



PLATINUM COMMERCIAL SALES BRIEFING

Notable Building Features:

- 32 Duke Street East, Kitchener
- 33 Storeys
- 410 Residential Suites
- Over 10,000 Sq. Ft. of Commercial Space
- Summer 2021 Occupancy
- Construction Starting November 2018
- \$0 Development Charge (due to exemption)
- \$0 Assignment Fee
- Freehold Commercial Units
- **Fully-Zoned**

Deposit Structure:

- 5% on Signing
5% in 120 days
5% February 1st, 2019
5% November 1st, 2020

Downtown Location:

- 97 Walk Score
- Steps from ION Rapid Transit System. Frederick stop is less than a minute walk from the site
- New Frederick Street Bus Stop in front of building.
- 10 minute walk to \$43M Future Transit Hub
- Across the street from Market Square Mall. Close to Farmer's Market and JP Grocers.
- 5 Floor Municipal Public Parking Garage across the street
- Downtown Kitchener has over 90 retail businesses, and 100 food and drink providers. From the internationally-recognized KW Symphony to the Centre in the Square Performance Centre, from polka-ing at the world's second largest Bavarian Festival, Oktoberfest, to crooning at Kitchener's lively Blues Festival, from taking it all in a the Contemporary Art Forum to taking to the hills at Chicopee Ski Resort, arts, entertainment and recreation.

Technology and Job Growth:

- Following a targeted, long term city strategy to attract public and private reinvestment, Kitchener projects employment in the downtown core, including the Innovation District, to rise to 18,500 by 2020, up from 11,600 in 2009.
- According to CBRE's 2017 Scoring Canadian Tech Talent Report, Waterloo Region added 8,400 tech jobs from 2011 to 2016, a 65.6% growth rate, outpacing growth of Silicon Valley, making it the second fastest rate of tech labour pool growth in North America after Charlotte, North Carolina at 77.1%.

- Waterloo Region is a hub of tech triumphs. Google, Blackberry, Microsoft, Shopify and Communitech are a few fixtures to name.
- **Communitech** -Founded in 1997, Communitech is a private innovation hub committed to making Waterloo Region a global innovation leader. Today, they are the reason behind the success of a community of over 1400 companies from small startups to global initiatives. Their 80,000 Sq. Ft. facility is a place for congregation, collaboration and realization. It is a 10 minute walk from the site.
- **Google Kitchener** - Located in the heart of Waterloo Region's tech sector in downtown Kitchener, Google's biggest research and development office in Canada is a 10 minute walk from the site.
- **Design2Learn** - D2L's educational software technology is being used by customers in higher education, K-12, healthcare, government, and the enterprise sector is a 10 minute walk.
- In 2017 Waterloo region tech companies attracted \$291.1M in Venture Capital. A 14% increase from 2016. Talent attraction and retention in an ongoing strategic priority in the region.
- \$766,000,000 was recently invested into the new Regional Courthouse facilities, which are across the street from Duke Tower Kitchener.
- The City's recently approved Perimeter Development Corp.'s new 120,000-square foot, six-storey, glass-fronted office on King Street West will house Gowling WLG as lead tenant.
- **Deloitte Canada** - is relocating its regional office into a refurbished 28,000 square foot brick-and-beam former industrial warehouse, turned into a collaborative work space for tech-savvy employees.
- Rezoning and major tenant acquisitions reinforce Kitchener's ambitions to transform its former industrial core into a thriving tech-friendly downtown.
- The 2017 Global Startup Ecosystem Report suggests that the Toronto and Waterloo Regions are increasingly behaving as one ecosystem. To date, an estimated 2,700 startups thrive here thanks to world-class talent, entrepreneurial culture, an affordable rental market, and a global base of customers that all look for inspiration and opportunity.
- The University of Waterloo, Wilfrid Laurier University and Conestoga College serve as a hub for world-class research and idea generation for industries operating here. These leading edge educational facilities produce some of the highest caliber talent in the world, generating a deep talent pool of professionals who continually regenerate our local economy and labour force.
- Kitchener is located in Canada's Technology Triangle (CTT) which is a not-for-profit, public-private regional economic development partnership that markets the competitive advantages of the Waterloo Region to the world, and works to attract new businesses, investment and talent to the Region.
- Waterloo Region is a top-tier entrepreneurial ecosystem and one of the most dynamic economies in North America. Kitchener, part of the greater Waterloo Region is a unique and expanding community built on innovation, education, and collaboration.

Population Growth:

- Waterloo Region has the 10th largest population in Canada and the 4th largest in Ontario, making it one of the largest and fastest growing regions in the Province.
- Waterloo Region's growth rate was 5.5%, between 2011 and 2016, a figure which exceeded both provincial and national growth rates of 4.6% and 5% respectively.
- In 2016, the Census population of Waterloo Region was 535,154. Between 2011 and 2016, the population of Waterloo Region grew by 28,058 individuals, approximately 5,600 people per year.
- Ontario's Growth Plan projects that Waterloo Region's population will grow by 35% people over the next 15 years.

