



Quartier Dix30

Life can feel like a vacation.

“Turning Retail Outlets into a Dynamic Community”

1. Current Context
2. Investment Strategy
3. How to create long-term value



Live Work Play Community



Interactive Programming and Culture



Innovative Transit Network



Greenspace and Parks

Sell vs. Redevelop Analysis

Option 1: Sell

Current Valuation: CA\$ 716M

Offer Price: CA\$ 800M

Value Created if sell: CA\$ 84M

Option 2: Redevelop

10- year Redevelopment Profit: CA\$ 472.4M

NPV of Levered Redevelopment Cash Flows: CA\$ 176M under very conservative underwriting assumptions

-> If we choose to redevelop instead of selling DIX Quartier 30:

We retain CA\$ 176 mil – CA\$ 84M = CA\$ 92M in Value

Option 3: renegotiate for \$892 million purchase price minimum

Trade Area Analysis

Population: 1,231,574 (primary and secondary trade areas), Montreal is growing at 4.2%

Employment Opportunities: 57,000 full time jobs added in Montreal

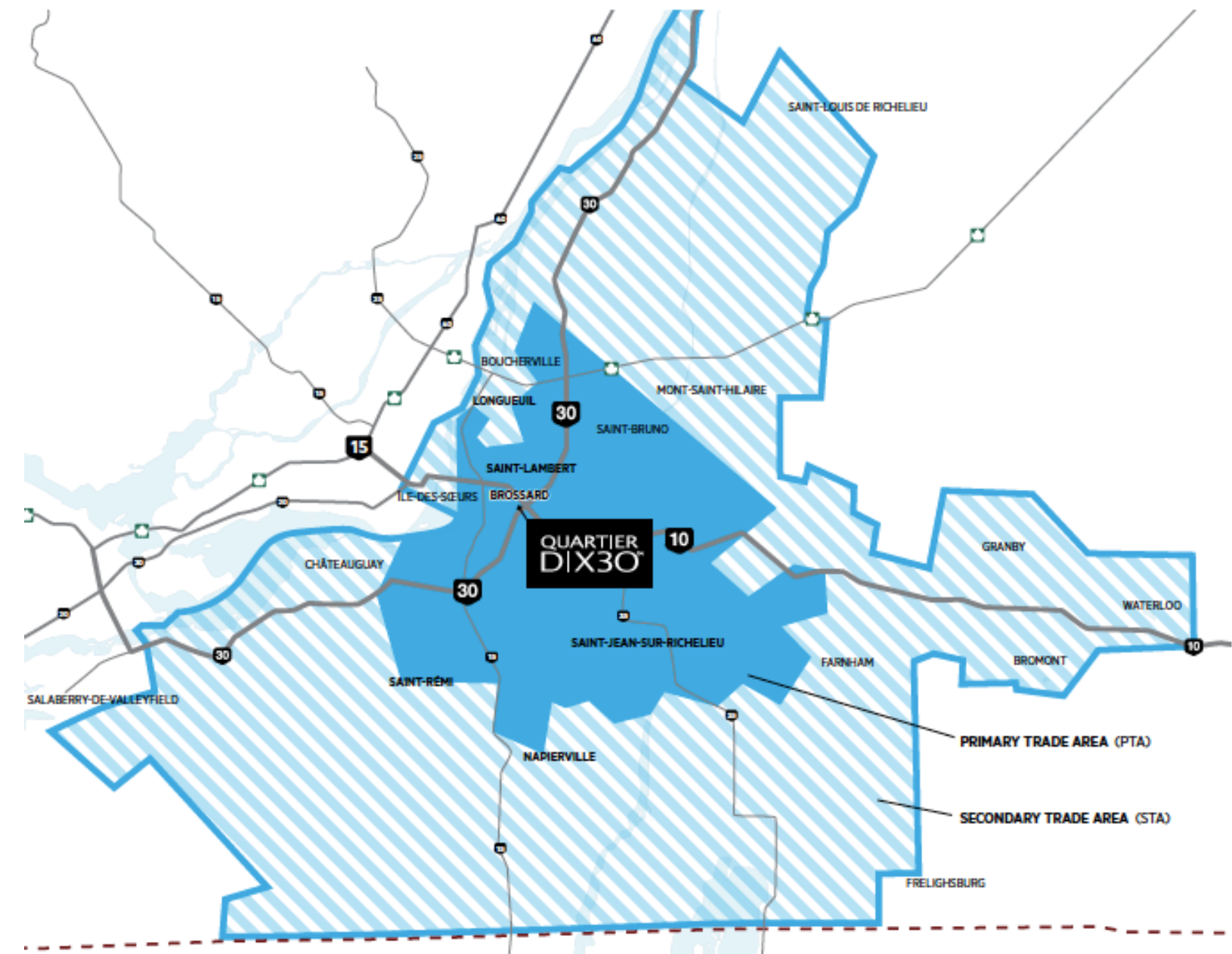
Vacancy: 2.8% in Montreal and 0.7% in South Shore

Tourism: 10M tourists to Montreal a year, increasing at 4.3%

Age: approximately 65% of population between the ages of 15-65

Household Income: above national average of 89k – averages 120k within 1km

Renters: 63% of market





400 meters



Office
469Ksq.ft.



Retail
2.1M sq.ft



Parking
13,600 spaces

STRENGTHS

- Variety of retail: 65 restaurants, 155 fashion, 10 entertainment
- Marketed as Canada's 1st Lifestyle Centre
- 2 hotels for extended stays
- 23.4M Annual Shopper Visits

WEAKNESSES

- Poor walkability of site (2.2km end to end)
- Urban design based on vehicular access
- Pedestrian traffic not shielded from seasonal climates
- Limited convenience retail for potential residents
- High Turnover of Commercial Retail Unit tenants

