

## PRESENTATION OF CERTAIN INFORMATION



- Unless otherwise indicated in this presentation, all information is presented as of December 31, 2023 and all financial information that is identified as current refers to the period ending December 31, 2023. For definitions of certain non-IFRS performance measures and non-IFRS ratios used in this presentation including funds from operations ("FFO"), adjusted funds from operations ("AFFO"), FFO payout ratio, AFFO payout ratio, net operating income calculated on a cash basis ("NOI-cash basis"), constant currency same property NOI, net leverage ratio, earnings before interest, income taxes, depreciation and identification ("EBITOA"), available liquidity, total debt and net debt, unencumbered asset coverage ratio, indebtedness ratio, and interest coverage ratio, please refer to Appendix B on pages 14 to 16. For reconciliation of these non-IFRS performance measures and non-IFRS ratios, please refer to Granite's Management Discussion and Analysis ("MD&A") in the Annual Report for 2023 (available on Granite's website https://granitereit.com/investors/financial-reports-and-filings/).
- This presentation may contain statements that, to the extent they are not recitations of historical fact, constitute "forward-looking statements" or "forward-looking information" within the meaning of applicable securities legislation, including the United States Securities Act of 1933, as amended, the United States Securities Exchange Act of 1934, as amended, and applicable Canadian securities legislation. Forward-looking statements and forward-looking information may include, among others, statements regarding Granite's future plans, goals, strategies, intentions, beliefs, estimates, costs, objectives, capital structure, cost of capital, tenant base, tax consequences, economic performance or expectations, or the assumptions underlying any of the foregoing. Words such as "outlook", "may", "would", "could", "should", "will", "likely", "expect", "anticipate", "believe", "intend", "plan", "forecast", "project", "estimate", "seek" and similar expressions are used to identify forward-looking statements and forward-looking information.
- Forward-looking statements and forward-looking information should not be read as guarantees of future events, performance or results and will not necessarily be accurate indications of whether or the times at or by which such future performance will be achieved. Undue reliance should not be placed on such statements. There can also be no assurance that Granite's expectations regarding various matters, including the following, will be realized in a timely manner, with the expected impact or at all: the effectiveness of measures intended to mitigate such impact, and Granite's ability to deliver cash flow stability and growth and create long-term value for unitholders; Granite's ability to implement its ESG+R program and related targets and goals; the expansion and diversification of Granite's real estate portfolio and the reduction in Granite's exposure to Magna and the special purpose properties; Granite's ability to accelerate growth and to grow its net asset value, FFO and AFFO per unit, and constant currency same property NOI - cash basis; Granite's ability to execute on its strategic plan and its priorities for the remainder of 2024; Granite's 2024 outlook for FFO per unit, AFFO per unit and constant currency same property NOI, including the anticipated impact of future foreign currency exchange rates on FFO and AFFO per unit and expectations regarding Granite's business strategy; fluctuations in foreign currency exchange rates and the effect on Granite's revenues, expenses, cash flows, assets and liabilities; Granite's ability to offset interest or realize interest savings relating to its term loans, debentures and cross- currency interest rate swaps; Granite's ability to find and integrate satisfactory acquisition, joint venture and development opportunities and to strategically deploy the proceeds from recently sold properties and financing initiatives; Granite's intended use of available liquidity, its ability to obtain secured funding against its unencumbered assets and its expectations regarding the funding of its ongoing operations and future growth; any future offerings under the Shelf Prospectuses; the potential for expansion and rental growth at the property in Ajax, Ontario and the enhancement to the yield of the property from such potential expansion and rental growth; the completion of the property in Aiax. Ontario and subsequent commencement of the lease in the second quarter of 2024; the potential for expansion and rental growth at the property in Weert. Netherlands and the enhancement to the yield of the property from such potential expansion and rental growth; obtaining site planning approval of a 0.7 million square foot distribution facility on the 34.0 acre site in Brantford, Ontario; obtaining site planning approval for a third phase of development for up to 1.3 million square feet on the 101.0 acre site in Houston, Texas and the potential yield from the project; the development of 12.9 acres of land in West Jefferson, Ohio and the potential yield from that project; the development of a 0.6 million square foot multi-phased business park on the remaining 36.0 acre parcel of land in Brantford, Ontario and the potential yield from that project; the development of a 0.2 million square foot modern distribution/logistics facility on the 10.1 acres of land in Brant County, Ontario and the potential yield of the project: estimates regarding Granite's development properties and expansion projects, including square footage of construction, total construction costs and total costs; Granite's ability to meet its target occupancy goals; Granite's ability to secure sustainability or other certifications for any of its properties; the impact of the refinancing of the term loans on Granite's returns and cash flow; the amount of any distributions; the effect of any legal proceedings on Granite; and the successful completion of the internal reorganization that would simplify Granite's capital structure by replacing its current stapled unit structure with a conventional REIT trust unit structure.
- Forward-looking statements and forward-looking information are based on information available at the time and/or management's good faith assumptions and analyses made in light of Granite's perception of historical trends, current conditions and expected future developments, as well as other factors Granite believes are appropriate in the circumstances. Forward-looking statements and forward-looking information are subject to known and unknown risks, uncertainties and other unpredictable factors, many of which are beyond Granite's control, that could cause actual events or results to differ materially from such forward-looking statements and forward-looking information
- Important factors that could cause such differences include, but are not limited to, the risk of changes to tax or other laws and treaties that may adversely affect Granite REIT's mutual fund trust status under the Income Tax Act (Canada) or the effective tax rate in other jurisdictions in which Granite operates; the risks related to Russia's 2022 invasion of Ukraine that may adversely impact Granite's operations and financial performance; economic, market and competitive conditions and other risks that may adversely affect Granite's AlF for 2023 dated February 28, 2024, filed on SEDAR+ at www.sedarplus.ca and attached as Exhibit 1 to the Trust's Annual Report on Form 40-F for the year ended December 31, 2023 filed with the SEC and available online on EDGAR at www.sec.gov, all of which investors are strongly advised to review. The "Risk Factors" section also contains information about the material factors or assumptions underlying such forward-looking statements and forward-looking information.
- Forward-looking statements and forward-looking information speak only as of the date the statements and information were made and unless otherwise required by applicable securities laws, Granite expressly disclaims any intention and undertakes no obligation to update or revise any forward-looking statements or forward-looking information contained in this presentation to reflect subsequent information, events or circumstances or otherwise.

