



# CAMINO

INLAND PORT AT *LONG SAULT*

AN AVENUE 31 CAPITAL INC. COMPANY

*THE LOGISTICS WAY*

## WHAT IS CAMINO?

Named after the Camino de Santiago, a network of pilgrims' trails in Spain. Translated from Spanish, camino is **"the way"**.

## CAMINO LVS INC.

Camino LVS Inc. ("Camino") was established in 2021 by Avenue 31 Capital Inc. for the purposes of developing and operating inland port and rail facilities including multimodal logistics infrastructure. The mission is to become the preferred way for global companies to move their goods throughout North America in the safest, most efficient, and sustainable manner possible through the development of a network of "inland ports".

Camino is building a team of rail specialists to compliment Avenue 31's real estate development expertise and establish the requisite skill set to design, build, and operate inland ports along class 1 railroads.

Camino has identified and is in various stages of acquiring sites across Canada for the purpose of establishing a series of new inland ports.



## AVENUE 31 CAPITAL INC.

Founded in 2016, Avenue 31 Capital Inc. (“Avenue 31”) is an Ottawa-based real estate development and investment company that buys land and then plans and develops it into income-producing assets. Avenue 31’s goal is to create a diversified property portfolio, with predictable revenue and capital growth in an increasingly volatile economic environment. Avenue 31’s specific focus on the intersection of industrial real estate and logistics infrastructure generates efficiency within the supply chain and in turn significantly enhances the value of their building assets.

Avenue 31 currently has three logistics projects in the Ottawa region, anticipated to add ~3.0M sf of industrial space at 400 series highway interchanges. Overall, the company has assembled a land portfolio capable of supporting ~8.0M sf of logistics-oriented, Class A industrial space in eastern Ontario.



INTEGRITY AT THE HEART



## LEASING OPPORTUNITY

North America's rail network is positioned to play a significant role in addressing the deficiencies and capacity constraints that currently exist in Canadian supply chain systems.

Congestion at North American seaports has created supply chain bottlenecks resulting in costs and delays impacting major shippers, carriers and logistics firms and their clients. Distribution by rail can alleviate these capacity issues.

Camino was established for the purpose of developing and operating a series of new rail yards and storage/logistics facilities complete with multimodal logistics infrastructure. The goal is to create a series of "inland ports".

The first inland port will be located at Long Sault, Ontario.

# EFFICIENT + ENVIRONMENTALLY FRIENDLY WAY TO MOVE GOODS



**75%**  
MOVING FREIGHT BY RAIL  
INSTEAD OF TRUCK REDUCES  
CHC EMISSIONS BY 75%



**300+ TRUCKS**  
ONE SINGLE FREIGHT TRAIN CAN  
REPLACE OVER 300 BIG TRUCKS



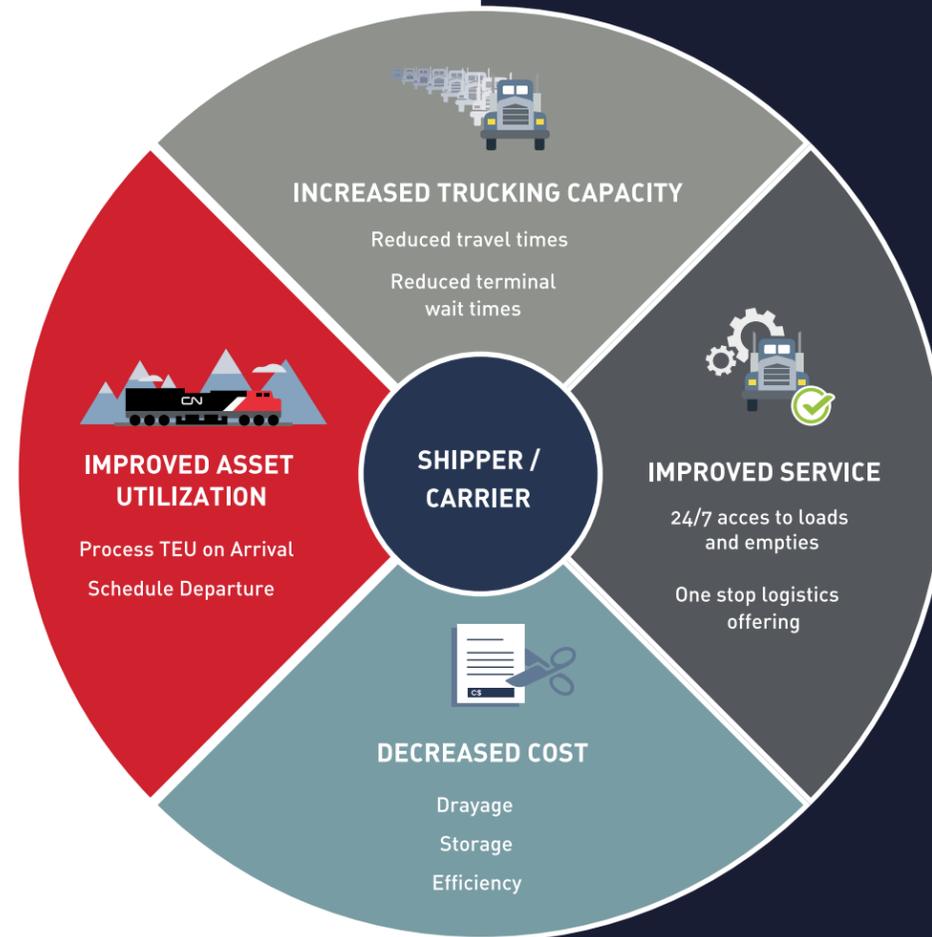
**4-5 TIMES**  
TRAINS ON AVERAGE ARE FOUR TO  
FIVE TIMES MORE FUEL EFFICIENT  
THAN TRUCKS



