

Media Release

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Avison Young named one of Canada's Best Managed Companies four years in a row

***A winner of Canada's Best Managed Companies program from
2011 to 2013, Avison Young achieves gold status in 2014***

Toronto, ON – After competing against a wide range of companies nationwide to win the **Canada's Best Managed Companies** (Best Managed) award in 2011, 2012 and 2013, Toronto, ON-based commercial real estate services firm **Avison Young** became a Gold standard winner in 2014 for excellence in business performance.

Sponsored by Deloitte, CIBC, *National Post*, Queen's School of Business and MacKay CEO Forums, the Best Managed award recognizes Canadian-owned and managed companies with revenues over \$10 million for sustained growth, financial performance, management practices and the efforts of the entire organization.

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

Canada's Best Managed companies, spanning every region across the country and an array of industries, have demonstrated business excellence through a rigorous and independent process that evaluates the calibre of their management abilities and practices.

"Speaking on behalf of the board of directors of Avison Young, our employees, our clients and our partners, we are truly humbled and honoured to be recognized as one of Canada's Best Managed Companies for the fourth consecutive year," comments Avison Young Chair and CEO **Mark Rose**. "By naming Avison Young as a Gold standard winner for 2014, Deloitte and its partners have independently confirmed our commitment to offer the highest possible level of service to clients. This award also symbolizes the success of our unique Principal-led ownership structure, global growth strategy and collaborative culture, which emphasizes honesty and integrity. The award also reflects our strong desire to provide a talented and diverse workforce, and a sustainable business climate to produce superior long-term results for clients."

Rose continues: "As a company that was founded in Canada and now operates beyond its borders, we are especially proud that this is a Canadian award administered by some of the country's most successful and highly regarded firms. We are pleased to share it with all of our

employees – in Canada, the U.S., U.K., and continental Europe. Without their efforts, it would not have been possible to earn the Gold standard. We also salute all new and repeat winners.”

Avison Young is the world’s fastest-growing commercial real estate services firm. Over the past six years, the company has grown from 11 to 64 offices and from 300 to more than 1,700 real estate professionals in Canada, the U.S. and Europe.

“I would like to congratulate Avison Young and its entire workforce. Achieving this standard of excellence takes a united effort from a dedicated team,” states **Peter Brown**, National Co-Leader of Canada’s Best Managed Companies Program and Senior Practice Partner, Deloitte. “Today’s market place is not just about financial performance – it is also about the investment in the people. Avison Young invests in its team to build up a strong and stable company. Best Managed companies are homegrown companies making smart investments to achieve above-average returns.”

Established in 1993, Canada’s Best Managed Companies is one of the country’s leading business awards programs that recognizes Canadian companies that have implemented world-class business practices and created value in innovative ways. Applicants are evaluated by an independent judging panel on how they address various business challenges, including new technologies, globalization, brand management, leadership, leveraging and developing core competencies, designing information systems, and hiring the right talent to facilitate growth.

“Leading organizations understand that excellence is not a destination, but a process,” notes Avison Young Principal **Amy Erixon**, based in Toronto. “In our case, that process involves knowing our clients, improving our service offerings, upping our game and staying ahead of market trends. By anticipating our clients’ future needs today, we can offer intelligent solutions for tomorrow’s problems. As our published research, and our training, global citizenship and sustainability programs demonstrate, we also strive to learn – and educate our clients, staff and industry – every day. I’m proud to be part of this learning and growing organization.”

Jon Hountalas, Executive Vice-President, Business Banking, CIBC, adds: “CIBC celebrates the accomplishments of this year’s winners who have demonstrated the highest levels of business excellence. We applaud their ability to adapt to the changing marketplace and the evolving needs of their clients.”

2014 winners of the Canada’s Best Managed Companies award, along with the Gold Standard winners, Requalified and Platinum Club members will be honoured at the annual Canada’s Best Managed Companies gala in Toronto on March 31, 2015. On the same date, the symposium will address leading-edge business issues that are key to the success of today’s business leaders.

“This award remains highly prestigious for Avison Young,” says Avison Young Principal **Bruce McNair**, based in Washington, DC. “Our client-centric business model derives from building an ownership structure and culture that put people first. Avison Young is a Principal-led, high-growth organization that supports everyone’s efforts towards meeting this client-first mandate. This award is a testament to our strategy. We are fortunate that many of the finest companies in the world see the value that Avison Young brings to each employee, each assignment and each customer.”

Avison Young Principal **Cory Wosnack**, based in Edmonton, AB, adds: “The secret behind this award is the collaboration of our people across geographies and service lines. By being named

a Best Managed company for the fourth time, we have again validated the hard work of Avison Young's loyal employees – and reinforced the benefits of the goals that we established in 2008 when we set out to become the highest-regarded commercial real estate services firm. Being awarded in this fashion will provide further fuel for us to stay on course.”

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 four 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. Companies may requalify for two additional years, subject to annual operational and financial review.); 4) Platinum Club member (winners that maintain Best Managed status for a minimum of six consecutive years).

Program sponsors are Deloitte, CIBC, National Post, Queen's 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 1,700 real estate professionals in 64 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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*Avison Young was a winner of **Canada's Best Managed Companies** program in 2011, 2012 and 2013 and has demonstrated its commitment to the program and successfully reapplied for the designation as a Gold Standard winner in 2014.*

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