



# TD Greystone Target Date Plus Funds

An Investment Solution Designed for Capital Accumulation Plans

**\$8.1B (C\$) Invested in Multi-Asset Solutions**



## Why Invest

- 30 years of experience in managing multi-asset solutions that include alternatives for Capital Accumulation Plans (“CAP”)
- Exposure to our alternative asset capabilities to seek improved diversification, yield and risk-adjusted returns, which can reduce investment volatility for plan members without sacrificing expected returns
- Multi-asset approach manages total portfolio risk rather than simply managing equity exposure

## Investment Philosophy

- We believe in improving retirement outcomes for Canadian CAP members
- TD Asset Management’s philosophy is to align the investment strategy with members’ savings and decumulation needs, in order to help members
- We also believe that private market, alternative investments have the potential to improve the probability of better retirement outcomes.

## Key Characteristics

**\$110.8M**

Target Date Assets Under Management<sup>1</sup>

**25%**

Target Private Market Alternatives Exposure

**\$3.7B**

CAP Assets Under Management

**8/9**

Top Quartile Vintages Since Inception<sup>2</sup>

**12**

Asset Classes Within the Funds

## Our Investment Process

### Canadian Demographic Assumptions

All demographic and socio-economic assumptions are derived from government or reputable industry sources. Where available, the assumptions were derived for the median Canadian.

### Asset Class Assumptions

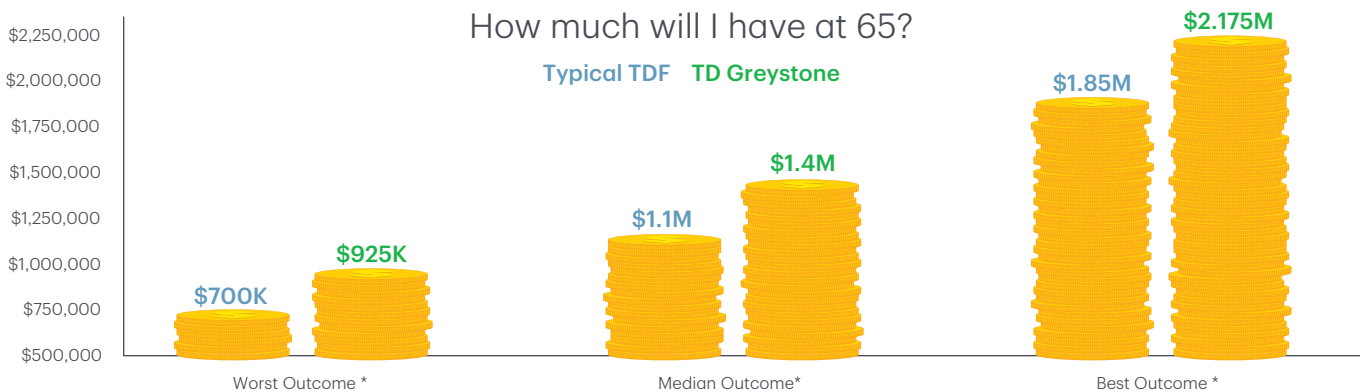
Consistent with our firm wide approach for multi-asset solutions, TD Asset Management sets long term asset class assumptions using an objective building block approach for expected returns, and historical standard deviations and correlations.

### Integrated Execution

Through our proprietary Glide Path Model we integrate demographic and asset class assumptions to develop the glide path.

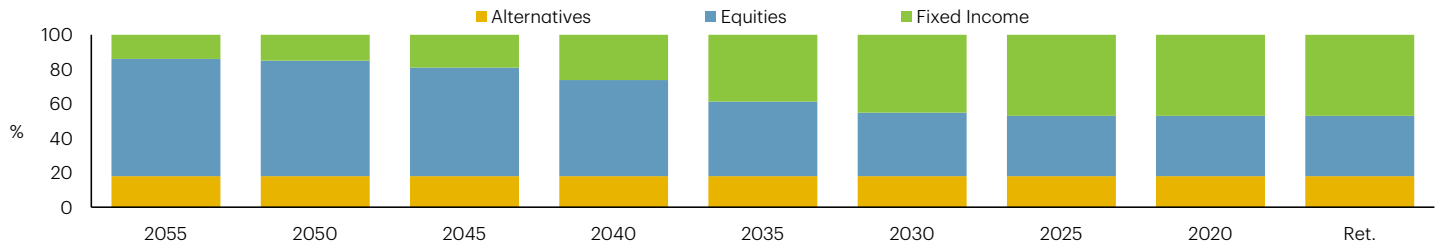
Trading, risk management, portfolio management, liquidity management and operations are integrated across fixed income, equities and alternatives for optimal execution.

