

CBRE INDUSTRIAL & LOGISTICS SERVICES



2018

CBRE

CBRE is passionately focused on creating and finding opportunities that meet our clients' needs. We deliver the complete spectrum of advisory and transaction services for industrial property occupiers and investors/owners.

OCCUPIERS

- + Strategy Development (including lease or own)
- + Acquisition, disposition and subleasing of property
- + Financial Consulting
- + GIS Mapping and Demographics
- + Location Analytics
- + Portfolio Optimization
- + Workplace Strategy
- + Lease Analysis/Abstract

INVESTORS // OWNERS




















- + Asset / Portfolio Analysis
- + Acquisition and Disposition of Assets
- + Competition Analysis
- + Comparable Transactions
- + Development of Pricing Strategy
- + Development of Prospect Profile
- + Full-Service Property Marketing

01 SERVICES PROVIDED

OUR PROCESS

	OCCUPIER	INVESTOR
01 PLAN What are your long term goals? What business problems are you facing?	Lease vs. Own Hold vs. Dispose	How are your assets performing Hold vs. Dispose
02 EVALUATE What are similar companies doing? What current and future market trends affect your business	How effective is the current location? Are current rents at market? Are you in the right location for your customers?	Which assets are core? Are you outperforming the market?
03 RECOMMEND One or multiple strategies to achieve desired outcome(s)	What are your long term goals? What business problems are you facing?	How are your assets performing Hold vs. Dispose
04 EXECUTE Implement the agreed to strategy	Relocate Renew Consolidate Purchase	Acquire Property Develop Dispose List Space

02 CLIENTS REPRESENTED

OCCUPIER	Unisource	Coca-Cola	Golden Boy	Ingram Micro	LG	Staples
	Loblaw	Canada Post	Ryder	T&T Supermarket	Home Depot	AmerisourceBergen Canada
INVESTOR/OWNER	 AMACON <small>LIVE WELL. WORK WELL.</small>	 OXFORD	 Manulife	 THE JIM PATTISON GROUP	 Investors Group	
	 PORT METRO vancouver	 GWL REALTY ADVISORS	 DAYHU GROUP OF COMPANIES	 Bentall Kennedy		
	 Beedie Development Group	 TRANS LINK	 WESGROUP	 PCurban <small>property re-imagined</small>		
DEVELOPMENT PROJECTS	 BOUNDARY BAY INDUSTRIAL PARK	 GOLDEN EARS BUSINESS CENTRE	 NEW HAVEN BUSINESS PARK			
	 Crescent BUSINESS CENTRE	 NORTHVIEW BUSINESS CENTRE	 IntraUrban BUSINESS PARK			



WHO ARE WE?

An all encompassing Industrial Team
Focused on Maximizing Your Investment
in Industrial Real Estate

OUR ADVANTAGE

Experience/Execution We have successfully completed transaction management assignments for some of the most significant occupiers and owners in Metro Vancouver.

Committed Team Team works together on all assignments leading to a higher level of communication, information exchange and client service.

Division of Labour Dedicated investor/owner specialist and occupier transaction management specialist creating accountability to each function.

03 TEAM OVERVIEW

Each member of the team has a defined role. For every assignment the specialist in that area of expertise will be selected as the team lead to ensure the highest level of service.



JOE INKSTER // SENIOR VICE PRESIDENT

- Occupier specialist
- Process driven



CHRIS MACCAULEY // SENIOR VICE PRESIDENT

- Investor/owner specialist
- Strategy development



JASON KISELBACH // VICE PRESIDENT

- Transaction process coordinator
- Strong analytical skills



ILYA TIHANENOKS // SALES ASSOCIATE

- Team support
- Special projects



DANIEL MCGAULEY // SALES ASSOCIATE

- Team support
- Special projects



ANDREA KOSTKOVA // CLIENT SERVICES ASSISTANT

- Marketing coordination
- Transaction administration



KATIE MACSKASY // CLIENT SERVICES ASSISTANT

- Marketing coordination
- Transaction administration

04

REFERENCES

CLIENT TYPE

REFERENCED COMPANY

REFERENCE CONTACT

OCCUPIER

Loblaw Properties Limited

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OCCUPIER

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INVESTOR/OWNER

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INVESTOR/OWNER

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