THREATS

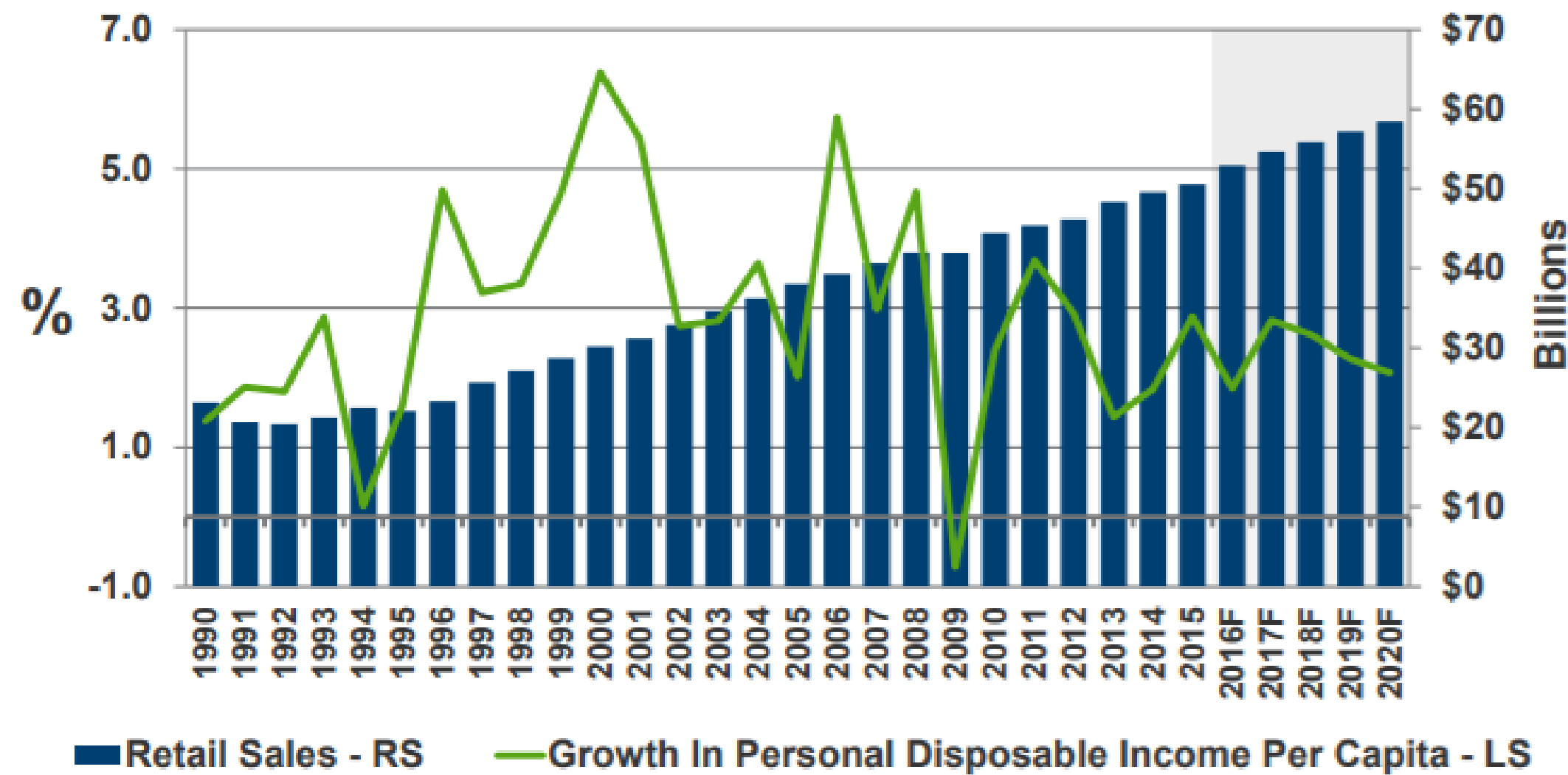
- Growing consumer trends in online shopping
- Site dependency on strong tourism
- Leases expire for 50% of CRUs in 2019
- 25% of leasable space expires in 2019
- Competition from other retail centres
- Aging population with decreasing physical mobility

OPPORTUNITIES

- 2 REM stations in development adjacent to site
- Integration with Solar Quartier development
- Growing employment and strong economic indicators
- Development support from all Government levels

CURRENT MARKET CONDITIONS: RETAIL

Montreal Historical & Forecast Aggregates



Source: Conference Board Of Canada



FACT:

Total Retail dollars 2016 - \$520B

Retail E-Commerce 2016 - \$34B

94% → Traditional Retail

- Renovating tenant spaces
- Prioritizing Placemaking
- Engaging customers

Metric	Strong non retail offer	Without non-retail offer
Avg # of Visits/Year	18.9	10.2
Avg Dwell Time (Min)	135	62
Avg Spent per Visit	\$142	\$54

Source: GlobalData - 2017

CURRENT MARKET CONDITIONS: RESIDENTIAL

Fact:

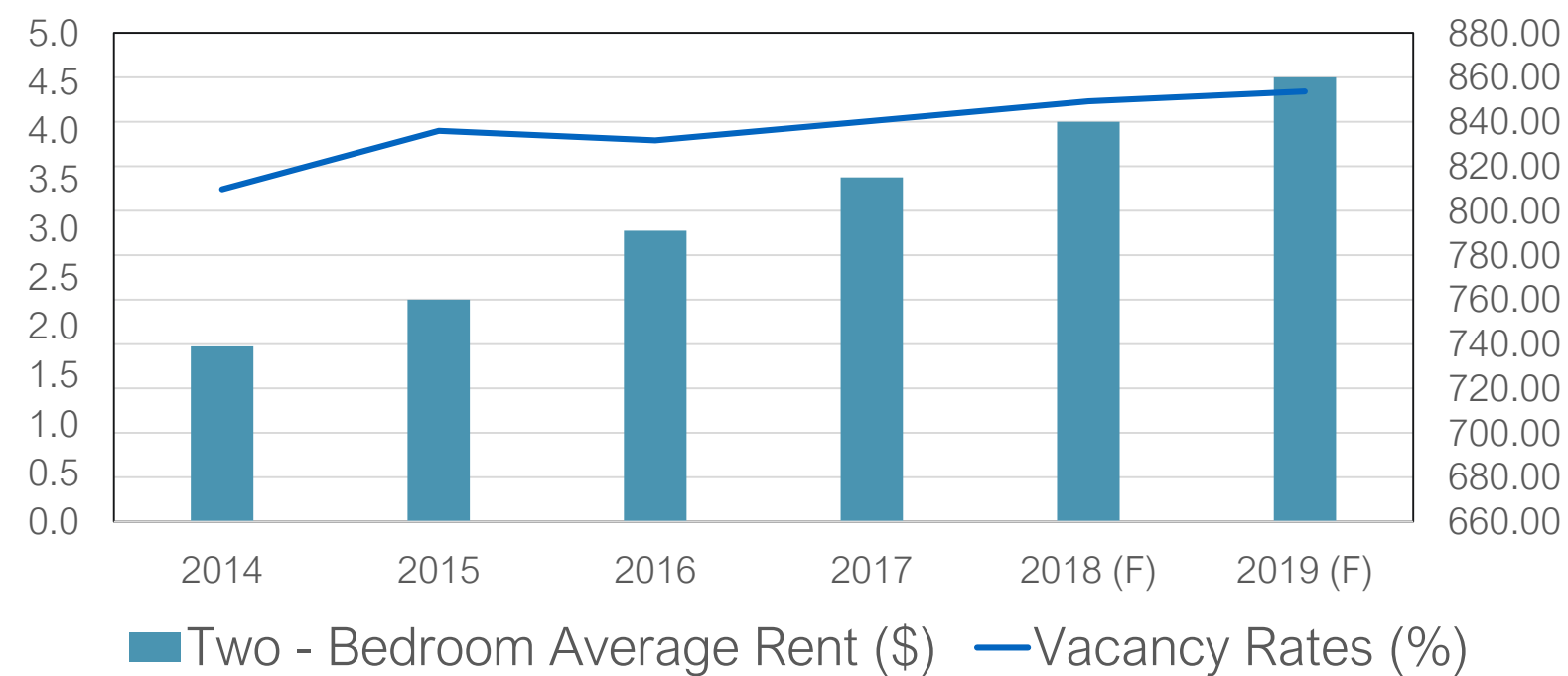
63% of Montreal households prefer renting

