



EQUITON®

EQUITON REAL ESTATE INCOME AND DEVELOPMENT FUND TRUST

Q1 REPORT
2024



Artist Concept

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FORWARD-LOOKING INFORMATION

Certain information in this communication contains “forward-looking information” within the meaning of applicable securities legislation. Forward-looking information may relate to future events or the Trust’s performance. Forward-looking information includes, but is not limited to, information regarding the Trust’s distributions, growth potential and volatility, investor returns, ability to achieve operational efficiencies, objectives, strategies to achieve those objectives, beliefs, plans, estimates, projections and intentions; and similar statements concerning anticipated future events, results, circumstances, performance or expectations and other statements that are not historical facts. These statements are based upon assumptions that the management of the Trust believes are

reasonable, but there can be no assurance that actual results will be consistent with these forward-looking statements. Forward looking information involves numerous assumptions, known and unknown risks, and uncertainties that contribute to the possibility that the forward-looking statements will not occur and may cause actual results to differ materially from those anticipated in such forward-looking statements. Some of these risks are discussed in the section “Risk Factors” in the Offering Memorandum. These forward-looking statements are made as of the date of this communication and the Trust is not under any duty to update any of the forward-looking statements after the date of this communication other than as otherwise required by applicable legislation.

LETTER FROM THE CEO AND CFO

The Equiton Real Estate Income and Development Fund Trust (the Trust) has achieved a successful start to 2024 through its diversified investment portfolio. In the first quarter of 2024, the Trust's balanced mix of yielding assets generated positive operating income and ongoing development and construction projects posted solid progress. The Trust's strategic allocation in these two categories rewards investors with regular cash flow between special distributions when development projects are completed. The Trust targets an annual net return of 12-16% over a 10-year period.

With the expansion of the Trust's commercial portfolio, assets under management (AUM) increased 27.9% to \$36.3M Y/Y. Class A and F generated trailing twelve-month total returns of 6.86% and 8.04%, respectively.

Canada's macroeconomic environment was defined by ongoing uncertainty. An optimistic inflation report early in the year was quickly negated as inflation proved stickier than expected, prompting the Bank of Canada to maintain interest rates at their current level. As a result, cap rates increased for most real estate classes, depressing transaction volumes in the quarter.





Helen Hurlbut, CFO
and Co-Founder

New condominium sales are expected to rebound later this year with an interest rate cut widely expected later this year. Lower borrowing rates will help restore buyer confidence and energize first-time homebuyers seeking an affordable entry point into the housing market.

Operationally, the Trust's income-producing commercial portfolio showed continued growth. Committed occupancy reached 100% this past quarter with the leasing of the portfolio's only vacant unit. Leases in the portfolio averaged 6.27 years (weighted) in Q1'24 and include clauses for regular rent increases, providing the Fund with contractual financial growth over the long term. Meanwhile, the portfolio generated revenues of \$306,923 (+32% Y/Y) and a net operating income (NOI) of \$184,352 (+55% Y/Y) supported by the Q3'23 addition of the retail property at 710 Woolwich Street in Guelph.

The adjacent residential townhome development at 708 Woolwich Street, Marquis Modern Towns, continues to mark new milestones as construction of four community blocks has progressed above grade at the 96-unit project. Roofing, exterior stone, windows, and mechanical and electrical rough-ins have been completed on two blocks. Second-floor framing is underway at the other two. Marketing continues for the sale of the townhomes in anticipation of occupancy commencing in late 2024.

Shortly after the conclusion of Q1'24, Management acquired a site for its third and largest Toronto condominium development project to date.

The Trust's \$3.2-million investment in this project increases its holdings to four development sites in Toronto and Southern Ontario and solidifies its status as an active buyer and developer in the market.

Located at 1099 Broadview Avenue near Toronto's downtown, TEN99 Broadview is a planned modern boutique condominium near vibrant green spaces and steps from the Bloor-Danforth subway line.

The Trust's current development projects reached new milestones last quarter. Site plan approval is expected shortly for Sandstones Condos at 2257 Kingston Road in Toronto's Beaches neighbourhood. With the opening of the site's registry, we are in the final stages of securing a sales office conveniently located near the site. In the interim, the site's tenanted commercial space continues to generate revenues sufficient to cover carrying costs.

The final site plan submission for Vicinity Condos, located west of Toronto's downtown core at 875 The Queensway, was completed during the past quarter, adjusting the project's

total residential units from 177 to 186. Ongoing marketing for the mid-rise condo (branded as KūL Condominium) will be followed by the opening of an on-site sales centre expected to welcome prospective buyers later this year.

The Trust's successful navigation of recent development and construction headwinds speaks to the strength of Management's investment strategy, which provides Unitholders with a balance of reliable, risk-adjusted income and long-term growth.

In the quarters ahead, a widely expected interest rate cut has the potential to reinvigorate Canada's real estate market with new sales and price growth. Residential construction costs are expected to ease as the year progresses, with the greatest reductions seen in Toronto, Montreal, and Vancouver. Management is confident that the coming year will present strong opportunities for investors and remains committed to delivering value for Unitholders and Stakeholders alike.

Jason Roque, CEO and Founder

Helen Hurlbut, CFO and Co-Founder

"In the first quarter of 2024, the Trust's AUM increased 27.9% to \$36.3M Y/Y."

CORPORATE PROFILE

Established in 2015, Equiton has become a leader in private equity investments. Our remarkable growth is a result of our leadership team's expertise in the industry and their ability to generate long-term wealth through real estate investments. We know that finding the right opportunities involves time, experience, and discipline. Our strategy is always forward looking, anticipating trends and adapting our approach to strengthen our market position. We focus on capitalizing on value creation opportunities and building the most robust portfolio possible for our Investors. We create value by investing in real estate and leveraging opportunities for improvement, optimization, and redevelopment. At Equiton, we make private equity real estate investments more accessible to all Canadians and believe everyone should be able to build their wealth through these solutions.

We focus on capitalizing on value creation opportunities and building the most robust portfolio possible for our Investors.

OPERATING HIGHLIGHTS

Summary of Key Performance Indicators (KPIs)

As at March 31,	Q1 2024	Q1 2023
Portfolio Performance		
Total Fund AUM (\$ Million)	\$36.3	\$28.4
Commercial Operations		
Hyde Park Commons and 710 Woolwich		
Weighted Average Occupancy Rate	91.2%	88.4%
Weighted Average Net Retail Rental Rate (\$ per occupied sq. ft.)	\$32.73	\$30.69
Operating Revenues	\$306,923	\$232,534
NOI	\$184,352	\$118,930
NOI Margin	60.1%	51.1%
Mortgage Debt to Gross Book Value	59.7%	55.2%
Weighted Average Time Remaining on the Mortgage (years)	3.41	4.01
Debt Service Coverage (times)	1.19	1.09
Interest Coverage (times)	1.70	1.67
Weighted Average Lease Term to Maturity (years)	6.27	5.03
Gross Leasable Area (sq. ft.)	26,159	19,526
Occupied Area (sq. ft.)	23,859	17,269
Vacant Area (sq. ft.) ¹	2,300	2,257

¹ As at March 31, 2024 the remaining unit was under contract.

OPERATING HIGHLIGHTS

Summary of KPIs cont.

As at March 31,	Q1 2024	Q1 2023
Financial Lending Operations⁵		
Loan to 710 Woolwich		
Loan Receivable	\$-	\$581,846
Interest Rate	-	10.50%
Time Remaining to Maturity (months)	-	2
Loan to Sandstones Condo		
Loan Receivable	\$-	\$2,350,000
Interest Rate	-	Prime Rate+2.80% ⁴
Time Remaining to Maturity (months)	-	3
Development Operations		
Active Development Projects	1	1
Equity Investment in Development ²	\$7,627,383	\$5,881,445
Total Development Cost Incurred to Date ³	\$15,895,241	\$10,733,467

² Represents the Trust's 85% equity ownership in the Woolwich Development Project as at March 31, 2024 and 2023.

