

# Investor Presentation

June 2021



Imagine

# Disclaimer

## General

You are advised to read this disclaimer carefully before reading, accessing or making any other use of the information included herewith. These materials are not an offer or the solicitation of an offer to purchase any securities or make any investment. This presentation includes information about Tricon Residential Inc. and its subsidiaries and investees (together, the “Company”) as of March 31, 2021, unless otherwise stated. These materials should be reviewed in conjunction with the Company’s Financial Statements and Management Discussion and Analysis for the periods ending March 31, 2021 and are subject to the detailed information and disclaimers contained therein. All dollar amounts are expressed in U.S. Dollars unless otherwise stated.

The Company measures the success of its business in part by employing several key performance indicators that are not recognized under IFRS including net operating income (“NOI”), funds from operations (“FFO”), core funds from operations (“core FFO”), adjusted funds from operations (“AFFO”), and assets under management (“AUM”). These indicators

## Forward-Looking Statements

This presentation may contain forward-looking statements and information relating to expected future events and the Company’s financial and operating results and projections, including statements regarding the Company’s growth and performance goals and expectations, including, in particular, targeted returns, expected future performance, and growth projections, that involve risks and uncertainties. Such forward-looking information is typically indicated by the use of words such as “will”, “may”, “expects” or “intends”. The forward-looking statements and information contained in this presentation include statements regarding the Company’s strategic priorities; expected or targeted financial and operating performance including project timing, projected cash flow; projected NOI and other projected performance metrics; the ability of the Company to extend debt maturities and refinance debt; the ability to attract third-party investment and the current private fundraising pipeline FFO growth and the potential drivers of that growth; expectations for the growth in the business; the availability and quantum of debt reduction opportunities and the Company’s ability to avail itself of them; improvements to the Company’s financial reporting, the acquisition and development plan of the Queen & Ontario project; the Company’s future balance sheet composition; the anticipated quantum and availability of leverage to facility home acquisitions; the anticipated value of the Company’s assets and managed portfolios; the potential up-size of the Homebuilder Direct JV; the Company’s acquisition program and the anticipated pace and number of home acquisitions; Tricon’s growth strategies and projections for its single-family rental business; and the Company’s capital raising targets and anticipated future investment vehicles. These statements reflect the Company’s current intentions and strategic plans however, the items noted may not occur in line with the Company’s expectations or at all. These statements are based on management’s current expectations, intentions and assumptions which management believes to be reasonable having regard to its understanding of prevailing market conditions and the current terms on which investment opportunities may be available

should not be considered an alternative to IFRS financial measures, such as net income. As non-IFRS financial measures do not have standardized definitions prescribed by IFRS, they are less likely to be comparable with other issuers or peer companies. A description of the non-IFRS measures used by the Company in measuring its performance is included in its Management Discussion and Analysis available on the Company’s website at [www.triconresidential.com](http://www.triconresidential.com) and on SEDAR at [www.sedar.com](http://www.sedar.com).

This presentation may contain information and statistics regarding the markets in which the Company and its investees operate. Some of this information has been obtained from market research, publicly available information and industry publications. This information has been obtained from sources believed to be reliable, but the accuracy or completeness of such information has not been independently verified by the Company and cannot be guaranteed. Disclosure of past performance is not indicative of future results.

In regards to the strategic goals and targets presented herein, these are based on the assumed impact of the growth drivers, proposed transactions, and sources of cash flow described and on the assumption that other drivers of performance will not deteriorate over the relevant period. There can be no assurance that such growth drivers, transactions or cash flow will occur, be realized, or have their anticipated impact and therefore no assurance that actual performance will align with the Company’s targets.

Projected returns and financial performance are based in part on projected cash flows for incomplete projects as well as future company plans. Numerous factors, many of which are not in the Company’s control, and including known and unknown risks, general and local market conditions and general economic conditions (such as prevailing interest rates and rates of inflation) may cause actual performance and income to differ from current projections. Accordingly, although we believe that our anticipated future results, performance or achievements expressed or implied by the forward-looking statements and information are based upon reasonable assumptions and expectations, the reader should not place undue reliance on forward-looking statements and information. If known or unknown risks materialize, or if any of the assumptions underlying the forward-looking statements prove incorrect, actual results may differ materially from management expectations as projected in such forward-looking statements. Examples of such risks are described in the Company’s continuous disclosure materials from time-to-time, as available on SEDAR at [www.sedar.com](http://www.sedar.com). The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by applicable law.

Tricon Residential is an owner and operator of a growing portfolio of over 31,000 single-family rental homes and multi-family rental apartments in the United States and Canada with a primary focus on the U.S. Sun Belt. Our commitment to enriching the lives of our residents and local communities underpins Tricon's culture and business philosophy. We strive to continuously improve the resident experience through our technology-enabled operating platform and innovative approach to rental housing. At Tricon Residential, we imagine a world where housing unlocks life's potential.



Note: The above photos may not be representative of all Tricon investment properties.

Our mission is to provide quality housing for families across North America and to generate strong risk-adjusted returns for our public and private investors

TSX: TCN



**1988** Founded

**23,502** Single-Family Rental (“SFR”) Homes

**C\$2.5B** Market Capitalization

**2010** Listed (TSX)

**7,789** Stabilized Multi-Family Rental Apartments

**2.2%** Dividend Yield (C\$0.07/Quarter)

**33** Years of Investing In Communities

**3,720** Multi-Family Rental Apartments Under Development

**17%**<sup>1</sup> Annualized Growth In Book Value Per Share Since Entering SFR In 2012

All data presented as at December 31<sup>st</sup>, 2020. Share price is as of May 31<sup>st</sup>, 2021. All figures in U.S. dollars unless otherwise indicated.

1. Annualized growth in book value per share is calculated based on CAD book value since Tricon entered the Single Family Rental sector in Q1 2012.

# Our Evolution as a Rental Housing Company



1988

2010

2012

2017

2018

2019

2020

2021



Founded with a focus on providing equity to developers

Listed on the TSX with an Initial Public Offering of \$60M CAD

Entered U.S. Single-family rental business

Acquisition of Silver Bay Trust for \$1.4B

Formed \$2B SFR joint venture to acquire ~10,000 homes

\$450M JV formed with ASRS to pursue B2R communities

---  
Acquisition of \$1.3B U.S. multi-family portfolio

Internalized U.S. multi-family asset management & Canadian multi-family property management

---  
\$300M Preferred Equity investment led by Blackstone Real Estate Investment Trust

---  
Closed a 6 year \$553M securitization at a coupon of 2.34%

---  
Closed a 7 year \$441M securitization at a coupon of 1.83%

Formed \$1.3B JV and re-capitalized U.S. multi-family portfolio

---  
Formed \$1.1B (C\$1.4B) Toronto multi-family development JV with CPP Investments

---  
Formed \$1.5B single-family rental Homebuilder Direct JV

# Our Strategic Vision

Tricon generates predictable cash flow from rental assets and enhances its investment returns with contractual fees earned from managing third-party capital.



