

WHEN LOCATION IS EVERYTHING

A Hard Asset Investment Opportunity Bordering Two Cities



Artistic rendering of 2055 Boundary Road, Vancouver, BC. Actual results may be different.

Typical commercial and industrial properties are estimated to rise 10-20% [in value] across most of BC, with the markets around Vancouver upwards of 35% in some areas.

BC Assessment
2018 Property Assessments Preview, December 6, 2017



Artistic rendering. Actual results may be different.



2055 Boundary Road Vancouver, British Columbia

Bordering the cities of Vancouver and Burnaby, NationWide II Self Storage & Auto Wash Trust (“NationWide”) has acquired a property at 2055 Boundary Road, Vancouver, BC (the “Development Property”).

With easy access off a major intersection at Boundary Road and Lougheed Highway, this highly visible Development Property is 0.66 acres (28,900 sq. ft.) and appropriately zoned for both storage and car wash facilities.

NationWide intends to develop a modern, well-lit, approximately 86,700 sq. ft. self storage facility on the Development Property, designed to provide approximately 90,000 sq. ft. of net rentable self storage space (including sky lockers but exclusive of parking, hallways, elevators, etc.) and an approximately 3,400 sq. ft. fully integrated 80 ft. Exterior Detail Tunnel (80' EDT) Express Auto Wash facility.

INCREDIBLE LOCATION

Bordering Vancouver and Burnaby, the Development Property is within a 20 minute drive for over 1 million people.¹

HIGH PROFILE

Nestled amongst high-end car dealerships and minutes away from Burnaby’s 28 acre Amazing Brentwood development.

MAJOR INTERSECTION

Over 38,526 cars pass the Development Property daily, including commuters from Vancouver, Burnaby, Coquitlam, and New Westminster.²

¹ Evans & Evans Feasibility Study—Section 2.2, August 17, 2018. Population of the NW Regions is 1,074,521

² Evans & Evans Feasibility Study—Section 2.1, August 17, 2018

The Greater Vancouver region's [including Burnaby] total assessments increased from \$825.2 billion to \$907.1 billion this year.

BC Assessment
2018 Property Assessments Report, January 2, 2018



Artistic rendering. Actual results may be different.

Clear Opportunity in an Underserved Market

From both the customer and operators perspectives, 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.

Studies show there is an undersupply of storage in the trade area, and the City of Burnaby recently implemented new zoning changes, making construction of new storage projects difficult. This leaves new developments to conversion projects and expansion of current facilities.¹

Self storage properties in the trade area average 95-100% occupancy rates, in addition to an under-supply of 2-2.5 sq. ft. per capita—below the national average.¹ Based on these factors, Management believes the Development Property is in an excellent position to capitalize on an underserved market.

¹ CSSVS Feasibility Study—Summary Excess Demand Analysis - Vancouver, August 15, 2018

² Management estimate, as at August 2018

³ After taxes, real estate fees and third-party due diligence expenses

Project Summary

PROFILE²	Located on the border of Vancouver and Burnaby near the Boundary Rd and Lougheed Hwy intersection. A highly visible, high traffic site (38,526 cars per day).
PROPERTY SIZE	0.66 acres (28,900 sq. ft.)
PURCHASE PRICE³	\$12,845,100 (\$148 per buildable sq. ft.)
BUILDING COSTS²	\$16,969,900 (\$195 per sq. ft.) (all-in estimate including car wash facility)
LAND & BUILDING COST²	\$29,815,000 (all-in estimate)
PROPERTY ZONING	I-2 Light Industrial (storage warehouse and car wash)
FSR ZONING	3 FSR
BUILDING EFFICIENCY RATIO	70%+ providing approximately 90,000 sq. ft. net rentable self storage space, including sky lockers.
ENVIRONMENTAL STUDY	Pinchin Ltd. Environmental Assessment, March 13, 2018
FEASIBILITY STUDIES	+ Canadian Self Storage Valuation Services Inc. (CSSVS), August 15, 2018 + Evans & Evans Car Wash Feasibility, August 17, 2018



Storage lockers are a simple investment. There's often no heat, little maintenance, and if you want to make it a luxury unit you put in a light bulb.

Ozzy Jurock
Vancouver Real Estate Consultant

Modern Self Storage with 90,000 Rentable Sq. Ft.

The self storage facility will be a modern, well-lit, 86,700 sq. ft. building designed to provide approximately 90,000 sq. ft. net rentable storage space.

