

298

6 KM FROM CALGARY

MORE WATER
THAN REQUIRED

15-20% TOTAL TARGET

Sought after development corridor with opportunity to invest in water

LAND DEVELOPMENT PROJECT PLAN

Management will seek to add value to the Lands by addressing the four key areas of the Land Development Project Plan with the intent of preparing the Lands for ultimate sale to future commercial developers, homebuilders and/or other end users.



1. WATER ACCESS & TREATMENT



2. WASTE WATER TREATMENT & DISPOSAL



3. ROAD ACCESS



4. LAND USE DESIGNATION & SUBDIVISION

INVESTMENT OBJECTIVES²

- Protect Unitholder capital and mitigate risks associated with the Land Development Project Plan;
- Generate sufficient returns to enable the Trust to pay a 10% target preferred return per annum (simple, accrued), cumulative of all unreturned Capital Contributions to holders of Investor Units; and
- Generate long-term capital growth, such that holders of Investor Units achieve a total target return of **15-20%** per annum.

SECURITIES OFFERED

Investor Units

UNIT PRICE

\$15.00 per Investor Unit, which price is subject to change²

INVESTOR RETURN

10% target preferred return per annum on every dollar invested (simple, accrued & paid at exit) plus 55% profit split, with intent to generate total target return of $15-20\%^{2,3}$

MINIMUM SUBSCRIPTION

Each person who invests in Investor Units must invest a minimum of \$10,000, other than Investors subscribing through their TFSA, who must invest a minimum of \$6,000

ELIGIBILTY

Each of the Investor Units are eligible investments for Exempt Plans

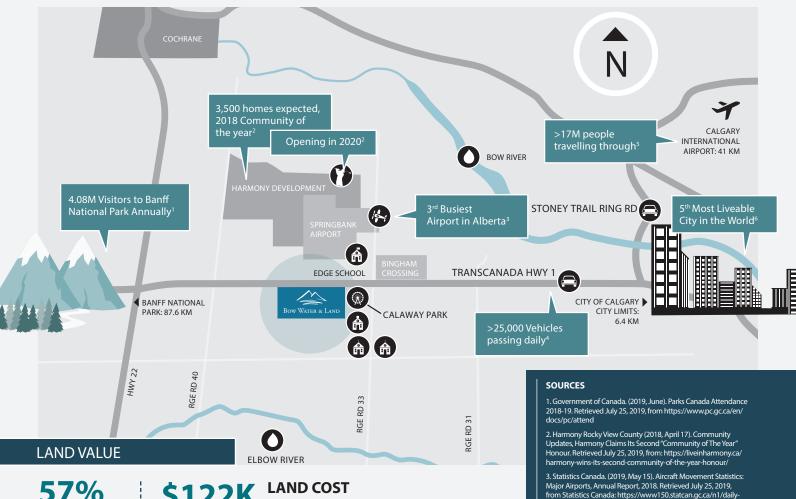
REDEMPTION RIGHTS

Investors may redeem Investor Units at any time upon written notice to the Trust, subject to quarterly redemption limits. Should the quarterly limit be exceeded, redemption notes may be issued which are not eligible for exempt plans.

Redemption without penalty is available after 5 years.

NO SECURITIES REGULATORY AUTHORITY OR REGULATOR HAS ASSESSED THE MERITS OF THE INVESTOR UNITS OR REVIEWED THE OFFERING MEMORANDUM DATED SEPTEMBER 28, 2019 (THE "OFFERING MEMORANDUM"). ANY REPRESENTATION TO THE CONTRARY IS AN OFFENCE. THIS MAY BE A RISKY INVESTMENT.

- (1) There remains a risk that the Water Allocation will not be transferred from the Existing Holder
- (2) These are the Trust's objectives only and do not represent forward-looking information. For forward-looking information, please see Item 2.3.3 and Item 8 Risk Factors
- (3) According to the Distribution Entitlement under
- Item 5.2 of the Offering Memorandum, the Carried Interest will be distributed as follows:
- (i) 50%, pro-rata among the Trust (the holder of the Class "A" LP Units), the holders of Class "B" LP Units and the holders of Class "C" LP Units; and
- (ii) 50%, pro-rata among the holders of the Carried Interest LP Units.
- Upon the issuance of Class "A" LP Units to the
- Trust, the Performance LP shall receive an equal number of Carried Interest LP Units, which LP Units are assignable by the Performance LP and are contemplated to be assigned by the Performance LP, as follows:
- (A) 20% to the Dealers;
- (B) 10% to the Trust; and
- (C) up to 5% to the Wholesaler.



57% **INCREASE IN** APPRAISED VALUE **SINCE 2015**

\$122K LAND COST PER ACRE ALL IN

COMPARABLE \$340K-\$620K PER ACRE

SEE ITEM 2.3.4 - FINANCIAL OUTLOOK AND ITEM12 - FINANCIAL STATEMENTS

OF THE OFFERING MEMORANDUM DATED SEPTEMBER 28, 2019

MANAGEMENT -

MILLION ASSETS UNDER MANAGEMENT

YEAR TRACK RECORD

MILLION INVESTED

FROM MANAGEMENT & DIRECTORS

INDEPENDENT **DIRECTORS**

SEE ITEM 2.1.3 - THE MANAGER

OF THE OFFERING MEMORANDUM DATED SEPTEMBER 28, 2019

CONTACT YOUR AUTHORIZED DEALING REPRESENTATIVE FOR MORE INFORMATION

GENERAL DISCLAIMER

This is not a formal offering document. Prospective purchasers of this investment opportunity will be provided with a formal 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.

FORWARD LOOKING INFORMATION DISCLAIMER

These materials contain "forward-looking information" as such term is defined under applicable Canadian securities laws. Forward looking information is disclosure regarding possible events, conditions or results of operations that is based on assumptions about future economic conditions and courses of action believed to be reasonable and includes future-oriented financial

information ("FOFI") with respect to prospective results of operations, financial position, rates of return, timing of the return of an investors capital contribution or cash flows that is presented either as a forecast or a projection. FOFI is forward looking information about prospective results of operations, rates of return, timing of the return of an investors capital contribution, financial position or cash flows, based on assumptions about future economic conditions and courses of action, and presented in the format of possible rates of return depending on prospective land values in the future. These statements are only predictions. Undue reliance should not be placed on these forward-looking statements as there can be no assurance that the plans, intentions or expectations upon which they are based will occur. By its nature, forwardlooking information involves numerous assumptions, known and unknown risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts, projections and other forward-looking statements will not occur and may cause actual results or events to differ materially from those anticipated in such forward-looking statements. No financial outcomes can be guaranteed.

quotidien/180328/dq180328e-eng.htm

points-on-the-highway

4. Alberta Transportation. (2019, March 05). Traffic Volumes at Points

on the Highway Network. Retrieved July 25, 2019, from Alberta Transportation: https://open.alberta.ca/opendata/traffic-volumes-at-

5. Visit Calgary. Tourism Calgary, 2018 Annual Report (2019). Retrieved August 22, 2019, from https://www.visitcalgary.com/sites/default/files/2019-07/Tourism_Calgary_2018_Annual_Report_

6. Calgary Economic Development. (2019). Why Calgary? The Calgary Ádvantage. Retrieved August 22, 2019, from https://www.calgaryeconomicdevelopment.com/why-calgary/

ALL REFERENCE SHOULD BE MADE TO THE OFFERING MEMORANDUM DATED SEPTEMBER 28, 2019.

BOW WATER & LAND TRUST