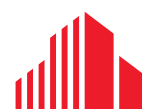


IMPACT

WE MAKE A DIFFERENCE

**CANADA
RETAIL SERVICES**



**CUSHMAN &
WAKEFIELD**



REDEFINING THE RETAIL EXPERIENCE

*Global perspective and resources,
coupled with local insight and expertise.*

Within the shifting landscape of retail, the right real estate strategy is critical to success. Our Canadian retail team has the expertise, experience, and resources to provide comprehensive, integrated, and innovative real estate services to retail occupiers and investors regardless of the size, scope or location of the assignment. From urban high streets to suburban shopping destinations, and everything in between, Cushman & Wakefield retail specialists leverage industry experience and global perspective to best market properties, align brands with the right opportunities, and provide clients with intelligence for smart decision making.

*Cushman & Wakefield is proud
to be ICSC's Global Sponsor*



ICSC GLOBAL SPONSOR

LIFE IS WHAT WE MAKE IT



10,700+ *Total Retail Transactions*

\$10.34B *Total Retail Transaction Value*

50.5M *Aggregate SF*

1,100+ *Retail Professionals in the Americas*

95+ *Retail Office Locations*

500+ *Exclusive or Preferred Tenant Relationships Across the Americas*

• All figures are approximate
• Retail professionals headcount is inclusive of all service lines within the Americas

REAL ESTATE INVESTOR SERVICES



We understand the nuances and complexities of all property types — and use this knowledge to serve as a long-term partner to our clients. Our retail specialists and researchers analyze and engage their local markets, offering clients insight into current conditions, hidden opportunities, and unique trends. Leasing professionals create innovative property marketing campaigns that target, attract and retain tenants. Capital markets experts maximize the returns of a single asset or portfolio, develop savvy plans for the placement of debt and equity, and determine and execute on financing strategies. Through the full-service resources of Cushman & Wakefield, clients also have the opportunity to solve for all their commercial real estate needs.



AGENCY LEASING

- In-depth market and property analyses
- Strategic positioning and pricing advisory
- Comprehensive marketing and leasing strategy
- Lease negotiation
- Tenant retention
- Market intelligence
- Customized research and analytics



TOTAL WORKPLACE

Evaluating and identifying the essential factors that aid in decision making:

- Market and property analysis
- Portfolio evaluation and benchmarking
- Tenant mix and target tenant analysis
- Market share and retail demand forecasting
- Development feasibility
- Redevelopment/reuse strategies
- Repositioning /re-tenanting strategies
- Customized research and analytics



PROJECT & DEVELOPMENT SERVICES

- Acquisition and due diligence
- Building infrastructure analysis
- Short- and long-term capital planning and forecasting
- Asset valuation
- Building repositioning
- Capital and tenant improvements
- Building modernization and design
- Construction and vendor management
- Prototype/specification services
- Remodels
- Development and redevelopment



ASSET SERVICES

- Accounting and financial reporting
- Business continuity management
- Contract and vendor management
- Due diligence
- Engineering operations
- Lease compliance and administration
- Property management
- Sustainability and energy management
- Training and development
- Transitions and quality control



CAPITAL MARKETS

- Investment sales
- Equity, debt, and structured finance
- Corporate capital markets
- Loan sale advisory
- Specialized portfolio solutions
- Cross-border retail network



VALUATION & ADVISORY

- Acquisition due diligence
- Market rent analysis
- Occupancy cost analysis
- Feasibility analysis
- Highest and best use analysis
- Portfolio valuation
- Financial and tax reporting
- Machinery and equipment
- Fixed asset management
- Property tax consulting
- Litigation support

REAL ESTATE OCCUPIER SERVICES



Occupier Representation

- BARBURRITO
- BURGER KING CANADIAN BREWHOUSE
- CANADIAN AUTOMOBILE ASSOCIATION (CAA)
- CANADIAN BLOOD SERVICES
- CARL'S JR.
- COSMOPROF
- DAIRY QUEEN
- DOLLARAMA
- FYI DOCTORS
- GREAT CANADIAN DOLLAR STORES
- HARVEY'S
- H MART
- H&R BLOCK
- JEFFY LUBE
- LITTLE CAESARS
- MCDONALD'S
- MONTANA'S
- MOXIES
- PLANET FITNESS
- RBC
- SALLY BEAUTY
- SAVE-ON-FOODS
- SHELL CANADA
- STARBUCKS
- SUBWAY
- SWISS CHALET
- TD BANKS
- VALVOLINE CANADA
- WENDY'S
- 7 - ELEVEN

Select Canada Retail Clients

Cushman & Wakefield utilizes a data-driven, analytical approach to understand the unique relationship that a client's brand has with its customers — and how the right timing and strategy can elevate that connection. Whether addressing a request for a single unit or a multi-market entry plan for leading retailers to digitally native start-ups to specialty food & beverage concepts, our experts help clients define their specific retail requirements. We act as strategic advisors to secure locations that fulfill business objectives and set the stage for future success.



