

CUMMINGS DEVELOPMENT

INVESTMENT OPPORTUNITY



INVESTORS@TCUDEVCORP.COM

DISCLAIMER

DISCLOSURE

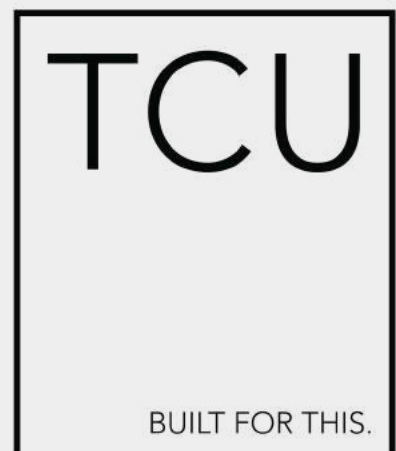
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EXECUTIVE SUMMARY

INVESTMENT HIGHLIGHTS

INVESTMENT TYPE	Ground up development
ASSET CLASS	Class A Multi-residential rentals
STRATEGY	Purchase, assemble and rezone three (3) parcels of land to develop from the ground up, forcing an appreciation in value and helping to fill the demand for housing.
OPPORTUNITY	To invest with, and alongside the developer with a proven 15 year track record of success.
PARTNER	TCU is the largest mid-rise developer in Ottawa and have driven over \$500M in real estate development and overseen over \$1B in assets.
TOTAL EQUITY RAISE	\$5,500,000
PRODUCT	Studio, one-bedroom and two-bedroom suites with higher end, yet durable finishes.
LOCATION	Highly amenitized, transit oriented development that is centrally located in Ottawa, Canada. The address: 1188 Cummings Avenue, Ottawa Ontario, K1J 7R8.
DEMAND	The City of Ottawa has declared a housing crisis due to the shortage of affordable housing options, which is directly linked to a limited supply.
TARGET DEMOGRAPHIC	Young professionals, one of the fastest growing demographics in Ottawa renters.
TIMING	Partner Commitments: March - April 2023 Partner Contributions: May 2023 and September 2023
INVESTMENT PERIOD	Sale at Stabilization scenario - 4 Years 5 Year Hold scenario - 9 Years (4 + 5 Years)
INVESTMENT MINIMUM	\$250,000

KEY PERFORMANCE INDICATORS	Sale at Stabilization (4 Year)	5-Year Hold Scenario (9-Year)
Internal Rate of Return (IRR)	18.60%	17.24%
Earnings Multiple	1.95x	3.74x

INVESTMENT OVERVIEW

THE PROBLEM is investing in Ottawa's real estate market is more challenging than ever before. With an increase in costs including; land, construction, carrying costs, along with city fees and high interest rates, it is very difficult to break the barriers to entry.



1.8%

Vacancy rate

SUPPLY vs DEMAND

The lack of supply creates even more of a challenge to get into the market. Within newer buildings completed and stabilized since 2016, vacancy moved down from 2.6% in Q4-2021 to 1.8% in Q4-2022. Vacancy rates on studio-style rentals have the largest discrepancy between supply and demand, as vacancy rates dropped to 1.4% for these unit types. To add to the supply issues, rental construction starts in Ottawa saw an annual decrease of 24% in 2022.¹



500,000+

Canadian
Immigrants
(annually)

POPULATION GROWTH

The Canadian Government's initiative to increase immigration targets to 500,000 newcomers per year adds additional pressure to the already undersupplied rental market. Ottawa is projected to receive roughly 17,000 new residents on an annual basis.³



+4.1%

Effective Rent
(annually)

OTTAWA REAL ESTATE MARKET / INTEREST RATES

The demand for rental housing is unprecedented. The average rent in Ottawa increased by 4.1% year-over-year, while the qualifying rate to buy a home increased by 425 basis points in 2022,² forcing more residents to rent for longer. In January 2020, the City of Ottawa declared a housing crisis.

¹ Urbanation. "Q4 2022 Ottawa Rental Report" (Ottawa: February 2023).

² Mortgage Sandbox. "Canadian Interest Rate Forecast to 2023" (January 25, 2023).

³ Government of Canada. "An Immigration Plan to Grow the Economy" (November 2022).

INVESTMENT OVERVIEW

THE SOLUTION is to create **NEW** supply to meet the demand.



THE STRATEGY

is to partner with like-minded people with aligned interests to invest in the development of a brand new 188-unit multi-residential building. Together, TCU and the investors can benefit from the lack of supply and help fill the demand together.



THE PARTNERS (TCU)

are known as the largest low to mid-rise developer in Ottawa for multi-residential assets and remain experts in the investment space.



THE PRODUCT

will meet the current demand for the foreseeable future. A mix of units (studio, 1-bedroom and 2-bedroom suites) will be outfitted with high-end yet durable finishes, and energized with the latest technology and accessible amenity spaces that cater to the targeted demographic.



THE CITY

has already expressed support for the project, as it aligns with the Official plan and Transit Oriented Development (TOD) plans that are currently in place. Based on pre-consults, we have received support from the ward councillor and the City of Ottawa.



THE LOCATION

is strategic and fitting for the target renter. Nearby shopping malls, grocery stores, fitness facilities, coffee shops, and office buildings make it very attractive to renters looking for convenience. It is also in close proximity to a major transit hub with light rail transit (LRT) just steps away.



INVESTORS WILL HAVE ACCESS

to an opportunity that is not available to the general public or listed on MLS. The advantages include access to tier 1 financing, economies of scale, limited liability and many other benefits (Refer to Investor Benefits page).

INVESTOR BENEFITS

✓ ACCESS

Investors will have access to own an off-market new development opportunity partnering alongside experts.

✓ GROUND UP

Investors participate from the ground up, and reap the benefits of forced appreciation.

✓ HANDS OFF

Investors can be hands-off in the process, knowing that their interests are aligned.

✓ FINANCING

Investors will not personally guarantee any financing. TCU will arrange, and sign off on all financing on behalf of all of their partners.

✓ LIMITED LIABILITY

Structurally, investors are limited partners which limit their liability (Partnership Structure page)

✓ TAX BENEFITS

Investors will benefit from the tax advantages of owning real estate including;

- Depreciation of the asset (*offsets rental income to defer tax liability*)
- Capital gains (*potential lower tax bracket when sold depending on timing of sale*)
- The interest on the mortgage is tax deductible
- The property expenses can offset the taxable income received from rent (*reduce the taxable amount*)

✓ INFLATION HEDGE

As inflation drives up the cost of goods and services, renters typically pay higher prices for housing, leading to an increase in rental income for property owners.

