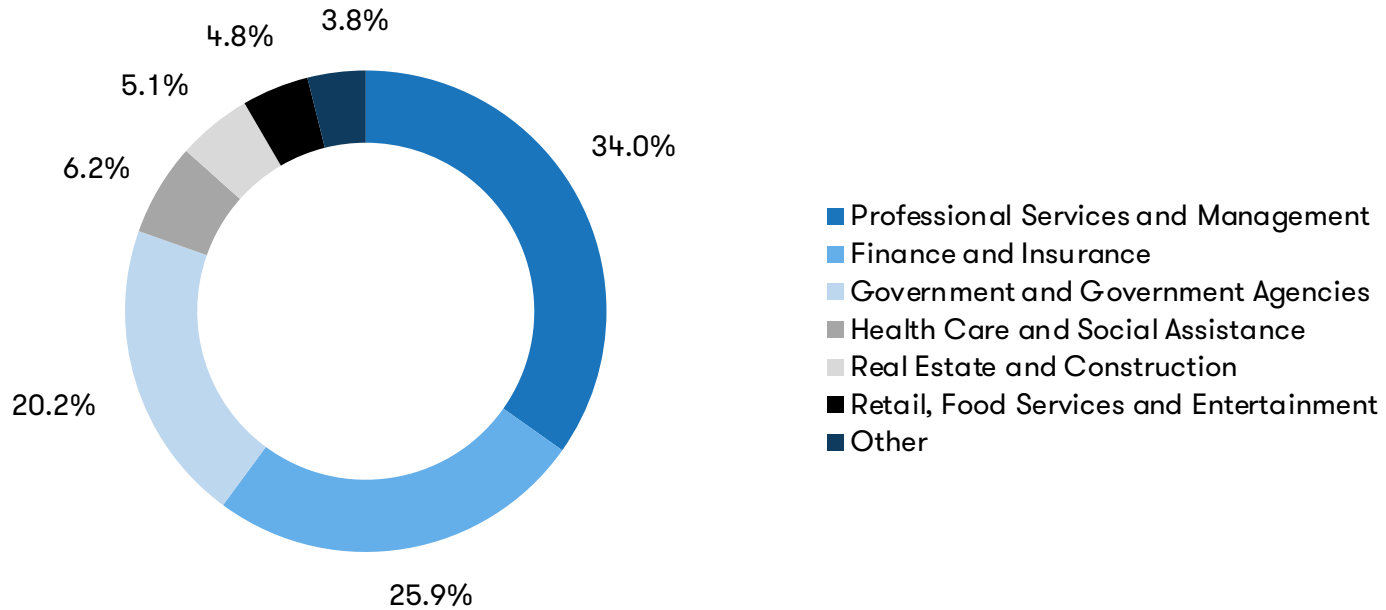
Light Industrial<sup>1</sup>  
13% IP Value



\* As at Q4 2021  
\*\* DIR Unit Price as at February 10, 2022.



### Estimated Annualized Gross Rental Revenue by Tenant Industry













Dream Office REIT has a diversified tenant mix with over **20%** of annualized gross rental revenue from governments and government agencies



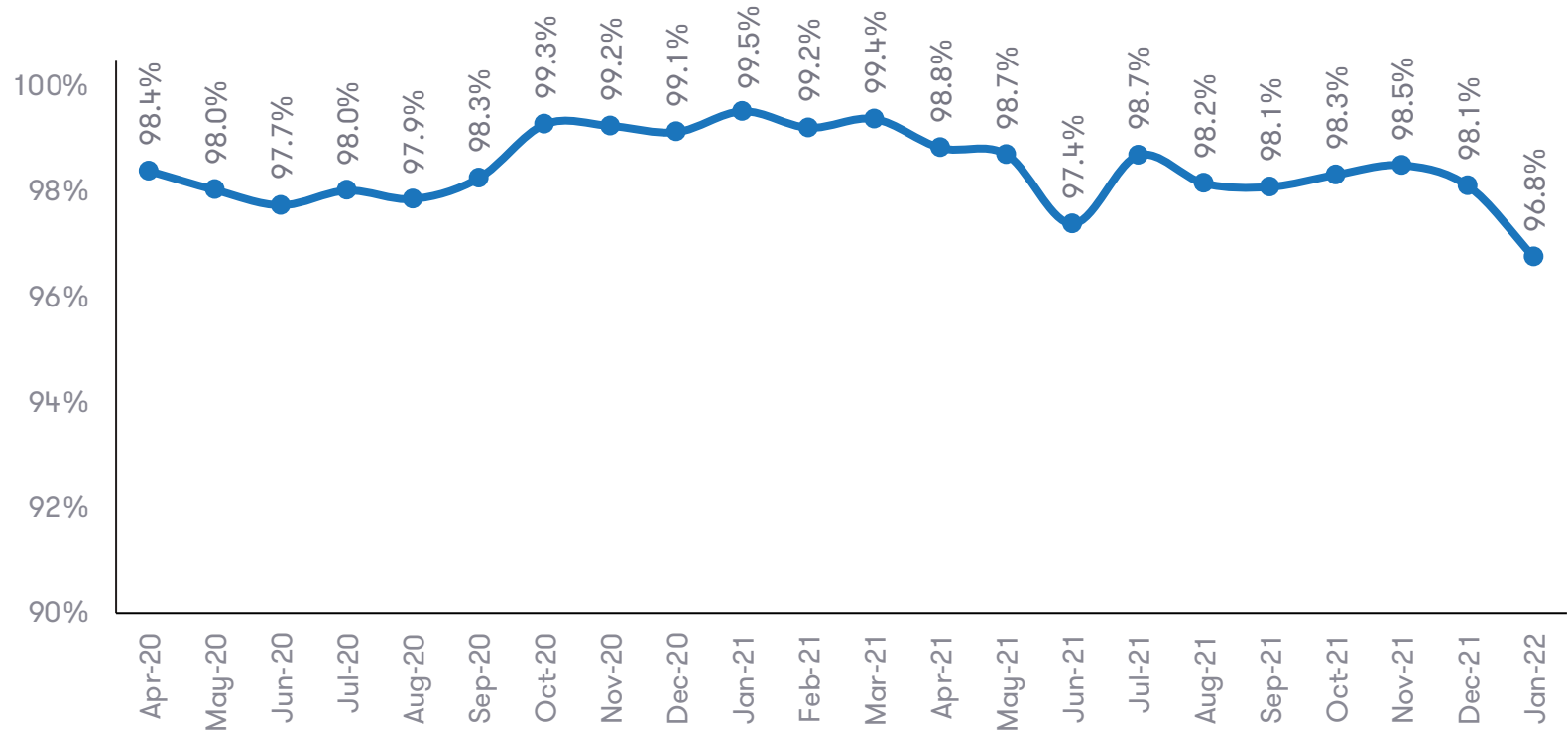
# Dream Office REIT

## Top 10 Tenants

Rank	Tenant		% of Rent*	Investment Grade
1	 Ontario	Government of Ontario	10.9%	✓
2	 Government of Canada	Government of Canada	8.0%	✓
3	 STATE STREET	State Street Trust Company	5.5%	✓
4	 INTERNATIONAL FINANCIAL DATA SERVICES	International Financial Data Service	3.3%	-
5	 <b>usbank</b>	US Bank National Association	2.4%	✓
6	 <b>co-operators</b>	Co-operators Life Insurance	2.3%	✓
7	 MEDCAN	Medcan Health Management Inc.	2.2%	-
8	 <b>wework</b>	WeWork	2.0%	-
9	 <b>ve va</b>	Veeva Software Solutions	1.4%	-
10	 <b>Ilaac</b>	Int'l Language Academy of Canada	1.4%	-

