About Waterloo Region

Waterloo Region is located directly along Canada’s 401 superhighway, providing centralized access to more than 150+ million customers within a 1,200-kilometre (745 mile) radius. Our community is located in close proximity to the Region of Waterloo International Airport, Toronto Pearson International Airport and six border crossings, making it easy to connect your business to domestic and international markets.

Included in this package are several key signature sites within our community. For more information or for more sites, please visit sites.waterlooedc.ca
Waterloo is a key partner of the Toronto-Waterloo Corridor – the second largest technology cluster in North America. The Corridor is home to 16 universities and colleges, 7.7 million people speaking 150 languages and a $332 billion economy (representing 17% of Canada's GDP). This diverse ecosystem provides significant potential for businesses to grow and succeed.

From startups to multinationals, the Corridor is home to companies intent on innovation and one of the fastest-growing tech talent markets in North America. Major companies in the Waterloo end of the Corridor include: Google, SAP, BlackBerry, OpenText, Oracle and Toyota.
Signature Sites Overview

1. ELMIRA CROSSING
   - Coming Fall 2021
2. WATERLOO INNOVATION PARK
   - Currently available
3. EVOLV2
   - Coming Spring 2022
4. WATERLOO TOWN SQUARE
   - Coming Fall 2021
5. INNOVATION DISTRICT
   - Currently available
6. HOMER WATSON PARK
   - Currently available
7. IP PARK INDUSTRIAL CAMPUSS AND IPORT CAMBRIDGE
   - Phase 1 starting in 2021
8. THOMASFIELD HOPEWELL
   - Phase 1 Q1 2021
WATERLOO REGION SIGNATURE SITES

CURRENTLY AVAILABLE

Commercial, industrial and land properties for lease and purchase
Homer Watson Business Park  1011 Homer Watson Blvd, Kitchener

SITE SUMMARY
The JDP Business & Technology Park at 1011 Homer Watson Boulevard is the most anticipated redevelopment site in Waterloo Region. This offering is currently the only major development within the City of Kitchener that is shovel ready as a first-class industrial & flex industrial/retail opportunity. Located on Homer Watson Boulevard at Bleams Road, one of Kitchener’s busiest arterial roadways, with direct access to Highway 401.

DETAILS
• M-2 zoning permits a variety of industrial and manufacturing uses; outside storage is permitted
• C-6 zoning permits a variety of retail and CRU uses (grocery, home improvement, restaurants, finance, etc.)
• Heavy infrastructure to accommodate advanced manufacturing

Size:
2 buildings, 80,000 SF & 54,000 SF

Land:
3.2-25 acres

Rates:
Please contact for more details

Contact Waterloo EDC for more details waterlooedc.ca
Waterloo Innovation Park  609, 611 and 619A Kumpf Drive, Waterloo

SITE SUMMARY
Unique, high tech or traditional office space for lease in Waterloo Innovation Park campus setting. This campus provides opportunities for tenants to grow and expand.

DETAILS
• Model suite construction complete
• Customizable pre-fixed turnkey packages with designer chosen finishes
• Multiple office layout configurations available to suit any requirement
• E3 zoning

Size:
3050 SF, 3350 SF, 7750 SF, 10,801 SF and 11,540 SF* suites available
*Suite can be divided

Rate:
$12.95 – $14.50 per SF

Additional Rent:
$7.73 – $13.05 per SF

Parking:
Brand new 7-storey parking structure with elevator directly connected to each office building. Covered and surface parking.

Common Amenities:
• Outdoor patio and sports areas
• The Link, a 2,000 SF amenity centre for all tenants of Waterloo Innovation Park,
  • Shipping and receiving areas

Contact Waterloo EDC for more details waterlooedc.ca
There is a new, Class A LEED office space in the Innovation District which is just steps to all urban amenities.

**SITE SUMMARY**

This new, Class A LEED office space in the Innovation District is just steps to all urban amenities.

**Size:**
- 22,000 SF
- 2nd Floor
- 22,500 SF
- 3rd & 4th Floors

**Retail:**
- 6,000 SF

**Rate:**
- $26.50 per SF

**Additional Rent:**
- $14.25 per SF

**Parking:**
- Two underground levels & at-grade parking at rear

**Contact Waterloo EDC for more details waterloeecd.ca**
WATERLOO REGION SIGNATURE SITES

COMING SOON

Commercial, industrial and land properties for lease and purchase within the next two years
SITE SUMMARY
Multiple offerings including retail, commercial and industrial units for sale and lease.

DETAILS
Zoning: C-7 and M-5

<table>
<thead>
<tr>
<th>Size</th>
<th>Rate</th>
<th>Additional Rent</th>
<th>Sale Price</th>
<th>Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>1500 SF + end-cap with DT Retail lease and 1500 to 5000 SF + commercial/industrial for sale</td>
<td>$22 per SF</td>
<td>$9 per SF</td>
<td>$225 per SF and negotiable for larger size</td>
<td>Fall 2021</td>
</tr>
</tbody>
</table>

Contact Waterloo EDC for more details [waterlooedc.ca](http://waterlooedc.ca)
SITE SUMMARY
Available 2022. As a proud part of the Toronto-Waterloo Corridor, Idea Quarter will inhabit 3.2 million square feet of space, 16,500 tech workers and 20,000 co-op students. The Idea Quarter includes the UW R+T Park, a master planned 1.1 million SF tech park. With exciting features such as the new regional light rail transit system (LRT) and world-renowned universities, the area is home to 175 innovative companies. The best part is this is only the beginning for Idea Quarter’s endless potential. The concentrated tech cluster is expanding quickly, with new buildings, businesses and talent joining the community with every passing month. Evolv1 is now open as Canada’s first Zero Carbon building and Evolv2 will add another 130,000 SF of modern office space across from the new ION LRT station.
Evolve 415 Wes Graham Way, Waterloo

