

# Investor Presentation

September 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 June 30, 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 June 30, 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 33,000 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

**2010** Listed (TSX)

**33** Years of Investing  
In Communities



**24,961** Single-Family  
Rental ("SFR")  
Homes

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

**4,600** Multi-Family  
Rental Apartments  
Under Development



**C\$3.4B** Market  
Capitalization

**1.8%** Dividend Yield  
(C\$0.07/Quarter)

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

All data presented as at June 30<sup>th</sup>, 2021. Share price is as of August 31, 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 Q2 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

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

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

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

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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

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Formed \$5.0B single-family rental JV-2 to acquire 18,000 homes over 3 years



# Our Purpose Statement and Guiding Principles



## Our Purpose Statement

Imagine a world where housing unlocks life's potential

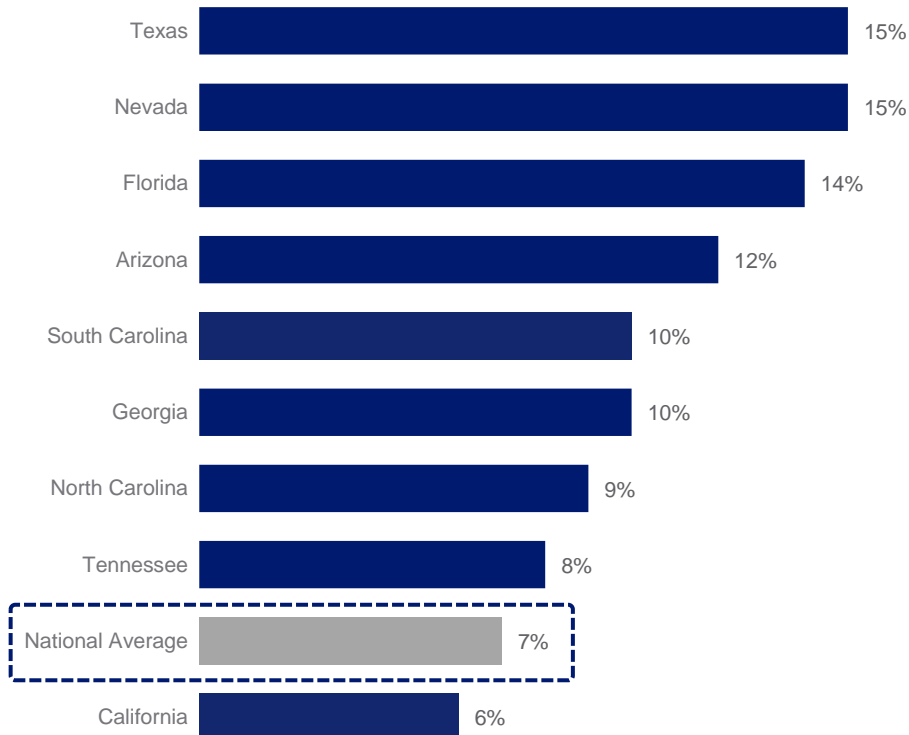
## Our Guiding Principles

- 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

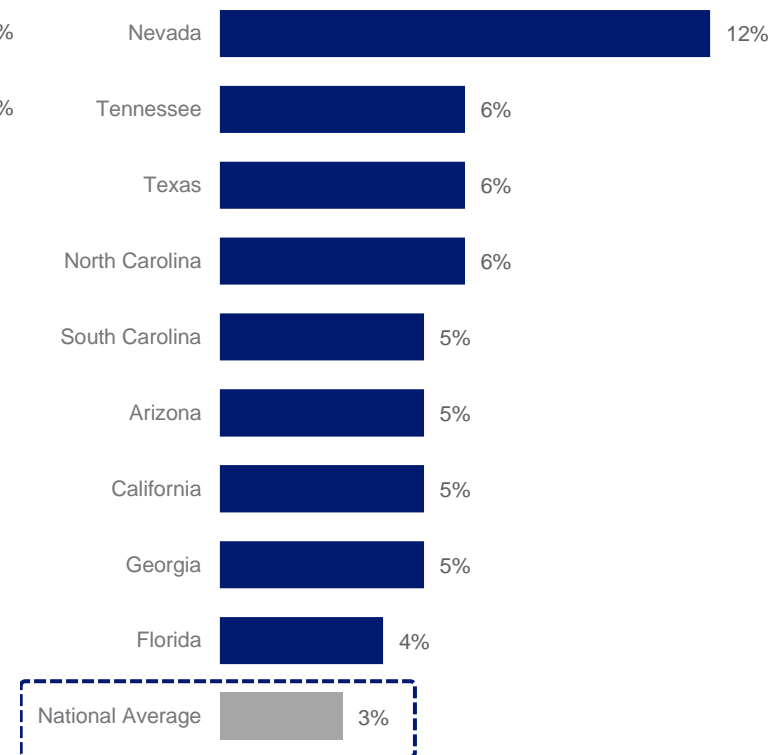
# Tricon's Sun Belt Markets are Outperforming

Tricon's key markets have outperformed the national average population growth over the long term and exceeded the national average employment growth in the recent year.

