

MANAGEMENT TEAM

2018

MARK SCOTT
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Mr. Scott has over 30 years in real estate finance, including 17 years of international real estate and corporate investment banking experience with the Bank of Nova Scotia's investment banking division, Scotia Capital. During his career at Scotia Capital, he was Associate, Vice President, Director and Managing Director in Toronto, culminating in overall leadership of the Hong Kong and Vancouver offices, with responsibility for investment banking and corporate banking client management and coverage of a wide range of industries.

He has executed over U.S. \$10 billion of merger and acquisition, initial public offering, advisory, asset and company sales, and public and private debt financing transactions, including those for the following representative real estate clients: Reichmann International, Olympia & York, Canadian Broadcasting Corporation, Cadillac Fairview, Canada Post Corporation, Intrawest Development Corporation, and the BC Investment Management Corporation. He was lead advisor for the sale of the landmark 68-storey Scotia Plaza and the 40 Bay Street development site, both in Toronto. Corporate clients of Mr. Scott have included Westcoast Energy, Terasen Gas, Finning International Inc., Duke Energy, The Jim Pattison Group, Telus Corporation, Tricor Pacific Capital, and MDA Corporation.

In Asia, Mr. Scott advised companies on cross-border mergers and acquisitions and private placements, and was advisor to the owners of the Fort Bonifacio Global City project in Manila, Philippines, while he was a director of Asian Capital Partners, a boutique mergers and acquisitions firm based in Hong Kong.

Early in his career Mr. Scott worked in property management with NuWest Developments, and was asset manager for Morguard's national property portfolio of 220 buildings. Recently he co-led the successful turnaround of a land development & homebuilding company in Calgary. Mr. Scott has been a board director of several public companies, and was a Trustee of the Fraser Institute, and the Fraser Institute Foundation.