We Know *Retail*

JLL | *National Retail Investment Group*

JLL's National Retail Investment Group consists of a dedicated team of experienced capital markets professionals who specialize in the sale and disposition of retail assets across Canada.

Our team approach across a national platform is unique. We offer unrivaled retail expertise, real-time market knowledge and in-depth relationships with retail real estate investors across Canada.

JLL | *National Retail Investment Group*

Message from Matt
EXECUTIVE VICE PRESIDENT & NATIONAL PRACTICE LEAD

I am so proud of the team we have been able to assemble across Canada. This driven, smart, forward-thinking group of retail experts take a client-centric approach, built on strong principles of honesty, integrity and focus.

Our Brokers, analysts, marketing and administrative staff are aligned to provide our clients with a professional, seamless, retail-focused approach from coast to coast.

We look forward to helping you achieve your retail investment ambitions.

Matthew T. Smith
Executive Vice President &
National Practice Lead

Walmart Anchored Portfolio
Québec & Ontario
Sold for $107,600,000

Upper James Square, Hamilton, ON
Sold for $35,180,000

Carry Plaza, Medicine Hat, AB
Sold for $14,500,000

Iroquois Ridge, Oakville, ON
Sold for $34,250,000

Shops at Wilson Station, Toronto
Sold for $36,000,000

Park Lane, Halifax, NS
Sold for $51,250,000

Wonderland Commercial Centre
London, ON
Sold for $27,850,000

IGA Anchored Portfolio
Greater Montréal Area, QC
Sold for $23,500,000

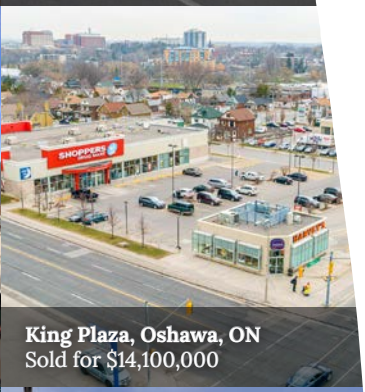
Hylands Centre, London, ON
Sold for $48,000,000

1909 Taverne Moderne
Montréal, QC
Sold for $24,900,000

Willowcreek Plaza,
Peterborough, ON
Sold for $15,600,000

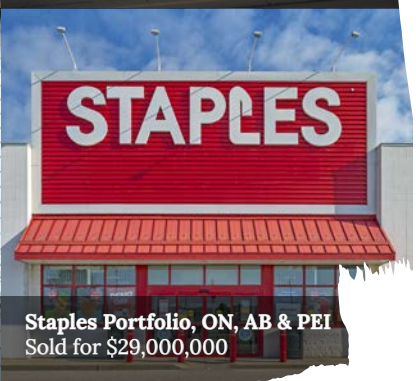
Apple Store, Montréal, QC
Sold for $25,000,000

Greater Montréal, QC
Sold for $28,000,000



King Plaza, Oshawa, ON
Sold for $14,100,000

LCBO, Toronto, ON
Sold for $13,150,000



Staples Portfolio, ON, AB & PEI
Sold for $29,000,000

Why we are the
TOP RETAIL TEAM IN CANADA

More *Experience*

Our team has transacted over 500 retail assets. Our understanding of your market and your asset is based on years of transaction experience in Canada's retail real estate marketplace.

More *Focus*

We offer Canada's only national team focused solely on retail investment real estate. We believe that focusing on one asset class gives us a decided advantage over the competition. By understanding the subtleties and constant changes occurring in the retail market, we are able to add value for our clients every day.

More *Expertise*

Our team consists of not only investment Brokers, but also financial analysts, marketing specialists, retail leasing experts, retail researchers and debt specialists, all dedicated to retail real estate. This is the team that we bring to the table for every project to ensure that our clients receive our full service offering.