✓ PORTFOLIO DIVERSIFICATION

Investments are across multiple rental units. These rentals are hedge against inflation and are generally more stable than investments in stocks or bonds.

✓ ECONOMIES OF SCALE

Investors benefit from the economies of scale, which increases the overall performance of the investment with this size of project.

✓ PREFERRED RETURN

The general partner is incentivized to prioritize the financial success of the investment as the general partner will only receive profit once the investors have received their preferred return.

✓ STRONG RETURNS



PROJECT DETAILS

188 UNITS



DESCRIPTION

A new multi-residential building in an up-and-coming neighbourhood, young professionals need to look no further than 1188 Cummings as prime living accommodations. This ground-up, six-story building will offer a multitude of options for residents in the form of 188 units, including studio, 1-bedroom and 2-bedroom floor plans.

With amenities that include a party room, rooftop terrace and facial recognition technology to enter the building, TCU continues to reinvent what quality rental buildings should look like. Outfitted with high-end, yet durable finishes, this real estate investment is affirmed to yield significant returns.

LIFESTYLE

The building will offer underground parking, resident storage lockers, interior bike parking and private balconies on select units. Ideally surrounded by sustainable transportation options including bike paths, rapid bus transit, LRT, Aviation PKWY and multi-use pathways. Being so close to the highway, and within walking distance to the LRT, this development is in a convenient location for however residents choose to get around.

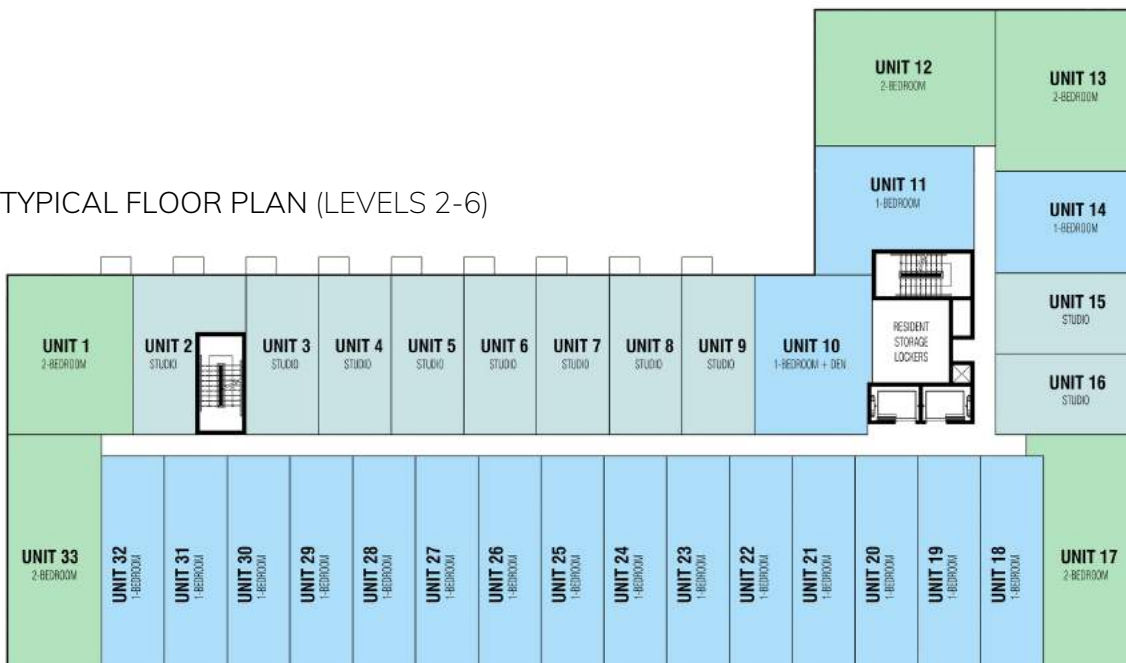
PROJECT DETAILS

- 58** STUDIO
380-425 sq.ft.
- 101** ONE-BEDROOM
440-600 sq. ft.
- 5** ONE-BEDROOM + DEN UNITS
620 sq.ft.
- 24** TWO-BEDROOM
675-825 sq. ft.

FLOOR PLAN (LOWER LEVEL)



TYPICAL FLOOR PLAN (LEVELS 2-6)



INTERIOR FINISHES

LIVING

- Oversized Windows
- Luxury Vinyl Plank Flooring
- Open Concept Layout
- Stacked Washer and Dryer (in unit)
- Private Balcony (select units)



BATHROOM

- Stone-Look Tile Flooring
- Mosaic Tile in Showers
- Quartz Vanity Countertop
- LED Vanity Lighting
- Dual Flush Toilets



KITCHEN

- Caesarstone Quartz Countertops
- Tile Backsplash
- Stainless Steel Appliances
- Black Fixtures
- Soft-Close Drawers and Cabinets



AMENITIES



ROOFTOP TERRACE

Take in the fantastic views of the Ottawa skyline, the perfect spot to get some sun while grabbing a bite, hosting a BBQ, or just hanging out with friends.

HEALTH & WELLNESS

Everything about the spacious fitness studio is geared to wellness and feeling good. Large windows bring in ample natural light, while the latest cardio and weights equipment ensures residents have everything required to attain fitness goals.



RESIDENT LOUNGE

Residents get exclusive access to the building's Resident Lounge, situated on the lower level. Convenient features and stylish modern design create an atmosphere that's just right for low-key get-togethers or fancy cocktail parties.