## Predictable Rental Income

Generate recurring rental income from single-family and multi-family rental properties.

## Access to Strategic Capital

Raise third-party capital to enhance scale and improve operational efficiency, reduce balance sheet exposure to development activities, and drive return on equity with incremental fee income.

## Centralized Operating Platform

Leverage operating synergies and innovation across single-family and multi-family portfolios.

# Our Purpose Statement and Guiding Principles



## Our Purpose Statement

Imagine a world where housing unlocks life's potential

## Our Guiding Principles

- Go above and beyond to enrich the lives of our residents
- Commit to and inspire excellence in everything we do
- Ask questions, embrace problems, thrive on the process of innovation
- Do what is right, not what is easy
- Elevate each other so together we leave an enduring legacy

# The U.S. Sun Belt – A Vast Rental Housing Opportunity

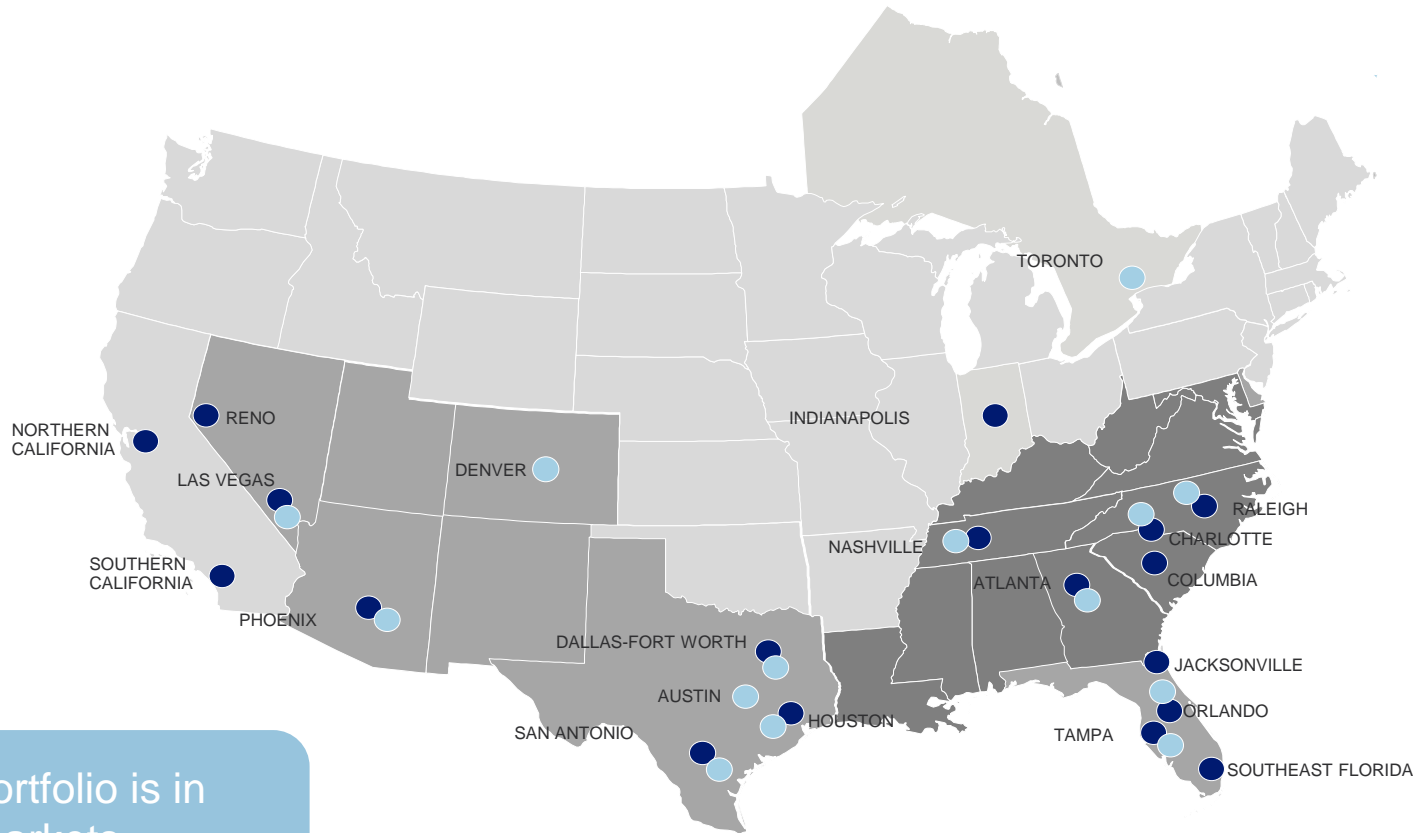
The U.S. Sun Belt is home to about ~40% of all U.S. households, and is expected to see ~60% of the growth in U.S. households from 2016-2025.

## Projected population growth from 2016-2025

- <10%
- 10% to 20%
- 20%+

## Tricon's Rental Portfolio

- Single-Family Rental
- Multi-Family Rental



96% of our rental portfolio is in the U.S. Sun Belt markets



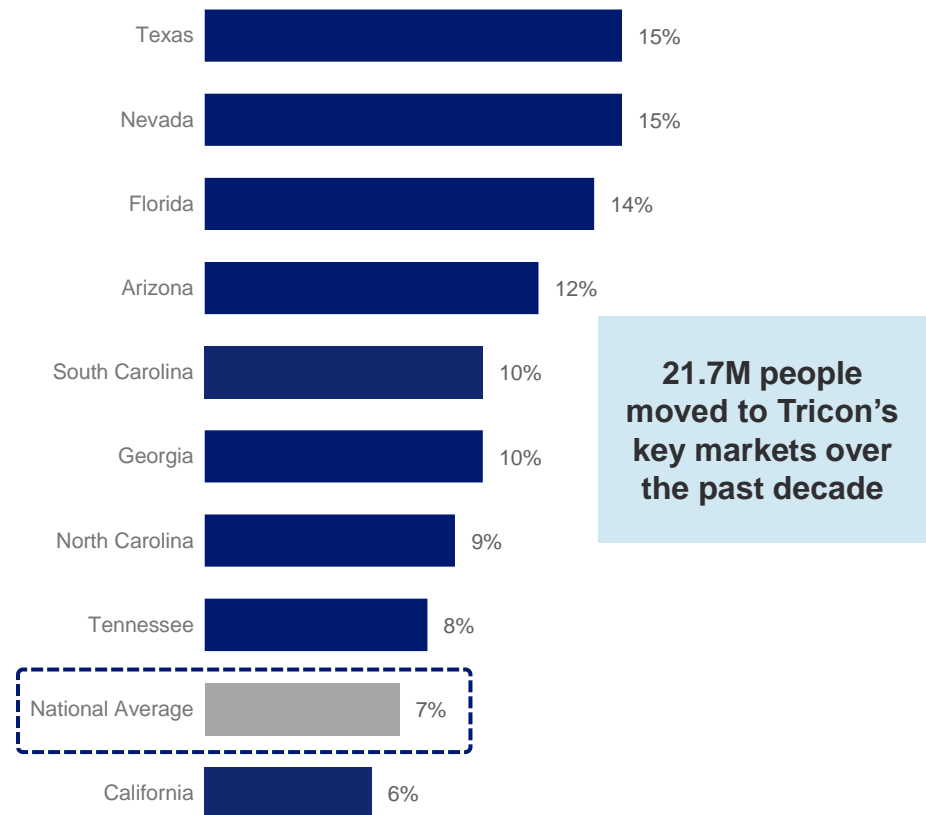
# Long-term Trends Support Tricon's Investment Strategy