DETAILS

- The building is located adjacent to the new ION (LRT) stop
- Fantastic amenities: coffee shop, creative collision spaces off the three-storey atrium, fitness centre, free solar carport parking, EV charging stations, bicycle parking
- The building will have key sustainable features in place

<table>
<thead>
<tr>
<th>Size: 4000 SF - 130,000 SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate: $22.00 per SF</td>
</tr>
<tr>
<td>Additional Rent: $13.50 per SF</td>
</tr>
<tr>
<td>Parking: Free solar carport parking, EV charging stations and bicycle parking</td>
</tr>
<tr>
<td>Green Initiatives: Key sustainable features in place</td>
</tr>
</tbody>
</table>

Contact Waterloo EDC for more details waterlooedc.ca
SITE SUMMARY

The IP Park Industrial Campus and iPort Cambridge are considered to be one of Waterloo Region’s most important industrial parks, with a focus on distribution, logistics and high-tech manufacturing and research. Notable developments in the surrounding area include Toyota, Loblaws and the Boxwood Business Campus. Located directly north of Highways 8 and 401, the entire North Cambridge Business Park provides tenants efficient connectivity. An abundance of high-quality amenities can be found within minutes of the area.

Continued on next page...
SITE SUMMARY CONTINUED

IP Park extends 400 acres and represents the most significant parcel of industrial development ready lands to become available within the last 10 years. The project will incorporate ~5 million sq. ft. of the industrial area across ~400 acres of greenfield lands. The development proposes small, mid and large-bay uses, prestige industrial with robotics and advanced manufacturing facilities, cross-dock opportunities, data centres connected to a new fibre-optic network, and large-scale industrial for e-commerce and logistics.

DETAILS

Zoning: Phase 1 is M1 and phase 2 and 3 are M3

Land: 400 acres

Industrial Area: ~5 million SF

Available: Initial Phases starting in 2021

PROPOSED USES WITHIN EACH PHASE OF DEVELOPMENT

PHASE 1A: Industrial campus including mid-bay building(s) and the possibility of cross-dock facilities.

PHASE 1B: Auto dealership parcels facing Highway 8; as well as office buildings.

Continued on next page...

Contact Waterloo EDC for more details waterlooedc.ca
PROPOSED USES WITHIN EACH PHASE OF DEVELOPMENT CONTINUED

PHASE 2: Prestige industrial uses in small-bay buildings, opportunities for design/build facilities and flex industrial/office space.

PHASE 3: Part of iPort Cambridge, this area is for large-scale buildings ideal for e-commerce, logistics, supply-chain and other big box industrial uses. The proposed Advanced Manufacturing Training Center is integrated into the Master Plan and is seconds away from the Toyota plant; home of the new hybrid RAV4 vehicle.

The area is zoned and designated for employment land uses.

Contact Waterloo EDC for more details waterlooedc.ca
The Shops at Waterloo Town Square
15 King Street South
(Units 201 & 300), Waterloo

SITE SUMMARY
This premier downtown office and retail campus offers up to 34,609 SF of Class A office space. It offers an efficient large floorplate, strategically located in Uptown Waterloo, the City’s business hub. Enjoy unparalleled access to transit, coffee and food options, parking, the Universities, and the world-class talent.

DETAILS
• Class A office located on 2nd and 3rd floors, accessible from both King St and Parking Lot
• Full sprinkler system, 200 amp electrical, elevator and card access security system
• Great floor plan allows for private office and safe distancing while allowing for collaboration
• Zoning: Uptown Commercial Core (U1-16)

COMMERCIAL
Rate: $23.00 per SF
Size: 10,284 – 24,325 SF
Available: TBD Fall 2021
Onsite Amenities:
• Cafes and restaurants
• On LRT line

Contact Waterloo EDC for more details waterlooedc.ca
**SITE SUMMARY**

Greenfield development (ongoing). Mixed-use community with 800 residential units, proposed GO Transit station.

**DETAILS**

Zoning: Phase 1 is M-7 (H2) "Prestige Business Park", Phase 2 is M-7 (H1 & H2), and Phase 4 is M-6 "Industrial Business Park" and M-7 (H2)

<table>
<thead>
<tr>
<th>Size:</th>
<th>Rate:</th>
<th>Available:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase 1: 3 HA</td>
<td>Contact for details</td>
<td>Phase 1: Q1 2021, Phase 2: Q4 2021 (estimated) Phase 4: contact for details</td>
</tr>
<tr>
<td>Phase 2: 2.15 HA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phase 4: 19.28 HA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Contact Waterloo EDC for more details waterlooedc.ca
CONTACT OUR TEAM

For more information on these sites or others, or to set up a tour, contact one of our Market Development Managers or visit sites.waterlooedca.ca

Catharine Gerhard
Market Development Manager
Business and Financial Services
catharine.gerhard@waterlooedca.ca
519-747-2541 Ext. 200

Gavin FitzPatrick
Market Development Manager
Automotive
gavin.fitzpatrick@waterlooedca.ca
519-747-2541 Ext. 600

Maria F. Suarez
Market Development Manager
Advanced Manufacturing and Food Processing
maria.suarez@waterlooedca.ca
519-747-2541 Ext. 202

Contact Waterloo EDC for more details waterlooedca.ca