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



**Employment Growth from 2020 to 2021 in Tricon's Key Markets<sup>2</sup>**

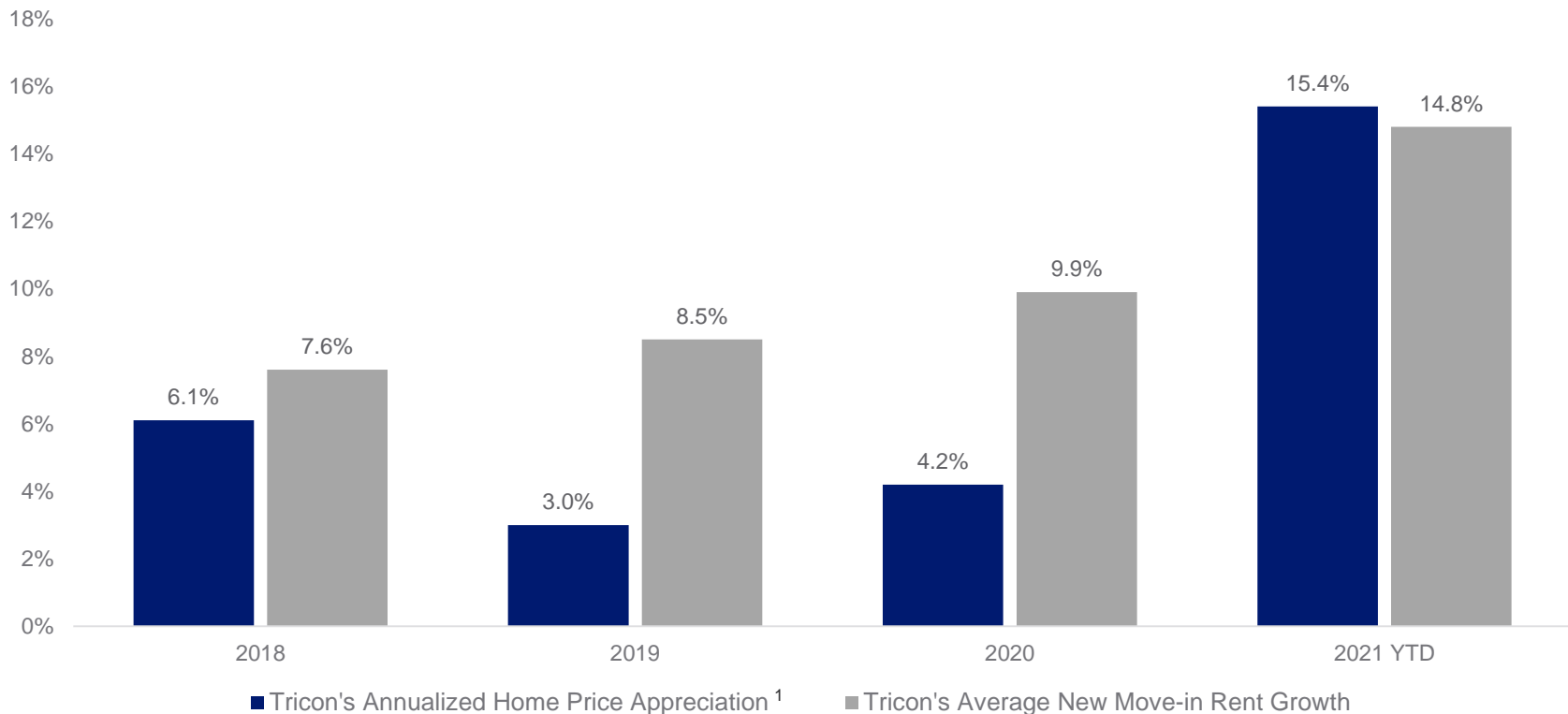


1. U.S. Census Data, April 2021.  
2. U.S. Bureau of Labor Statistics, July 2021.

# Rent Growth is Keeping Pace with Home Price Appreciation

Tricon's new move-in rent growth has kept pace with or exceeded home price appreciation for the past four years, showing a high level of correlation and supporting a very strong long-term buying opportunity, even in instances of robust HPA.

