

We Know Retail



JLL

National Retail
Investment Group



More **Experience**

• More **Focus**

• More **Expertise**

• More **Buyers**

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.





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, ON & QC
Sold for \$107,600,000



Bramrose Square, Brampton, ON
Sold for \$45,800,000



The Quarry, Cochrane, AB
Sold for \$142,010,000



University & Ambassador Plaza, Windsor, ON
Sold for \$41,250,000



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



Giant Tiger Portfolio
Sold for \$80,340,000



Oakwoods Centre, Oakville, ON
Sold for \$42,350,000



White Oaks Mall, London, ON
Sold for \$140,939,000



MEC Portfolio, ON, MB, AB & BC
Sold for \$100,000,000



Trinity Wilson Common, Ancaster, ON
Sold for \$58,000,000



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



Namao South, Edmonton, AB
Sold for \$51,950,000



Cominar Portfolios, QC
Sold for \$59,700,000



Trenant Park Square, Delta, BC
Sold for \$64,500,000



1900 & 1960 Cyrville Road, Ottawa, ON
Sold for \$42,500,000



Staples Portfolio, ON, AB & PEI
Sold for \$80,600,000

Why we are **THE TOP RETAIL TEAM IN CANADA**

More **Experience**

Our team has transacted over 750 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 clear 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.

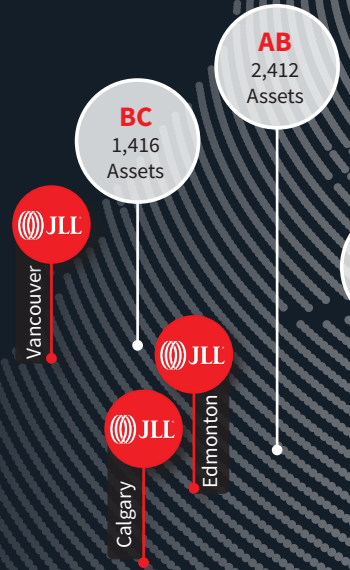
Cohesive National Network

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 Country. We know who all the Buyers of retail are, what type of assets they are looking for, and the results our clients deserve.





DELIVERING RESULTS

5,000+ Offers Procured

10 Offices Across Canada

750+ Retail Properties Sold

100+ Markets Transacted In

-  National Retail Investment Group offices
-  Number of Properties and Owners Tracked

JLL's National Retail Investment Group tracks **over 13,000** retail assets across the country



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. 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 coordination, 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, National Practice Lead
28 years experience

Regional Transaction Leads

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



Nick Macoritto*
Executive Vice President
Capital Markets, Canada
17 years experience



Mark Leshchyshyn*
Sales Associate
Capital Markets, Canada
9 years experience



Jackson Safrata*
Vice President
Capital Markets, Ontario
9 years experience



Adam D. Kilburn*
Senior Vice President
Capital Markets, Prairies
18 years experience



Andrew Simpson*
Senior Vice President
Capital Markets, Prairies
14 years experience



Edgar Buksevics*
Executive Vice President
Capital Markets, BC
17 years experience



Kevin Meikle*
Executive Vice President
Commercial, Manitoba
26 years experience



Brodie Henrichsen*
Executive Vice President
Retail Investment, BC
13 years experience



Kevin Douglas*
Senior Vice President
Capital Markets, Atlantic
12 years experience



Jacob Hayon*
Executive Vice President
Capital Markets, Quebec
13 years experience



Bruno Brami*
Senior Vice President
Capital Markets, Quebec
13 years experience



Trevor Clay*
Principal, Capital
Commercial, Manitoba
17 years experience



Bryn Oliver*
Principal, Capital
Commercial, Manitoba
15 years experience



Paul Moore*
President, Brunswick Brokers
Capital Markets, Atlantic
39 years experience



Brian Toole*
President, Partners Global
Capital Markets, Atlantic
29 years experience

*Sales Representative

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.



