

# MFS® Global Real Estate (CAD)

## Goal

Seeks to outperform the FTSE EPRA Nareit Developed Real Estate Index (net div) and to achieve a competitive ranking in relevant peer universes over full market cycles.

## Investment team

### Portfolio Managers

**Rick Gable, CFA**

- 13 years with MFS

- 31 years in industry

**Mark Syn, CFA**

- 6 years with MFS

- 27 years in industry

## Assets under management (CAD)

MFS Investment Management® 847.2 billion

MFS® Global Real Estate Composite 4.8 billion

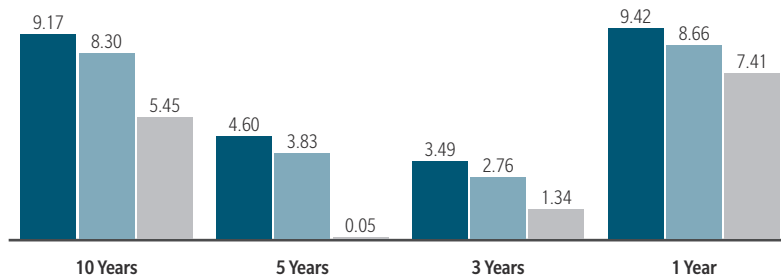
## Philosophy

The strategy seeks to achieve its investment objective by putting emphasis on current income and durable free cash-flow growth of the companies we invest in. In order to assess attractive ideas, we approach real estate as a hybrid asset class and as such consider equity, credit and commercial real estate perspectives.

## Performance (%) total return

■ MFS (gross of fees)  
■ MFS (net of fees)  
■ FTSE EPRA Nareit Developed Real Estate Index (net div) linked to previous benchmark

For periods of less than one-year returns are not annualized.



	10 Years	5 Years	3 Years	1 Year
Gross vs. FTSE EPRA Nareit Developed Real Estate Index (net div) linked to previous benchmark	3.72	4.55	2.15	2.01
Net vs. FTSE EPRA Nareit Developed Real Estate Index (net div) linked to previous benchmark	2.85	3.78	1.42	1.25

## Annual performance (%)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
MFS (gross of fees)	26.97	21.91	4.98	6.72	6.26	21.22	1.14	29.99	-21.08	9.26	2.29
MFS (net of fees)	25.86	20.84	4.05	5.78	5.36	20.25	0.38	29.06	-21.65	8.50	2.12
FTSE EPRA Nareit Developed Real Estate Index (net div) linked to previous benchmark	26.33	20.00	1.35	3.49	2.87	15.75	-10.63	25.02	-19.64	6.73	1.30

## MIFID II performance standard – 12-month rates of total return (%) as of the period ended

	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23	31-Mar-24
MFS (gross of fees)	-8.18	23.01	15.51	-12.29	9.42
MFS (net of fees)	-8.91	22.10	14.68	-12.93	8.66
FTSE EPRA Nareit Developed Real Estate Index (net div) linked to previous benchmark	-18.99	18.90	13.77	-14.84	7.41

Benchmark methodology: Prior to 1-Jun-2017 the blend consisted of 100% FTSE EPRA Nareit Developed Total Return Index; from 1-Jun-2017 the blend consists of 100% FTSE EPRA Nareit Developed Net Return. Rebalanced monthly.

**Past performance is not a reliable indicator for future results. All financial investments involve an element of risk. The value of investments may rise and fall so you may get back less than originally invested.** Investors should consider the risks, including lower returns, related to currency movements between their investing currency and the portfolio's base currency, if different.

See the GIPS Composite Report at the end of this presentation for performance methodology and other information.

The Markets in Financial Instruments Directive (MIFID) is the EU legislation that regulates firms who provide services to clients linked to financial instruments.

Source: Benchmark performance from SPAR, FactSet Research Systems Inc.

It is not possible to invest directly in an index. Index performance will differ from our actively managed strategies, which may involve a higher degree of risk.

