

EXCITING RETAIL OPPORTUNITY




COQUITLAM CENTRE
YOUR RUNWAY

OUR CENTRE



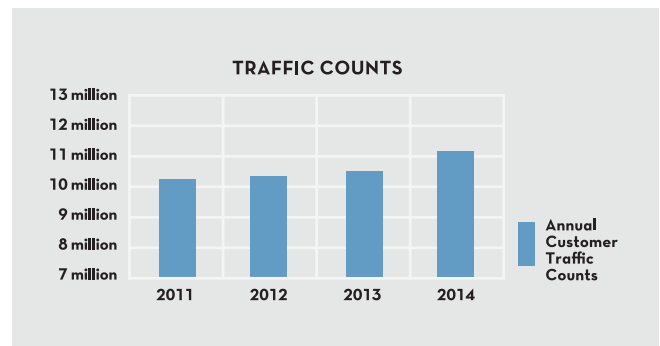
Get ready to open your doors to over 11.1 million shoppers a year (and rising), as Coquitlam Centre is well positioned in the heart of one of the fastest growing trade areas in the Lower Mainland. With the region's most extensive collection of anchors, boutique brands, unique upscale customer services and surroundings, Coquitlam Centre draws the crowds.

Coquitlam Centre is the only shopping centre in the Metro Vancouver Area offering Hudson's Bay, London Drugs, Walmart, Best Buy, Sears, Sport Chek, H&M, T&T Supermarket, Atmosphere, Golf Town, Old Navy, Urban Barn and Apple all in one convenient location.

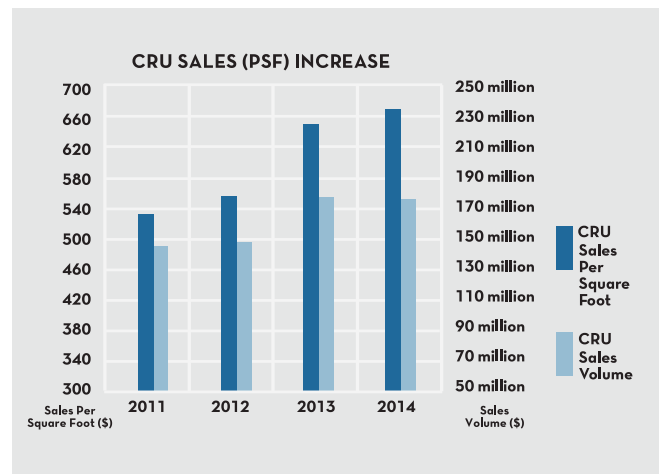
Since the expansion in September 2001, Coquitlam Centre has offered shoppers increased selection with on-trend fashion retailers like Sephora, lululemon athletica, Guess, Aritzia, GAP, RW&CO., American Eagle, Zumiez, Town Shoes, Bath & Body Works, Triple Flip, The North Face, and Plenty. Shoppers have responded, and customer traffic, sales, and average spend are gaining momentum.

Coquitlam Centre Quick Facts	
Gross Building Area:	1,180,000 square feet
Gross Lease Area:	930,000 square feet
Number of Tenants:	Over 200
Number of Parking Spots:	4,500
Average Length of Stay:	71 minutes

TRAFFIC GROWTH



SALES GROWTH

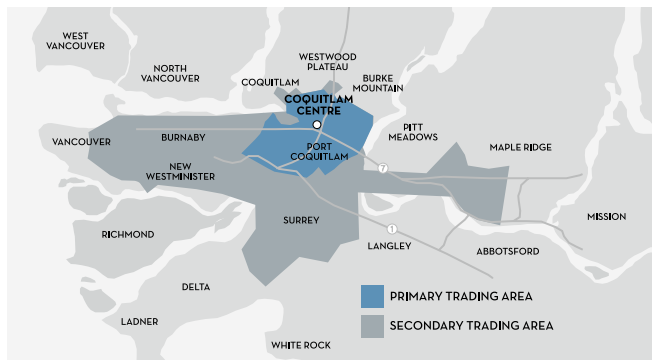


OUR TRADE AREA



Coquitlam Centre is located in the heart of the Tri-Cities (Coquitlam, Port Coquitlam and Port Moody) - one of Vancouver's fastest growing communities, servicing a market of 649,144 households and over 1,588,648 people.

TRADE AREA MAP



An extensive supply of land and residential options continues to attract high-income homebuyers. Westwood Plateau, one of Canada's largest, master-planned residential and golf communities, was designed to accommodate 15,000 residents. Burke Mountain, the city's most talked about residential development, will bring more than 23,000 new shoppers to Coquitlam Centre within the next 30 years. Lastly, a significant number of residential condominium towers have been built or are nearing completion, while others are either in planning stages or under construction along the northeast perimeter of the Coquitlam Centre property. These will undoubtedly drive considerable traffic to the Centre.

