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**PRIVATE CAPITAL MARKETS  
CONFERENCE & AWARDS | 2017**  
APRIL 20, 2017 • TORONTO BOARD OF TRADE

THE NATIONAL VOICE OF EXEMPT MARKET DEALERS, ISSUERS AND INDUSTRY PROFESSIONALS

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## Influencers, Innovators and Disruptors Join Forces at the 2017 Private Capital Markets Conference and Awards

and

### Announcement of the Winners of the 2017 PCMA Private Capital Markets (PCM) Awards

Canada's Ambassador to the United States, **HIS EXCELLENCY DAVID MACNAUGHTON**, will address the PCMA's 6th Annual Conference and Awards Ceremony taking place April 20, 2017 at the Toronto Board of Trade. Ambassador MacNaughton will provide attendees with his insights into the future of Canada-U.S. trade relations. As a seasoned entrepreneur and leading strategist, MacNaughton brings a unique set of skills and experiences to his role as Ambassador. He presented his credentials as Canada's Ambassador to the United States on March 3, 2016.

In an exclusive engagement, Canadian business magnate, investor, and philanthropist **MICHAEL LEE-CHIN**, Chairman of Portland Holdings Inc., will be a featured speaker at the conference. Lee-Chin is widely regarded as a visionary entrepreneur whose philosophy of "doing well and doing good" has resulted in extraordinary business success and inspiring philanthropic initiatives. Lee-Chin will discuss his framework for creating wealth and democratization of wealth.

Also, headlining the PCMA Conference & Awards is former Dragon's Den Co-Star and LavaLife Co-founder, [BRUCE CROXON](#). A digital media marketing pioneer, venture capitalist and current co-host of The Disruptors on BNN TV, Croxon will disclose one of one of this country's best kept secrets: Canada's disruptive tech entrepreneurs.

The PCMA conference will feature nearly one dozen separate and wide-ranging panel discussions on everything from Family Office, Regulatory Outlook, Back Office and Compliance Corner. A rising-star in the blockchain arena, [MATTHEW SPOKE](#), Co-Founder of NUCO, will moderate the Conference's FinTech Panel.

Business Analyst, educator and media commentator, [The HAPPY CAPITALIST, LOU SCHIZAS](#) will deliver the conference's closing keynote address. Schizas will also moderate the highly anticipated Alternative Investment panel, certain to be the show stopper.

Other speakers and panelists include leading experts in capital raising, real estate and a special section dedicated to dealing representatives. And it certainly wouldn't be complete without a riveting look at cybersecurity; our daily life, economic vitality, and industry security depend on a stable, safe, and resilient cyberspace.

Over 300 industry members are expected to attend the event, including entrepreneurs, disruptors, tech innovators, exempt market dealers, dealing representatives, private capital issuers and companies, legal, accounting, and compliance advisers, private equity and venture capital funds, investment advisors and regulators.

[“The 2017 PCMA Conference theme is Bringing Diversification to the Canadian Investor,”](#) says Georgina Blanas, PCMA Executive Director.

“Money raised in the private capital markets helps finance business growth and economic development across Canada,” she says. “It is an important contributor to job creation, putting food on the table, supporting start up, small and medium sized businesses, creating wealth for investors, young and old. The total amount of capital raised through these markets continues to exceed \$100+ billion a year and continues to outpace capital raising in the public markets.”

Blanas further notes, “We are deeply grateful to our members, sponsors and supporters for their commitment and engagement with the PCMA – the largest Private Capital Markets Community in Canada. Of its many goals, the PCMA's most critical is to reveal that the private markets are the best place to raise capital and invest.”

*The PCMA would like to thank the 2017 Conference Sponsors for their support of this important industry event:* Computershare, Univeris, Exempt Edge, WIP, Miller Thomson LLP, Romspen Mortgage Investment Fund, North Star Compliance and Regulatory Solutions, TriView Capital Ltd., KPMG, Gowling WLG, Torys LLP, Collins Barrow, Cranson Capital, Next Edge Capital, Perisen, Spratt Asset Management, Valhalla Diamond Fund, Crawley MacKewn Brush LLP, FrontFundr, ICM Real Estate, WealthTerra, Western Pacific Trust Company, Wildeboer Dellelce LLP, INVICO, Newport Financial, Brookstreet MIC, OMNICA, Jones Brown, WeirFoulds LLP, TIMC, Celernus, Pappas, SGGG., STAPLES, Weslease, IFSE, CPE Media, Crystalline Management, and WhiteHaven Securities.