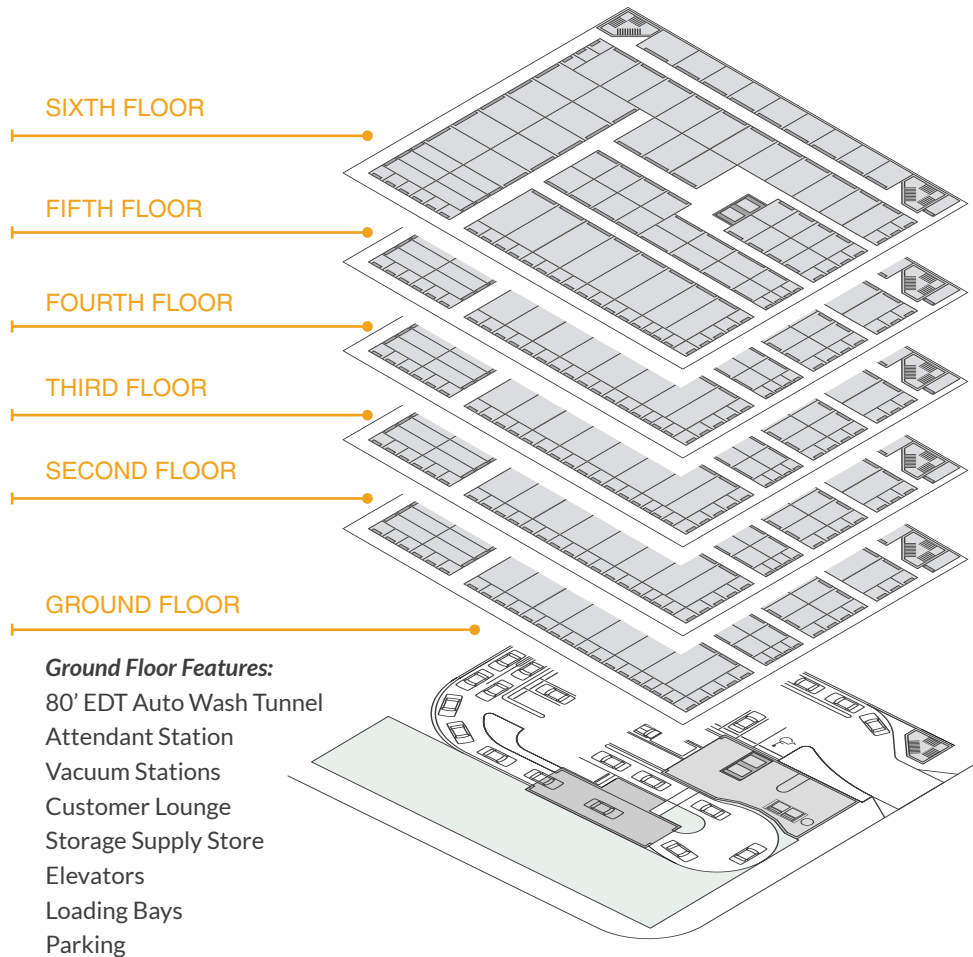
It will offer approximately 1,250 individual storage lockers, each with individual security systems in a temperature-controlled environment, and will include drive up units specifically designed to attract commercial tenants.

The facility will feature commercial elevators with security-restricted floor access and video surveillance.

Within the building there will be a storefront where customers can purchase necessary moving and storage items such as boxes, mattress covers, locks, and storage insurance.

The storefront will also sell car detailing products such as cleaners, Armor All Professional® products, microfibre towels and air fresheners.

A comfortable lounge with complimentary coffee and Wi-Fi will be available, so customers can rest as they organize a stressful move.



Schematic only. Actual floor layout and number of floors are subject to City of Vancouver approval.

Self Storage Facility Customer Lounge & Storefront

FACILITY PROFILE	90,000 sq. ft. net rentable storage space including sky lockers, exclusive of parking, hallways, elevator(s), etc.	
PROJECTED FACILITY COST	\$25,465,000 (storage facility and land only; not including car wash)	
TARGETED RENT¹	\$3.70+ per mo. per sq. ft. (average) + income from storage and moving supply storefront (i.e. insurance, locks, packing supplies).	
NO. OF STORAGE LOCKERS	1,250 (including sky lockers)	
AVERAGE LOCKER SIZE	70–80 sq. ft.	
LOCKER INCOME¹	Locker Size	Retail Rate
	2.5x5	\$135 per mo.
	5x5	\$180 per mo.
	5x10	\$250 per mo.
	10x10	\$360 per mo.
	10x15	\$425 per mo.
	10x20	\$550 per mo.

