



**AVISON  
YOUNG**

***Extremely confidential – NOT  
FOR CIRCULATION  
Prepared for Governance  
committee meeting of March  
8, 2016***

**Société Radio-Canada  
Commercial Real Estate Services**

**Quantitative, qualitative and financial  
evaluation process**

**March 7th, 2016**

## SELECTION PROCESS: STEPS 1 TO 4



<i>Step 1</i>	<i>Step 2</i>	<i>Step 3</i>	<i>Step 4 (April 2016)</i>
<ul style="list-style-type: none"><li>Request for information sent to 247 building owners and developers</li><li>Generated 23 letters of interest</li></ul>	<ul style="list-style-type: none"><li>Evaluated 23 building options</li><li><u>Evaluation Criteria</u><ol style="list-style-type: none"><li>Proximity to Public transit (metro)</li><li>Delivery of building on time (spring 2018)</li><li>Experience with similar project</li><li>Capacity to finance</li></ol></li></ul>	<ul style="list-style-type: none"><li>Evaluated 13 building options</li><li><u>Evaluation Criteria</u><ol style="list-style-type: none"><li>Risk</li><li>Operational performance</li><li>Accessibility</li><li>Image/Location/Services</li><li>Flexibility</li><li>Normative (legal and lease clauses affecting financials)</li></ol></li></ul> <p><u>Note:</u> Financial was evaluated separately.</p>	<ul style="list-style-type: none"><li>Evaluation of 5 building options and 1 stay option</li><li><u>Evaluation Criteria</u><ol style="list-style-type: none"><li>Risk</li><li>Operational performance</li><li>Accessibility</li><li>Image/Location/Services</li><li>Flexibility</li><li>Normative (legal and lease clauses affecting financial)</li><li>Financial</li></ol></li></ul>

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## QUALITATIVE/QUANTITATIVE ANALYSIS- STEP-3

The image displays two overlapping spreadsheets. The top spreadsheet is a large table with multiple columns and rows, containing various data points and numerical values. The bottom spreadsheet is a smaller table, also with multiple columns and rows, containing similar data. Both tables appear to be part of a larger analysis tool or software interface.

### Weighting percentages:

1. Risk
2. Operational Performance
3. Accessibility
4. Image/Location/Services
5. Flexibility
6. Normative

***\*Minimal Score required in order to be retained:***

*\*Table used for demonstration purposes only.*

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s.18(b)  
s.21(1)(b)

## FINANCIAL ANALYSIS AND SUMMARY- STEP 3

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## FINANCIAL ANALYSIS AND SUMMARY- STEP 3

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### Score Total vs. Loyer An 1

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# FINANCIAL+QUALITATIVE/QUANTITATIVE INTEGRATION-STEP 4



*\*tables used for demonstration purposes only.*



REVENUS ETU	Revenu etu	Revenu etu	Revenu etu	Revenu etu
OPTION DE RACHAT	Option de rachat	Option de rachat	Option de rachat	Option de rachat
NETE REVENUS	Nete revenus	Nete revenus	Nete revenus	Nete revenus
CHOR DE PENSEMENTS	Chor de pensements	Chor de pensements	Chor de pensements	Chor de pensements
CHOR DE PENSEMENTS	Chor de pensements	Chor de pensements	Chor de pensements	Chor de pensements
CHOR DE PENSEMENTS	Chor de pensements	Chor de pensements	Chor de pensements	Chor de pensements
CHOR DE PENSEMENTS	Chor de pensements	Chor de pensements	Chor de pensements	Chor de pensements
CHOR DE PENSEMENTS	Chor de pensements	Chor de pensements	Chor de pensements	Chor de pensements

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*Thank you*