Trends

1. Growth in mixed-use developments
2. Demand for low maintenance, urban & walkable experiences
3. Demand for affordable spaces



Rent vs Vacancy (CHMC FALL 2017)



Rental Market Status

Rental prices increasing dramatically.
Vacancy Rates remaining constant.

Why?

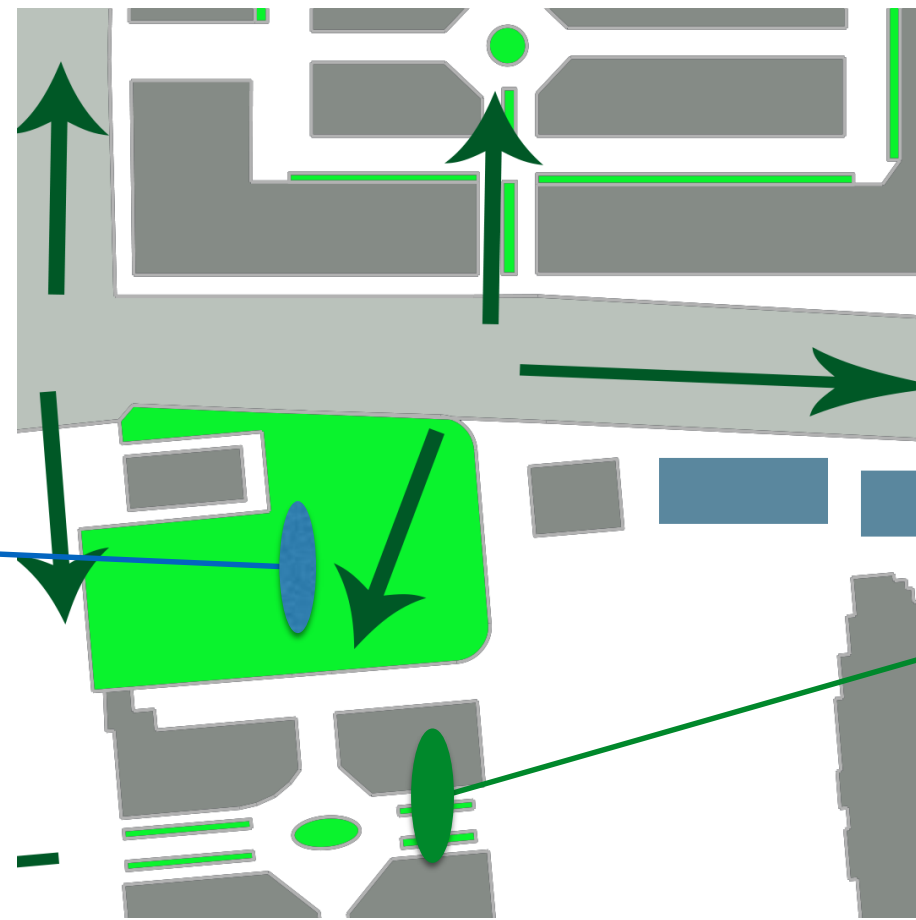
Trends leading to greater demand.

Recommendations: Urban Design



Accessibility

Raised crosswalks reduce the barrier of Boulevard du Cartier at the entrance of the park and improves accessibility between plazas



Connectivity

The proposed greenspace provides a seamless transition between pedestrian plazas and the proposed residential and creates a central meeting place for events and activities and an inviting entrance from the REM transit stop.



Linear Parks

Incorporate green design by converting parking spaces into community spaces to promote pedestrian movement.

Recommendations: Residential

Residential Multi-Family Proposal

Residential Phases:	Total Leasable Area:	Total new units:	Total Stabilized NOI (2026):
4.0	2,394,259 Sq ft	3,420 units	CA\$ 41.2 million

Quickly leverage other's distributed internal or "organic" sources rather than empowered materials. Conveniently average existing client reach solutions with transparent ROI.

RENTAL UNITS

10 floors of rental units



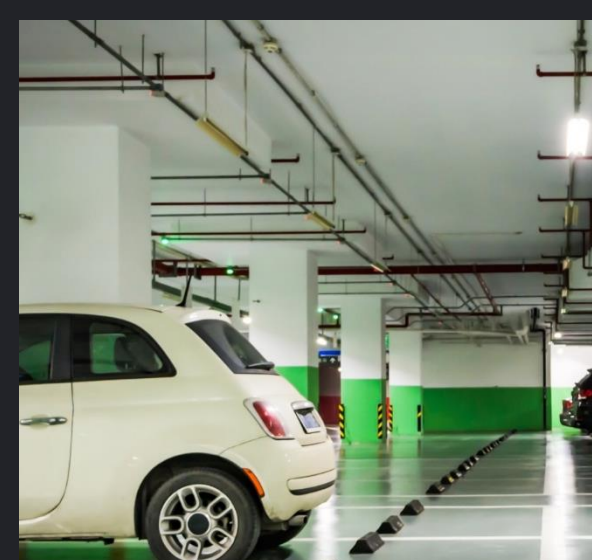
RETAIL

Ground floor convenience retail



PARKING

2 floors of underground parking



RECOMMENDATIONS:

Autonomous Electrical Shuttle Bus (AESB)

DESIGN

Transport Passengers on closed circuit routes

HOW

Transdev Universal Routing Engine (URE) and the Centralized Sensing, Planning and Localization (CSLP) platform

01

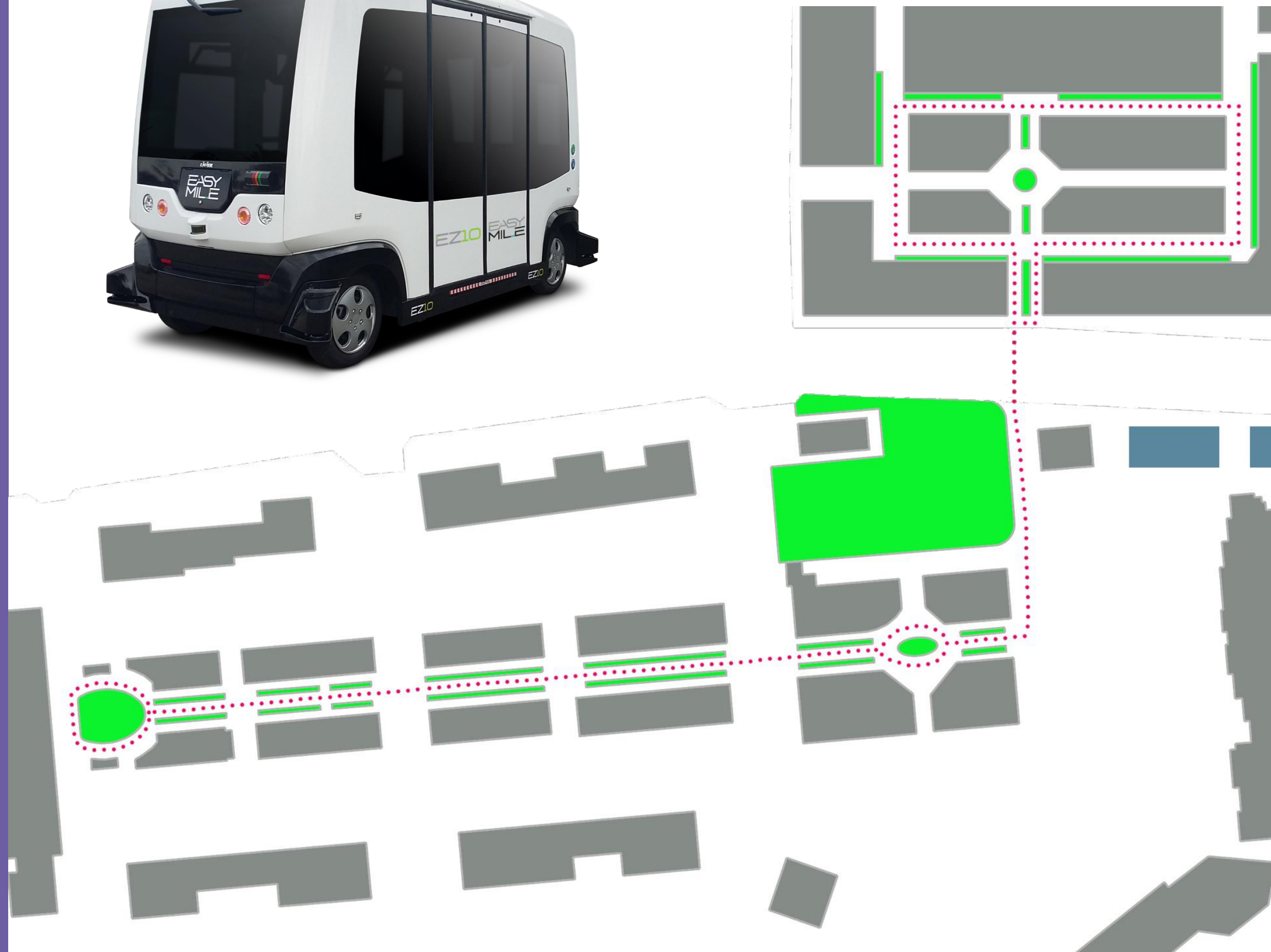
Capacity - 12 People (6 Sitting and 6 Standing)
Cruising Speed - 12km/hr
Battery - 8 to 14 Hours of Operation

02

Cost per AESB : \$300k.
Annual Maintenance per AESB - \$60k
Operating + Capital: ~ \$120K

