



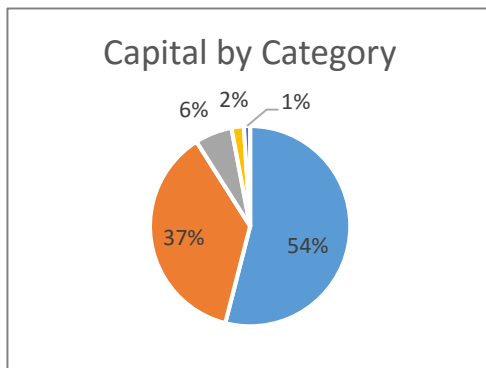
INVESTING IN REAL ESTATE WITHOUT REGRET IN 2016

We are honoured once again to be a part of the 2016 World Outlook Conference by being one of the key note speakers at the Friday workshop “Real Estate investing for 2016”.

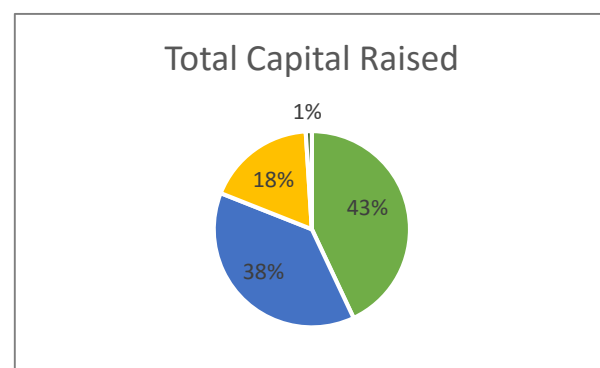
We have given listeners of the Money Talks show and on-line readers some good advice on things that have occurred in 2015. For example, in a November 2014 interview with Mike we predicted high volatility and at best low single returns in the public market. We suggested investing in real estate and private equity as a way to diversify your portfolio. We also felt oil was overvalued and moved away from investing in the oil sector. By doing this, we had a 2% exposure to this sector. How many wish that they only had a 2% exposure to oil and gas back in early 2015?

In September of 2015, we wrote an article predicting the powder keg in Europe regarding the Syrian refugees and 4 weeks later, the terrorist attacks in Paris occurred. We see 2016 even more volatile than 2015 thanks to world economics and overall poor government decisions made in Alberta and Ottawa. As I write this letter for this weekend back on January 18th, 2016, the TSX dropped below 12,000 (11,942). That’s the first time since 2012. Remember when there was a time that triple digit up or down sessions were newsworthy? People are becoming numb to this volatility and need to have a plan that doesn’t correlate with the public markets.

As you can see below, our deployed capital is quite diversified and has a balanced concentration of yield and growth investments in 2015. Over the approximate \$90,000,000 we’ve deployed over the past two years, we’ve added more yield producing product as we anticipated back in late 2014 that there would be high volatility and low returns in the public markets. In fact, from September 2, 2014 to January 18th, 2016, the TSX is off over -20% meaning we are officially in a Bear Market as the TSX is now off more than 20% since its peak.



- Real Estate - 54% (\$47,471,271)
- Yield Product - 37% (\$32,031,438)
- High Growth - 6% (\$5,658,341)
- Energy / Resources - 2% (\$1,964,000)
- Other - 1% (\$595,210)



- Growth - 43% (\$37,867,310)
- Yield - 38% (\$33,766,833)
- Growth & Yield - 18% (\$15,491,107)
- Other - 1% (\$595,210)

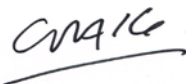
To think that 38% of our issuers target yields between 7% - 12% per annum, we've anticipated the volatility and the downturn in the public markets correctly by providing our clients with strong producing yield investments for a non-correlated diversified portfolio, compared to a portfolio fully exposed to the public markets such as the TSX. When you add our Hybrid investments from our shelf, over 55% of our shelf generated some kind of cash flow in 2015.

What's our strategy to invest in real estate without regret? First of all, you need to invest based on evidence than emotions. A sure fire recipe for disaster is if you invest based on hope, greed or fear. These emotions are not good for long term strategies. Replace your emotions with evidence and fact based data such as management, track record and trends. This is the beginning of the process and certainly not the end. To learn more, visit our website at www.triviewcapital.com.

Based on our internal process that we provide for our investors, we predict in 2016 that the four hot real estate picks are:

- **Foreign student housing in the Vancouver Area:** Canada is the #5 destination in the world for foreign students trending to #3 after the US and the UK. CPP has just invested over \$4B in student housing in the UK and US over the last 12 months. With 100,000 foreign students in Vancouver with vacancy rates of 0.5%, **this is the opportunity of the year for accredited investors to invest with our issuer.** Did you also know that foreign students sector generates more money than tourism in BC?
- **Senior's Memory Care Housing:** As Mike commented last year regarding the trillion dollar sector of senior care in dementia will be epidemic. We agree. We see strong returns in select areas of the US and Canada. Our projects in Arizona and BC are projecting above average returns over the next 3 years
- **Car Wash Operations:** There is an opportunity to consolidate this ma & pa business. Did you know the largest operator of the US has only 130 locations? We see a tremendous opportunity of buying up car washes in desert states like Texas, Arizona, New Mexico and Nevada. We're looking at above cash flow returns on existing businesses and exiting with an high capital appreciations once we get to 20 – 30 locations under ownership
- **Mobile Parks:** Same as car wash opportunity to consolidate ma & pa operations across the US and Canada. Did you know that one of BCIMC's best investment that generates the highest yield with lowest risk is their investment in mobile parks? Mobile parks are still undervalued compared to other residential opportunities like apartments and yet the yields are better too

Those are predictions that if listened to, will solidly outperform the public markets in 2016. We look forward to seeing you at the Conference!



Craig Burrows
President & CEO, TriView Capital Ltd.

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