³ Total expenditures incurred for the Woolwich Development Project as of March 31, 2024 and 2023 representing the Trust's 85% ownership interest.

⁴ The floor interest rate on this loan is 7.50% per annum.

⁵ All loans were paid off during 2023, earlier than expected. The Trust will be issuing new loans in Q2'24.

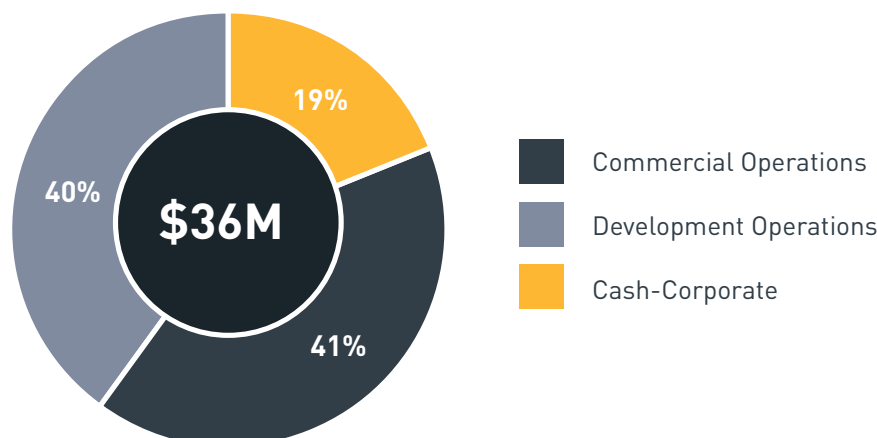
OPERATING HIGHLIGHTS

Assets Under Management (AUM)

	Q1 2024	Q1 2023
Commercial Operations		
Investment in Hyde Park Commons	10,200,000	11,715,494
Investment in 710 Woolwich	4,359,382	-
Cash	245,237	42,090
Commercial Operations	\$14,804,619	\$11,757,584
Financial Lending Operations		
Loan Receivable	-	2,931,846
Cash	441	201,191
Financial Lending Operations	\$441	\$3,133,037
Development Operations		
Investment in Woolwich Development Project ⁵	7,780,318	5,881,445
Investment in Sandstones Condo	4,300,000	4,300,000
Investment in Vicinity Condos	2,400,000	-
Cash	460	2,602
Development Operations	\$14,480,778	\$10,184,047
Cash - Corporate		
	\$7,042,602	\$3,332,422
AUM (\$)⁶	\$36,328,440	\$28,407,090

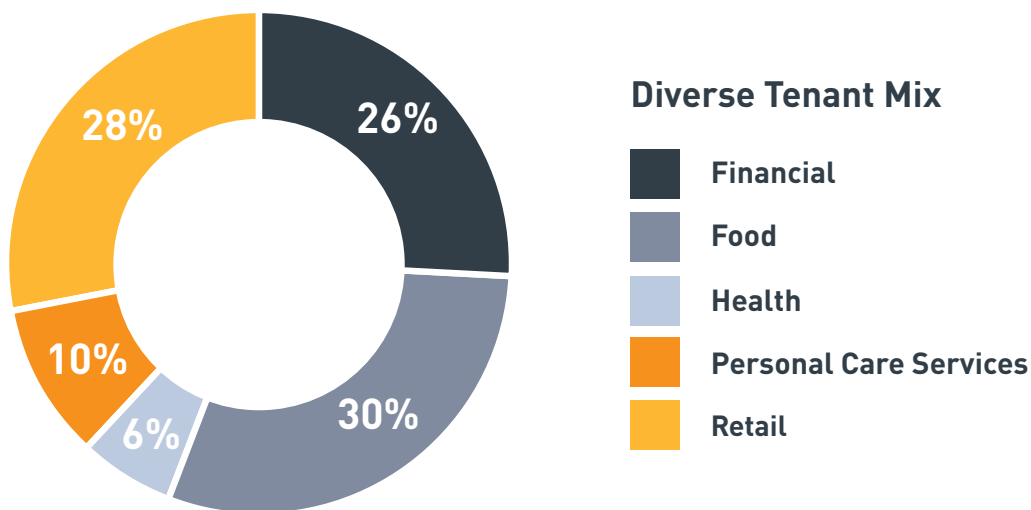
⁵ Represents the Trust's 85% equity investment in the Woolwich Development Project as at March 31, 2024 and 2023.

⁶ AUM is before the elimination of inter-entity transactions. Inter-entity transactions between the respective operations have been eliminated in the Trust's consolidated statements.



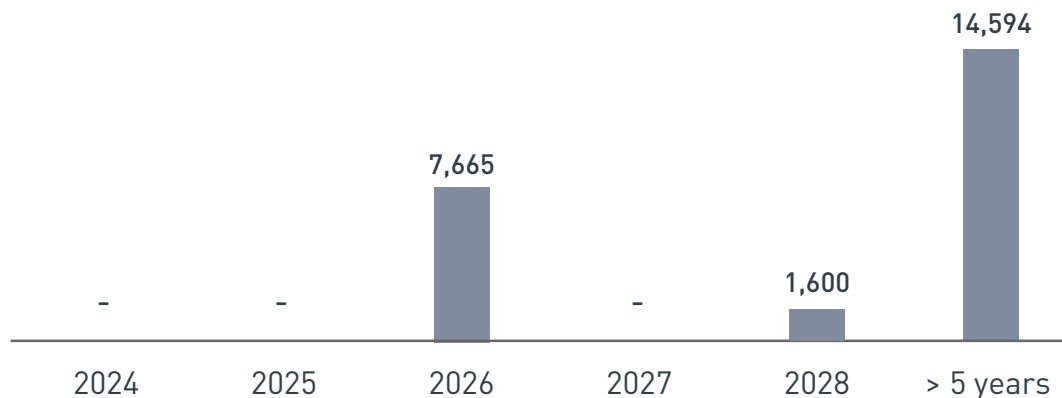
INCOME-PRODUCING COMMERCIAL TENANT PORTFOLIO

Commercial Tenant Occupancy - By Area



Commercial Tenant Maturity Profile - By Area (Sq. Ft.)

Weighted Average Lease Term to Maturity: 6.27 Years



ACQUISITIONS AND DISPOSITIONS

ACQUISITIONS: NONE
DISPOSITIONS: NONE





INCLUDED IN THE PORTFOLIO

INCOME-PRODUCING COMMERCIAL PROPERTY

Hyde Park Commons

1960 - 1980 Hyde Park Road, London, Ontario

Hyde Park Commons is a retail complex spanning 19,526 sq. ft. of gross leasable space, consisting of six units within an open-air retail structure and two standalone pad sites equipped with drive-through facilities, all situated on 2.63 acres. The plaza features a varied mix of tenants, including retail, financial services, recreation, and dining options, anchored by Wendy's and CIBC. Strategically located in Northwest London, one of the city's fastest-growing residential areas, the property enjoys significant foot traffic and high visibility along Hyde Park Road. It is located just south of Fanshawe Park Road West and west of Wonderland Road North, offering easy access via public transit and ample parking (104 spaces).





INCOME-PRODUCING COMMERCIAL PROPERTY

Retail Store

710 Woolwich Street, Guelph, Ontario

In September 2023, the Trust acquired a standalone retail building which was constructed as part of Equiton's Woolwich Development Project, in partnership with Reid's Heritage Properties. The property features a gross leasable area of 6,633 sq. ft. on a 0.74-acre site with free parking. It is leased by the Beer Store with a 10+ year net lease. This location enjoys high visibility and accessibility in northern Guelph, close to Highway 6 and serviced by public transit along Woolwich Street, which helps drive substantial consumer traffic to the area.