Well-established migration trends support Tricon's Sun Belt middle-market strategy.

## Sun Belt Migration

- States where Tricon operates experienced population growth of 11% over the past decade on average, 400 bps above the national average
- We expect these migration trends to continue as Americans move to markets with superior job growth, lower taxes, more affordable living options and better weather

## Population Growth from 2010 to 2020 in Tricon's Key Markets<sup>1</sup>



1. U.S. Census Data, April 26<sup>th</sup>, 2021

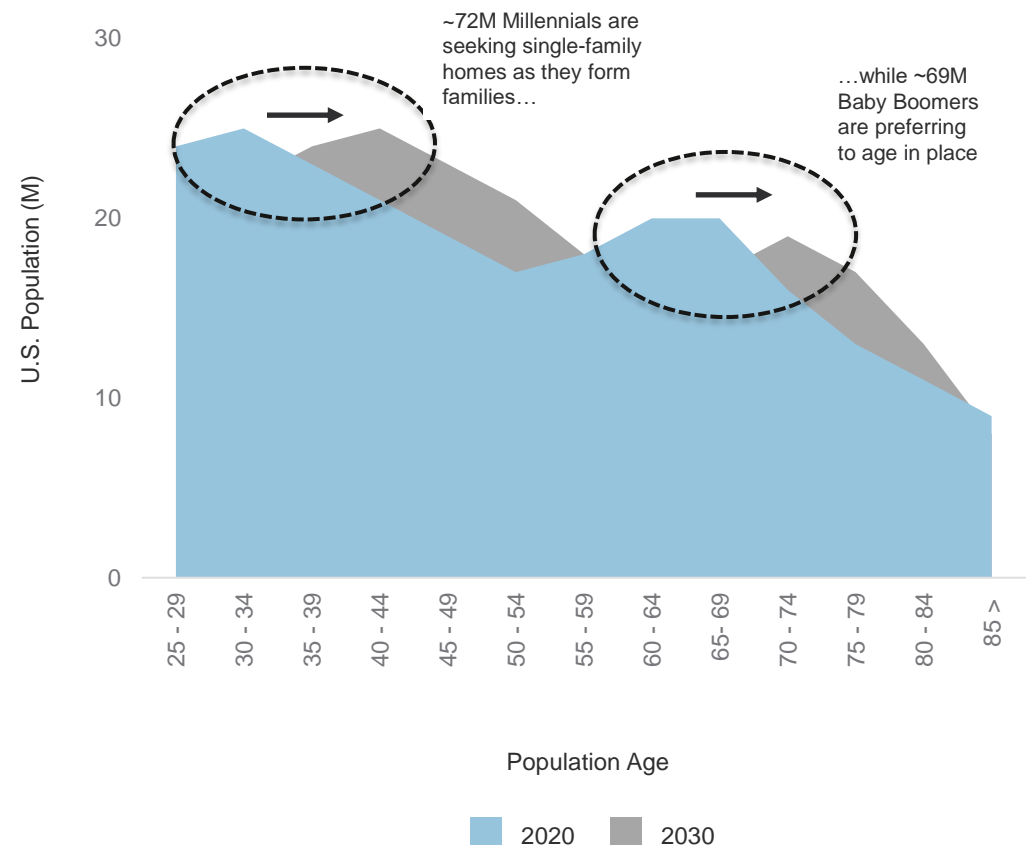
# Long-term Trends Support Tricon's Investment Strategy

Demographic shifts are driving demand for Tricon's single-family rental homes.

## Demographic Shifts

- The large Millennial and Baby Boomer demographic cohorts are the key drivers of demand for single-family housing
  - Millennials are reaching the peak of their family-forming years from 2020 to 2030, and are seeking more space, proximity to schools and parks, and other lifestyle benefits of single-family homes
  - Baby Boomers are preferring to age in place, with occupancy declining in seniors housing due to concerns related to COVID-19