**Tricon's SFR Portfolio Home Price Appreciation & Average New Move-in Rent Growth**

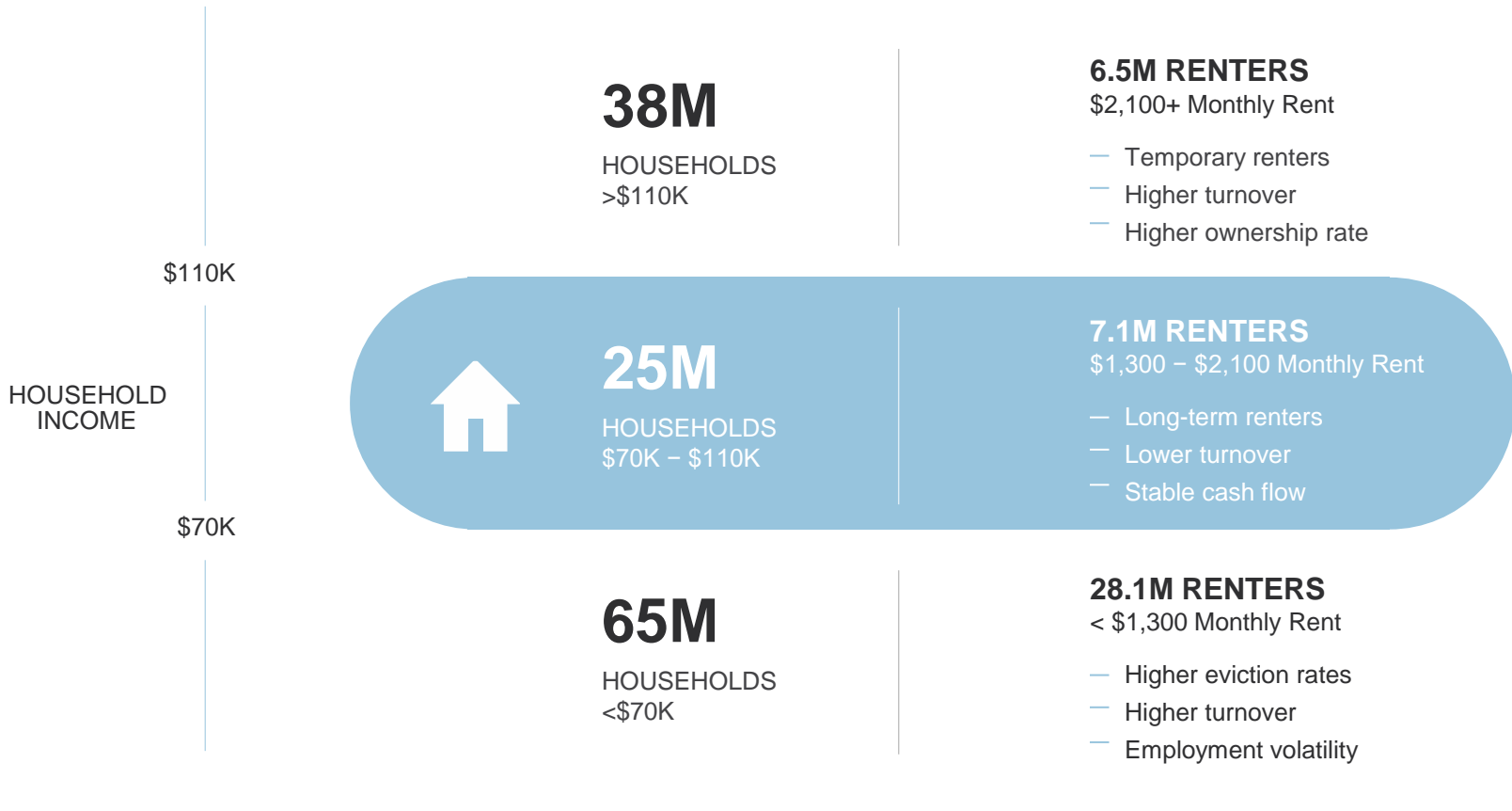


1. Includes capital expenditures.



# Tricon's Middle-Market Focus

Tricon's U.S. rental strategy is focused on serving the middle-market, an addressable market of approximately 25 million households with strong long-term fundamentals for rental housing



# ESG Update

Following the release of our inaugural ESG annual report in May 2021, Tricon engaged in several initiatives this quarter in support of our commitment to sustainability.

## Environmental

### First GRESB Submission

- In June 2021, Tricon completed its inaugural GRESB submission.
- Private results anticipated by Q4/21 will underpin the development and execution of our ESG strategy, with public results expected by Q4/22.



## Social



### Indigenous Hub Ground Breaking

- In June 2021, construction began on Ontario's first purpose-built Indigenous Hub, a part of Tricon's West Don Lands project.
- The Hub will help meet critical health care, spiritual, employment, training and family support needs for the Indigenous community.

## Governance

### 30% Club & BlackNorth Initiative

- Tricon has met or exceeded commitments to both the 30% Club Canada campaign and BlackNorth Initiative's CEO pledge to increase gender diversity and black, indigenous and people of colour (BIPOC) representation at board and senior management levels.



# Our People

A dynamic, high-performing team of industry leaders and housing experts leading 800+ dedicated employees across Toronto, Orange Country, San Francisco, Houston, and other local field offices.