Income-Producing Commercial Property Summary

In the first quarter of 2024, the income-producing commercial portfolio demonstrated healthy financial performance, highlighted by an NOI of \$184,352, representing a strong NOI margin of 60.1%. The weighted average time remaining on mortgages stood at 3.41 years, while the weighted average lease term to maturity was 6.27 years, suggesting a balanced approach to debt management and lease stability. The portfolio's occupancy rate was 91.2%, showcasing the continued demand for commercial space in the region. Additionally, the weighted average net retail rental rate reached \$32.73 per occupied square foot, underscoring strong rental market conditions.

Overall, the portfolio's operating revenues amounted to \$306,923 as at March 31, 2024, up 32% Y/Y, reflecting its solid income generation and potential for continued profitability.



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ACTIVE DEVELOPMENT PROJECT

Marquis Modern Towns

708 Woolwich Street, Guelph, Ontario

Marquis Modern Towns is a burgeoning development situated in the heart of North Guelph. In collaboration with Reid's Heritage Properties, this project will comprise 96 modern stacked townhomes spread across four community blocks. It will offer a contemporary living experience featuring spacious 2-bedroom, 2-bathroom urban townhomes available for purchase. Nestled amidst natural surroundings, Marquis Modern Towns is tucked behind Woodlawn Memorial Park and opposite Riverside Park, offering residents a serene and picturesque environment spanning 80 acres of land near the Speed River.

Significant progress was achieved in Q1, with all four blocks advancing steadily. Block D is set to begin occupancy in Q4, followed by Blocks B, A, and C in succession. Advertising has launched in HOMES+ LOCALE magazine which is distributed across 800 points spanning the Tri-Cities, Guelph, and surrounding regions. The project is expected to begin occupancy in late 2024 with an estimated total value upon completion of \$61M.



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ACTIVE DEVELOPMENT PROJECT

Sandstones Condo

2257 Kingston Road, Toronto, Ontario

In August 2022, the Trust acquired trust units representing an 11% interest in Sandstones Condo Trust. Sandstones Condo is an upcoming urban mid-rise condominium situated near the Scarborough Bluffs in Toronto. Positioned to offer stunning views of the lake and downtown skyline, it boasts close proximity to Toronto's bustling downtown core. The development is set to comprise approximately 329 residential condo units for sale, along with two levels of underground parking and nearly 7,300 sq. ft. of commercial space. With its prime location, this build-for-sale project is expected to be highly appealing to potential buyers. Designed with a beach-chic aesthetic, Sandstones Condo will feature 1- to 3-bedroom suites.

The city received our third submission of the Zoning By-law Amendment (ZBA) last quarter, marking a critical step forward in the project's regulatory process. Approval is anticipated soon, representing a key milestone in aligning the proposed development with the city's planning guidelines and regulatory requirements. Additionally, work has begun on the Site Plan Approval (SPA) submission drawings, which are essential for outlining the site's specific layout, design, and technical details. We are in the final stages of securing a sales office conveniently located near the site, and interested buyers can now register for condos. Sandstones Condo is expected to be completed and available for occupancy in Q3'27, with an estimated completion value of \$285M.



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ACTIVE DEVELOPMENT PROJECT

Vicinity Condos

875 The Queensway, Toronto, Ontario

Vicinity Condos Trust, being marketed as KüL Condos, is a planned 11-storey mid-rise condo in the west end of Toronto, just off the Gardiner Expressway. The site is in a highly desirable location that's close to amenities and minutes from downtown Toronto. The project is planned to include approximately 186 residential condo units for sale, and approximately 2,500 sq. ft. of commercial space with 13,000 sq. ft. of indoor and outdoor amenities. This condominium will have a Scandinavian-inspired design with clean lines and a strong emphasis on practicality and functionality. It will be an urban, sleek, boutique, condominium with units ranging from 1- to 3-bedroom suites.

In the first quarter, the third and final SPA was prepared for submission. This submission includes changes such as increasing the total number of residential units in the development from 177 to 186. The city has been updated on the proposed modifications, and a meeting to discuss the submission has been scheduled. The marketing campaign for selling condo units is ongoing, with site hoarding signage posted, social media campaigns launched, and advertising space secured in top magazines to attract potential buyers and brokers for registrations ahead of sales commencement. Vicinity Condos is on track for completion and occupancy in Q3'26, with an estimated completion value of \$155M.



RISKS AND UNCERTAINTIES

There are certain risk factors inherent in an investment in the Trust Units and in the activities of the Trust, including, but not limited to, risks related to availability of distributable income, liquidity and potential price fluctuations of the Trust Units, redemption risk, tax-related risks, litigation risks, risks of real estate investment and ownership, mortgage refinancing, availability of cash flow, risk of changes in government regulation, environmental matters, Trust Unitholder liability, dependence on key personnel, potential conflicts of interest, changes in legislation, investment eligibility and dilution arising from the issue of additional Trust Units. See “OFFERING MEMORANDUM” for full list of Risks.

Consolidated Financial Statements

Equiton Real Estate Income and Development
Fund Trust (Formerly Equiton Balanced Real
Estate Fund Trust) (Unaudited)

For the three month period ended March 31,
2024


Equiton Real Estate Income and Development Fund Trust


Consolidated Statements of Financial Position

	Mar 31, 2024	Dec 31, 2023
Assets		
Cash	\$ 8,841,905	\$ 6,324,356
Restricted cash	96,975	15,304
Accounts receivable	189,761	174,367
Prepays	628,575	651,907
Investment properties (Note 4)	14,559,382	14,558,207
Real estate inventory under development (Note 5)	15,895,241	12,493,106
Due from related parties (Note 6)	5,300	3,300
Due from RHH Rental Properties Ltd. (Note 9)	24,539	12,579
Investment in Vicinity Condos Trust (Note 7)	2,400,000	2,400,000
Investment in Sandstones Condo Trust (Note 7)	4,300,000	4,300,000
Total assets	\$ 46,941,678	\$ 40,933,126
Liabilities		
Payables and accruals	\$ 3,101,376	\$ 2,114,838
Customer deposits	2,374,322	1,250,000
Unit subscriptions held in Trust	96,975	15,304
Security deposit	116,961	51,932
Due to related parties (Note 6)	62,959	416,740
Mortgages payable (Note 10)	14,211,955	11,568,260
	19,964,548	15,417,074
Net assets attributable to Unitholders	26,977,130	25,516,052
Total liabilities and unitholders' equity	\$ 46,941,678	\$ 40,933,126

Commitments (Note 14)

Approved on behalf of the Trust

 Trustee

 Trustee

Equiton Real Estate Income and Development Fund Trust

Consolidated Statements of Loss and Comprehensive Loss

	Quarter ended March 31,	
	2024	2023
Revenue		
Rental income	\$ 306,877	\$ 232,534
Interest income	82,934	63,362
Other income	2,126	14,016
	<u>\$391,937</u>	<u>\$309,912</u>
Expenses		
Asset managements fees (Note 12)	162,991	\$128,948
Bank fees	2,134	2,342
Dues and subscriptions	7,406	11,672
General and administrative	26,550	33,513
Interest and finance cost	124,103	83,583
Origination fees (Note 12)	1,042	3,678
Participation fees (Note 12)	-	12,424
Professional fees	41,823	34,215
Property operating expenses	144,809	113,502
Selling and marketing	13,072	-
	<u>\$523,930</u>	<u>\$423,877</u>
Net loss and comprehensive loss	<u>\$ (131,993)</u>	<u>\$ (113,965)</u>

