

# WESTERN SECURITIES

ESTABLISHED · 1932

October 23, 2023

Western Securities Limited  
909 17<sup>th</sup> Avenue SW  
Calgary, AB T2P 0A4

To Whom It May Concern:

I am writing this letter to endorse Allan Jones of Barclay Real Estate, who has been Western's Securities' trusted real estate broker for the past 21 years. He has played a pivotal role in leasing our office asset, contributing significantly to its remarkable success and performance.

Over the two-plus decades of working with Allan, our organization has had the privilege of witnessing his exceptional skills, unwavering dedication, and an impressive track record that truly stands out in the real estate industry. He has consistently demonstrated a profound understanding of the real estate market and has exhibited a remarkable ability to optimize asset performance.

Throughout his tenure as our real estate broker, Allan has consistently excelled in key metrics of asset performance including prospecting and lead generation, increased absorption, reducing vacancy, and maximizing lease rates which in turn have resulted in strong net operating income and positive cash flow. His efforts have undeniably contributed to the asset's well-performing status. Moreover, I must highlight Allan's exceptional professionalism, strong work ethic, and excellent communication skills. He has always been responsive to Western's needs and concerns.

In summary, I wholeheartedly endorse Allan Jones for any real estate endeavor. He has consistently proven to be a valuable partner of Western's.

If you have any questions or require further information regarding this letter, please do not hesitate to contact me at (403)-263-6940.

Sincerely,



Sean O'Connor  
President  
Western Securities Limited