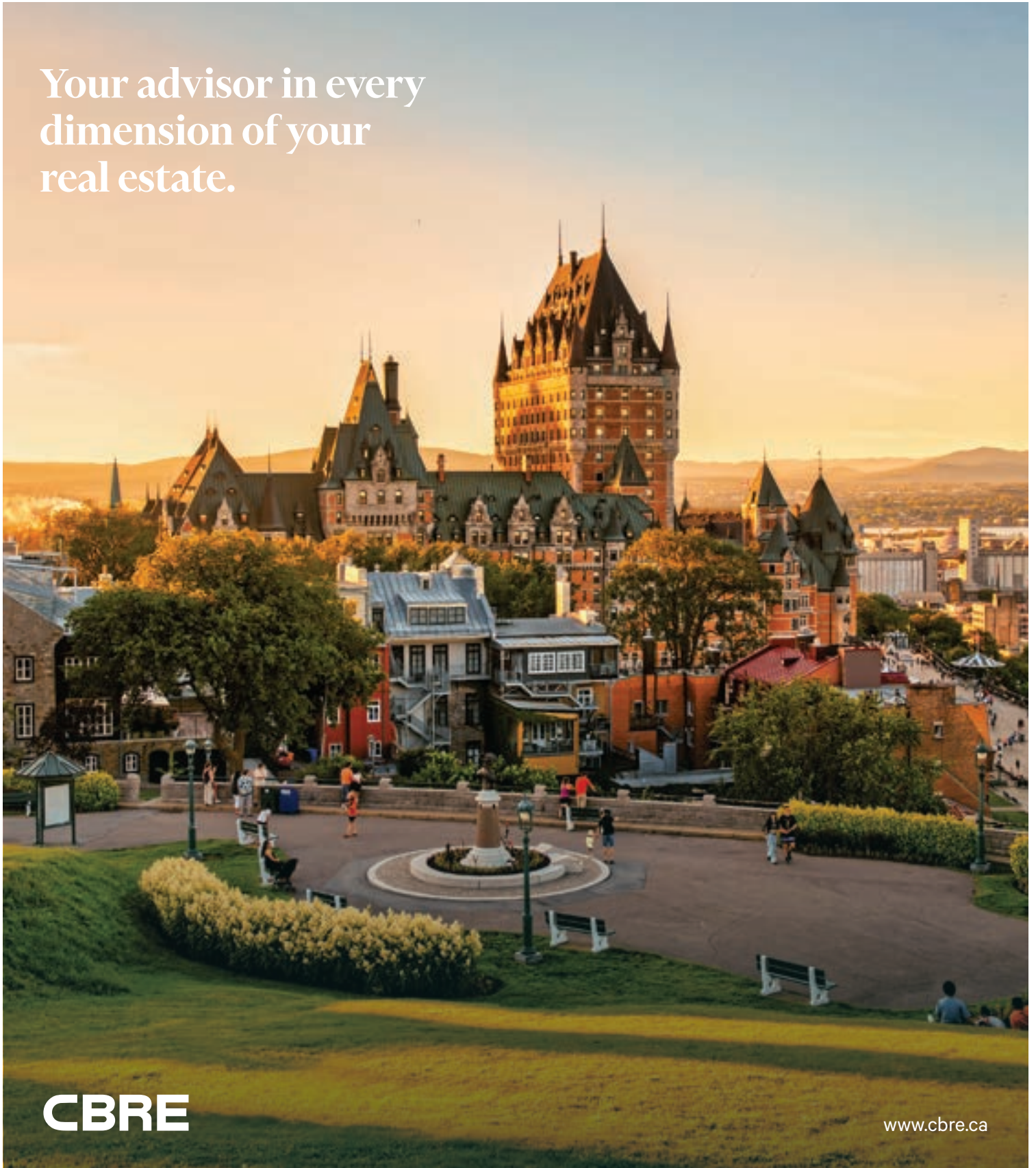


GREATER QUEBEC CITY AREA

Advisory & Transaction Services

Your advisor in every
dimension of your
real estate.



CBRE

www.cbre.ca

We create the real estate solutions of tomorrow.

At CBRE, we create the real estate solutions of tomorrow, so businesses and people thrive. We do this through our leading perspectives by our experienced professionals who are global in scale but local in implementation.