TRANSACTION MANAGEMENT

- Market-focused, expertise and execution, as well as broader portfolio strategies
- Market, demographic, and labor analysis
- Lease restructuring; subleasing services
- Market/site analytics
- Broker opinion of value
- Broker selection
- Site identification and selection
- Purchase/lease negotiations
- Renewals
- Acquisitions, dispositions, and build-to-suits
- Individual and Portfolio sale leaseback
- Document management



TOTAL WORKPLACE

- Evaluation and identification of the essential factors for decision making:
- Socioeconomic and demographic data
 - Accessibility and transportation patterns
 - Pedestrian flow
 - Traffic counts
 - Existing store analysis
 - Sales forecasting
 - Market entry/store expansion
 - Portfolio optimization
 - Brand entry



PROJECT & DEVELOPMENT SERVICES

- Programming, planning, and design
- Bid and procurement
- Construction management
- Vendor management
- POS installation
- Merchandising graphics/signage
- General contractor management
- Capital projects
- New construction
- Prototype/specification services
- Remodels



PORTFOLIO ADMINISTRATION

- Lease administration
- Payables management
- Accounting and financial lease audit and reconciliation
- Asset tracking
- Contract management and compliance
- Performance metrics
- Savings/cost avoidance
- Abstracting and auditing



INTEGRATED FACILITIES MANAGEMENT

- Financial management
- Engineering management
- Contract and vendor management
- Sustainability consulting
- 24/7 facilities management call center
- Facilities audits and assessments



VALUATION & ADVISORY

- Acquisition due diligence
- Market rent analysis
- Occupancy cost analysis
- Feasibility analysis
- Highest and best use analysis
- Portfolio valuation
- Financial and tax reporting
- Machinery and equipment
- Fixed asset management
- Property tax consulting
- Litigation support



NEWCOMMERCE

- Retail Services' collaboration with our Logistics, Industrial, and eCommerce experts:
- Clicks-to-bricks transition
 - Full network planning
 - High-performance facility design
 - Incentives consulting
 - Inventory optimization and placement
 - Material handling equipment (MHE)
 - Retail and Industrial brokerage services
 - Supply chain consulting, site selection and labor analytics
 - Transportation support



Multi-Service Retail Platform

Through our resources and professionals, Cushman & Wakefield meets clients' leasing, selling, and financing needs, delivers portfolio solutions across geographies, values and appraises retail real estate, educates with thought-provoking data, financial and research analytics, assists in project development, and delivers facility services.



Future-Forward Approach

We deploy talent to meet the omni-channel, global real estate needs of an industry in transformation, and develop strategies and solutions that encompass technology, eCommerce, global supply chain logistics, and the quickening pace of demographic and social change.



Global Collaboration

Collaboration and information sharing are the keys to successful global client service. Cushman & Wakefield has a cross-border retail network of professionals who work together to help retailers meet their business needs in the Americas, Europe, and Asia. Our professionals engage in consistent dialogue across time zones and geographies to stay abreast of the changing pace of the industry.

WE ARE A
**LEADING
INNOVATIVE
TEAM OF
CLIENT FOCUSED
TRUSTED
EXPERTS
CREATING
GLOBAL
OPPORTUNITIES**

CANADA RETAIL SERVICES BY THE NUMBERS

////////////////



ALBERTA

- Calgary
- Edmonton*

BRITISH COLUMBIA

- Vancouver
- Victoria

MANITOBA

- Winnipeg*

NEW BRUNSWICK

- Moncton*
- Saint John*

NEWFOUNDLAND

- St. John's*

NOVA SCOTIA

- Halifax*

ONTARIO

- Kingston*
- London*
- Ottawa*
- Toronto Central
- Toronto North/East
- Toronto West
- Waterloo*

PRINCE EDWARD ISLAND

- Charlottetown*

QUEBEC

- Montreal Central
- Montreal Suburban

SASKATCHEWAN

- Regina*
- Saskatoon*


*Denotes alliance office

C&W OFFICES

C&W TRANSACTION LOCATIONS

CANADIAN TRANSACTION PERFORMANCE STATISTICS 2021 FISCAL YEAR

	Transactions	Value of transactions	Square Feet of Transactions
Tenant Representation	652	\$301.6M	1.5M
Agency Leasing	170	\$181.5M	479,702
Capital Markets (INVESTMENT SALES)	67	\$347.7M	377,292
TOTAL	889	\$830.8M	2.4M



“ *With the impact of Covid-19, the acceleration of e-commerce and changing consumer behaviours, the retail industry is undergoing a radical transformation and renaissance that will have a material shift for shopping centre real estate and design of physical stores for retailers in the future* **”**

JOHN. G. CROMBIE

Executive Managing Director
Retail Services, Canada

Find out more about Cushman & Wakefield:

 cushwakeretail.com

 [@CushWakeRETAIL](https://twitter.com/CushWakeRETAIL)



About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 50,000 employees in over 400 offices and approximately 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, and valuation and other services. To learn more, visit www.cushmanwakefield.com.

John G. Crombie

Executive Managing Director
Retail Services, Canada
+1 416 359 2720
John.Crombie@cushwake.com

Barrie Scardina

Americas Leader, Retail
+1 212 841 7649
Barrie.Scardina@cushwake.com

Cushman & Wakefield Capabilities

Advisory Groups

Automotive
Banking & Financial
Build-to-Suit
Data Center
eCommerce & Electronic Fulfillment
Education
Emerging Technology
Food & Beverage
Global Supply Chain Solutions
Healthcare
Land
Legal Sector
Life Sciences
Net Lease
Not-for-Profit
Ports & Intermodal
Public Sector
Rail
Sports & Entertainment
Third-Party Logistics (3PL)

Service Lines

Agency Leasing
Asset Services
Capital Markets
Facility Services
Global Occupier Services
Investment & Asset Management
Project & Development Services
Strategic Consulting
Tenant Representation
Valuation & Advisory

Property Types

Healthcare
Hospitality
Industrial
Land
Multi-family
Office
Retail