



2015 PCMA Awards Private Capital Markets Deals of the Year, May 19, 2016



Barry Critchley, Columnist, the Financial Post hosted the awards ceremony.

The Private Capital Markets Association of Canada (PCMA) held its 4th Annual PCMA Private Capital Markets Conference and announced the winners of the 2015 PCMA Private Capital Markets Deals of the Year Awards on May 19th, 2015.

The event culminated with the presentation of the 2015 PCMA Awards – Private Capital Markets Deals of the Year – the only national industry awards for the private capital deals across Canada. These industry awards recognize Issuers of private market securities and Exempt Market Dealers that encourage best practices, high standards of conduct and recognize private capital markets business leaders who are helping build a vibrant and successful private capital market in Canada. Barry Critchley from the Financial Post hosted the 4th annual PCMA Awards presentation.

Geoffrey Ritchie, Executive Director, PCMA remarked, “The 2015 PCMA Award nominees reflect the many high quality and dynamic private capital deals going on across this country. This year, the PCMA received nominations from every region of the country - in fact it was the strongest nomination year since the awards began in 2012 and a sign of the growing momentum behind these Private Capital Awards.”

The nominees were evaluated based on their leadership in the industry, the qualities of the deal, its impact on the business, our industry and the community. We looked for innovative deals, projects that reflect the variety and complexity of the private markets, and issuers and dealers that displayed best practices and created great opportunities for Canadian investors. The award selection committee was comprised of independent members of the PCMA’s national Board of Directors.

For more information, please visit: www.pcmacanada.com.

Winners of the 2015 PCMA Awards Private Capital Markets Deals of the Year

Agricultural Equity Deal of the Year

Raintree Financial Solutions & AgCapita Farmland Fund

Biotechnology and Manufacturing Deal of the Year

PowerOne Capital Markets Limited & Bedrocan Cannabis Corp.

Commercial Real Estate Deal of the Year

Arlington Street Investments & Haiku Management GP

Condominium Development Deal of the Year

Cranson Capital Securities & PlazaCorp.

Investment Fund Deal of the Year

Portland Investment Counsel & Portland Private Income Fund

Private M&A Deal of the Year

Crosbie & Company Inc. & Blue Mountain Resorts Limited

Residential Real Estate Deal of the Year

TriView Capital Ltd. & Hopewell Mahogany Limited Partnership

Winner of the 2015 PCMA Private Capital Markets Deals of the Year Award



2015 Commercial Real Estate Deal of the Year

Arlington Street Investments
Haiku Management GP

Tell us about your firm and why you believe your deal was selected for recognition?

Arlington Street Investments was founded on 3 simple, yet fundamental principles:

- Create Real Estate developments that revitalize and enhance neighborhoods and align with the values and needs of its tenants.
- Create and maintain investment models for our valued investment partners that always align their interests with ours.
- Create a legacy business that is well respected within the business community.

What were the benefits of the deal to the Dealer/Issuer and Investors?

The investment structure created to develop our Haiku project 5 years ago performed dramatically better than REIT's or growth and momentum Real Estate offerings in the public market. The Haiku building and investment opportunity has provided strong, positive cash flow and good yield income resulting in triple digit cash-on-cash returns. Our investors received back 100% of their original invested capital in Q1 2015 while still owning their original units which have now tripled from their original investment value. The return of our investor's original capital is beneficial for both the issuer and for our investors as it provides the opportunity for our clients to reinvest their assets, perhaps into our new projects. This has been our fundamental growth and investment strategy from day one.

What was the broader impact of your deal? Has your deal helped the economy or business sector in some way (e.g. local, regional or national impact in jobs, investment, infrastructure, etc.)?

Taking the timing into context, we purchased this asset in 2009 which was memorialized by three significant global events such as the greatest recession since the Great Depression, a global financial crisis and commercial vacancy rates in Alberta rising from 0.5% to 18%. While everyone else was running out of the marketplace as fast as possible, Arlington Street Investments was running in, and aggressively acquiring good assets. Our project management team took a derelict building and completely renovated and repositioned the building while the marketing team went out and attracted four covenant worthy tenants. In a small way, our repositioned project spurred on almost \$1 billion in multi-use developments located within 2 blocks of our site. These new projects brought forth hundreds of jobs, residences, and a significantly higher tax base for the City.

Why do you think other firms should nominate their deals for the PCMA Private Capital Deals of the Year Awards?

We need to be educating people that the private market is a place where institutional quality investments exist, where individual investors have access and opportunities, and where investors can achieve significant returns, even in a volatile market. We need to demonstrate that the private markets are a platform on which quality investment structures can be built to incentivize issuers to maximize returns for investors, and these PCMA Annual Awards are a key representation of that.