Our mission: Ensure that our professionals are always fully equipped to better serve you.

Our priority: Clients' satisfaction and delight.

We think creatively but act pragmatically, and collaborate across markets and service lines when necessary – to bring you the best-in-class real estate solutions.



Transaction Process

The broker's role



We assist and guide occupiers in a constantly moving world.

Established Network

We have built strong relationships with property owners and maintain constant contact to stay in the know on the latest changes in lease availability, rent rates, capitalization rates and market variations. Our network generates positive and efficient negotiations.

Legal Considerations

We are very familiar with unique and uncommon clauses such as redevelopment clauses, letters of intent vs. offers to lease, continuing occupancy clauses and restrictive clauses.

Leveraging Our Expertise

We use our expertise to create an environment of uncertainty with owners, which allows us to obtain the most favourable terms available. We have a proven track record of reducing costs and enhancing renewal incentives.

Marketing Process

We also accompany you in the roll-out of a marketing campaign tailored to your needs and your real estate assets, powered by advanced tools and professionals.

Financial Stakes

We have a deep understanding of transaction breakpoints, free rent standards, estimates and calculations of tenant improvements and building renovation plans. All of which could affect the quality of life within the workspace or impact the operating costs of the building.

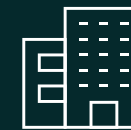
Real-Time Market Intelligence

We are able to guide our clients through a wide range of variables such as:

- Current demand levels;
- Comparative study of other transactions within the market and across multiple properties;
- Suggested selling prices based on comparable properties, area and market availability. *We take care of your property and put our team to work to make the transaction as beneficial as possible for you at every stage;*
- Current rates for comparable buildings, available space, already developed space that fits a client's needs;
- Sort through potential sites by visiting locations that match the needs of your company.

Solutions scaled to your ambitions

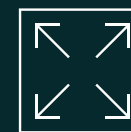
Greater Quebec City Area



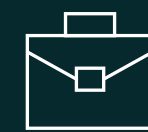
Marketing of lease and sublease opportunities



Lease renegotiations and renewals



Space expansion & consolidation



Project management & custom construction



Workplace analysis & strategies



Lease analysis & restructuring



Dispositions and acquisitions



Move management

A team driven by your ambitions

Our collaborative approach is based on our in-depth knowledge of the Greater Quebec City market.



By aligning with your business needs, we develop and execute creative, customized real estate solutions to achieve your best possible outcome.



Patrick Soucy
Executive Vice President

Philippe Lambert
Vice President

William Grenon
Associate Vice President

Maxime Paquet
Associate Vice President

Maxime St-Pierre
Associate Vice President

Our team in numbers

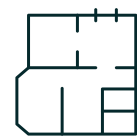
Our extensive track record demonstrates our expertise of the real estate market, as well as the harmonious and meticulous nature of our transactional process.



+875
Number of transactions



+\$518 M
Value of assets sold



+12.7 M sq. ft.
Total leased and sold space



\$213 M
Our largest transaction

Transaction Support

Our clients in the National Capital Region will benefit from an even higher level of service as we strengthen the links that unite our activities with other markets, while taking greater advantage of our world-class network, tools and technologies.



Louis Karam
Senior Vice President & Managing Director
CBRE QUÉBEC



Dominique Desmarais
Business Operation Manager



Alessandro Migliara
Manager, Research



Sarah Goyette
Translator



Fiona Boisclair-Reed
Graphic Designer

Our clients

Some of the best companies have chosen our team to represent them in their real estate needs throughout the province and in the national market

We pride ourselves on providing quality service in every transaction.

They retained our services

The quality of service and professionalism they provided is unmatched. When you contact them, they respond quickly.

Martin Lafrance
Technologies Ueat

U E A T

They provided us with a great service- the team does a great job following up with you on your file. They regularly call and make sure everything is up to date and to touch base. We will continue to work with them.

Joanne Roberge
Medicago

M medicago

[...] your interventions in the discussions are always relevant and interesting. I really appreciate your expertise, your professionalism, your experience and the way you communicate information to us! It's all in your honour. This was an enriching experience.

Bruno Gagné
Société de l'assurance automobile du Québec

Société de l'assurance automobile
Québec



Labbat
Real estate portfolio restructuring
700,000 sq. ft.



