
ANNUAL COMPANY MEETING

2024



LORRAINE BELL

Director and Chair of the Board of Directors

QUESTIONS

Please use messaging tab

LORRAINE BELL

Director and Chair of the Board of Directors



PROPOSED NOMINEES

Election to the Board of Directors



**COLUM
BASTABLE**



**LORRAINE
BELL**



**JITANJLI
DATT**



**GAIL
KILGOUR**

QUESTIONS

Please use messaging tab

LORRAINE BELL

Director and Chair of the Board of Directors

QUESTIONS

Please use messaging tab

LORRAINE BELL

Director and Chair of the Board of Directors

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking information and other "forward-looking statements". Words such as: "expand", "grow", "growth", "opportunities", "positioned", "potential", "reach", "to", 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: any resurgence of COVID-19 (including any impact of COVID-19 on the economy and the Company's business), changes in the supply or demand of houses for sale in Canada or in any particular region within Canada, changes in the selling price for houses in Canada or any particular region within Canada, changes in the Company's cash flow, changes in the Company's strategy with respect to and/or ability to pay dividends, changes in the productivity of the Company's REALTORS® or the commissions they charge their customers, changes in government policy, laws or regulations which could reasonably affect the housing markets in Canada or the economy in general, changes to any products or services developed or offered by the Company, consumer response to any changes in the housing markets in Canada or any changes in government policy, laws or regulations, changes in general economic conditions (including interest rates, consumer confidence and other general economic factors or indicators), 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, other developments in the residential real estate brokerage industry or the Company that reduce the number of REALTORS® in the Company's network or revenue from the Company's network, the Company's 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.sedarplus.ca. Forward-looking information is based on various material factors or assumptions, which are based on information currently available to management. Material factors or assumptions that were applied in drawing conclusions or making estimates set out in the forward-looking statements include, but are not limited to: anticipated economic conditions, anticipated impact of government policies, anticipated financial performance, anticipated market conditions, anticipated benefits from the Transaction, business prospects and the successful execution of the Company's business strategies. The factors underlying current expectations are dynamic and subject to change. Although the forward-looking statements contained in this presentation are based upon what management believes are reasonable assumptions, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. 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.

This document should be read in conjunction with the Company's quarterly financial statement and quarterly MD&A.

The trademarks REALTOR®, REALTORS® and the REALTOR® logo are controlled by The Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA.

SPENCER ENRIGHT

Director and Chief Executive Officer



BRIDGEMARQ[®]

REAL ESTATE SERVICES



● Q1 COMPANY HIGHLIGHTS

- Revenue in the first quarter amounted to \$11.8 million, compared to the \$12.0 million in 2023. The decrease is due to a lower average agent count in the quarter compared to the prior year, partly offset by fee increases implemented during Q1.
- The Company generated a net loss of \$2.0 million or \$0.21 per share, compared to a net loss of \$4.7 million or \$0.50 per share in 2023, primarily driven by a \$2.7 million loss on the fair value of Exchangeable Units, partly offset by a gain of \$1.3 million on the settlement of deferred payments.
- Cash provided by operating activities amounted to \$2.1 million in Q1 2024, compared to \$3.2 million in 2023, due to higher administration and interest expenses associated with the transaction.
- The Board of Directors approved a dividend to shareholders of \$0.1125 per Restricted Voting Share payable on June 28, 2024, to shareholders of record on May 31, 2024.
- The Company's network of REALTORS® totaled 20,564 as at March 31, 2024, down modestly from 20,619 in Q1 of 2023.

● KEY BUSINESS DRIVERS

Time-tested strategy, contributing to growth and stability



**Stability of the
Company's Revenues**



**Number of REALTORS®
in the Company Network**



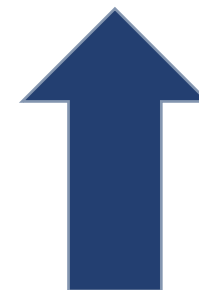
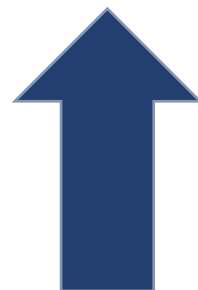
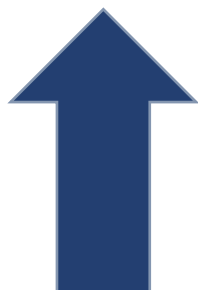
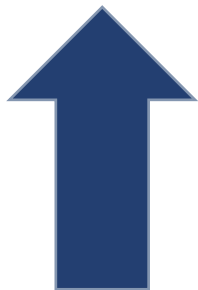
**Transactional
Dollar Volume**