More *Buyers*

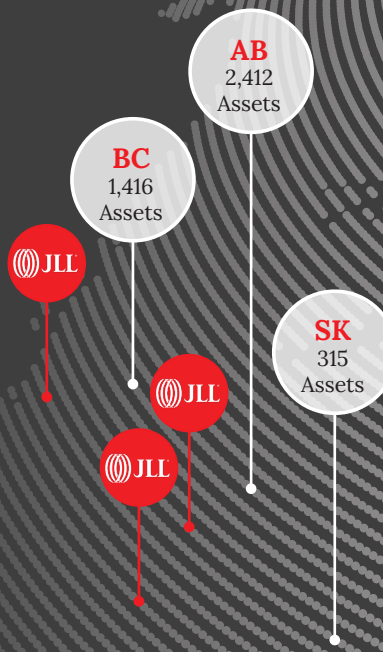
JLL is driven to utilize technology to serve our clients better. We have created a dynamic, interactive database of all retail properties and owners across Canada. This allows us to market our clients' properties to an unmatched pool of potential Buyers across the country.

Cohesive National Network
OFFERING ACCESS TO ALL BUYERS

The National Retail Investment Group tracks over 13,000 properties across the country, complete with ownership identification. This database of properties and their respective owners provides our clients with a unique advantage that is unrivaled in the industry.

When clients work with us to sell their assets, we are able to market to our entire database which means we can connect our Offerings to every owner of retail across the country.

We out-perform our competitors due to our national scope and access to Buyers across the County. We know who all the Buyers of retail are, what type of assets they are looking for, and the results our clients deserve.



How have we delivered results?