¹ CSSVS Feasibility Study— Basic Rent Conclusion, August 15, 2018



EXPRESS AUTO WASH



time-saver



water-saver



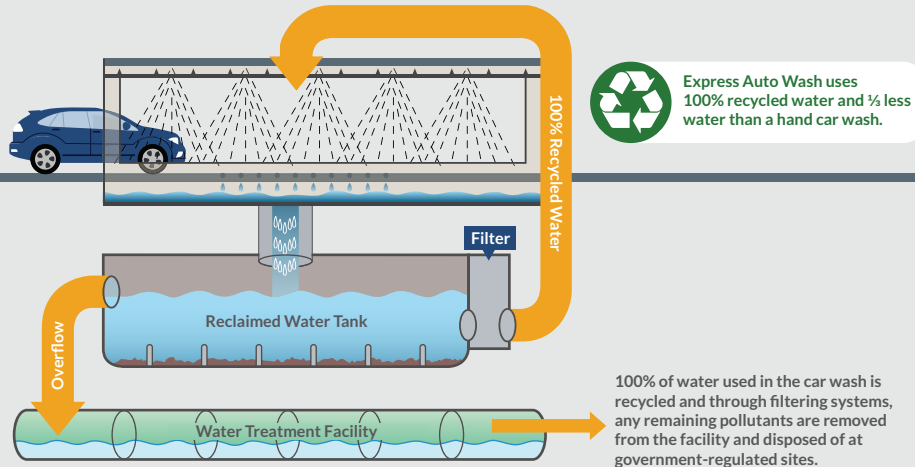
eco-friendly

This is a new era in commercial car washing and conveyor car wash tunnel systems, like that proposed for the Development Property, dominated the car wash service industry in 2017.¹

The Development Property will be developed to provide the necessary infrastructure to accommodate an 80 ft. Exterior Detail Tunnel system (80-EDT) to be called Express Auto Wash. The dynamic state-of-the-art facility will provide customers with the complete car wash solution in approximately 3 minutes, along with indoor self-serve vacuum stations designed to shelter customers from the outdoor elements.

An Environmentally Friendly Car Wash Solution

- + Express Auto Wash is a professional 3 minute car wash that uses on average 1/3 less water vs. washing a car at home.²
- + Home car washes can cause engine and brake residue, antifreeze, grease, oil, and other harmful pollutants to run directly into storm sewers that flow into local streams, rivers, and oceans.²
- + Metering is computer controlled to deliver the precise volume of water to ensure optimal waste-free cleaning.³



1 Evans & Evans Feasibility Study—Section 1.2, August 17, 2018
 2 www.canadiancarwash.ca/carwash_myths
 3 www.shineautowash.ca/enviroment
 4 Estimates, not including taxes

Express Auto Wash Terminal & Self-Serve Vacuum System

CAR WASH PROFILE 80 ft. Exterior Detail Tunnel System (80' EDT) with over-under conveyor, front wheel hydraulic pull-up and Fusion™ Guard combination of integrated chemistry and equipment

CAR WASH TERMINAL COST \$4,350,000 (car wash terminal and equipment installed)

CAR WASH TERMINAL SIZE 3,400 sq. ft. with an 80 ft. tunnel

CAR WASH CAPACITY Up to 90 cars per hour

CAR WASH INCOME⁴

Basic: Wash:	\$9.95
Silver Wash:	\$12.95
Gold Wash:	\$15.95
Platinum Wash:	\$18.95

Plus \$3 add-ons such as Rain X® Water Repellent and Armor All Professional® Extreme Shine Wax™

VACUUM STATION CAPACITY 10 boom stations (approx.)

VACUUM INCOME⁴ \$3 for 4 min. of vacuum time



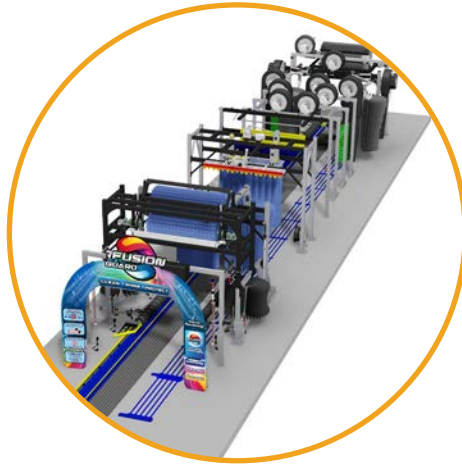
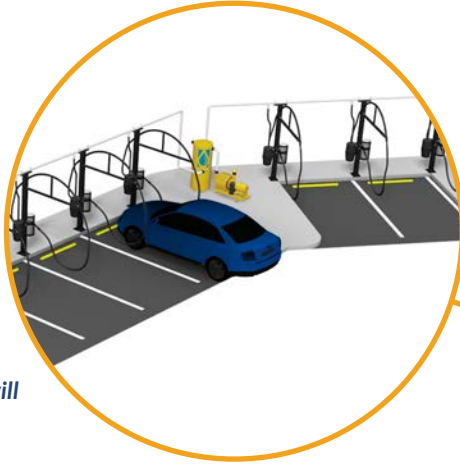
Over five years to 2018, revenue in Canada's car wash and auto detailing industry is expected to increase at an annualized rate of 2.5% to \$472.5 million, including a 3.0% increase in 2018 alone.

Car Wash & Auto Detailing
Canada Market Research Report
IBIS World, February 2018

Professional-Grade Indoor Self-Serve Vacuum Stations

A simple design with stainless-steel professional-grade durability allows for easy installation and maintenance. Customers will have easy undercover access to self-serve vacuum boom stations.

