HARD ASSET INVESTMENT OPPORTUNITY

1.33 ACRES SITE AREA | ZONED C-4 (SERVICE COMMERCIAL)
HIGHLY VISIBLE | LOCATED NEAR DOWNTOWN KAMLOOPS

240m to McDonalds

550m to Cascades Casino

800m to Costco

1.5km to Aberdeen Mall

1.5km to Visitor's Centre

1485 West Trans-Canada Hwy, Kamloops, BC

6.2km to Downtown Core



INVESTMENT OPPORTUNITY

The principals of CADO Bancorp. Ltd. ("CADO"), who is the owner of NationWide Self Storage Management Corp., the Administrator of the NationWide Self Storage & Auto Trust (the "Trust") has acquired a property located at 1485 West Trans-Canada Highway in Kamloops, British Columbia (the "Development Property"). This highly visible 1.33-acre (57,934 sq. ft.) Development Property is valued at approximately \$53 sq. ft. buildable, the purchase price is in line with or lower than many comparables.

CADO acquired the Development Property with the intention of transferring it to the Trust at fair market value once it has secured the required financing for the development costs.

BRITISH COLUMBIA Whistler Vancouver Hope Hope S WASHINGTON Spokane Portland ALBERTA ALBERTA GEMmonton Calgary Calgary

LOCATION HIGHLIGHTS

Transportation Hub

Kamloops is easily accessible via road, air, and rail. Driving from major cities like Vancouver, Calgary, Edmonton, or Seattle is quick and convenient, with three major highways passing through the city.

Expanding Metropolitan City

Kamloops was ranked 36th on the list of the 100 largest metropolitan areas in Canada and represents the 44th largest census agglomeration nationwide, with 103,811 residents in the metropolitan area.⁽¹⁾

Convenient and Visible Location

The Development Property is conveniently located off major high traffic routes, such as Trans-Canada Highway and Pacific Way—which can provide strong advertising potential through strategically-placed signage. Traffic on Pacific Way or Hugh Allan Drive must pass by the Development Property to reach Costco and Aberdeen Mall and there are also two elementary schools in the area.

Aberdeen is a Growing Residential and Commercial Community

One of the fastest-growing neighbourhoods in Kamloops, the Aberdeen area contains a mix of multi-unit condominiums and larger single-family dwellings in the upper areas. Residential building permits issued by the City of Kamloops were up 27% (589 units) in 2016, with 52% of those units distributed in the Aberdeen, Pineview Valley, Dufferin, Sahali and City Centre areas.⁽²⁾

Recent City Upgrades Near Development Property

Major road upgrades totalling \$3 million were conducted on Pacific Way in 2016, including full depth road construction, water mains, curbs, gutters, asphalt and sidewalk replacement, relined storm sewers and sewage infrastructure installations. (2)



DEVELOPMENT PROPERTY

The Development Property is in a high profile location bordering Highway #1, Hugh-Allen Drive and Pacific Way and has, a high traffic location with a daily traffic count of approximately 19,000 vehicles/ per day. (1)

Zoned for C-4 (Service Commercial), permitting light industrial use such as self storage and car wash facilities, the re-development of this property allows for a 1.2 floor space ratio (FSR)–approximately 68,999 buildable sq. ft. and up to 27 ft. in height.

PROPERTY DETAILS	
Property Profile	Highly visible site bordering on Trans-Canada Hwy, Pacific Way and Hugh-Allan Drive
Total Land Cost	\$3,200,000
Property Size	1.33-acre site (57,934 sq. ft.)
Buildable Space	Approximately 68,999 buildable sq. ft. allowed
Maximum Build Height	27 ft. or 2 floors
FSR Zoning	1.2 floor space ratio (FSR)
Area Zoning	C-4 Service Commercial (self storage and car wash zoning appropriate)
Environmental	Clean Environmental Assessment, Golder Associates Ltd., May 29, 2006
Taxes	\$26,082 for 2016
Commercial Neighbours	McDonalds, Costco, Cascades Casino, Canadian Tire, Best Buy, Staples, Marks, Cineplex, Holiday Inn, Marriott Hotel, The Bay, Sears, Chapters, Cineplex Odeon



SELF STORAGE FACILITY

From both the customer and operator's perspective, self storage facilities are simple to understand. Self storage facilities provide secure storage locker units of varying sizes on a rental basis to various types of customers including, residential customers, commercial businesses, military personnel, and college or university students.