NEIGHBOURHOOD

NEARBY CONNECTIVITY

- Cyrville LRT Station (600m)
- OC Transpo (160m)
- VIA Rail (2.5km)
- 417 Trans Canada Highway (900m)



NEARBY SHOPPING

- St. Laurent Shopping Centre (650m)
- FoodBasics Grocery (500m)
- Adonis Grocery (550m)
- Trainyards (2.5km)

NEARBY WORKPLACES

- Government of Canada Development (1.7km)
- CSIS (2.1km)
- RCMP Headquarters (2.8km)
- Department of National Defence (2.1km)



LOCATION



-  General Hospital of Ottawa (5km)
Montfort Hospital (2.5km)
CHEO (5km)
-  St. Laurent Shopping Centre (850m)
Gloucester Centre (2km)
Adonis Ottawa (550m)
Winners (550m)
Food Basics (550m)
Ottawa Trainyards (3km)
Costco (3km)
Loblaws (2km)
-  Mandarin (170m)
Boston Pizza (600m)
Lonestar Texas Grill (750m)
Perkins (750m)
La Bonita (1.2km)
Coconut Lagoon (1.2km)
Moxie's (1.9km)
-  Government of Canada (1.7km)
CSIS (2.1km)
RCMP Headquarters (2.8km)
TCC Canada (3.4km)
Industrial Park (3.7km)
incubator13 (1.4km)
Coworkly (3km)
-  Goodlife Fitness (850m)
Movati (3km)
Fit4Less (1.5km)

NEARBY AMENITIES

The Cummings development is located central to the City of Ottawa's Official Plan for development and steps to the LRT, as well as countless well-established businesses and organizations - including the St. Laurent Shopping Centre.

PROFORMA

SCENARIO #1

SALE AT STABILIZATION

(4 years)

REVENUE

(+) Base Rental Income		\$	4,020,094
(+) Parking Income		\$	90,300
(+) Locker Income		\$	21,000

POTENTIAL GROSS INCOME		\$	4,131,394
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(-) Vacancy & Bad Debt Expense	2%	\$	(82,628)
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EFFECTIVE GROSS INCOME		\$	4,048,766
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EXPENSES

(-) Property Taxes	13.24%	\$	(536,057)
(-) Insurance	1.94%	\$	(78,546)
(-) Repair & Maintenance	3.30%	\$	(133,609)
(-) Utilities	3.90%	\$	(157,902)
(-) Staffing	2.30%	\$	(93,122)
(-) Marketing	0.20%	\$	(8,098)
(-) Miscellaneous/Office	0.20%	\$	(8,098)
(-) Management Fee	4.00%	\$	(161,951)

TOTAL OPERATING EXPENSES	29.08%	\$	(1,177,383)
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NET OPERATING INCOME	\$	2,871,383
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PROJECTED VALUE

SALE AT STABILIZATION SCENARIO

Cap Rate	4.15%
Projected Value	\$ 69,190,000



PROFORMA

SCENARIO #1

SUMMARY OF COSTS

DESCRIPTION	BUDGET	COST PER UNIT	
Land & Related	\$ 3,016,150	\$ 16,043	5.1%
Hard Cost Construction	\$ 35,965,375	\$ 191,305	60.5%
Professional Fees	\$ 2,209,723	\$ 11,754	3.7%
Other Soft Costs	\$ 595,982	\$ 3,170	1.0%
Fees & Permits	\$ 4,187,172	\$ 22,272	7.0%
Marketing/Leasing	\$ 514,254	\$ 2,735	0.9%
Government Taxes	\$ 3,590,201	\$ 19,079	6.0%
Finance Expense	\$ 7,395,560	\$ 39,338	12.4%
Development Management Fees	\$ 2,175,453	\$ 11,572	3.7%
Offsetting Income	\$ (190,000)	\$ (1,011)	-0.3%
TOTAL PROJECT COSTS	\$ 59,459,870	\$ 316,567	100%

PROJECTED PROJECT PROFIT

Value	\$ 69,190,000
Project Cost	\$ 59,459,870
PROJECT GROSS PROFIT	\$ 9,730,130

SUMMARY OF INVESTOR PROFIT

PROJECTED PROFITABILITY (4 years)

Investor Required Equity	\$ 5,500,000
Investor Total Proceeds	\$ 10,738,630
INVESTOR PROFIT	\$ 5,238,630

KEY PERFORMANCE INDICATORS

Internal Rate of Return (IRR)	18.60%
Earnings Multiple	1.95x

PROFORMA

SCENARIO #2

5-YEAR HOLD

(9 years)

PROPERTY INCOME	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	TOTAL
Rent	\$ 4,180,392	\$ 4,347,081	\$ 4,520,417	\$ 4,700,665	\$ 4,888,100	\$ 22,636,655
Vacancy	\$ -62,706	\$ -65,206	\$ -67,806	\$ -70,510	\$ -73,322	\$ -339,550
Bad Debt	\$ -20,902	\$ -21,735	\$ -22,602	\$ -23,503	\$ -24,441	\$ -113,183
TOTAL RENTAL INCOME	\$ 4,096,784	\$ 4,260,140	\$ 4,430,009	\$ 4,606,652	\$ 4,790,337	\$ 22,183,922
Parking	\$ 93,901	\$ 97,645	\$ 101,538	\$ 105,587	\$ 109,797	\$ 508,468
Locker Rent	\$ 21,837	\$ 22,708	\$ 23,614	\$ 24,555	\$ 25,534	\$ 118,248
TOTAL PROPERTY INCOME	\$ 4,212,522	\$ 4,380,493	\$ 4,555,161	\$ 4,736,794	\$ 4,925,668	\$ 22,810,638
OPERATING EXPENSES						
Repair & Maintenance	\$ -138,937	\$ -144,477	\$ -150,238	\$ -156,228	\$ -162,458	\$ -752,338
Utilities	\$ -164,198	\$ -170,745	\$ -177,554	\$ -184,633	\$ -191,996	\$ -889,126
Staffing	\$ -96,835	\$ -100,696	\$ -104,711	\$ -108,886	\$ -113,228	\$ -524,356
Marketing	\$ -8,420	\$ -8,756	\$ -9,105	\$ -9,468	\$ -9,846	\$ -45,595
Miscellaneous/Office	\$ -8,420	\$ -8,756	\$ -9,105	\$ -9,468	\$ -9,846	\$ -45,595
Property Management Fees	\$ -168,501	\$ -175,220	\$ -182,206	\$ -189,472	\$ -197,027	\$ -912,426
Insurance	\$ -81,678	\$ -84,935	\$ -88,322	\$ -91,843	\$ -95,505	\$ -442,283
Property Taxes	\$ -557,431	\$ -579,659	\$ -602,772	\$ -626,807	\$ -651,800	\$ -3,018,469
Replacement Reserve	\$ -18,800	\$ -18,800	\$ -18,800	\$ -18,800	\$ -18,800	\$ -94,000
TOTAL OPERATING EXPENSES	\$ -1,243,220	\$ -1,292,044	\$ -1,342,813	\$ -1,395,605	\$ -1,450,506	\$ -6,724,188
NET OPERATING INCOME	\$ 2,969,302	\$ 3,088,449	\$ 3,212,348	\$ 3,341,189	\$ 3,475,162	\$ 16,086,450
NON-OPERATING EXPENSES						
Company Expenses	\$ -21,244	\$ -21,244	\$ -21,244	\$ -21,244	\$ -21,244	\$ -106,220
Asset Management Fees	\$ -69,440	\$ -72,209	\$ -75,089	\$ -78,083	\$ -81,196	\$ -376,017
UNLEVERED CASH FLOW	\$ 2,878,618	\$ 2,994,996	\$ 3,116,015	\$ 3,241,862	\$ 3,372,722	\$ 15,604,213
Senior Loan						
Interest	\$ -2,226,303	\$ -2,211,720	\$ -2,196,554	\$ -2,180,781	\$ -2,164,378	\$ -10,979,736
Principal	\$ -364,568	\$ -379,151	\$ -394,317	\$ -410,090	\$ -426,493	\$ -1,974,619
CASH FLOW OPERATIONS	\$ 287,747	\$ 404,125	\$ 525,144	\$ 650,991	\$ 781,851	\$ 2,649,858

