



**NationWide**  
SELF STORAGE TRUST

# TERM SHEET

MAXIMUM OFFERING: \$18,000,000

## INVESTMENT OBJECTIVES

NationWide Self Storage Trust (the "Trust") is a unique real estate investment designed to provide monthly income and long-term investment growth to investors.

The investment objective of the Trust is to provide Holders of Participating Preferred Trust Units ("Investors") with:

- + a targeted 7.73% annualized preferred base return <sup>(1)(2)</sup> (based on a \$110 Participating Preferred Trust Unit issue price) plus up to 70% participation in the upside after the base return is met – paid monthly in arrears;
- + tax advantaged (including return of capital) monthly income distributions;
- + a source of cash flow in various economic environments;
- + secure hard asset investment backed by urban industrial real estate; and
- + less exposure to stock market volatility, recession and other economic conditions.

## WHY NATIONWIDE SELF STORAGE?

- 1 A UNIQUE REAL ESTATE INVESTMENT**  
A unique real estate investment designed to provide monthly income (targeting a 7.73% annualized preferred base return <sup>(1)(2)</sup> based on a \$110 Participating Preferred Trust Unit issue price plus participation thereafter in all income and profits) and the potential for long-term growth through the increasing value of real estate properties.
- 2 FAST GROWING REAL ESTATE SECTOR**  
Self storage is a fast growing commercial real estate sector with very low operation costs compared to other real estate, i.e. no live-in tenants, appliances, plumbing, carpets, pets or tenancy acts.
- 3 LOWER RISK INVESTMENT**  
Self storage properties are a lower risk private market investment that is less affected by stock market volatility, recession and other economic conditions.
- 4 TAX-ADVANTAGED MONTHLY INCOME**  
Tax-advantaged investment structure designed to minimize taxes payable on monthly cash distributions until 100% of investors' capital is returned.
- 5 A SOURCE OF RETIREMENT INCOME**  
A source of retirement income with potential for long-term asset appreciation.
- 6 EXPERIENCED SELF STORAGE MANAGEMENT**  
Managed by Access Results Management Services, a division of Access Self Storage Inc.—the largest Canadian-owned self storage operator, with over 90 properties representing 4.5 million square feet of space under management.

(1) or a targeted 7.1% annualized preferred base return (based on a \$120 Participating Preferred Trust Unit issue price).

(2) or a targeted 6.5% annualized preferred base return (based on a \$130 Participating Preferred Trust Unit issue price).

# INVESTMENT SUMMARY

ISSUER	NationWide Self Storage Trust (the "Trust").
MAXIMUM OFFERING SIZE	\$18,000,000 (162,621 Units).
SECURITIES OFFERED	Participating Preferred Class A trust units and Participating Preferred Class F trust units (collectively, the "Units").
PRICE PER SECURITY	\$110.00 per Unit for next 54,545 Units (\$6,000,000); \$120.00 per Unit for next 25,000 Units (\$3,000,000); or \$130.00 per Unit for next 23,076 Units (\$3,000,000).
MINIMUM SUBSCRIPTION	\$10,000. Additional subscriptions may be made in multiples of \$1,000.
ADMINISTRATOR	NationWide Self Storage Management Corp. (the "Administrator"), a wholly owned subsidiary of CADO Bancorp Ltd. ("CADO").
AUDITOR	KPMG LLP.
SELF STORAGE MANAGER	Access Results Management (the "Self Storage Manager"), a division of Access Self Storage Inc.
INVESTMENT OBJECTIVE	<p>The investment objective of the Trust is to provide Holders of Participating Preferred Trust Units with:</p> <ol style="list-style-type: none"> <li>1. a targeted 7.73% annualized preferred base return <sup>(1)(2)</sup> (based on a \$110 Participating Preferred Trust Unit issue price) plus up to 70% participation in the upside after the preferred return is met – paid monthly in arrears;</li> <li>2. tax advantaged (including return of capital) monthly income distributions;</li> <li>3. a source of cash flow in various economic environments;</li> <li>4. secure hard asset investment backed by urban industrial real estate;</li> <li>5. wealth preservation and capital appreciation; and</li> <li>6. less exposure to stock market volatility, recession and other economic conditions.</li> </ol>
INVESTMENT STRATEGY	<p>The investment strategy of the Trust is to provide accessible, convenient and quality facilities in the self-storage industry with the goal of providing first-rate customer experiences. The Trust has identified the following three key options for entering the self-storage business:</p> <ol style="list-style-type: none"> <li>1. retrofitting existing warehouse(s) and/or industrial building(s);</li> <li>2. acquiring land and developing new self-storage building(s) ; or alternatively</li> <li>3. purchase existing self-storage facilities.</li> </ol>
PREFERRED CASH DISTRIBUTIONS	Investors are expected to receive monthly cash distributions (targeting a 7.73% annualized preferred base return <sup>(1)(2)</sup> based on a \$110 Participating Preferred Trust Unit issue price and upside participation thereafter in all income and profits) approximately 12-24 months from the date of the final Closing of the Offering.
REDEMPTION	Quarterly redemption provisions (subject to certain restrictions - see Offering Memorandum).
LIQUIDITY EVENT	Liquidity is expected to occur within approximately 5 to 7 years. Terms and timing of a liquidity event (if any) will depend on opportunities available at the time.
ELIGIBILITY	The Units are qualified investments for Exempt Plans, which include RSPs, RIFs, DPSPs, RESPs, RDSPs and TFSA's.
GENERAL PARTNERS FEE	2% of the Net Asset Value of each Class, calculated and paid monthly.
PERFORMANCE BONUS	The General Partner will be entitled to a performance bonus equal to a 30% share in Distributable Cash <u>after</u> investors have received a targeted 7.73% annualized preferred base return <sup>(1)(2)</sup> on their investment.