**479 MILES**  
ONE TRAIN CAN MOVE ON AVERAGE  
A TON OF FREIGHT 479 MILES ON  
A SINGLE GALLON OF FUEL



**90%**  
TIER 4 LOCOMOTIVES REDUCE  
PARTICULATE EMISSIONS  
BY AS MUCH AS 90%

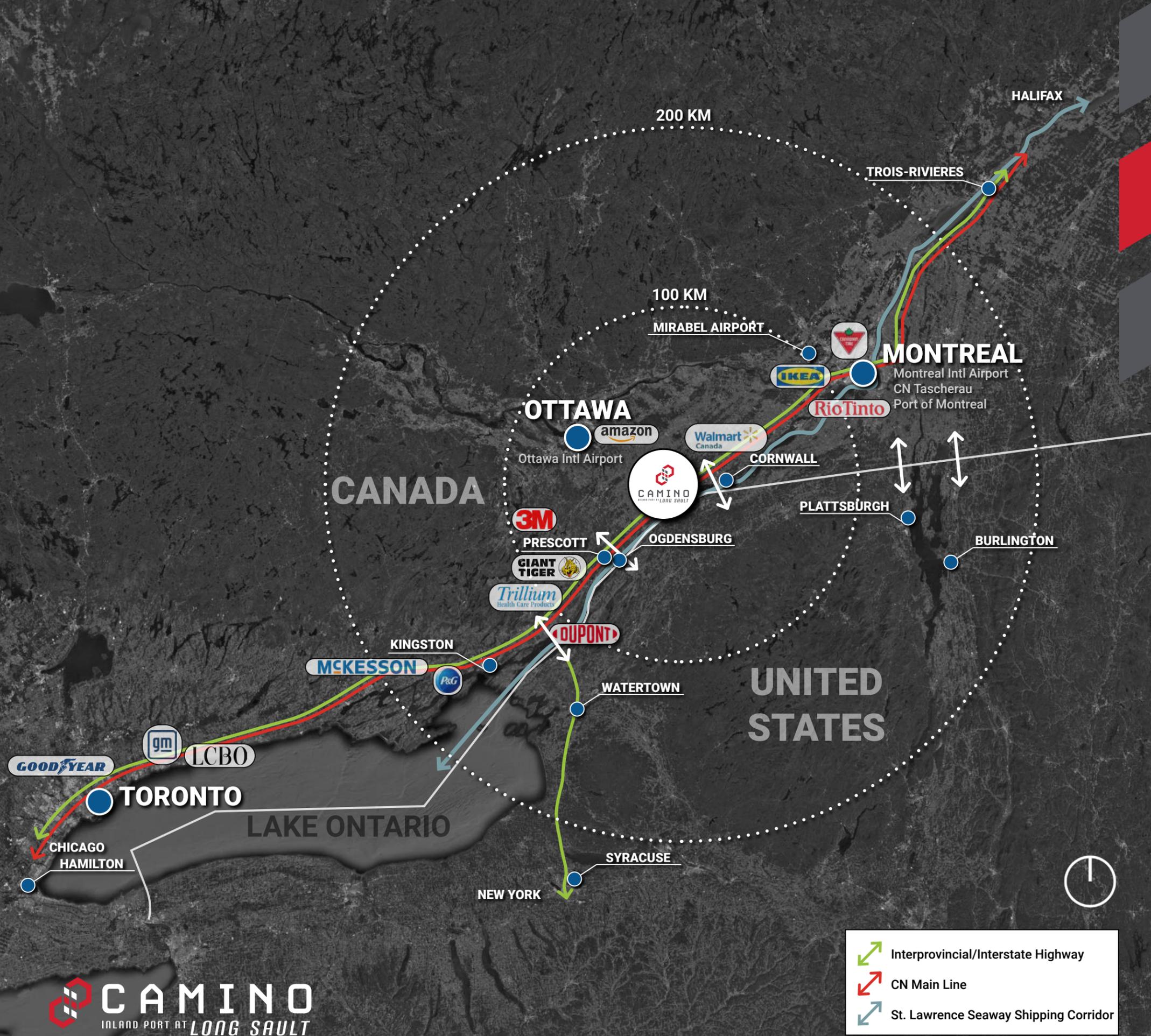


## ROLE OF INLAND PORTS

CN Rail and other rail operators continue to focus on the operational side of their business, with capital expenditures and resources prioritizing network maintenance and enhancements. The development of a network of inland ports along the CN Main Line directly benefits CN Rail and its clients. For CN Rail, the inland port will support its operational objectives and the attractiveness of rail transport as an alternative to long-haul trucking as a means for national and regional transport.

The inland port model provides greater efficiency and productivity, resulting in lower cost, improved asset utilization and increased capacity while maintaining safe operations. These inland ports will be strategically positioned to function as “relief valves” for bottlenecks in the North American supply chain network.

Rail is an efficient and environmentally friendly way to move goods. The inland port strategy supports the sustainability objectives of CN Rail and its clients by reducing reliance on long-haul trucking.



## STRATEGIC LOCATION

Camino Long Sault in an intermodal inland port strategically located in the middle of CN's Eastern Canadian network between Halifax and Chicago with excellent access to both Canadian and American markets.