Top 10 tenants make up more than **39%** of total gross rent and **50%** of our top tenants have credit ratings of **A-** or higher

\* % of Annualized Gross Rental Revenue as at Q4 2021



As of February 7, 2022

Our Continued Support for Our Tenants Combined with a Resilient Office Portfolio Resulted in **Strong Rent Collection Figures** since early 2020



### 250 Dundas St. West



Rezoned

Current: **121,000 sf** office building

Future: **503,000 sf<sup>1</sup>** mixed-use building

### 212-220 King St. West



Current: **95,000 sf** office buildings

Future: **1.1 million sf** mixed-use building  
(Dream Office has a 50% interest)

### 2200 Eglinton Ave. East



Current: **442,000 sf** office building

Future: Targeting over **3 million sf**  
residential, retail and office uses

All figures at 100% share.  
Note 1 - Gross Floor Area



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## Bay Street Collection

Revitalizing our Bay Street collection adds significant value and improves tenant retention to our core Downtown Toronto assets.



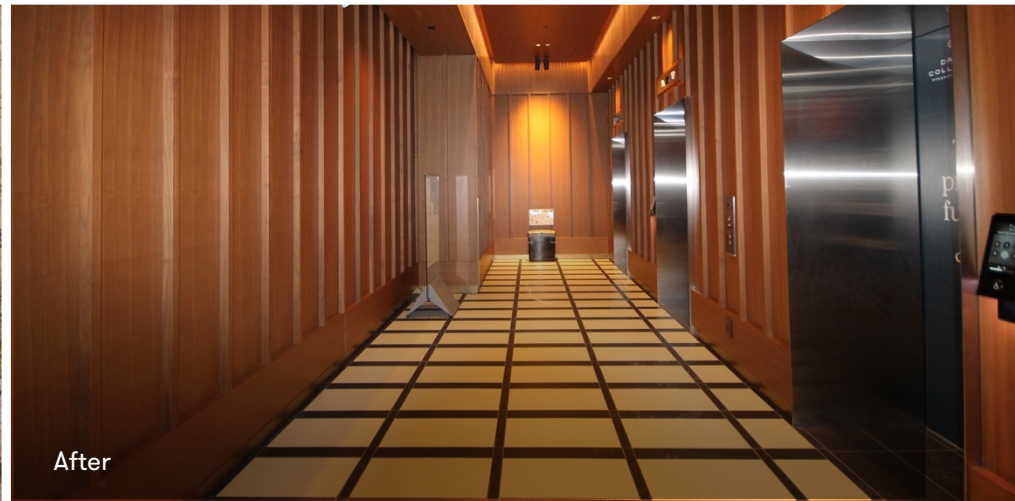
Before



After



Before



After

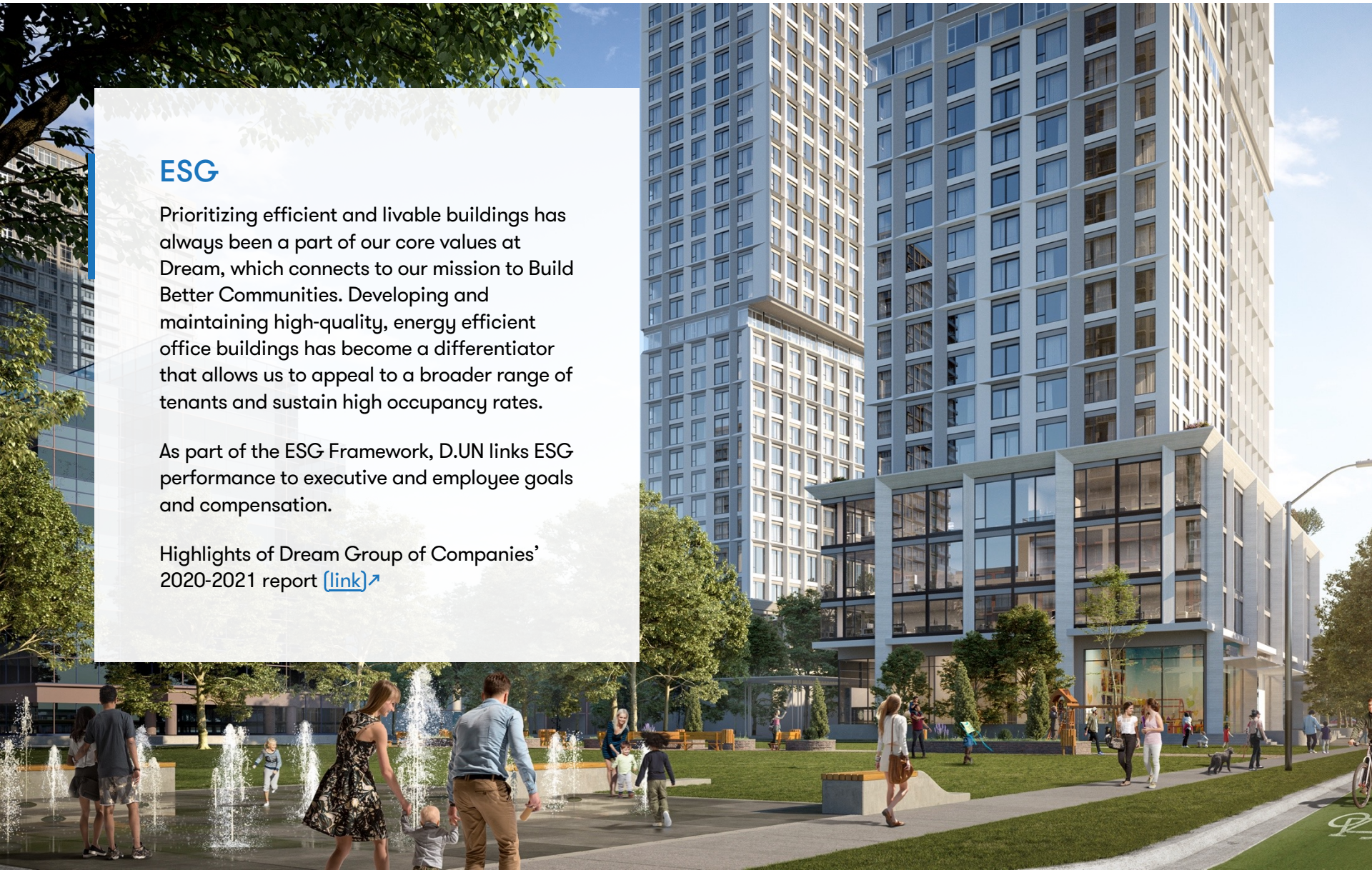


## ESG

Prioritizing efficient and livable buildings has always been a part of our core values at Dream, which connects to our mission to Build Better Communities. Developing and maintaining high-quality, energy efficient office buildings has become a differentiator that allows us to appeal to a broader range of tenants and sustain high occupancy rates.