Equiton Real Estate Income and Development Fund Trust

Consolidated Statements of Changes in Net Assets

Attributable to Unitholders

For the quarter ended March 31, 2024

	Units	Deficit	Net Assets attributable to Unitholders
Net assets attributable to Unitholders, January 1, 2023	\$ 22,429,883	\$ (3,784,301)	\$ 18,645,582
Issuance of Class A Trust units (Note 11)	9,471,042	-	9,471,042
Redemptions of Class A Trust units (Note 11)	(497,691)	-	(497,691)
Issuance of Class F Trust units (Note 11)	298,851	-	298,851
Redemptions of Class F Trust Units (Note 11)	(1,547,169)	-	(1,547,169)
Issuance of Class B Trust units (Note 11)	3,125,178	-	3,125,178
Issuance of Class C Trust units (Note 11)	1,581,113	-	1,581,113
Issuance costs (Note 11)	(1,202,200)	-	(1,202,200)
Distributions to Unitholders	-	(2,229,569)	(2,229,569)
Net loss	-	(2,129,085)	(2,129,085)
Net assets attributable to Unitholders, December 31, 2023	\$ 33,659,007	\$ (8,142,955)	\$ 25,516,052
Net assets attributable to Unitholders, January 1, 2024	\$ 33,659,007	\$ (8,142,955)	\$ 25,516,052
Issuance of Class A Trust units (Note 11)	2,448,914		2,448,914
Redemptions of Class A Trust units (Note 11)	(44,480)		(44,480)
Issuance of Class F Trust units (Note 11)	79,601		79,601
Redemptions of Class F Trust units (Note 11)	(250,000)		(250,000)
Issuance of Class B Trust units (Note 11)	159,239		159,239
Issuance of Class C Trust units (Note 11)	27,127		27,127
Issuance costs (Note 11)	(231,837)		(231,837)
Distributions to Unitholders		(595,493)	(595,493)
Net loss		(131,993)	(131,993)
Net assets attributable to Unitholders, March 31, 2024	\$ 35,847,571	\$ (8,870,441)	\$ 26,977,130

See accompanying notes to the consolidated financial statements.

Equiton Real Estate Income and Development Fund Trust

Consolidated Statements of Cash Flows

Mar 31, 2024

Mar 31, 2023

Increase (decrease) in cash

Operating activities

Net loss	\$ (131,993)	\$ (113,965)
Items not affecting cash:		
Amortization of deferred financing charges	10,749	(4,972)
Changes in non-cash operating items (Note 13)	<u>1,897,757</u>	<u>(472,884)</u>
Cash (used in) provided by operating activities	<u>1,776,513</u>	<u>(591,821)</u>

Financing activities

Proceeds from issuance of Class A units	2,043,200	2,482,652
Proceeds from issuance of Class B units	114,000	553,515
Proceeds from issuance of Class C units	-	250,000
Proceeds from issuance of Class F units	46,914	10,000
Redemption of Class A units	(44,480)	(31,675)
Redemption of Class F units	(250,000)	(52,790)
Distributions	(84,725)	(80,489)
Issuance costs	(231,837)	(346,550)
Proceeds from (repayment of) mortgage payable	<u>2,632,946</u>	<u>(37,605)</u>
Cash provided by financing activities	<u>4,226,018</u>	<u>2,747,058</u>

Investing activities

Purchase of investments	(1,176)	-
Real estate inventory development costs	<u>(3,402,135)</u>	<u>(122,615)</u>
Cash used in investing activities	<u>(3,403,311)</u>	<u>(122,615)</u>

Net increase (decrease) in cash during the year 2,599,220 2,032,622

Cash, beginning of year 6,339,660 1,452,635

Cash, end of quarter \$ 8,938,880 \$ 3,485,257

Cash presented as:

Cash	\$ 8,841,905	\$ 3,359,680
Restricted cash	96,975	125,577

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

1. Nature of operations

Equiton Real Estate Income and Development Fund Trust ("Trust") is an open-ended real estate investment trust ("REIT") established on April 30, 2018 under the laws of the Province of Ontario.

As at March 31, 2024 the Trust qualified as a "mutual fund trust" (pursuant to subsection 132(6) of the Income Tax Act) and it was formed primarily to indirectly invest in a diversified pool of North American based real estate assets which include income producing property, real estate development and construction, and real estate financing and lending.

As of March 31, 2024, the Trust has a 99.999% interest in Equiton Real Estate Income and Development Fund LP (the "Limited Partnership") and the Limited Partnership has a 99.999% interest in three different limited partnerships: Equiton Real Estate Development Fund LP ("Development LP"), Equiton Commercial Real Estate Fund LP and Equiton Real Estate Financial LP. Development LP has an 85% interest in an investment property under development through a joint operation with RHH Rental Properties Ltd.

2. General information and statement of compliance with IFRS

The consolidated financial statements of the Trust have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

The consolidated financial statements are presented in Canadian dollars, which is the Trust's functional currency. The Trust's head office is located at 1111 International Boulevard, Suite 500, Burlington, Ontario L7L 6W1.

The consolidated financial statements were approved and authorized for issue by the Trust on May 13, 2024.

3. Summary of significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below.

Principles of consolidation

The consolidated financial statements comprise the financial statements of the Trust and its controlled investment in other entities. Control exists when the Trust is exposed or has rights to variable returns from its involvement with the investee entities and has the ability to affect those returns through its power over its investments in those entities. The investments are consolidated from the date on which control is transferred to the Trust and will cease to be consolidated from the date on which control is transferred out of the Trust.

The Trust has an investment in the Limited Partnership which is controlled via contractual arrangements that provide the Trust with control over this Limited Partnership. The results of investments acquired or disposed of during the year are included in the consolidated statements of loss and comprehensive loss from the effective date of acquisition and up to the effective date of disposal, as appropriate.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Principles of consolidation (continued)

Intra-group balances and transactions, and any unrealized gains and losses or income and expenses arising from intragroup transactions are eliminated in preparing the consolidated financial statements. Unrealized gains arising from transactions with the investments are eliminated to the extent of the Trust's interest in the entity. Unrealized losses are eliminated in the same way as unrealized gains, but only to the extent that there is no evidence of impairment.

The consolidated financial statements of the Trust set out the assets, liabilities, revenues, expenses, and cash flows of the Trust and its direct and indirect investments in the following limited partnerships:

Entity	Direct ownership interest at	
	Mar 31, 2024	Dec 31, 2023
Equiton Real Estate Income and Development Fund LP	99.999%	99.999%
Equiton Real Estate Financial LP	99.999%	99.999%
Equiton Commercial Real Estate Fund Limited Partnership	99.999%	99.999%
Equiton Real Estate Development Fund LP	99.999%	99.999%

These consolidated financial statements have been prepared on the historical cost basis except for the investment property and the investment in Sandstones Condo Trust and Vicinity Condo Trust which are measured at fair value through profit and loss ("FVTPL").

Investment property

Property that is held for long-term rental yields or for capital appreciation or both, is classified as investment property. Investment property also include property that are being constructed or will be developed for future use as investment property.

Investment property is measured initially at their cost, including related transaction costs, initial leasing commissions, and where applicable, borrowing costs. Investment property also include tenant improvements, leasing costs (commissions and straight-line rent adjustments) in order to avoid double counting when establishing the fair value of the investment property.

Subsequent expenditures are capitalized to the asset's carrying amount only when it is probable that future economic benefits associated with the expenditure will flow to the Trust and the cost of the item can be measured reliably. Such costs include suite preparation costs, which are incurred to improve the condition of a space to enhance its lease ability, and capital expenditures. All other repairs and maintenance costs are expensed when incurred.