Samantha Wylamanski
Marketing Manager
Capital Markets,
Canada



Jennifer Lee
Transaction Manager
Capital Markets,
Canada



Spencer Snow
Associate
Capital Markets,
Canada



Scott Figler
Director
National Research,
Canada



Fletcher Blakely
Analyst
Capital Markets,
Ontario



Sophie Labrie
Marketing Associate
Capital Markets,
Quebec



Carol Baque
Senior Marketing Associate
Retail Investment,
British Columbia



Tricia Corcuera
Marketing Associate
Capital Markets,
Alberta



Nick Voyatzis
Senior Analyst
Capital Markets,
Alberta



Ali Cox
Marketing Associate
Capital Markets,
Alberta

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



Dave Black
Executive Vice President
Valuation Advisory
Toronto



Warren Coffell
Senior Vice President
Valuation Advisory
Toronto



Phil Tyas
Senior Vice President
Valuation Advisory
Toronto



Rob Ramsay
Executive Director
PDS Projects
Toronto



Allan Yearwood
Executive Vice President
Property Management
Toronto



Blair Reeve
Senior Vice President
Property Management
Toronto

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 750+ successful transactions across Canada, we have represented more retail Vendors than any other Broker in Canada.*

Retail Tenant Advisory

*JLL's Retail Advisory Services Team is the leading tenant representation group in Canada with retail experts in all markets. They represent some of the **top national and international brands** in Canada including Cineplex Odeon, Giant Tiger, McDonald's, PetSmart, Staples, and TJX.*

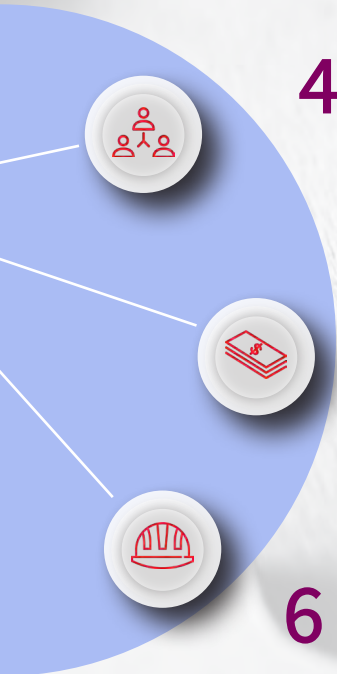
Valuation Advisory Group

*The Valuation Advisory Group appraised **\$40 Billion worth of retail assets** in 2023 for some of Canada's largest real estate owners, primarily Pension Funds and REITs, as well as other Local and International clients.*

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2





4

Global Property Management Group

*A dynamic team that works with property owners to help drive asset value by managing tenant relations, operations and facilities, risk management, financial reporting and identifying sustainability and energy savings initiatives. Around the globe, **JLL manages over 3.0 billion square feet of real estate** and manages all of Manulife and Ivanhoe Cambridge's properties.*

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

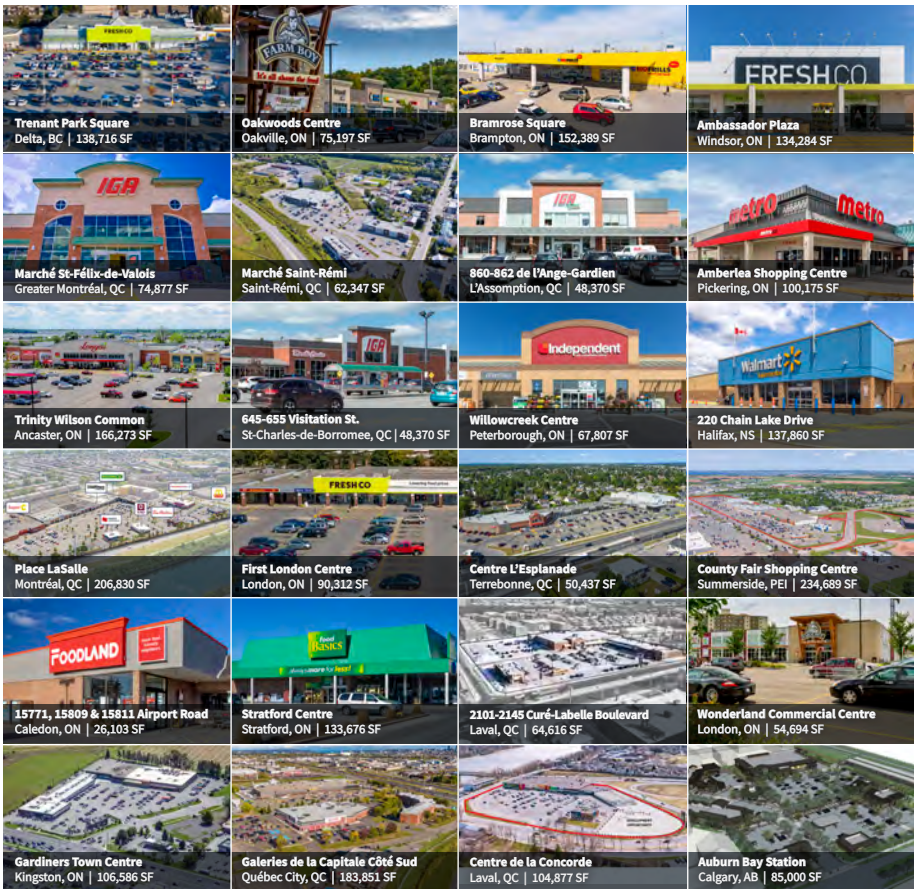
*JLL's Project and Development Services team are experts in the project management of design and construction projects on behalf of its retail clients. Top mandates include Tim Hortons, McDonald's, Wendy's and Chick-Fil-A with locations all across Canada. **Over 400 renovations and new build projects have been completed in the past 3 years 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.

