



# EQUITON®

# INCOME AND DEVELOPMENT FUND

As at January 1, 2023

The Equiton Real Estate Income and Development Fund Trust (The “Fund”) is a private real estate investment trust (REIT) that provides access to a diversified portfolio of institutional grade real estate assets including income-producing (commercial/industrial/lending) as well as development projects.

## FUND DETAILS

**Investment Type:** Limited Partnership/Mutual Fund Trust

**Unit Price:** \$10.00

**Minimum Initial Investment:** \$5,000

**Purchases:** Daily purchases/Weekly closings

**Redemptions:** Monthly (with restrictions)\*

**Targeted Annual Net Return:** 12% - 16% (over 10-year period)

\*Refer to the Offering Memorandum for full details

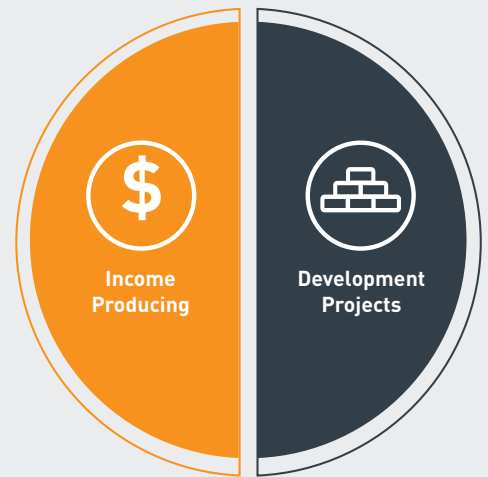
### Annual Distribution Metrics

Unit Class	Amount Paid Out
Class A	\$0.600000
Class F	\$0.700000

## FUND STRATEGY

Allow investors to benefit from a portfolio of assets that are diversified across real estate’s core investment categories:

- Actively manage a portfolio that is diversified across income-producing real estate assets (properties and lending) and development projects
- Manage risk across multiple asset classes
- Deploy capital and reposition assets to enhance value



## INVESTMENT CATEGORIES

### Income Producing



Commercial/  
Industrial/Mixed use









Mortgages/Land loans/  
Construction loans

### Development Projects



Subdivisions/Mid &  
high-rise buildings/Commercial

# KEY FUND BENEFITS

	<b>Monthly income - current annual distribution yield of 6-7% depending on Fund Series**</b>		<b>Registered plan eligible RRSP, TFSA, RESP, LIRA, RRIF</b>
	<b>Capital appreciation from increase in value of properties</b>		<b>Diversify risk across multiple real estate asset classes</b>
	<b>Special distributions from development projects</b>		<b>Reinvest distributions and receive a 2% bonus</b>

\*\* With the Equiton Income and Development Fund you can unlock 6 -7% of your annual return as monthly distributions. To give perspective, \$100,000 invested in Class A would generate a distribution of \$500 per month while \$250,000 invested in Class F would generate a distribution of \$1,458 per month.

## THE PORTFOLIO

### Income Producing

#### Commercial Property:

1960 - 1980 Hyde Park Road, London, ON.  
Multi-tenanted retail plaza anchored by Wendy's and CIBC.

**Purchase Date:** December 10, 2021

**Purchase Price:** \$11.17 Million

**Vacancy:** 100% leased at purchase

**Property Size:** 19,565 square feet of retail space on 2.63 acres

**Average Net Rent:** Approx. \$30 psf

**Average Remaining Lease Term:** Approx. 6.26 years



#### Mortgage Loan:

Loan Amount: **\$582K**

Interest Rate: **10.5%**

Maturity Date: **February 2023**

Loan Amount: **\$2.35M**

Interest Rate: **RBC Prime Rate + 2.80%**  
(Floor rate: 7.50%)

Maturity Date: **March 2023**

### Development

#### 710 Woolwich Street, Guelph, ON

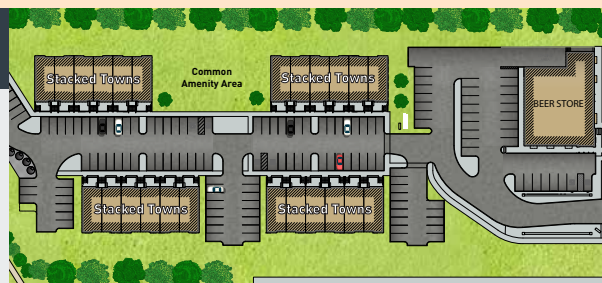
Multi-phased mixed use development featuring a new format Beer Store and upscale modern townhomes.

