

Media Release

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Media Relations:
Sherry Quan
604.647.5098 or 604.726.0959 cell
email: sherry.quan@avisonyoung.com

**Avison Young named one of Canada's
Best Managed Companies for fifth consecutive year**

***A winner of Canada's Best Managed Companies program from
2011 to 2015, commercial real estate firm retains Gold Standard status***

Toronto, ON – Avison Young, the world's fastest-growing commercial real estate services firm, announced today that it has been named one of **Canada's Best Managed Companies** for the fifth consecutive year.

The Toronto, ON-based commercial real estate services company also attained Gold Standard status for excellence in business performance for the second straight year, while again competing against some of the nation's top firms.

The latest honour covers the 2015 calendar year and comes after Avison Young earned Canada's Best Managed Companies awards in 2011, 2012, 2013 and 2014.

Sponsored by Deloitte, CIBC, *National Post*, Smith School of Business and MacKay CEO Forums, the Best Managed program recognizes Canadian-owned and managed companies with revenues over \$10 million demonstrating strategy, capability and commitment to achieve sustainable growth.

Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices.

The announcement was made today by the national sponsors and in a special report in the *National Post* daily newspaper.

"On behalf of the board of directors of Avison Young, our Principals, our employees, our clients and our partners, I would like to thank Deloitte and the other award administrators for recognizing us as one of Canada's Best Managed Companies for the fifth consecutive year," comments Avison Young Chair and CEO **Mark Rose**. "This award is a testament to our company's values, culture and dedication to sustainability. It is humbling to compare where we were in 2011, when we received our first Canada's Best Managed Companies award, to where we are today."

In March 2011, Avison Young had 23 offices with 700 real estate professionals in Canada and the U.S. Since then, the firm has grown more than threefold while expanding into Mexico, Germany and the U.K. and continuing to add offices in Canada and the U.S.

Rose continues: “Although we have achieved widespread growth, we are still using a model that speaks to clients and top talent and we are differentiating ourselves from all other commercial real estate service providers. Our culture is still about collaboration, and our ownership structure remains clearly accountable and aligned with client objectives.”

Established in 1993, Canada’s Best Managed Companies is one of the country’s leading business awards programs that recognizes Canadian-owned and managed companies that have implemented world-class business practices and created value in innovative ways. Applicants are evaluated by an independent judging panel on overall business performance, including leadership, strategy, core competencies, cross-functional collaboration throughout organization, and talent.

“I would like to recognize the entire efforts of Avison Young,” states **Peter Brown**, Partner, Deloitte and Co-Leader of Canada’s Best Managed Companies program. “It takes a dedicated effort from an entire team to focus on a core vision, create stakeholder value and excel in the global economy to achieve this level of success.”

Over the past seven years, Avison Young has grown from 11 to 75 offices and from 300 to more than 2,100 real estate professionals in North America and Europe.

“This designation is a testament to the hard work of our employees, our commitment to strategy, and our differentiated, Principal-led, collaborative culture,” notes **Mark Fieder**, Avison Young Principal and Chief Operating Officer, Canada. “Our client list has grown significantly over the past five years as owners and occupiers become aware of our industry-leading, client-service model. We applaud the accomplishment of all of the recipients of the Canada’s Best Managed Companies award for their commitment to excellence.”

Jon Hountalas, Executive Vice-President, Business and Corporate Banking, CIBC, adds: “CIBC congratulates Avison Young on being named one of Canada’s Best Managed Companies – a reflection of its strong leadership, sound business planning and focus on growth. We’re proud to celebrate this outstanding achievement and applaud the entire team for its contributions to the Canadian marketplace.”

The winners of the Canada’s Best Managed Companies award for 2015, along with Requalified, Gold Standard, Gold Requalified winners and Platinum Club members, will be honoured at the annual Canada’s Best Managed Companies gala in Toronto on April 12, 2016. On the same date, the Best Managed symposium will address leading-edge business issues that are key to the success of today’s business leaders.

“Avison Young has built a collaborative, best-in-class real estate services firm, and it is a great honour to be chosen once again as one of Canada’s Best Managed Companies,” says **Keith Lipton**, Avison Young Principal and Chief Operating Officer, U.S. “Our leadership team’s focus on putting the needs of the client first and our firm’s ongoing success in attracting an all-star roster of real estate professionals across all disciplines, and from coast to coast, mean that we can continue to deliver the highest level of service. This prestigious third-party recognition strengthens

clients' confidence in Avison Young's ability to offer intelligent and thoughtful solutions for their real estate needs. I'm proud to be part of an organization that treats clients, employees and competitors with respect."

Rose adds: "We are especially honoured to be selected as a Gold Standard winner for the years that coincided with the first and second annual Avison Young Global Day of Giving, when members from all of our offices completed charitable projects for local non-profit organizations. Ultimately, Deloitte and its partners, who rank among Canada's most successful and highly regarded firms, have again independently confirmed our commitment to provide honesty, integrity and the highest possible level of service to our clients and our communities. We are extremely grateful for this recognition and salute all new and repeat winners."

About Canada's Best Managed Companies

Canada's Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed companies with revenues over \$10 million. Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices. The awards are granted on five levels: 1) Best Managed winner (one of the new winners selected each year); 2) Requalified member (repeat winners retain the Best Managed designation for two additional years, subject to annual operational and financial review); 3) Gold Standard winner (After three consecutive years of maintaining their Best Managed status, these winners have demonstrated their commitment to the program and successfully reapplied for the designation); 4) Gold Requalified member (Gold Standard winners may requalify for two additional years, subject to annual operational and financial review); 5) Platinum Club member (winners that maintain Best Managed status for seven years or more). Program sponsors are Deloitte, CIBC, National Post, Smith School of Business and MacKay CEO Forums. For further information, visit www.bestmanagedcompanies.ca

About Avison Young

Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 2,100 real estate professionals in 75 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties.

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For further information/comment/photos:

- **Sherry Quan**, Principal, Global Director of Communications & Media Relations, Avison Young: **604.647.5098**; cell: **604.726.0959**; sherry.quan@avisonyoung.com
- **Mark Rose**, Chair and CEO, Avison Young: **416.673.4028**

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Avison Young was a winner of **Canada's Best Managed Companies** program in 2011, 2012, 2013 and 2014 and requalified in 2015 to maintain its status as a Best Managed Gold company

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