Hopewell™
Group of Companies

OVERVIEW



HOPEWELL DEVELOPMENT CORPORATION



HOPEWELL DISTRIBUTION SERVICES



HOPEWELL RESIDENTIAL COMMUNITIES



SABAL CRAFTED HOMES



"The Hopewell Group of Companies is a diversified group of companies serving the real estate and logistics industries. From its headquarters in Calgary, Alberta, Hopewell's four primary operating divisions work across Canada."

Sanders Lee *Executive Chairman, Hopewell Group of Companies*

OVERVIEW OF OPERATING DIVISIONS

Hopewell™
Group of Companies

HOPEWELL CAPITAL CORPORATION

Provides merchant banking services

HOPEWELL DEVELOPMENT CORPORATION

Hopewell Development Corporation plans and builds state-of-the-art industrial, retail and suburban office space. Its developments in Western Canada and the Greater Toronto area have allowed it to become one of the largest commercial developers in Canada.

HOPEWELL DISTRIBUTION SERVICES

A leader in combining technological advances in logistics with state-of-the-art distribution facilities, Hopewell Distribution Services has warehouse facilities in Vancouver, Calgary and the Greater Toronto area, serving a long list of manufacturers and distributors.

HOPEWELL RESIDENTIAL COMMUNITIES

Calgary's premier developer of new home communities, Hopewell Residential Communities consistently creates outstanding residential neighbourhoods that are distinct from all others.

SABAL CRAFTED HOMES

A leading residential builder in Calgary, Sabal Crafted Homes has distinguished itself by building innovative condominiums, starter and first time move up homes through a building experience based on value, enjoyment and relationship with home buyers.



Together We Can Achieve the Impossible! *When I came to Canada in 1991, I had a vision – to create a group of companies that would lead their industries and be respected throughout the business world. I wanted it to be a company in which people shared a set of common values – integrity, hard work, innovation, and a desire for excellence.*

From the first day the Hopewell Group of Companies started operating, our people have been the cornerstone of our success. The spirit of our team is captured in our rallying cry: "Together, we can achieve the impossible."

The spirit of teamwork and adventure has helped Hopewell become one of Canada's most successful and dynamic real estate groups, and has been the driving force behind our growth. Team has become more than a word at Hopewell, it is a way of business, a way of life and a promise for the future.

Today, the Hopewell Group of Companies consists of four primary operating divisions headquartered in Calgary with operations spanning across Canada. In addition to our core operating businesses, we also provide merchant banking support for a variety of investments in public and private operating companies.

In a very short time, Hopewell has established an enviable record of achievement, and has proved that together we can indeed achieve the impossible. This overview of Hopewell highlights many of those achievements, along with the operating philosophies of the Hopewell Group of Companies. Once you have read it, I hope you have a better understanding of our company and the vision of our group: to be a leader and to be respected in all that we do!

Sincerely,



Sanders Lee

Executive Chairman, Hopewell Group of Companies



"Hopewell Development Corporation plans and builds state-of-the-art industrial, retail and suburban office space. In 2004 its developments in Calgary and the Greater Toronto Area totalled in excess of eight million square feet."

Kevin Pshebniski
President

In a very short period, Hopewell Development Corporation has become one of the leading commercial developers in Canada. Since its inception in 1995, the company has been developing strategically located state-of-the-art facilities in two of Canada's major business centers, Calgary and the Greater Toronto Area.

Hopewell Development Corporation's fully integrated approach to bringing on stream each new project involves employing a team of experienced professionals with specialties in every aspect of development. This unique and powerful approach ensures that the full integration of site selection and planning, design, construction management, financing and leasing is customized to meet the tenants' and owners' specific needs. As with all Hopewell Companies, a team approach to every task is fundamental.

The development of major industrial facilities in Canada's two main distribution hubs has resulted in the development of major industrial parks in the Greater Toronto Area, the Brampton Distribution Campus.

