



**FOUNDED IN 2015, EQUITON** is a wholly owned and operated Canadian company that focuses on providing high quality, institutional grade, private real estate investments. Our senior management team has an average of 25 years of industry experience and understands how to extract the most value from real estate with strong due diligence, transparency and governance. With over \$1.06B in Assets Under Management, 13,300+ investors, and 195+ employees, Equiton's exponential growth is driven by building a strong portfolio of real estate assets and increasing their value through active management.

## FUND STRATEGY

To acquire underperforming and undervalued multi-residential properties and select new developments in Canada and increase their value through active management.

**8%-12%** TARGETED ANNUAL NET RETURN

**MONTHLY CASH FLOW THROUGH DISTRIBUTIONS**

**BUILD EQUITY AS MORTGAGE IS PAID**

**CAPITAL APPRECIATION OF PROPERTIES**

## KEY BENEFITS

### DOUBLE RETURN STREAMS



#### MONTHLY CASH FLOW

Distributions are 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



#### CONSISTENT RESULTS

95 months of consistently positive returns since inception (May 2016)



#### LOW VOLATILITY

Lower volatility and higher relative returns than most traditional asset classes.\*



#### NO CORRELATION

To traditional asset classes\*



#### REINVESTMENT BONUS

Reinvest distributions and receive a 2% bonus



#### HEDGE AGAINST INFLATION

Annual rent increases can provide an excellent hedge against inflation



#### SENIOR LEADERSHIP

Managed billions in real estate assets and developed 100 million sq. ft.

\*Traditional asset classes = Canadian Bonds<sup>2</sup>, Canadian Equities<sup>3</sup>, US Equities<sup>4</sup>, Global Equities<sup>5</sup> and Emerging Market Equities<sup>6</sup>

## THE CANADIAN ADVANTAGE: Maximizing Returns Through Private Equity Real Estate Investing



Penetrating the Canadian market is becoming progressively more desirable for alternative asset fund managers from the U.S. and Europe, according to a study by Ocorian, a global leader in fund compliance services<sup>1</sup>. The research indicates that these international managers are increasingly seeking investors beyond their domestic markets for capital, with 65% of respondents identifying Canada as one of their target markets.

As the landscape of alternative investments expands and more international alternatives make their way into the country, inherent advantages of investing in domestic opportunities, like private equity real estate, are becoming more apparent.

Some key benefits for Canadians to keep their private real estate investments domestic include:

### NO CURRENCY FLUCTUATIONS

Investing in domestic assets spares advisors and their clients from the hassle of managing volatile exchange rates and the added expenses incurred by currency hedging, leading to a more predictable investment experience.

### STABILITY OF CANADA'S ECONOMY

Amongst G7 countries, the Canadian economy is expected to have one of the strongest growth rates in 2024<sup>2</sup>. Confidence in the long-term resilience of Canadian real estate markets is supported by the supply/demand imbalance fueled by steady population growth and lack of housing supply.

### COST EFFICIENCY

Compared to their foreign counterparts, Canadian investments can offer lower fees, and Canadian investors would not be subject to any foreign withholding taxes on distributions. This provides advisors with a more cost-effective avenue to diversify their clients' portfolios.

### ACCESS TO LOCAL EXPERTISE AND INSIGHTS

Advisors can benefit from valuable insights into market trends and emerging opportunities to facilitate better-informed investment decisions for clients.

### A Win-Win Scenario

Investors tend to turn to alternative investments in real estate to hedge against inflation and provide their portfolios with increased stability. Private Canadian Apartments are a sterling example—the index has never had a negative year in the last 39 years<sup>3</sup>. Canadians investing in this space can also feel good about bolstering rental stock and contributing to affordability amidst a housing crisis.

The Equiton Residential Income Fund Trust (Apartment Fund) focuses on acquiring and managing multi-family residential properties across Canada. Through strategic investments and effective property management, investors can receive the yield from rental income and participate in the growth of the underlying properties.

<sup>1</sup> <https://www.ocorian.com/press-releases/canada-and-us-top-targets-alternative-assets-fund-raising-2023>

<sup>2</sup> [https://www.international.gc.ca/trade-commerce/economist-economiste/analysis-analyse/key\\_facts-faits\\_saillants.aspx?lang=eng](https://www.international.gc.ca/trade-commerce/economist-economiste/analysis-analyse/key_facts-faits_saillants.aspx?lang=eng)

<sup>3</sup> Private Canadian Apartments = MSCI/REALPAC Canada Quarterly Property Fund Index - Residential / MSCI Real Estate Analytics Portal – Accessed January 30, 2024.



# ESG 2024

NEWLY RELEASED:  
EQUITON'S ANNUAL ESG REPORT

At Equiton, we recognize the crucial role Environmental, Social, and Governance (ESG) principles play in sustainable and responsible investment practices. As part of this commitment, we launched our second annual ESG report, providing Advisors, Investors, and other key Stakeholders with transparent insights into our ESG initiatives, progress, and future goals. [CLICK HERE TO VIEW NOW](#)