Vacuum tokens will cost \$3 each and will provide 4 minutes of vacuum time.¹

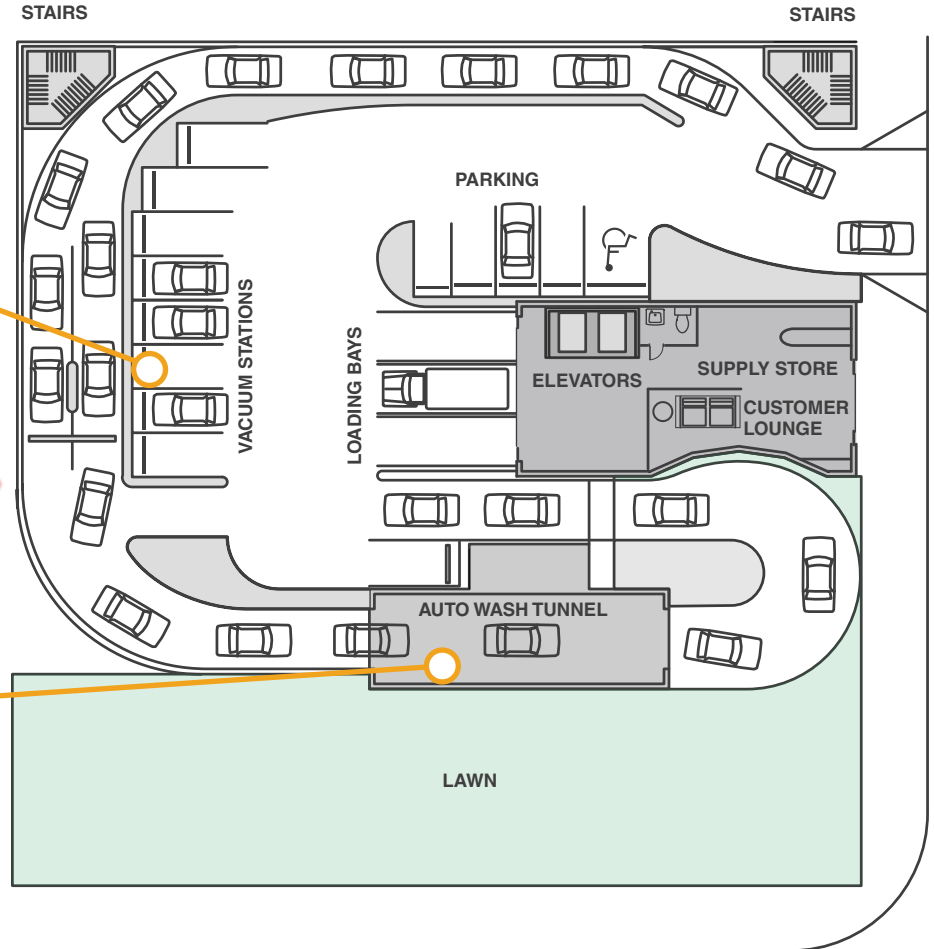


CHEMISTRY & EQUIPMENT DYNAMIC LED LIGHT SHOW

80-EDT is the Fusion™ Powered Auto Wash Tunnel of the Future

The dynamic 80-EDT Express Auto Wash tunnel utilizes the Fusion™ Guard integrated combination of chemistry and equipment to clean, shine and protect up to 90 cars per hour.

Customers can save time and water with a 3 minute eco-friendly car wash.¹



LOCATION TODAY

Population Growth and % of Change

	2011	2016	% of change
City of Vancouver	603,502	631,486	▲ 4.6% increase ¹
City of Burnaby	223,218	232,755	▲ 4.3% increase ²

1 The Vancouver Sun - News Article, February 8, 2018
2 MetroVancouver.org—Regional Planning Strategy 2015-2041



LOCATION TOMORROW

Population Growth and % of Change

	2016	2041	% of change
City of Vancouver	631,486	765,000	▲ 21.1% increase ¹
City of Burnaby	232,755	357,755	▲ 48.2% increase ²

Artistic rendering depicting the future residential developments in the Brentwood Town Centre area @ SHAPE Properties

About the City of Vancouver

The Development Property is located on the west side of Boundary Road in the Hastings-Sunrise area of the city of Vancouver, with many nearby parks including Rupert Park, Sunrise Park, and Charles Park. Part of Metro Vancouver, Vancouver has the highest population density in Canada with over 5,400 residents per square kilometre.¹

Vancouver is the eighth most populous city in Canada with population growth outpacing the Canadian average for more than five years—up 9.3% from the time of 2006 to 2011, which is far ahead of the national growth rate of 5.9%.² In 2016, the estimated population reached 631,486 residents—up 28,000+ since 2011,³ and the City of Vancouver projects it will reach 765,000 residents by 2041.¹

In March 2017, the City of Vancouver announced interim targets to help enable 72,000 new homes across the city in the next decade, 48,000 of which will be rentals. This new interim target exceeds the previous ten-year housing strategy by approximately 85%.⁴

The bottom line is simple: More housing is needed—more self storage is needed.