# GRANITE HIGHLIGHTS (as at December 31, 2023)<sup>2</sup>



### **ORGANIZATIONAL PRINCIPLES**

- Long-term total return focused
- Conservative and flexible capital structure
- Platform strength & active asset management
- Institutional quality real estate portfolio
- Alignment with unitholders

### **PORTFOLIO OVERVIEW**

- 137 income-producing properties + 6 development properties
- 62.9MSF with 95.0% occupancy
- \$8.8B in property value
- High quality & creditworthy tenant base
- 6.2 years of weighted average lease term

## **FINANCIAL PERFORMANCE**

- 71% LTM AFFO POR<sup>2</sup>
- 33% net leverage ratio<sup>2</sup>
- 6.2% constant currency SPNOI<sup>2</sup>
- Market Cap. of ~\$4.8B<sup>3</sup>
   & EV of ~\$7.8B<sup>3</sup>
- BBB (high)/Baa2<sup>4</sup> ratings with stable outlook
- 13 consecutive annual distribution increases

## **Global Industrial Real Estate Platform**

<sup>&</sup>lt;sup>1</sup> Reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 17.

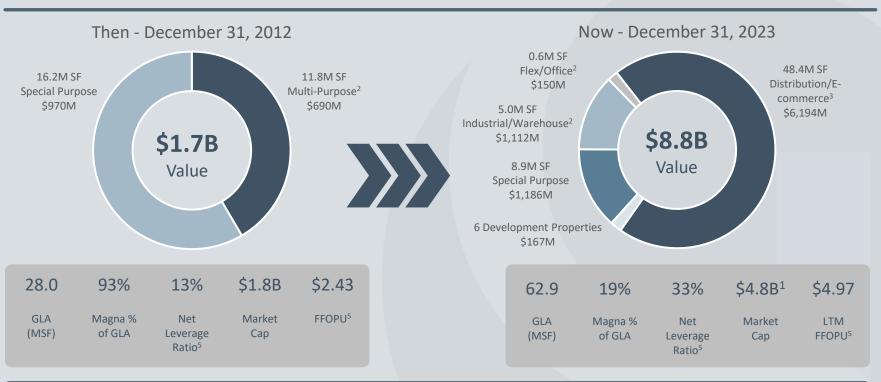
<sup>&</sup>lt;sup>2</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on pages 14 to 16.

<sup>&</sup>lt;sup>3</sup> Market capitalization and enterprise value are as of December 31, 2023. (GRT.UN on TSX and GRP.U on NYSE).