Total gross of fee returns include both capital appreciation and reinvestment of income but exclude custody fees.

## CHARACTERISTICS

	MFS	FTSE EPRA Nareit Developed Real Estate Index
<b>Fundamentals - weighted average</b>		
IBES long-term EPS growth <sup>1</sup>	8.8%	4.1%
Price/earnings (12 months forward)	29.7x	25.8x
Price/earnings (12 months forward ex-negative earnings)	28.0x	24.2x
Return on equity (3-year average)	8.6%	9.3%
Price/cash flow	19.2x	22.2x
Price/book	1.7x	1.4x
Price/sales	5.4x	5.8x
Long term debt/capital	44.0%	44.3%
PEG ratio	3.0x	2.7x
<b>Market capitalization</b>		
Market capitalization (CAD) <sup>2</sup>	38.5 bn	38.5 bn
Market capitalization (CAD) <sup>3</sup>	18.2 bn	19.7 bn
<b>Diversification</b>		
Top ten issues	40%	32%
Number of Issues	59	362
Number of countries	12	22
<b>Turnover</b>		
Trailing 1 year turnover <sup>4</sup>	42%	—
<b>Risk profile (current)</b>		
Active share	63%	—
Barra predicted tracking error <sup>5</sup>	2.46%	—
<b>Risk/reward (5 year)</b>		
Beta	0.92/0.92	—
Information ratio	1.14/0.95	—
Standard deviation	15.24%/15.24%	16.10%
Historical tracking error	3.97%/3.97%	—
Alpha	4.50%/3.74%	—
R-squared	93.96%/93.97%	—
Upside capture	107.22%/105.39%	—
Downside capture	86.23%/87.90%	—

## TOP 10 HOLDINGS (%)

Security	Sub-Industry	MFS	FTSE EPRA Nareit Developed Real Estate Index
PROLOGIS INC	Industrial REITs	9.3	7.3
EQUINIX INC (EQ)	Data Center REITs	6.4	4.7
MITSUI FUDOSAN CO LTD	Diversified Real Estate Activities	4.3	1.7
EXTRA SPACE STORAGE INC	Self-Storage REITs	3.5	1.9
GOODMAN GROUP	Industrial REITs	3.4	2.5
EQUITY LIFESTYLE PROPERTIES INC	Single-Family Residential REITs	3.2	0.7
SUN COMMUNITIES INC	Single-Family Residential REITs	2.7	1.0
FEDERAL REALTY INVESTMENT TRUST	Retail REITs	2.5	0.5
MID-AMERICA APARTMENT COMMUNITIES INC (EQ)	Multi-Family Residential REITs	2.4	0.9
ALEXANDRIA REAL ESTATE EQUITIES INC (EQ)	Office REITs	2.3	1.4

## SUB-INDUSTRY WEIGHTS UNDERWEIGHT/OVERWEIGHT (%)†

	FTSE EPRA Nareit Developed Real Estate Index
Single-Family Residential REITs	4.4
Self-Storage REITs	3.7
Health Care Facilities	3.3
Timber REITs	2.9
Integrated Telecommunication Services	2.3
Industrial REITs	2.0
Telecom Tower REITs	2.0
Diversified Real Estate Activities	1.0
Rail Transportation	0.4
Real Estate Operating Companies	0.4
Real Estate Development	0.3
Data Center REITs	0.0
Specialized Consumer Services	0.0
Industrial Conglomerates	-0.1
Multi-Family Residential REITs	-0.9
Office REITs	-0.9
Other Specialized REITs	-1.3
Hotel & Resort REITs	-3.0
Diversified REITs	-5.3
Retail REITs	-5.8
Health Care REITs	-6.9

## REGION WEIGHTS (%)†

	MFS	FTSE EPRA Nareit Developed Real Estate Index
North America	64.0	64.2
Japan	10.5	10.1
United Kingdom	8.1	4.2
Asia/Pacific ex-Japan	7.5	12.6
Europe ex-U.K.	6.2	8.5
Emerging Markets	2.1	0.1
Developed - Middle East/Africa	—	0.3