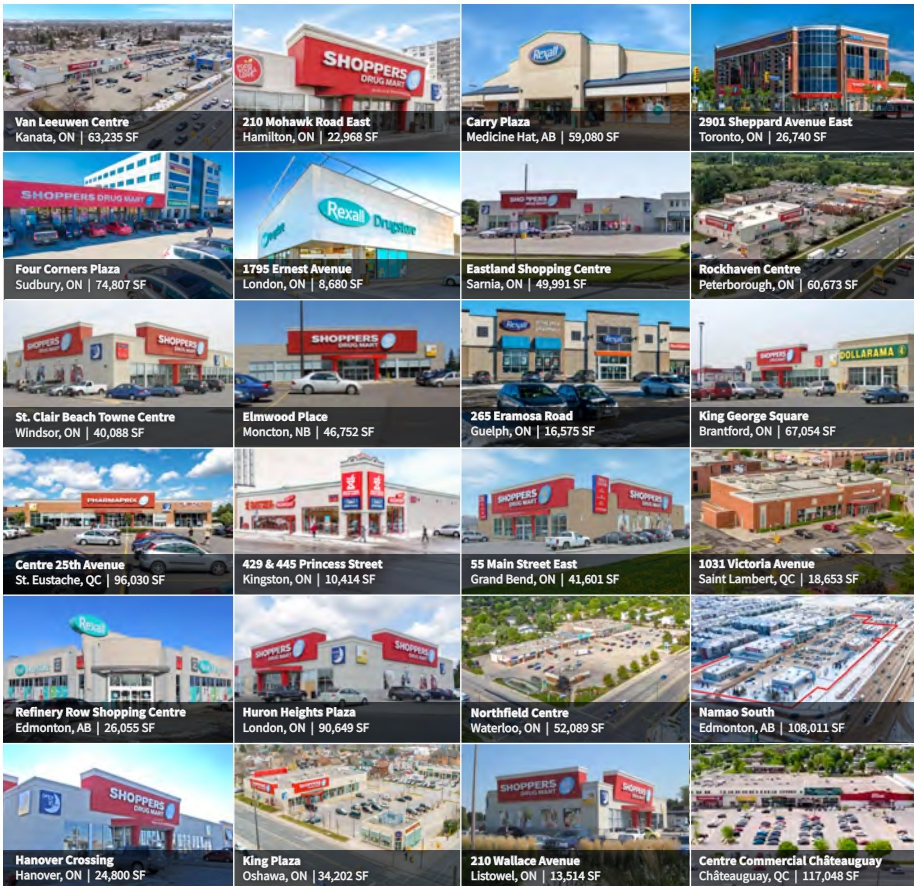


We Know Retail

EXPERIENCE AND RESULTS

Pharmacy-Anchored Retail

Another highly sought-after asset class by investors across the country. This asset type is anchored by an “Essential Service” pharmacy tenant which helps draw consumers to the plazas other tenants. Shoppers Drug Mart and Rexall anchored properties are the most popular of this type.