Over 20 million people can be reached by highway within 5 hours of Camino Long Sault, and 60 million within 8 hours.

-  Interprovincial/Interstate Highway
-  CN Main Line
-  St. Lawrence Seaway Shipping Corridor



## RAIL READY STATISTICS + FACTS

Camino Long Sault is a CN Certified Rail Ready site. The certification and site planning involved consultation to meet CN Rail's specific requirements.

- Master planned industrial, rail and transloading project
- 530 Acres net developable land
- 3 km new public road
- 4.5 – 6.0 Million SF of Industrial
- 2-3 sites available for 1 million SF large-format industrial
- 135 Acres rail, storage and intermodal yard
- Access to dual cargo line located along the Kingston Subdivision
- 100,000 track feet, accommodates 2 block-trains of 8,000 feet each
- 1,000 to 1,200 car capacity
- 16,000 TEU capacity at full build-out



IMPORT + EXPORT  
CONTAINERIZED ITEMS



TEXTILES



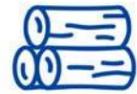
CONSUMER PRODUCTS FOR  
LARGE RETAILERS



FOOD + GRAINS



RAW MATERIALS



LUMBER, PAPER + OTHER  
FORESTRY PRODUCTS



MANUFACTURED GOODS



ENERGY (HYDROCARBONS)  
INCLUDING GAS, PROPANE,  
+ ETHANOL



CONSUMER PRODUCTS  
FOR WHOLESALERS



IRON + STEEL



AUTOMOTIVE PARTS  
+ ACCESSORIES



RECYCLED WASTE INCLUDING  
METAL + PLASTICS



## COMMODITIES LEVERAGE INLAND PORTS

Major commodity groups use rail transport as a reliable and integral part of moving their goods. The inland port with its intermodal function will enhance supply chain collaboration between customers, facilitating evolution and innovation within the supply chain.

