



March 5, 2021

**RE: NewCold Guelph Sustainability Campus 384 Crawley Road, Guelph, ON
Development**

To Whom It May Concern:

We are writing to express our support for the proposed NewCold Guelph Sustainability Campus located in Guelph, Ontario. Toronto Global is a non-profit investment attraction organization that works with the governments of Ontario and Canada, as well as municipal partners, to provide complementary and customized services to expanding international enterprises. While we have historically represented the Cities of Toronto, Mississauga and Brampton, as well as the Regions of Durham, Halton and York we continue to expand our focus on the Greater Toronto Hamilton Region ('GTHR'). Toronto Global's mandate is to support the expansion of international businesses into the Toronto Region. Since 2017, we have helped over 130 companies set up in the Toronto Region, creating thousands of jobs and generating over a billion dollars in economic activity.

We have been working very closely with NewCold's leadership team for last four years to facilitate their expansion into the Toronto Region. Although the new location is just outside the Toronto Global served region we keep working and supporting NewCold as this investment will have a great impact for the Toronto Region and the Supply Chain issues of the future.

NewCold Guelph Sustainability Campus is a significant regional investment that will address critical supply chain challenges and demonstrate leadership in innovation and sustainability to Canada's food sector industry. Guelph will be NewCold's Canadian headquarters with state-of-the-art warehouse buildings, bringing leading-edge robotics and software systems for leading food companies in the Greater Toronto Area and nationwide.

Toronto Global is proud to play a part in bringing the NewCold Guelph Sustainability Campus to the Toronto-Waterloo Innovation Corridor – helping to establish Canada's first



state-of-the-art cold storage, ambient storage, and manufacturing facility. This corridor is the second largest technology cluster in North America, and the NewCold Guelph Sustainability Campus will be a great addition bringing innovation and a sustainable, innovative, and energy efficiency focus. The project will contribute to the economic development of Guelph and the GTHR.

Please do not hesitate to contact me for questions or input on this project.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Cohon".

Mark Cohon, O.Ont
Chairman
Toronto Global

A handwritten signature in black ink, appearing to read "Stephen Lund".

Stephen Lund
Chief Executive Officer
Toronto Global