## Our C-Suite



**Gary Berman**  
President & CEO



**Wissam Francis**  
EVP & Chief Financial Officer



**Jonathan Ellenzweig**  
Chief Investment Officer



**Kevin Baldrige**  
Chief Operating Officer



**Sherrie Suski**  
Chief People Officer



**David Veneziano**  
Chief Legal Officer



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



**Geoff Matus**  
Co-Founder



**Andy Carmody**  
Managing Director



**Evelynne Dubé**  
Managing Director,  
Private Funds



**Reshma Block**  
Head of Technology  
and Innovation



**Andrew Joyner**  
Managing Director



**Wojtek Nowak**  
Managing Director,  
Capital Markets



**John English**  
Head of Development  
Canada



**Alan O'Brien**  
Head of Property Operations



**Douglas Quesnel**  
Chief Accounting Officer



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



**David Mark**  
Managing Director,  
Finance



**Gina McMullan**  
SVP,  
Corporate Reporting



**Bill Richard**  
Head of SFR Acquisitions &  
Asset Management

# 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

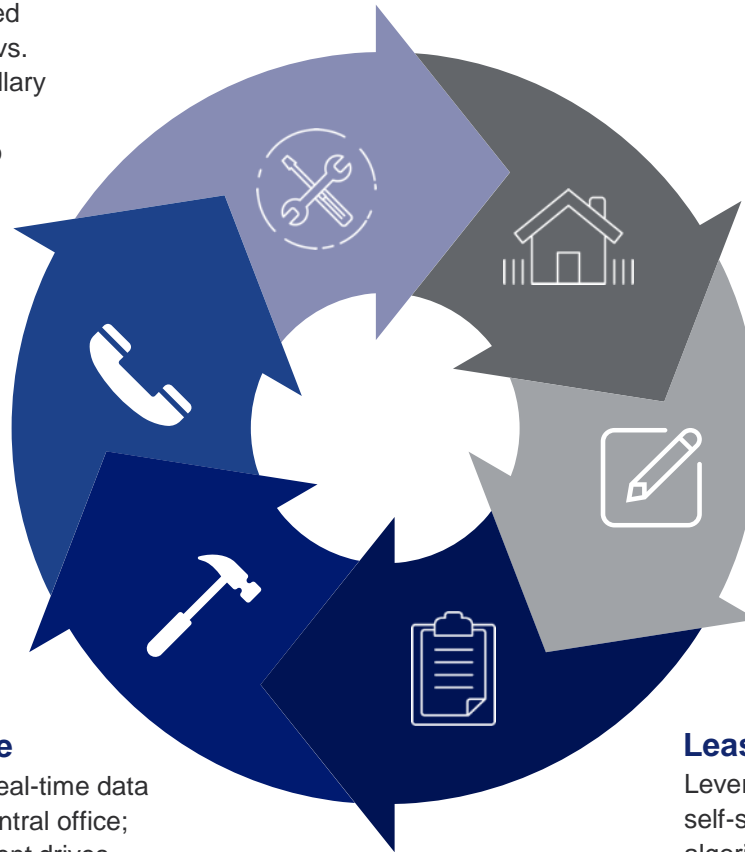
TriAD acquisitions platform filters millions of listings per year, ranks homes against key criteria, and standardizes hundreds of key underwriting steps, enabling the team to convert listings to offers in minutes.

## 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.

**24,961**  
Total Homes

**1,630 SF**  
Avg. Home Size

**\$1,513**  
Avg. Monthly Rent

**\$0.93**  
Avg. Monthly Rent / SF

**1995**  
Avg. Vintage

**\$185,000**  
Avg. Home Value



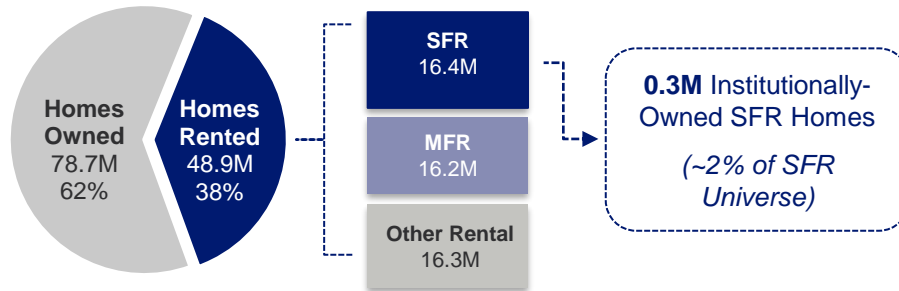
Note: Homes depicted may not represent all homes in the portfolio.

# 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

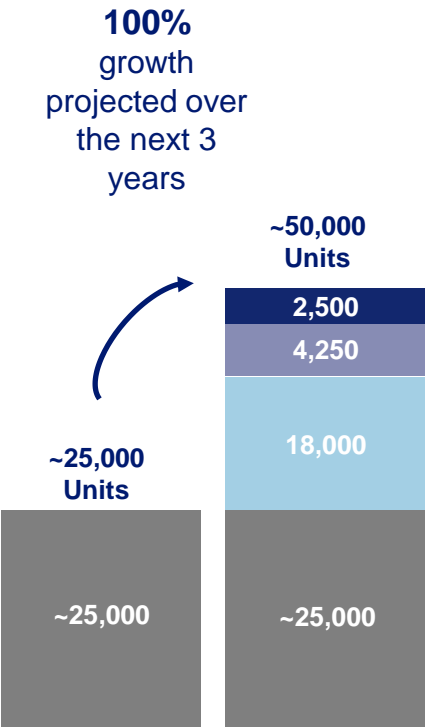
Tricon has expanded its single-family rental acquisition program across multiple channels and formed complementary joint ventures with third-party investors to scale faster

Investment Vehicle

THPAS JV-1

Homebuilder Direct JV

SFR JV-2



Refer to the Forward-Looking Statements on Page 1

# SFR Growth Vehicles

Tricon has partnered with leading global real estate investors to form three complementary SFR joint ventures, each with a unique acquisition strategy that provides our residents with more housing options at an accessible price point.