Population Projections 2015 - 2025					
	2015	2018	2020	2025	% chg
Primary Trade Area	251,242	263,022	270,844	289,983	15%
Secondary Trade Area	1,273,562	1,316,079	1,343,637	1,409,763	11%
Total	1,524,804	1,579,101	1,614,481	1,699,746	12%
Vancouver CMA	2,504,151	2,602,614	2,667,838	2,829,510	13%

* Source: DemoStats 2015 for Environics Analytics

The Tri-Cities continues to attract new retail and big box stores, increasing weekend visitors from other trade areas. The IKEA flagship store and the Pacific Reach business park, featuring an unparalleled depth of home improvement outlets, drives considerable traffic to the trading area. The David Lam Campus of Douglas College has over 12,500 students attending annually. The Evergreen Line and the Lincoln Station at Coquitlam Centre are scheduled for completion 2016 providing rapid transit access to the



Source: Evergreen Line / Gallery



OUR MARKET

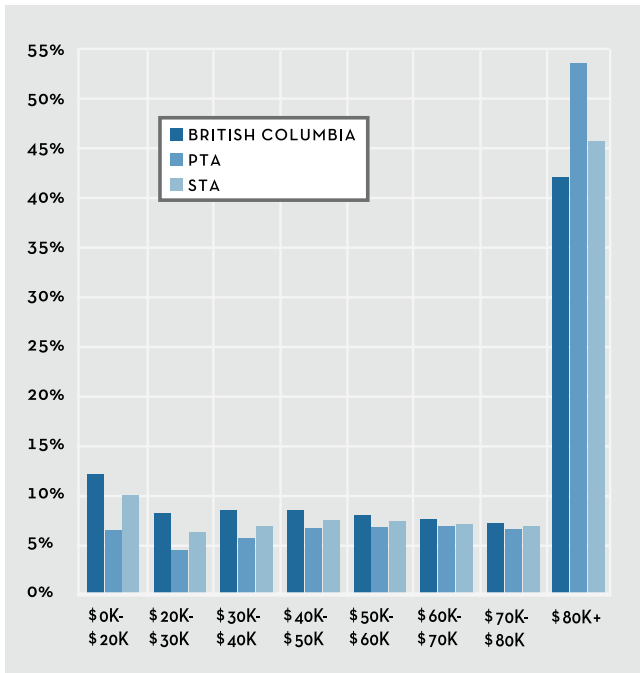


Residents of our PTA are predominantly English speaking (59%). People who identified themselves of Asian descent make up 36% of the Coquitlam population.

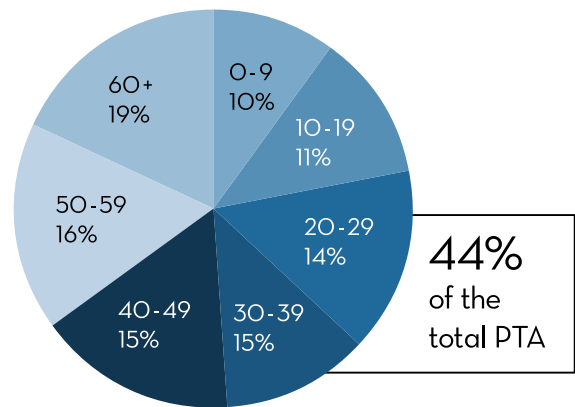
Coquitlam Centre's PTA has the highest percentage of traditional families in the Vancouver CMA. Average family size within the PTA is three people.

Residents of our PTA have a higher average level of income than residents of Vancouver CMA. Average annual household income in the PTA is \$106,459. Higher incomes typically result in higher retail expenditures, which directly benefit Coquitlam Centre.

PROFILE OF HOUSEHOLD INCOME BY RANGE, 2017



AGE DISTRIBUTION



OUR CUSTOMERS



Coquitlam Centre caters to a primary market of affluent, young suburban families. 40% of households have children living at home.

PRIMARY SHOPPER PROFILE

- Mean age: 44.5 years
- Mean household income: \$65,833
- Mean household size: 3
- Average length of visit: 71 minutes
- Amount of average spend: \$55
- Purchase conversion: 63.5%
- Average shopper visits (3 month period): 20
- 78.5% of shoppers reside in Tri-Cities (Port Moody, Port Coquitlam, Coquitlam)
- 12.4% of shoppers reside in secondary trade area
- 67% of shoppers choose Coquitlam Centre for the majority of their shopping
- 20% of shoppers are under 25 years of age

Primary Reasons for Shopping	
Clothing	46%
Groceries	26%
Electronics	16%
Health & Beauty	13%

Average Number of Visits per Month	
2006	6.1
2009	6.5
2012	6.2
2014	6.7

SHOPPING CLUSTERS

The Coquitlam Centre shopper falls into one of three middle class psychographic segments:

- Suburban Rows (21%)
- Upward Bound (15.4%)
- Daytrippers & Nightowls (10.5%)

TARGET MARKETING DEMOGRAPHICS

Coquitlam Centre's marketing and advertising efforts are directed at two primary demographic profiles:

- Primary: Ages 35 - 54 yrs, Female skew, Children living at home
- Secondary: Ages 18 - 24 yrs, Teenagers & Young Adults



OUR STYLE



Coquitlam Centre has a contemporary interior with dramatically vaulted ceilings and boulevard-like hallways. The interior design is the perfect setting for dynamic storefronts. Skylights throughout the Centre let in great natural light and contribute to a feeling of airiness that sets Coquitlam Centre apart from other shopping centres in the region.



Northeast Plaza Entrance



Apple Storefront



American Eagle Storefront



H&M Interior Entrance



Sephora Storefront



Plenty Storefront



Triple Flip Storefront



Urban Barn Exterior Storefront



The North Face Storefront