As part of the ESG Framework, D.UN links ESG performance to executive and employee goals and compensation.

Highlights of Dream Group of Companies' 2020-2021 report [\(link\)](#)





### United Nations Principles for Responsible Investment

The United Nations Principles for Responsible Investment (UN PRI) is the world's leading responsible investor collaboration. DRM, with support from D.UN, became a signatory to the UN PRI in 2021 and will report on our responsible investment activities starting in 2023.



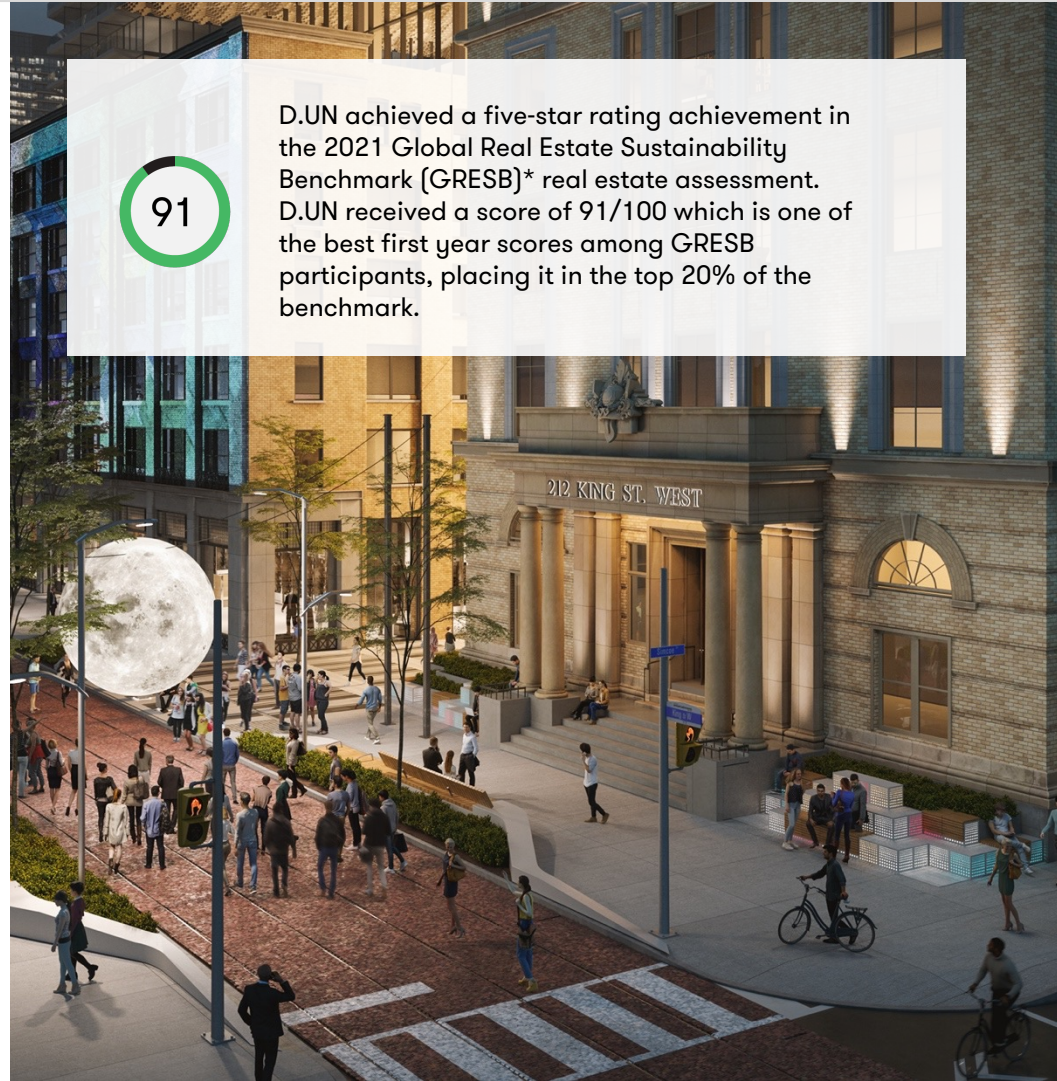
### Taskforce on Climate-related Financial Disclosures

The Taskforce on Climate-related Financial Disclosures (TCFD) recommendations are structured around four core reporting areas: governance, strategy, risk management and metrics and targets. DRM, with support from D.UN, became an official supporter in 2021.

### NET ZERO ASSET MANAGERS INITIATIVE

### Net Zero Asset Managers (NZAM)

The Net Zero Asset Managers (NZAM) initiative is an alliance of global asset managers committing to supporting the goal of net zero greenhouse gas emissions by 2050 or sooner, in line with the global efforts to limit warming to 1.5 degrees Celsius. The initiative covers 220 signatories and U.S.\$57.4 trillion in assets under management of which Dream Unlimited, with the support of Dream Office, was one of the first Canadian companies to join.



D.UN achieved a five-star rating achievement in the 2021 Global Real Estate Sustainability Benchmark (GRESB)\* real estate assessment. D.UN received a score of 91/100 which is one of the best first year scores among GRESB participants, placing it in the top 20% of the benchmark.

\*Established in 2009, GRESB is the leading ESG benchmark for real estate and infrastructure investments across the world, used by 140 institutional and financial investors to inform decision-making and covering \$5.7 trillion of AUM and nearly 117,000 individual assets.