PROFORMA

SCENARIO #2

PROJECTED PROJECT PROFIT

Asset Value at Disposition	\$ 84,175,540
Senior Loan Balance (<i>mortgage balance at disposition</i>)	\$ -53,682,950
Cash & Replacement Reserves Recouped	\$ 500,000
PROJECT GROSS PROFIT	\$ 25,254,269

SUMMARY OF INVESTOR PROFIT

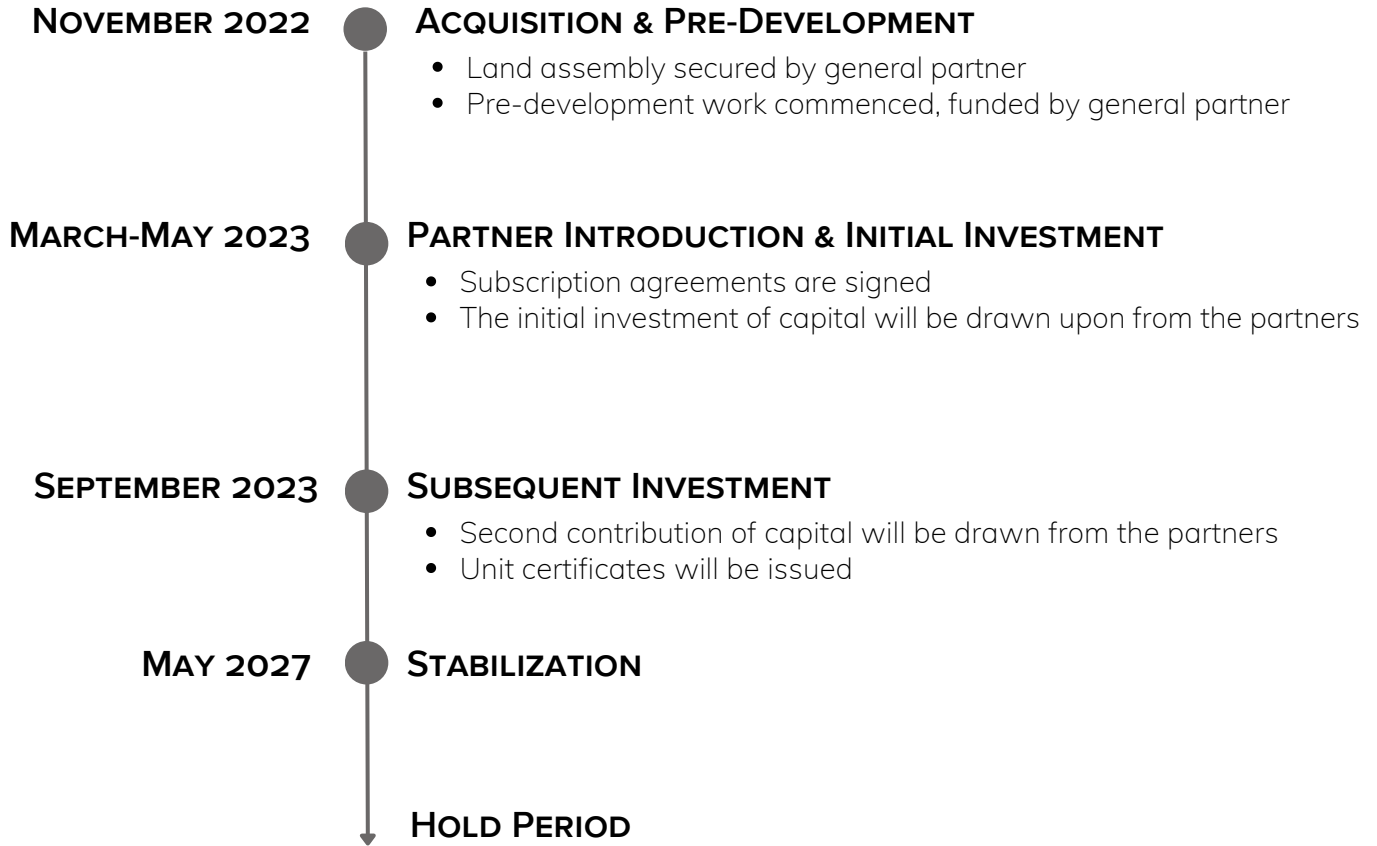
PROJECTED PROFITABILITY (9 years)

Investor Required Equity	\$ 5,500,000
Investor Total Proceeds	\$ 20,569,786
INVESTOR PROFIT	\$ 15,069,786