<sup>1</sup> Source: FactSet<sup>2</sup> Weighted average.<sup>3</sup> Weighted median.<sup>4</sup> US Turnover Methodology: (Lesser of Purchase or Sales)/Average Month End Market Value

<sup>5</sup> Source Barra. The Barra information may not be redistributed, may not be reproduced or disseminated in any form and may not be used to create any financial instruments or products or any indices. The Barra information is provided on an "as is" basis and the user of this information assumes the entire risk of any use made of this information. Barra, each of its affiliates and each other person involved in or related to compiling, computing or creating any Barra information (collectively, the "Barra Parties") expressly disclaims all warranties (including, without limitation, any warranties of originality, accuracy, completeness, timeliness, non-infringement, merchantability and fitness for a particular purpose) with respect to this information. Without limiting any of the foregoing, in no event shall any Barra Party have any liability for any direct, indirect, special, incidental, punitive, consequential (including, without limitation, lost profits) or any other damages.

† 1.6% Cash &amp; Cash Equivalents.

The information presented is based on an account determined to be representative of the composite's strategy. The representative account's performance is available upon request.

Any mention of specific companies, securities and/or sectors are for information purposes only and should not be construed as investment advice or a recommendation of any nature.

## Important risk considerations

Investments in certain markets can involve greater risk and volatility because of adverse market, currency, economic, industry, political, regulatory, geopolitical, or other conditions.

■ Real estate-related investments can be volatile because of general, regional, and local economic conditions, fluctuations in interest rates and property tax rates; shifts in zoning laws, environmental regulation and other governmental actions; increased operation expenses; lack of availability of mortgage funds; losses due to natural disasters; changes in property values and rental rates; overbuilding; losses due to casualty or condemnation, cash flows; the management skill and creditworthiness of the REIT manager, and other factors.

## Benchmark and vendor disclosures

Source FTSE International Limited ("FTSE") © FTSE 2024. "FTSE®" is a trade mark of the London Stock Exchange Group companies and is used by FTSE International Limited under licence. "FT-SE®", "FOOTSIE®", and "FTSE4GOOD®" are trade marks of the London Stock Exchange Group companies. "Nareit®" is a trade mark of the National Association of Real Estate Investment Trusts ("Nareit") and "EPRA" is a trade mark of the European Public Real Estate Association ("EPRA") and all are used by FTSE International Limited ("FTSE") under licence. The FTSE EPRA Nareit Index is calculated by FTSE. Neither FTSE, Euronext N.V., Nareit nor EPRA sponsor, endorse or promote this product and are not in any way connected to it and do not accept any liability. All intellectual property rights in the index values and constituent list vests in FTSE, Euronext N.V., Nareit and EPRA. Neither FTSE nor its licensors accept any liability for any errors or omissions in the FTSE indices and/or FTSE ratings or underlying data. No further distribution of FTSE Data is permitted without FTSE's express written consent. The Global Industry Classification Standard (GICS®) was developed by and/or is the exclusive property of MSCI, Inc. and S&P Global Market Intelligence Inc. ("S&P Global Market Intelligence"). GICS is a service mark of MSCI and S&P Global Market Intelligence and has been licensed for use by MFS. MFS has applied its own internal sector/industry classification methodology for equity securities and non-equity securities that are unclassified by GICS.