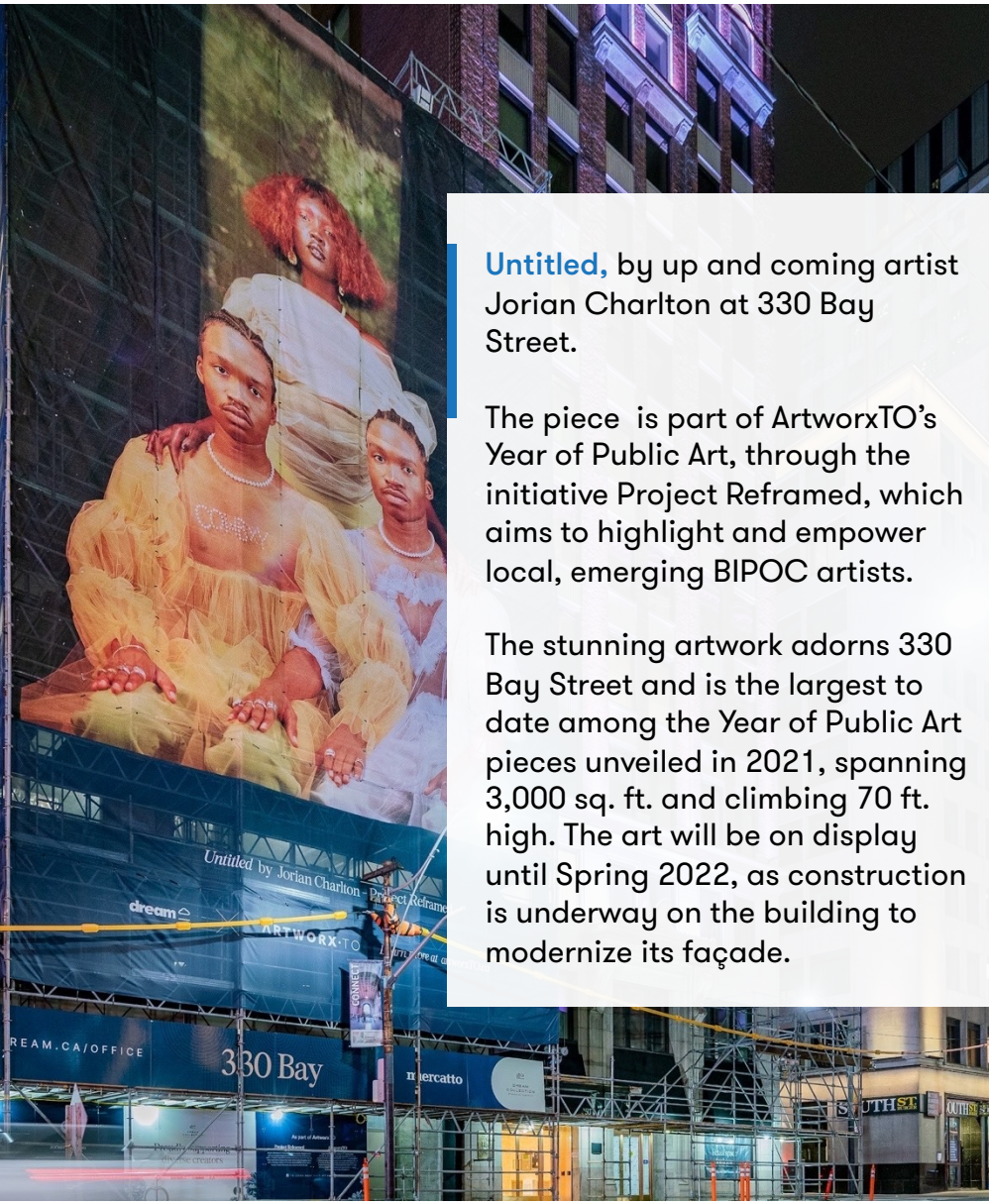


Indicator	2025 Target	2019	2020	Y/Y change
Energy consumption (ekWh)	10% reduction of energy consumption by 2025 (v. 2019 base)	170,417,623	141,298,958	-17%
Total GHG emissions (tCO <sub>2</sub> e)	10% reduction of emissions by 2025 (v. 2019 base)	25,994	21,283	-18%
Water consumption (m <sup>2</sup> )	10% reduction of water consumption by 2025 (v. 2019 base)	405,633	274,097	-32%
Waste diversion	75% waste diversion target by 2025	44%	57%	30%
Percentage of portfolio with a green building certification	100% certification (any program) of all Canadian office sites by 2025	96%	93%	-

## Dream Office has set out to achieve net zero greenhouse gas emissions by 2035

We exceeded our 2025 targets in 2020 (adjusting for COVID-impact) and are advancing towards our goals in the Net Zero initiative.

\*Detailed ESG progress and targets can be found in our 2020-2021 ESG Report ([link](#)).



**Untitled**, by up and coming artist Jorian Charlton at 330 Bay Street.

The piece is part of ArtworxTO's Year of Public Art, through the initiative Project Reframed, which aims to highlight and empower local, emerging BIPOC artists.

The stunning artwork adorns 330 Bay Street and is the largest to date among the Year of Public Art pieces unveiled in 2021, spanning 3,000 sq. ft. and climbing 70 ft. high. The art will be on display until Spring 2022, as construction is underway on the building to modernize its façade.

## Gender Balance

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- D.UN's strength as an organization comes from our strong and diverse workforce.
- **50%** of D.UN Trustees are women.
- **46%** of managers are women.
- The firm is committed to ensuring a diverse workforce at executive and board levels

## Employee development

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- **\$125,300** paid to D.UN employees for tuition and professional development fees.
- D.UN's strength as an organization comes from our strong and diverse workforce, and Dream is committed to the development of its employees.

## Governance

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- **75%** of D.UN Trustees are independent.
- Dream is committed to having a high ratio of independent trustees on the board overseeing key company strategies and goals.

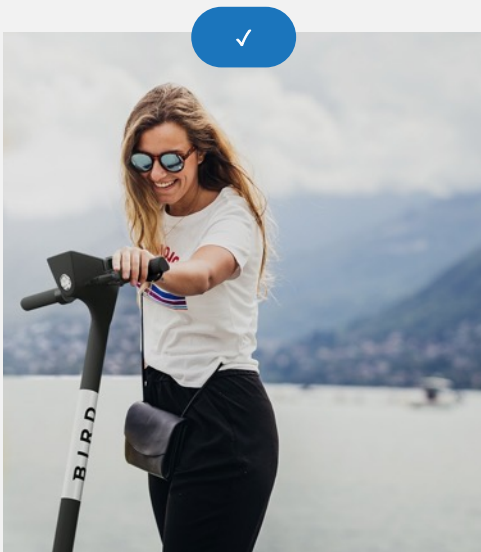


# Investment in Alate - Using Technology to Rethink Real Estate

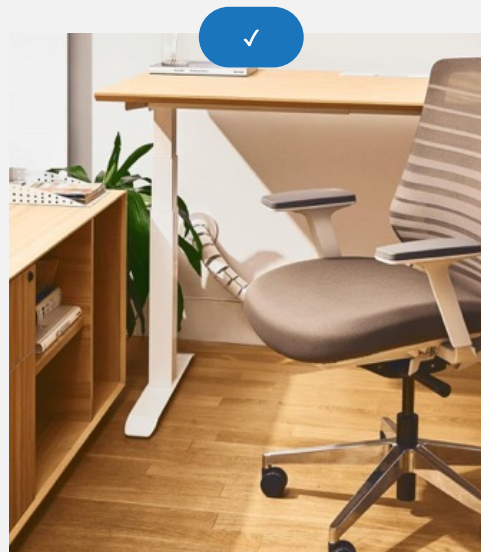
## Alate Partners

Dream Office REIT, along with Dream Unlimited, entered into a strategic partnership with Relay Ventures to create Alate Partners to invest in technology companies that are rethinking how real estate is designed, built, and managed. In addition to capital, Alate provides entrepreneurs with unique access to real estate expertise, customers, and partners that can help accelerate their growth.

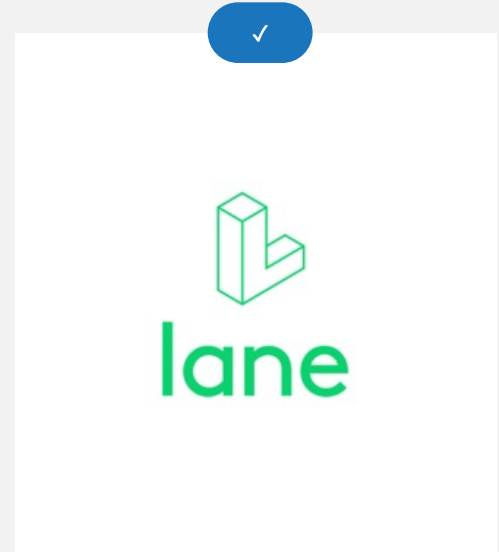
We invested in Alate and the ventures in 2018 and have since established a successful track record. We are currently fundraising for a new Alate fund, and expect to maintain a 25% ownership in the GP, and earn fees from third party capital upon such fund.



