

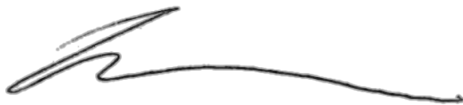
April 20, 2018

On behalf of The FICANEX Group of Companies, I wish to express our support for the City of Mount Pearl's application to the Smart City Challenge. The City of Mount Pearl is an excellent candidate for this innovative and forward-thinking program and will have incredible benefits for not only Mount Pearl, but our entire Province, Atlantic region, and Canada as a whole.

To effectively address the challenges related to population decline and a transitional economy, Mount Pearl has chosen to propose a solution that, in directly addressing these issues, holds the potential to solve any number of municipal and regional problems. Building a Technology Sandbox will create an environment that will enable a solid foundation of technology-based businesses in Mount Pearl etc.

FICANEX is a group of companies, owned by tier two financial institutions across the country who are collaborating to bring new and innovative technology-based financial solutions to consumers. We are thrilled to count the entire credit union system in Newfoundland and Labrador and the rest of Atlantic Canada among our partners. We are active with a number of other technology hubs across the country and believe that being involved with the proposed Mount Pearl technology sandbox is an excellent way for us to both lend our expertise to as well as learn from technology-based companies who will be involved in the sandbox.

We look forward to working with the City, and its many public and private sector partners, on this exciting opportunity.



Andrew Obee
President & CEO
The FICANEX Group of Companies