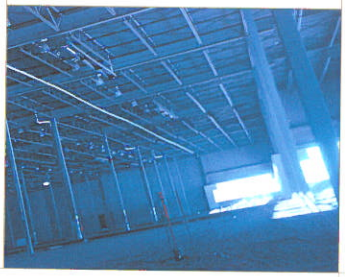
In the Calgary area, the company is developing suburban office and state-of-the-art industrial buildings for a wide variety of users in its highly visible Hopewell Business Park, located in northeast Calgary and immediately adjacent to the Calgary International Airport, and the strategically located Hopewell Distribution Park in Calgary's southeast Foothills Industrial Park.

With its well-established and proven formula for success the company is becoming a major retail developer in Calgary and other major centres in Western Canada. Hopewell Development Corporation is developing, or has developed, high profile power centres, grocery anchored and convenience retail projects in excess of 900,000 sq ft in Western Canada by the year 2004.

Hopewell Development Corporation's property management arm, Hopewell Real Estate Services Inc. (HRESI) is a wholly owned subsidiary of Hopewell Development Corporation, and was incorporated in 2001. HRESI provides property management services striving to maximize value for clients, provide timely and accurate reporting and maximize effective cost reductions. Since conception, HRESI has grown in 2004 to presently manage in excess of 3.5 million sq.ft.

With offices in Calgary, Alberta and Toronto, Ontario, HRESI is able to provide local and national expertise in commercial management services.







"It is common to marvel at the incredible technological advances in logistics over the past decade. However, as a member of the Hopewell Group of Companies, we are devoted supporters of Hopewell's team approach to business. While we employ world class technology in our operations, it is our talented and dedicated staff who differentiate us from our competitors."

Patrick MacGinnis
President



Hopewell's core logistical capabilities are delivered through Hopewell Distribution Services Inc. and Advance Kamak Distribution Centers Ltd. which operate state-of-the-art distribution and warehouse facilities in the Greater Toronto Area, Calgary, and Vancouver. These three metropolitan areas are the most vibrant in Canada, and position Hopewell for profitable growth.

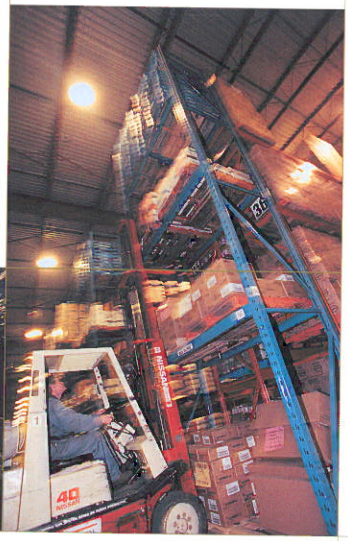
The focus of our highly specialized team is to ensure that manufacturers and distributors of packaged goods obtain the ultimate in asset productivity. This is attained through a sensitive weaving of high tech systems for inventory control and distribution, with the skills and knowledge of a well-trained and experienced staff. The notion of extended teamwork is a cornerstone of our philosophy and is exemplified by joint Hopewell/Client initiatives that have turned the concepts of continuous improvement and performance measurement into a daily reality.

In Hopewell's Brampton Distribution Campus consumer goods giants Kraft, Nestlé and The Campbell Company of Canada not only benefit from Hopewell's state-of-the-art facilities, but are also positioned to gain leverage from the synergies, such as co-distribution, that are made possible by a large scale distribution campus. From this base we have developed a network solution that provides our clients with desk top visibility to key national and regional supply chain information from multiple channels and sources.

Hopewell Distribution Services and Hopewell Development Corporation are natural partners in the provision of turnkey solutions for distribution and warehousing facilities. The combined resources of the Hopewell Group of Companies allow us to offer a unique package of services which include the development and operation of large scale, capital intensive distribution and warehousing centers.