#### Phase 1: Retail - Under Construction

- Relocating to create space on site for development
- Newer format / more profitable
- Old store in use while new store being built (no loss in revenue)
- Essential commercial real estate

#### Phase 2: Townhomes - Planning and Approvals

- Build 96 Townhomes for sale
- Much needed residential properties
- Great location

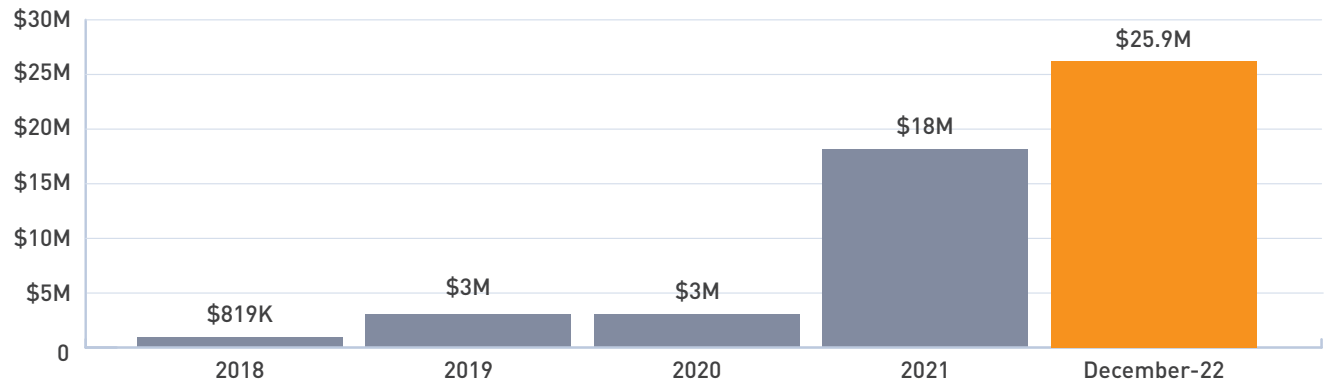


Concepts/images are proposed or for illustrative purposes. Subject to change.

# FUND STATS

As of December 31, 2022

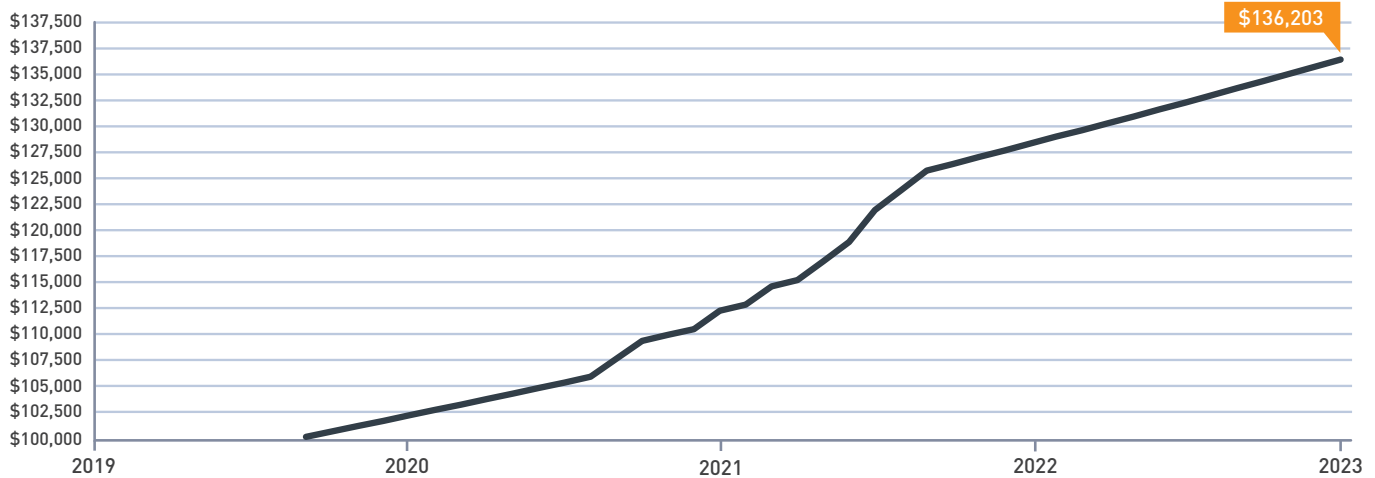
## Assets Under Management (\$ Millions)



AUM numbers are preliminary and subject to change based on audited financial statements.