## Global disclosures

Issued in the United States by MFS Institutional Advisors, Inc., a U.S.-based investment advisor and subsidiary of Massachusetts Financial Services Company ("MFS"). Issued in Canada by MFS Investment Management Canada Limited. MFS Institutional Advisors, Inc. provides certain sub-advisory services to all MFS Investment Management Canada Limited portfolios, including discretionary investment management for non-Canadian portfolios or components of portfolios. Pursuant to a sub-advisory agreement executed between MFS Institutional Advisors, Inc. and MFS Investment Management Canada Limited, MFS provides investment advice pursuant to statutory exemptions or regulatory relief, as applicable. Such advice is being rendered outside of Canada and certain members of the team may not be registered in any capacity with any Canadian securities regulatory authority. Note to UK and Switzerland readers: Issued in the UK and Switzerland by MFS International (U.K.) Limited ("MIL UK"), a private limited company registered in England and Wales with the company number 03062718, and authorised and regulated in the conduct of investment business by the UK Financial Conduct Authority. MIL UK, an indirect subsidiary of MFS®, has its registered office at One Carter Lane, London, EC4V 5ER. Note to Europe (ex UK and Switzerland) readers: Issued in Europe by MFS Investment Management (Lux) S.à r.l. (MFS Lux) – authorized under Luxembourg law as a management company for Funds domiciled in Luxembourg and which both provide products and investment services to institutional investors and is registered office is at S.à r.l. 4 Rue Albert Borschette, Luxembourg L-1246. Tel: 352 2826 12800. This material shall not be circulated or distributed to any person other than to professional investors (as permitted by local regulations) and should not be relied upon or distributed to persons where such reliance or distribution would be contrary to local regulation. Issued in Hong Kong by MFS International (Hong Kong) Limited ("MIL HK"), a private limited company licensed and regulated by the Hong Kong Securities and Futures Commission (the "SFC"). MIL HK is a wholly-owned, indirect subsidiary of Massachusetts Financial Services Company, a US based investment adviser and fund sponsor registered with the US Securities and Exchange Commission. MIL HK is approved to engage in dealing in securities and asset management regulated activities and may provide certain investment services to "professional investors" as defined in the Securities and Futures Ordinance ("SFO"). Issued in Singapore by MFS International Singapore Pte. Ltd., a private limited company registered in Singapore with the company number 201228809M, and further licensed and regulated by the Monetary Authority of Singapore. Issued in Japan: MFS Investment Management K.K., is registered as a Financial Instruments Business Operator, Kanto Local Finance Bureau (FIBO) No.312, a member of the Investment Trust Association, Japan and the Japan Investment Advisers Association. As fees to be borne by investors vary depending upon circumstances such as products, services, investment period and market conditions, the total amount nor the calculation methods cannot be disclosed in advance. All investments involve risks, including market fluctuation and investors may lose the principal amount invested. Investors should obtain and read the prospectus and/or document set forth in Article 37-3 of Financial Instruments and Exchange Act carefully before making the investments. For professional investors in Australia: MFS International Australia Pty Ltd ("MFS Australia") (ABN 68 607 579 537) holds an Australian financial services licence number 485343. MFS Australia is regulated by the Australian Securities and Investments Commission. For Professional Investors in China – MFS Financial Management Consulting (Shanghai) Co., Ltd. 2801-12, 28th Floor, 100 Century Avenue, Shanghai World Financial Center, Shanghai Pilot Free Trade Zone, 200120, China, a Chinese limited liability company registered to provide financial management consulting services. This material is directed at investment professionals for general information use only with no consideration given to the specific investment objective, financial situation and particular needs of any specific person. Any securities and/or sectors mentioned herein are for illustration purposes and should not be construed as a recommendation for investment. Investment involves risk. Past performance is not indicative of future performance. The information contained herein may not be copied, reproduced or redistributed without the express consent of MFS Investment Management ("MFS"). While the information is believed to be accurate, it may be subject to change without notice. MFS does not warrant or represent that it is free from errors or omissions or that the information is suitable for any particular person's intended use. Except in so far as any liability under any law cannot be excluded, MFS does not accept liability for any inaccuracy or for the investment decisions or any other actions taken by any person on the basis of the material included. MFS does not authorise distribution to retail investors. Unless otherwise indicated, logos, product and services names are trademarks of MFS and its affiliates and may be registered in certain countries. The GIPS Composite Report is attached to provide additional information about the strategy, composite, and performance methodology. The funds or other investment vehicles mentioned should not be construed as an offer or solicitation.