*The PCMA would like to thank the PCMA Founding Partners and Partners:* **Founding Partners:** IBK Capital Corp., WeirFoulds LLP, MNP Corporate Finance, Portland Investment Counsel Inc., PowerOne Capital Markets Limited, Knightswood Financial Corp., McLeod Law LLP, Walton International Group Inc., **Partners:** Arlington Street Investments, Brookstreet Mortgage Investment Corporation, CSE

## **The 2017 PCMA Private Capital Markets Awards – It's an Event within an Event!**

An important and highly coveted part of the PCMA Conference is the presentation of the PCMA Private Capital Markets (PCM) Awards. These are the only national industry awards for private capital markets! It's hosted annually by the very engaging and enthusiastic BNN-TV markets commentator, Andrew McCreath. The PCM Awards are the first of its kind to recognize the outstanding achievements by our PCMA members across Canada. We are committed to shining the spotlight of success on the stars of the private capital markets and honouring these industry leaders. Our members are bright, savvy dealers, issuers, lawyers and other private capital markets professionals, who navigate the private capital world from coast to coast.

They are engaged every day in helping to:

- Finance entrepreneurs, innovators and startups
- Inject capital to transition businesses
- Support and grow emerging small and medium sized businesses
- Create successful private market investment opportunities for Canadians

## **Recipients of the 2017 PCMA Private Capital Markets Awards**

### **2017 PCMA Corporate Finance Transaction Award**

#### **MNP Corporate Finance Inc.**

Glassmasters Autoglass

ATB Capital

Western Investment Company of Canada Ltd.

The Western Investment Company of Canada Ltd. and ATB Capital have acquired GlassMasters Autoglass Ltd. and ARG Wholesale Ltd. MNP Corporate Finance Inc. acted as exclusive financial advisor to GlassMasters Autoglass Ltd. and ARG Wholesale Ltd. in structuring and negotiating this transaction.

This transaction provides GlassMasters Autoglass Ltd. and ARG Wholesale Ltd. ("GlassMasters") with additional capital, contacts and other resources that will enable the company to expand its business presence in Alberta and into new markets in Western Canada. The current shareholders of GlassMasters, as well as certain key managers, have agreed to participate in an equity position and will continue working with the company to expand into new regions across Canada. GlassMasters is one of the largest windshield repair companies in the province of Alberta with 7 retail locations, 27 mobile repair vehicles and 36 service units operating in Calgary, Red Deer and Edmonton. ARG is a wholesale automotive glass distribution company. Western Investment Company of Canada Ltd. ("Western") is listed on the TSX under the symbol WIP. Western's strategy is to create a diversified portfolio of established Western Canadian businesses and create shareholder value through the identification and long-term ownership of companies with sustainable cash flows and strong potential for growth. This is Western's first acquisition.

### **2017 PCMA Corporate Finance Transaction Award**

## **IBK Capital Corp.**

Augustine Ventures Inc.  
Red Pine Exploration Inc.

The merged company of Augustine Venture and Red Pine (now Red Pine Exploration Inc.) is a gold and base-metals exploration company headquartered in Toronto, Ontario. The Company's common shares trade on the TSX Venture Exchange under the symbol "RPX". Red Pine has a 60% interest in the Wawa Gold Project (located in the Town of Wawa on Highway 17 north of Sault Ste. Marie) with Citabar LLP holding the remaining 40% interest. Red Pine is the Operating Manager of the Project and is focused on expanding the existing gold resource on the property.

## **2017 PCMA Investment Fund Award**

### **Portland Investment Counsel Inc.**

Portland Focused Plus Fund LP

Portland Focused Plus Fund LP, managed by James Cole, Portfolio Manager and Senior Vice President of Portland Investment Counsel Inc., was named Canada's #1 performing Alternative Strategies Fund for the three years ended March 31, 2017 by globeinvestor.com.

The investment objective of the Portland Focused Plus Fund LP is to achieve, over the long term, preservation of capital and a satisfactory return. The Portland Focused Plus Fund LP employs the following core techniques: focused investing in a limited number of long securities positions; and leverage by purchasing securities on margin.

James Cole joined Portland Investment Counsel Inc., and its affiliates in February 2000. James has 33 years of investment experience including 24 years as a portfolio manager responsible for Canadian and U.S. equities. James was formerly the treasurer of CFA Society Calgary and a director of CFA Society Toronto. James holds a degree in economics from Trent University and earned his CFA designation in 1986.