## \$100,000 Invested

In Class A DRIP Since Inception<sup>§</sup>



§ Inception Date: May 2018

Net Calendar Returns (%)				
Fund Series	2019	2020	2021	2022
Class A - Cash	6.14 <sup>a</sup>	9.39	13.81	6.00
Class A - DRIP	6.31 <sup>a</sup>	9.84	14.30	6.30
Class F - Cash	-	13.18 <sup>b</sup>	14.86	7.00
Class F - DRIP	-	13.61 <sup>b</sup>	15.46	7.38

a) Not a full calendar year - annualized returns from Sept 2019 - Dec 2019

b) Not a full calendar year - annualized returns from June 2020 - Dec 2020

Net Trailing Returns (%)						
Fund Series	1 Month	3 Months	6 Months	1 Year	2 Year	SI <sup>‡</sup>
Class A - Cash	0.51	1.51	3.02	6.00	9.67	8.77
Class A - DRIP	0.52	1.55	3.13	6.30	10.23	9.71
Class F - Cash	0.59	1.76	3.53	7.00	-	10.90
Class F - DRIP	0.61	1.81	3.66	7.38	-	11.86

‡ Since Class A DRIP inception September 2019 and for Class F DRIP inception June 2020

## Selling Fee Options and FundSERV Codes

	Trust Unit Class				
	Class A			Class F	Class I - Series 1
	OPT 1: Deferred Sales Charge†	OPT 2: Low Load†	OPT 3: Front Load	Fee Based	Institutional
<b>Commission</b>	Up front – 8% of subscription price	Up front – 4% of subscription price	Negotiated with investor	N/A	N/A
<b>Trailer</b>	N/A	0.75% per annum	1.00% per annum	N/A	N/A
<b>Redemption Schedule</b>	<b>Redeemed In:</b> 1 <sup>st</sup> Year - 9.00% 2 <sup>nd</sup> Year - 8.50% 3 <sup>rd</sup> Year - 7.00% 4 <sup>th</sup> Year - 6.00% 5 <sup>th</sup> Year - 5.00% After 5 <sup>th</sup> Year - 0.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 18 mos. - 5.00% 2 <sup>nd</sup> 18 mos. - 4.00% After 36 mos. - 0.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 6 mos., a Short-Term Trading Fee - 4.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 6 mos., a Short-Term Trading Fee - 4.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 6 mos., a Short-Term Trading Fee - 4.00% or determined based on negotiation and agreement between a Subscriber and the Trust.
<b>Redemption Policy</b>	Monthly: 15th of each month, 30 days' notice, with restrictions.				
<b>FundSERV Codes</b>	EQP 301	EQP 303	EQP 305	EQP 307	EQP 309
<b>DRIP</b>	Reinvest distributions and receive a 2% bonus.				

† Where permitted by Advisor's Firm Policy

### Commissions

- Up-front commissions are based on the book value of units and are processed monthly.
- Trailer commissions are based on the market value of units and are processed monthly.

### Additional Information

- Offering documents and marketing materials in English and French at [www.equiton.com](http://www.equiton.com)

### Investor Services

Advisors can contact Investor Services for assistance at [investors@equiton.com](mailto:investors@equiton.com) or (289) 337-8103.

Please send completed subscription documents to [agreements@equiton.com](mailto:agreements@equiton.com)

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**IMPORTANT INFORMATION:** This communication is for information purposes only and is not, and under no circumstances is to be construed as, an invitation to make an investment in Equiton Real Estate Income and Development Fund Trust (The "Fund") or with Equiton Capital Inc. Investing in the Fund's Units involves risks. There is currently no secondary market through which the Fund Units may be sold and there can be no assurance that any such market will develop. A return on an investment in Fund Units is not comparable to the return on an investment in a fixed-income security. The recovery of an initial investment is at risk, and the anticipated return on such an investment is based on many performance assumptions. Although the Fund intends to make distributions of its cash to Unitholders, such distributions may be reduced or suspended. The actual amount distributed will depend on numerous factors, including the Fund's financial performance, debt covenants and obligations, interest rates, working capital requirements and future capital requirements. In addition, the market value of the Fund Units may decline if the Fund is unable to meet its cash distribution targets in the future, and that decline may be material.

Recipients of this document who are considering investing in the Fund are reminded that any such purchase must not be made on the basis of the information contained in this document but are referred to the Confidential Offering Memorandum, provided to you by the Fund ("Offering Memorandum"). A copy of the Offering Memorandum may be obtained upon request made to the attention of Equiton Capital Inc. It is important for an investor to consider the particular risk factors that may affect the industry in which it is investing and therefore the stability of the distributions that it receives. The risks involved in this type of investment may be greater than those normally associated with other types of investments. Please refer to the Offering Memorandum for a further discussion of the risks of investing in the Fund.

**PAST PERFORMANCE MAY NOT BE REPEATED.** Investing in the Fund Units can involve significant risks and the value of an investment may go down as well as up. There is no guarantee of performance. Only investors who do not require immediate liquidity of their investment should consider a potential purchase of Units.

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