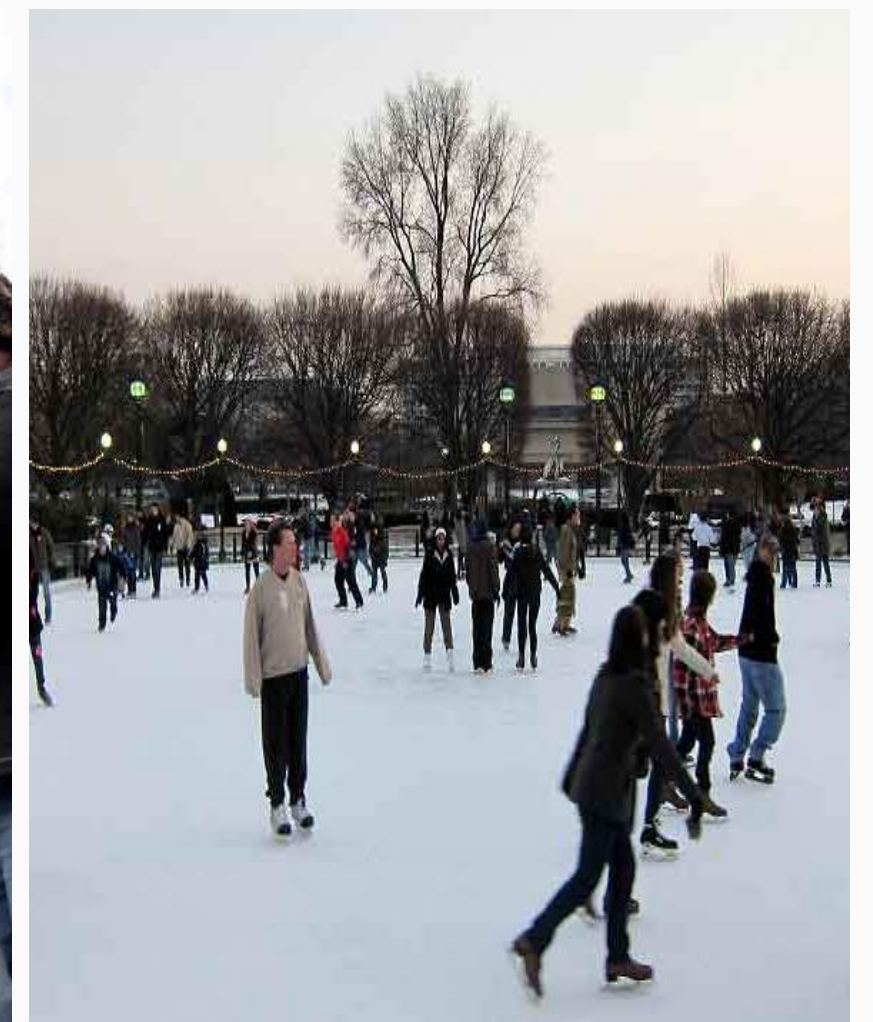
03

Benefits



Recommendations: Programming that grabs your attention.

1. Neighbourhood experiences and programming
2. Open spaces for arts and culture events
3. Open WIFI network
4. Playing music throughout the AESB shuttle route



RECOMMENDATIONS: RETAIL

LARGEST IMMEDIATE THREAT:

- CRUs account for 46.6% of total GLA – totaling 1.2M sq ft. By 2022, 79% of CRU leases will expire.
- 55% of CRU's are located in the Life Style area of Dix30.
- CRUs are the highest-paying tenant group (30\$ per sq. ft)

SOLUTION:

- Direct Capital Investment injected into the Life Style Area to develop and attract popular retailers. Attract retailers that offer services and increase experience at Dix30.

RESPONSE TO HR2





Development Phases

1	Mixed-use Development and Greenspace 855 Units Levered IRR: 15.5% Net Profit: CA\$ 77.1 million	2	Mixed-use Development 855 Units Levered IRR: 14.8% Net Profit: CA\$ 65.3 mil	3	Mixed-use Development 855 Units Levered IRR: 14.8% Net Profit: CA\$ 51.0 mil	4	Mixed-use Development 855 Units Levered IRR: 14.2% Net Profit: CA\$ 41.7 mil
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Residential Mixed-Use Development - Project Budget

Mixed-Use Residential Rental Development Costs	Total Units (#)	Residential GFA (sq. ft)	Grade Retail GFA (sq. ft)	Total GFA (sq. ft)	Total Costs (CA\$)	Project Costs (%)	Per Sq. ft (CA\$)	Per Unit (CA\$)
Hard Costs (Incl. Parking):	3,420	2,394,259	61,391	2,455,650	528,063,872	83.0%	215.0	154,388
Phase 1:	855	598,565	15,348	613,913	128,092,018	20.1%	208.6	149,799
Phase 2:	855	598,565	15,348	613,913	130,673,136	20.5%	212.9	152,818
Phase 3:	855	598,565	15,348	613,913	133,306,265	21.0%	217.1	155,897
Phase 4:	855	598,565	15,348	613,913	135,992,453	21.4%	221.5	159,038
Soft Costs (Incl. Dev. Charge):				% Hard Costs	81,781,153	12.9%	33.3	23,910
Phase 1:				15.7%	20,113,172	3.2%	32.8	23,522
Phase 2:				15.6%	20,331,915	3.2%	33.1	23,777
Phase 3:				15.4%	20,554,641	3.2%	33.5	24,038
Phase 4:				15.3%	20,781,425	3.3%	33.9	24,303
Contingency:				% Hard Costs	26,403,194	4.1%	10.8	7,719
Phase 1:				5.0%	6,404,601	1.0%	10.4	7,490
Phase 2:				5.0%	6,533,657	1.0%	10.6	7,641
Phase 3:				5.0%	6,665,313	1.0%	10.9	7,795
Phase 4:				5.0%	6,799,623	1.1%	11.1	7,952
Development costs:	3,420	2,394,259	61,391	2,455,650	636,248,219	100.0%	259.1	186,017

10-Year Development Profit:

CA\$ 472.4 million

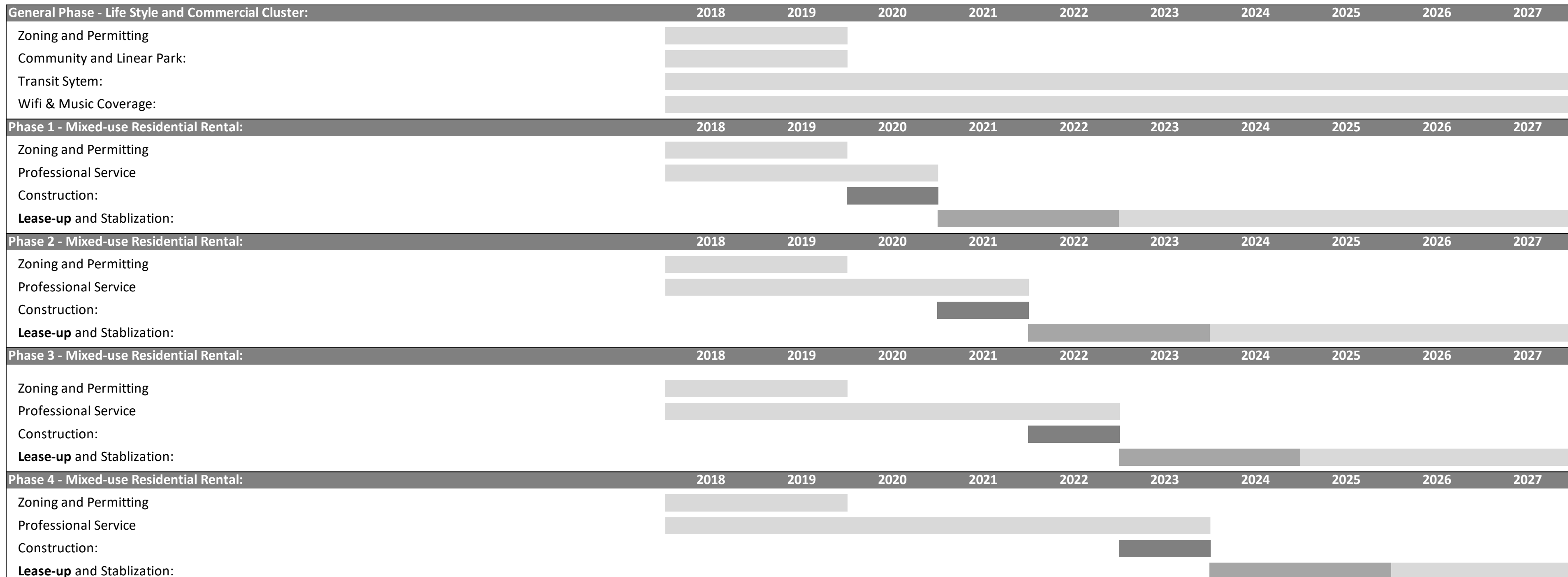
Levered Cash-on-Cash Multiple:

3.0 x

Unlevered Cash-on-Cash Multiple:

2.10x

General Development Timeline and Expected Return



Total Development Costs	CA\$ 682.3 mil
Financing Costs	CA\$ 9.7 mil
Total Project Costs	CA\$ 692.0 mil

Total Equity	CA\$ 272.1 mil	39.3%
Construction Loan	CA\$ 419.9 mil	60.7%
Total Capital	CA\$ 692.0 mil	100.0%

Stabilized Incremental NOI (2026)	~CA\$ 51.2 mil
Unlevered Return	12.6%
Levered Return	21.1%

A vibrant outdoor event at dusk. In the foreground, a woman with long brown hair and sunglasses on her head is smiling. To her right, a man in a striped shirt is seated at a table. A large palm tree trunk is prominent on the right side. The background is filled with a large crowd of people gathered in an outdoor plaza. There are several white tents and a stage area. A building in the background has a sign that says "zyara". The sky is a deep blue, and the scene is illuminated by streetlights and building lights.

Appendix

Life can feel like a vacation.

Why CRUs at Life Style and Commercial areas are the focus of our business plan

GLA Lease Expiry:	% Total GLA	Total GLA	2018 - 2022	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Anchor	20.9%	535,000	34,000	-	-	-	-	34,000	-	52,000	49,000	48,000	127,000
Large Non-Major	14.2%	365,000	21,000	-	21,000	-	-	-	-	25,000	18,000	47,000	35,000
CRU	46.6%	1,194,500	942,000	177,000	427,000	192,000	74,000	72,000	28,500	15,000	-	-	-
Office	18.3%	469,000	-	-	-	-	-	-	255,000	48,000	-	-	-
Total	100.0%	2,563,500	997,000	177,000	448,000	192,000	74,000	106,000	283,500	140,000	67,000	95,000	162,000
% GLA Expiry:				2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Anchor	20.9%	535,000	6.4%	0.0%	0.0%	0.0%	0.0%	6.4%	0.0%	9.7%	9.2%	9.0%	23.7%
Large Non-Major	14.2%	365,000	5.8%	0.0%	5.8%	0.0%	0.0%	0.0%	0.0%	6.8%	4.9%	12.9%	9.6%
CRU	46.6%	1,194,500	78.9%	14.8%	35.7%	16.1%	6.2%	6.0%	2.4%	1.3%	0.0%	0.0%	0.0%
Office	18.3%	469,000	-	0.0%	0.0%	0.0%	0.0%	0.0%	54.4%	10.2%	0.0%	0.0%	0.0%
Total	100.0%	2,563,500	38.9%	6.9%	17.5%	7.5%	2.9%	4.1%	11.1%	5.5%	2.6%	3.7%	6.3%

CRU Occupied Space - Lease Expiry:	% Total GLA	Total GLA	2018 - 2022	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
DIX30-Life Style	55.3%	360,000	263,000	11,000	139,000	64,000	29,000	20,000	13,000	-	-	-	-
DIX30-Commercial Center	22.9%	274,000	241,000	23,000	114,000	45,000	27,000	32,000	7,500	-	-	-	-
DIX30-S4 Commercial	1.3%	16,000	15,000	15,000	-	-	-	-	-	-	-	-	-
DIX30-S11 Retail	0.9%	11,000	-	-	-	-	-	-	-	-	-	-	-
DIX30-W3	0.8%	9,000	9,000	9,000	-	-	-	-	-	-	-	-	-
DIX30-W4	1.3%	15,000	7,000	7,000	-	-	-	-	-	-	-	-	-
DIX30-Phase IV and V	9.5%	114,000	95,000	12,000	34,000	26,000	9,000	14,000	-	15,000	-	-	-
DIX30-Phase VI and VII	8.0%	95,000	78,000	13,000	47,000	16,000	2,000	-	-	-	-	-	-
DIX30-Convenience	4.9%	58,500	45,000	-	18,000	16,000	7,000	4,000	7,000	-	-	-	-
DIX30-Power Center I	16.5%	197,000	144,000	42,000	75,000	25,000	-	2,000	1,000	-	-	-	-
DIX30-Power Center II	3.8%	45,000	45,000	45,000	-	-	-	-	-	-	-	-	-
Total CRU Occupied Space:	100.0%	1,194,500	942,000	179,018	429,019	194,020	76,021	74,022	30,523	17,024	2,025	2,026	2,027

CRU Occupied Space - % GLA Expiry:	% Total GLA	Total GLA	2018 - 2022	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
DIX30-Life Style	55.3%	360,000	73.1%	3.1%	38.6%	17.8%	8.1%	5.6%	3.6%	-	-	-	-
DIX30-Commercial Center	22.9%	274,000	88.0%	8.4%	41.6%	16.4%	9.9%	11.7%	2.7%	-	-	-	-
DIX30-S4 Commercial	1.3%	16,000	93.8%	93.8%	-	-	-	-	-	-	-	-	-
DIX30-S11 Retail	0.9%	11,000	-	-	-	-	-	-	-	-	-	-	-
Other CRUs:	44.7%	533,500	79.3%	24.0%	32.6%	15.6%	3.4%	3.7%	1.5%	2.8%	-	-	-
Total CRU Occupied Space:	100.0%	1,194,500	78.9%	14.8%	35.7%	16.1%	6.2%	6.0%	2.4%	1.3%	-	-	-