## Improving Member Outcomes



<sup>1</sup> Target Date Assets Under Management comprised of \$72.3M in institutional assets and \$38.5M of TD Asset Management staff accounts. Staff accounts are now closed to investing. <sup>2</sup> eVestment Alliance LLC as of November 1, 2019. Data pulled July 15, 2019. \* Based on 50,000 Monte Carlo simulations per glide path, a representative typical Canadian TDF family, and TD Asset Management’s standard asset class, demographic and socio-economic assumptions. “Worst Outcome” means 95% of the simulations had better results, “Median Outcome” means 50% of the simulations had better results, and “Best Outcome” means only 5% of the simulations had better results.

# An “Alternative” Glide Path<sup>3</sup>



| Figure 1: % Returns as at Sep 30, 2019 | Annualized |      |      |       |       |                  |
|----------------------------------------|------------|------|------|-------|-------|------------------|
|                                        | 3 months   | YTD  | 1 Yr | 3 Yrs | 5 Yrs | Since Inception* |
| Retirement Plus                        | 2.2        | 10.1 | 8.4  | 7.0   | n/a   | 7.2              |
| Retirement Plus Benchmark**            | 1.6        | 9.3  | 7.6  | 6.3   | n/a   | 6.5              |
| 2020 Target Date Plus                  | 2.1        | 10.4 | 8.6  | 7.0   | n/a   | 7.2              |
| 2020 Target Date Plus Benchmark**      | 1.6        | 9.3  | 7.5  | 6.3   | n/a   | 6.5              |
| 2025 Target Date Plus                  | 2.1        | 10.4 | 8.4  | 7.1   | n/a   | 7.3              |
| 2025 Target Date Plus Benchmark**      | 1.6        | 9.3  | 7.4  | 6.3   | n/a   | 6.6              |
| 2030 Target Date Plus                  | 2.3        | 11.3 | 9.0  | 7.5   | n/a   | 7.8              |
| 2030 Target Date Plus Benchmark**      | 1.7        | 10.1 | 7.6  | 6.6   | n/a   | 7.0              |
| 2035 Target Date Plus                  | 2.4        | 12.2 | 9.1  | 8.1   | n/a   | 8.6              |
| 2035 Target Date Plus Benchmark**      | 1.8        | 10.7 | 7.5  | 7.2   | n/a   | 7.7              |
| 2040 Target Date Plus                  | 2.8        | 13.8 | 9.6  | 9.5   | n/a   | 9.7              |
| 2040 Target Date Plus Benchmark**      | 2.0        | 11.9 | 7.2  | 8.3   | n/a   | 8.5              |
| 2045 Target Date Plus                  | 3.0        | 14.1 | 9.3  | 9.9   | n/a   | 10.1             |
| 2045 Target Date Plus Benchmark**      | 2.0        | 12.1 | 6.8  | 8.7   | n/a   | 8.9              |
| 2050 Target Date Plus                  | 3.0        | 14.0 | 8.9  | 10.1  | n/a   | 10.2             |
| 2050 Target Date Plus Benchmark**      | 2.0        | 12.2 | 6.4  | 8.9   | n/a   | 9.1              |
| 2055 Target Date Plus                  | 3.1        | 13.6 | 8.7  | 10.2  | n/a   | 10.2             |
| 2055 Target Date Plus Benchmark**      | 2.0        | 12.2 | 6.5  | 9.0   | n/a   | 9.1              |

\* Performance Inception is January 1, 2015. \*\* Details regarding benchmarks mix are available upon request. C\$. Includes cash. Gross of investment management fees. May be subject to rounding.

Contact us to find out how TDAM can bring new thinking to your most important challenges.

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<sup>3</sup> TD Asset Management. As of Sep 30, 2019. TD Asset Management's view that the addition of alternatives will improve member outcomes. Opinions reflect those of TD Asset Management as of the date hereof. Numbers may not add due to rounding. The statements contained herein are based on material believed to be reliable. Where such statements are based in whole or in part on information provided by third parties, they are not guaranteed to be accurate or complete. The information does not provide individual financial, legal, tax or investment advice and is for information purposes only. Graphs and charts are used for illustrative purposes only and do not reflect future values or changes. Past performance is not indicative of future returns. All products contain risk. Important information about the pooled fund trusts is contained in their offering circular, which we encourage you to read before investing. Please obtain a copy. The indicated rates of return are the historical annual compounded total returns of the funds including changes in unit value and reinvestment of all distributions. Yields, investment returns and unit values will fluctuate for all funds. All performance data represent past returns and are not necessarily indicative of future performance. Pooled Fund units are not deposits as defined by the Canada Deposit Insurance Corporation or any other government deposit insurer and are not guaranteed by The Toronto-Dominion Bank. Investment strategies and current holdings are subject to change. TD Pooled Fund Trusts are managed by TD Asset Management Inc. TD Asset Management Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. TD Asset Management Inc. has been independently verified for the periods 01/01/2010 to 12/31/2018. The verification report(s) is/are available upon request. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation. TD Asset Management Inc. is a wholly-owned subsidiary of The Toronto-Dominion Bank. All trademarks are the property of their respective owners. © The TD logo and other trade-marks are the property of The Toronto-Dominion Bank.