Negotiated
2,000+
Offers

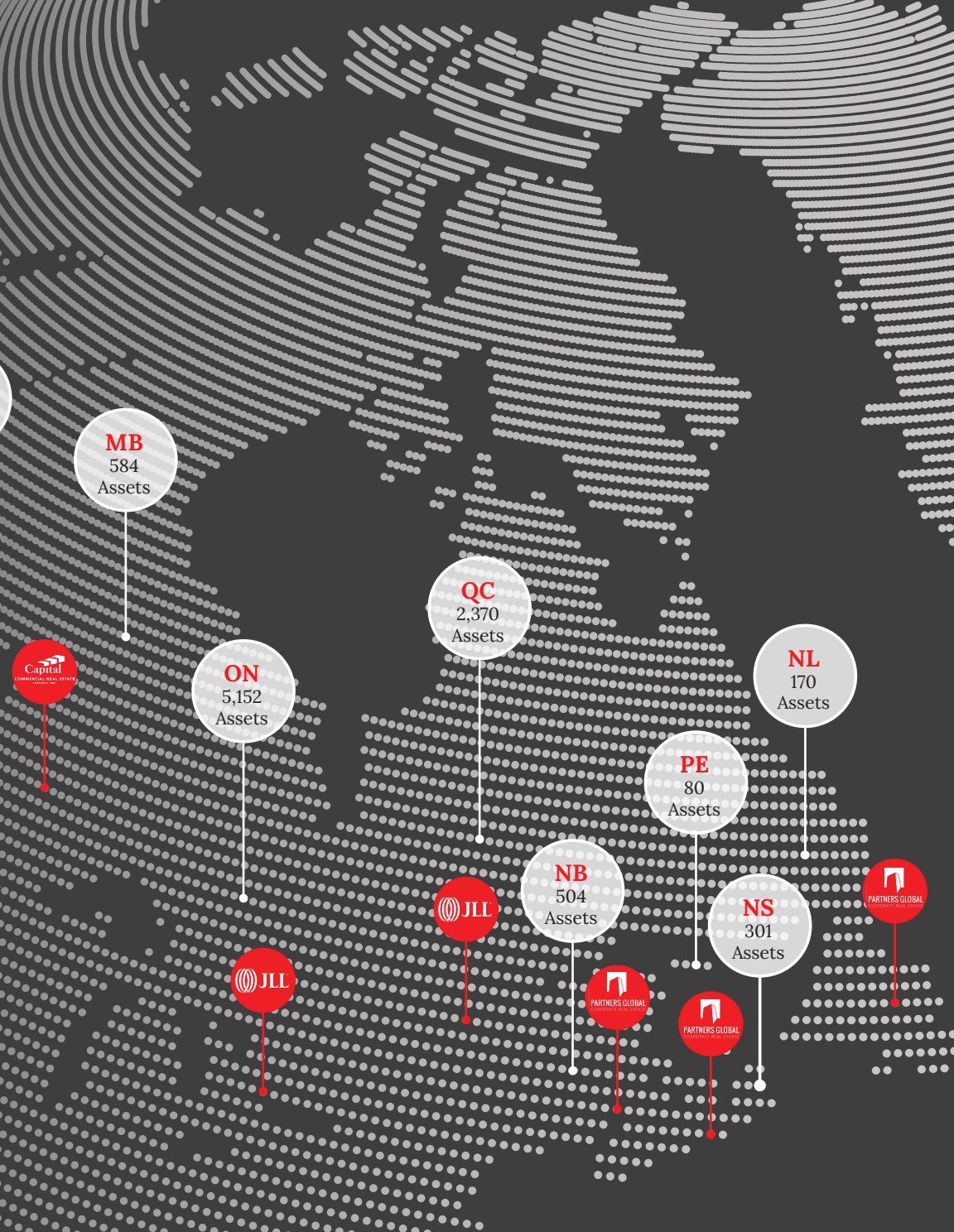
Offices Across
8
Provinces

Sold
500+
Retail Properties

Transacted In
100+
Markets

National Retail Investment Group

# of Properties and Owners Tracked


MB
584
Assets
QC
2,370
Assets
NL
170
Assets
ON
5,152
Assets
PE
80
Assets
NB
504
Assets
NS
301
Assets
Capital
COMMERCIAL REAL ESTATE
JLL
JLL
PARTNERS GLOBAL
CORPORATE REAL ESTATE
PARTNERS GLOBAL
CORPORATE REAL ESTATE
PARTNERS GLOBAL
CORPORATE REAL ESTATE
PARTNERS GLOBAL
CORPORATE REAL ESTATE

Meet the RETAIL INVESTMENT TEAM

JLL has brought together a diverse team of experienced sales professionals and real estate experts to provide our clients with best-in-class strategic advice supported by an unmatched track record. When you work with the National Retail Investment Group, you can trust our team has represented more Vendors in the disposition of their retail assets than any other Broker in Canada.

National Practice Lead

Responsible for national co-ordination, maintaining the group's market leading sales volumes and expanding capabilities to all markets and retail asset classes across Canada.

Matthew T. Smith
Executive Vice President
23 years experience

Regional Transaction Leads

Regional experts that provide individual market, locally focused expertise and guidance.

Nick Macoritto
Senior Vice President
Capital Markets, Toronto
12 years experience

Mark Leshchyshyn
Sales Associate
Capital Markets, Toronto
5 years experience

Mark Sinnett
Executive Vice President
Capital Markets, Montréal
17 years experience

Yann Charles
Vice President
Capital Markets, Montréal
7 years experience

Adam D. Kilburn
Senior Vice President
Capital Markets, Edmonton
14 years experience

Kevin Douglas
Associate Vice President
Capital Markets, Vancouver
7 years experience

Brodie Henrichsen
Senior Vice President
Retail, Vancouver
11 years experience

Trevor Clay
Principal, Capital
Commercial, Winnipeg
13 years experience

Larry Sowerby
Principal, Partners Global
Capital Markets, Atlantic
40 years experience

Paul Moore
Principal, Partners Global
Capital Markets, Atlantic
30 years experience

Operations Team

Internal execution team responsible for financial analysis, marketing and graphic design. Each team member brings years of experience in the industry to provide comprehensive property analysis and underwriting, top-line marketing and best-in-class design services for our clients.

MC LaflammeSanders
Business Manager
Capital Markets, Montréal

Nicole Marzok Burn
Marketing Manager
Capital Markets, Toronto

Jay Zilani
Senior Financial Analyst
Capital Markets, Toronto

Jennifer Lee
Transaction Manager
Capital Markets, Toronto

Samantha Wylamanski
Marketing Coordinator
Capital Markets, Toronto

Alexandre Clarke
Senior Financial Analyst
Capital Markets, Montréal

Laurence Berard
Marketing Lead
Capital Markets, Montréal

Amelia Terlecki
Marketing Coordinator
Capital Markets, Edmonton

Anmole Rai
Financial Analyst
Capital Markets, Edmonton

Philip Jong
Analyst
Capital Markets, Edmonton

Retail Advisory Leads

Our platform offers the greatest collection of retail specialists in Canada. From Debt to Leasing, from Appraisal to Property Management and Construction, our expertise and service offerings extend well beyond investment Brokerage.