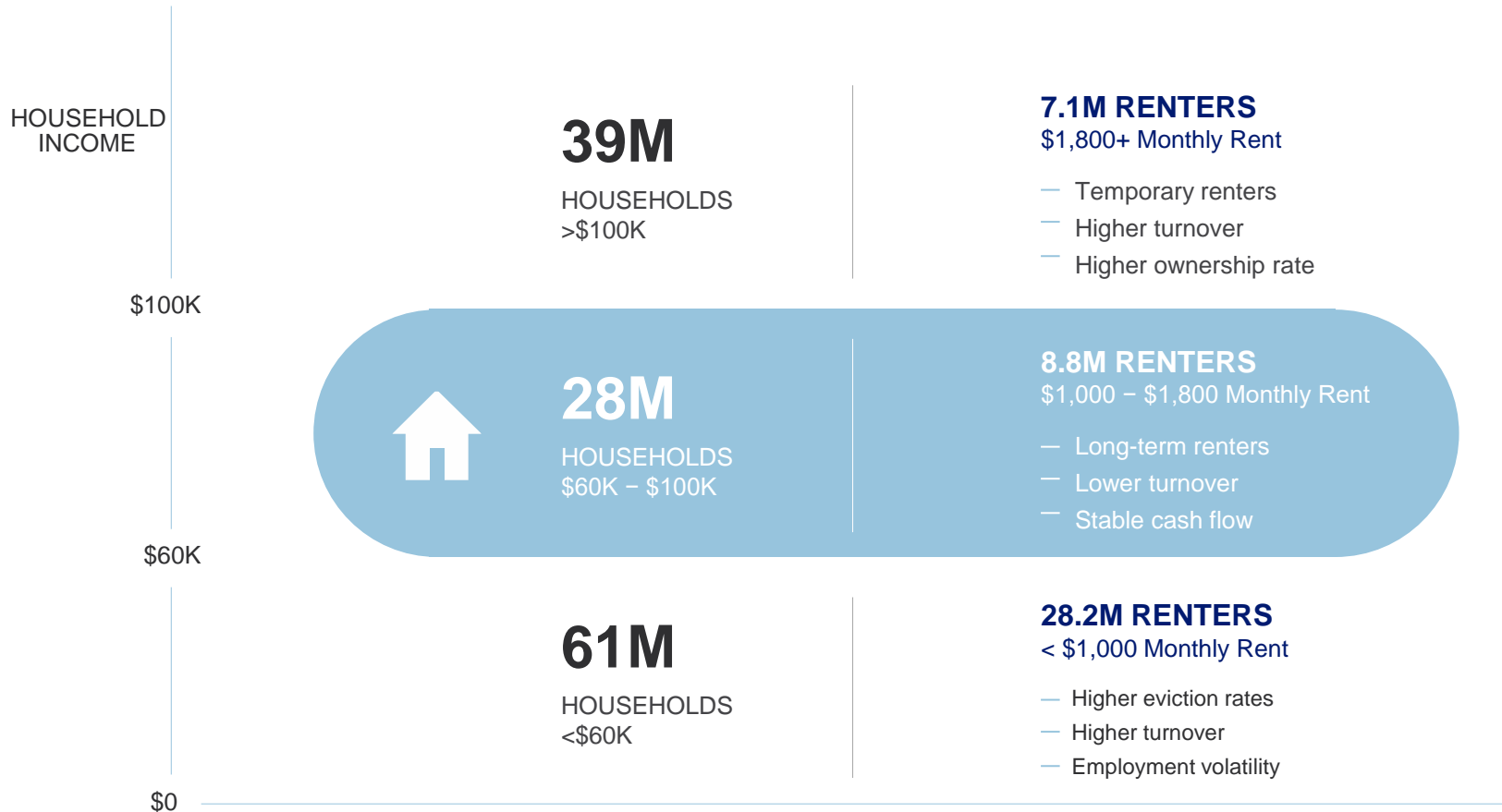
## Family-age Millennials and Baby Boomers are Driving Housing Demand<sup>1</sup>



1. U.S. Census Data, April 26<sup>th</sup>, 2021

# Tricon's Middle Market Focus

Tricon's U.S. rental strategy is focused on serving the middle market, an addressable market of almost 9 million households with strong long-term rentership fundamentals.



Source: US Census Bureau, management estimates

# Our People

A dynamic, high-performing team of industry leaders and housing experts leading ~700 dedicated employees across Toronto, Orange Country, San Francisco, Houston, and other local field offices.



**Gary Berman**  
President & CEO



**Wissam Francis**  
EVP & Chief Financial Officer



**David Berman**  
Executive Chairman  
& Co-Founder



**Geoff Matus**  
Co-Founder



**Jonathan Ellenzweig**  
Chief Investment Officer



**Kevin Baldrige**  
Chief Operating Officer



**Sherrie Suski**  
Chief People Officer



**David Veneziano**  
Chief Legal Officer



**Andy Carmody**  
Managing Director



**Andrew Joyner**  
Managing Director



**Wojtek Nowak**  
Managing Director,  
Capital Markets



**Evelyne Dubé**  
Managing Director,  
Private Funds



**John English**  
Head of Development  
Canada



**Alan O'Brien**  
EVP, Operations



**Douglas Quesnel**  
Chief Accounting Officer



**Sandra Pereira**  
SVP, Head of Tax Services



**David Mark**  
Managing Director, Finance



**Gina McMullan**  
SVP, Corporate Reporting

# Technology & Innovation

Technology and innovation are at the core of our success. Our tech-enabled operating platform allows us to scale our business, drive operating efficiencies and continuously improve our resident experience.

## Asset Management

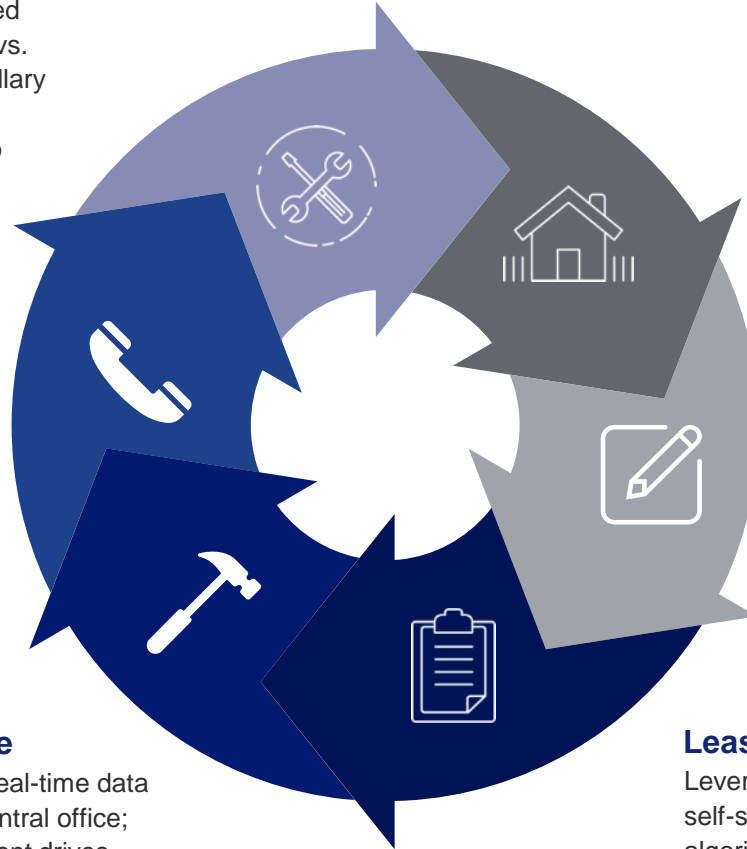
Revenue optimization tools used to balance rent vs. occupancy vs. time on market; dedicated ancillary revenue team are continually adding new service offerings to benefit residents and drive revenue growth.

## Call Center

Intelligent Virtual Agents streamline resident inquiries ranging from new leases to service requests; centralized administration and oversight of repair and maintenance results in efficient repairs.

## Repair & Maintenance

TriForce platform enables real-time data sharing by field staff and central office; mobile inventory management drives efficiency for maintenance techs.



## Acquisitions

TriAD acquisitions platform filters millions of listings per year, ranks homes against key criteria, and standardizes hundreds of key underwriting steps, enabling the team to convert listings to offers in minutes.