After initial recognition, investment property is carried at fair value. Fair value is based upon valuations performed by an appraiser accredited through the Appraisal Institute of Canada, using valuation techniques including the direct capitalization and discounted cash flow methods. Recent real estate transactions with similar characteristics and location to the Trust's assets are also considered.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Investment property (continued)

Changes in fair value are recognized in the statement of income and comprehensive income. Investment properties are derecognized when they have been disposed.

See below for details of the treatment of leasing costs capitalized within the carrying amount of the related investment property.

Real estate inventory under development

Real estate inventory under development is acquired or constructed for sale in the ordinary course of business and is held as inventory and measured at the lower of cost and net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, based on prevailing market prices at each reporting date and discounted for the time value of money, if material, less estimated costs of completion and estimated selling costs.

Cost includes all expenditures incurred in connection with the acquisition of the property and other costs incurred in bringing the inventories to their present location and condition. This includes predevelopment expenditures, direct development and construction costs and borrowing costs directly attributable to the construction of the inventory. Direct costs of real estate inventory are based on actual costs incurred or to be incurred.

Leasing costs

Leasing costs are costs incurred by the Trust to induce a tenant to enter into a lease for space in the properties. Leasing costs consist of five categories of costs, with accounting treatments as follows:

i) Leasing commissions

Leasing commissions are incurred by the lessor in the negotiation and execution of leasing transactions. These costs are capitalized to investment properties and are considered in the fair value adjustment of the investment properties if material, otherwise they are expensed.

ii) Tenant improvements

Tenant improvements are costs incurred to make leasehold improvements to the tenants' space. These costs are capitalized to investment properties and are considered in the determination of the fair value of the investment properties.

iii) Tenant incentives

Tenant incentives include cash payments, the buy-out of previous lease obligations, and payment of moving expenses. Tenant incentives are recognized as a receivable and amortized as a reduction of rental revenue over the initial term of the related leases. These receivables are included in investment properties and are considered in the determination of the fair value of the investment properties.

iv) Rent free or lower than market rate rents

Incentives in the form of free rent or lower than market rate rent form part of the straight-line rent adjustments. The accounting of straight-line rents is described in the revenue recognition note.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Leasing costs (continued)

v) Marketing costs

Marketing costs include advertising, space plans, credit checks and promotion costs. These costs are expensed as incurred.

The Trust may incur certain significant costs for repair or replacement items that are recoverable from tenants. If such costs incurred meet the criteria for betterment, they are capitalized to investment properties in the period incurred. Otherwise, they are recognized as an operating expense in the statement of loss and comprehensive loss in the period incurred.

Long term repairs and replacement items are recovered from tenants at cost plus interest over a number of periods. The amount recovered in the current period is included in operating expense recoveries. No receivable is set up for potential future recoveries of the long-term items due to the lack of certainty of collection.

Joint arrangements

A joint arrangement is a contractual arrangement pursuant to which the Trust or a controlled entity and other parties undertake an economic activity that is subject to joint control, whereby the strategic financial and operating policy decisions relating to the activities of the joint arrangement require the unanimous consent of the parties sharing control. Joint arrangements are of two types - joint ventures and joint operations. A joint operation is a joint arrangement in which the Trust has rights to the assets and obligations for the liabilities relating to the arrangement. A joint venture is a joint arrangement in which the Trust has rights to only the net assets of the arrangement.

The Trust is party to a single joint arrangement, which is a joint operation, through Development LP's 85% co-ownership interest in 710 Woolwich Street, Guelph, Ontario (Note 8). Joint operations are accounted for by recognizing the Trust's proportionate share of the assets, liabilities, revenue, expenses and cash flows of the joint operation. When Development LP transacts with either the Trust or other limited partnerships on behalf of the co-ownership, unrealized profits and losses and balances outstanding are eliminated to the extent of the Trust's interest in the joint operations.

Revenue recognition

The Trust has retained substantially all of the risks and benefits of ownership of its investment properties and therefore accounts for leases with its tenants as operating leases.

As such, the Trust continues to use the straight-line method of base rental revenue recognition whereby the total of cash rents due over the term of a lease is recognized evenly over that term. Accordingly, an accrued rent receivable is recorded for the difference between the straight-line rent adjustments recorded as revenue and the rent that is contractually due from the tenants. This accrued rent receivable is included in investment properties.

Other rental revenues included in the leases such as parking revenues, storage revenues, signage revenues and lease termination fees are recognized as revenue during the period in which the services are performed, and collectability is reasonably assured.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Revenue recognition (continued)

Service components within the Trust lease arrangements fall within the scope of IFRS 15, 'Revenue from contracts with customers', specifically the recoveries of operating costs and property taxes. The Trust recognizes recoveries revenues in the period in which the corresponding services are performed, and collectability is reasonably assured.

Interest income

Mortgage interest income is recognized at the effective interest rate and recorded over the term of the mortgage when reasonable assurance exists regarding the measurement and collectability. Lender fees are earned over the term of the mortgage as performance obligations are met. Lender fees received in advance of being recognized as revenue are deferred and recognized over the term of the mortgage.

Tenant deposits

Tenant deposits are recognized initially at the fair value of the cash received and subsequently measured at amortized cost. The Trust obtains deposits from tenants as a guarantee for returning the leased premises at the end of the lease term in a specified good condition or for specified lease payments according to the terms of the lease.

Financial instruments

(i) Financial assets

In accordance with IFRS 9, 'Financial Instruments', financial assets are required to be measured at fair value on initial recognition. Subsequent to initial recognition, financial assets are categorized and measured based on how the Trust manages its financial instruments and the characteristics of their contractual cash flows. IFRS 9 contains three principal classification categories for financial assets:

- i) Measured at amortized cost,
- ii) Fair value through other comprehensive income,
- iii) Fair value through profit or loss

A financial asset is measured at amortized cost if it meets both of the following conditions

- i) It is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- ii) The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

The Trust's financial assets are recognized initially at fair value and subsequently at amortized cost using the effective interest method. Financial assets subsequently measured at amortized cost consist of cash, restricted cash, accounts receivable, due from related parties and mortgage receivable. The investment in Sandstones Condo Trust does not meet the criteria for amortized cost measurement and is subsequently measured at fair value through profit and loss.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Financial instruments (continued)

(i) Financial assets (continued)

Impairment – Expected Credit Loss Model:

For the impairment of financial assets, IFRS 9 uses a forward-looking 'expected credit loss' ('ECL') model. The measurement options for the ECL are lifetime expected credit losses and 12-month expected credit losses.

The Trust uses the practical expedient to determine ECL on receivables using a provision matrix based on historical credit loss experiences adjusted for forward-looking factors specific to the debtors and to the economic environment to estimate lifetime ECL.

(ii) Financial liabilities

In accordance with IFRS 9, 'Financial Instruments', financial liabilities are required to be measured at fair value on initial recognition. Subsequent to initial recognition, financial liabilities are measured based on two categories:

- i) Amortized cost, and
- ii) Fair value through profit or loss

Under IFRS 9, all financial liabilities are classified and subsequently measured at amortized cost except in certain cases. The Trust has no financial liabilities that meet the definitions of these specific cases. Financial liabilities consist of payables, unit subscriptions held in trust, security deposits, due to related parties, due to RHH Rental Properties Ltd. and mortgages payable.

A financial liability is derecognized when the obligation under the liability is discharged, cancelled or expires.

(iii) Fair value

Fair value measurements recognized in the statement of financial position are categorized using a fair value hierarchy that reflects the significance of inputs used in determining the fair values. Each type of fair value is categorized based on the lowest level input that is significant to the fair value measurement in its entirety. Assessing the significance of a particular input to the fair value measurement in its entirety requires judgement, considering factors specific to the asset or liability.

The fair value hierarchy for measurement of assets and liabilities is as follows:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 - Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly.