Alison Chave
Executive Vice President
Debt Capital Markets,
Montréal

Adam Budd
Vice President
Debt Capital Markets,
Toronto

Tim Sanderson
Executive Vice President
Retail Tenant Advisory,
Toronto

Scott Lee
Executive Vice President
Retail Tenant Advisory,
Vancouver

Chris Wood
Executive Vice President
Retail Tenant Advisory,
Vancouver

David Black
Vice President
Appraisal and Advisory,
Toronto

David Lehto
Executive Vice President
Retail Development,
Toronto

Ron Fiell
Vice President
Property Management,
Calgary

Unrivaled Full-Service
RETAIL ADVISORY PLATFORM

Our teams spend all day, every day, talking retail. Our capital markets, valuation, debt, research and advisory and property management teams are specialists in retail and offer in-depth insights into the market and global trends. Together, we make up a comprehensive network of retail experts that deliver trusted advice to ensure our clients achieve their investment objectives and long-term goals.

National Retail Investment Group

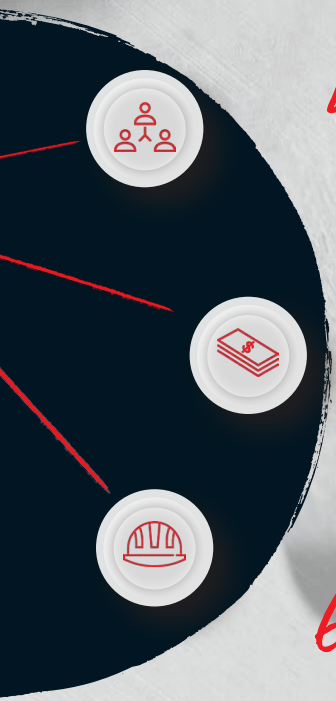
The National Retail Investment Group focuses specifically on the disposition of retail assets. No other team offers their clients this ***level of knowledge, market insight, and track record****. With 500+ successful transactions across Canada, they have represented more Vendors than any other Broker in Canada.*

Retail Tenant Advisory

JLL's Retail Leasing Team completed nearly 1,300 lease transactions in 2018 alone. They represent some of the ***top national and international brands*** *in Canada including Winners, Apple, Costco and Cineplex Odeon.*

Advisory and Appraisal Group

The Appraisal and Advisory Team ***appraised $5 billion worth*** *of retail in 2018 for top landlords including HOOPP, KingSett, Ontario Pension Board, and Cadillac Fairview.*



4

Global Property Management Group

Dynamic team that works with property owners to help drive asset value, including managing tenant relations, operations and facilities, risk management, financial reporting and identifying sustainability and energy savings initiatives. Around the globe, JLL ***manages over 4 billion square feet of our clients' real estate****.*

5

Debt Capital Markets, Retail

The Debt team offers lending, risk management, funding, special loans, and portfolio management services. With experience in Canada, US and the UK, they have worked with ***100+ local, national and international lenders****.*