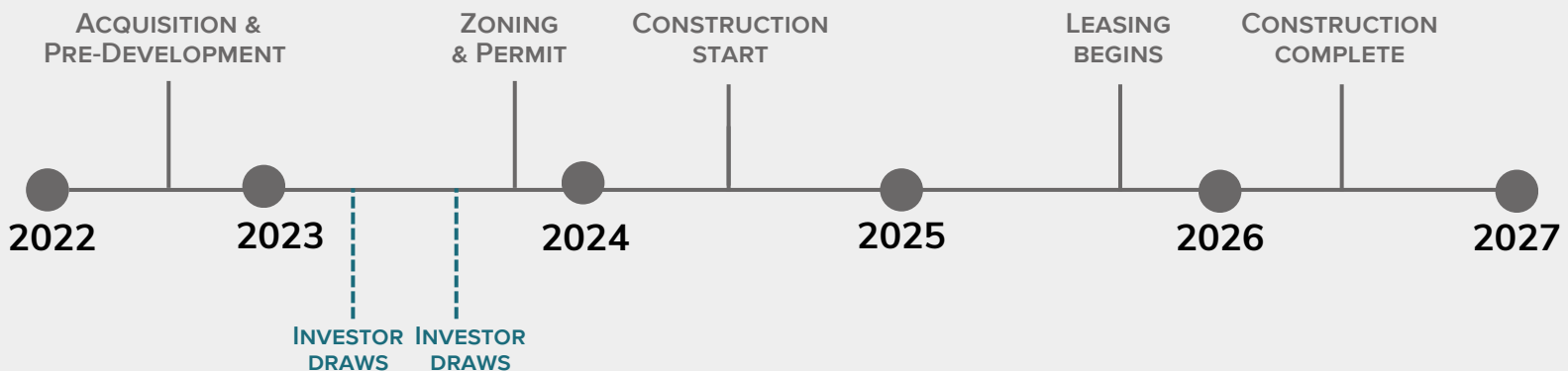
KEY PERFORMANCE INDICATORS

Internal Rate of Return (IRR)	17.24%
Earnings Multiple	3.74x

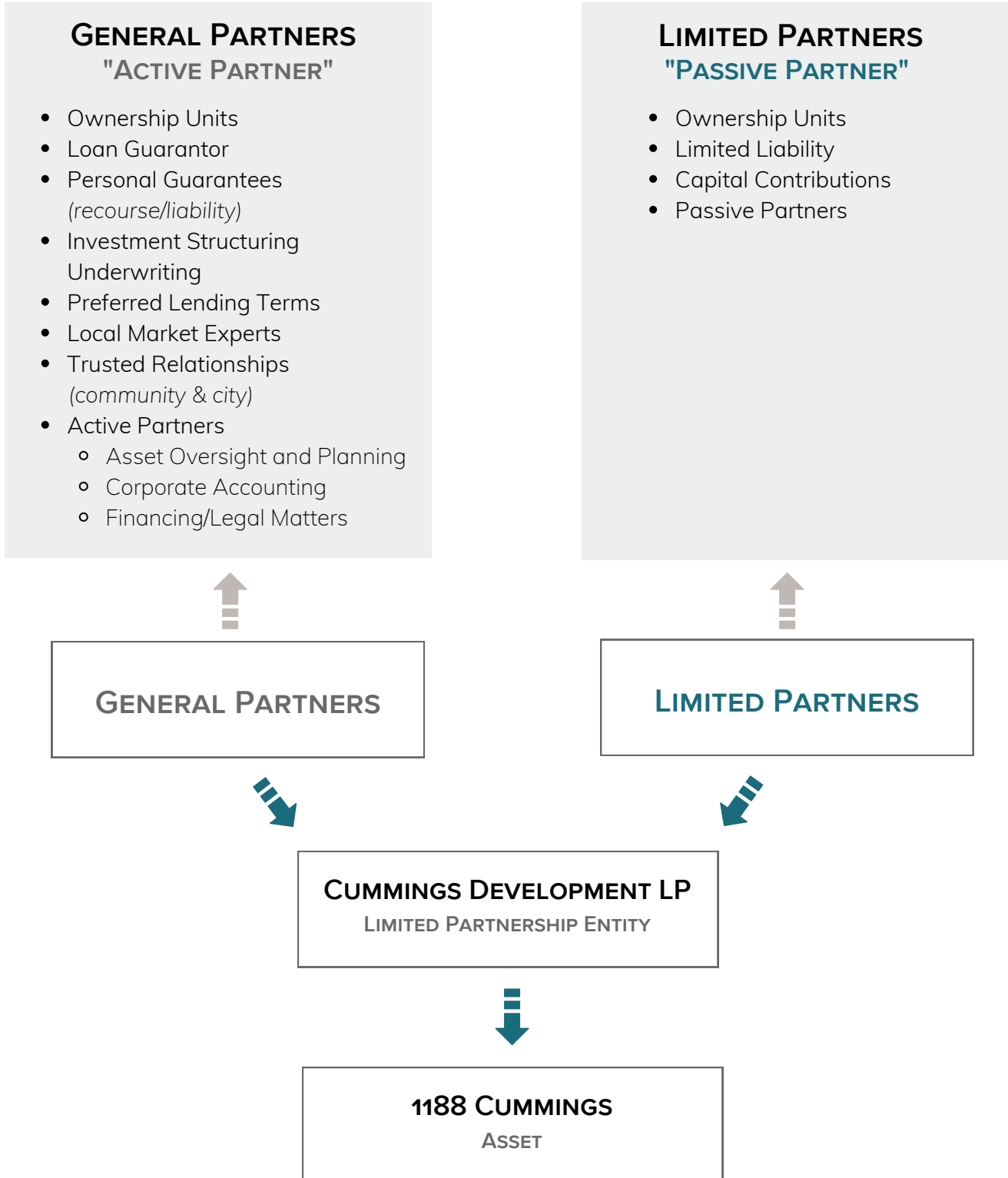
INVESTMENT TIMELINE



DEVELOPMENT SCHEDULE

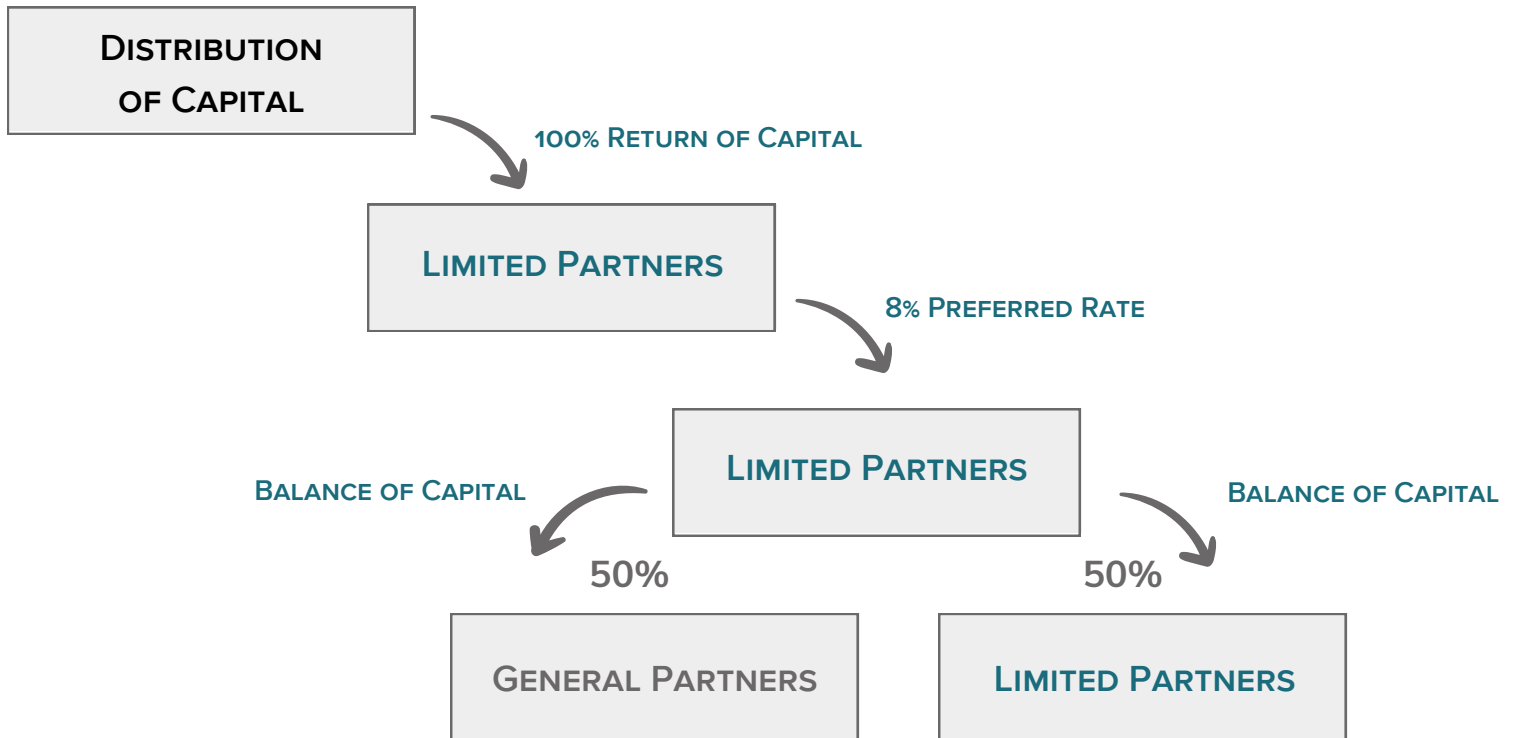


PARTNERSHIP STRUCTURE



PARTNERSHIP DISTRIBUTION

DISTRIBUTION WATERFALL



CAPITAL PRIORITY DISTRIBUTION

- STEP 1:** In priority, 100% of the distributable funds are returned to the limited partners.
- STEP 2:** 8% annual preferred return is accrued by the limited partners during the development phase and is paid out in priority to the limited partners.
- STEP 3:** The balance of the profits are split 50/50 to the limited partners and general partner.

- ✓ INVESTOR PIECE OF MIND
- ✓ INVESTOR ALIGNMENT WITH PARTNERS
- ✓ GENERAL PARTNER MOTIVATED TO PERFORM

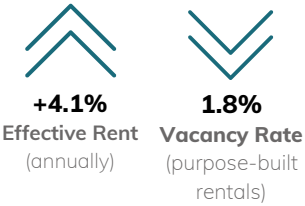
RISK MITIGATION STRATEGY

RISK	MITIGATION STRATEGY
<p>MARKET</p> <ul style="list-style-type: none"> • Oversupply of rental units • Decrease in rental demand 	<ul style="list-style-type: none"> • TCU has extensive knowledge of the Ottawa rental market and has a large network of trusted third-party providers, including CMHC which provides industry data that is used to analyze the market. • Colliers conducts the valuation services, including preparing feasibility studies and appraisals that verify the market demand and proposed supply.
<p>CONSTRUCTION</p> <ul style="list-style-type: none"> • Cost escalations • Delays in construction 	<ul style="list-style-type: none"> • TCU maintains a large network of trade partners who are experts in construction & risk management practices. Maintaining and growing this network ensures access to the most competitive pricing across the board. • A comprehensive strategy is always prepared, taking into consideration the risks of global market conditions that could impact construction, including supply chain issues and material availability.