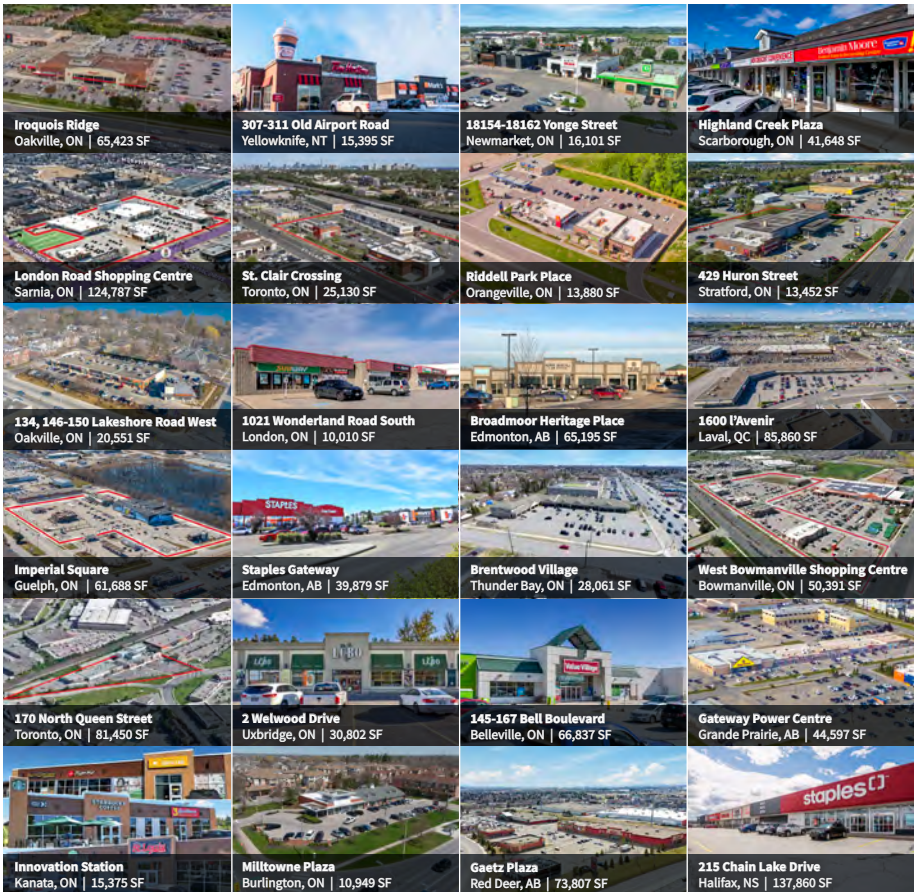


We Know Retail

EXPERIENCE AND RESULTS

Strip Plaza

Open-air strip plazas are one of the most common retail asset classes 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.