Total Unlevered Project Cash Flows

Total Unlevered Project Cash Flows	Units	Total CFs	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Phase 1:												
Development Costs:	CA\$'000	(154,610)	(2,051)	(2,093)	(150,466)	-	-	-	-	-	-	-
Cash Flows from Operations:	CA\$'000	62,616	-	-	-	3,923	7,618	9,841	10,089	10,209	10,286	10,650
Valuation of Phase 1 Buildings at the end of analysis period:	CA\$'000	218,969	-	-	-	-	-	-	-	-	-	218,969
Cash Flows Loss from Demolition of one CRU:	CA\$'000	(2,100)	-	-	(253)	(258)	(263)	(268)	(205)	(279)	(285)	(290)
Valuation Loss from Demolition of one CRU:	CA\$'000	(5,387)	-	-	-	-	-	-	-	-	-	(5,387)
Total Phase 1 Unlevered Cash Flows:	CA\$'000	119,489	(2,051)	(2,093)	(150,718)	3,666	7,356	9,573	9,884	9,930	10,001	223,942
Phase 1 unlevered IRR:	%	8.9%										
Phase 2:												
Development Costs:	CA\$'000	(157,539)	(1,539)	(1,570)	(1,601)	(152,830)	-	-	-	-	-	-
Cash Flows from Operations:	CA\$'000	51,602	-	-	-	-	3,900	7,567	9,771	10,018	10,136	10,210
Valuation of Phase 1 Buildings at the end of analysis period:	CA\$'000	213,090	-	-	-	-	-	-	-	-	-	213,090
Cash Flows Loss from Demolition of one CRU:	CA\$'000	(1,154)	-	-	-	(161)	(164)	(168)	(171)	(131)	(178)	(182)
Valuation Loss from Demolition of one CRU:	CA\$'000	(3,367)	-	-	-	-	-	-	-	-	-	(3,367)
Total Phase 2 Unlevered Cash Flows:	CA\$'000	102,633	(1,539)	(1,570)	(1,601)	(152,991)	3,736	7,400	9,600	9,887	9,958	219,751
Phase 2 unlevered IRR:	%	8.8%										
Phase 3:												
Development Costs:	CA\$'000	(160,526)	(1,231)	(1,256)	(1,281)	(1,307)	(155,452)	-	-	-	-	-
Cash Flows from Operations:	CA\$'000	41,076	-	-	-	-	-	3,874	7,511	9,695	9,940	10,057
Valuation of Phase 1 Buildings at the end of analysis period:	CA\$'000	207,007	-	-	-	-	-	-	-	-	-	207,007
Cash Flows Loss from Demolition of one CRU:	CA\$'000	(993)	-	-	-	-	(164)	(168)	(171)	(131)	(178)	(182)
Valuation Loss from Demolition of one CRU:	CA\$'000	(3,367)	-	-	-	-	-	-	-	-	-	(3,367)
Total Phase 3 Unlevered Cash Flows:	CA\$'000	83,196	(1,231)	(1,256)	(1,281)	(1,307)	(155,616)	3,706	7,340	9,564	9,762	213,515
Phase 3 unlevered IRR:	%	8.9%										
Phase 4:												
Development Costs:	CA\$'000	(163,574)	(1,026)	(1,046)	(1,067)	(1,089)	(1,111)	(158,234)	-	-	-	-
Cash Flows from Operations:	CA\$'000	30,760	-	-	-	-	-	-	3,845	7,449	9,611	9,855
Valuation of Phase 1 Buildings at the end of analysis period:	CA\$'000	201,736	-	-	-	-	-	-	-	-	-	201,736
Cash Flows Loss from Demolition of one CRU:	CA\$'000	-	-	-	-	-	-	-	-	-	-	-
Valuation Loss from Demolition of one CRU:	CA\$'000	-	-	-	-	-	-	-	-	-	-	-
Total Phase 4 Unlevered Cash Flows:	CA\$'000	68,922	(1,026)	(1,046)	(1,067)	(1,089)	(1,111)	(158,234)	3,845	7,449	9,611	211,590
Phase 4 unlevered IRR:	%	9.0%										
General Phase:												
Community Park:	CA\$'000	(1,028)	-	(1,028)	-	-	-	-	-	-	-	-
Transit System:	CA\$'000	(4,400)	-	-	(550)	(550)	(550)	(550)	(550)	(550)	(550)	(550)
Wifi and Music Coverage:	CA\$'000	(1,200)	-	-	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)
Planning and Permit:	CA\$'000	(26,403)	(8,801)	(8,801)	(8,801)	-	-	-	-	-	-	-
NOI of Dix30's newly leased retail and office space:	CA\$'000	71,205	-	-	6,122	7,926	9,486	9,860	10,058	8,515	9,089	10,149
Increase in Val. of Dix30's newly leased office and retail space:	CA\$'000	199,185	-	-	-	-	-	-	-	-	-	199,185
Total General Phase Unlevered Cash Flows:	CA\$'000	237,359	(8,801)	(9,829)	(3,379)	7,226	8,786	9,160	9,358	7,815	8,389	208,634
General Phase unlevered IRR:	%	42.1%										
Total Unlevered Cash Flows:	CA\$'000	611,599	(14,647)	(15,793)	(158,047)	(144,494)	(136,850)	(128,396)	40,027	44,644	47,722	1,077,433
Total Unlevered Return:	%	12.6%										