Film Studios

Vancouver Film Studios
Bridge Studios
Animatrik Film Design
First Avenue Studio



Auto Dealerships

OpenRoad Audi
Brian Jessel BMW
Mercedes-Benz
OpenRoad Hyundai
Destination Mazda
Wolfe Subaru



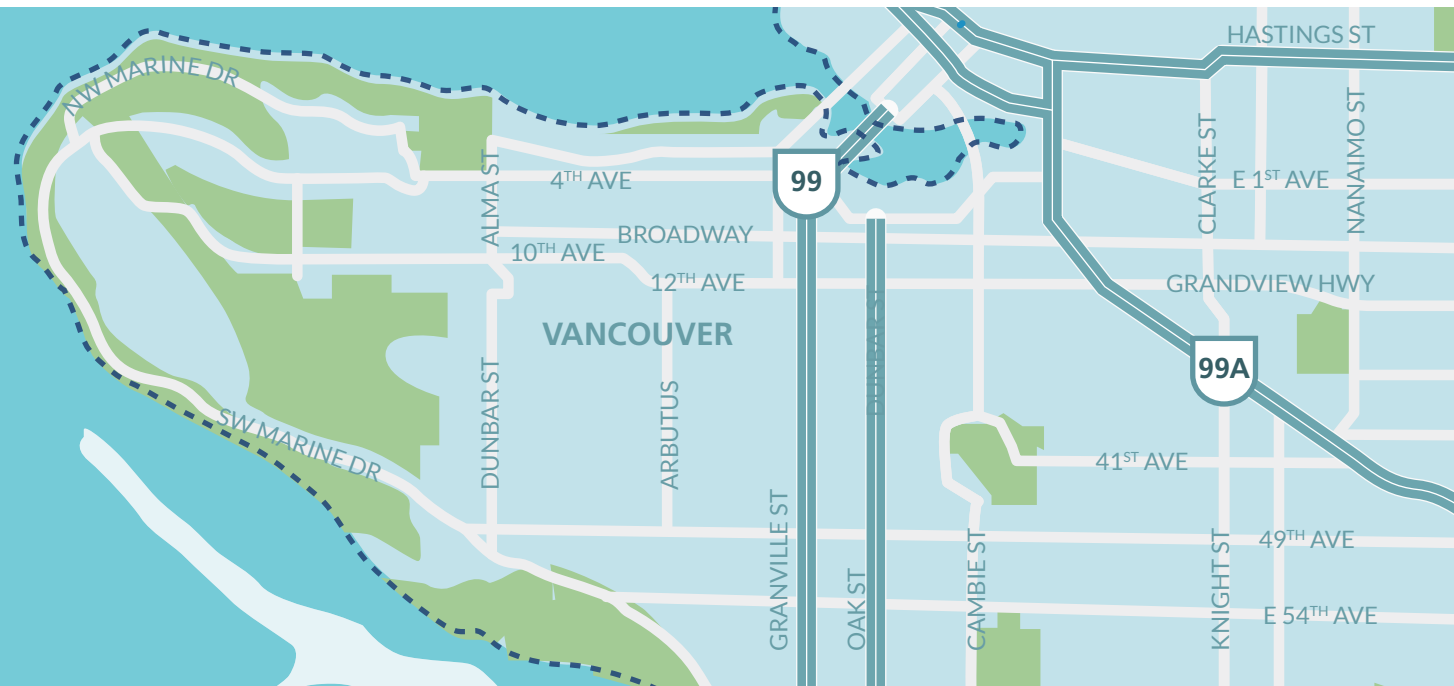
Shopping Centres

Brentwood Town Centre
Costco
Home Depot
Walmart
Canadian Tire



Post Secondary Institutes

British Columbia Institute of Technology (BCIT)



About the City of Burnaby

The City of Burnaby is also located within Metro Vancouver and is immediately east of Boundary Road—directly across the street from the Development Property. Burnaby is home to an estimated 232,755 residents—up 9,500⁺ since 2011.⁵ It is the third-largest city in BC by population, surpassed only by nearby Surrey and Vancouver.

With many industrial and commercial firms, Burnaby has seen a sharp rise in residential development in recent years. At present, there are 23 high rise developments under way with a similar number of developments in the planning phases.⁶ It is forecast that Burnaby will reach 345,000 residents by 2041⁷ and will require approximately 50,000 new dwelling units (2,000 per year) by 2041.⁸

The Development Property is conveniently located minutes from Metrotown and Brentwood Town Centres (including Burnaby's upcoming Amazing Brentwood development) and within a 6 minute drive to British Columbia Institute of Technology (BCIT), which has over 18,000 full-time students enrolled.