Level 3 - Inputs for the asset or liability that are not based on observable market data.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Financial instruments (continued)

(iii) Fair value (continued)

The fair value of cash, restricted cash, accounts receivable, mortgages receivable, due from/to related parties, payables, due to RHH Rental Properties Ltd., unit subscriptions held in trust, security deposit and mortgages payable approximate their fair values due to the short-term to maturity of the financial instruments.

The fair values as at March 31, 2024 and December 31, 2023 of the investment in Sandstones Condo Trust, investment properties, and mortgages receivable and mortgages payable before deferred financing costs are estimated at:

	<u>March 31, 2024</u>	<u>Dec 31, 2023</u>
Investment in Sandstones Condo Trust	\$ 4,300,000	\$ 4,300,000
Investment in Vicinity Condo Trust	2,400,000	2,400,000
Investment properties	14,559,382	14,558,207
Mortgages payable	14,084,628	11,539,614

These are compared with the carrying value of:

	<u>March 31, 2024</u>	<u>Dec 31, 2023</u>
Investment in Sandstones Condo Trust	\$ 4,300,000	\$ 4,300,000
Investment in Vicinity Condo Trust	2,400,000	2,400,000
Investment properties	14,559,382	14,558,207
Mortgages payable	14,211,955	11,568,260

The fair value of the mortgages payable in Q1 2024 varied from the carrying value due to fluctuations in interest rates since its issue.

Critical accounting estimates, assumptions, and judgements

Estimates and judgments are continually evaluated and are based on historical experience as adjusted for current market conditions and other factors. Management makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results.

a) Estimates

The Trust has made the following critical accounting estimates:

Investment properties

In addition, the computation of cost reimbursements from tenants for realty taxes, insurance and common area maintenance charges is complex and involves a number of estimates, including the interpretation of terms and other tenant lease provisions. Tenant leases are not consistent in dealing with such cost reimbursements, and variations in computations can exist. Adjustments are made throughout the year to these costs recovery revenues based upon the Trust's best estimate of the final amounts to be billed and collected.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Critical accounting estimates, assumptions and judgements (continued)

In determining estimates of fair values for its investment properties, the assumptions underlying estimated values are limited by the availability of comparable data and the uncertainty of predictions concerning future events. Should the underlying assumptions change, actual results could differ from the estimated amounts.

- i. Property tenancies
- ii. Market rents
- iii. Market terminal capitalization rates
- iv. Discount rates
- v. Direct capitalization rates
- vi. Economic environment and market conditions
- vii. Market activity

In determining the net recoverable estimate for the purpose of impairment testing, the assumptions of underlying estimated values are limited by the availability of comparable data and the uncertainty of prediction concerning future events. Should the underlying assumptions change, actual results could differ from the estimated amounts.

Net realizable value of real estate inventory under development

Real estate inventory under development is stated at the lower of cost and net realizable value. In calculating net realizable value, management must estimate the selling price of these assets based on prevailing market prices at the dates of the statement of financial position, discounted for the time value of money, if material, less estimated costs of completion and estimated selling costs. If estimates are significantly different from actual results, the carrying amounts of these assets may be overstated or understated on the consolidated statements of financial position and, accordingly, earnings in a particular period may be overstated or understated.

b) Judgements

Leases

The Trust makes judgements in determining whether improvements provided to tenants as part of the tenant's lease agreement represent a capital expenditure or an incentive.

Assessment of control

In determining whether the Trust controls the entities in which it invests, management is required to consider and assess the definition of control in accordance with IFRS 10. The Trust has assessed that the Sandstones Condo Trust has the ability to direct all relevant activities of the Sandstones Condo Limited Partnership and that the General Partner does not control the Sandstones Condo Limited Partnership. There is judgment required to determine whether the rights of the Trust result in control of the Sandstones Condo Trust.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

3. Summary of significant accounting policies (continued)

Critical accounting estimates, assumptions and judgements (continued)

b) Judgements (continued)

Net assets attributable to unitholders

Trust units are redeemable at the holder's option and therefore are considered a puttable instrument in accordance with International Accounting Standard 32 - Financial Instruments: Presentation ("IAS 32"), subject to certain limitations and restrictions. Puttable instruments are required to be accounted for as financial liabilities, except where certain conditions are met, in which case, the puttable instruments may be presented as net assets attributable to unitholders. The Trust units meet the necessary conditions and have therefore been presented as net assets attributable to unitholders under IAS 32.

Joint arrangements

When determining the appropriate basis of accounting for the Trust's investment in co-ownership, the Trust makes judgments about the degree of control that the Trust exerts directly or through an arrangement over the co-ownership's relevant activities. The Trust has determined that its interest in the co-ownership is a joint operation.

Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Accounting estimates will, by definition, seldom equal the actual results. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future years affected.

New standards adopted

The following accounting pronouncements, which have become effective and were adopted January 1, 2023, do not have a significant impact on the Trust's financial results or financial position:

- IFRS 17, 'Insurance Contracts'
- Disclosure of Accounting Policies (Amendments to IAS 1)
- Definition of Accounting Estimates (Amendments to IAS 8)
- Deferred Tax related to Assets and Liabilities arising from a Single Transaction (Amendments to IAS 12)

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

4. Investment properties

	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
Balance, beginning of year	\$ 14,558,207	\$ 11,715,494
Transfer from real estate inventory under development	-	3,520,700
Purchase of real estate inventory from RHH Rental Properties Limited	-	621,300
Capital expenditures and transaction costs	1,175	216,207
Decrease in fair market value of investment properties	-	(1,515,494)
Balance, end of year	<u>\$ 14,559,382</u>	<u>\$ 14,558,207</u>

5. Real estate inventory under development

	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
Balance, beginning of year	\$ 12,493,106	\$ 10,559,513
Development costs	3,402,135	5,454,293
Transfer to investment properties	-	(3,520,700)
Balance, end of year	<u>\$ 15,895,241</u>	<u>\$ 12,493,106</u>

The above represents Equiton Real Estate Development Fund LP's interest an 85% interest in land and property, through its investment in a co-ownership (Note 8).

6. Related party transactions

Agreement with Equiton Capital Inc.

The Trust has entered into an Agency Agreement with Equiton Capital Inc. (the "Agent"), a related party through (a) sharing key management personnel with the Trust and (b) one of the Trustees of the Trust indirectly controls Equiton Capital Inc. The Trust has retained the Agent to act as a selling agent of the Trust Units.

Pursuant to the Agency Agreement, during the quarter ended at March 31, 2024, the Trust incurred agency fees with the Agent related to the issuance of Trust Units in the amount of \$231,837 (March 31, 2023 - \$ 346,550), which are included in issuance costs in the consolidated statements of changes of net assets attributable to unitholders.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

6. Related party transactions (continued)

Due from related parties

	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
Due from Equiton Balanced Real Estate Fund GP Inc. (a related party as the general partner of Equiton Balanced Real Estate Fund LP)	\$ 1,100	\$ 1,100
Due from Equiton Real Estate Commercial GP Inc. (a related party as the general partner of Equiton Real Estate Commercial LP)	500	500
Due from Equiton Real Estate Development GP Inc. (a related party as the general partner of Equiton Real Estate Development LP)	500	500
Due from Equiton Real Estate Financial GP Inc. (a related party as the general partner of Equiton Real Estate Financial LP)	<u>3,200</u>	<u>1,200</u>
	<u>\$ 5,300</u>	<u>\$ 3,300</u>

Due to related parties

	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
Due to Equiton Partners Inc. (a related party being the asset manager of the limited partnerships) through shared management)	\$ 62,959	\$ 416,740
	<u>\$ 62,959</u>	<u>\$ 416,740</u>

Balances due to/from related parties are unsecured, non-interest bearing and due on demand.