## Resident Underwriting

Statistical screening model used to qualify residents, drive retention and reduce turnover costs.

## Leasing

Leverage 360-degree online tours, self-showing technology, and algorithmic lead scoring in order to maximize prospect conversion.

# Our Single-Family Rental Portfolio

Tricon operates one of the largest portfolios of single-family rental homes in the U.S. Sun Belt.

23,502  
Total Homes

1,625 SF  
Avg. Home Size

\$1,483  
Avg. Monthly Rent

\$0.91  
Avg. Monthly Rent / SF

1994  
Avg. Vintage

\$179,000  
Avg. Home Value



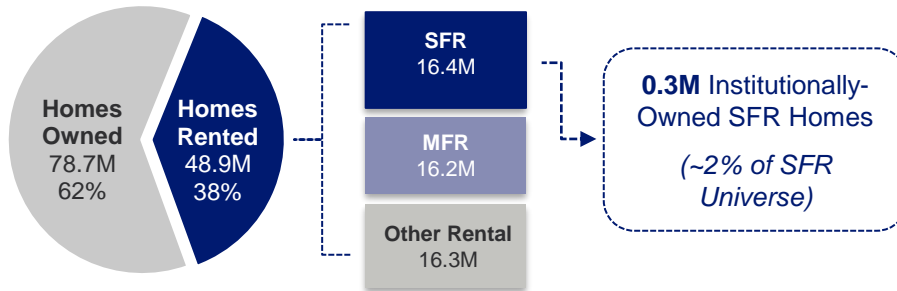
Note: Homes depicted may not represent all homes in the portfolio.

# SFR Represents a Vast Market Opportunity

Tricon's existing Sun Belt markets present a vast growth opportunity, with a deep supply of resale homes to allow us to potentially acquire up to 5,000 SFR homes per year that meet our acquisition criteria (vs. ~3,200 current run-rate).

## U.S. Market Opportunity

U.S. rental housing is a deep market with institutionally owned single-family rental operators owning ~2% of the SFR universe.



Tricon is well equipped to expand its exposure and increase acquisition volume by leveraging its proprietary acquisition platform to source and underwrite homes that meet its rating criteria, and execute offers on homes within minutes

## Illustrative Acquisition Funnel<sup>1</sup>



## Annual Home Sales in Tricon's Existing Markets<sup>2</sup>

	Atlanta	Charlotte	Columbia	Dallas	Houston	Indianapolis	Jacksonville	Las Vegas	Nashville	Northern California	Orlando	Phoenix	Raleigh	Reno	San Antonio	Southeast Florida	Southern California	Tampa	Total
<b>2020</b>	116,262	38,648	13,831	111,092	97,481	40,728	31,392	44,425	39,739	111,759	47,057	112,831	32,261	8,171	39,374	74,722	192,554	71,346	<b>1,223,673</b>
<b>2019</b>	116,249	37,183	13,745	103,548	90,891	39,968	31,867	46,331	41,041	112,560	50,310	112,390	30,878	8,505	35,949	79,569	194,594	73,829	<b>1,219,407</b>
<b>2018</b>	113,861	35,546	13,506	100,334	87,190	40,037	30,540	48,955	39,332	116,163	50,169	108,244	29,946	8,590	33,583	83,958	195,991	73,179	<b>1,209,124</b>

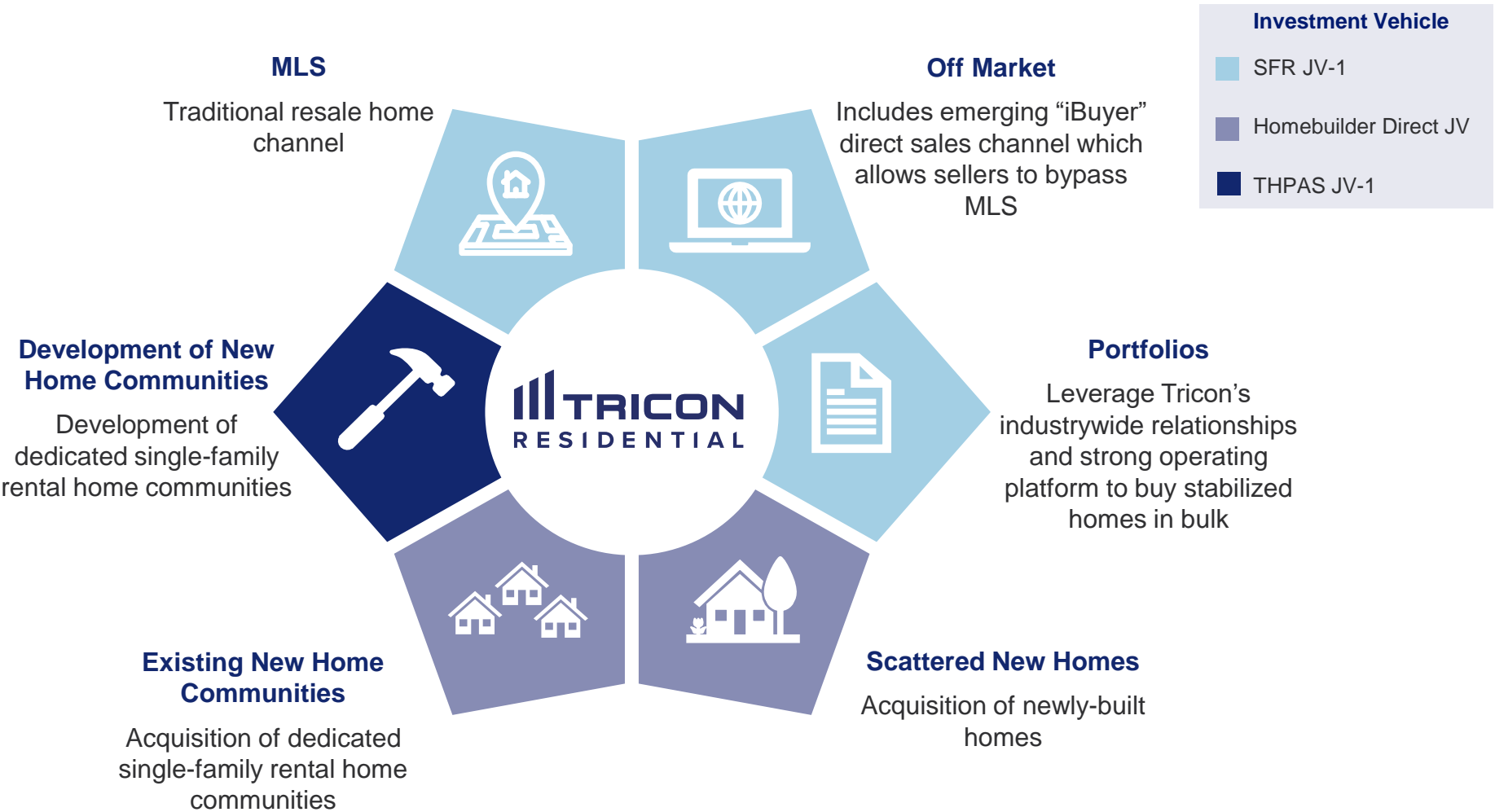
Source: John Burns Real Estate Consulting.