**REALTOR®
Productivity**



**Products and
Services Offered**



● STRONG NETWORK ● GROWTH

- Since 2017, the Company has grown its network of REALTORS® by 13%
- On March 31, 2024, the Franchise Network consisted of 20,564 REALTORS® operating through 282 franchise agreements at 723 locations.

COMPANY GROWTH
Number of REALTORS®



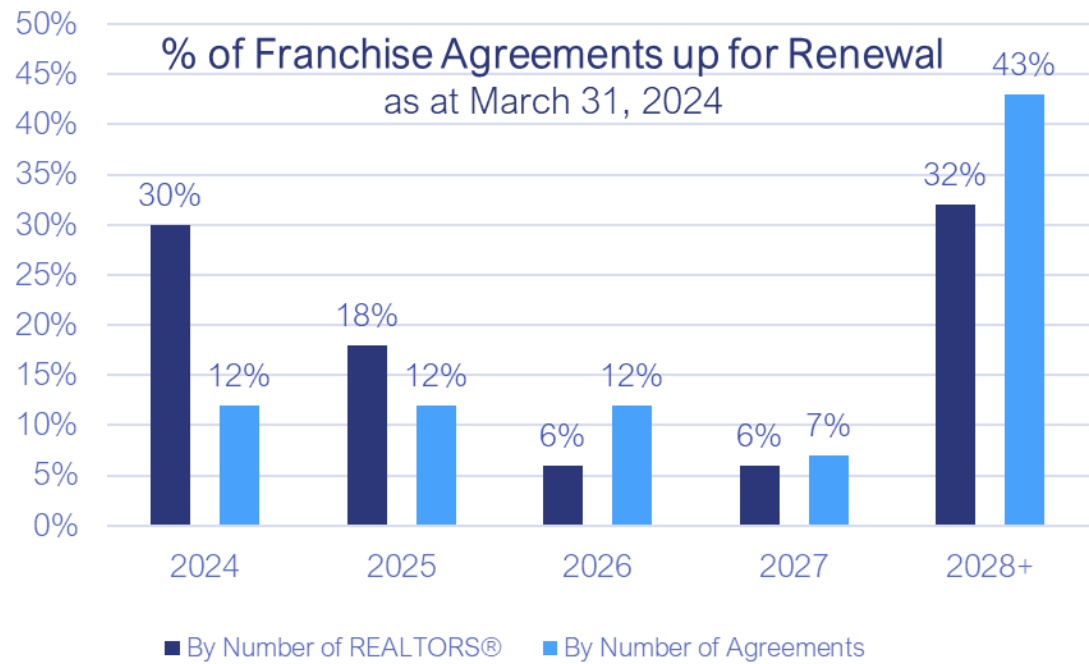
*As at March 31, 2024



● BALANCED, LOWER
● RISK CONTRACT
● PORTFOLIO

The Company historically achieves a contract renewal rate of more than 96%

- In Q1 2024, 2 Franchise Agreements, representing 130 REALTORS® in the Company Network, extended their term or renewed.
- Royal LePage Franchise Agreements, which represent 96% of REALTORS® in the Franchise Network are 10- to 20-year terms with a standard renewal term of 10 years.



MARKET UPDATE

THE MARKET: Q1 2024 OVER Q1 2023



Average Price

+3%

+5%

0%

+8%

Unit Sales

+13%

+9%

+11%

+19%

HISTORIC TRANSACTION

- ACCESS THE INVESTMENT POTENTIAL OF CANADA'S REAL ESTATE MARKET THROUGH BRIDGEMARQ'S ICONIC REAL ESTATE BRANDS



- Leader in Canadian real estate since 1913
- ~19,600 agents in more than 670 locations nationwide



- Leading luxury real estate boutique firms selling distinctive homes in southern Ontario and Quebec's Laurentian Mountains region
- ~200 real estate professionals



- Quebec-based real estate services brand synonymous with innovation and consumer protection
- ~910 agents in more than 45 locations



