



## **Fiera Infrastructure acquires 100% equity interest in Enterprise Data Centre Borden PPP Project**

**Toronto, April 5, 2019** – Fiera Infrastructure Inc. (“Fiera Infrastructure”), a leading global mid-market direct infrastructure investor and an affiliate of Fiera Capital Corporation (the “Firm”) (TSX: FSZ), announced today that it has acquired a 100% equity interest in a Public-Private Partnership (“PPP”) data centre from UIP GP, a partnership between Forum Equity Partners Inc. (“Forum”) and Balfour Beatty (“Balfour”). Fiera Infrastructure will add this equity interest in the Shared Services Canada Enterprise Data Centre Borden (“EDC Borden”), located at Canadian Forces Base Borden, Ontario to its global investment portfolio.

“This transaction will provide our investors with stable cash flows, fuels continued growth of our PPP platform, and is aligned with our strategic focus to invest in broader telecoms and data assets,” said Alina Osorio, President of Fiera Infrastructure. “This transaction presented a unique opportunity to acquire a data centre PPP asset.”

EDC Borden features a 110,500 square foot, state-of-the-art, operating data centre that offers a long term IT solution for the Government of Canada. The facility obtained the Uptime Institute’s Tier III Certification for Design and Construction and is expected to achieve the LEED® Silver certification.

“We are delighted to have completed this transaction with Fiera Infrastructure as it clarifies our focus to expand into new real estate and strategic investment opportunities,” said Richard Abboud, Founder and CEO of Forum.

Forum Equity Partners Management Inc. will continue to provide PPP project management services, including asset-level management activities and day-to-day administration, which it has been doing since inception of the Project. The transaction between Fiera Infrastructure and UIP GP closed in early February 2019.

### **About Forum Equity Partners**

Forum Equity Partners is an alternative private capital investor in real assets. Headquartered in Toronto, Ontario with \$1.3 billion enterprise value of assets under management (as of December 31, 2018), Forum is committed to achieving aggressive growth through investments and partnerships across rapidly emerging industries and markets, with innovative structures and unconventional investment approaches. For more information, please visit: [www.forumequitypartners.com](http://www.forumequitypartners.com).

### **About Balfour Beatty**

Balfour Beatty Investments is an international infrastructure investor operating in the UK, US and Canada. It provides the investment capability required to deliver complex infrastructure projects.

Over the past 22 years, Balfour Beatty Investments has established itself as one of the largest investors in the PPP industry, building a portfolio of more than 70 projects worldwide, predominantly in the UK and North America. In recent years, Balfour Beatty Investments has diversified into new markets including student accommodation and private rental sector housing (multi-family housing in the US).

### **About Fiera Infrastructure**

Fiera Infrastructure is a leading global mid-market direct infrastructure investor operating across all subsectors of the infrastructure asset class. Led by a team of highly experienced and specialized professionals, the firm leverages strong global relationships, with a local presence in both Toronto and London. Its rigorous approach to investment and asset management aligns with its long-term approach. Fiera Infrastructure has assets under management and commitments of C\$1.6 billion, including an active interest in 24 infrastructure assets as of December 31, 2018. <http://www.fierainfrastructure.com>

### **About Fiera Capital Corporation**

Fiera Capital Corporation is a global independent asset management firm with approximately C\$136.7 billion in AUM as at December 31, 2018 delivering customized multi-asset solutions across traditional and alternative asset classes to institutional, retail and private wealth clients across North America, Europe and key markets in Asia. Fiera Capital strives to be at the forefront of investment-management science and is passionate about creating sustainable wealth for clients. Fiera Capital trades under the ticker FSZ on the Toronto Stock Exchange. [www.fieracapital.com](http://www.fieracapital.com)

In the U.S., asset management services are provided by the Firm's U.S. affiliates who are investment advisers that are registered with the U.S. Securities and Exchange Commission (SEC). Further, the Firm's affiliates Fiera Capital (UK) Limited and Fiera Capital (IOM) Limited are both registered as investment advisers with the SEC. Fiera Capital (UK) Limited is authorized and regulated by the Financial Conduct Authority in the United Kingdom and Fiera Capital (IOM) Limited is licensed by the Isle of Man Financial Services Authority. Registration with the SEC does not imply a certain level of skill or training.

Additional information about Fiera Capital Corporation, including the Firm's annual information form, is available on SEDAR at [www.sedar.com](http://www.sedar.com)

### **Important Disclosures**

No discussion with respect to specific companies should be considered a recommendation to purchase or sell any particular security/investment. The companies discussed do not represent all past investments. It should not be assumed that any of the investments discussed were or will be profitable, or that recommendations or decisions made in the future will be profitable.

### **General**

This document is for information purposes only and does not constitute an offering of any security, product, service or fund. This document may not be used in making any investment decision. This

document contains only summary information and no representation or warranty, express or implied, is or will be made in relation to the accuracy or completeness of the information contained, by Fiera Infrastructure Inc. (the “Manager”), the manager of the strategy. Should any of the descriptions or terms in this presentation be inconsistent with any applicable governing documents, such documents shall prevail.

## **Strategy**

The Fiera Infrastructure strategy is dedicated to building a global and diversified portfolio of mid-market core and core-plus infrastructure assets located in North America and selected Western European countries that are members of the OECD. The strategy seeks to generate stable, attractive returns over the long-term. There is no assurance that objectives will be met or that the strategy, or any of the investments held by the strategy, will be profitable.

Some of the statements contained in this document are, or may be deemed to be, “forward-looking statements”. These forward-looking statements can be identified by the use of forward-looking terminology, including the terms “believes”, “estimates”, “anticipates”, “expects”, “intends”, “may”, “will” or “should” or, in each case, their negative or other variations or comparable terminology. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstance. Forward-looking statements are not guarantees of future performance.

The information contained herein should be treated in a confidential manner and may not be reproduced or used, in whole or in part, for any purpose, nor may it be disclosed without the prior written consent of the Manager.

## **Risk of Alternative Investments**

Alternative investments are speculative and involve a great deal of risk and are not suitable for all investors. There can be no assurance that the Manager’s strategy or target objective will be successful. The overall performance of the strategy is dependent not only on investment performance but also on the Manager’s ability to source assets.

Investment return and principal value will fluctuate so that an investor’s units, if and when redeemed, may be worth more or less than original cost. The fees and expenses charged within the strategy may offset its total return. Exposure to currency fluctuations may have an impact on such strategy’s cash flow and asset values denominated in the currency of domicile. The use of leverage could increase the risks of an investment.

Portfolio Investments may be subject to high levels of regulation which could result in risks related to delays in obtaining relevant permits or approvals. Investors should be aware that there will be instances where the Manager and its affiliates or clients will experience actual conflicts of interest with the strategy.

The information in this document reflects general information about Fiera Infrastructure and its investment program. There can be no assurance that any information included herein will not change or be adjusted to reflect the environment in which Fiera Infrastructure will operate. Historic information on performance is not indicative of future returns. Conclusions and opinions do not guarantee any future event or performance. Neither Fiera Infrastructure nor any of its affiliates are liable for any errors or omissions in the information or for any loss or damage suffered.