1. Illustrative funnel based on Tricon management estimates.

2. Represents full year home sales in existing markets; excludes potential new markets where Tricon currently operates its multi-family strategy or could expand its single-family strategy in the future.

# SFR Acquisition Channels

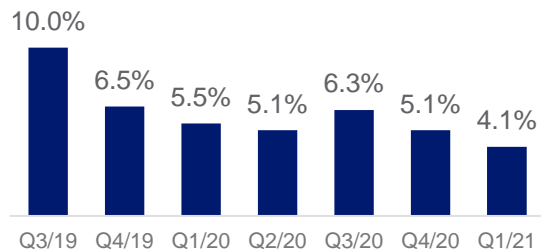
Tricon has expanded its single-family rental acquisition program across multiple channels and formed complementary joint ventures with third-party investors to scale faster.





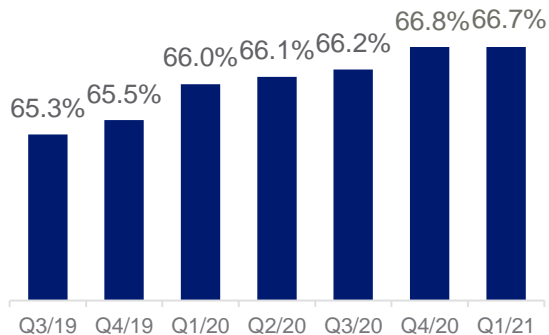
# Single-Family Rental: Consistently Strong Operating Metrics

## Same Home NOI Growth



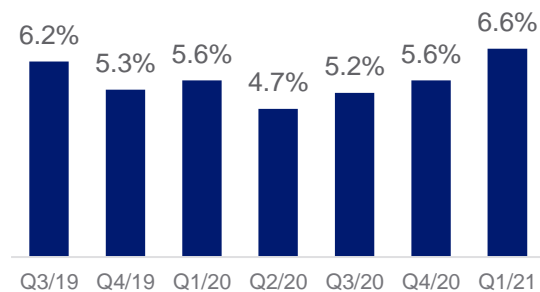
Consistently delivering industry-leading same home NOI growth.

## Same Home NOI Margin



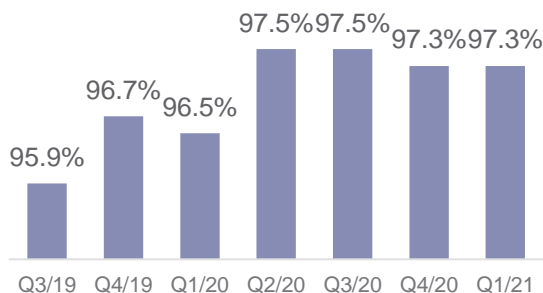
70 bps margin improvement year-over-year due to stringent expense control and strong top-line growth.

## Same Home Average Blended Rent Growth



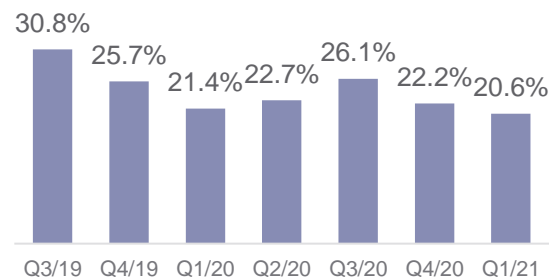
Strong demand and scarcity of available homes enable outsized rent growth, while self-governing on renewals.

## Same Home Occupancy



Sustaining near-record occupancy throughout the pandemic.

## Same Home Annualized Turnover



Continued focus on customer service and resident retention has driven turnover down 80 bps year-over-year.

Note: Metrics reflect Tricon's proportionate share of the managed portfolio and exclude limited partners' interests in the SFR JV-1 portfolio.

# Our U.S. Multi-Family Rental Portfolio

Tricon owns a portfolio of high quality affordably priced suburban garden-style apartments in the U.S. Sun Belt.

23	7,289	966 SF	\$1,212	\$1.25	2012
Properties	Total Units	Avg. Unit Size	Avg. Monthly Rent	Avg. Monthly Rent / SF	Avg. Vintage



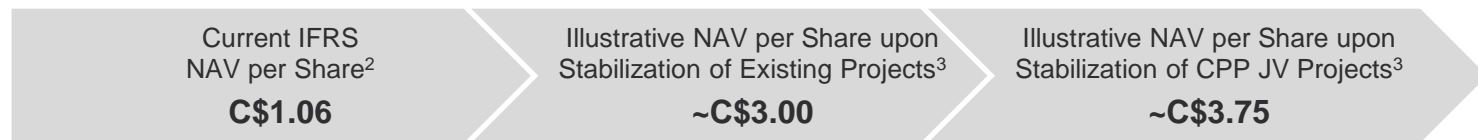
Note: Representative images are of select units and may not represent all properties.

# Canadian Multi-Family Growth Vehicle: JV with CPP

Tricon's \$1.1B (C\$1.4B<sup>1</sup>) JV with CPP Investments provides a path of growth to 7,000 units for our Canadian multi-family portfolio which is projected to be valued close to C\$4.00 per share upon stabilization.



	The Selby	The Taylor	The Ivy	WDL Block 8 <sup>1</sup>	7 Labatt	The James	WDL Blocks 10, 3/4/7, 20 <sup>1</sup>	Downtown East (CPP)	Remaining CPP JV
Suites	500	286	231	770	558	120	1,755	870	1,200 to 2,000
Initial Occupancy	Stabilized	2022	2022	2023	2024	2025	2024-2026	2025	2025+



Note: this information is based on current project plans, which are subject to change.

1. The West Don Lands includes four developments with initial occupancy projected to commence in 2023 and continue through 2026.
2. Current IFRS NAV includes development properties and The Selby.
3. Assumes development yield of 4.75% on cost and market stabilized cap rate for downtown Class A multi-family assets. CPP Investments JV developments are projected at a total cost of C\$1.4B. NAV per share is based on 193M basic shares outstanding.
4. Expected total development cost of the JV's projects.