7. Investment in Sandstone Condo Trust and Vicinity Condos Trust

On August 31, 2022, the Trust purchased 43,000 Class B units of Sandstones Condo Trust for \$4,300,000. Sandstones Condo Trust is a related party through common management. Sandstones Condo Trust controls a limited partnership that is developing a multi-residential property located at 2257 Kingston Road, Toronto, Ontario. The investment in Sandstones Condo Trust is recorded at its fair market value which approximates the carrying value as at March 31, 2024.

On August 24, 2023, the Partnership purchased 24,000 Class B units of Vicinity Condos Trust for \$2,400,000. Vicinity Condos Trust is a related party through common management. Vicinity Condos Trust controls a limited partnership that is developing a multi-residential property located at 875 Queensway, Toronto, Ontario. The investment in Vicinity Condos Trust is recorded at its fair market value which approximates the carrying value as at March 31, 2024.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

8. Joint arrangements

Interests in joint operations

The Trust's indirect interests in the real estate inventory under development located at 710 Woolwich Street, Guelph, Ontario are subject to joint control and accounted for as a joint operation. Equiton Real Estate Development Fund LP entered into a co-ownership agreement with RHH Rental Properties Ltd. and is developing a multi-residential property with townhouses in Guelph, Ontario. The co-ownership was formed on August 28, 2021 and is governed by co-owner's agreement effective as of that date. The co-ownership agreement stipulates that a co-owners Committee be formed consisting of two members, of whom one member shall be appointed by each of the co-owners. All major decisions, as defined in the agreements, require the unanimous vote of the members of the co-owners Committee. The Equiton Real Estate Development Fund LP's ownership interest is 85%. A portion of the property was redeveloped for a commercial tenant and the redevelopment was completed during the year. The financial information in respect of the Trust's indirect 85% proportionate share of the joint operation is as follows:

	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
Assets		
Cash	\$ 1,650,141	\$ 218,479
Accounts receivable	15,220	27,797
Prepaid expenses and security deposits	558,279	558,279
Real estate inventory under development	<u>16,067,957</u>	<u>12,665,735</u>
Total assets	<u>\$ 18,291,597</u>	<u>\$ 13,470,290</u>
Liabilities		
Payables and accruals	\$ 2,636,067	\$ 1,594,747
Customer deposits	2,374,322	1,275,000
Mortgage payable	<u>5,653,825</u>	<u>2,975,000</u>
Total liabilities	<u>10,664,214</u>	<u>5,844,747</u>
Co-owner equity	<u>7,627,383</u>	<u>7,625,543</u>
Total liabilities and co-owner equity	<u>\$ 18,291,597</u>	<u>\$ 13,470,290</u>

9. Due to RHH Rental Properties Ltd.

RHH Rental Properties Ltd. is a 15% joint owner and developer in the co-ownership (Note 8), and amounts receivable or payable are non-interest bearing and due on demand.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

10. Mortgages payable

	Payment Type	Interest Rate	Maturity date	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
a)	Blended	4.43%	April 1, 2027	6,309,494	6,348,784
b)	Blended	6.61%	Oct 1, 2028	2,389,077	2,395,666
c)	Interest only	Prime + 1.50%	Due on demand	5,653,825	2,975,000
				14,352,396	11,719,450
Less: Deferred financing charges				(140,441)	(151,190)
				\$ 14,211,955	\$ 11,568,260

The first two mortgage payables are repayable as follows:

2024	\$ 140,907
2025	195,758
2026	205,172
2027	5,880,498
2028	<u>2,276,236</u>
	\$ 8,698,571

- The first mortgage payable is also with First National Financial LP. The loan bears interest at 4.43% and matures on April 1, 2027. The Trust must comply with its mortgage agreement. The Trust met the requirements of the mortgagor as at March 31, 2024 and Dec 31, 2023.
- The second mortgage payable is with also with First National Financial LP. The loan bears interest at 6.61% and matures on October 1, 2028. The Trust must comply with its mortgage agreement. The Trust met the requirements of the mortgagor as at March 31, 2024 and Dec 31, 2023.
- The third mortgage is an 85% share of the co-ownership's construction loan with VersaBank that bears interest a prime plus 1.50% (8.70% as at December 31, 2023). The mortgage provides for advances of up to \$35,250,000 to be advanced in three separate tranches.

The Trust must comply with its mortgage agreement. The Trust met the requirements of the mortgagor as at March 31, 2024 and Dec 31, 2023.

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

11. Unitholders' equity

In Q1, 2024, the Trust issued 204,320 Class A units (2023 - 799,494 Class A Units) at a price of \$10 per unit (2023 - \$10 per unit), 4,691 Class F units (2023 - 13,034 Class F units) at a price of \$10 per unit (2023 - \$10 per unit), 11,400 Class B units (2023 - 301,227) at a price of \$10 per unit (2023 - \$10 per unit) and no Class C units (2023 - 151,125) at a price of \$10 per unit (2023 - \$10 per unit), resulting in net proceeds of \$2,204,114 (2023 - \$12,648,808). Furthermore, a cumulative total of 52,122 units (2023 - 186,462 units) were issued through the Trust's Dividend Reinvestment Plan ("DRIP") and 29,448 units (2023 - 204,486 units) were redeemed.

(i) Class A Trust Units

The Trust is authorized to issue an unlimited number of Class A Trust units.

(ii) Class F Trust Units

The Trust is authorized to issue an unlimited number of Class F Trust units.

(iii) Class B Trust Units

The Trust is authorized to issue an unlimited number of Class B Trust units.

(iv) Class C Trust Units

The Trust is authorized to issue an unlimited number of Class C Trust units.

(v) Class I Trust Units

The Trust is authorized to issue an unlimited number of Class I Trust units. As of March 31, 2024 and December 31, 2023, no Class I Trust units have been issued.

(a) Units outstanding

Class A Trust Units	Number	Amount
Balance, January 1, 2023	2,303,997	\$ 17,493,363
Issuance of units	612,135	\$ 7,994,946
Issuance of units through distribution reinvestment plan	150,622	1,479,096
Redemption of units	(49,769)	(497,691)
Issuance costs	-	(759,876)
Balance, December 31, 2023	2,931,344	\$ 25,706,838
Issuance of units	204,320	\$ 2,043,200
Issuance of units through distribution reinvestment plan	41,402	405,714
Redemption of units	(4,448)	(44,480)
Issuance costs	-	(214,911)
Balance, March 31, 2024	3,172,618	\$ 27,896,361

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

11. Unitholders' equity (continued)

(a) Units outstanding (continued)

Class B Trust Units	Number	Amount
Balance, January 1, 2023	40,907	\$ 372,115
Issuance of units	301,227	\$ 3,012,269
Issuance of units through distribution reinvestment plan	11,521	112,909
Issuance costs	-	(286,300)
Balance, December 31, 2023	353,655	\$ 3,210,993
Issuance of units	11,400	\$ 114,000
Issuance of units through distribution reinvestment plan	4,617	45,239
Issuance costs	-	(11,991)
Balance, March 31, 2024	369,672	\$ 3,358,241
Class C Trust Units	Number	Amount
Balance, January 1, 2023	16,354	\$ 148,713
Issuance of units	151,125	\$ 1,511,251
Issuance of units through distribution reinvestment plan	7,129	69,862
Issuance costs	-	(143,636)
Balance, December 31, 2023	174,608	\$ 1,586,190
Issuance of units	-	\$ -
Issuance of units through distribution reinvestment plan	2,768	27,127
Issuance costs	-	-
Balance, March 31, 2024	177,376	\$ 1,613,317
Class F Trust Units	Number	Amount
Balance, January 1, 2023	495,268	\$ 4,415,692
Issuance of units	13,034	\$ 130,342
Issuance of units through distribution reinvestment plan	17,190	168,509
Redemption of units	(154,717)	(1,547,169)
Issuance costs	-	(12,388)
Balance, December 31, 2023	370,775	\$ 3,154,986
Issuance of units	4,691	\$ 46,914
Issuance of units through distribution reinvestment plan	3,335	32,687
Redemption of units	(25,000)	(250,000)
Issuance costs	-	(4,936)
Balance, March 31, 2024	353,802	\$ 2,979,651
Total units outstanding, March 31, 2024	4,073,468	\$ 35,847,570
Total units outstanding, December 31, 2023	3,830,382	\$ 33,659,007