<sup>&</sup>lt;sup>4</sup> Granite investment grade ratings are as per DBRS/Moody's.



## **Investment Property Summary**



# Transforming the portfolio while creating value, cash flow growth, and maintaining financial flexibility

<sup>&</sup>lt;sup>1</sup> Market capitalization is as at December 31, 2023.

<sup>&</sup>lt;sup>2</sup> Multi-Purpose property type has been split and renamed into two new categories: Industrial/Warehouse and Flex/Office as of Q1 2021.

<sup>&</sup>lt;sup>3</sup> Modern warehouse has been renamed to Distribution/E-commerce as of Q1 2021.

<sup>&</sup>lt;sup>4</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on pages 14 to 16.



# **Strategic Allocation of Capital**

- \$437M of expansion & development projects completed (3.4MSF of GLA) at an average yield on cost of 6.0%
- 2 non-core properties disposed for gross proceeds of \$45M
- €70M of new unsecured term debt, issued for a 3-year term bearing a fixed interest rate of 4.33%
- \$400M of new unsecured debentures, issued for a 5.5-year term bearing a fixed interest rate of 4.929%
- \$27M of equity repurchased under Granite's NCIB representing 392,700 stapled units at an average stapled unit cost of \$68.73
- Net leverage ratio<sup>1</sup> of 33%, providing \$1.1B in available liquidity<sup>1</sup> at end of the year and net debt-to-EBITDA of 7.3x



Lebanon, Tennessee



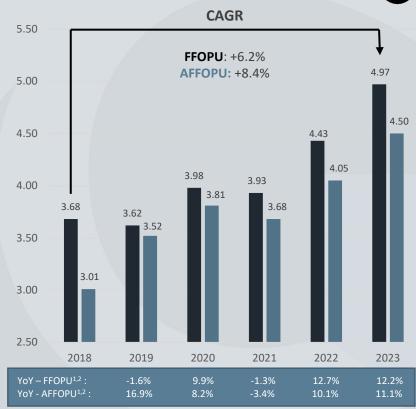
Avon, Indiana





# **Financial and Operational Performance**

- FFO¹ and AFFO¹ per unit of \$4.97 and \$4.50, respectively representing a year-over-year increase of 12% and 11%, respectively
- FFO and AFFO payout ratio<sup>1</sup> improved to 64% and 71%, respectively (from 70% and 77%, respectively, in 2022)
- SPNOI cash basis average year-over-year growth constant currency basis¹ of 6.2%
- Negative impact on NAV due to \$173M of IPP fair value losses, further compounded by unrealized foreign currency translation losses of \$96M as a result of the relative strengthening of the Canadian dollar against the U.S. dollar in 2023, partially offset by contributions from development stabilization
- 8.4MSF of space renewed or re-leased at an average increase in base rent of 22%



<sup>&</sup>lt;sup>1</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on pages 14 to 16.

<sup>&</sup>lt;sup>2</sup> Year-over-year increase represents change from prior year excluding non-recurring early refinancing costs of \$0.07 per unit that occurred in 2021.

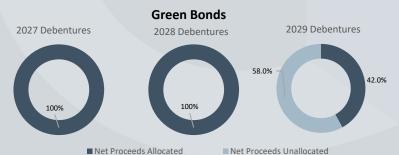


## **ESG + R Performance**

- Ranked 2nd out of 10 in the United States of America | Industrial GRESB peer group for the 2023 GRESB Public Disclosure Level, achieving an A score
- Ranked 1st out of 9 in the North American Industrial | Listed | Tenant Controlled peer group in 2023. Granite's score increased by 16% compared to 2022
- Published Granite's 3rd annual comprehensive Corporate ESG+R Report
- \$1.16B of green bond net proceeds allocated to date towards
  Eligible Green Projects, as defined by Granite's Green Bond
  Framework, representing 100%/100%/42% of net proceeds
  of the 2027/2028/2029 Green Bond, respectively







# COMMITMENT TO GREEN INVESTMENTS





Acquisition and certification (in progress) of a Green Building in Tilburg, Netherlands



Completed development of a Green Building in Brantford, ON, Canada



Acquisition and certification of two Green Buildings in Avon, IN, USA



Completed development of three Green Buildings in Lebanon, TN, USA



Green Expansion in progress of a building in Ajax, ON, Canada

# CASE STUDY: HOUSTON, TEXAS



- Strategically located, the property has immediate access to US-90 and is within close proximity to the Port of Houston and IAH Airport
- The property was developed as a build-to-suit distribution center for Chewy, a leading pet supply retailer
- 687,902 SF on 47.0 acres of land
- The building has 40' clear heights with cross-dock loading, 65 dock-high doors and 2 drive-in doors
- Sustainability features include: High Solar Reflectance Index (SRI) roof; LED lighting; bicycle racks; WaterSense toilets; enhanced roof and wall insulation; and low-volume irrigation
- The 63,908 m<sup>2</sup> building area has achieved Two Green Globes certification and was funded with net proceeds from Granite's 2028 Green Bond