	SFR JV-2	Homebuilder Direct JV	THPAS JV-1
Total Equity Commitment	\$1.40 – \$1.55B	\$300 – \$450M	\$450M
Tricon's Share of Equity Commitment	\$450M	\$100 – \$150M	\$50M
Total Anticipated Capitalization (Including projected property-level debt)	\$4.7 – \$5.2B	\$1.0 – \$1.5B	\$1.0B
Target # of Homes	17,000 – 19,000	3,500 – 5,000	~2,500
Target # of Homes / Year	5,700 – 6,500	1,200 – 1,700	~800
Primary Products / Acquisition Channels	<ul style="list-style-type: none"> <li>• Resale homes</li> <li>• Portfolios of existing homes</li> </ul>	<ul style="list-style-type: none"> <li>• Scattered new homes</li> <li>• Recently completed SFR communities (no investment in development)</li> </ul>	<ul style="list-style-type: none"> <li>• Development of dedicated single-family rental home communities</li> </ul>



Jacksonville, FL



Atlanta, GA



Trails at Culebra - San Antonio, TX



# Expanded Acquisition Opportunity

Tricon's three active SFR joint ventures allow the company to have a broader acquisition "buy-box" in terms of target markets and price point, which should enable Tricon to more than double its organic acquisition volume to over 7,000 homes per year.

## 2018 – 2021 Acquisition Program

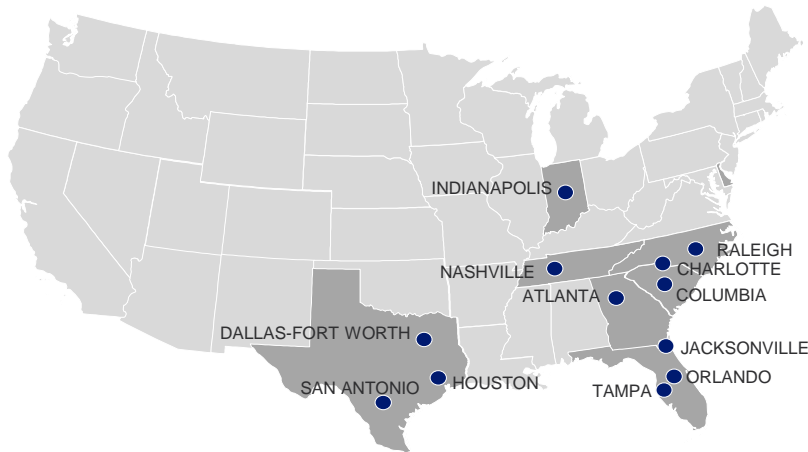
### SFR JV-1

12 active markets

\$215K average acquisition cost<sup>1</sup> and \$1,535 average rent

~5.5-6.0% blended acquisition cap rates

~3,500 target organic acquisitions per year



## 2022 – 2025 Acquisition Program

### SFR JV-2

### Homebuilder Direct JV

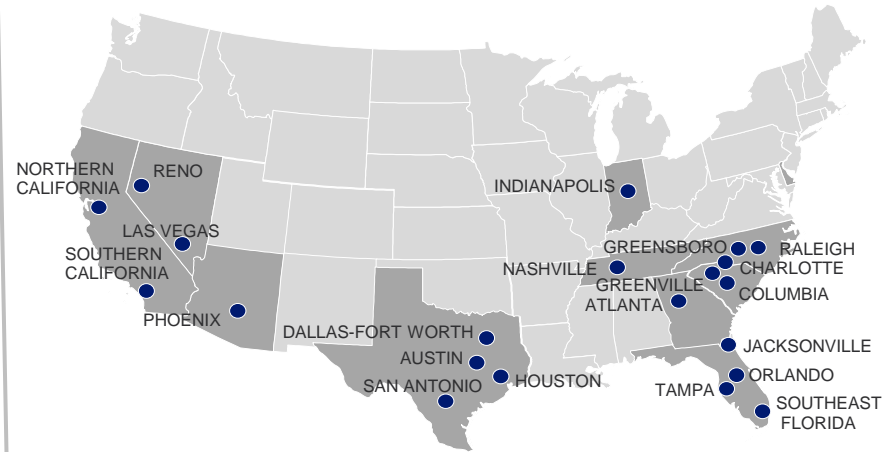
### THPAS JV-1

21 active markets

\$315K average acquisition cost<sup>1</sup> and \$1,900 average rent

~5.0-5.5% blended acquisition cap rates

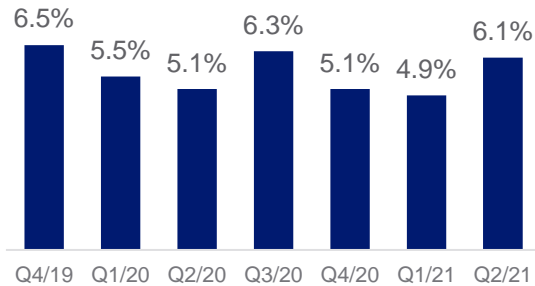
7,000+ target organic acquisitions per year



1. Includes cost of renovations.

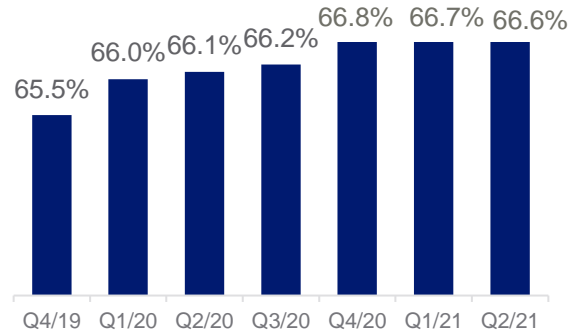
# Single-Family Rental: Consistently Strong Operating Metrics

## Same Home NOI Growth<sup>1</sup>



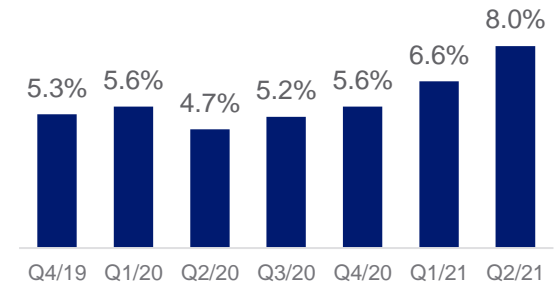
Consistently delivering industry-leading same home NOI growth.

