

# MAKE SPACE CAPITAL PARTNERS PRESENTS: MAKE SPACE CAPITAL PARTNERS FUND

MAKE SPACE CAPITAL PARTNERS (THE "FUND") IS BUILDING A PORTFOLIO OF STABILIZED STORAGE INVESTMENTS IN CANADA

The Fund was created in 2019 with 2 self-storage properties with the goal of building a portfolio of 15 - 20 storage investments across Canada. Since inception, this stabilized Fund has grown to over \$60M in assets under management across 8 storage investments. The Fund continues to focus on growing a cohesive portfolio in diversified markets with the intention of seeking a liquidity event in 2025<sup>1</sup>.

## Why Self-Storage?

## Why Make Space?<sup>3</sup>

Storage has been one of the best performing asset classes in the last 25 years with consistent returns through the 2008 recession and in 2020. In 2008, the NAREIT All Equity Index lost almost 40% while the self-storage sector REITs returned 5% including dividends. In 2021 the sector returned 79%<sup>2</sup>.

## Growth Of The Fund<sup>4</sup>

An Offering Memorandum of Make Space Capital Partners Fund (the "Fund") dated May 4, 2022 (the "Offering Memorandum") containing important information relating to the securities described in this document (the "Securities") has or will be filed with the securities regulatory authorities in each of the jurisdictions where a distribution has occurred or will occur pursuant to the Offering Memorandum. A copy of the Offering Memorandum is required to be delivered to you at the same time or before you sign the agreement to purchase the Securities described in this document pursuant to the Offering Memorandum. This document does not provide disclosure of all information required for an investor to make an informed investment decision and should be read in conjunction with, and is qualified in its entirety by the disclosure in the Offering Memorandum. Investors should read the Offering Memorandum, especially the risk factors relating to the Fund and the Securities offered, before making an investment decision.

1 The initial term of the Fund is set to expire in 2025, subject to two 12-month extensions at the discretion of the Fund.

2 These numbers come from the Historical Annual Returns listed by NAREIT: <https://www.reit.com/data-research/reit-indexes/annual-index-values-returns>

3 Chart is hypothetical, for illustrative purposes. The table was prepared by management to illustrate management's belief that its portable storage and flex storage options provides the Fund with the ability to grow and increase the net operating income ("NOI") of storage investments more effectively than the average self-storage provider post-stabilization. This belief is based on the assumption that there are very few options for increasing NOI, including raising rates, automation or controlling expenses after most self storages reach the point of stabilization. These predictions are subject to various assumptions and risk factors identified in the Offering Memorandum. Actual results may be materially different from those presented.

4 The Partnership intends to purchase the following additional Storage Investments. However, in the event that the closing of these proposed acquisitions do not occur, the Partnership may retain its available funds, including the proceeds of the offering, to acquire other Storage Investments in accordance with the investment objectives and strategies of the Fund and the Partnership. The Partnership is not currently obligated to complete these proposed acquisitions and may also acquire other Storage Investments, at its discretion, prior to, in between, or subsequent to, the acquisition of these locations should the opportunity arise.

# Management Team

Combined over 25 years of experience as storage operators, maintaining a \$2,000,000 + investment in the Fund.



**Vaughan Kooyman**  
FOUNDER



**Danny Freedman**  
OWNER



**Terry Thomas**  
CEO

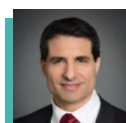


**Brian Banfill**  
CFO



**Meg Calhun**  
VICE PRESIDENT, FINANCE

## Governance



**Joe Freedman**  
CHAIRMAN OF THE BOARD



**Reid Carter**  
INDEPENDENT DIRECTOR



**Doug Buchanan**  
INDEPENDENT DIRECTOR

## Summary of the Offering

Investment Objective	Income and Capital Appreciation		
Quarterly Distribution Target	6% per annum <sup>1</sup>		
Total Annual Return Target	12 – 15% <sup>1</sup>		
Unit Price	Series 4: \$10.00 as of the date of the Offering Memorandum and may increase at Make Space Inc.'s discretion, in its capacity as the Manager of the Fund, based upon increases in the value of the Partnership's assets.		
Series Offering	Series 1: \$3,300,000	85/15 split	// Completed
	Series 2: \$11,500,000	80/20 split	// Completed
	Series 3: \$12,600,000	75/25 split	// Completed
	Series 4: \$10,000,000	70/30 split	
Term of the Partnership	July 29, 2025 with the potential of two 12-month extensions		
Fees	Management Fee – 1.5% annually		
DRIP Program & Incentives	<ul style="list-style-type: none"> <li>- 3% discount</li> <li>- 3 year lock-in period</li> </ul>		

### MULTIPLE REVENUE STREAMS

We believe the flexibility of our storage solutions helps us better meet the demands of the markets we are in and be more resilient in challenging economic times. Our focus on driving three storage solutions simultaneously gives us better penetration into the market and the ability to serve more of our clients' needs.



<sup>1</sup> Distributions are not guaranteed. The total return target includes quarterly cash distributions as well as distributions upon disposition of the Storage Investments, before taxes. Individual investor returns vary from the total return target based on the timing of investment and the series of units purchased. The expectation, timing and payment of distributions and the total return target are based on various assumptions and subject to certain risks, including those risk factors identified in the Offering Memorandum.

# About Make Space

Make Space Capital is the investment arm of Make Space Inc. ("MSI"), a Canadian owned and operated self-storage company.

Before the storage investments are acquired by the Fund, MSI ensures that the facilities are stabilized, either as individual self-storages or mini-portfolios. This ensures the Fund provides investors a balance of stability and growth opportunities, two things that we know are important to our investors.

## Current Portfolio

8 facilities, 450,000 sq. ft. and 3,000+ units.



Port Coquitlam – acquired February 2022



Regina (2 facilities)



Prince George (3 facilities)



Winnipeg



Pender Harbour