



NEWS RELEASE

FOR IMMEDIATE RELEASE

Echelon Wealth Partners and Borden Ladner Gervais launch Canada’s first trust as “Capital Pool Company”

TORONTO (August 8, 2017) - Echelon Wealth Partners Inc. (Echelon) announces it has partnered with Borden Ladner Gervais (BLG) to structure the first trust in Canada that qualifies as a “capital pool company” under the policies of the TSX Venture Exchange -- Value Capital Trust (TSXV: VLU.P.V). By structuring the capital pool company as a trust, an entity can now complete certain types of mergers and acquisitions and financings on a more tax, cost and time efficient basis than a traditional capital pool company that is organized as a corporation which could then convert to a trust if desired. The trust structure is often preferred for REITs and other certain businesses that distribute income to investors.

“Echelon’s strength is its innovative, nimble service offering to clients. Value Capital Trust exemplifies the kind of financial innovation that adds value to clients, but also to the Canadian capital markets generally by developing creative solutions to help clients grow their businesses more effectively,” said David Anderson, Head of Investment Banking at Echelon. “The strength of the securities and tax advice that our legal partner BLG brought to this innovative structure was highlighted when Value Capital Trust’s initial public offering was over-subscribed.” Echelon expects to form several more of these off-the-shelf trust structure capital pool corporations with BLG in the near future to capitalize on the strong demand seen from investors.

“We’re thrilled to partner with Echelon and offer a solution for businesses wanting to become public trusts quickly and efficiently,” said Robb McNaughton, partner in Securities and Capital Markets at BLG. “Value Capital Trust is the first of its kind. We are pleased to be able to offer this off-the-shelf solution to clients with Echelon.”

“The significance of this listing demonstrates that the Venture Exchange is listening to clients’ pain points, and working with the commissions to streamline our processes,” said Brady Fletcher, Managing Director, TSX Venture Exchange. “Value Capital Trust significantly streamlines the listing process for a future REIT or trust listing candidate by removing the need for a conversion from company to trust at the time of listing.”

About Echelon Wealth Partners

Echelon Wealth Partners Inc. is a Canadian independent wealth management and capital markets firm known for its client-centred approach and innovative, entrepreneurial spirit. The company has Advisors

and Portfolio Managers comprising approximately 70 teams and \$4 billion in assets under administration and management. Echelon offers a wide range of financial services for individuals, households, institutions and corporate clients from its offices in Toronto, Oakville, Ottawa, London, Montreal, Saskatoon, Calgary, Vancouver, Victoria and Tokyo. Echelon Wealth Partners is a member firm of the Investment Industry Regulatory Organization of Canada (IIROC) and a member of the Canadian Investor Protection Fund (CIPF). www.echelonpartners.com

About Borden Ladner Gervais LLP

Borden Ladner Gervais LLP (BLG) is a leading, national, full-service Canadian law firm focusing on business law, commercial litigation and arbitration, and intellectual property solutions for our clients. BLG is one of the country's largest law firms with more than 725 lawyers, intellectual property agents and other professionals in five cities across Canada. We assist clients with their legal needs, from major litigation to financing to trademark and patent registration. www.blg.com

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