



INVESTOR PRESENTATION
Q2 2019



BRIDGEMARQ
REAL ESTATE SERVICES



FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking information and other “forward-looking statements”. Words such as “attractive”, “acquire”, “capitalize”, “continue”, “contributing”, “dampen”, “drivers”, “expected”, “growing”, “lead”, “leverage”, “limit”, “maintain”, “pay”, “projected”, “proven”, “provides”, “recurring”, “recovery”, “recruit”, “reflects”, “remain”, “robust”, “slated”, “still”, “strong”, “successful”, “train”, “will” and other expressions that are predictions of or could indicate future events and trends and that do not relate to historical matters identify forward-looking statements. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company to differ materially from anticipated future results, performance or achievement expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those indicated in the forward looking statements include: changes in the supply of houses for sale in Canada or in any particular region within Canada, changes in the demand for houses in Canada or any particular region within Canada, changes in government policy, laws or regulations which could reasonably affect the housing markets in Canada, consumer response to any changes in the housing markets in Canada or any changes in government policy, laws or regulations, changes in the Company’s strategy with respect to dividends, other developments in the residential real estate brokerage industry or the Company that reduce the number of REALTORS^{®1} in the Company’s Network or royalty revenue from the Company’s Network, changes in the productivity of REALTORS[®] in the Company’s Network, changes in general economic conditions (including interest rates, consumer confidence and other general economic factors or indicators) in Canada or any particular region of Canada, the ability of governments to pass legislation and regulations related to indicated policies, changes in global and regional economic growth, changes in the demand for and prices of natural resources on local and international markets, the level of residential real estate transactions, competition from other real estate brokers or from discount and/or Internet-based real estate alternatives, the closing of existing real estate brokerage offices, our ability to maintain brand equity through the use of trademarks, the methods used by shareholders or analysts to evaluate the value of the Company and its publicly traded securities, changes in tax laws or regulations, and other risks detailed in the Company’s annual information form, which is filed with securities commissions and posted on SEDAR at www.sedar.com. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

¹ REALTORS[®] is a trademark identifying real estate licensees in Canada who are members of the Canadian Real Estate Association

Business Strategy

- Pay a substantial portion of cash flow to shareholders as dividends
- Maintain stability through long-term franchise agreements with fixed fees
- Leverage economies of scale as the industry's largest firm
- Recruit, train and retain premium practitioners
- Maintain appropriate capital structure
- Lead the industry with innovative, effective technology and business services

**SINCE INCEPTION,
Bridgemarq has grown by 9,500 REALTORS®**



OPERATING RESULTS OVERVIEW

For quarter ended June 30, 2019

Company Growth

19,046
REALTORS®*

+5.0%

from December 31, 2017

*as at June 30, 2019

Dividends Paid Per Restricted Voting Share



Healthy Dividend

- On August 9th, 2019, the Board of Directors approved a dividend of \$0.1125 per restricted voting share, payable September 30, 2019 to shareholders of record on August 30, 2019.
- The Company's cash dividend per Restricted Voting Share increased by 22% since 2012.
- In the second quarter, the Company paid dividends totaling \$3.2 million (or \$0.34 per share) to holders of restricted voting shares.

Second Quarter 2019

Q2 2019 Net Earnings
\$ millions



- The primary driver of net earnings is the determination of the fair value on the exchangeable units. The fair value of the exchangeable units is determined with reference to the trading price of the Company's restricted voting shares.

Second Quarter 2019

Q2 2019 Revenue
\$ millions



- Revenue increase was primarily a result of network growth.
- Ancillary revenues served to substantially offset the loss of premium fee revenues earned in the second quarter of 2018.