6

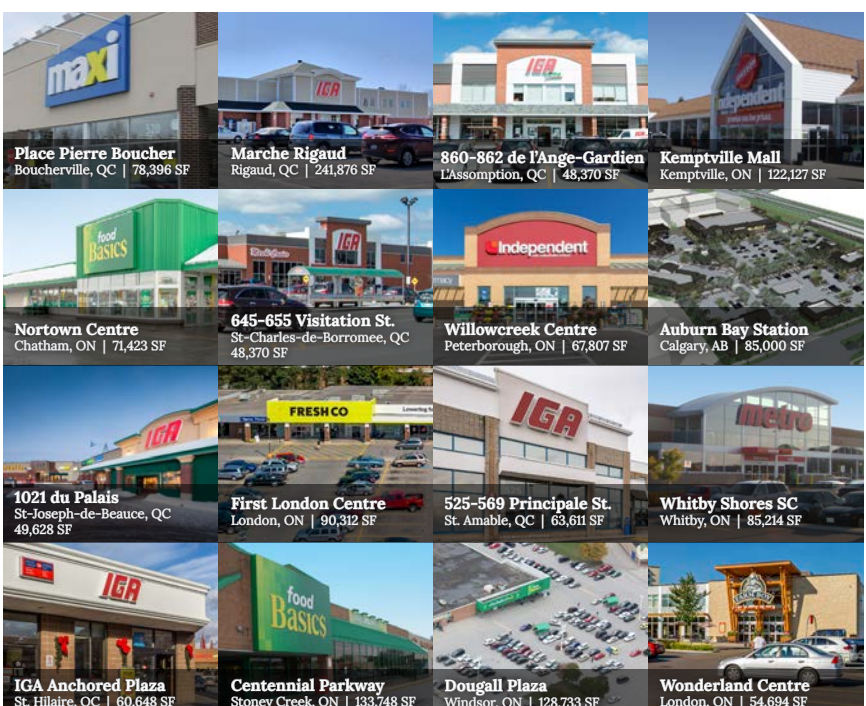
Retail Development Services

The Retail Development Services Team are experts in retail tenant development management. Their team includes experts in construction, engineering, design, and project management. Top exclusive mandates include all M&M Meats and Tim Hortons locations in Ontario with ***over 500 QSR's retrofitted in 2018 alone****.*

We Know Retail
EXPERIENCE AND RESULTS

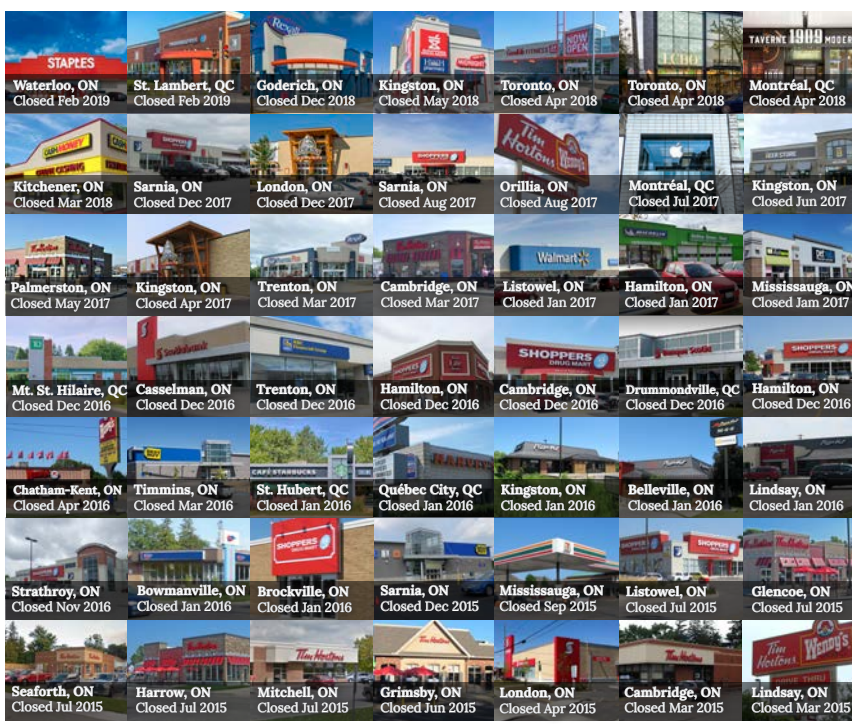
Grocery Anchored Centres

A primary acquisition target for most retail investors, the National Retail Investment Group has a long track-record of setting benchmark pricing for our Vendor clients.



Single Tenant Assets

In the past three years, the National Retail Investment Group has transacted nearly 50 single tenant assets, which means we are in constant, daily contact with active buyers looking for freestanding NNN assets.