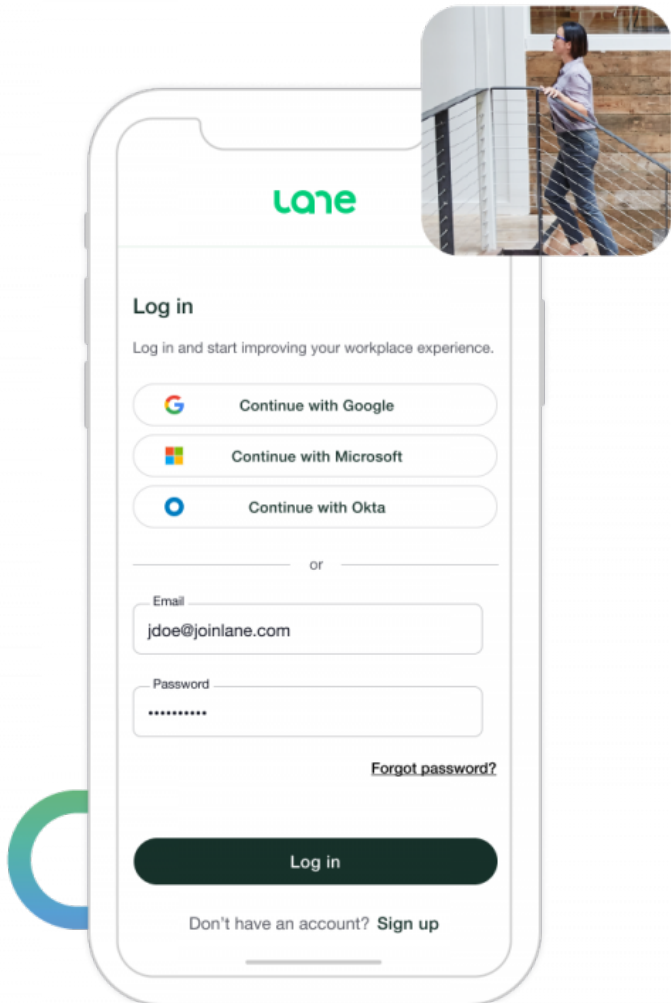
Bird



Branch



Lane



## Case study

# Lane acquired by VTS

Headquartered in Toronto, Lane helps leading property owners and managers unlock the full value of their assets and deliver a superior experience for everyone at their properties. The platform allows tenants to centrally access building information, services, emergency notifications, software and amenities information.

Through our investment in Alate, Dream invested in Lane in a seed round that took place in 2018. Subsequently, Alate raised several rounds of funding to help Lane grow its platforms, and connected Lane with strategic investors and clients that brought unique sector knowledge and market power helped grow Lane’s customer base.

Rolling out Lane’s technologies in Dream’s downtown Toronto portfolio helped Lane materially grow its footprint and revenue base. As an early portfolio adopter, Dream collaborated with Lane on platform improvements to enhance user experience through scheduled feedback sessions. This led to the development of bookable resources and calendar integrations, mobile access control with HID, discount platforms (i.e. Laneperks), and advanced HVAC integration. As of 2021, Dream has enrolled over 1,600 users onto Lane’s platforms.

Lane is now over 100 strong, present in 22 cities across 8 countries, and powers the tenant experience for top global landlords, including Brookfield, Oxford, Hines and Nuveen.

In Oct-2021, Lane entered into an agreement to be acquired by VTS, a leading leasing, marketing, asset management and tenant management real estate platform. Dream Office participated in an exit at a significantly higher valuation than our initial investment.



1

## Smaller Floor Plate

Tenants can easily lease the entire floor and do not have to share space or bathrooms with others

2

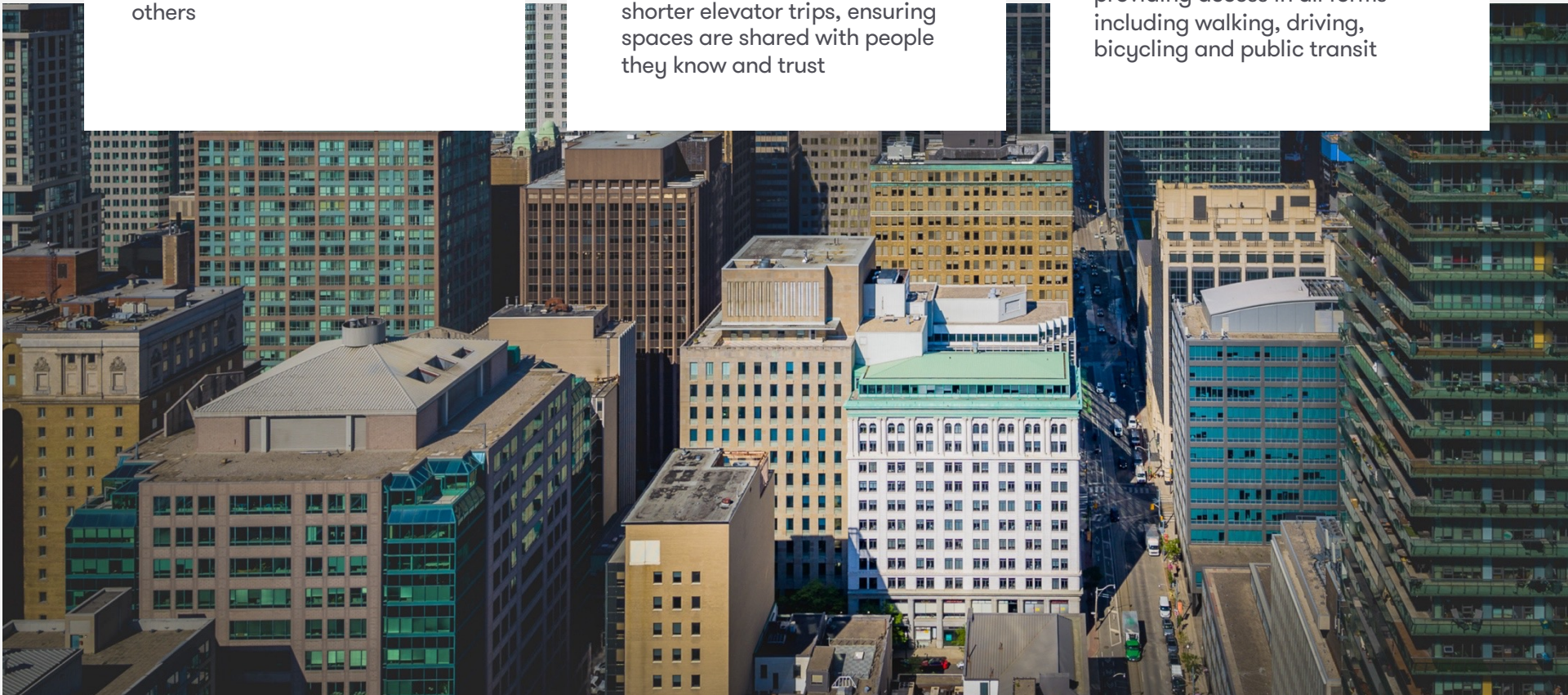
## Lower Rise Buildings

Our lower-rise office buildings have a smaller number of people and provide occupants with shorter elevator trips, ensuring spaces are shared with people they know and trust