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

12. Asset management agreement

Equiton Partners Inc. (the “Manager”) is entitled to the following fees pursuant to the Asset Management Agreement:

(i) Asset management fee

The asset management fee is charged at 1.0% annually with respect to the net asset value of Equiton Real Estate Income and Development Fund Trust and Equiton Real Estate Income and Development Fund LP, as determined by its Board of Trustees, 1.0% annually with respect to the gross asset value of the assets in the Equiton Real Estate Financial LP, and 3.0% annually with respect to the gross asset value of Equiton Real Estate Development Fund LP. The asset management fee is calculated and charged monthly. The asset management fee is recorded in the statement of loss and comprehensive loss.

(ii) Participation fees

During the term of the Asset Management Agreement, the Manager shall be entitled to a 20% fee based on the net income earned by the Equiton Real Estate Financial LP in connection with its mortgages receivable.

(iii) Origination fees

In addition, during the term, the Manager shall be entitled to a fee equal to 3.0% of the total expenditures made in respect of each development project by Equiton Real Estate Development Fund LP, which shall be calculated and payable monthly.

(iv) Transaction fees

During the term, the Manager shall be entitled to a transaction fee equal to 1.0% of the purchase price with respect to each property acquired or sold by Equiton Commercial Real Estate Fund Limited Partnership.

(v) Financing fee

Lastly, during the term, the Manager shall be entitled to a financing fee is charged at 1.00% of the loan amount with respect to each senior or first ranking financing transaction, at 0.50% of the loan amount with respect to each refinancing transaction and at 1.5% of the loan amount with respect to each mezzanine or non-first ranking financing transaction in connection with any mortgage payable secured by Equiton Commercial Real Estate Fund Limited Partnership.

The Manager charged the following fees during the year:

	<u>Mar 31, 2024</u>	<u>Mar 31, 2023</u>
Asset management fee	\$ 162,991	\$ 128,948
Participation fee	-	16,102
Origination fee	<u>1,042</u>	-
	<u>\$ 164,033</u>	<u>\$ 145,050</u>

Equiton Real Estate Income and Development Fund Trust

Notes to the Consolidated Financial Statements

March 31, 2024

12. Asset management agreement (continued)

The asset management, participation and origination fees are recorded in the statement of loss and comprehensive loss. The transaction fee is recorded in the investment property on the statement of financial position.

13. Changes in non-cash operating items

The total managed capital for the Trust is summarized below:

	<u>Mar 31, 2024</u>	<u>Mar 31, 2023</u>
Accounts receivable	\$ (15,394)	\$ (12,144)
Due from/to related parties	(355,781)	90,522
Due from/to RHH Rental Properties Ltd.	(11,960)	-
Security deposit	65,029	-
Unit subscriptions held in trust	81,671	116,000
Payables and accruals	986,538	(667,262)
Customer deposits	1,124,322	-
Prepays	23,332	-
	<u>\$ 1,897,757</u>	<u>\$ (472,884)</u>

14. Commitments

The Trust has entered into contracts to complete the real estate inventory under development of \$12,092,980 (December 31, 2023 - \$15,495,115). These amounts will be financed through the construction loan outlined in Note 11.

15. Management of capital

The Trust defines capital that it manages as the aggregate of net assets attributable to unitholders and interest-bearing debt less cash. The Trust's objective when managing capital is to ensure that the Trust will continue as a going concern so that it can sustain daily operations. The Trust's primary objective is to ensure that it has sufficient cash resources to indirectly invest in real estate assets in order to provide adequate returns in the form of dividends to its unitholders. To secure the additional capital necessary to pursue these plans, the Trust may attempt to raise additional funds through the issuance of additional trust units.

The Trust is subject to risks associated with debt financing, including the possibility that existing mortgages may not be refinanced or may not be refinanced on favourable terms or with interest rates as favourable as those of the existing debt. The Trust manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. The total managed capital for the Trust is summarized below:

	<u>Mar 31, 2024</u>	<u>Dec 31, 2023</u>
Mortgage payable	\$ 14,211,955	\$ 11,568,260
Cash and restricted cash	(8,938,880)	(6,339,660)
Net debt	5,273,075	5,228,600
Net assets attributable to unitholders	26,977,130	25,516,052
	<u>\$ 32,250,205</u>	<u>\$ 30,744,652</u>

Equiton Real Estate Income and Development Fund Trust

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16. Financial instruments and risk management

Risks associated with financial assets and liabilities

Financial risks arise from financial instruments to which the Trust is exposed during or at the end of the reporting period. Financial risks comprise market risk, credit risk and liquidity risk. Management identifies, evaluates and monitors these risks throughout the year.

(i) Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices due to currency risk, price risk and interest rate risk. Due to the nature of the Trust's financial instruments, it has no exposure to currency or price risk.

(ii) Market risk (continued)

Interest rate risk

The Trust is exposed to the risk that the fair value or future cash flows of its financial instruments will fluctuate as a result of changes in market interest rates. In respect of the Trust's interest-bearing financial instruments, the agreements for all mortgages held by the Trust stipulate a fixed rate of interest. Accordingly, the Trust would be subject to limited exposure to cash flow interest rate risk due to fluctuations in the prevailing levels of market interest rates. The fair values of the mortgages are disclosed in Note 3.

(iii) Credit risk

Credit risk is the risk that a counterparty to a financial instrument will fail to discharge an obligation or commitment that it has entered into with the Trust, resulting in a financial loss to the Trust. This risk arises principally from the mortgage receivable held, and from cash and accounts receivable. For risk management reporting purposes, the Trust considers and consolidates all elements of credit risk exposure (such as loan-to-value, sector risk, location risk, and individual obligor default risk).

The Trust's policy over credit risk is to minimize its exposure to counterparties with a perceived higher risk of default by dealing only with counterparties meeting the credit standards set out by the Trust's investment committee.

Credit risk is monitored on an on-going basis by the Trust in accordance with policies and procedures in place. The Trust's credit risk is monitored on a quarterly basis by the board of Trustee's.

The Trust's maximum credit risk exposure (without taking into account collateral and other credit enhancements) at March 31, 2024 and December 31, 2023, is represented by the respective carrying amounts of the relevant financial assets in the statement of financial position.

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16. Financial instruments and risk management (continued)

(iv) Liquidity risk

Liquidity risk is the risk the Trust will encounter difficulties in meeting its financial liability obligations. The Trust's objective in minimizing liquidity risk is to maintain appropriate levels of leverage on its real estate assets. At March 31, 2024, the Trust was holding cash of \$8,938,880 (December 31, 2023 - \$6,324,356). The Trust's payables are payable on demand and one of the mortgages payable's maturity is due within the year as described in Note 10.

18. Subsequent events

Equiton Real Estate Financial LP extended a \$4,000,000 loan to 1099 Broadview Ave. Ltd., a related party by control, on April 26, 2024. This loan bears interest at the prevailing Prime Rate plus 2% per annum, on an interest-only basis, with a term of 15 months. As this transaction occurred subsequent to the balance sheet date of March 31, 2024, it is not reflected in the accompanying financial statements. Readers of these financial statements are encouraged to consider this subsequent event in conjunction with the provided financial statements for a comprehensive understanding of Trust's post-reporting period financial activities.