1 Toronto Star—News Article, February 8, 2017

2 CanadaPopulation.com—Vancouver Population Article, November 20, 2017

3 Stats Canada, 2016 Census—Vancouver Population 2011: 603,502

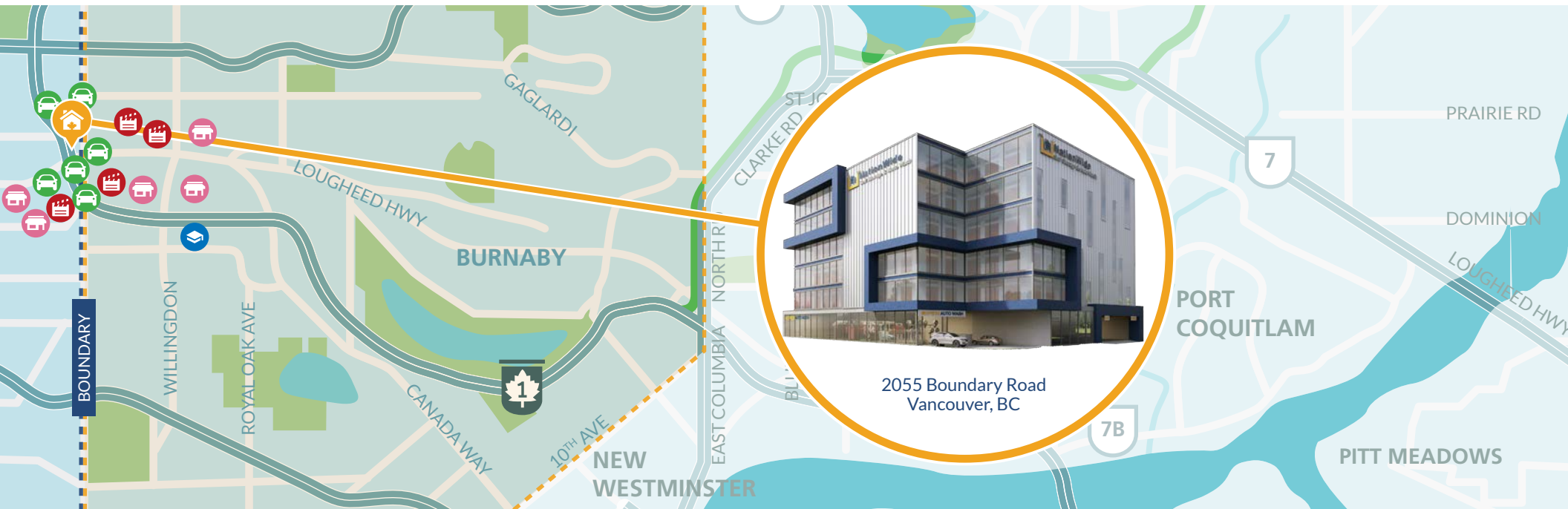
4 Vancouver.ca—City of Vancouver Article, July 25, 2017

5 Stats Canada 2016 Census—Burnaby Population 2011: 223,255

6 CSSVS Feasibility Study—Municipality Overview - Burnaby, August 15, 2018

7 Burnaby.ca—City of Burnaby Quick Stats, retrieved June 12, 2018

8 Burnaby.ca—City of Burnaby Doing Business, retrieved June 12, 2018



Cars Everywhere

Demand for car washing services positively correlates with the growth in the number of motor vehicles in the area, the number of drivers, and how often those drivers are on the road, driving past the car wash.

- + 69% of people commute to work in personal vehicles in Metro Vancouver.¹
- + 49% of people commute to work in Vancouver, 64% in Burnaby, and 74% in Coquitlam.²
- + The average commute is 29.7 minutes in Metro Vancouver.²
- + Over 38,526 cars pass the Development Property daily, including commuters from Vancouver, Burnaby, Coquitlam, and New Westminster.³
- + 52% of people travel less than 8 km to a specific car wash.⁴
- + 45% of self storage users travel less than 10 minutes to their self storage facility and another 35% travel 10–19 minutes.⁵