Telus
Real estate portfolio restructuring
650,000 sq. ft.



Distribution Stox
Real estate portfolio restructuring
550,000 sq. ft.



Colabor
Expansion and renewal
470,000 sq. ft.



Promutuel
Portfolio restructuring
120,000 sq. ft.



Regus
Expansion and renewal
287,800 sq. ft.



PriceWaterHouseCoopers
Expansion and relocation
125,000 sq. ft.



L'ORÉAL CANADA
Relocation and renewal
125,000 sq. ft.



BFC
Relocation
120,000 sq. ft.



BDO
Relocation and renewal
60,000 sq. ft.



CAA-Québec
Relocation and renewal
112,000 sq. ft.



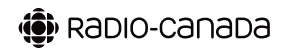
Desjardins
Build-to-suit and renewal
81 000 pi²



Metro
Asset disposition
77,000 sq. ft.



Medicago
Portfolio restructuring and renewal
60,000 sq. ft.



Radio-Canada
Portfolio restructuring and renewal
35,000 sq. ft.



Groupe Investors
Relocation and renewal
50,000 sq. ft.



Mallette
Expansion
45,000 sq. ft.



Norton Rose Fullbright
Renewal
40,000 sq. ft.



CNESST
Renewal
40,000 sq. ft.



BTB
Lease
800,000 sq. ft. under management



Vanderlande
Relocation
21,000 sq. ft.



Ville de Québec
Relocation
21,000 sq. ft.



Norda Stelo
Relocation and renewal
15,000 sq. ft.



Pure
Sale and lease
1.9 M sq. ft. under management



Thibert Logistique
Relocations
22,000 sq. ft.



Leclerc
Asset disposition
790,000 sq. ft.



Pepsico
Relocation and renewal
174,000 sq. ft.



Williams Pharmaclogistique
Relocation and renewal
117,000 sq. ft.



Échafauds Plus
Asset disposition
43,000 sq. ft.



