



WALTON INTERNATIONAL GROUP LIMITED

More Sense than Just Dollars!

GARY TOM, President, North Asia of WALTON INTERNATIONAL GROUP LIMITED holds forth on why Asian investors are responding so well to real estate and development opportunities in North America and makes the case that it is not only about R.O.I but something much, much bigger.



Gary Tom: "In times of uncertainty, risk, and volatility, we go back to the fundamentals at the heart of which is...tangible assets!"

Most investors in the Greater China region are at best holding on to cash and that's not from choice. Hong Kong's property bubble is fat but shows no sign of bursting, the stock market's not showing many good bets and interest rates remain a standing joke.

This might not cause restlessness with other regions, but money making is a favourite pastime for investors here and so not having much to do with our cash causes us distress.

We want security, growth and stable-

to-high returns and now we also want ... sustainability.

Walton, a multinational real estate investment and development company, and one of North America's premier land asset administrators and managers has an interesting value proposition.

The family owned company, in business for well over 30 years concentrates on research, acquisition, administration, planning and development of strategically located land in major North American growth corridors. Its mandate is to responsibly transform land into sustainable communities where people live, work and play.

Tangible Assets

The beauty of Walton's offerings is the fact that investors get in on the action at the pre-development stage and make money thereafter, as opposed to buying into a developed property by which time the majority of the profits are already swallowed up.

"Our website displays a wide-angle view of our history, operations, mission, goals and our investments but it's our spirit and will to do good for the community that remains the cornerstone of all we do at Walton," explain Gary Tom, the company's President in North Asia.

That aside, why is Walton growing

popular with Asia in spite of investors here being known for their ‘get-rich-quick’ thinking?

“In times of uncertainty, risk, and volatility, we go back to the fundamentals at the heart of which is...tangible assets!

“We don’t offer a quick buck but rather slow, steady growth. We allow individuals to invest in raw land because there is market demand for that kind of real estate investment as land development brings opportunities,” says Tom.

“I think Asian investors are wise enough to see the benefits of slow, steady growth over fast, risky punting. They are astute enough to trust a company that has more than 89,000 clients globally with an unblemished track record of strong performance and quality of customer service. So, our growth in Asia has shown a steady rise and we expect double digit growth in 2015.”



Walton’s target region - Central Florida. Entered since May 2013.

Open Door

“It’s win-win for everyone involved. Communities benefit from foreign investments and investors get better value alongside ownership of tangible investments. Today, Walton offers opportunities for the small investors putting in as little as \$10,000!,” says Tom.

“We are doing our bit by helping foster a more pragmatic approach toward investing. Too many have lost money by the punting attitude we often see here in Asia. Our populations are aging and retirement fund management is a growing concern to investors hoping to have a bigger nest egg after retirement. People are growing increasingly aware of the risks involved in ‘get-rich-quick’ schemes and of course the potential that steady, reliable, pragmatic investment habits can yield.”

Asian investors are growing (comparatively) more risk averse given the economic climate and the wide, often confusing choices available to investors. We’ve seen a steady growth of interest from our Asian customers who appreciate our clean and transparent way of doing



Walton’s latest target region - Nashville. Entered since May 2014.

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business.”

“As a brand serious about growth in Asia, we keep an open door to welcome any enquiries, we share as much information as we can via our website and our agents with the whole idea being to communicate more thus growing the Walton family in Asia. Satisfied customers provide word-of-mouth advertising, which in turn has resulted in quality referral business,” says Tom.

Days Ahead

Recently, the Canada Pension Plan Investment Board (CPPIB), WAM Development Group (WAM) and Walton Group of Companies (Walton) announced a joint venture to develop a 250-acre industrial site in northwest Edmonton, Alberta. The development project will transform the current land into approximately four million square feet of distribution and logistics warehousing.

Henday Industrial Park will be developed in two phases. WAM and Walton, through Walton Development and Management (Alberta) LP, will jointly develop the property.

CPPIB, Walton and WAM Development Group will share in the ownership

structure of the development project, with CPPIB initially committing to approximately \$200 million for phase one representing an 85% interest in the joint venture.

The property is located within the Winterburn Industrial Park, a full-service industrial development comprised of approximately 2,500 acres.

“We are delighted to learn that Walton has made it to this year’s prestigious list of Hong Kong’s Most Valuable Companies this year too. We feel the recognition is well deserved simply because at the heart of the opportunity we offer is that very word – value. So, rest assured Walton will continue to maintain the standards of service expected of us,” concludes Tom. ■

For additional information please visit **www.walton.com**