



About Tri City Group

Tri City Group has been a mortgage lender and land holder in Western Canada since the 1960s, and is an intergenerational family business managed by the Goodman family out of Vancouver, BC. Since inception, the Tri City Group has been carefully selecting and funding short-term residential, commercial, industrial and construction mortgages that have provided a consistent return over the decades. Our mission is to provide safety, security and longevity over our capital, while making a reliable return. Over time, we have found that mortgage financing is the surest way to achieve our goals in all kinds of economic cycles.

Over our history, we have established strong relationships with bankers, brokers, builders and other lenders that provide a steady flow of mortgages into our mortgage flow pipeline. Out of that pipeline, we select those mortgages that meet our criteria, including having a borrower with a track record and a sound exit strategy for the loan. After an internal underwriting process, we then deploy our capital over a time frame that we control, typically 13 months. We receive a consistent return while taking security over the hard real estate asset at a loan-to-value ratio that is, on average, one third lower than a conservative market value appraisal of the property. As a result, we ensure that we have access to enough equity in each property to safeguard the stability of our capital base and the interest promised to us when we make the loan.

Investments in Tri City Group's Trust are RRSP/RRIF/TSFA-eligible. While many people have seen their RRSPs either earn very low returns, or erode over time due to unmanaged fluctuations in public markets, Tri City Group has been able to steadily preserve and grow its capital base due to both the degree of control it can exert in a transaction and the inherent stability of its investments.

Management Team

Michael Goodman, Principal

Michael Goodman, Chairman and principal shareholder of the Tri City Group, has more than 40 years of experience in the mortgage lending industry. After graduating from UBC in 1972, Mr. Goodman joined the company his father had founded where he has continued to build and manage the company's extensive mortgage and real estate portfolio in BC and Alberta. Under his guidance, the Group has expanded into other real estate areas, including income property management and land development.



Sandy Oh, MBA, President and Director

Sandy Oh brings together over 20 years of business experience in private and public companies to Tri City Group. In the 1990s, Mr. Oh worked as Project Manager for Okim Holdings, retrofitting several downtown Vancouver buildings, including the St. Regis Centre in 1997.

Throughout the 2000s, Mr. Oh was involved in the technology sector, incubating start-up firms, working with investment banks and developing private businesses for public offerings on the Toronto Ventures Exchange. Between 2006 and 2010, Mr. Oh was Vice President of the Newgen Group, a major real estate development and management consulting firm in BC. There he helped assemble, finance and manage a portfolio of properties for the firm and its clients. The commercial portfolio was brought to over \$20 million and included branded hotels and mixed-used commercial buildings in Nova Scotia. Mr. Oh performed the initial investment analysis and advisory, arranged the financing, and then installed management systems.

Mr. Oh has been with Tri City since 2011, first heading the Real Estate division and then overseeing daily operations of the private lending business. Mr. Oh currently handles all incoming mortgage files and underwrites all the loans together with Mr. Birch, and when appropriate, with the Credit Committee. During Mr. Oh's time with Tri City, he has underwritten over \$150 million in mortgages and managed over \$40 million in real estate.

Mr. Oh obtained his Bachelor of Arts Degree from University of Toronto in 1993, his Master of Arts Degree from New York University in 1995, and his Masters of Business Administration from University of British Columbia.

Winston Wong, Director

Associate of Institute of Bankers, London, UK (with Distinction in Finance of Foreign Trade and Foreign Exchange)

Winston Wong is a veteran banker with over 20 years' experience in lending to small businesses. Mr. Wong started his career at the Standard and Chartered Bank of Hong Kong, where he was responsible for authoring the plan to expand the bank into China and later became the Head of the China Desk. He went on to become the Marketing Manager for all 110 branches.

Mr Wong came to Canada in 1986 at the behest of a very wealthy Hong Kong Family to found the real estate division of Magusta Development (B.C.) Ltd. which set out to develop a high-rise residential tower in downtown Vancouver plus a 300-unit condo project in Richmond B.C.