iA
Lease
920,000 sq. ft. under management

CBRE 2023



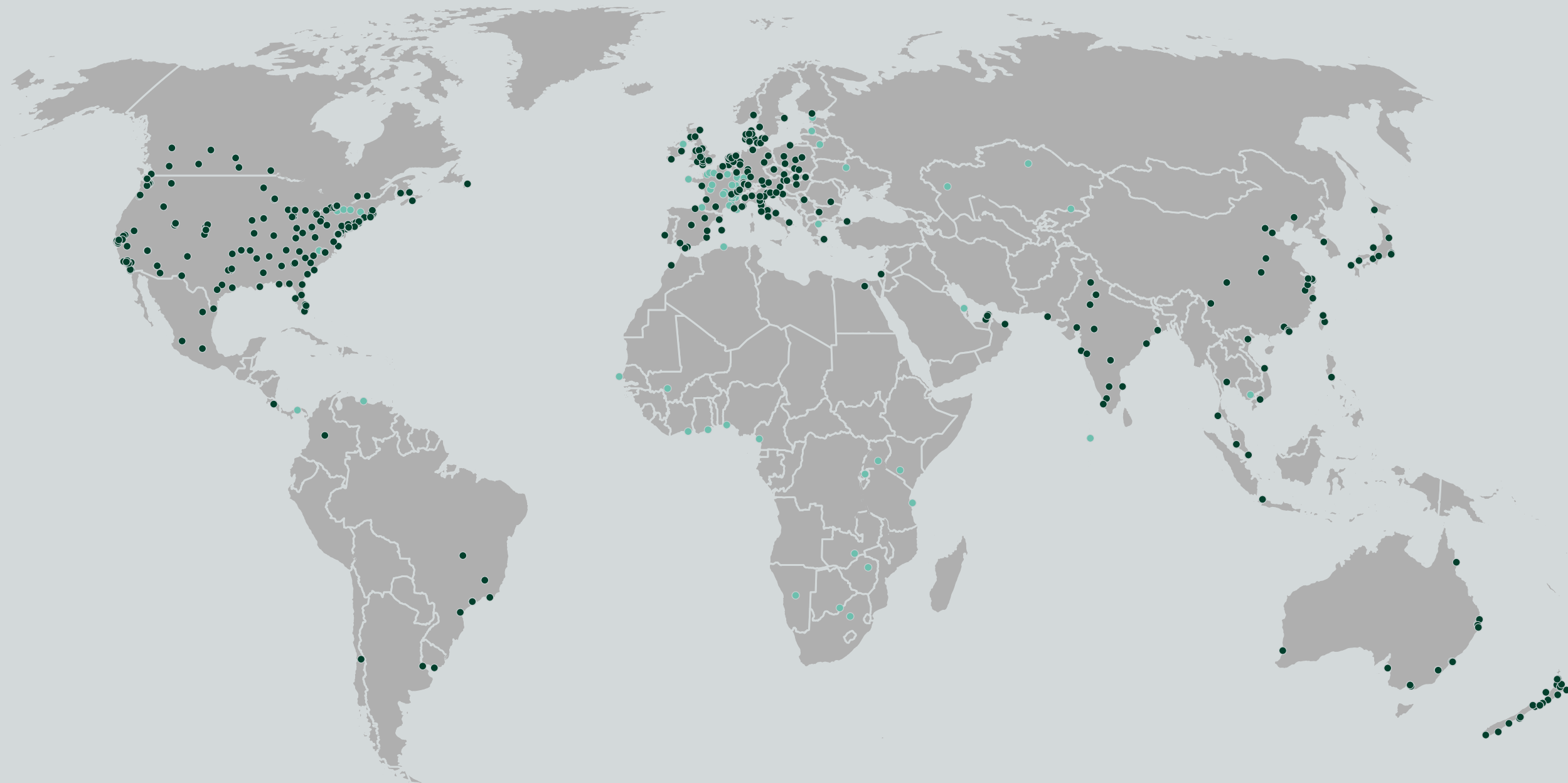
Vente

\$153.7B	14,750
Value	Transactions

Leasing

\$131.6B	60,600
Value	Transactions

(\$ US)



● CBRE offices ● Affiliates, jointed ventures, and strategic alliances

How can we help?



Patrick Soucy¹

Executive Vice President
+1 581 999 0120
patrick.soucy@cbre.com

Philippe Lambert²

Vice President
+1 418 570 4627
philippe.lambert@cbre.com

William Grenon³

Associate Vice President
+1 418 690 6644
william.grenon@cbre.com

Maxime Paquet⁴

Associate Vice President
+1 418 573 9974
maxime.paquet@cbre.com

Maxime St-Pierre⁵

Associate Vice President
+1 418 564 7465
maxime.st-pierre@cbre.com

1. Chartered Real Estate Broker carrying out his activities with the business corporation Patrick Soucy inc.

2. Commercial Real Estate Broker

3. Commercial Real Estate Broker carrying out his activities with the business corporation William Grenon inc.

4. Commercial Real Estate Broker carrying out his activities with the business corporation Maxime Paquet services immobiliers inc

5. Commercial Real Estate Broker carrying out his activities with the business corporation Maxime St-Pierre Services Immobiliers inc.

CBRE Limited, Real Estate Agency | 2600 Laurier Boulevard, Suite 810, Québec (Québec) G1V 4W2 | +1 418 266 3640

This disclaimer shall apply to CBRE Limited, Real Estate Agency, and to all other divisions of the Corporation; to include all employees and independent contractors ("CBRE"). The information set out herein, including, without limitation, any projections, images, opinions, assumptions and estimates obtained from third parties (the "Information") has not been verified by CBRE, and CBRE does not represent, warrant or guarantee the accuracy, correctness and completeness of the Information. CBRE does not accept or assume any responsibility or liability, direct or consequential, for the Information or the recipient's reliance upon the Information. The recipient of the Information should take such steps as the recipient may deem necessary to verify the Information prior to placing any reliance upon the Information. The Information may change and any property described in the Information may be withdrawn from the market at any time without notice or obligation to the recipient from CBRE. CBRE and the CBRE logo are the service marks of CBRE Limited and/or its affiliated or related companies in other countries. All other marks displayed on this document are the property of their respective owners. All Rights Reserved. Mapping Sources: Canadian Mapping Services canadamapping@cbre.com; DMTI Spatial, Environics Analytics, Microsoft Bing, Google Earth.