<sup>1</sup>The site had an Energy Star Design Score of 87, which translates to 76 points in Green Globes scoring for item 3.3.1.1.1.1, which is equivalent to a 38% energy reduction vs. baseline using ASHRAE 90.1, per Green Globes scoring <sup>2</sup> Compared to Median property



## **Unitholder Return and Increased Distribution**

- 15.2% total return for 2023 vs 2.8% for the S&P/TSX Capped REIT Index and 11.8% for the S&P/TSX Composite Index
- 3.1% year-over-year increase in the annual amount distributed to unitholders to \$3.30 per unit for 2023, marking our thirteenth consecutive annual distribution increase

Granite's AFFO payout ratio¹ remained conservative at





<sup>&</sup>lt;sup>1</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on pages 14 to 16.

<sup>&</sup>lt;sup>2</sup> Total return data is as at December 31, 2023.

# 2024 PRIORITIES



## **PRIORITY**

- Driving NAV, FFO<sup>1</sup> and AFFO<sup>1</sup> per unit growth while maintaining conservative capital ratios
- Actively managing its income-producing portfolio and recently completed developments, focusing on new and renewal leasing
- Executing on current development and expansion projects in Europe and the GTA
- Selectively pursuing strategic land and income-producing property acquisition opportunities in our target markets
- Achieving our ESG targets for 2024 & beyond

### PROGRESS TO DATE

- FFOPU<sup>1</sup> outlook of \$5.30 \$5.45 for 2024 (+7-10% YoY)
- AFFOPU<sup>1</sup> outlook of \$4.60 \$4.75 for 2024 (+2-6% YoY)
- Q1 2024 Net Debt¹-to-EBITDA 7.2x and Net Leverage¹ 32%
- Renewals of 79% of 9.8MSF of 2024 maturities at weighted average increase in rental rate of 16.3% muted somewhat by the 10% increase on the 10-year Graz renewal in Austria
- SPNOI cash basis constant currency<sup>1</sup> outlook of 7–8% in 2024
- Contractual completion of 0.4MSF build-to-suit modern distribution facility in Brantford, ON and 19-year lease commencement with global chocolate producer
- 2 on-going active expansion projects comprising 2.1MSF with total projected costs of \$73.1M & stabilized yield of 6.5%
- Solar PV installations with a combined peak capacity of 27 MW are operational on twelve Granite properties, exceeding the target of 24 MW by 2025

# LEADERSHIP TEAM





**Kevan Gorrie**President and Chief Executive Officer



**Teresa Neto**Chief Financial Officer



**Lorne Kumer**Executive Vice President,
Head of Global Real Estate



Michael A. Ramparas

Executive Vice President, Global

Real Estate & Head of Investments



Witsard Schaper
Senior Vice President,
Head of Europe based in Amsterdam



Lawrence Clarfield

Executive Vice President,

General Counsel and Corporate Secretary



Jon Sorg
Senior Vice President,
Head of U.S. based in Dallas



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the following non-IFRS performance measures and non-IFRS ratios are important measures used by management in evaluating the Trust's underlying operating performance and debt management. These non-IFRS performance measures and non-IFRS ratios are not defined by IFRS and do not have standard meanings. The Trust's method of calculating non-IFRS performance measures may differ from other issuers' methods and, accordingly, may not be comparable with similar measures presented by other issuers. All non-IFRS performance measures as well as non-IFRS ratios shown within this presentation have been adjusted for subsequent events. Please refer to section C of this Appendix for details on the Trust's subsequent events.