The Canadian Self Storage Association describes the \$20 billion (U.S.) [Self Storage] industry as the "fastest growing segment of the commercial real estate industry over the past four decades"

The Globe and Mail  
December 14, 2015

Self storage is becoming a hot commercial real estate sector, with many B.C. properties seeing 90% occupancy levels and per square foot rentals that can surpass that of a condominium.

Business In Vancouver  
February 6, 2015

The condo boom, downsizing, divorce, death and changing tastes have all contributed to a doubling in self-storage across Canada over the last decade.

The Toronto Star  
May 21, 2015

Of the top 25 real estate investment trusts measured in five-year returns on investment last year in the U.S., four were in the self-storage business, according to SNL Financial - a real estate research firm.

Business In Vancouver  
February 6, 2015

## ABOUT CADO BANCORP LTD.

- + NationWide Self Storage Management Corp. is the Administrator of the Trust and is a wholly owned subsidiary of CADO.
- + The Trust is a private market investment arranged by CADO.
- + CADO has successfully brought to the market over 25 nationally syndicated investment offerings and over 10 national private placement investment offerings and has raised and managed over \$500 million.
- + CADO engages the best-of-breed operators with proven track records of performance to manage its investment programs on a day-to-day basis.



## TRUSTEES & DIRECTORS



**HUGH CARTWRIGHT**  
TRUSTEE OF THE TRUST, CHAIRMAN & DIRECTOR  
OF THE ADMINISTRATOR

Over 20 years investment banking, syndication and administration experience.



**SHANE DOYLE**  
CEO & DIRECTOR OF THE ADMINISTRATOR

Over 15 years corporate finance advisory, business development, client relationship management and territorial oversight.



**BYRON STRILOFF**  
TRUSTEE OF THE TRUST

Over 35 years as a senior investment advisor in the area of personal and corporate investment management, tax planning, venture capital, insurance and estate planning.



**JOHN DICKSON**  
TRUSTEE, CHIEF FINANCIAL OFFICER & DIRECTOR

Over 15 years of experience in financial management, accounting and securities reporting.



**BRUCE FAIR**  
DIRECTOR OF THE ADMINISTRATOR

Over 19 years experience in corporate finance advisory, business development and client relationship management.

## EXPERIENCED SELF STORAGE MANAGEMENT TEAM

- + Access Results Management Services ("ARMS") is division of Access Self Storage Inc. (collectively "Access").
- + NationWide Self Storage is managed by ARMS; the largest Canadian-owned storage operator in Canada.
- + Access has developed and/or manages over 90 properties in Canada representing over 4.5 million square feet of space under management.
- + A track record for impacting the bottom line (Net Operating Income) for managed properties is an average 12% higher and has resulted in an average increase in property value of \$750,000 over 18 months.