Total Levered Project Cash Flows and Value Creation

Total Levered Project Cash Flows	Units	Total CFs	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Phase 1:												
Equity Conribtuion:	CA\$'000	(54,939)	(2,051)	(2,093)	(50,795)	-	-	-	-	-	-	-
Distribution to Equity Investors:	CA\$'000	139,508	-	-	-	-	27,255	4,581	4,829	4,949	5,026	92,867
Cash Flows Loss from Demolition of one CRU:	CA\$'000	(2,100)	-	-	(253)	(258)	(263)	(268)	(205)	(279)	(285)	(290)
Valuation Loss from Demolition of one CRU:	CA\$'000	(5,387)	-	-	-	-	-	-	-	-	-	(5,387)
Total Phase 1 Unlevered Cash Flows:	CA\$'000	77,082	(2,051)	(2,093)	(51,048)	(258)	26,992	4,313	4,624	4,670	4,742	87,190
Phase 1 unlevered IRR:	%	15.5%										
Phase 2:												
Equity Conribtuion:	CA\$'000	(55,981)	(1,539)	(1,570)	(1,601)	(51,272)	-	-	-	-	-	-
Distribution to Equity Investors:	CA\$'000	125,844	-	-	-	-	-	24,108	4,547	4,794	4,913	87,482
Cash Flows Loss from Demolition of one CRU:	CA\$'000	(1,154)	-	-	-	(161)	(164)	(168)	(171)	(131)	(178)	(182)
Valuation Loss from Demolition of one CRU:	CA\$'000	(3,367)	-	-	-	-	-	-	-	-	-	(3,367)
Total Phase 2 Unlevered Cash Flos:	CA\$'000	65,342	(1,539)	(1,570)	(1,601)	(51,433)	(164)	23,941	4,377	4,663	4,735	83,933
Phase 2 unlevered IRR:	%	14.8%										
Phase 3:												
Equity Conribtuion:	CA\$'000	(57,044)	(1,231)	(1,256)	(1,281)	(1,307)	(51,970)	-	-	-	-	-
Distribution to Equity Investors:	CA\$'000	112,361	-	-	-	-	-	-	20,823	4,511	4,755	82,272
Cash Flows Loss from Demolition of one CRU:	CA\$'000	(993)	-	-	-	-	(164)	(168)	(171)	(131)	(178)	(182)
Valuation Loss from Demolition of one CRU:	CA\$'000	(3,367)	-	-	-	-	-	-	-	-	-	(3,367)
Total Phase 3 Unlevered Cash Flows:	CA\$'000	50,957	(1,231)	(1,256)	(1,281)	(1,307)	(52,134)	(168)	20,652	4,380	4,578	78,724
Phase 3 unlevered IRR:	%	14.8%										
Phase 4:												
Equity Conribtuion:	CA\$'000	(58,127)	(1,026)	(1,046)	(1,067)	(1,089)	(1,111)	(52,787)	-	-	-	-
Distribution to Equity Investors:	CA\$'000	99,786	-	-	-	-	-	-	-	17,393	4,470	77,922
Cash Flows Loss from Demolition of one CRU:	CA\$'000	-	-	-	-	-	-	-	-	-	-	-
Valuation Loss from Demolition of one CRU:	CA\$'000	-	-	-	-	-	-	-	-	-	-	-
Total Phase 4 Unlevered Cash Flows:	CA\$'000	41,659	(1,026)	(1,046)	(1,067)	(1,089)	(1,111)	(52,787)	-	17,393	4,470	77,922
Phase 4 unlevered IRR:	%	14.2%										
General Phase - General Costs all Funded by Equity:												
Community and Linear Park:	CA\$'000	(1,028)	-	(1,028)	-	-	-	-	-	-	-	-
Transit System:	CA\$'000	(4,400)	-	-	(550)	(550)	(550)	(550)	(550)	(550)	(550)	(550)
Wifi and Music Coverage:	CA\$'000	(1,200)	-	-	(150)	(150)	(150)	(150)	(150)	(150)	(150)	(150)
Planning and Permit:	CA\$'000	(26,403)	(8,801)	(8,801)	(8,801)	-	-	-	-	-	-	-
NOI of Dix30's newly leased retail and office space:	CA\$'000	71,205	-	-	6,122	7,926	9,486	9,860	10,058	8,515	9,089	10,149
Increase in Val. of Dix30's newly leased office and retail space:	CA\$'000	199,185	-	-	-	-	-	-	-	-	-	199,185
Total General Phase Levered Cash Flows:	CA\$'000	237,359	(8,801)	(9,829)	(3,379)	7,226	8,786	9,160	9,358	7,815	8,389	208,634
General Phase Levered IRR:	%											
Total Levered Cash Flows:	CA\$'000	472,400	(14,647)	(15,793)	(58,376)	(46,860)	(17,630)	(15,542)	39,011	38,921	26,913	536,404
Total Levered Return:	%	21.1%										

Cost of Equity	8.0%
NPV	CA\$'000 176,032

Multi-Family			
Base Rental Rate – Multifamily @ Jan 2021	Per Sq. ft / mo.	Per Sq. ft p.a	Per units / mo.
Phase 1:	1.80	21.60	1,260
Phase 2:	1.75	21.00	1,225
Phase 3:	1.70	20.40	1,190
Phase 4:	1.65	19.80	1,155
Parking & Misc. Revenue	% EGR		7.0%
% Incr. in Market Rent Rate:	% p.a		2.0%
Initial Occupancy per Phase:	%		20.0%
% Space Absorbtion per Period:	%		10.0%
Stablized Occupancy:	%		97.5%
Average Lease Term:	Months		12.0
Lease Renewals:			
Downtime:	Months		-
Free-month of Rents:	Months		-
Leasing Commision:	Months		-
Tenants Improvements	CA\$ psf		-
Lease Non-renewals:			
Downtime:	Months		1.0
Free-month of Rents:	Months		1.0
Leasing Commision:	Months		1.0
Tenants Improvements	CA\$ psf		1.0
Renewals Probability	%		80.0%

Lease-up of Vacant Office at Dix30 - Assumptions:			165,000 sq.ft
Occupancy Start	Date:		1/1/2020
Initial Occupancy:	%		30.0%
% Space Absorbtion per Period:	%		7.5%
Stablized Occupancy:	%		80.0%
Average Lease Term:	Years		5.0
2017 Rental Rate:	CA\$ / Sq.ft		1.7
% Incr. in Market Rent Rate:	% p.a		2.0%
Lease Renewals:			
Downtime:	Months		-
Free-month of Rents:	Months		2.0
Leasing Commision:	Months		1.0
Tenants Improvements	CA\$ psf		2.0
Lease Non-renewals:			
Downtime:	Months		3.0
Free-month of Rents:	Months		3.0
Leasing Commision:	Months		2.0
Tenants Improvements	CA\$ psf		5.0
Renewals Probability	%		75.0%

Revenue Assumptions

Terminal Cap Rate	Low	High	Applied
Suburban Office	6.00%	7.00%	6.5%
Mid Rise Apartment	4.25%	5.25%	5.0%
Low Rise Apartment	5.00%	6.00%	5.5%
Retail - Regional Mall	4.50%	5.50%	5.0%

Lease-up of Vacant Retail Space at Dix30 - Assumptions:			209,000 sq.ft
Occupancy Start	Date:		1/1/2020
Initial Occupancy:	%		30.0%
% Space Absorbtion per Period:	%		7.5%
Stablized Occupancy:	%		80.0%
Average Lease Term:	Years		5.0
2017 Rental Rate:	CA\$ / Sq.ft		2.5
% Incr. in Market Rent Rate:	% p.a		2.0%
Lease Renewals:			
Downtime:	Months		-
Free-month of Rents:	Months		1.0
Leasing Commision:	Months		1.0
Tenants Improvements	CA\$ psf		2.0
Lease Non-renewals:			
Downtime:	Months		3.0
Free-month of Rents:	Months		2.0
Leasing Commision:	Months		2.0
Tenants Improvements	CA\$ psf		5.0
Renewals Probability	%		75.0%