## A) NON-IFRS PERFORMANCE MEASURES AND RATIOS

#### **Funds from operations**

FFO is a non-IFRS performance measure that is widely used by the real estate industry in evaluating the operating performance of real estate entities. Granite calculates FFO as net income attributable to stapled unitholders excluding fair value gains (losses) on investment properties and financial instruments, gains (losses) on sale of investment properties including the associated current income tax, deferred income taxes, corporate restructuring costs and certain other items, net of non-controlling interests in such items. The Trust's determination of FFO follows the definition prescribed by the Real Estate Property Association of Canada ("REALPAC") guidelines on Funds From Operations & Adjusted Funds From Operations for IFRS dated January 2022 ("REALPAC Guidelines") except for the exclusion of corporate restructuring costs. Granite considers FFO to be a meaningful supplemental measure that can be used to determine the Trust's ability to service debt, fund capital expenditures and provide distributions to stapled unitholders. FFO is reconciled to net income, which is the most directly comparable IFRS measure (see "RESULTS OF OPERATIONS - Funds From Operations and Adjusted Funds From Operations" for the reconciliation of FFO to net income for the periods presented). FFO should not be construed as an alternative to net income or cash flow provided by operating activities determined in accordance with IFRS.

### Adjusted funds from operations

AFFO is a non-IFRS performance measure that is widely used by the real estate industry in evaluating the recurring economic earnings performance of real estate entities after considering certain costs associated with sustaining such earnings. Granite calculates AFFO as net income attributable to stapled unitholders including all adjustments used to calculate FFO noted above, and further adjusts for actual maintenance capital expenditures that are required to sustain Granite's productive capacity, leasing costs such as leasing commissions and tenant allowances incurred and non-cash straight-line rent and tenant incentive amortization, net of non-controlling interests in such items. The Trust's determination of AFFO follows the definition prescribed by the REALPAC Guidelines, except for the exclusion of corporate restructuring costs as noted above. Granite considers AFFO to be a meaningful supplemental measure that can be used to determine the Trust's ability to service debt, fund expansion capital expenditures, fund property development and provide distributions to stapled unitholders after considering costs associated with sustaining operating earnings. AFFO is also reconciled to net income, which is the most directly comparable IFRS measure (see "RESULTS OF OPERATIONS - Funds From Operations and Adjusted Funds From Operations" for the reconciliation of AFFO to net income for the periods presented). AFFO should not be construed as an alternative to net income or cash flow provided by operating activities determined in accordance with IFRS.

### Net operating income - cash basis

Granite uses NOI on a cash basis, which adjusts NOI to exclude lease termination and close-out fees, and the non-cash impact from straight-line rent and tenant incentive amortization recognized during the period. NOI - cash basis is a commonly used measure by the real estate industry and Granite believes it is a useful supplementary measure of the income generated by and operating performance of income-producing properties in addition to the most comparable IFRS measure, which Granite believes is NOI. NOI - cash basis is also a key input in Granite's determination of the fair value of its investment property portfolio.



### Same property net operating income - cash basis

Same property NOI - cash basis refers to the NOI - cash basis for those properties owned by Granite throughout the entire current and prior year periods under comparison. Same property NOI - cash basis excludes properties that were acquired, disposed of, classified as properties under or held for development or assets held for sale during the periods under comparison. Granite believes that same property NOI - cash basis is a useful supplementary measure in understanding period-over-period organic changes in NOI - cash basis from the same stock of properties owned.

### Constant currency same property NOI - cash basis

Constant currency same property NOI – cash basis is a non-GAAP measure used by management in evaluating the performance of properties owned by Granite throughout the entire current and prior year periods on a constant currency basis. It is calculated by taking same property NOI as defined above and excluding the impact of foreign currency translation by converting the same property NOI denominated in foreign currency in the respective periods at the current period average exchange rates.

### Adjusted earnings before interest, income taxes, depreciation and amortization ("Adjusted EBITDA")

Adjusted EBITDA is calculated as net income attributed to stapled unitholders before lease termination and close-out fees, interest expense, interest income, income tax expense, depreciation and amortization expense, fair value gains (losses) on investment properties and financial instruments, other expense relating to real estate transfer tax and loss on the sale of investment properties, net of non-controlling interests in such items. Adjusted EBITDA, calculated on a 12-month trailing basis ("trailing 12-month adjusted EBITDA"), represents an operating cash flow measure that Granite uses in calculating the interest coverage ratio and indebtedness ratio noted below. Adjusted EBITDA is also defined in Granite's debt agreements and used in calculating the Trust's debt covenants.

### **Available Liquidity**

Available liquidity is a non-IFRS performance measure defined as the sum of cash and cash equivalents and the unused portion of the Credit Facility. Granite believes that available liquidity is a useful measure to investors in determining the Trust's resources available as at period-end to meet its ongoing obligations and future commitments.