# Strong Private Fundraising Pipeline

**2021 is poised to be the most prolific year of fundraising in Tricon's history, with \$1B of third-party equity commitments already raised year-to-date. Tricon expects to earn over \$10M of annual asset management fees from fundraising vehicles closed this year.**

Strategy	Single-family Rental	U.S. Multi-family Rental	Canadian Multi-family Rental
<b>Existing Investment Vehicles</b>	<ul style="list-style-type: none"> <li>SFR JV-1 – \$2B JV which is on track to be fully invested by mid-2021</li> <li>Homebuilder Direct – \$1.0 to \$1.5B JV focused on buying new homes from homebuilders</li> </ul>	<ul style="list-style-type: none"> <li>Recently announced syndication of 80% of Tricon's U.S. multi-family portfolio, raising \$432M in equity proceeds</li> </ul>	<ul style="list-style-type: none"> <li>Investment partnerships across 10 development projects</li> <li>Recently announced \$1.1B (C\$1.4B) JV with CPP Investments</li> </ul>
<b>Planned Investment Vehicles</b>	<ul style="list-style-type: none"> <li>SFR JV-2 – Successor vehicle to existing SFR JV-1</li> </ul>	<ul style="list-style-type: none"> <li>Launch of a growth vehicle to acquire multi-family properties in Tricon's Sun Belt markets</li> </ul>	
<b>Projected Financial Impact for Tricon</b>	<p><b>\$1B of third-party equity commitments raised year-to-date with more to come</b></p>		
	<p><b>~\$10M of projected annual asset management fees on investment vehicles raised in 2021</b> (as well as property management, acquisition, development/construction and leasing fees to offset associated overhead expenses, and potential performance fees)</p>		

# Tricon's Balance Sheet Asset Composition

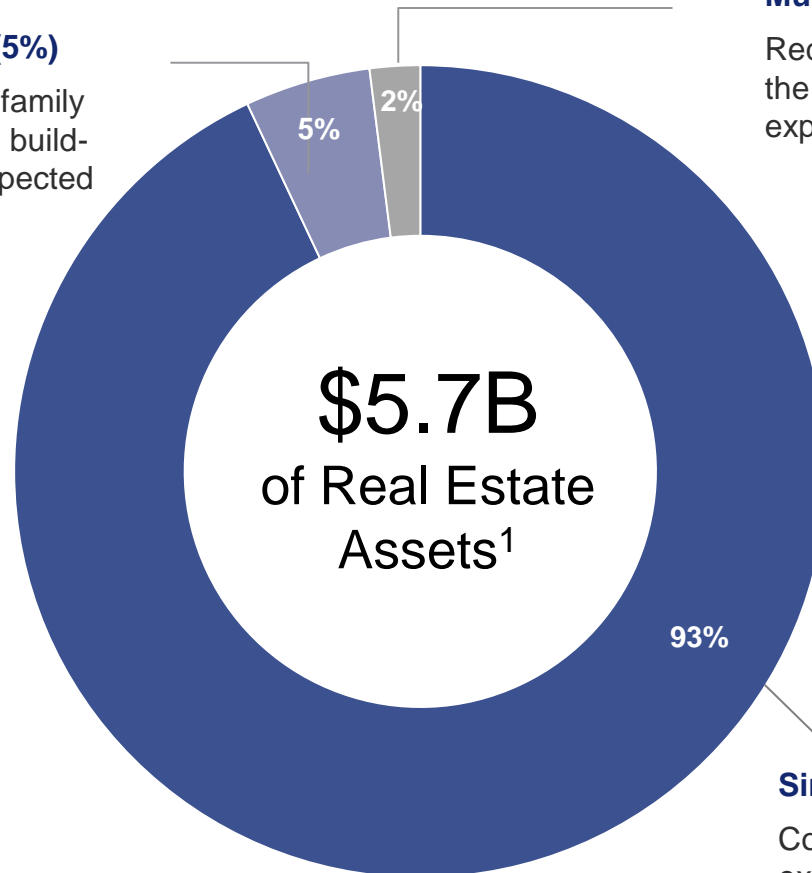
Single-family rental is Tricon's core balance sheet growth strategy and represents more than 90% of our assets following the syndication of the U.S. multi-family rental portfolio.

## Residential Development (5%)

Focused on Canadian multi-family and U.S. single-family rental build-to-rent growth strategies, expected to remain near 5% of assets

## Multi-family Rental (2%)

Reduced to 2% of assets as a result of the recent syndication transaction; expected to remain below 5% of assets



## Single-family Rental (93%)

Core balance sheet growth strategy expected to account for over 90% of our assets

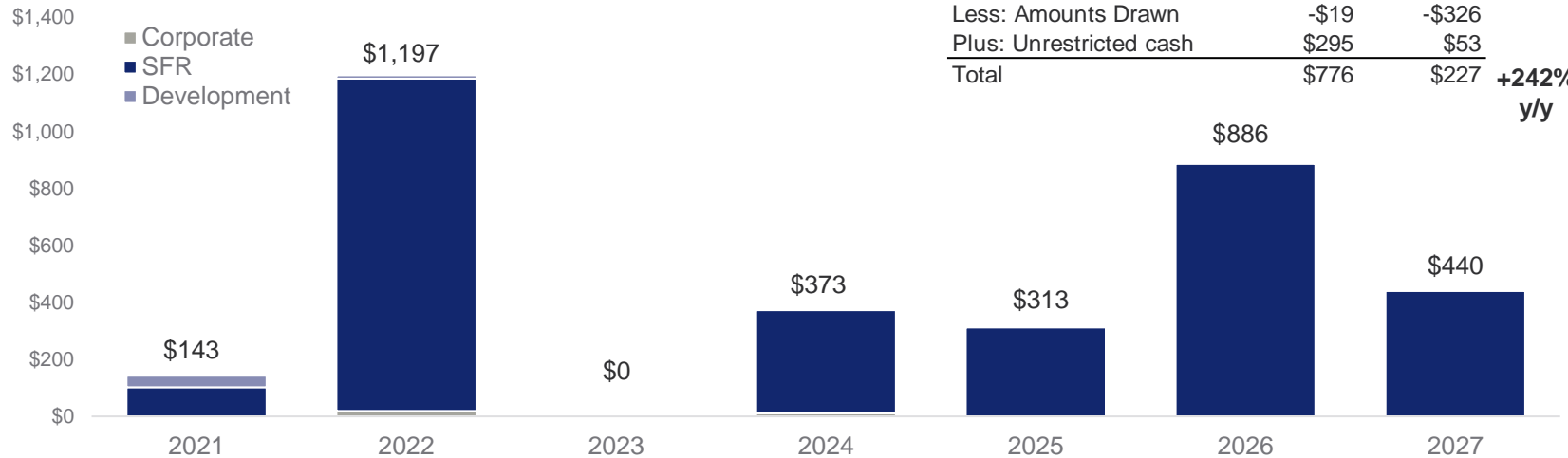
Note: Refer to "General" and "Forward-Looking Statements" on Page 1