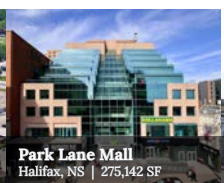


We Know Retail
EXPERIENCE AND RESULTS

Enclosed Malls

Despite challenging market dynamics, JLL's National Retail Investment Group has successfully transacted almost 20 enclosed malls in the past three years for clients such as Crombie REIT, RioCan REIT, OneREIT and LaSalle Investment Management.

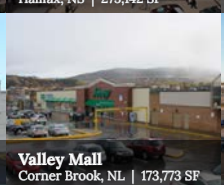
1000 Islands Mall
Brockville, ON | 281,381 SF


Park Lane Mall
Halifax, NS | 275,142 SF

Lindsay Square Mall
Lindsay, ON | 192,990 SF

Model City Mall
Kapuskasing, ON | 162,301 SF

Midtown Mall
Midland, ON | 137,302 SF


Valley Mall
Corner Brook, NL | 173,773 SF

1200 Saint-Felicien
Saint-Felicien, QC | 84,386 SF

Tillsonburg Town Centre
Tillsonburg, ON | 281,013 SF

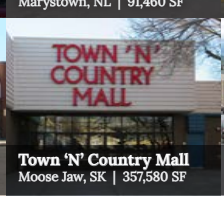
Kenora Shoppers Mall
Kenora, ON | 154,044 SF

Marystown Mall
Marystown, NL | 91,460 SF

Fraser Mall
Gander, NL | 98,883 SF

Mountainview Mall
Midland, ON | 331,046 SF

Herrongate Mall
Ottawa, ON | 184,842 SF



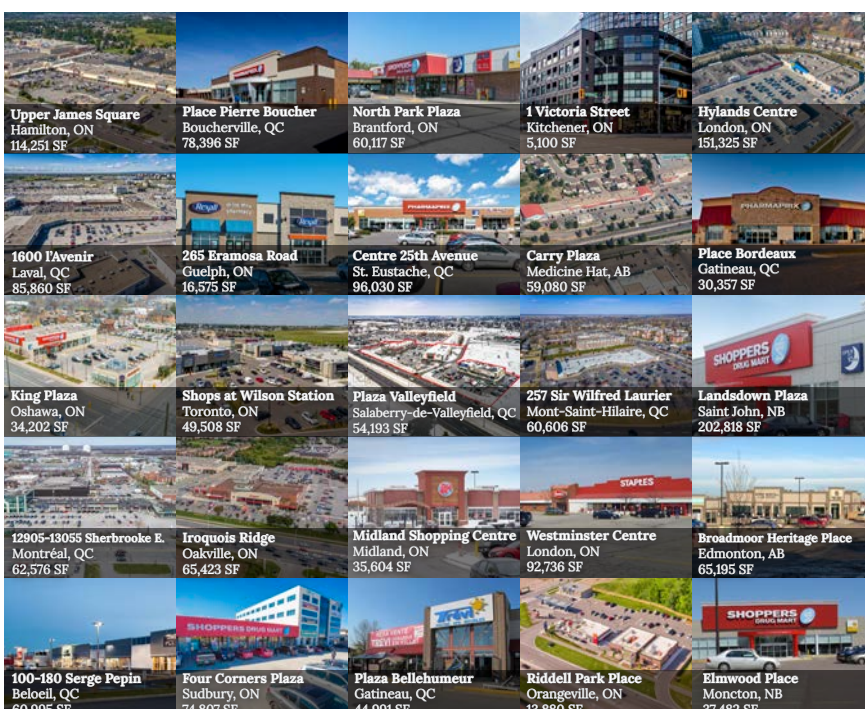
Town 'N' Country Mall
Moose Jaw, SK | 357,580 SF

Millbrook Mall
Corner Brook, NL | 115,136 SF

County Fair Mall
Summerside, PE | 232,017 SF

Strip Plaza & Box Centres

Open-air strip plazas and box centres are the dominant retail asset class in Canada, and we sell more than anyone else in the country. Our market leading access to Buyers has allowed us to transact in all ten provinces for hundreds of clients.



