



### Lloyd Cooper

Vice Chairman

Real Estate Broker | Montreal Central

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Cushman & Wakefield Ltd.

### ROLE & RESPONSIBILITIES

With 32 years' experience in commercial real estate, Lloyd Cooper is Montreal's leading broker. His team specializes in Tenant Representation for office, industrial and retail clients, National Account Management, facilities dispositions and user-investment sales. He is the senior broker of Montreal's Cushman & Wakefield office and has been the top sales producer consistently for over a decade and is among Canada's National Top Ten salespeople since 1994.

Lloyd and his team have participated in some of the largest and most sophisticated transactions in Canada ranging from multi-locational reorganizations, sale/leasebacks, built-to-suit office, industrial, pharmaceutical and biotech transactions and LEED designated facilities. With an annual deal count in excess of 100 transactions and an annual average of two million square feet, Lloyd's clients cross the spectrum of user groups and his clients are kept abreast of the latest market trends. Client service and constant communication is Lloyd's mantra.

### KEY ASSIGNMENTS

- Astrazeneca
- Aviva
- Bélair Direct
- BMC Software
- Bridgestone Firestone
- Broadsoft
- Canada Life
- Capital One
- Deloitte
- Dorel Industries
- Freedom 55 / London Life
- GE Canada



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#### KEY ASSIGNMENTS (continued)

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- Great West Life Compagnie d'Assurance
- Inception Sciences
- Insight.com
- Intact Assurance
- Investors Group
- Kraft
- Marsh, Mercer
- Media Experts
- MNP
- Pfizer
- Pharmascience
- Reader's Digest
- Richter
- Rio Tinto
- TELUS
- Thomson Reuters
- TSX
- United Technologies Corp.
- Warner Brothers Games

#### EDUCATION, MEMBERSHIPS AND AWARDS

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A Graduate of McGill's Faculty of Law, Lloyd has been a member of the Quebec Bar since 1982 holding both Civil and Common law degrees. In 1985, Lloyd earned an MBA from the Ivey School of Business at the University of Western Ontario. He attained the Master of Corporate Real Estate (MCR) designation in 2007. Lloyd is on the Executive Committee for the Cushman & Wakefield Tenant Advisory Practice Group and is responsible for implementing the Group's technology and social networking platform. He is also on the Cushman & Wakefield CoreNet organizing committee and is a mentor to emerging brokers in both organizations. He is an active member of the Montreal chapter of the Society of Industrial and Office Realtors (SIOR), CoreNet Global, I.C.S.C., Bio-Quebec, The Lord Reading Law Society and the MBA Association of Quebec, and attends all real estate association events. Lloyd is frequently quoted in the press and real estate publications, has published numerous articles relating to facilities usage and site selection and regularly participates as an industry specialist at the annual Montreal Real Estate Forum.



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### EDUCATION, MEMBERSHIPS AND AWARDS (continued)

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- Board of Directors certification (ICD) from the Rotman School of Business at the University of Toronto.
- Member of the prestigious Cushman & Wakefield Hall of Fame recognized for sustained sales production and leadership.
- National Top Ten Sales Producer ranking for 1994, 1998-2016, number 2 in Canada for 2008-2010, & 2012, and number 1 in Canada for 2011, 2013 & 2015.
- Top 25 national ranking annually since 1991
- Recipient, "Award of Excellence" for exceptional client service since 1991
- Recipient, "President's Round Table" award annually since 1987