<p>FINANCIAL</p> <ul style="list-style-type: none"> • Difficulty in securing financing • Interest rate fluctuations 	<ul style="list-style-type: none"> • TCU secured close to \$300 million in financing through 2022 working with a team of internal and external experts and brokers. • A project-specific approach is always used, allowing for the financing of each asset to be optimized to its specific needs. • Tendering out to multiple Tier 1 institutions ensures competitive pricing and the best financing. • Prioritizing data-based decisions while consistently reviewing reports by the Bank of Canada and the country's top economists.
<p>LEGAL & REGULATORY</p> <ul style="list-style-type: none"> • Zoning by-law amendments • Building code compliance 	<ul style="list-style-type: none"> • Consulting with top third-party urban planners, city staff, engineers and ward councillors prior to proceeding with any development to ensure the project will be supported and is compliant with the city's overall development goals. • Throughout the design development process, we work with the city's zoning and building code examiners to ensure compliance, and provide a safe and efficient home for residents.
<p>ENVIRONMENTAL</p> <ul style="list-style-type: none"> • Contamination of the building site • Environmental regulations 	<ul style="list-style-type: none"> • Before closing on the purchase of any land, environmental studies with a qualified third party are conducted, which includes on-site testing of soil and groundwater to ensure the absence of any contaminants. • Additional testing is conducted to ensure soil is safe to be disposed before it is sent to a landfill. • Third-party lab testing is conducted for all excavation procedures to ensure the above criteria is met.
<p>STABILIZATION</p> <ul style="list-style-type: none"> • Attracting qualified tenants • Operating expenses 	<ul style="list-style-type: none"> • Leasing and property management is outsourced to Colonnade BridgePort, Ottawa's leading service provider for residential and commercial real estate. • To ensure the best quality tenant base, applicants will be subject to income verification and will have to provide credit reports and landlord references. • Prospective tenants will benefit from a convenient online leasing portal, cutting edge virtual tours and targeted outreach programs. • Operating expenses will be managed through contract tendering and procurement practices, and Colonnade BridgePort's extensive network of maintenance providers will be leveraged.