- Consumer-centric online brokerage platform that helps sellers to source buyers
- ~750 real estate professionals

**A Bridgemarq company since March 31, 2024*

● OPPORTUNITIES ● FOR GROWTH



Bridgemarq Real Estate Services Inc. is better positioned to grow than ever before



Our platform now combines multiple diverse go-to-market solutions for realtors and Canadian consumers



Franchising brokerage solutions from coast to coast and brokerage offices in hundreds of communities across Canada



Direct brokerage operations in Canada's largest urban centres: Toronto, Vancouver and Montreal



High-traffic consumer-facing websites:
royallepage.ca, propiodirect.com, viacapitalevenu.ca



With these proven, successful business models and services, we are poised to expand our solutions even further across Canada and reach unprecedented heights

● OPPORTUNITIES ● FOR GROWTH



The largest independent real estate agency in Quebec

Unique Value Proposition for Agents

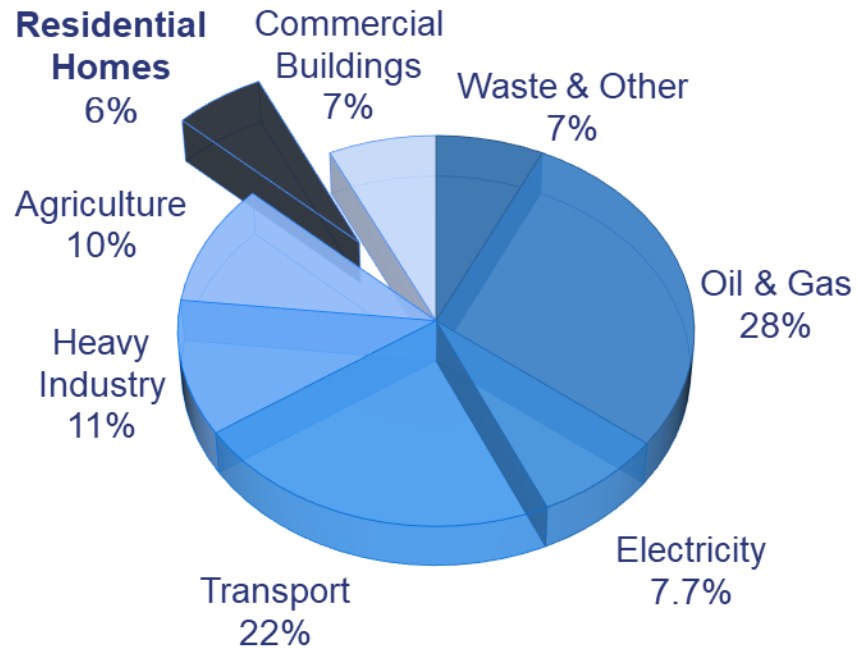
- Technology as its foundation
- Sophisticated lead management program linking consumers directly with our agents
- One platform offering all training, coaching and operational services online

Unique Value Proposition for Consumers

- Offers a cutting-edge approach to real estate that transcends traditional methods
- Innovative technology and personalized service seamlessly connects buyers and sellers to maximize value and minimize hassle
- Wide array of exclusive programs and partnerships available for consumers

THE ENVIRONMENTAL IMPACT OF HOUSING

CANADA'S GHG EMISSIONS
By Economic Sector | 2021



Source: Natural Resources Canada

ENVIRONMENTAL | SOCIAL | GOVERNANCE
The Principles That Govern our Efforts



ENVIRONMENTAL

Mitigate the Impact of Our Operations on the Environment



SOCIAL

Ensure the Well-Being and Safety of Employees and Those in Our Communities



GOVERNANCE

Uphold Strong Governance Practices

THE IMPORTANCE OF GIVING BACK

The only real estate company with its own charity, and the largest publicly-funded foundation in Canada dedicated to supporting women's shelters and violence prevention programs.



MORE THAN
\$46M
RAISED

SINCE 1998



BRIDGEMARQ[®]

REAL ESTATE SERVICES



QUESTIONS

Please use messaging tab

CONTACT



Bridgemarq Real Estate Services
39 Wynford Drive, Suite 200
Toronto, Ontario
M3C 3K5



416.510.5783



info@bridgemarq.com



www.bridgemarq.com