## Same Home NOI Margin



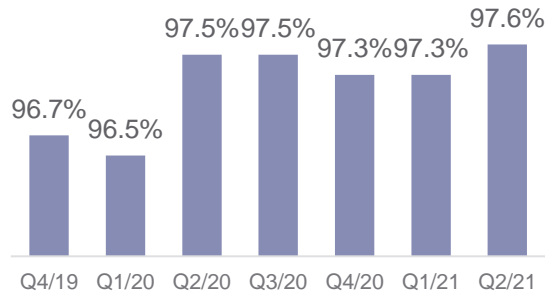
50 bps margin improvement year-over-year due to stringent expense control and strong top-line growth.

## Same Home Average Blended Rent Growth



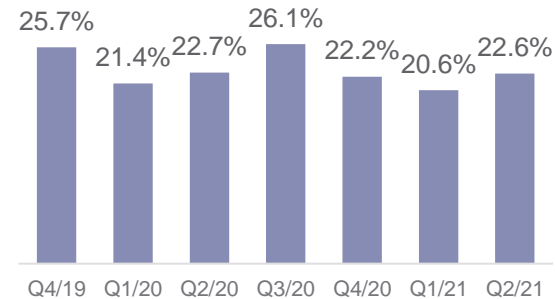
Strong demand and scarcity of available homes enable outsized rent growth, while self-governing on renewals.

## Same Home Occupancy



Sustaining record occupancy.

## Same Home Annualized Turnover



Continued focus on customer service and resident retention has kept resident turnover low.

Note: Metrics reflect Tricon's proportionate share of the managed portfolio and exclude limited partners' interests in the SFR JV-1 portfolio.  
1. Excludes the non-recurring repairs and concessions associated directly with the Texas storm.

# Balance Sheet Asset Composition

Single-family rental is Tricon's core business and represents more than 90% of our assets

## Single-family Rental (93%)

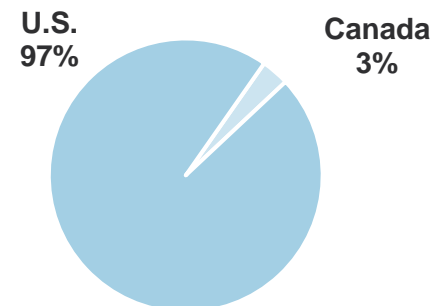
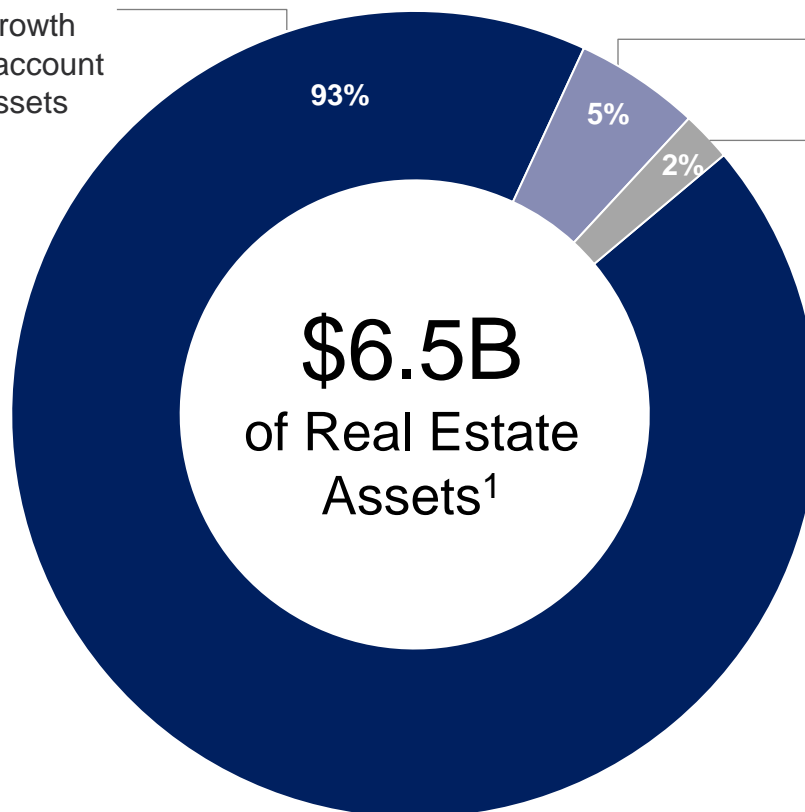
Core balance sheet growth strategy expected to account for over 90% of our assets