In 1992, he became the Group Managing Director and was repatriated back to Hong Kong for 3 years, to run Polytek Engineering which had eight manufacturing joint ventures in China. He then returned to Canada to become Group Managing Director of Magusta's complete operations and managed their interests in both Hong Kong (including a brokerage firm and a trucking company with a fleet of more than 100 containers tractors) and their real estate division. He has since engaged himself in the tourism and financial industry.



He is well established in the local business community, and has sat on the Board of a handful of public companies, including Director and Member of the Finance Committee of both Avcorp Industries Inc., the largest aerospace manufacturer in B.C. with over 500 employees, and Pyxis Capital Inc. with assets in excess of US\$ 700 million consisting principally of marketable securities.

Mr. Wong was a Director of New Business Development for Desjardins Financial Security Independent Network, Burnaby Office, BC before joining the Board of Tri City Group, Tri City Mortgage Fund Ltd. and Tri City Fund Management Ltd. He has been a Director of an offshore fund managed by China Universal Assets Management Company Ltd., a major fund manager based in Shanghai, China from 2010-2013. Mr. Wong is also active in community service, and has been a Trustee, Director and a Member of Finance Committee of Richmond Hospital Foundation for 6 years from 2008.

Michael Birch, Vice President and Senior Broker

Michael Birch, Vice President, Mortgage Investments of the Tri City Group of Companies since 2009. Mr. Birch brings to Tri City Group more than fifty years of experience in the banking and mortgage industry, and has transacted in excess of \$1.5 billion worth of commercial and residential financings.

Mr. Birch started his career in merchant banking in 1965 in the U.K. where he rose to Area Manager for General Guarantee Corp. in London. He was responsible for five branches from South London reaching down to Portsmouth.

In 1975, Mr. Birch immigrated to Canada and joined the Bank of Montreal where he held the roles of Branch Manager and Commercial Manager. Three years later, Mr. Birch opened a branch of the Gulf & Fraser Fisherman's Credit Union where he built a \$16 million commercial and retail lending business despite the severe economic downturn of the early 1980s. In 1986, Mr. Birch co-founded the Home Mortgage Group (HMG), a mortgage brokerage company that is now one of the most established brokerages in B.C. While at the helm of HMG, he helped introduce new and progressive ideas to the mortgage brokerage industry, and was one of the founding members of the original Mortgage Brokers Association of British Columbia.

Mr. Birch's earlier endeavors involved military and athletic contributions in England, where he was a Physical Training Instructor in the RAF, a member of the RAF Gymnastic Display Team that performed in a Royal Tournament at Madison Square Gardens, a member of the Parachute Rescue Team and Water Polo Team in Singapore, a manager of a health club in Birmingham.

After coming to Canada 1975, Mr. Birch contributed to a number of provincial teams. As Secretary of the BC Field Hockey Association, he obtained grants from \$5,000 to \$60,000. While Manager of the BC Junior and the Senior Field Hockey Teams, his teams both won gold medals at the Provincial Championships. As a member of the Canada Senior Field Hockey Team, he played in a Vancouver tournament with Japan, Korea, Australia and Hong Kong. As a keen runner, Michael ran 20 miles a week in training to complete the Vancouver Marathon.



Lastly, a highlight for Michael, a long-time golf enthusiast, was being presented with a limited edition set of golf clubs from Jack Nicklaus.

Omar Lalani, M.Eng, Vice President Real Estate

Omar Lalani has been working in the building and development industry since 2002, after he obtained his undergraduate engineering degree from McGill University. Following that, he worked as project manager for small- and medium-sized developers, having managed infill developments and historic building renovations in Brooklyn and Berkeley. He obtained his Master of Engineering Degree from McMaster University in 2007.

After graduate school, Mr. Lalani took some time to appreciate the technology side of the development industry and was the interim President of SpaceDox, a Seattle-based software company delivering online, real-time plan review systems for builders, architects and developers to communicate with city planners.

Mr. Lalani has been with Tri City Group since 2011, and is currently the Land Development and Real Estate Manager. He oversees the land portfolio containing several large tracts of land located near Squamish, BC; Gibbons, AB; and Edmonton, AB. He also oversees Tri City's income property portfolio which consists of a variety of property types, including shopping & strip malls, multifamily and marina properties.