We Know Retail
EXPERIENCE AND RESULTS

Repositioning & Redevelopment Sites

The knowledge and experience required to position an asset for its next stage of evolution is something JLL's National Retail Investment Group has in abundance. Whether greenfield or brownfield, high-density or mixed-use redevelopment, we have transacted them all.

Summerside Shopping Centre
London, ON | 134,511 SF

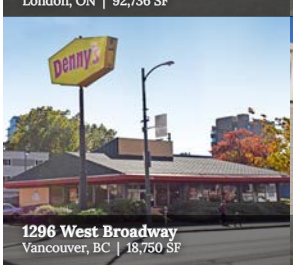
Centrepoint Plaza
Belleville, ON | 96,987 SF

Landsdown Plaza
Saint John, NB | 202,508 SF

Westminster Centre
London, ON | 92,736 SF

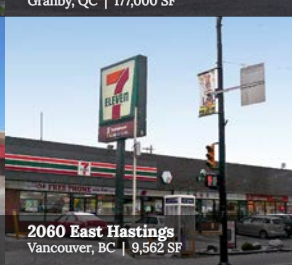
15-21 Saint-Jean-Baptiste
Chateguay, QC | 132,000 SF

100 Saint Jude Street North
Granby, QC | 177,000 SF



1296 West Broadway
Vancouver, BC | 18,750 SF

Elgin Mall
St. Thomas, ON | 264,402 SF



2060 East Hastings
Vancouver, BC | 9,562 SF

Portfolios

Having sold in over 100 markets across 10 provinces, JLL's National Retail Investment Group is well positioned to transact multi-market portfolios across the country.

Walmart Anchored Portfolio
Ontario & Québec | 971,872 SF

Cominar Greater Montréal Portfolio
Québec | 117,956 SF

IGA Anchored Portfolio
Greater Montréal Area, QC | 101,196 SF

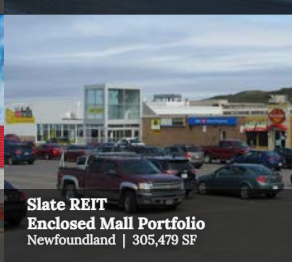
Canadian Commercial Single Tenant Portfolio
Ontario | 120,322 SF

Single Tenant Portfolio
Ontario | 22,366 SF

OneREIT Portfolio
Ontario | 747,492 SF

Cominar Jean Coutu Anchored Portfolio
Ontario & Québec | 363,944 SF

Staples Portfolio
Ontario, Alberta & PEI | 152,437 SF



Slate REIT Enclosed Mall Portfolio
Newfoundland | 305,479 SF

Contact Us
TO ACHIEVE YOUR RETAIL AMBITIONS

National Team

Matthew T. Smith
Executive Vice President
Capital Markets, Toronto
MatthewT.Smith@am.jll.com
+1 416 304 6004

Nick Macoritto
Senior Vice President
Capital Markets, Toronto
Nick.Macoritto@am.jll.com
+1 416 238 5874

Mark Leshchyshyn
Sales Associate
Capital Markets, Toronto
Mark.Leshchyshyn@am.jll.com
+1 416 304 6022

Québec Team

Mark Sinnett
Executive Vice President
Capital Markets, Montréal
Mark.Sinnett@am.jll.com
+1 514 583 2146

Yann Charles
Vice President
Capital Markets, Montréal
Yann.Charles@am.jll.com
+1 514 715 2562

Alberta Team

Adam D. Kilburn
Senior Vice President
Capital Markets, Edmonton
AdamD.Kilburn@am.jll.com
+1 780 328 2584

B.C. Team

Brodie Henrichsen
Senior Vice President
Retail, Vancouver
Brodie.Henrichsen@am.jll.com
+1 604 628 4331

Kevin Douglas
Associate Vice President
Capital Markets, Vancouver
Kevin.Douglas@am.jll.com
+1 604 988 6142

For more information, visit: www.retailinvestment.ca

JLL | National Retail Investment Group

JLL Canada

Bay Adelaide East Tower
22 Adelaide Street West, Suite 2600
Toronto, Ontario M5H 4E3
t: +1 416 304 6000 f: +1 416 304 6001
e: NRIG@am.jll.com

www.retailinvestment.ca