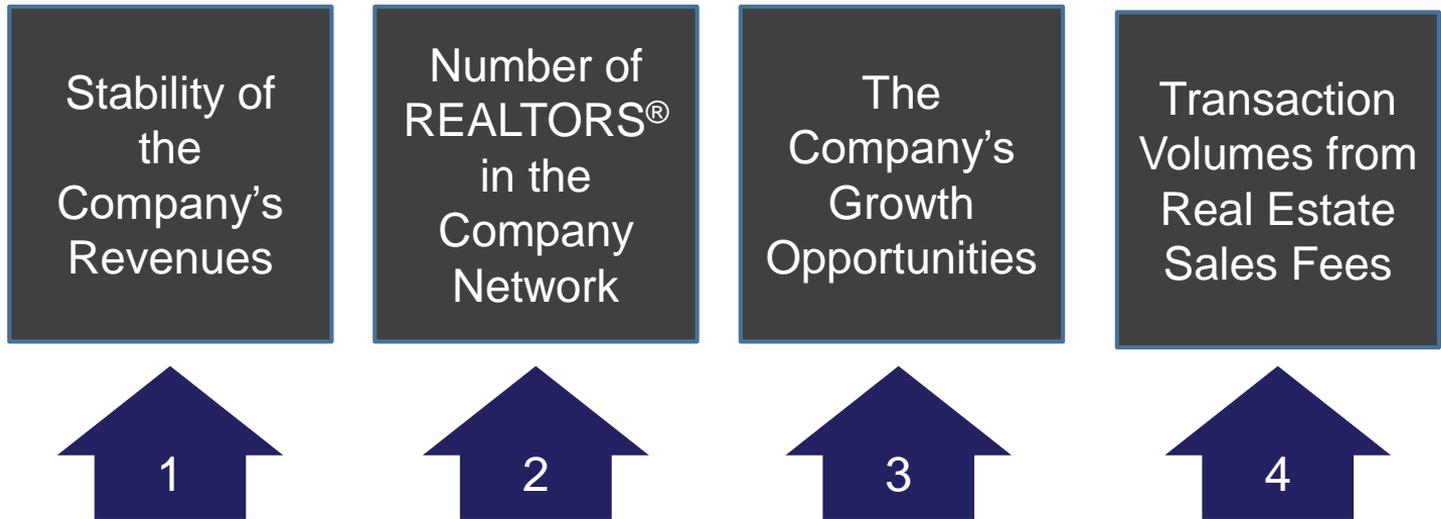


KEY BUSINESS DRIVERS

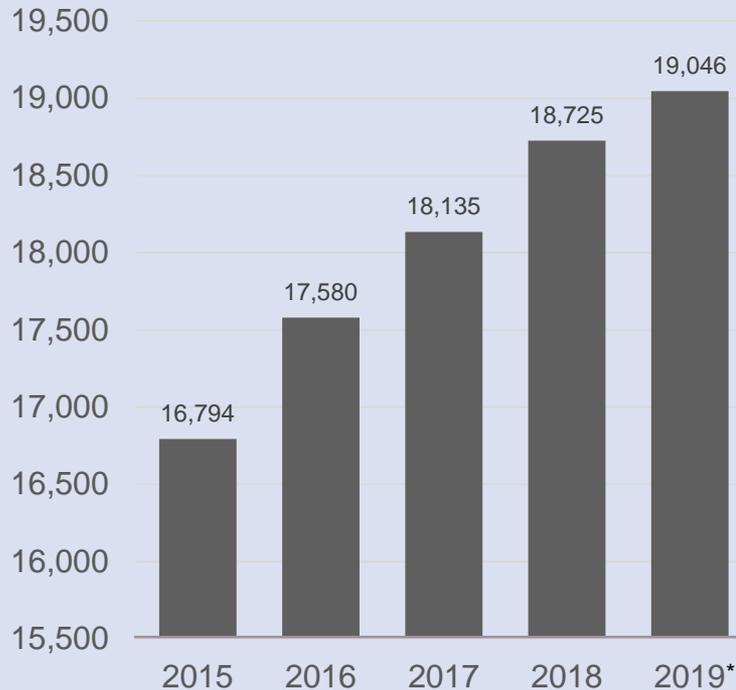
For the quarter ended June 30, 2019

Key Business Drivers

Time-tested strategy, contributing to growth and stability



Company Growth Number of REALTOR®



*As at June 30, 2019

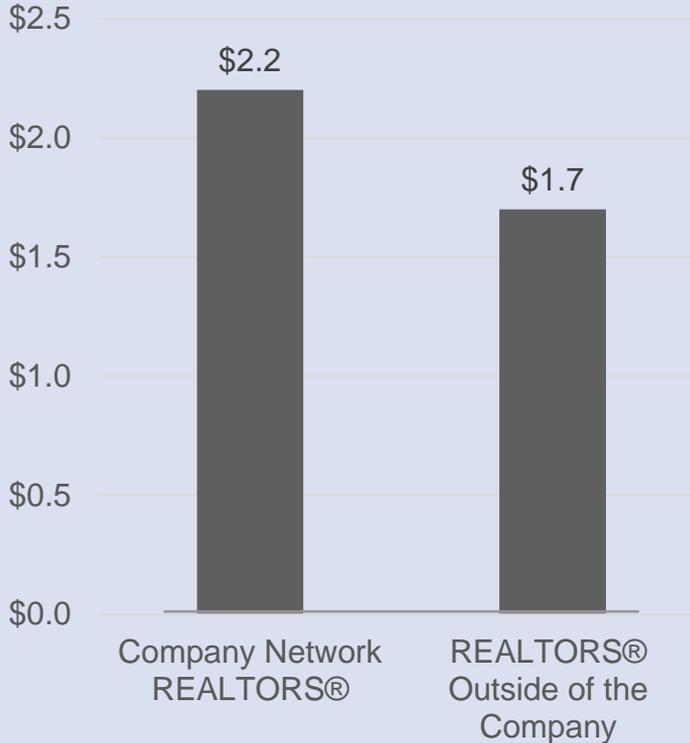
Strong Network Growth

As at June 30 2019, the Company network of REALTORS® grew to 19,046, a 13% increase since 2015

- On January 3, 2019, the Company was assigned franchise agreements comprised of 495 REALTORS®, for nominal consideration. The estimated annual royalty stream related to these Franchise Agreements is \$0.9 million.

Transactional \$ Volume - 2018

\$ millions

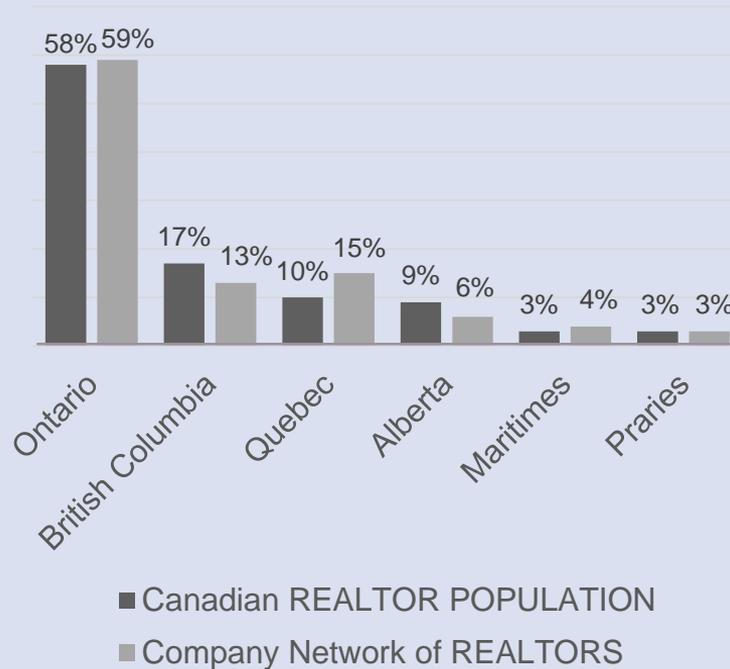


Superior Productivity

Home to some of Canada's most productive real estate professionals

The average Company REALTOR® generated **\$500,000 more in home sales than the average Canadian REALTOR®.**

REALTOR® Distribution As at June 30, 2019



Geographically Dispersed Salesforce

The Company holds an approximate one-fifth share of the residential real estate market based on transactional dollar volume

- The Company has a very strong presence in two of Canada's largest markets, Ontario and Quebec.
- With 682 locations, the Company's network provides real estate services from coast-to-coast.
- Canada is a market of markets. Geographic diversity mitigates risk.

2019 Focus

Grow Company royalties through:

- Digital brokerage transformation through the implementation of integrated, advanced technologies
- Acquire competing brokerages and agents, leveraging the Company's strong brands and unique value propositions
- Capitalize on the growing number of real estate teams through the development of specialized team training, tools and services
- Market development focus on growing ethnic real estate markets
- Leverage the Royal LePage Commercial brand to attract qualified brokerage practitioners offering multi-residential, office leasing, industrial, farm, investment-focused and other business-related property services

New Tools and Services

Technology, data and insights, marketing, training and recruitment

- In the second quarter, Via Capitale launched a new marketing tool that promotes listings to over 215 million online visitors in 65 countries.
- Royal LePage continued to enhance its offering to agent teams through a new series of in-person training events.



