The Equiton Residential Income Fund Trust (The "Apartment Fund") specializes in acquiring undervalued Canadian multiresidential properties with identifiable value creation opportunities which can be realized through insightful active management. The Apartment Fund also invests in a limited number of multi-residential developments to help ensure a cost-effective property acquisition pipeline.

## **FUND DETAILS**

Asset Manager: Equiton Partners Inc. **Investment Type:** Mutual Fund Trust Fund Status: Offering Memorandum

Inception Date: March 2018

Fund AUM: \$951M (as of January 31, 2024)\*

Unit Price: \$12.36 Distribution Yield: 6.79%

Purchases: Daily

Redemptions: Monthly with 30 days' notice\*\* Minimum Initial Investment: \$25,000 Minimum Subsequent Investment: \$5,000 Targeted Annual Net Return: 8% to 12%

Valuations: Quarterly by CBRE

Governance: Majority independent board

Management Fee: 0.81%<sup>±</sup> FundSERV Code: EQP 107

Refer to the Offering Memorandum for full details. See notes on page 2 for additional information.

## \$100,000 Invested In Class F DRIP Since Inception § As at February 29, 2024



Consecutive months positive returns As at March 1, 2024

## FUND STATS As at February 29, 2024

#### Net Calendar Year Returns§ (%)

Fund Series	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
Class F - DRIP	-	-	8.42ª	10.89	8.93	12.15	15.16	11.93	1.14

a) Annualized returns - Not a full calendar year (March 2018 - December 2018)

## Net Trailing Returns (%)

Fund Series	1 Mo	3 Mo	6 Mo	1 Yr	2 Yr	3 Yr	5 Yr	SI‡
Class F - DRIP	0.55	1.82	6.70	11.53	13.42	13.03	11.74	11.22

‡ Since Inception (March 2018)

## **KEY FUND BENEFITS**



## Monthly Income

Distributions paid monthly



## **Capital Appreciation**

From increase in value of properties



## **Tax Efficient**

Distributions are 100% return of capital (for tax purposes)



## Registered Plan Eligible

RRSP, TFSA, RESP, LIRA, RRIF



## **Historically Low Volatility**

With no negative returns since inception



## **Reinvest Distributions**

Receive a 2% bonus





# 34 Properties2,729 Portfolio Units

As at February 29, 2024

# Portfolio KPIs - Q3 2023°

Average Monthly Gross Potential Rents - Quarter	\$1,490
Revenue Gap to Market	29.76%
Overall Portfolio Occupancy	99.22%
Mortgage Debt to Gross Book Value	45.61%
Weighted Average Mortgage Interest Rate	3.02%
Weighted Average Time Remaining on Loans (years)	7.02

<sup>\*</sup> Refer to the 2023 Q3 ERIFT Financial Report for more details

Selling Fee and FundSERV Code				
	Class F			
	Fee Based			
Commission*	N/A			
Trailer <sup>µ</sup>	N/A			
Redemption Schedule	<b>Redeemed In:</b> 1st 6 mos., a Short-Term Trading Fee - 3.00%			
FundSERV Code	EQP 107			

- $\neq$  Up-front commissions are based on the book value of units and processed in the month of acquisition.
- μ Trailer commissions are based on the market value of units and are processed monthly.

#### **Additional Information**

- Available to accredited and eligible investors across Canada.
- Offering documents and marketing materials are available in English and French.

### **Investor Services**

Advisors can contact Investor Services for assistance at <u>investors@equiton.com</u> or (289) 337-8103.

Please send completed subscription documents to <u>agreements@equiton.com</u>

## **Equiton**

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#### NOTES:

- \* Assets Under Management includes cash, investment properties, property purchase deposits, and loan receivables. AUM numbers are preliminary and subject to change based on audited financial statements.
- \*\* Redemption Policy: 15th of each month, 30 days' notice without restrictions.
- ¥ Management Expense Ratio is presented excluding performance fees and is the total of the Fund's management fee (including upfront selling fees and Trailer fees), fixed administration fee, and certain operating expenses (fund costs). The MER including performance fees was 1.92% for Class F (January 2024 12 Month Trailing).

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 Residential Income 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.

DISCLAIMER: All information contained herein, while obtained from sources which are believed to be reliable, is not guaranteed as to its accuracy or completeness. 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.