

# BMO Brookfield Global Real Estate Tech Fund (TOWR)

## The New Economy Real Estate Sectors

Investing has evolved to be more complex, with more options to investors, and in an environment with lower interest rates, lower fixed income returns, and higher inflation. In 1991, an investor with a portfolio of only Canadian bonds could have earned an annualized return of ~11% over 5 years.<sup>1</sup> Investors have increasingly looked to alternative assets to add diversification, for growth and income generation, and enhance returns.

### Global Real Estate Technology as an Alternative Investment

Alternative investments include non-traditional assets, like real estate and infrastructure. Investors can access these types of investment through ETFs that invest in public securities to give exposure to alternative investments.

#### Benefits of Alternative Investments

- ✓ Adds portfolio diversification
- ✓ Inflation protection
- ✓ Potential for high returns

#### Benefits of ETFs

- ✓ Adds daily liquidity and flexibility
- ✓ Transparent pricing and valuation
- ✓ Lower investment minimums

TOWR combines the benefits of a ETF with the advantages of alternative investments. It invests in listed real estate assets, providing flexibility and daily liquidity. It offers a lower cost strategy, as compared to traditional alternative investments, that capitalizes on Brookfield's longstanding real estate expertise.

### The Brookfield Advantage in Alternative Asset Management

Brookfield Asset Management is one of the world's largest investors, owners, and operators of diversified real estate assets. Their portfolio of real estate assets total over 400 million sf. on four continents. The Real Estate Securities team, as part of Brookfield Public Securities Group (PSG), is led by Bernhard Krieg and supported by 9 analysts, with an average of 17 years experience and managing \$4.3B in assets.

#### Brookfield

\$650B Asset Under Management

Renewable Power  
& Transition  
\$58B

Infrastructure  
\$115B

Private Equity  
\$91B

Real Estate  
\$237B

Credit & Insurance  
Solutions  
\$149B

Source: Brookfield Public Securities Group LLC, AUM as of September 30, 2021.



**Bernhard Krieg, CFA**  
Managing Director,  
Portfolio Manager

- Supported by 9 analysts
- Avg. 17 years experience
- Managing \$4.3B in assets

## Inflation Protection with Global Real Estate

Inflation has become an increasingly important theme, as interest rates are expected to rise. Historically, the real estate asset class has generally outperformed fixed income during periods of rising rates. This is due to the sector's ability to pass inflation through to customers and as investors look to add alternatives to fixed income without adding full equity market risk. It will also benefit from secular trends, as advancements in technology create increased demand for real estate technology, specifically in industrial, communications infrastructure, and data centres.



Growing Demand

Revenue Linked With Inflation

Unique Investment Mandate

Sustainable Dividend Income

## The Growing Demand for Data and its Impacts

The impact of technology is far reaching; for some sectors it has created opportunity while disrupting others. As an example, e-commerce has dramatically increased demand for logistics and data centres, while reducing demand for shopping centres. Self-driving cars rely on communication towers to operate. The below figures illustrate how the digital landscape is changing, with over 6,000 mega-watts of data centre capacity required over the next 3 years alone.<sup>2</sup>

**800 million** additional mobile subscriptions to be added by 2027

**32 connected devices** projected in people's homes, compared to 13 today

**90%** of North American mobile subscriptions estimated on 5G by 2027

**198 million** emails currently sent every minute

**69 million** messages currently sent every minute

**500 hours** of content currently uploaded every minute

Sources: Ericsson Mobility Report, Nov 2021; AT&T Investor & Analyst Day presentation Mar 12, 2021; Ericsson Mobility Report, Nov 2021; World Economic Forum

## Now is the Time for Real Estate Technology

- Take advantage of reliable cashflows from **real estate companies** that have built in **inflation protection**.
- Rising inventory levels and e-commerce expected to **increase** demand for **modern logistics**.
- Wireless data and 5G consumption is forecasted to grow **exponentially**, accelerating demand for **communication infrastructure**.
- Data volume expected to rise at **double digit annual rates**, accelerating demand for **data centres**.



## Industrial Case Study: Old Stock vs. New Stock

### Old Industrial Warehouse



**Tosu, Japan**  
2-stories  
45,000 sf.

- Lower upfront costs
- Limited space without ability to meet increased demand
- Tenants can easily switch to lower cost alternatives

### Modern Logistics Warehouse



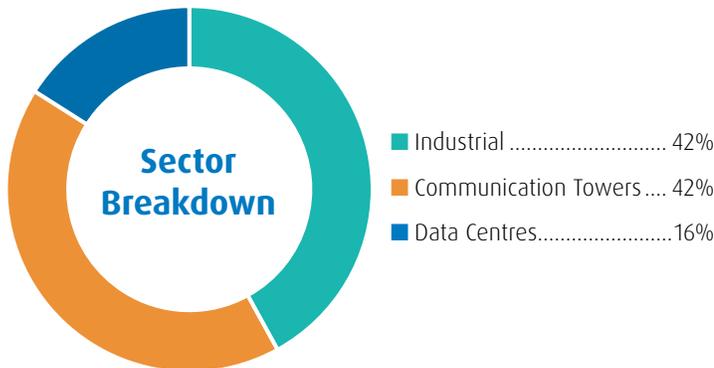
**Osaka, Japan**  
6-stories  
1.08 million sf.

- Higher upfront costs for purpose-built logistics and specialized features
- Owners have higher leverage to pass on costs, as tenants do not have easy alternatives

## Fund at a Glance

<b>Ticker</b>	TOWR	<b>MER</b>	0.90%*
<b>Invests in</b>	Actively managed equity strategy that invests in companies that are seeking to capitalize on the growth of demand for technology infrastructure, specifically global opportunities in new economy real estate sectors: industrial, communication towers, and data centres		
<b>Investment process</b>	Bottom-up, fundamental analysis; benchmark agnostic portfolio construction		
<b>Typical holdings</b>	~25-35 positions		
<b>Weighted avg. dividend yield</b>	1.9%		
<b>Benchmark index</b>	FTSE EPRA Nareit Developed Index		

\*Management Expense Ratio (MER) is estimated as Fund is less than one year old.



Sample allocation of the Fund's Sector and Region Breakdown and Weighted avg. dividend yield as of December 31, 2021. For illustrative purposes only and may change due to the Fund's ongoing portfolio transactions.

## Access Brookfield PSG's strategies with BMO Global Asset Management

BMO Brookfield Global Real Estate Tech Fund combines the expertise of BMO Global Asset Management as a provider of ETFs and Brookfield PSG's expertise in investing across real asset sectors. It provides retail investors access to Brookfield's proprietary strategy for the first time in the world, supporting BMO GAM's mission of providing clients with innovative products and solutions.



Any statement that necessarily depends on future events may be a forward-looking statement. Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. Although such statements are based on assumptions that are believed to be reasonable, there can be no assurance that actual results will not differ materially from expectations. Investors are cautioned not to rely unduly on any forward-looking statements. In connection with any forward-looking statements, investors should carefully consider the areas of risk described in the most recent simplified prospectus.

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