**Composite:** MFS Global REIT Composite in CAD

**Custom Benchmark:** FTSE EPRA Nareit Developed Real Estate (net div) Index linked to previous benchmark

**Creation Date:** 05-May-2009

**Inception Date:** 01-Apr-2009

**Composite Description:** The MFS Global REIT Composite includes all discretionary portfolios managed to the MFS Global REIT strategy. The strategy seeks total return by investing in global real estate related investments believed to have attractive valuations and above average growth prospects. Real estate-related investments can be volatile because of general, regional, and local economic conditions, fluctuations in interest rates and property tax rates; shifts in zoning laws, environmental regulation and other governmental actions; increased operation expenses; lack of availability of mortgage funds; losses due to natural disasters; changes in property values and rental rates; overbuilding; losses due to casualty or condemnation, cash flows; the management skill and creditworthiness of the REIT manager, and other factors. Investments in certain markets can involve greater risk and volatility because of adverse market, currency, economic, industry, political, regulatory, geopolitical, or other conditions.

**Institutional Separate Accounts Fee Schedule**

Asset Breakpoints (CAD)	Fee
For Assets Up To 50 MM	65 bp
For Assets From 50 MM To 100 MM	55 bp
For Assets Over 100 MM	50 bp

Accounts are eligible for inclusion in the composite if they have assets greater than 1 MM USD (1.3 MM CAD). Accounts are included as of their first full month of performance.

Period	Composite and Benchmark Return %			Composite Dispersion	Accounts in Composite at End of Period	Annualized 3-Year Standard Deviation		Assets (CAD million)	
	Gross of fees	Net of fees^	Benchmark			Composite	Benchmark	Composite	Firm
2023	9.26	8.50	6.73	0.12	9	16.46	15.58	\$4,889.6	\$758,972.6
2022	-21.08	-21.65	-19.64	0.24	8	16.67	18.27	\$4,369.4	\$714,369.6
2021	29.99	29.06	25.02	0.20	8	13.00	15.79	\$5,333.8	\$851,837.8
2020	1.14	0.38	-10.63	0.33	7	12.61	15.47	\$3,476.7	\$763,223.3
2019	21.22	20.25	15.75	n/a	6	8.78	9.04	\$3,114.4	\$672,454.2
2018	6.26	5.36	2.87	n/a	<6	9.59	10.12	\$2,191.6	\$582,573.1
2017	6.72	5.78	3.49	n/a	<6	12.98	14.26	\$1,244.9	\$615,214.6
2016	4.98	4.05	1.35	n/a	<6	13.05	14.45	\$982.0	\$570,670.1
2015	21.91	20.84	20.00	n/a	<6	12.79	13.98	\$942.4	\$572,882.1
2014	26.97	25.86	26.33	n/a	<6	9.36	9.60	\$820.0	\$498,295.4

MFS Investment Management® claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. MFS Investment Management has been independently verified for the periods 1-Jan-1988 through 31-Dec-2022. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

Past performance is no guarantee of future results.

Performance for periods less than one year are not annualized.

Total Gross of fee returns in CAD (includes both capital appreciation and reinvestment of income) are net of transaction costs, withholding taxes and direct expenses, but before management fees, custody and other indirect expenses. Certain institutional accounts hold Canadian trusts subject to custody and other indirect expenses. Typical separate accounts utilize 4:00 PM (London Time) foreign exchange rates; retail products will use rates deemed most appropriate for daily NAV per share calculations. The possibility exists for performance dispersion between otherwise similarly managed accounts and also with the benchmark.

Net of fee returns presented in this table are gross of fee returns reduced by management fees and performance fees if applicable (actual fees). For certain accounts where the actual fees are unavailable, the maximum applicable annual institutional separate account fees were applied.