SELF STORAGE DETAILS		
Development Costs	\$5,750,000 (est.—self storage facility only)	
Cost per Square Foot	\$95 per sq. ft. (approx.)	
Building Size	50,000 sq. ft. (building only)	
Building Height	27 ft. or 2 floors	
Efficiency Ratio	73%	
Feasibility Study	Phase I and Phase II conducted by Canadian Self Storage Valuation Services as at August 29 and 31, 2017, respectively	
Net Rentable Square Feet	$50,\!000sq.ft.(approx.)-withskylockers, inclusiveofparking, hallways, elevator(s), etc.$	
No. of Storage Lockers	565 (approx.) including sky lockers and drive-in lockers	
Average Locker Size	80-90 sq. ft.	
Est. Income Sources	Locker rental: \$1.40/mo. per sq. ft. plus income from storage supply sales	







 $\label{lem:actual results} \textit{Artistic renderings.} \ \textit{Actual results may be different.}$

EXPRESS CAR WASH

Conveyer car wash systems, like that proposed for the Development Property dominated the car wash service industry in 2017. The Development Property maintains the necessary infrastructure to accommodate a 160 ft. car wash tunnel system, including sanitary and storm sewers. The facility will feature a clean and modern appearance and provide essential services including self-serve vacuum stations.

CAR WASH DETAILS	
Development Costs	\$3,480,000 (est.—equipment and terminal)
Cost per Square Foot	\$870 per sq. ft. (approx.)
Facility Size	5,000 sq. ft. allowable (car wash terminal)
Facility Height	20 ft. (one level)
Feasibility Study	Conducted by Evans & Evans Inc. as at September 27, 2017
No. of Car Washes	180 per hour / 400 per day
No. of Vacuum Booms	10 boom stations
Est. Income Sources	Car Wash Cost: \$8 – \$25 per wash Vacuuming Cost: \$3 per 20 minutes

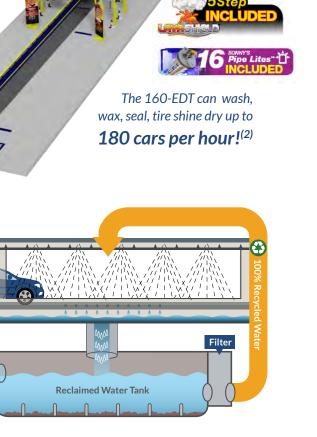


A simple design that allows for easy installation and maintenance. Customers will have easy access to vacuum stations and will be sheltered from harsh elements. $^{(2)}$



Environmental impact of a 3-minute professional car wash

- + A professional 3-minute car wash uses on average one third less water vs. washing a car at home.⁽³⁾
- + Engine and brake residue, antifreeze, grease, oil, and other harmful pollutants cling to car surfaces and run directly into storm sewers that flow into local streams, rivers, and oceans.⁽³⁾
- + Environmentally sustainable car wash systems recycle water used in the car wash. Metering is computer controlled to deliver the precise volume of water to ensure optimal waste-free cleaning.⁽⁴⁾
- (1) Evans & Evans Feasibility Study Section 1.2, September 27, 2017
- (2) www.sonnysdirect.com, retrieved January 10, 2018
- (3) www.canadiancarwash.ca/carwash_myths, retrieved January 10, 2018
- (4) www.shineautowash.ca/enviroment, retrieved January 10, 2018



Water Treatment Facility

160-EDTExterior Detail
Tunnel System

ABOUT KAMLOOPS

Situated in south central British Columbia, Kamloops was ranked 36th on the list of the 100 largest metropolitan areas in Canada and represents the 44th largest census agglomeration nationwide, with 103,811 residents in the metropolitan area. (1)

Kamloops is a transportation hub for the region due to its connections to Highways 5and 97, the Trans-Canada and Yellowhead Highways.