Trade Area Demographics



1M People living within a 20 min drive of the Development Property.⁶



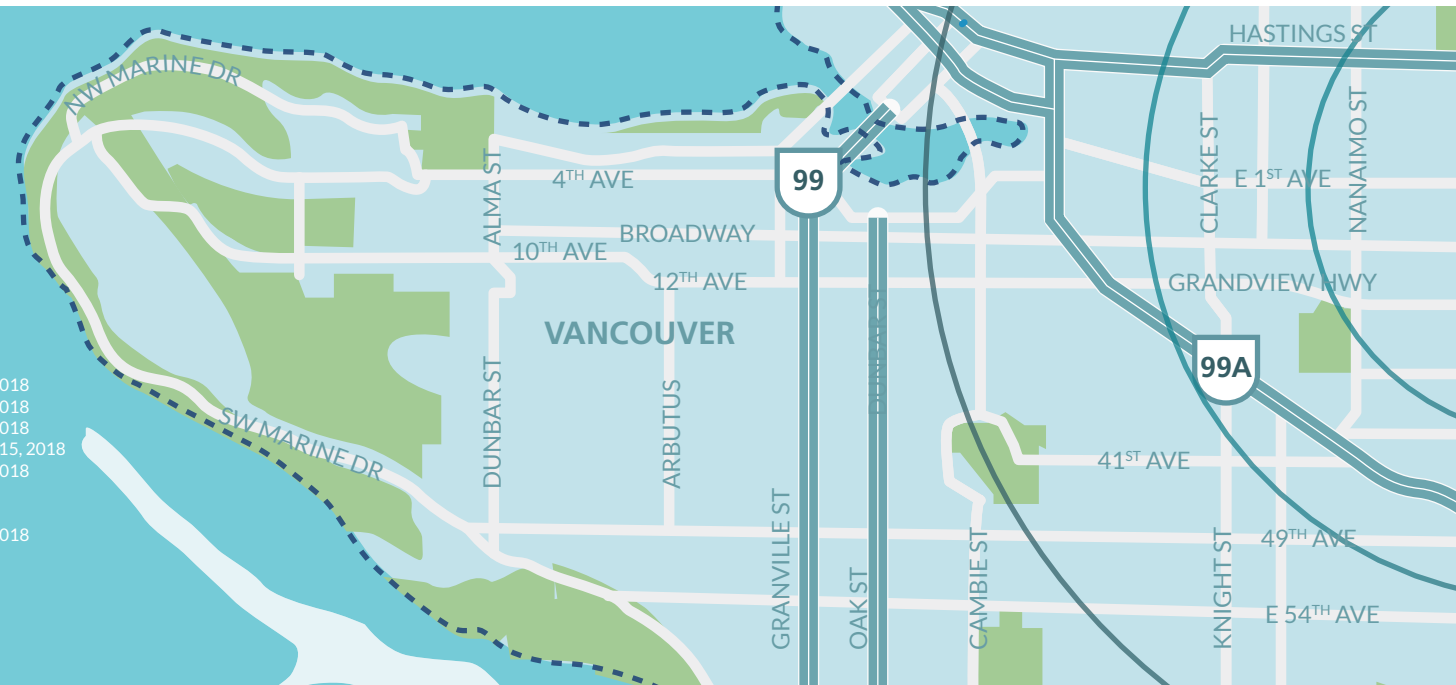
1.6M Average value of a single-family home in the Trade Area.⁷



30-40k People moving to Metro Vancouver annually.⁷

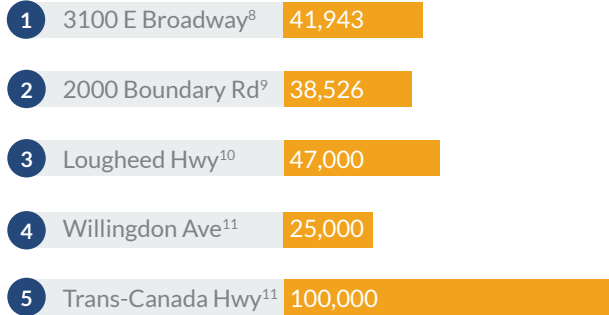
To Downtown Vancouver
 13 min 26 min

To Brentwood SkyTrain
 3 min 15 min

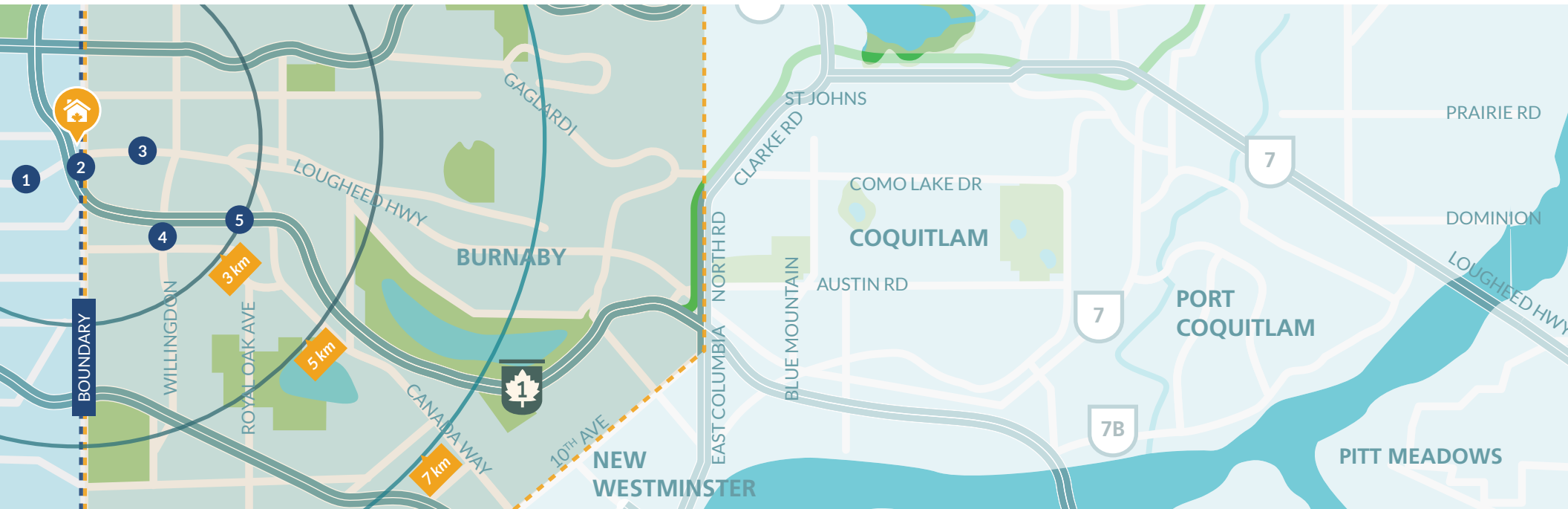
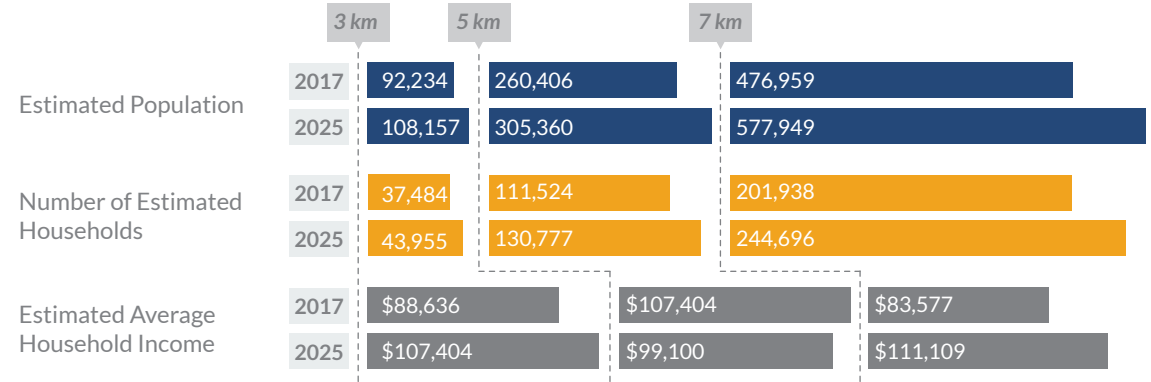