3

## Very Well Located

Our assets are well located in the heart of the downtown core, providing access in all forms including walking, driving, bicycling and public transit





## Return to Operations Plans: Supporting our Tenants to Return to Work Safely

In 2021, Dream Office was recognized as Canada’s largest commercial portfolio to earn the WELL Health-Safety Rating for 25 buildings across Canada totalling 4.6 million square feet. Our property management teams have implemented a wide range of protocols and design solutions to ensure a safe and healthy return as part of our Return to Operations plans for tenants. This includes upgraded air filtration systems, UV lights, behavioural and directional signage, enhanced cleaning protocols and reducing contact with high-touch surfaces, which all meet rigorous and thorough criteria set out by the International WELL Building Institute.



### Case study

## WELL Health-Safety Rating

In May 2021 we were recognized as Canada’s **LARGEST** office portfolio to be WELL Health-Safety rated by IWBI for 25 buildings across Canada totalling 4.6 million square feet (>85% of our Canadian portfolio).



### Forward looking information

This investor presentation may contain forward-looking information within the meaning of applicable securities legislation, including but not limited to statements regarding our objectives and strategies to achieve those objectives; our ability to increase the desirability, occupancy and liquidity of our buildings; the effect of building improvements on tenant experience and building quality and performance; the future composition and quality of our portfolio; opportunities for intensification, redevelopment and value creation; future development plans and costs; our leasing pipeline; renewal and leasing assumptions; the environmental impact of our operations; our sustainability targets, including achieving net zero greenhouse gas emissions by 2035 and making our buildings more sustainable; our goal of reporting on responsible investment activities starting in 2023; our diversity targets; our ability to achieve building certifications; debt maturity and future financing; our expectations regarding a new Alate fund; our capital allocation strategy and target returns; and our overall financial performance, profitability and liquidity for future periods and years. Forward-looking statements generally can be identified by words such as “outlook”, “objective”, “may”, “will”, “would”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “should”, “could”, “likely”, “plan”, “project”, “budget” or “continue” or similar expressions suggesting future outcomes or events. Forward-looking information is based on a number of assumptions and is subject to a number of risks and uncertainties, many of which are beyond Dream Office REIT’s control, which could cause actual results to differ materially from those that are disclosed in or implied by such forward-looking information. These risks and uncertainties include, but are not limited to, general and local economic and business conditions; the uncertainties around the timing and amount of future financings; uncertainties surrounding the COVID-19 pandemic; the financial condition of tenants; our ability to refinance maturing debt; leasing risks, including those associated with the ability to lease vacant space; rental rates on future leasing; and interest and currency rate fluctuations. Our objectives and forward-looking statements are based on certain assumptions, including that the general economy remains stable, interest rates remain stable, conditions within the real estate market remain consistent, that government restrictions due to COVID-19 on the ability of us and our tenants to operate their businesses at our properties will continue to ease and will not be re-imposed in any material respects, competition for acquisitions remains consistent with the current climate, and that the capital markets continue to provide ready access to equity and/or debt. All forward-looking information in this investor presentation speaks as of the date of this investor presentation. Dream Office REIT does not undertake to update any such forward-looking information whether as a result of new information, future events or otherwise except as required by law. Additional information about these assumptions and risks and uncertainties is contained in Dream Office REIT’s filings with securities regulators, including its latest annual information form and MD&A. These filings are also available at Dream Office REIT’s website at [www.dreamofficereit.ca](http://www.dreamofficereit.ca).

### Non-GAAP Financial Measures, Ratios and Supplementary Financial Measures

The Trust’s consolidated financial statements are prepared in accordance with International Financial Reporting Standards (“IFRS”). In this investor presentation, as a complement to results provided in accordance with IFRS, the Trust discloses and discusses certain non-GAAP financial measures and ratios including NAV, available liquidity, leverage (also known as net total debt-to-net total assets), unencumbered assets and IRR, as well as other measures discussed elsewhere in this presentation. These non-GAAP financial measures and ratios are not standardized financial measures under IFRS and might not be comparable with similar measures disclosed by other issuers. The Trust has presented such non-GAAP measures and non-GAAP ratios as Management believes they are relevant measures of the Trust’s underlying operating performance and debt management. Certain additional disclosures such as the composition, usefulness and changes, as applicable, of the non-GAAP financial measures and ratios included in this presentation have been incorporated by reference from the management’s discussion and analysis of the financial condition and results from operations of the REIT for the three months and year ended December 31, 2021, dated February 17, 2022 (the “MD&A for the fourth quarter of 2021”) and can be found under the section “Non-GAAP Financial Measures and Ratios” and respective sub-headings labelled “Level of debt (net total debt-to-net total assets)”, “Available Liquidity” and “Net asset value (“NAV”) per Unit”. The composition of supplementary financial measures included in this presentation have been incorporated by reference from the MD&A for the fourth quarter of 2021 and can be found under the section “Supplementary financial measures and ratios and other disclosures”. The MD&A for the fourth quarter of 2021 is available on SEDAR at [www.sedar.com](http://www.sedar.com) under the Trust’s profile and on the Trust’s website at [www.dreamofficereit.ca](http://www.dreamofficereit.ca) under the Investors section. Non-GAAP measures should not be considered as alternatives to net income, net rental income, cash flows generated from (utilized in) operating activities, cash and cash equivalents, total assets, non-current debt, total equity, or comparable metrics determined in accordance with IFRS as indicators of the Trust’s performance, liquidity, leverage, cash flow, and profitability.



Feel free to contact us should you have any questions

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**CFO**  
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**Michael J. Cooper**

Chairman & CEO

**Service:** 26 Years

**Industry Experience:** 34 Years

Founded Dream Asset Management, Dream Office REIT, Dream Industrial REIT, Dream Global REIT, Dream Impact Trust

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**Jay Jiang**

CFO

**Service:** 8 Years

**Industry Experience:** 15 Years

**Former Experience:**

Corporate Development & Strategy - Dream, Equity Research - BMO Capital markets, Manager - Ernst & Young LLP

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**Gordon Wadley**

COO

**Service:** 11 Years

**Industry Experience:** 17 Years

**Former Experience:**

Leasing - Dream Office, CBRE



**Detlef Bierbaum**

Independent



**Donald Charter**

Independent



**Michael J. Cooper**



**Jane Gavan**



**Robert Goodall**

Independent



**The Hon. Dr. Kellie Leitch**

Independent



**Karine MacIndoe**

Independent



**Qi Tang**

Independent



## 24% IRR\*\* delivered to unitholders since our creation in 2003.

We grew the REIT quickly and in 2007, we saw an opportunity to crystalize a premium value, selling two-thirds of our business and returning more than 100% of our unitholders' investment.