[www.accessrms.ca](http://www.accessrms.ca)

### ACCESS RESULTS AT A GLANCE

**17** | YEARS EXPERIENCE

**90** | PROPERTIES MANAGED

**4.5** | MILLION SQUARE FEET OF SPACE



THE LARGEST CANADIAN-OWNED  
SELF-STORAGE OPERATOR IN CANADA



# HOW TO PLACE AN ORDER

## 1 COMPLETE THE SUBSCRIPTION AGREEMENT AND SCHEDULES (AS APPLICABLE)

A fully executed subscription agreement is required for all purchases. For complete instructions and payment methods, please refer to the NationWide Self Storage Trust Subscription Agreement. For a copy of the Subscription Agreement, please contact your Agent, Distributor or Securities Dealer or visit our website, [www.nationwideselfstorage.ca](http://www.nationwideselfstorage.ca).

## 2 PAYMENT INSTRUCTIONS

Payment can be made by certified cheque, bank draft, wire transfer or direct deposit to NationWide Self Storage Trust, or via your brokerage account through the FundSERV network using the following methods:

### METHOD 1

Instruct advisor/agent to purchase applicable units of:

- + Funds can be transferred via FundSERV from your brokerage account at a securities dealer.
- + CDO NW001 - for Class A Units or
- + CDO NW002 - for Class F Units

### METHOD 2

- + Certified cheque or bank draft can be mailed or couriered to the Trust.
- Make payable to: NationWide Self Storage Trust  
Mail or courier to: NationWide Self Storage Trust (address below)

### METHOD 3

- + Funds can be wire transferred or direct deposited from your bank account.
- Banking Institution: ScotiaBank  
Institution number: 002  
Transit number: 47696  
Account number: Provided upon request.

### METHOD 4

- + Funds can be directed from your registered account (i.e. RSP, RIF, DPSP, RESP, RDSP, TFSA).
- Instruct advisor/agent to direct funds from your eligible registered account (i.e. RSP, RIF, DPSP, RESP, RDSP, TFSA) to the Trust.

## 3 DELIVERY INSTRUCTIONS

Subscription documents, cheques and bank drafts can be submitted directly to Nationwide Self Storage Trust or through an Agent, Distributor or Securities Dealer for delivery to the NationWide Self Storage Trust using the following methods:

### METHOD 1

- + Completed original subscription agreements, certified cheques or bank drafts can be mailed or couriered.
- Mail or courier to: NationWide Self Storage Trust (address below)

### METHOD 2

- + Completed subscription agreements can be emailed.
- Email to: [subscriptions@nationwideselfstorage.ca](mailto:subscriptions@nationwideselfstorage.ca)



**NationWide**  
SELF STORAGE TRUST


### CLIENT SERVICES

 [604] 684.5742 or  
[866] 688.5750 (Toll Free)

 **General Inquiries:**  
[info@nationwideselfstorage.ca](mailto:info@nationwideselfstorage.ca)

 **Subscription Processing Department:**  
[subscriptions@nationwideselfstorage.ca](mailto:subscriptions@nationwideselfstorage.ca)

### HEAD OFFICE

 PO Box 10357  
Suite 808, 609 Granville Street  
Vancouver, BC V7Y 1G5

 [www.nationwideselfstorage.ca](http://www.nationwideselfstorage.ca)

*This is not a formal offering document. Prospective purchasers of this investment opportunity will be provided with a formal offering memorandum dated June 1, 2016 and amended and restated January 24, 2017 and March 8, 2017 (the "Offering Memorandum") and will need to be qualified for investment prior to making any investment. No person has been authorized to give any information or to make any representation not contained in the formal Offering Memorandum. No securities regulatory authority or regulator has assessed the merits of the proposed offering or reviewed the formal Offering Memorandum. This investment opportunity is speculative and involves a high degree of risk. There is a risk that any investment made will be lost entirely or in part. Only prospective investors who do not require immediate liquidity of their investment and who can afford the loss of their entire investment should consider this investment.*