MARKET DEMAND

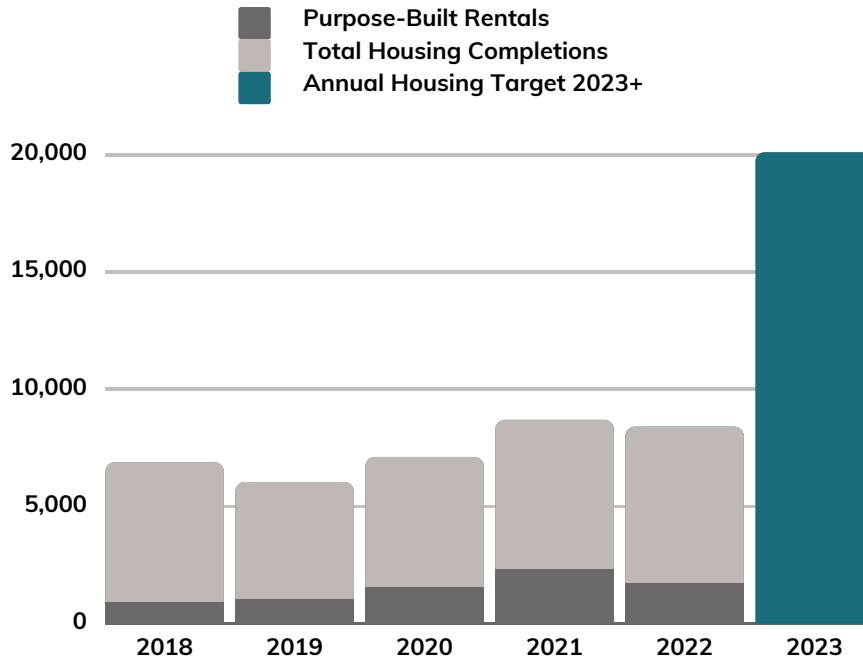
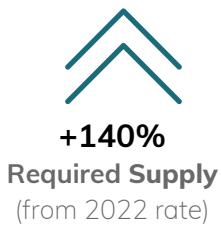
MARKET DEMAND

Rental rates across the market increased 4.1% year-over-year,² in the same period, asking rents have increased 17.8% on vacant units. Vacancy rates on rental units dropped from 3.4% to 2.1% across the market, and to 1.8% for new purpose-built rentals. Specifically, bachelor style units have the largest discrepancy between supply and demand, as rental rates increased by over 5%, and vacancy dropped to 1.4%.³



MARKET SUPPLY

The Province of Ontario's housing affordability task force has set a target for Ottawa to complete 161,100 new housing units by 2031, requiring an average of roughly 20,000 new units annually. In 2022, only 8,346 were completed. Of the completions, only 1,714 were purpose-built rentals. The rate of delivery for housing unit completions will have to increase by close to 140% to reach the goal.



POPULATION GROWTH

Ottawa's population growth has historically outpaced Canada as a whole. Based on new immigration targets, Canada is expected to welcome 500,000 new immigrants annually. Ottawa's population is expected to increase by 17,000 on an annual basis comprised of immigrants, non-permanent residents and refugees.



RENTAL DEMAND

46%
Target
Demographic

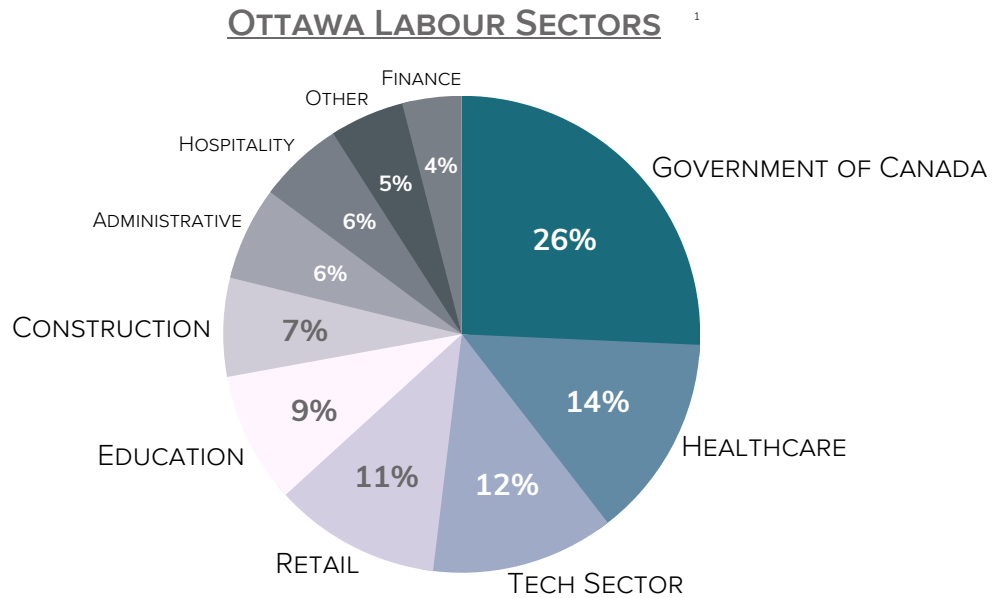
DEMOGRAPHICS

The historic demographic makeup of Ottawa is changing, the population of native Ottawa residents is aging, however, non-permanent residents, immigrants, and students all contribute to population growth - rounding out a strong and skill-rich populace. Ottawa's world class education institutions, uOttawa, Carleton, Algonquin and La Cité, enroll over 100,000 students. Heightened interest rates and inflationary pressure have increased the cost of homeownership substantially – this in turn has increased the demographic of renters in Ottawa to 46% of individuals aged 25-44.

3.8%
Unemployment Rate
(Ottawa)

EMPLOYMENT

Ottawa's labour market has always been strong, and steady. This trend will be perpetuated with the yearly introduction of thousands of skilled immigrants and a public sector presence that outweighs any recessionary pressure. Roughly 26% of Ottawa's labour market is employed by the federal Government making for a resilient economy regardless of market conditions. The unemployment rate has already dropped from 6.5% to 3.8% in 2022.





TCU

ABOUT US

TCU invests in purpose driven and forward-thinking developments. We focus on a human-centric approach and share the profits with our partners.

Located in the Nation's Capital, TCU specializes in strategic real estate development, and investment. Our mission is to provide residents with a quality home environment, while creating value for our partners and giving back to the community.

Minimizing risk in our projects is our key objective. TCU has experience in all stages of management and construction; allowing for vetted and strategic processes. We have driven over \$500 million in real estate development and overseen a projected \$1B in assets.



