



CAPITAL RENEWAL ADVISORY SERVICES

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FOCUS ON

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Strategy & Planning

Through the combination of professional expertise and in-depth, industry-specific knowledge, Altus is able to provide the decision support and analysis required when deciding to strategically reinvest in a seniors' housing property. Whether the decision is to redevelop, expand or sell, Altus has the roadmap to help you realize your objectives and maximize value.

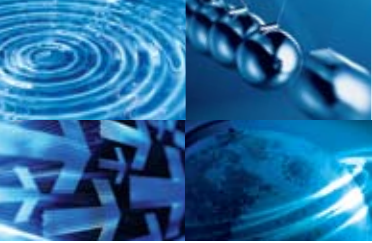
- **Market Feasibility** – Successful projects begin with a firm understanding of the market forces of a given geographic location. Greater transparency through forecasting demand for your services helps to mitigate risks. The Group enjoys unparalleled access to data and operating practices, which is harnessed through a proprietary database/benchmarking system and unique data from the Census of Canada. For owners planning to construct new homes, this could translate into superior site selection, leading to stronger demand for services and sufficient supply of professional staff.
- **Decision Support: Financial Analysis and Valuation** – Altus has built a solid reputation in the valuation of seniors' housing properties by successfully completing assignments across Canada. With respect to capital renewal, we offer our clients a number of services including:
 - Highest and best-use analysis: Will redevelopment maximize the value of your home?
 - Appraisal reports for internal or financing reporting purposes
 - Lender's forecasts and valuations for Mortgage/Construction Financing
- **Expanding Along the Continuum of Care** – Our Market Feasibility Studies can also indicate where there are opportunities to leverage your redevelopment into a larger seniors' housing "campus," potentially including:
 - Adult lifestyle communities
 - Retirement residences
 - Continuing care retirement communities
 - Seniors' condominiums

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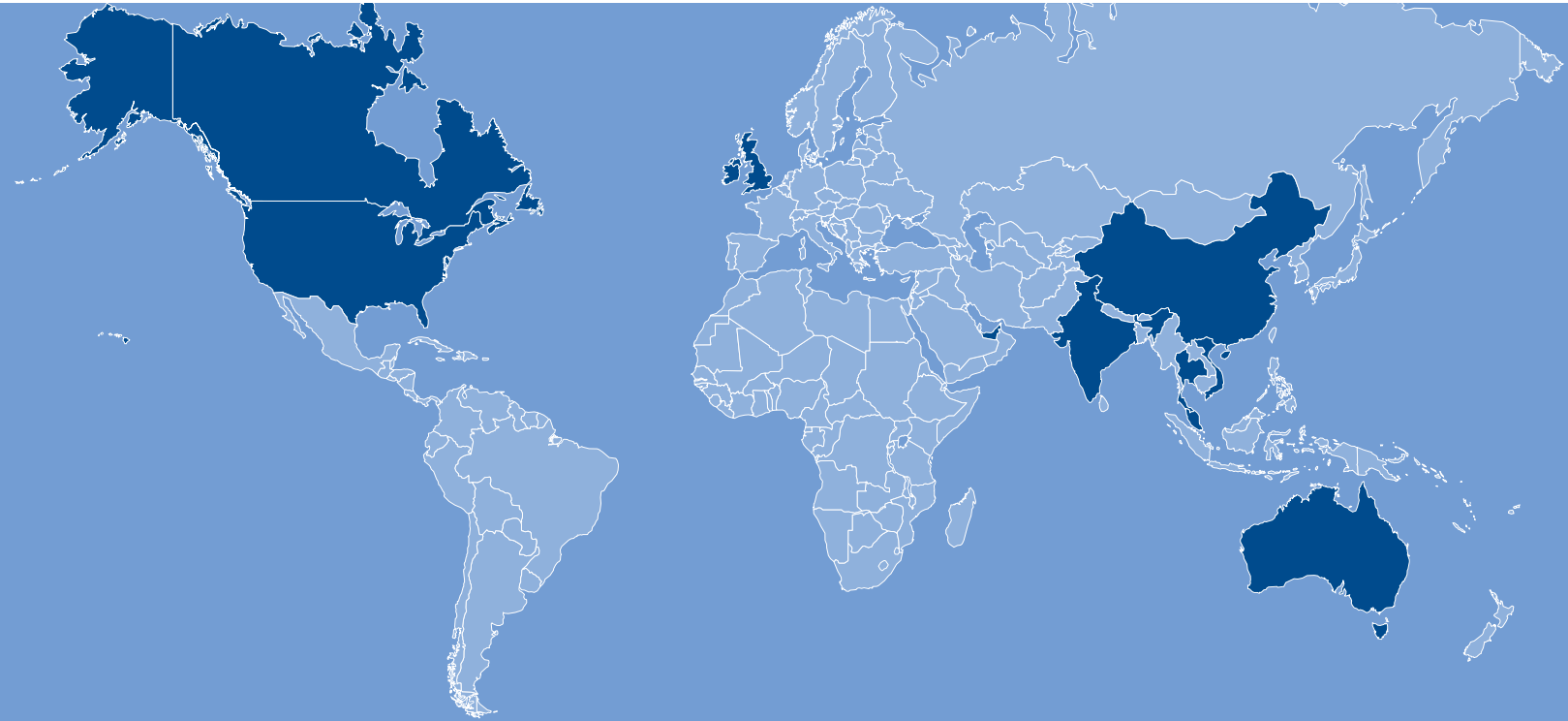
Redevelopment Project Delivery

