

Sample form, not for offline completion.

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Industrial Investment Deal of the Year Award

Open to investment transactions closed during the Eligibility Period (January 1, 2024 to December 31, 2024). The property must be located within the Greater Golden Horseshoe region. If it is a portfolio transaction, a material component of the portfolio must be located within the GGH region. The value of the transaction must be a minimum of \$20,000,000 to be eligible for judging.

Three (3) key judging criteria include: Innovation and Creativity (30%), Market/Community Impact (30%) and Value to the Investor (40%).

Project Name - Please provide a project name that NAIOP will use in event marketing - i.e. announcement of finalists.

Property Name:

Property Address:

Key Contact Name:

Phone Number: (optional)

Email:

Date of Transaction

Project Name for Award:

If your submission is successful, please provide the project name as to how you would like to be listed on the REX Award Trophy.

For example: Project: **ICICI Tower at 366 Bay Street**

Team Listing for Award:

If your submission is successful, please provide the Team(s) as to how you would like to be listed on the REX Award Trophy.

For example, Team: **Dream Office REIT, Lennard Commercial Realty**

In this box, using 50 words or less, please describe the project in a manner that will be used in the event program or other marketing materials, including the award finalist video. A more detailed description of the project will be required for judging purposes. ****Please refrain from using jargon, acronyms or abbreviations.** 50 words

Transaction Description:

250 words

In 250 words or less, please provide an overview and description of the transaction, outlining asset class, geography, size and scope of the deal.

Project Description

Innovation & Creativity (30%) - Criteria used to measure the overall innovation of the deal/project or transaction in question and the creativity shown to implement or structure the deal or project.

Please describe how the transaction considers the following:

Structure of the deal: Does the investment showcase innovation in financing structure (source of equity/debt), does it make use of creative ownership structure such as JV's or combination of uncommon parties (government, foreign, or retail investment)

Complexity: Complexity of investment (single asset vs. portfolio purchase, co-ownership with tenants, plans for expansion/change-of-use, scarcity of product, transaction timing considerations); does it showcase creativity in leveraging relationships to identify the opportunity/investment partners

Market / Community impact (30%) - Criteria to be used to measure the deal's impact on the market.

Please describe how the transaction considers the following:

Price: Purchase price or cap rate for the type of asset/portfolio relative to the market – does it reaffirm market value or set a new benchmark in current market conditions.

Publicity: Degree of publicity of the project in the news/community

Size / scale / geography: Size or scale of the purchase (# of properties or size of ownership stake acquired) in the context of the local market. Does the transaction / investment encourage future deal flow in a certain market/ asset class?

Investors / partnerships: Does the deal encourage future investment from specific investor and partnership types?

Value to the Investor (40%) - Criteria is used to measure the value of the investment to the investor.

Please describe how the transaction considers the following:

Alignment with Investor Strategy: Is the investment representative of an extension or shift in strategy? Does the investment help the investor achieve its short / long term goals with respect to their strategy?

Investment quality: Overall quality of the assets/portfolio acquired relative to other assets available in the market and the existing asset base of the investor. Is the asset purchased for future expansions / change-of-use that will drive future investment value and community impact?

Transaction Impact: Does the investment align with the investors sustainability initiatives? Does the investment provide a clear social benefit to the surrounding community? Is the investment representative of forward thinking with respect to community impact on behalf of the investor. Does the investment stand to hold others accountable to future community impacts in future investments?

Material may be supplied as follows:

Please attach or include high resolution photographs/renderings of the project as part of the submission.

Please attach or include photographs/renderings of the project as part of the submission. (optional)

High Resolution Photo

Renderings

I agree to the following *Submission Terms and Conditions*

- All parties to this submission have been given the Submission Information Brochure and have agreed to abide by the rules and procedures of the REX Awards program.
- All parties to this submission have been consulted and have granted permission for their names and companies to be included as presented in this form.
- All key stakeholders (e.g. tenants) have given signed authorization for their names and companies to be included in the submission.
- NAIOP Greater Toronto Chapter and its agents will not be held responsible for publishing erroneous information resulting from inaccuracies there may be in this award submission.
- After submitting this form and attachments, if an email acknowledgement of receipt does not come by the next business day it is my responsibility to follow up with the NAIOP Greater Toronto Chapter administration office to ensure this submission is received.