



Member of the SNC•LAVALIN Group

Transactions Services

Nexacor Realty Management (Nexacor) is an industry leader in providing real estate services. As a full service provider, Nexacor combines all services from site search through design/build to property management and lease administration in an integrated and cost effective delivery model. Our ongoing commitment is to provide quality, value-added services driven by a customer-focused approach while improving profitability and efficiency for clients.

Nexacor's depth of internal resources include 1,200 professionals (including our sister company ProFac Facilities Management Services Inc.) specializing in project management, transactions, facility management and support services. Nexacor is wholly owned by the SNC-Lavalin Group Inc., which is one of the leading engineering and construction firms in the world, and a key player in the ownership and management of infrastructure.

Transactions services

Nexacor provides ownership acquisitions and dispositions and new leasing and letting transaction services for some of the largest corporate real estate user organizations in Canada, including Bell Canada, The Canadian Broadcast Corporation and Ontario Realty Corporation, encompassing a portfolio of over 80 million square feet. This is a highly functionally and technically diverse realty portfolio including network facilities, core located office properties and large campus industrial and institutional developments.

In recent years, Nexacor has also delivered site search and lease negotiation services for Bell Canada affiliated companies in various United States and European markets. Nexacor has established core teams of Transaction Management personnel in Toronto and Montreal. Nexacor has developed strategic affiliations with various internationally networked real estate brokerage organizations to augment and direct as needed our knowledge of local market conditions including vacancy rates, rental rates, reputable landlords, technically appropriate buildings, thereby optimizing our client tenant's negotiation position and leverage with landlords

Our scope of services (in transactions services)

Ownership acquisitions and new leasing services

- ◆ Assist client with requirements definition
- ◆ Macro search without broker filter in
- ◆ Identify appropriate sites
- ◆ Manage negotiations
- ◆ Initiate property commissioning

Ownership disposition and new letting services

- ◆ Market property
- ◆ Tender proposals and/or receive and analyze offers
- ◆ Finalize deal and initiate property decommissioning

Lease renewal services

- ◆ Obtain market data
- ◆ Negotiate renewal

Asset planning services

- ◆ Background (Physical condition, environmental, operational & financial performance, market condition)
- ◆ Forecast (operational & capital expenditures, revenues, space requirements)
- ◆ Strategic framework (managing asset, retain, dispose, redevelop)