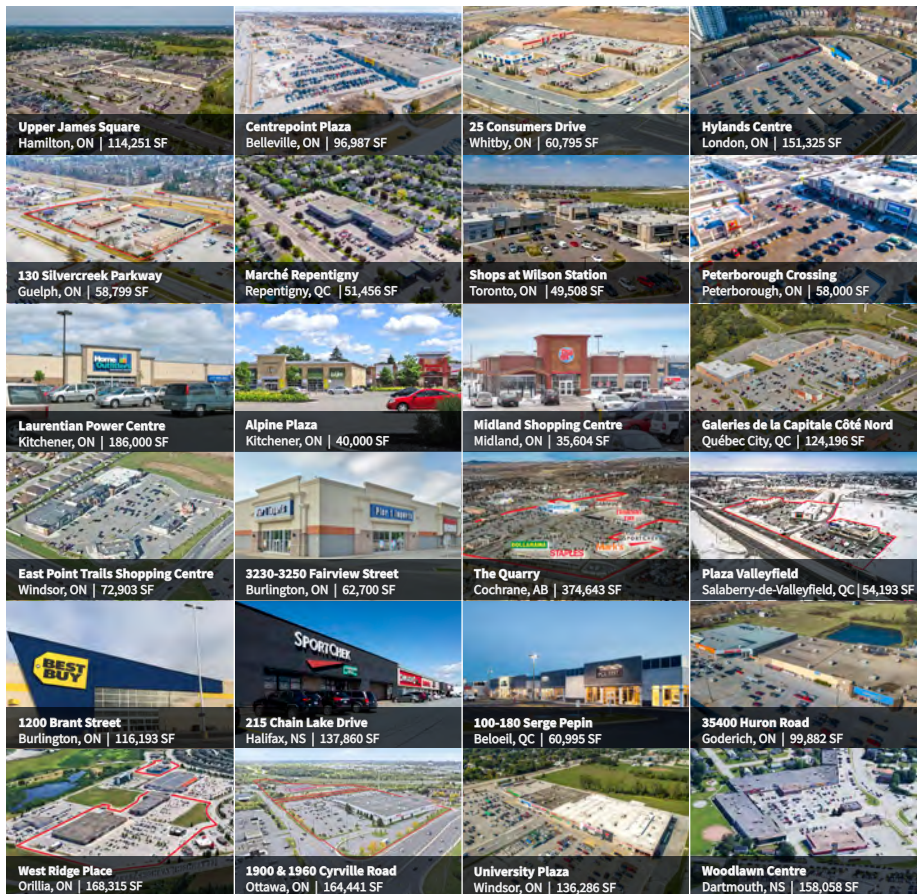


We Know Retail

EXPERIENCE AND RESULTS

Power Centres

Power Centres are very popular in Canada and typically comprise of destination retailers which draw consumers from a wider market. They feature highly sought-after national tenants and usually include three or more “big box” stores, and smaller retailers and restaurants.

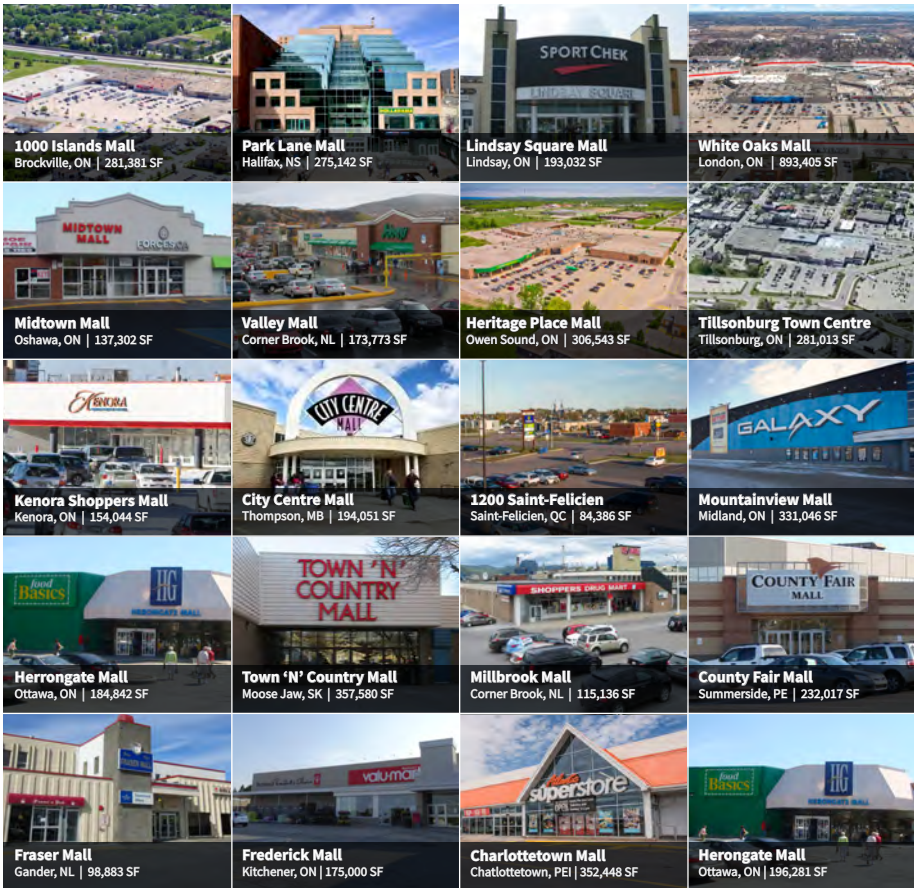


We Know Retail

EXPERIENCE AND RESULTS

Enclosed Malls

Despite challenging market dynamics, JLL's National Retail Investment Group has successfully transacted 20+ enclosed malls in the past four years for clients such as BGO, KingSett Capital, Strathallen Capital, Crombie REIT, RioCan REIT and LaSalle Investment Management.