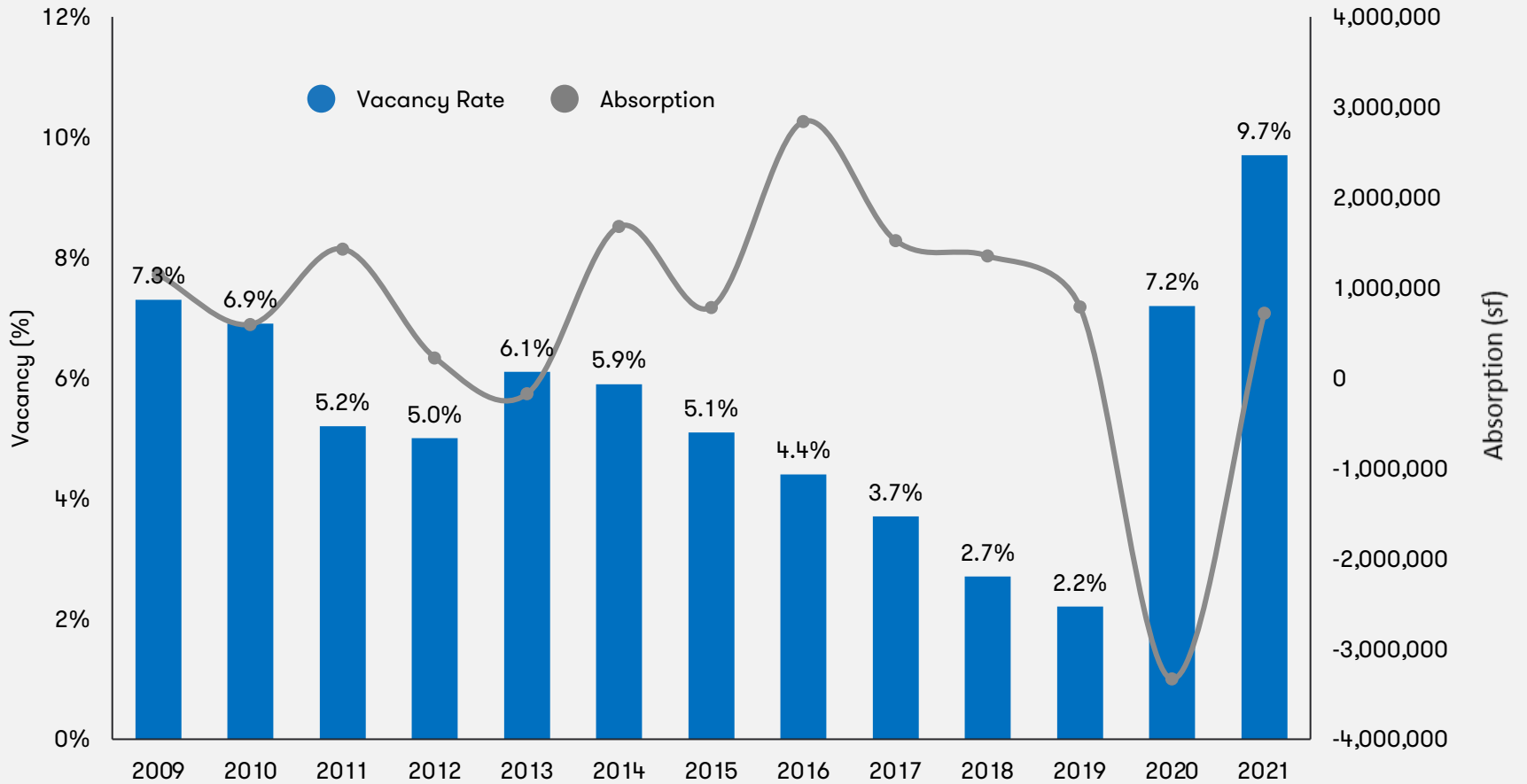
After the global financial crisis, we grew again, becoming the third largest REIT in Canada. In 2016, during the oil crisis, we successfully delivered on an aggressive strategic plan to become a downtown Toronto office REIT with approximately 82% of our assets currently located in this market. Over the last five years, we have created one of the highest quality commercial REITs in Canada.

<div data-bbox="193 749 338 799" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2021</div> <div data-bbox="401 749 1541 806" style="margin-left: 20px;">Received inaugural GRESB rating (91/100), obtained the WELL Health-Safety Certification from the WIBI, and committed to Net Zero Asset Managers alongside Dream Group of companies.</div>				
<div data-bbox="193 882 338 932" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2020</div> <div data-bbox="185 963 448 1025" style="margin-top: 10px;">Approval for 250 Dundas Redevelopment</div>	<div data-bbox="537 882 681 932" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2019</div> <div data-bbox="537 963 807 1063" style="margin-top: 10px;">&gt;\$100 million Redevelopment &amp; Dream Collection Program</div>	<div data-bbox="884 882 1029 932" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2018</div> <div data-bbox="884 963 1126 1063" style="margin-top: 10px;">\$341M of Unit Repurchases / \$300M Asset Sales</div>	<div data-bbox="1232 882 1377 932" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2017</div> <div data-bbox="1232 963 1425 1063" style="margin-top: 10px;">\$649M of Unit Repurchases / \$2.3B Asset Sales</div>	<div data-bbox="1561 882 1705 932" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2016</div> <div data-bbox="1561 963 1727 1025" style="margin-top: 10px;">Strategic Plan Announcement</div>
<div data-bbox="193 1110 338 1160" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2012</div> <div data-bbox="185 1192 351 1296" style="margin-top: 10px;">Scotia Plaza &amp; Whiterock REIT Acquisition</div>	<div data-bbox="537 1110 681 1160" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2011</div> <div data-bbox="537 1192 734 1296" style="margin-top: 10px;">Blackstone / Slate Portfolio Acquisition</div>	<div data-bbox="884 1110 1029 1160" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2010</div> <div data-bbox="884 1192 1078 1259" style="margin-top: 10px;">Realex Properties Corp. Acquisition</div>	<div data-bbox="1232 1110 1377 1160" style="background-color: #0070C0; color: white; border-radius: 15px; padding: 5px; display: inline-block;">2007</div> <div data-bbox="1232 1192 1410 1220" style="margin-top: 10px;">GE Transaction*</div>	<div data-bbox="1561 1110 1783 1175" style="background-color: white; color: #0070C0; border-radius: 15px; padding: 5px; display: inline-block;">2003 - IPO</div>

\* Sale of 2/3 of portfolio to GE and distributions to unitholders  
\*\* Total return calculation includes distributions and the latest reported NAV