### **Total Debt and Net Debt**

Total debt is a non-IFRS performance measure calculated as the sum of all current and non-current debt, the net mark to market fair value of derivatives and lease obligations as per the consolidated financial statements. Net debt subtracts cash and cash equivalents from total debt. Granite believes that it is useful to include the derivatives and lease obligations for the purposes of monitoring the Trust's debt levels.



## B) NON-IFRS RATIOS

### **FFO and AFFO payout ratios**

The FFO and AFFO payout ratios are calculated as monthly distributions, which exclude special distributions, declared to unitholders divided by FFO and AFFO (non-IFRS performance measures), respectively, in a period. FFO payout ratio and AFFO payout ratio may exclude revenue or expenses incurred during a period that can be a source of variance between periods. The FFO payout ratio and AFFO payout ratio are supplemental measures widely used by analysts and investors in evaluating the sustainability of the Trust's monthly distributions to stapled unitholders.

### Interest coverage ratio

The interest coverage ratio is calculated on a 12-month trailing basis using Adjusted EBITDA (a non-IFRS performance measure) divided by net interest expense. Granite believes the interest coverage ratio is useful in evaluating the Trust's ability to meet its interest expense.

#### Indebtedness ratio

The indebtedness ratio is calculated as total debt (a non-IFRS performance measure) divided by Adjusted EBITDA (a non-IFRS performance measure) and Granite believes it is useful in evaluating the Trust's ability to repay outstanding debt using its operating cash flows.

#### Leverage and net leverage ratios

The leverage ratio is calculated as the carrying value of total debt (a non-IFRS performance measure) divided by the fair value of investment properties (excluding assets held for sale) while the net leverage ratio subtracts cash and cash equivalents from total debt. The leverage ratio and net leverage ratio are supplemental measures that Granite believes are useful in evaluating the Trust's degree of financial leverage, borrowing capacity and the relative strength of its balance sheet.

### Unencumbered asset coverage ratio

The unencumbered asset coverage ratio is calculated as the carrying value of investment properties (excluding assets held for sale) that are not encumbered by secured debt divided by the carrying value of total unsecured debt and is a supplemental measure that Granite believes is useful in evaluating the Trust's degree of asset coverage provided by its unencumbered investment properties to total unsecured debt.



## C) SUBSEQUENT EVENTS APPLICABLE TO DECEMBER 31, 2023

#### **Trustee Events**

On February 15, 2024, Granite appointed Mr. Robert Brouwer to its Board of Trustees and Board of Directors and Mr. Brouwer was also appointed to Granite's Audit Committee.

### **Renewal of Base Shelf Prospectus**

On February 21, 2024, Granite filed and obtained a receipt for new base shelf prospectuses for both equity and debt securities (the "Shelf Prospectuses"). Granite has filed the Shelf Prospectuses to maintain financial flexibility and to have the ability to offer securities and debt on an accelerated basis pursuant to the filing of prospectus supplements. There is no certainty any securities or debt will be offered or sold under the Shelf Prospectuses.

The Shelf Prospectuses are valid for a 25-month period, during which time Granite may offer and issue, from time to time, stapled units, stapled convertible debentures, stapled subscription receipts, stapled warrants, units or any combination thereof, having an aggregate offering price of up to \$1.75 billion.

Each offering under the Shelf Prospectuses will require the filing of a prospectus supplement that will include the specific terms of the securities being offered at that time.

## D) SUBSEQUENT EVENTS APPLICABLE TO MARCH 31, 2024

### **Stapled Unit Structure**

On April 15, 2024, Granite announced that, at the upcoming Joint Annual General and Special Meetings of holders of Granite's stapled units scheduled for June 6, 2024, it intends to propose an internal reorganization that would simplify Granite's capital structure by replacing its current stapled unit structure with a conventional REIT trust unit structure. Currently, Granite unitholders hold stapled units, each of which consists of one Granite REIT unit and one common share of Granite GP. In the Reorganization (i) the two components of each stapled unit will be uncoupled, (ii) the common shares of Granite GP currently held by Granite unitholders will be automatically exchanged for fractional Granite REIT units and (iii) the Granite REIT units will be consolidated back to the number of Stapled Units outstanding before the exchange occurred. As a result of the Reorganization, each Granite unitholder will hold a number of Granite REIT units equal to the number of stapled units they hold currently, and Granite GP will become a wholly-owned subsidiary of Granite REIT.

### Normal Course Issuer Bid ("NCIB")

Subsequent to March 31, 2024, Granite repurchased, as of May 8, 2024, 375,600 stapled units under the NCIB at an average stapled unit cost of \$69.39 for total consideration of \$26.1 million, excluding commissions.