- 1 The Vancouver Sun—News Article, November 29, 2017
- 2 Evans & Evans Feasibility Study—Section 3.3, August 17, 2018
- 3 Evans & Evans Feasibility Study—Section 2.1, August 17, 2018
- 4 Evans & Evans Feasibility Study—Section 2.2, August 17, 2018
- 5 CSSVS Feasibility Study—Self-Storage User Profile, August 15, 2018
- 6 Evans & Evans Feasibility Study—Section 2.2, August 17, 2018
- 7 The Amazing Brentwood Development Brochure
- 8 City of Vancouver Public Vanmap
- 9 Evans & Evans Feasibility Study—Section 2.1, August 17, 2018
- 10 City of Burnaby Traffic Department, May 16, 2018
- 11 The Amazing Brentwood Development Brochure
- 12 Colliers International—provided by Piiipoint Analytics

Daily Traffic Volume Counts



Trade Area Population¹²





Upcoming Nearby Neighbourhoods



GILMORE PLACE | 2,000 HOMES | LOUGHEED HWY

12 acre property featuring Western Canada's tallest residential tower
500,000 sq. ft. of retail space

Near Gilmore SkyTrain station
4 min (1.4 km) drive from the Development Property



SOLO DISTRICT | 1,400 HOMES | SW LOUGHEED & WILLINGDON

4 residential towers
230,000 sq. ft. of office space
100,000 sq. ft. of retail space

5 min (1.6 km) drive from the Development Property
5 min walk to both Brentwood Town Centre and Gilmore SkyTrain stations



Amazing Brentwood @ SHAPE Properties



Amazing Brentwood @ SHAPE Properties

AMAZING BRENTWOOD | 6,000 HOMES | LOUGHEED HWY

28 acres of development
11 residential towers

1 acre signature plaza,
including restaurants and
merchants

On-site access to
Brentwood Town Centre
SkyTrain station

9 min (2.8 km) drive from
the Development Property

The Amazing Brentwood will be a 28 acre neighbourhood that includes 11 residential towers with 6,000 homes. An on-site SkyTrain station will connect residents and visitors to a public plaza and the region's top restaurants and merchants.

High-Rises and Skyscrapers in Metro Vancouver

CITY OF VANCOUVER

- 710 Current number of high-rises¹
- 56 Current number of skyscrapers¹
- 70 Under development / proposed²

CITY OF BURNABY

- 144 Current number of high-rises¹
- 12 Current number of skyscrapers¹
- 36 Under development / proposed²

¹ www.emporis.com
² skyscraperpage.com

There can be no assurance NationWide II Self Storage 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.

Move over housing;
commercial is the new
real estate boom.

Frank O'Brian
Business in Vancouver

PROFESSIONAL ADVISORY



AUDITORS



Borden Ladner Gervais

LEGAL COUNSEL



SELF STORAGE MANAGEMENT



PROJECT MANAGEMENT



ARCHITECTURAL &
INTERIOR DESIGN



SELF STORAGE VALUATION
& APPRAISAL SERVICES



EVANS & EVANS, INC.

INDEPENDENT
VALUATION SERVICES



ENVIRONMENTAL
CONSULTANTS



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Artistic rendering. Actual results may be different.