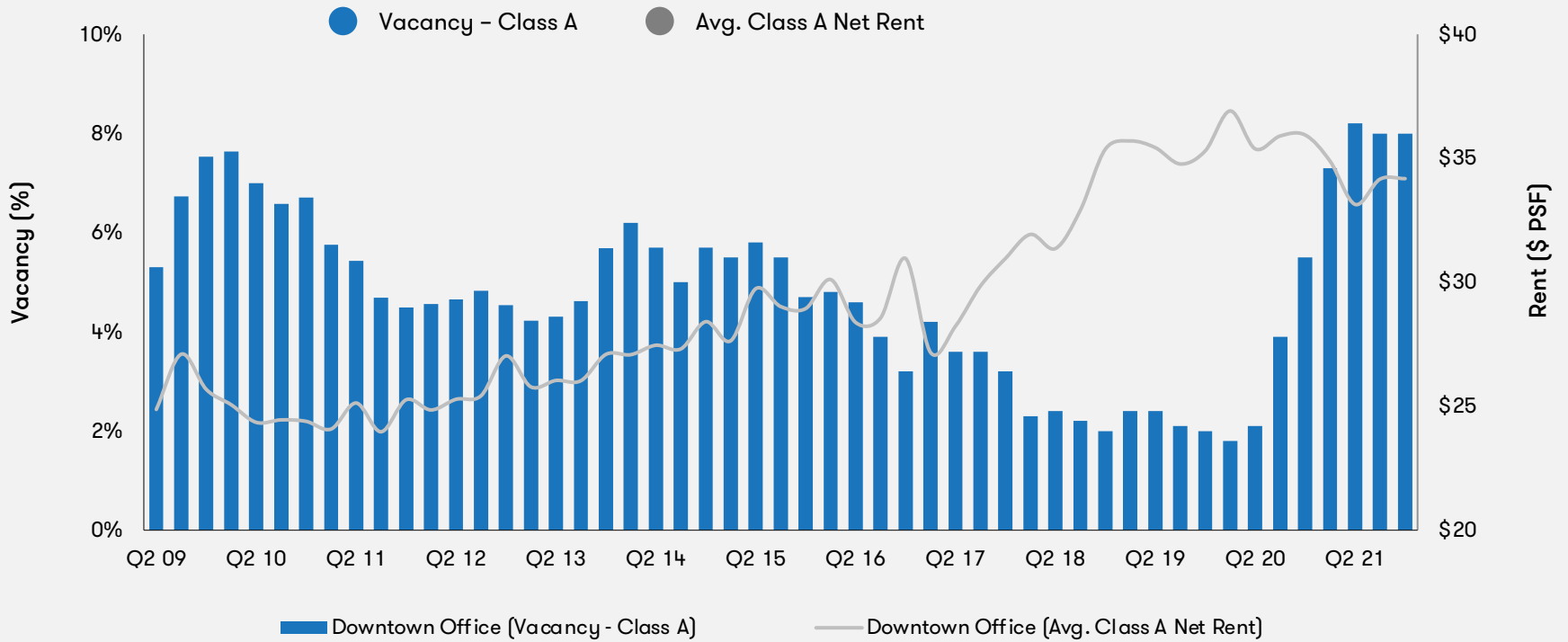
### Historical Vacancy and Absorption\*



2021 data updated as at Q4 2021  
\*Source: CBRE



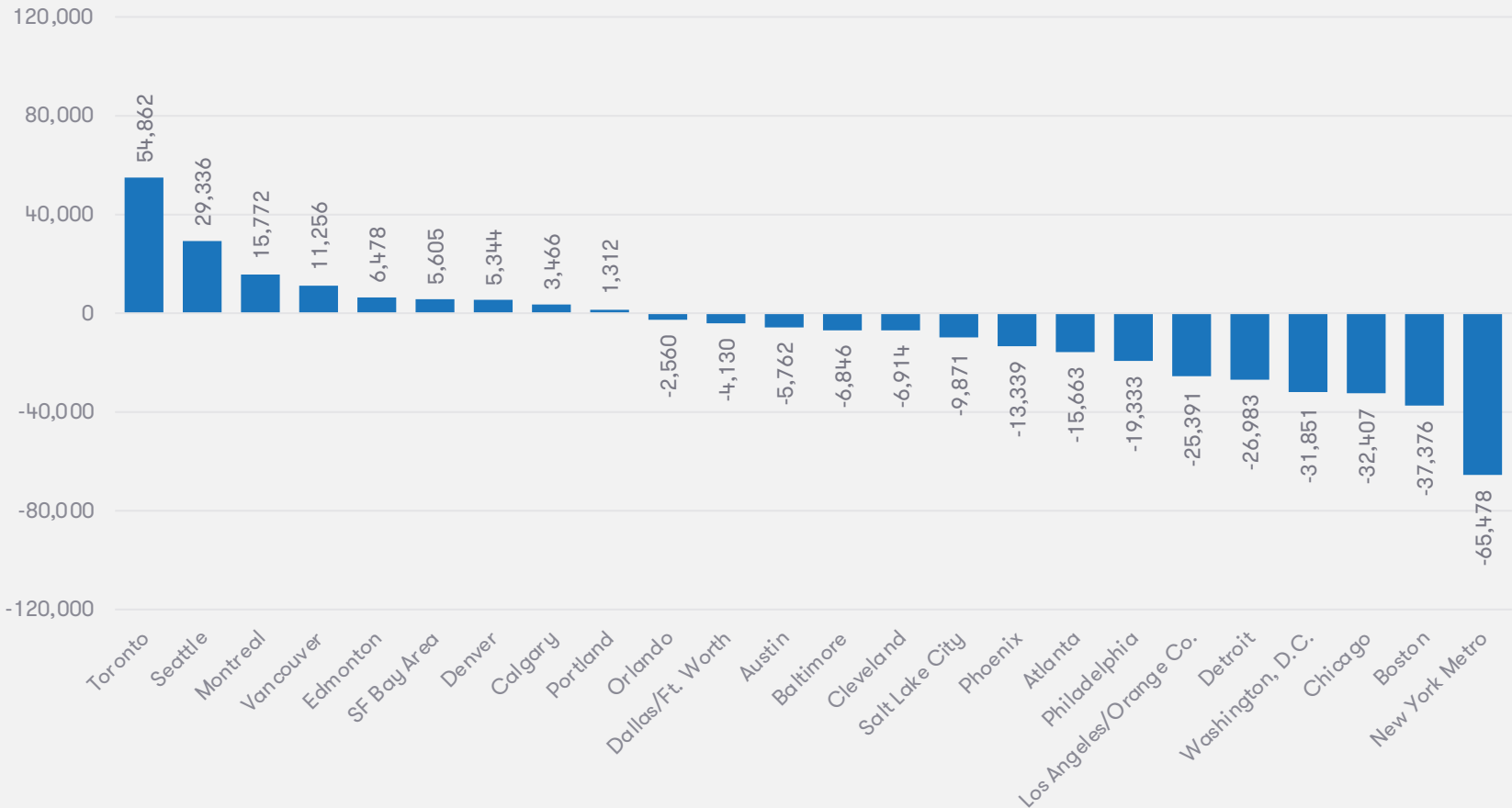
### Historical Class A Vacancy & Rent Growth\*



2021 data updated as at Q4 2021  
\*Source: CBRE



## Toronto added 55,000 more tech talent jobs than graduates between 2016-2020



\*Source: CBRE 2021 Scoring Tech Talent.

Brain gain and brain drain calculated as the difference between tech degrees given in a city between 2015-2019 and tech jobs added between 2016-2020.