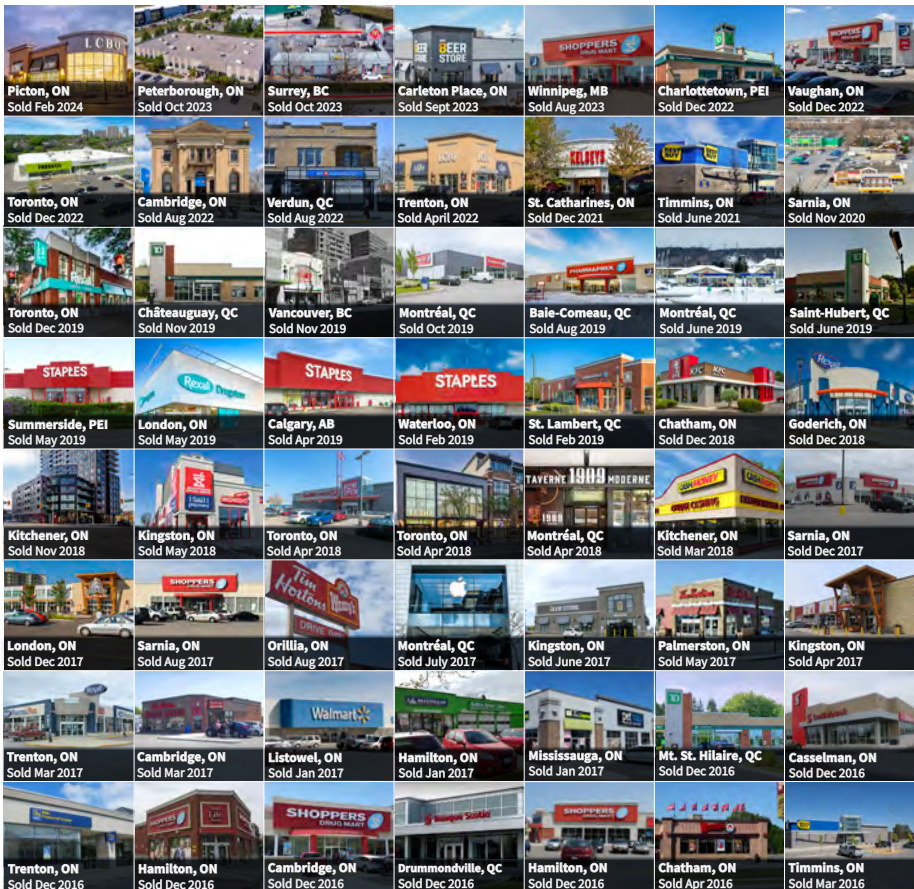


We Know Retail

EXPERIENCE AND RESULTS

Single Tenant Assets

Over the past eight years, JLL's National Retail Investment Group has transacted over 50 single tenant assets, which means we are in constant, daily contact with active buyers looking for freestanding NNN assets. We are Canada's top advisor in single tenant retail sales.

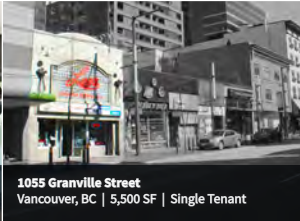
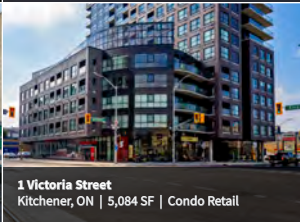
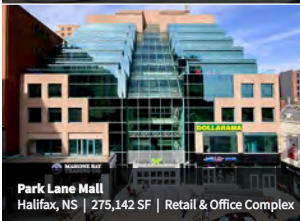


We Know Retail

EXPERIENCE AND RESULTS

Streetfront Retail

JLL has extensive experience selling streetfront retail assets across Canada. This highly sought-after asset class is comprised of single tenant and multi-tenant retail space at the base of condominiums, office and other streetfront mixed-use properties.

