



Armoury Square, Nova Scotia



UPS Canada, Burlington

ASSET, PROPERTY MANAGEMENT AND LEASING

With more than 5 million square feet under management, valued at \$800 million, IGRI offers a full spectrum of services across Canada. IGRI's Asset Management team includes; asset managers, property managers, leasing professionals, accountants, financial analysts, and operations specialists. IGRI Asset Management works closely with our clients and partners to establish asset and portfolio strategic plans and regularly reports on performance, implementation and market trends to validate and re-align business plans based on an iterative asset planning cycle.

IGRI's Property Management and Leasing teams maintain direct tenant contact and implement risk management, operating and capital plans at the asset level. Property Management teams oversee construction of tenant improvements and building upgrades, management inquiries and property purchasing.

IGRI Asset Management along with Leasing and Property Management strives to ensure effective building operations, tenant relations, strategic capital investments and favourable returns on investments.

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IGRI's Accounting & Reporting teams ensure delivery of accurate and timely asset and portfolio level information to clients, in compliance with GAAP and any other client requirements.

"IGRI professionals use a collaborative approach to achieve superior client and tenant satisfaction."

IGRI is committed to the development and improvement of a premier portfolio through conscientious planning and execution, efficient operations, value added services and capital investment and upgrade initiatives. IGRI has developed the specialized skills and resources required to efficiently manage all the requirements of sophisticated property owners as well as the advanced requirements of tenants.



Fox Creek, New Brunswick

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Investments
Developments
Asset Management

Land
Industrial
Residential
Office
Retail



Palladium Drive, Ottawa



Eastlake Business Park, Calgary



Mayfield & Hwy 50, Caledon



North Service Road, Burlington



Viau Project, Montreal

IGRI Inc., is a full service real estate investment and development company.

Senior Executives of IGRI have a 10 year track record of successful value-add development and redevelopment investments completed with leading North American investors. Current investment partners and clients of IGRI and include:

- H&R Reit
- LaSalle Investment Management
- Wexford Capital
- Public Sector Pension Investment Board (PSP)
- RREEF/CalPERS (CalWest)
- Fonds Immobilier du fonds de solidarité FTQ

Since its inception, IGRI has completed over \$1 billion in transactions providing property level returns in excess of 20%. IGRI has successfully executed value enhancements in projects throughout Canada and across the real estate product spectrum.

IGRI asset base includes industrial, office, commercial and residential developments. Projects span the real estate investment cycle including raw land, new construction, repositioning older assets, expansions and adaptive reuse of existing properties.

IGRI's business model offers a vertically integrated approach, creating real estate

investment opportunities through its land and development pipeline and sourcing value enhancement opportunities. Its off-market pipeline offers investors a competitive advantage over a strictly retail brokerage approach.

"We ensure superior value-add development and asset management results with rigorous analysis, structuring and the flexibility to be opportunistic on exit."

LAND

IGRI's extensive land development expertise encompasses raw land entitlement, both greenfield and brownfield, for a full range of users including industrial, office, retail, residential/resort and hotel. Using a comprehensive, market driven approach to land, incremental cost of land enhancements is measured against market value improvements to achieve superior results throughout the land investment cycle. As such, lots can be either sold outright or sites can be held to continue the enhancement and development process depending on market conditions and our partner's objectives.

DEVELOPMENT

IGRI's market driven approach is evident throughout the development process. Initial concepts are created which correspond to anticipated demand in the market and are analysed and refined with project costs and market rates to yield projects with a high likelihood of success. Projects are sized and located according to market conditions. Further, projects are developed on a speculative basis where demand and market conditions are supportive or on a design build basis to meet specific tenant requirements. IGRI's in-house leasing team manages leasing for each project. This ensures timely market information and drives the process from concept development to lease-up. Completed projects can be held for longer term appreciation or maybe sold upon completion. IGRI's development portfolio includes industrial, office, commercial and residential projects.

"IGRI has over 3,400 acres of land and 5 million square feet of assets under management, valued at over CDN \$800 million."

ACQUISITIONS

IGRI is focused on achieving above-average risk adjusted returns across Canada by utilizing its in-house expertise in identifying, structuring and underwriting transactions. Opportunities are sourced by all our business leaders. By design, a wide range of value-add opportunities are pursued including design-build, sale lease backs with extra land, greening, environmental remediation, rezoning, changing the use or tenant upgrading via retrofits, renovations or cosmetic updating. Working with our partners, our goal is to achieve or exceed their return objectives within the program requirements.



Viau Project - Interior



Palladium - Interior