

MATCO INVESTMENTS

4900 Eighth Avenue Place
525 – 8th Avenue SW
Calgary, Alberta T2P 1G1

Ronald P. Mathison, Chairman
MATCO INVESTMENTS LTD.

rmathison@matcocap.com
main 403-294-0101
cell 403-608-0407

March 3, 2020

TO WHOM IT MAY CONCERN:

RE: Letter of Reference – Bill Falagaris

I am pleased to provide this letter of reference regarding the office leasing services provided by Bill Falagaris. I have been working with Bill since approximately 1995, leasing vacant space and facilitating renewals of office leases in the many office buildings that I have been involved with over that time in an ownership capacity.

Bill has exhibited innovative, sound business practices and judgment in completing lease transactions in our portfolio totalling over 500,000 square feet. In addition, his market knowledge and the tenacious attitude he has displayed over the years has helped to keep buildings, like the HSBC Bank Building, 100% leased over time and, most importantly in today's challenging market.

I consider Bill to be extremely capable, professional and independent when representing our interests.

Please contact me if you should have any questions or would like to discuss this reference further.

Sincerely,

MATCO Investments Ltd.



Ronald P. Mathison
Chairman

RPM/csm