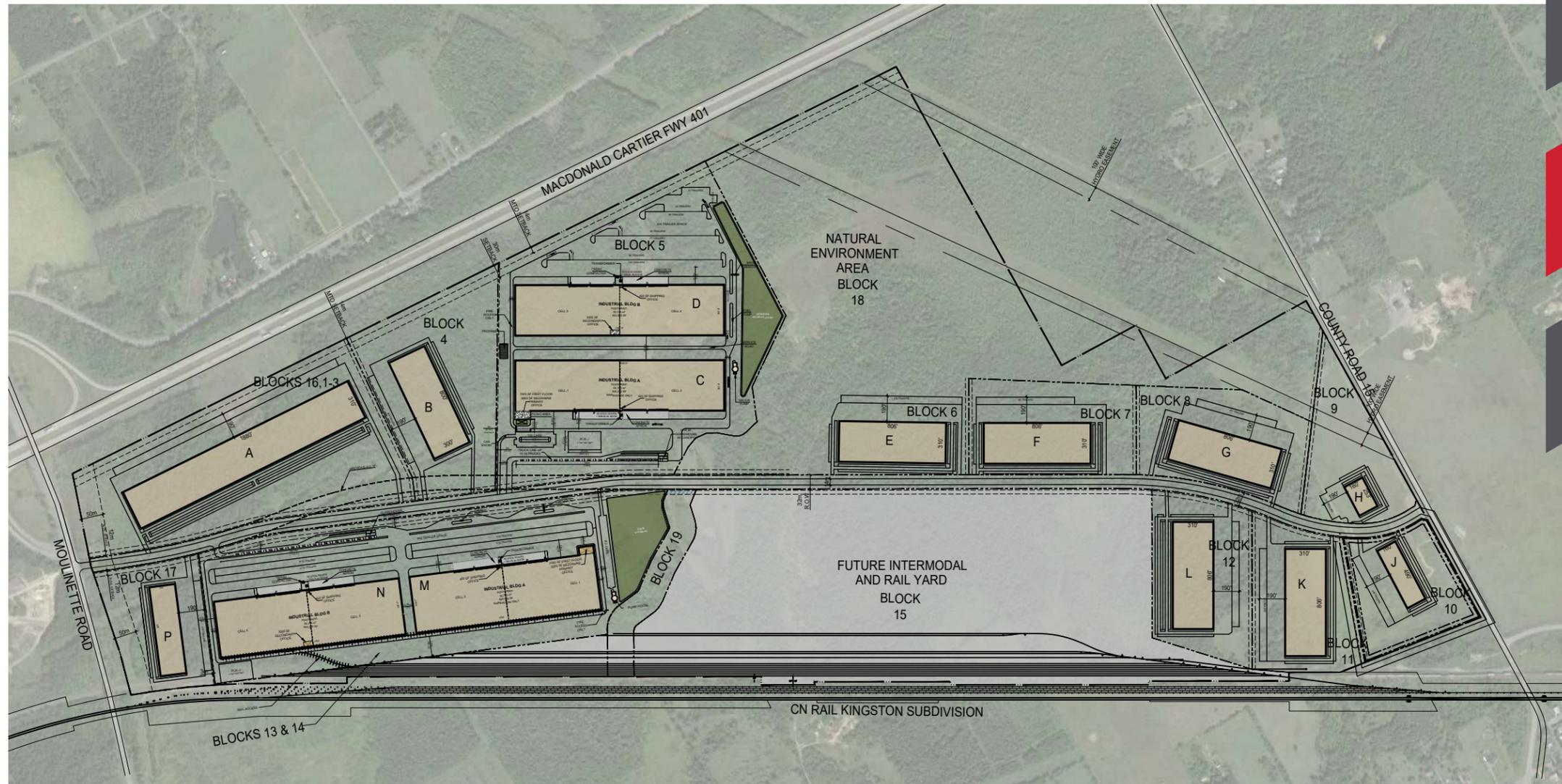
The inland port will support more sustainable growth and expanded market reach for commodities and customers. This will help to mitigate global supply chain disruptions.



## LOCATION BENEFITS

- Addresses container shortage and lack of container depots along the Highway 401 corridor
- Proximity to multiple US border crossings
- Positioned to target regional intermodal business stretching from Kingston, the Ottawa Valley and Western Quebec to Montreal
- Located directly on Highway 401, one of North America's busiest highways by traffic volume and artery for the movement of goods with more than \$500m trade volume per day
- Innovative staging outside of major urban centres will alleviate major pressure points and bottlenecks found in urban locations
- Available Labour force – 160,000 people within 50km of Long Sault, with 3.2 million located within 100km.





# MASTER PLAN + STATISTICS

| BLOCK        | SITE AREA (ACRE) | SITE AREA (m2)   |
|--------------|------------------|------------------|
| 16, 1-3      | 52.75            | 213,467          |
| 4            | 30.12            | 121,872          |
| 5            | 87.12            | 352,558          |
| 6            | 20.61            | 83,388           |
| 7            | 19.89            | 80,495           |
| 8            | 20.90            | 84,570           |
| 9            | 15.19            | 61,478           |
| 10           | 14.75            | 59,691           |
| 11           | 18.82            | 76,149           |
| 12           | 20.00            | 80,937           |
| 13 & 14      | 80.39            | 325,344          |
| 17           | 15.63            | 63,253           |
| <b>TOTAL</b> | <b>396</b>       | <b>1,718,018</b> |

| BLDG. | BLDG AREA (m2) | BLDG AREA (SF)   |
|-------|----------------|------------------|
| A     | 54,144         | 582,801          |
| B     | 22,297         | 240,000          |
| C     | 55,726         | 599,834          |
| D     | 55,442         | 596,773          |
| E     | 23,213         | 249,860          |
| F     | 23,213         | 249,860          |
| G     | 23,213         | 249,860          |
| H     | 3,686          | 39,674           |
| J     | 7,284          | 70,435           |
| K     | 23,213         | 249,860          |
| L     | 23,213         | 249,860          |
| M     | 55,743         | 600,013          |
| N     | 55,459         | 596,956          |
| P     | 12,561         | 135,200          |
|       | <b>817,412</b> | <b>5,948,497</b> |



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