Total returns of the benchmark are provided for each period depicted, expressed in CAD. Source of Benchmark Performance: FACTSET ®.

Custom Benchmark: FTSE EPRA/NAREIT Developed - measures the performance of eligible real estate equities worldwide that generate a majority of their revenue and income through the ownership, disposal and development of income-producing real estate.

Custom Benchmark Methodology: Prior to 1-Jun-2017 the custom benchmark linked consisted of 100% FTSE EPRA Nareit Developed Total Return Index. From 1-Jun-2017 the custom benchmark linked consists of 100% FTSE EPRA Nareit Developed Net Return.

Composite Dispersion is measured by the asset-weighted standard deviation of gross of fees account returns for all accounts in the composite for the full period. For composites containing less than six accounts for the full period, dispersion is deemed not meaningful and is not presented. The three-year annualized ex post standard deviation measures the variability of the gross of fees composite returns and the benchmark returns over the preceding 36-month period.

The MFS Global REIT Composite is a US Dollar based composite available globally. The regional composite depicted here was created on 09-May-2018 for presentation in the Canadian market. Where appropriate, data has been converted to Canadian Dollar and the fees and breakpoints depicted are applicable to clients in this market.

Prior to 1-Jul-2020, the maximum institutional separate account fee charged for this product was 75 bps.

The composite asset minimum changed from 2MM USD to 1MM USD effective 1-Nov-2022.



For purposes of GIPS compliance, the firm is defined as MFS Investment Management (MFS), which is comprised of Massachusetts Financial Services Company and MFS Institutional Advisors, Inc. (MFSI), each of which is a registered investment advisor, MFS Heritage Trust Company, a New Hampshire Trust company, and MFS Investment Management Canada Limited. Total firm assets include assets managed by Massachusetts Financial Services Company, MFSI, MFS Heritage Trust Company and MFS Investment Management Canada Limited as well as assets managed by Massachusetts Financial Services Company and MFSI in a sub-advisory capacity on behalf of affiliated investment advisors that may or may not be registered under the United States Investment Advisers Act of 1940, such as MFS International (U.K.), Ltd. (MIL UK) and MFS Investment Management K.K. (MIMKK), MFS International Singapore Pte. Ltd, MFS International Australia Pty Ltd, and MFS Investment Management Company (Lux) S.à r.l as well as assets managed by Massachusetts Financial Services Company and MFSI on behalf of unaffiliated investment advisors that are not registered under the United States Investment Advisers Act of 1940.

The firm's list of composite descriptions, list of pooled fund descriptions for limited distribution pooled funds, and list of broad distribution pooled funds are available upon request. Additionally, policies for valuing investment, calculating performance, and preparing GIPS Reports are available upon request. Source: London Stock Exchange Group plc and its group undertakings, including FTSE International Limited (collectively, the "LSE Group"), European Public Real Estate Association ("EPRA"), and the National Association of Real Estate Investments Trusts ("Nareit") (and together the "Licensor Parties"). © LSE Group 2023. FTSE Russell is a trading name of certain LSE Group companies. "FTSE®" and "Russell®" are a trade mark(s) of the relevant LSE Group companies and are used by any other LSE Group company under license. "Nareit®" is a trade mark of Nareit, "EPRA®" is a trade mark of EPRA and all are used by the LSE Group under license. All rights in the any index(es) or data vest in the Licensor Parties. The Licensor Parties do not accept any liability for any errors or omissions in the indexes or data and no party may rely on any indexes or data contained in this communication. No further distribution of data from the LSE Group is permitted without the relevant LSE Group company's express written consent. The Licensor Parties do not promote, sponsor or endorse the content of this communication.

Limited Distribution Pooled Fund Fees and Expenses

Fund Name	Vehicle	Max Management Fee	Other Expense	Total Expenses
MFS Global Real Estate Fund	Canadian Trust	75	5	80