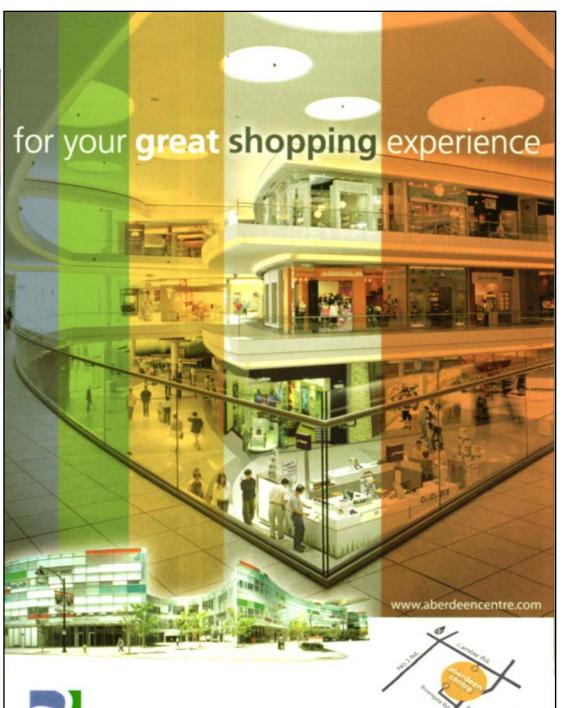


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RICHMOND FAST FACTS

- IKEA chose Richmond as the location for its first retail store in North America in 1976.
- With 16 dealerships on 35 acres and over 16,000 cars purchased annually, the Richmond Auto Mall is the largest auto mall in Canada.
- Ritchie Bros. industrial auctioneers sell more used trucks and equip ment from their Richmond headquarters than any other company in the world.
- The Richmond Public Library has the highest circulation per capita in Canada.
- Richmond hosts the largest fishing fleet on Canada's west coast in the historic Steveston Village.
- Led by Richmond farmers, B.C. is the world's third-largest producer of cranberries.
- Richmond is comprised of 17 islands in the mouth of the Fraser River and is home to two international seaports.
- 70 per cent of Richmond residents over the age of 20 possess some



form of post-secondary education; nearly one quarter of the adult population holds a university degree.







SHOP TILL YOU DROP

BUILT FOR \$100-MILLION IN 2004, the Aberdeen Centre is Richmond's newest and most stylish shopping mall. It replaced a 12year-old shopping centre of the same name – the current incarnation representing one of the most significant rebirths in B.C. retail history. Aberdeen developers are aiming to attract a mix of Asian and non-Asian shoppers to the complex, a goal that analysts say will eventually "westernize" many of the adjacent malls on Number Three Road, heretofore a shopping mecca for Richmond's Asian-born residents. This projected influx of new shoppers should mean an increase in the already nation-leading rate of per-capita retail spending.

Even without Aberdeen, few cities can boast as diverse a shopping district as the

area of Number Three Road and Bridgeport, anchored by dozens of big box retailers and IKEA. All told, Richmond offers almost eight million square feet of space for retail activity, in turn generating one-fifth of all employment in the city.

In terms of demographics, Richmond is a retailer's dream. While new development commonly tries to attract a specific audience, outlets such as Richmond Centre draw 14 per cent of its shoppers from outside city limits; 27 per cent of its customer base is under 24 years of age and another 29 per cent is over 55. These figures prompted the redevelopment of Aberdeen Centre, and bode well for the continued growth of Richmond's retail sector.