Metropolitan Kamloops is unique in that it is geologically long and skinny and residents typically own cars and travel longer distances on a daily basis. Management believes they will be more likely be willing to use storage a greater distance from home than a typical storage use.

- (1) Statistics Canada 2016 Census 2016 List of Census MTA and agglomerations in Canada, retrieved January 10, 2018
- City of Kamloops, 2016 Annual Report, retrieved January 10, 2018



Area Highlights



Metro-Kamloops growth between 2011-2016 (national average is 5%)(2)



Residential building permits were up 27% in 2016(2)



52% of Kamloops residential building permits were issued to the Aberdeen area, among others(2)



Over 21,500 visitors engaged the Tourism Visitor Centre, up 32% over 2015(2)

DUFFERIN

To Coquihalla Hwy



Costco 9

Cascades Casino

Visitor's Centre

Aberdeen Mall

McDonalds

Hugh-Allan Dr

Summit Dr

ABERDEEN



Area Demographics

Inner city population 90,280(1) 103,811(1) Metropolitan area population 38,090(2) Households 46,671(2) Daytime working population Average after-tax household income \$99,488(2) 62%(2) Percentage of locals age 25-64

- (1) Statistics Canada 2016 Census, retrieved January 10, 2018
- Cushman Wakefield Environics Analytics, sourced October 27, 2017
- BC Ministry of Transportation and Infrastructure, Traffic Data Program (www.th.gov.bc.ca/trafficdata), retrieved January 9, 2018
- (4) Evans & Evans Feasibility Study Section 3.3, September 27, 2017

Daily Volume Traffic Counts

1 Trans-Canada Hwy at Yellowhead Hwy (WB) 23,240⁽³⁾

Trans-Canada Hwy at Yellowhead Hwy (EB) 20,722(3)

Trans-Canada Hwy East of Pacific Way (EB)

15,082⁽³⁾

Coquihalla Hwy at Trans-Canada Hwy (WB) 15,736⁽³⁾

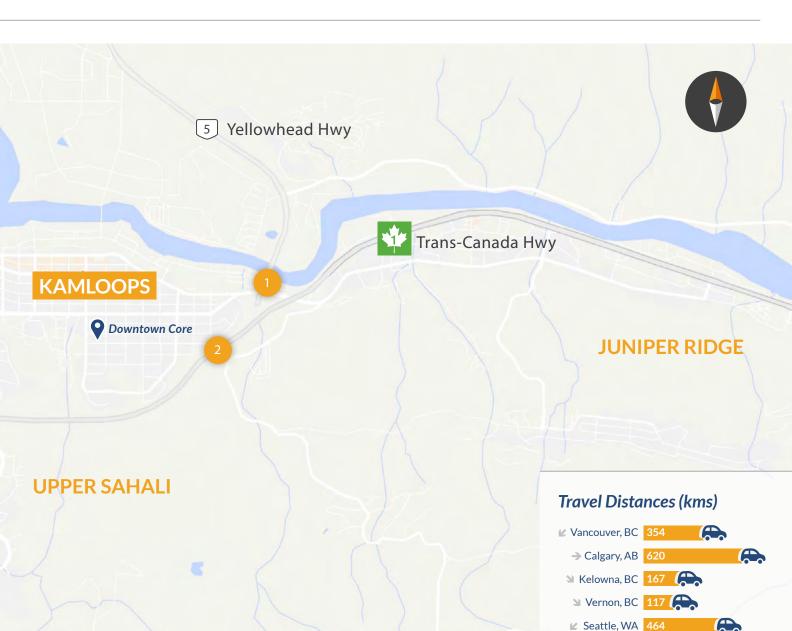
Driving Data

Average driving age in Canada

25-64(4)

Percentage of est. Kamloops car owners*

*Population aged 25-64



KNUTSFORD

PROFESSIONAL ADVISORS







REAL ESTATE APPRAISAL AND CONSULTING









AUDITORS

LEGAL COUNSEL

There can be no assurance NationWide Self Storage & Auto Trust will acquire the Development Property on the terms set out therein, or at all. This is not a formal offering document. Prospective purchasers of this investment opportunity will be provided with a formal offering memorandum.