## **2017 PCMA Venture Stage Offering Award**

### **PowerOne Capital Markets Ltd.**

Neo Lithium Corp.

Neo Lithium is the 100% owner of the newly discovered 3Q Project located in the largest Lithium producing region of Argentina. The project is a large high grade, low impurity and brine reservoir complex that extends for over 160 Km<sup>2</sup>, located in the southern end of the "Lithium Triangle". It is the only known project in South America with open lithium brine reservoirs. Management and founders are highly experienced in the sector and were instrumental in the discovery and exploration of the Cauchari lithium deposit in Argentina, bringing the asset to full feasibility. PowerOne and its principals were instrumental in the creation of the Neo Lithium, were early investors and served as sole finder for a \$7 million financing in April 2016 and was co-lead on a \$11.45 million brokered financing in May 2016. PowerOne also assisted the company to go public in July 2016 which is now listed on the TSXV as NLC. In February 2017, PowerOne also acted as a syndicate member for a \$25M Bought Deal financing which included some of the largest resource investment funds in the world.

PowerOne's involvement with Neo Lithium clearly demonstrated the ability of an EMD to provide the early stage capital and financing expertise to support entrepreneurial business leaders and create

investor opportunity in the Canadian economy.

## **2017 PCMA Real Estate Portfolio Transaction Award**

### **Timbercreek Asset Management**

The Timbercreek Canadian Multi-Residential Opportunity Fund #3 targeted well-located, underperforming Canadian multi-residential assets where Timbercreek could surface value through a value-add repositioning program. Timbercreek leveraged its experience and multi-faceted real estate management platform to purchase the assets at prices below replacement costs and execute a hands-on renovation and repositioning program in order to increase property revenue. The fund offered value-add-like risk for opportunistic returns by maintaining high levels of occupancy through the life of the program. “As a global investor, owner and manager of real estate, we are always focused on identifying market opportunities to generate strong risk-adjusted returns for our investors,” states Blair Tamblyn, Senior Managing Director and CEO of Timbercreek Asset Management. “During the Fund’s timeframe, the Canadian multi-residential market presented such an opportunity, and paired with Timbercreek’s active management approach to repositioning the assets, we were able to provide a 19.6% net IRR for our investors, which exceeded target expectations.”

## **2017 PCMA Real Estate Commercial Award**

### **Arlington Street Investments**

ASI National Block

ASI National Block LP was the purchase of an owner-occupied 35,000 sf mixed-use retail office building in one of the most high profile intersections of Calgary’s 17th Avenue – ‘The Red Mile’. Arlington Street Investments (ASI) purchased the building, retrofitted the office spaces, lobbies and mechanical systems and was able to increase the revenue by almost 30% within the first three months allowing for the property to increase its intrinsic value by over \$4 Million. The property also included an 8,000 sf parking lot directly across the street that ASI used to anchor its second project – ASI National Block II LP – the assembly and amalgamation of the parking lot and adjacent 7,000 sf site. ASI was able to design a brand new, mixed use development which includes an 8,000 sf main floor for high profile retail tenants, with 4 additional floors comprising 34 high end boutique rentals targeted to an urban demographic. The investors of ASI National Block LP reinvested into ASI National Block II LP on the basis of the significant and accretive returns created by ASI for ASI National Block LP.

## **2017 PCMA Innovative Private Offering Award**

### **Raintree Financial Solutions**

Temperance Capital Corp.

Temperance Capital is an alternative capital provider that makes preferred royalty investments in small and medium sized companies which have a proven history of sustainable cash flows and stable operations. The company’s capital is a permanent solution for companies that is cheaper than equity and less restrictive than debt. The company was founded in 2014 and in 2016 began offering investments to Canadian retail and accredited investors through a syndicate of Exempt Market Dealers lead by Raintree Financial. The first investment for the Temperance fund is a senior debenture in the US portfolio of a private equity fund, Lynx Equity. The Lynx transaction provides immediate diversification across 11 operating companies with stable cash flow. This transaction was perfectly suited to support the yield provided to Temperance fund investors. Temperance was founded on principles of transparency and accountability backed by strong governance. The company has significant independent representation

on the board of directors and as well as on the investment and compensation committees.

## **2017 PCMA Real Estate Development Award**

### **TriView Capital Ltd.**

GEC Burnaby Heights Ltd.