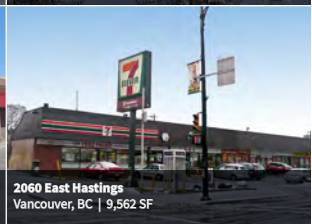
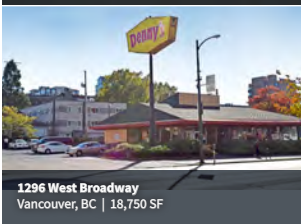
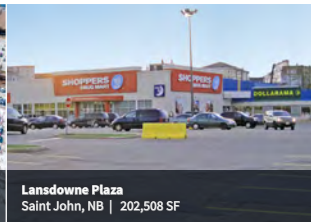


We Know Retail

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.




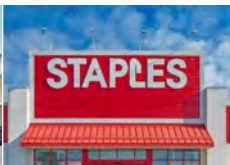














We Know Retail

EXPERIENCE AND RESULTS

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.

 <p>MEC Portfolio Ontario, Manitoba, Alberta & BC 194,340 SF</p>	 <p>Shoppers Drug Mart Portfolio Ontario 62,122 SF</p>	 <p>Giant Tiger Portfolio Ontario & Québec 543,608 SF</p>	 <p>Staples Portfolio Ontario, Alberta & PEI 172,437 SF</p>
 <p>Cominar Québec City Portfolio Québec 398,347 SF</p>	 <p>Walmart Anchored Portfolio Ontario & Québec 971,872 SF</p>	 <p>IGA Anchored Portfolio Greater Montréal Area, QC 101,196 SF</p>	 <p>First Capital Portfolio Windsor, Ontario 270,570 SF</p>
 <p>Cominar Greater Montréal Portfolio Québec 117,956 SF</p>	 <p>Cominar Jean Coutu Anchored Portfolio Ontario & Québec 363,944 SF</p>	 <p>Cominar Greater Montréal Portfolio Québec 117,956 SF</p>	 <p>OneREIT Portfolio Ontario 747,492 SF</p>
 <p>Canadian Commercial Portfolio Ontario 120,322 SF</p>	 <p>Single Tenant Portfolio Ontario 22,366 SF</p>	 <p>Slate REIT Enclosed Mall Portfolio Newfoundland 305,479 SF</p>	 <p>Cominar Single Tenant Portfolio Ontario & Québec 51,386 SF</p>

Best-in-Class

MARKETING STRATEGY

Comprehensive Approach



OPTIMAL STRATEGY: Unpriced Bid Process with Bid Date

It is our view that maximum pricing for assets can be achieved through an unpriced bid process. This approach ensures that we are able to negotiate the best possible terms and conditions while having the greatest potential to surpass pricing expectations for our Vendors. We are very confident that maximum pricing will be achieved through the use of our extensive reach across Canada.



STRUCTURED TIMELINE: Finding Buyers and Exceeding Expectations

By promoting assets widely to all types of investors, we maximize visibility and capture the attention of potential “silent” buyers. We also create a competitive environment that minimizes the disposition timeline, maximizes pricing, and ensures no renegotiation or re-trade in the final phases of the process.



THOROUGH DUE DILIGENCE: 100% Accuracy = No Surprises

Prior to launching our marketing campaigns, we complete extensive pre-due diligence of the asset(s). This includes the review of all physical and environmental reports, financial and legal documents. All necessary documents will be assembled in preparation for the marketing process and subsequent due diligence phase.



BEST-IN-CLASS MARKETING: Personalized and Targeted Marketing

High-quality marketing materials are developed and tailored to targeted groups of buyers. They are designed to leverage the competitive nature of the market and help ensure maximum exposure. These include flyers, postcards, newspaper advertisements, Confidential Information Memorandums, the use of JLL's listing website, an electronic dataroom, as well as print and other web advertising tools.



FULL MARKET COVERAGE: Wide Network of Investor Relationships

We continue to expand and maintain an extensive proprietary database of every retail asset across Canada, totaling 13,000+ entries. Having physically visited every market to catalogue the assets ourselves, we are able to provide more in-depth market and transaction knowledge than any other source. Our relationships span the globe. With JLL's unrivaled access to Asia and European Buyer groups, we bring a diverse selection of potential buyers to the process.



More **Experience** • More **Focus** • More **Expertise** • More **Buyers**

Contact Us

TO ACHIEVE YOUR RETAIL AMBITIONS

National Team

Matthew T. Smith*

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Bruno Brami*

Senior Vice President
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* Sales Representative

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National Retail Investment Group

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