

Annual Report 2017

2017 brought a new level of success to Build Toronto. With the leadership of our Board of Directors, along with our dedicated and motivated team, we were able to deliver record sales and continue to push forward important City-Building projects. Build Toronto sold five properties for proceeds of \$57.6 million, and continued to move properties through the development cycle to increase value and deliver financial returns to the City. The sales generated an additional 216 affordable housing units.

Financial highlights for Build Toronto's 2017 operations:

- Declared a \$25 million dividend, in consideration of our 2017 results, to our Shareholder, the City of Toronto, for a total of \$120 million of dividends since our inception.
- Generated Net Income for 2017 of \$28 million, with total Net Income since inception of \$109.2 million.
- Invested approximately \$13.5 million of capital in on-going development projects.
- "Value Creation" of \$32.8 million, with approximately \$144.3 million to date.
- At the year-end, held total real estate assets of \$163.8 million and Total Assets of \$301 million.
- Achieved Total Revenue of \$60.5 million, totaling approximately \$331.1 million since our commencement.

Although sales are the most evident measure of Build Toronto's activities, the majority of Build Toronto's efforts continue to be longer-term development projects that not only achieve long term financial goals, but also support our City-Building Strategic Priorities: Engagement, Livable Neighbourhoods, Sustainability, Employment and Transit-Oriented Development. These development activities may include conceptual design, zoning, site preparation, partnering with best-in-class real estate organizations, environmental remediation, infrastructure planning, leasing and potentially, construction.

More than ever, in 2017, we saw also the fruits of our efforts in strengthening our relationships with our partners at the City.

Build Toronto was key participant in the City-wide Real Estate transformation initiative. On January 1, 2018 Build Toronto staff and the staff at the Toronto Port Lands Company joined City staff to become employees of the new agency CreateTO, which will offer enhanced strategic planning, property management, oversight, and financial services for the City's real estate portfolio, with the objective of maximizing the benefits of a holistic City-building approach, balancing community and economic benefits. The new agency will charge a services fee to both corporations to offset its operating costs.

We would like to thank the former Board of Directors, Chair and Vice Chair for their guidance and support and are excited to be entering this new era!

Yours truly,



William Bryck
Former President & CEO, Build Toronto Inc.