CIBT Education Group Inc.

TriView Capital partnered with CIBT Education Group Inc., to raise \$6 million in equity to develop a mixed use student housing condominium/retail site in Burnaby, British Columbia called GEC Burnaby. This financing was the perfect opportunity for all parties involved. Vancouver has a housing crisis that requires immediate attention and CIBT Education Group Inc. saw an opportunity to help remedy that problem while delivering high investment yields through the development of a retail/student residence.

## **2017 PCMA Mortgage Fund Award**

### **GMP Securities**

Sterling Global Financial Ltd.

Sterling Financial Group is headquartered in Nassau, Bahamas. In the Bahamas, the group holds a bank and trust license and manages New Providence Capital Management Partners Ltd., Sterling Mortgage Income Fund and Sterling Global Opportunity Fund. Sterling operates one of the oldest trust companies in the Cayman Islands from which it provides a range of fiduciary and administrative services to its clients. The group's success capitalizes on over half a century of successful real estate and investment experience of its management team. Their primary investment focus is in real estate and related services including mortgage lending and they have active investments and projects throughout the Caribbean and North America. In working with GMP Securities, a leading independent investment dealer, Sterling established an onshore trust and successfully raised capital through the Richardson GMP wealth management arm of GMP Securities.

## **2017 PCMA Energy Award**

### **Raintree Financial Solutions**

Petrocapita Income Trust

In 2016 Petrocapita Income Trust acquired oil and gas assets from Palliser Oil and Gas Corporation at a significant discount to FMV. The assets were purchased out of receivership for approximate price of \$3 million compared their capital cost of approximately \$130 million. The primary lender had approximately \$60 million against the assets. Petrocapita's acquisition of the Palliser assets is unique example of the private markets ability to find out size-returns in a quickly changing mark. The manager's skill and expertise in sourcing and negotiating the purchase is example of the Petrocapita's management teams' considerable talent.

## **2017 PCMA Advocacy Award**

**For demonstrating outstanding Regulatory Advocacy  
on behalf of the PCMA Membership and dedication to the  
PCMA (*Comment Letter on CSA Consultation Paper 33-404*)**

[David Gilkes](#), Vice Chair, PCMA, Co-Chair of the Compliance Network, PCMA

President of North Star Compliance & Regulatory Solutions Inc.

**[Nadine Milne](#)**, Co-Chair of the Compliance Network, PCMA  
Chief Compliance Officer for Portland Investment Counsel Inc.

**[Brian Koscak](#)**, Vice Chair, PCMA  
Chief Compliance Officer and General Counsel of Pinnacle Wealth Brokers

## **2017 PCMA Mortgage Investment Entity Industry Leadership Award Dean Koeller**

Dean Koeller is President of Calvert Home Mortgage Investment Corporation, a family run private mortgage lender offering short-term financing solutions to the real estate market for more than 42 years. Over the last 20 years in the industry, Dean has chaired the Private Mortgage Lenders Forum for seven years with the goal of strengthening the standards, capacities, professionalism and ethics of our industry. Dean sits as a member of the Alberta Securities Commission's Exempt Market Advisory Committee, is a past board member of the Alberta Mortgage Brokers Association, and received Queen Elizabeth II Diamond Jubilee Medal AMBA Presidents Award and Top 40 under 40 in 2006.

### **About the Private Capital Markets Association of Canada**

Since 2002, the Private Capital Markets Association of Canada has brought together exempt market dealers, exempt market product issuers, and professional advisers to the private capital markets. The PCMA is the leading national industry voice for the private capital markets to securities regulators, government and the capital markets. The PCMA provides valuable services and benefits to its members, including: regulatory and compliance resources, opportunities for professional development and industry education, exclusive insurance programs, and access to a network of private capital markets professionals from coast to coast. In 2012, the PCMA launched the Private Capital Markets Awards - the first and only national industry awards for private capital markets professionals. The PCMA believes in celebrating and promoting the success stories of the private capital markets in Canada. For more information please visit [pcmacanada.com](http://pcmacanada.com).

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**[#PCMACO](#) - official conference hashtag. Follow, share and join the conversation.  
[The complete agenda, partnership and registration details are available HERE](#)**

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Thank you for your support of the Private Capital Markets Association of Canada – the largest private capital markets community in Canada! The PCMA connects its members from Coast to Coast and together we are

helping to build a successful private capital markets across Canada!

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