MEET THE TEAM

We pride ourselves on providing stress-free investment opportunities. As both the developer and coinvestor in all our projects, we have a vested interest in the long-term successes of all our properties.

TCU remains steadfast in its commitment to developing meaningful projects that exceed partner and resident expectations. Built for this is a testament to the organization's grit, tenacity and team-first mentality. By fostering an inclusive environment that puts people and community first, TCU has established itself as a pre-eminent player among the city's tenured titans of real estate.

From acquisition to post-construction management, our team will manage the overall execution of the project from top to bottom; delivering results that optimize your capital investment.



RECENT DEVELOPMENTS



ROBINSON VILLAGE I LP
Value: \$17,800,000
Multi-Residential



ROBINSON VILLAGE II LP
Value: \$18,750,000
Multi-Residential



ROBINSON VILLAGE III LP
Value: \$18,400,000
Multi-Residential



ROBINSON VILLAGE IV LP
Value: \$77,000,000
Multi-Residential



JOE CYR I LP
Value: \$42,600,000
Mixed-Use



300 TREMBLAY LP
Value: \$29,200,000
Mixed-Use



444 BRONSON DEVELOPMENT INC.
Value: \$17,000,000
Mixed-Use



176 GREENFIELD
DEVELOPMENT
Value: \$4,800,000
Multi-Residential



689 CHURCHILL
DEVELOPMENT INC.
Value: \$4,500,000
Multi-Residential

OUR PARTNERS

Colliers is a Canada-based diversified professional services and investment management company with approximately 18,000 employees in more than 400 offices in 63 countries. Collier's team submits findings and conclusions of market feasibility studies in respect to the projects and current rental market.



With roots tracing back to 1887, Gowlings has grown to become one of the largest and most respected law firms in Canada, with a reputation for innovation in client-focused service delivery. The Ottawa team includes many of the country's leading and most highly recommended legal professionals, as well as a number of former senior bureaucrats who help their clients navigate the complexities of global regulation and legislation.



Welch LLP

Welch LLP Chartered Public Accounting is an Ottawa based firm that has deep roots in the Ontario & Quebec communities it serves. They have been offering a full range of audit, accounting, tax and advisory services to clients for more than 100 years. Welch experts are industry specialists who have an in-depth understanding of marketplace influences, issues and trends unique to each sector. Big firm expertise, with small firm service and value.

Fotenn is an integrated team of planners, urban designers and landscape architects with thirty years of experience and award-winning projects. They provide successful planning and design services for our projects. With over fifty staff, each with unique specializations, Fotenn consistently provides successful planning and design services for a range of long-time clients.



URBANATION

Founded 40 years ago in 1981, Urbanation's data, market reports and consulting services empower their clients with trusted intelligence to make decisions that shape the future of real estate. With their extensive experience, Urbanation provides well-founded research that can substantially mitigate many of the risks involved in the development process.

project1
studio

Project1 is an architecture firm that specializes in multi-unit residential, commercial and urban infill projects. They constantly seek the latest construction materials and building techniques in order to create buildings that are not only unique, but are energy efficient and cost effective.

CAN I INVEST THROUGH MY CORPORATION?

YES. Most people invest through their corporations.

WHAT IS A LIMITED PARTNERSHIP (LP) IN PRIVATE REAL ESTATE INVESTMENT?

It's a type of investment vehicle that pools funds from multiple investors to purchase (or develop) real estate properties in Canada.

WHAT IS THE ROLE OF THE GENERAL PARTNER (GP) IN A PRIVATE REAL ESTATE LIMITED PARTNERSHIP?

The GP is responsible for managing the process and asset from start to finish. The GP makes informed and aligned investment decisions on behalf of the limited partners (investors). See Partnership Structure slide.

WHO CAN INVEST IN A PRIVATE REAL ESTATE LP?

Accredited investors, as defined by Canadian securities laws, are eligible to invest. There are other exceptions as well including minimum investment amounts.

WHAT IS AN ACCREDITED INVESTOR?

In Canada, to qualify as an accredited investor, an individual must meet one of the following criteria:

1. Net assets of at least \$1 million CAD, excluding the value of their primary residence.or
2. An income of at least \$200,000 CAD in each of the two most recent calendar years or combined income of at least \$300,000 CAD in the same period with their spouse.

An entity can qualify as an accredited investor if it is a bank, trust company, insurance company, investment dealer, mutual fund, or pension plan that is regulated by the relevant authorities in Canada.

WHAT IS A PREFERRED RETURN?

Preferred return is the minimum rate of return that an investor receives before any profits are distributed to the general partners (sponsors) of the investment. The preferred return gives investors a priority claim on profits and can help ensure that they receive a certain level of return in priority. It is typically a fixed percentage of the invested capital, and it is paid before any other distributions are made to the general partners ensuring alignment and GP motivation to be successful (refer to Distribution Waterfall).

WHAT IS A WATERFALL STRUCTURE?

A waterfall is a method for distributing cash flows among stakeholders, based on predetermined priority, ensuring a fair distribution of returns. It aligns the interests of all parties involved. For ex: The partners will get an 8% preferred return, so that 8% will be paid in priority. This ensures complete alignment with all partners (refer to Partnership Distribution page for example).

WHEN CAN I EXPECT TO BEGIN TO RECEIVE A RETURN ON MY INVESTMENT

Depending on a sale or a refinance, we can expect to see some returns in year 4, once we stabilize the asset and sell or refinance at that time.

FAQ

CAN I SELL OR TRANSFER MY INTEREST IN THE PROJECT?

YES. As long as the buyer is an accredited investor and approved by the General Partner.

WHAT ARE MY OPTIONS FOR AN EXIT STRATEGY IF MY TIMING DOES NOT ALIGN WITH THE SALE OR REFINANCE?

There are 4 options:

1. Sell your units to the General Partner (first right of refusal)
2. Offer your units to the other Limited Partners.
3. Offer your units to a third party, as long as they are accredited and the GP approves them as qualified.
4. TCU can help find a buyer for your shares.

DO I NEED TO SIGN THE BANK LOAN?

NO. This is the responsibility of the General Partner

WILL THIS SHOW UP ON MY CREDIT BUREAU?

NO. This investment will not show up on your credit bureau

WHEN DO INVESTORS GET UPDATED AND WHERE WILL THE INFORMATION BE STORED?

We update all partners on a quarterly bases through our investor portal where all documentation gets stored and updated for safe keeping. These updates include; schedule, budget, current phase of development and an outlook at the next quarter.