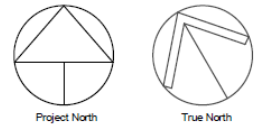
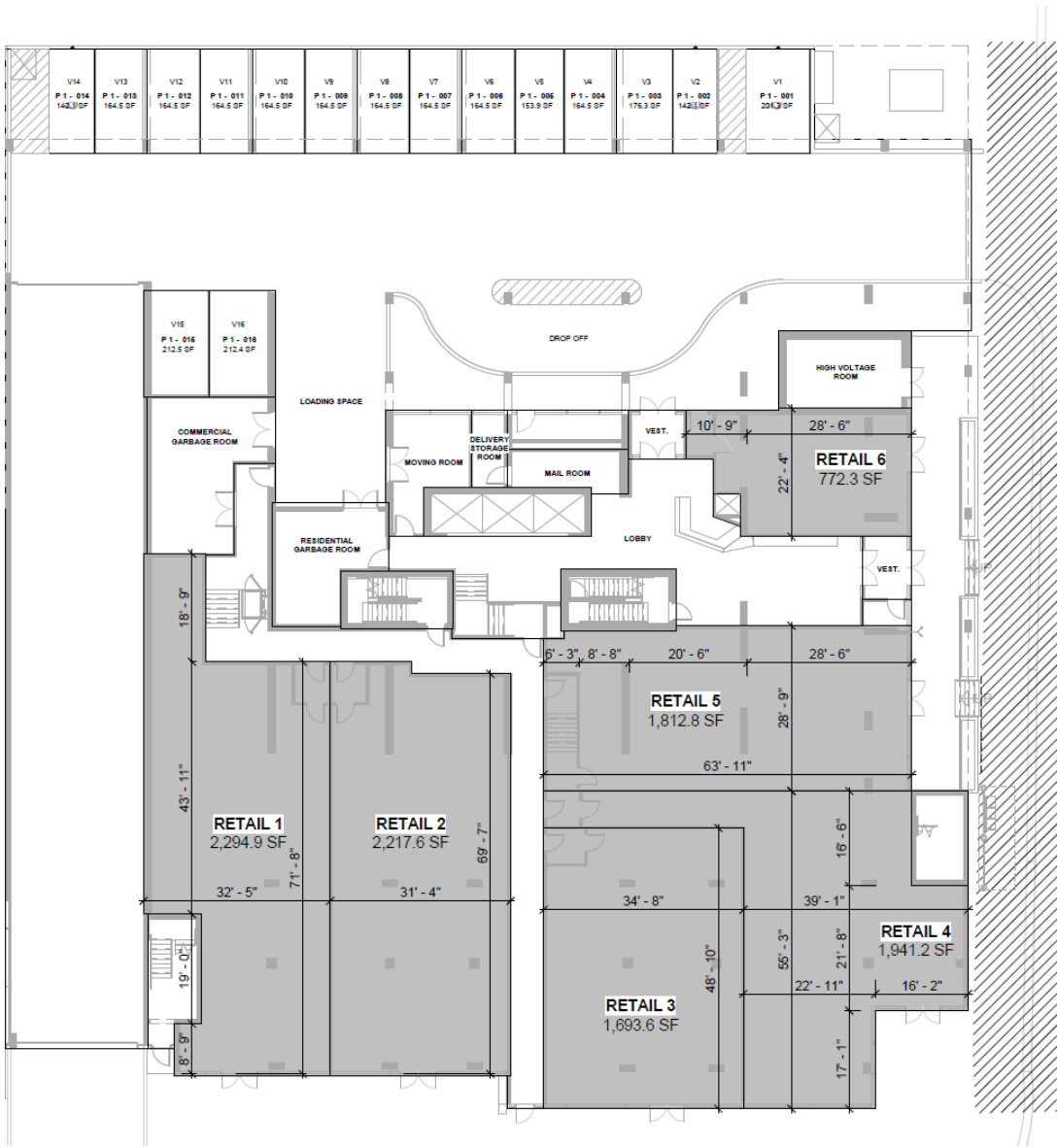
Transit Investment:

- \$868M was invested into developing KW's ION Rapid transit system. When ION light rail launches in 2018, users can pay one fare and transfer seamlessly between bus and light rail services. Ion will streamline transit within the Region, operating on a 19-kilometre, 19 station route spanning from Conestoga Mall in Waterloo to Fairway in Kitchener.
- Over 2 Billion invested in transit since 2009.
- \$43M investment in the Kitchener Transit Hub located two ION Rapid Transit stops from DTK
- Future transit hub will provide 90 minute electric go train commute to Toronto every 15 mins.
- DTK is located steps from the Frederick Street ION station stop, 10 minute walk from Via Rail and GO Transit commuter station, and minutes from a future multi-modal transit hub that would complete the Province's promised high-speed rail link between Toronto and Windsor by 2025.
- With extensive public transportation, residents in Kitchener enjoy a reasonable 16-minute median commute time. Drastically lower than commute times within larger metropolitan areas such as Toronto.
- 10 Minute Porter Flights from Waterloo International to Billy Bishop (Starting 2016).

Development Charge Exemption:

- For a limited time, The Region of Waterloo is offering development incentives to encourage development in the Downtown Core. This incentive is only offered in a specific area of the downtown core, in which the region recognizes high demand for housing.
- Both the Municipal and Regional development charges are waived until early 2019. Investors at DTK can take advantage of this window of opportunity. The expiry of this exemption will make future projects more expensive and/or less frequent, furthering the increase of prices in Downtown Kitchener.

| Price List | | | |
|------------|---------|-------------|------------|
| Unit | Size | Price | Exposure |
| Retail 1 | 2,294.9 | \$1,434,312 | South |
| Retail 2 | 2,217.6 | \$1,386,000 | South |
| Retail 3 | 1,693.6 | \$1,100,840 | South |
| Retail 4 | 1,941.2 | \$1,261,780 | South/East |
| Retail 5 | 1,812.8 | \$1,178,320 | East |
| Retail 6 | 772.3 | \$540,610 | East |



Frederick Street

Duke Street East