



TERRRASAN
GROUP

Organizational Structure



Terrasan Environmental

- **Abatement Group**
 - Asbestos
 - Mould
 - Lead
 - PCB
 - Mercury
 - Histoplasmosis
- **Site Remediation Group**
 - Chemical Oxidation
 - Vapor Extraction
 - Bioremediation



Terrasas Corporation

- Focus on Brownfield Development
- Vision
 - *"To create vibrant communities by rehabilitating idle land assets"*
- Mission
 - To identify and acquire quality Brownfield sites and remediate and develop them to create exceptional value for our stakeholders and the community



Case Study 1: Acquisition for Redevelopment

- 2.3 Acre Site Located in Toronto
- 80 Years of Industrial Use
- Land Value Close to Remediation Costs



Case Study 1: Acquisition for Redevelopment

- Transaction Challenges
 - How does vendor ensure Terrasan completes the cleanup?
 - What happens if the Terrasan estimate of cleanup is wrong?
 - What happens if Terrasan bites the dust?
- Financing Challenges
 - Mortgage retained on the property
 - Who finances remediation?
- Status:
 - Self Financed
 - Cleanup on Target
 - Rezoning Application Submitted for Residential Land-Use

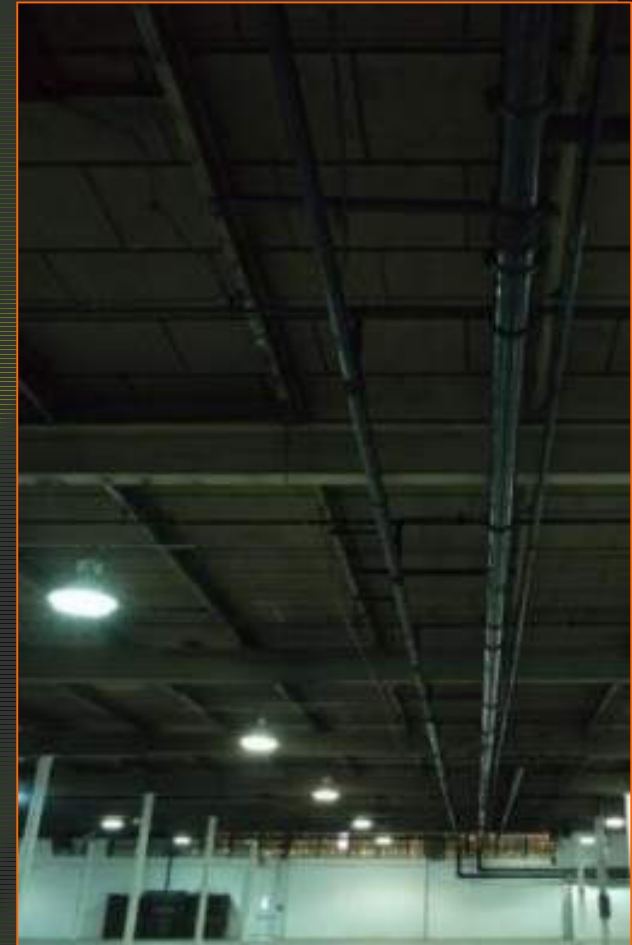
Case Study 2: Income Property

- Large Industrial Site
- Solvent Impacts to Soil and Groundwater
- Good level of understanding of impacts and sound business case for the transaction



Case Study 2: Income Property

- Financing Issues
 - Swimming against established bank policies



Summary of Challenges

- Difficult to find a good partner
 - Can do deal by deal but it's time consuming
 - Easy to find financing when the site is clean
- The larger the project the greater the challenge
- Difficult to penetrate the noise around lenders perception of environmental issues