A 50-year history ensures depth of experience to help organize and implement development programs that are on budget, on schedule and meet objectives. Our comprehensive database is unmatched in the industry, which ensures project costs are extremely accurate and predictable, allowing clients to make decisions with clarity and confidence.

- **Sustainable Design Consulting** – As LEED®-Accredited Professionals, our cost consultants come from varied backgrounds ranging from engineering and mechanical and electrical services to general contracting and project management. Sustainable Design Services we offer include:
 - LEED® requirement interpretation, strategy and submission
 - Green feasibility and incremental costing
 - Pro forma analysis and optimization studies
- **Pre-Construction Services** – Solid planning fundamentals are the foundation of a successful project, and that is what we provide through our Pre-Construction Services. We assist clients with Feasibility Studies, setting up a Total Costing System; preparing of Program and Construction Schedules; creating and reviewing Tender Packages/Trade Scopes of Work; and recommending appropriate Procurement Methods. Our mandate typically includes defining measurable goals, communicating, implementing and monitoring the pre-construction phases of each project.
- **Project Monitoring** – For more than three decades Altus has helped protect the interests of owners and financial stakeholders by providing them with timely and reliable information on the key risk parameters, financial feasibility and the status of their project throughout the development process. All project-related documentation and contracts are reviewed and verified on an ongoing basis to allow accurate cost-to-date and cost-to-complete reporting.
- **Capital Planning** – Owners and operators may have a portfolio of many properties, which means placing greater emphasis on the timing of their redevelopment projects, capital expenditure/cash flow requirements. Altus Capital Planning specializes in providing rapid, detailed, long-term capital plans for your assets. Using our Total Capital Planning Solution (TCPS)® system, we can assist in modeling the future capital needs of your portfolio over a long period (25 years+), enabling owners to clearly understand the required capital funding profile for renewal of systems and fabric. TCPS® can also rapidly compare and model options for upgraded functionality/quality.



Our Network



Altus offers diversified services and unparalleled expertise to a broad range of clients, in various industries across Canada and internationally.

About Altus Group

Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,500, Altus Group has a network of over 50 offices in 11 countries worldwide, including Canada, UK, Australia, Asia, USA and the Middle East. We operate four interrelated Business Units, bringing years of expertise together into one comprehensive platform: Research, Valuation and Advisory; Cost Consulting and Project Management; Realty Tax Consulting and Geomatics services. Our business units work independently or in cooperation to provide clients with the benefit of combined expertise. Our distinctive approach allows for decisions based on independent, carefully reviewed conclusions.

Altus Group provides services to some of the most prominent businesses, including banking institutions, pension funds, insurance companies, accounting firms, law firms, public real estate organizations (including REITs), industrial companies, private investors, asset and fund managers, real estate developers, governmental institutions, and oil and gas companies.



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