1. Total assets based on reported fair market value of consolidated assets as of Q1/21

# Consolidated Debt and Liquidity Profile

**Tricon's liquidity profile has continued to improve significantly compared to last year, and near-term debt maturities present an opportunity to refinance at lower prevailing interest rates.**

## Debt Maturity Schedule (including Tricon's extension options)



## Improved Liquidity Profile (\$M)

	Q1/21	Q1/20	
Credit Facility	\$500	\$500	
Less: Amounts Drawn	-\$19	-\$326	
Plus: Unrestricted cash	\$295	\$53	
<b>Total</b>	<b>\$776</b>	<b>\$227</b>	<b>+242% y/y</b>

- \$41M development debt – to be repaid or refinanced in 2021
- \$102M SFR subscription line – to be repaid jointly by Tricon and investors in JV-1

- \$471M SFR Term Loan – to be partially repaid with cash on hand
- \$459M 2017-1 SFR Securitization – to be refinanced
- \$236M SFR JV Warehouse Facilities – to be refinanced

Blended rate of 2.97% with potential to be refinanced at lower prevailing interest rates

# Our Key Priorities<sup>1</sup>

---

## Grow FFO per Share

- Provide stable, predictable income for shareholders by focusing on defensive rental housing
  - Target 10%+ compounded annual growth rate in FFO per Share over three years
- 

## Increase Third-Party AUM

- Raise third-party capital in all our businesses to enhance scale, improve operational efficiency, and drive return on equity with incremental fee income
  - Add new third-party equity capital commitments of ~\$1B over three years
- 

## Grow Book Value per Share

- Build shareholder value by deploying our free cash flow into accretive growth opportunities focused on rental housing
- 

## Reduce Leverage

- Minimize corporate-level debt while maintaining prudent and largely non-recourse leverage at the business segment or asset level
  - Pursue consolidated leverage target of 50-55% net debt to assets
- 

## Improve Reporting

- Adopt financial disclosure practices that reduce complexity and improve comparability of results with real estate peers
- 

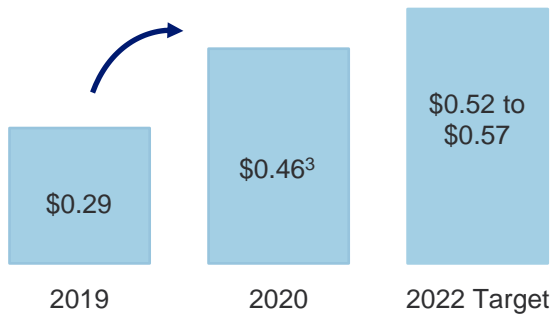
1. Refer to the Forward-Looking Statements on page 1.

# Performance Dashboard<sup>1</sup>

## Grow FFO per Share

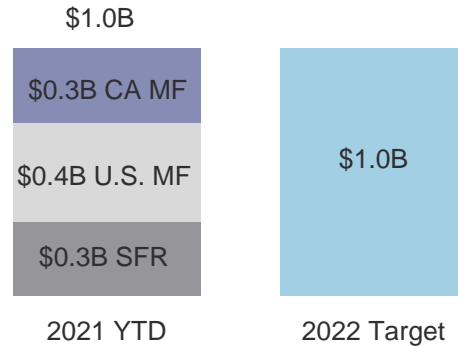
Target 10%+ compounded annual growth

59% increase year-over-year



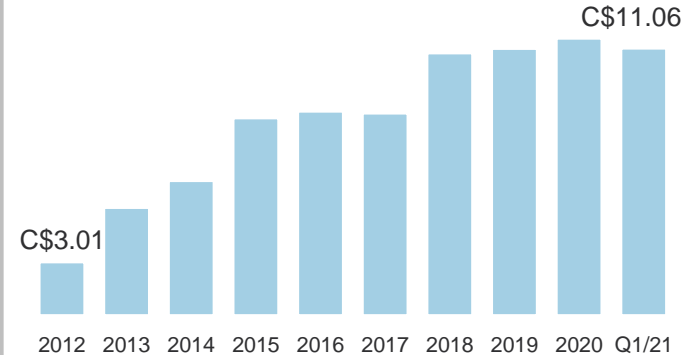
## ✓ Increase Third-Party AUM

Tricon has met its target of raising \$1B of fee-bearing equity capital ahead of schedule



## Grow Book Value per Share

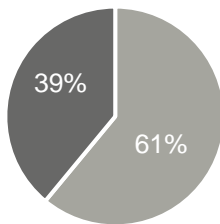
17% annualized growth since entering SFR in 2012



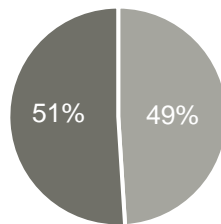
Book Value per Share does not fully capture the value from embedded growth in underlying investments or the Private Funds & Advisory business segment

## ✓ Reduce Leverage<sup>2</sup>

2019 Consolidated Leverage



Q1/21 Consolidated Leverage – Targeted Range Achieved



Tricon has achieved its leverage target of 50-55% net debt to assets on a consolidated basis, ahead of schedule

(46% proportionate leverage)

■ Equity ■ Debt

## ✓ Improve Reporting

- ✓ Adopt consolidated accounting
- ✓ Adopt more conventional company-wide real estate performance metrics, such as FFO / AFFO per share
- ✓ Enhance financial disclosure practices
- ✓ Adopt comprehensive ESG plan

1. Refer to "General" and "Forward-Looking Statements" on Page 1, USD./CAD exchange rate used are 1.2660 at March 31, 2021

2. All debt figures are presented net of cash and exclude Tricon's outstanding 5.75% convertible debentures

3. The comparative period results have been recast to present the consolidated results in conformity with the current period presentation. Please refer to MD&A for further details.



# Upcoming Catalysts<sup>1</sup>



Syndication of U.S. multi-family portfolio



Reduce leverage



Raise third-party capital across all residential strategies



Grow single-family rental portfolio



Cash generation from legacy for-sale housing assets



Construction and stabilization of Canadian multi-family developments

1. Refer to the Forward-Looking Statements on Page 1



---

**Gary Berman**  
President and  
Chief Executive Officer

**Wissam Francis**  
Executive Vice President  
and Chief Financial Officer

**Wojtek Nowak**  
Managing Director,  
Capital Markets

wfrancis@triconresidential.com

wnowak@triconresidential.com