Hopewell Distribution Services offers a flexible menu of services ranging from facility design, construction and project management through to the management of supply chain activities. All of the main elements of our service package can be unbundled to provide almost unlimited combinations of facility and operational services to our clients. This is a unique feature pioneered by Hopewell, which is destined to be an industry standard in years to come.







"Hopewell's success is a direct reflection of its talented and dedicated team that is empowered by the awesome responsibility of creating distinct new home communities. With a shared vision and a passionate desire to lead, we have produced a procession of award-winning communities."

Lesley Conway
President



The growth and the achievements of Hopewell Residential Communities since 1996 have been astounding. As a manager of an impressive list of residential land projects, Hopewell has taken the industry to new heights in the areas of community design, architectural integrity, land development, marketing innovation and sales performance. A reflection of that effort is the Hopewell team's unprecedented five consecutive *Developer of the Year* awards in 1997, 1998, 1999, 2000 and 2001. This award, presented by the Calgary Region Home Builders Association, honours land development excellence.

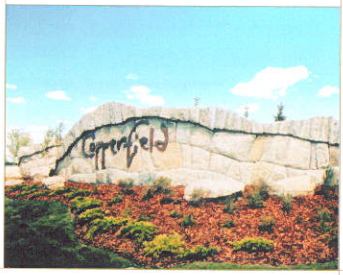
Hopewell's success can be attributed to its commitment towards achieving performance goals through operational excellence and well-planned strategic growth. Since 1996, growth has been evident in almost every aspect of Hopewell's business including land holdings, lot production, lot sales, revenues and employees.

Along with the growth came a philosophy for creating a legacy of valued communities. The Hopewell team combines their talents with the company's principles and values to produce communities with personality – inspired by timeless architectural themes, impeccable quality and innovation, communities built on respect – for the environment, for history, for relationships, and the evolving needs of today's homebuyers.

Hopewell Residential Communities controls approximately 1,400 acres in strategically located holdings throughout Calgary. With this land base, the company is well positioned for its future and for joint opportunities with other Hopewell Group companies.

Corporate growth, market recognition, strategic positioning and a secure financial base have provided Hopewell Residential Communities with a solid foundation for a brilliant future.







"Homebuilding is the Hopewell Group's opportunity to get very personal, to understand and to fulfill the needs of families. Building a home involves so much more than materials. It is an expression of passion where the thoughtfulness and innovation of design meet with the craftsmanship and dedication of our building team. When it comes together, it is fulfilling, it is spectacular, it is emotional, it is magic."

Lawrence Fan
President

A home is the single largest and most important possession in most people's life, which is why the Sabal Crafted Homes division of Hopewell touches so profoundly on people's lives.

Sabal takes this unique responsibility very seriously, focusing not only on strong design and craftsmanship, but also on exceptional customer service and communication, for one of the most important lessons that Sabal has learned since its inception in 1994 is that while not every home is custom built, the needs and expectations of every customer are unique.

In its early years, Sabal's output ranged from starter homes to truly one-of-a-kind custom-built concept homes. The company has tightened its focus to concentrate on the starter and first-time move up market – but like every Hopewell company, it raises the bar.

Sabal homes offer a higher quality specification, bringing many of the most popular features in custom-built and more expensive homes into the competitive space of first and second time homes.

What has been the consumer's reaction to this new positioning? They love it! They also love the care and attention Sabal takes in communicating with its customers.

Sabal has made superior communication and customer service the other cornerstone of its business. From the day a purchase agreement is signed, to the time when the home warranty is put in place, the company strives to exceed the industry standard for communication with its customers.

By working and communicating with customers throughout the home building process and addressing all of their questions and concerns as soon as they come up, Sabal carries on the commitment of all Hopewell companies to surprise and delight every customer, and build a community of satisfied homebuyers.

The future will see Sabal continue to build in new Hopewell communities, and increase its construction volume through its strict focus on customer satisfaction and its commitment to being a strong part of the Hopewell team.





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