## Residential Development (5%)

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

## Multi-family Rental (2%)

Expected to remain below 5% of assets



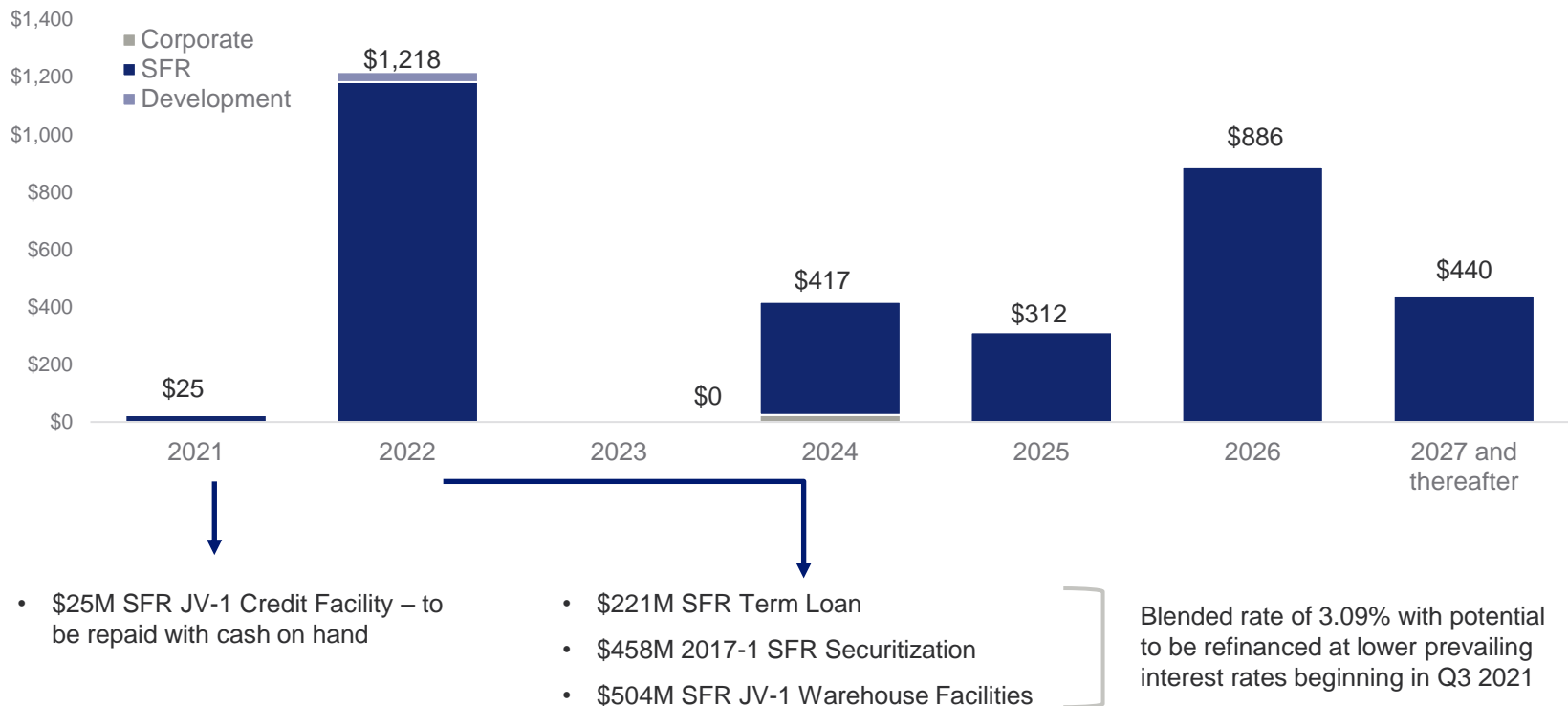
Note: Refer to "General" and "Forward-Looking Statements" on Page 1.

1. Total assets based on reported fair market value of consolidated assets as of Q2/21.

# Consolidated Debt Profile

Tricon has minimal debt maturing this year and continues to extend its debt maturity profile.