REAL ESTATE MARKET OUTLOOK



National Market Forecast

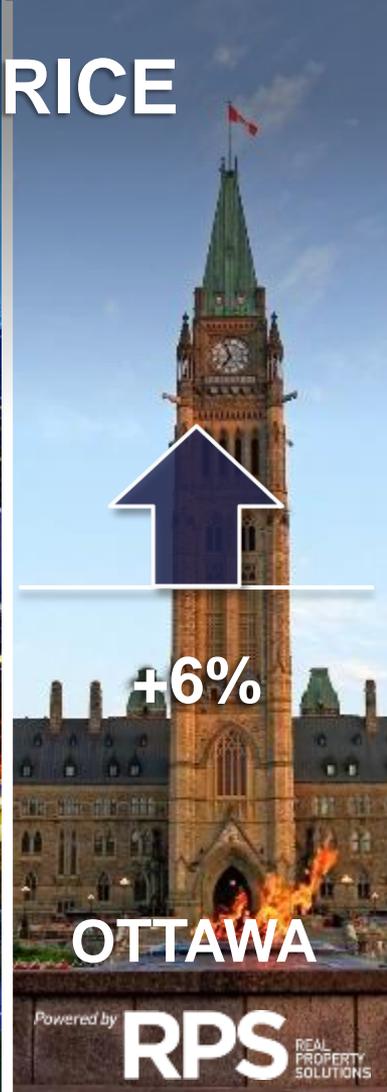
Canadian Real Estate Association

- Many of the economic fundamentals that support housing activity remain strong outside of the Prairies as well as Newfoundland and Labrador. Following the release of CREA's previous forecast in March, population and employment growth has remained strong and the unemployment rate has fallen further. Additionally, the Bank of Canada is widely expected to not raise interest rates over the rest of the year.
- Budget 2019 also raised the maximum individual withdrawal limit under the Home Buyers' Plan (HBP) from \$25,000 to \$35,000 and introduced the First Time Homebuyer Incentive, a shared equity program whereby the federal government finances a portion of a home purchase in exchange for an equity share in the home's value. The increased HBP withdrawal limit took effect in late March, while the First Time Homebuyer Incentive is slated to launch in September.
- These factors are expected to support to the beginnings of a recovery in home sales over the second half of 2019 after starting this year on a weak footing. Nonetheless, the overall level of sales is expected to remain well below where it was in recent years, as successive policy changes – most notably the implementation of the B-20 stress test – continue to limit access to mortgage financing and dampen housing market sentiment.
- The national average price is still projected to stabilize (-0.6%) at around \$485,000 in 2019 following the 4.1% drop recorded in 2018, which was the largest in almost 25 years. This reflects a stark and growing split between Eastern and Western regions.

Source: CREA Updates and Extends Resale Market Forecast, published June 14, 2019

ROYAL LEPAGE NATIONAL HOUSE PRICE COMPOSITE*

Q2 2019 over Q2 2018



BRIDGEMARQ REAL ESTATE SERVICES

A compelling investment

- Attractive annual dividend supported by a track record of reliable cash flow
- Recurring fixed revenue structure provides insulation from market fluctuations
- Secured by industry-leading long-term franchise agreements
- Iconic brands
- Robust acquisition pipeline
- Proven, successful growth strategy

INSTITUTIONAL INVESTORS

Institution Name	Number of Shares	Percentage of Class
Brookfield*	1 Special Voting Share	100%
1832 Asset Management, L.P.	1,223,300 Restricted Voting Shares	12.9%
Fiera Capital Corporation	995,800 Restricted Voting Shares	10.5%

**This entity also holds 3,327,667 Class B LP Units and 315,000 Restricted Voting Shares*



OUR BRANDS



- Leader in Canadian real estate since 1913
- ~18,000 agents in more than 650 locations nationwide



- Leading luxury real estate boutique firm selling distinctive homes in southern Ontario
- ~300 real estate professionals



- Quebec-based real estate services brand synonymous with innovation and consumer protection
- ~1,000 agents in 60 locations

CONTACT

Bridgemarq Real Estate Services

39 Wynford Drive

Toronto, ON

M3C 3K5

416-510-5800

info@bridgemarq.com

bridgemarq.com