## Debt Maturity Schedule<sup>1</sup> (in millions of USD)



1. This assumes the exercise of all available extension options.

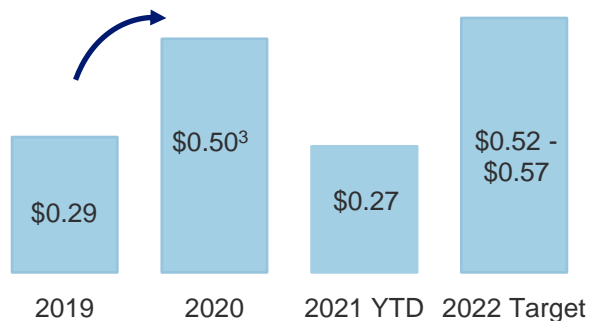


# Performance Dashboard<sup>1</sup>

## Grow FFO per Share

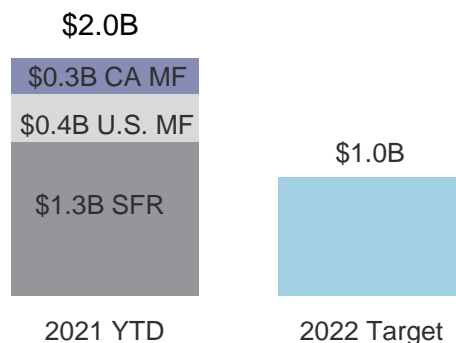
Target 10%+ compounded annual growth

72% increase year-over-year



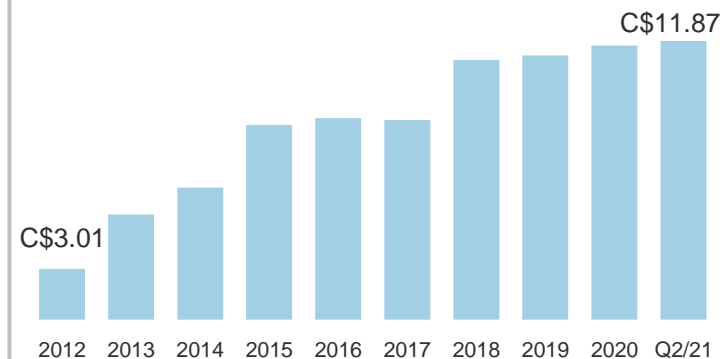
## ✓ Increase Third-Party AUM

Tricon has exceeded its target of raising \$1B of fee-bearing equity capital ahead of schedule, with \$2B raised year-to-date



## Grow Book Value per Share

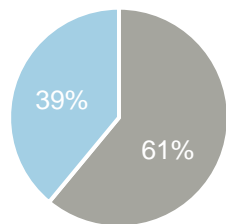
17% annualized growth since entering SFR in 2012



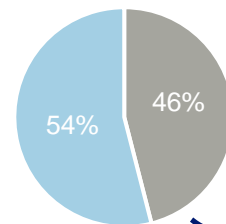
Book Value per Share does not fully capture the value from embedded growth in underlying investments or the Private Funds & Advisory business segment

## ✓ Reduce Leverage<sup>2</sup>

2019 Consolidated Leverage



Q2/21 Consolidated Leverage



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

42% 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 1.2470 at June 30, 2021.

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

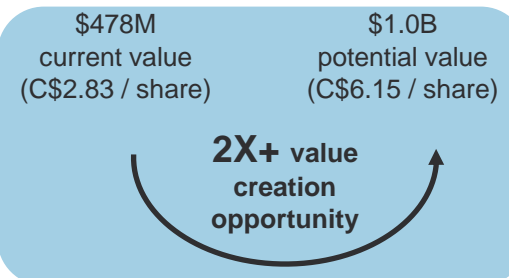
3. The comparative period results have been recast to present the consolidated results in conformity with the current period presentation. Please refer to MD&A for further details.

# Value Creation Opportunity

Tricon's U.S. multi-family portfolio and residential developments represent a meaningful source of potential value creation for shareholders.

	Strategy	Investment Vehicles	IFRS Book Value <sup>1</sup>	Value Creation Opportunity
	<b>Stabilized U.S. Multi-family</b> <ul style="list-style-type: none"> <li>Explore operating synergies with SFR</li> <li>Enhance scale of operations</li> <li>Provide complementary Sun Belt residential offering to third-party investors</li> </ul>	\$1.3B JV (incl. debt) with two institutional investors (20% Tricon)	\$121M (C\$0.72 / share)	~\$185M value assuming 4.00% cap rate <sup>3</sup> (C\$1.10 / share)
	<b>Canadian Multi-family Development</b> <ul style="list-style-type: none"> <li>Provide exposure and scale to high-growth Toronto residential market to third-party investors</li> </ul>	C\$500M JV with CPP Investments <sup>5</sup> (30% Tricon) + separate accounts	\$202M <sup>2</sup> (C\$1.20 / share)	~\$560M value upon stabilization (C\$3.30 / share) <sup>4</sup>
	<b>U.S. Residential Development</b> <ul style="list-style-type: none"> <li>Harvest legacy for-sale housing investments</li> </ul>	Commingled funds + separate accounts	\$154M (C\$0.91 / share)	\$295M net distributions expected (C\$1.75 / share)

**Total**



Refer to "General" and "Forward-Looking Statements" on Page 1, USD/CAD exchange rate used are 1.2470 at June 30, 2021.

- Reflects book value per basic share outstanding as of Q2/21.
- Current IFRS NAV includes development properties and The Selby.
- Valuation based on Tricon's proportionate share of in-place NOI as of Q2/21; cap rate represents current market stabilized cap rate for the portfolio's Sun Belt markets as per Green Street Real Estate Analytics, July 2021.
- Assumes development yield of 4.75% on cost and market stabilized cap rate for downtown Class A multi-family assets. NAV per share is based on 209M basic shares outstanding. The CPP JV currently only includes the Queen & Ontario project.

# Positioned for Sustainable Growth



## **Vast Growth Opportunity**

1,500+ acquisitions in Q2, on track for 2,000+ acquisitions in Q3 and clear path to growing SFR to 50,000 units over three years.

## **Well Capitalized Business Plan**

Strong balance sheet liquidity position combined with strategic third-party capital will allow Tricon to enhance scale and operational efficiency, reduce balance sheet exposure to development activities, and drive return on equity for its shareholders.

## **Tech-Enabled Operating Platform**

Committed to improving the resident experience through a centralized, technology-enabled operating platform and innovative approach to rental housing.



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**Gary Berman**  
President and  
Chief Executive Officer

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

**Wojtek Nowak**  
Managing Director,  
Capital Markets