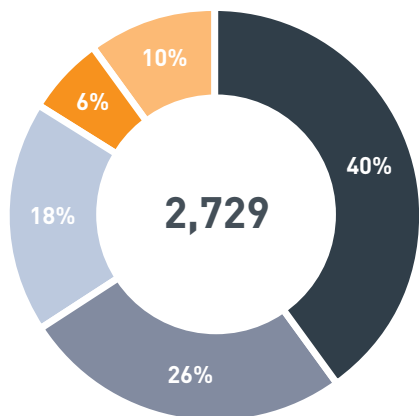
# PORTFOLIO COMPOSITION

As at March 31, 2024



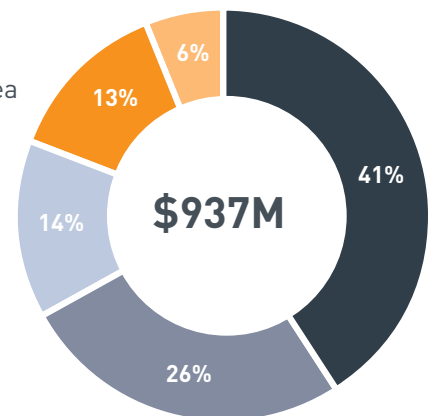
As at February 29, 2024

Portfolio Units (Suites)



- Greater Toronto & Hamilton Area
- Western Ontario
- Southwestern Ontario
- Southeastern Ontario
- Alberta

Portfolio Value<sup>^</sup>



<sup>^</sup> Portfolio value by region excludes cash and prepaid balances held by the Trust.

# PORTFOLIO KPIs

Q4 2023\*

Operating Revenues	<b>\$46,866,025</b>	Debt Service Coverage (times)	<b>1.44</b>
Net Operating Income	<b>\$26,828,714</b>	Interest Coverage (times)	<b>2.27</b>
Average Monthly Gross Potential Rents - Quarter	<b>\$1,496</b>	Revenue Gap to Market	<b>31.07%</b>
Overall Portfolio Occupancy	<b>98.55%</b>	Growth in Operational Revenue year-over-year	<b>37.03%</b>
Mortgage Debt to Gross Book Value	<b>45.91%</b>	Growth in NOI year-over-year	<b>32.41%</b>
Weighted Average Mortgage Interest Rate	<b>3.06%</b>	Net Trailing Returns Class A DRIP (1YR)	<b>10.81%</b>
Weighted average time remaining on loans (years)	<b>6.55</b>	Net Trailing Returns Class F DRIP (1YR)	<b>11.93%</b>

\* Refer to the 2023 ERIFT Annual Financial Report for more details.

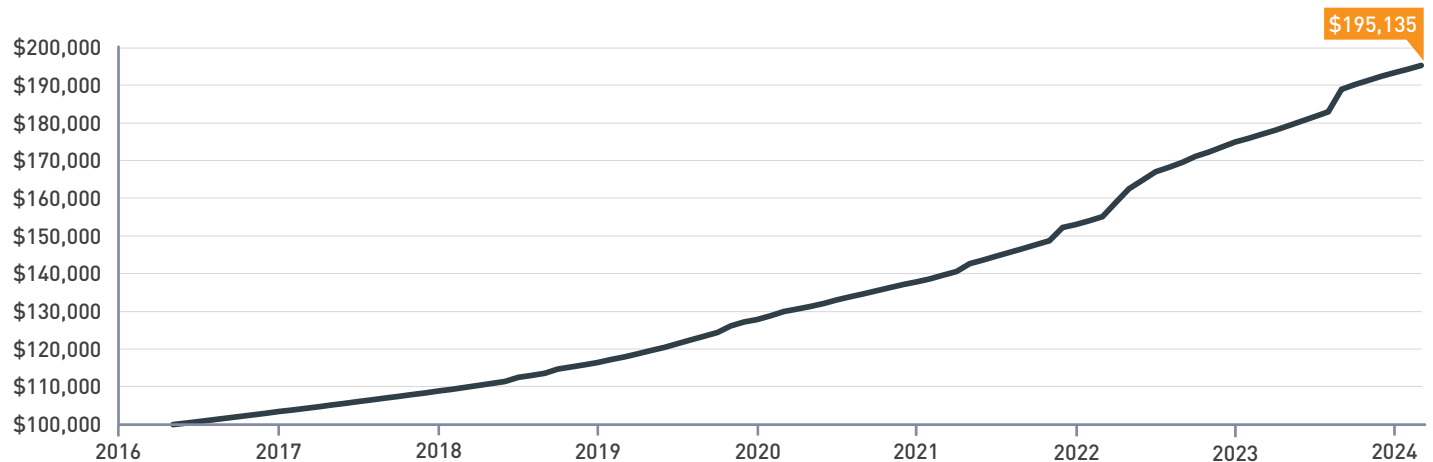
## PERFORMANCE METRICS

As at March 31, 2024



### \$100,000 Invested

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



§ Inception Date: May 2016

# PERFORMANCE METRICS

As at March 31, 2024



Trailing Twelve Month Distribution Yield (%)			
	Class A	Class F	Class I
No DRIP	6.05	7.06	7.31
DRIP	6.44	7.55	7.83

Monthly Returns: 12-month period April '23 - March '24 (%)												
	April '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	Jan '24	Feb '24	Mar '24
<b>CLASS A</b>												
No DRIP	0.58	0.68	0.66	0.68	0.68	3.25	0.66	0.56	0.58	0.49	0.46	0.49
DRIP	0.59	0.69	0.67	0.69	0.69	3.26	0.67	0.57	0.59	0.50	0.47	0.50
<b>CLASS F</b>												
No DRIP	0.66	0.76	0.74	0.76	0.76	3.33	0.74	0.64	0.66	0.58	0.54	0.58
DRIP	0.67	0.78	0.76	0.78	0.77	3.34	0.75	0.65	0.67	0.59	0.55	0.59
<b>CLASS I</b>												
No DRIP	0.68	0.78	0.76	0.78	0.78	3.35	0.76	0.66	0.68	0.60	0.56	0.60
DRIP	0.69	0.80	0.78	0.80	0.80	3.36	0.77	0.67	0.69	0.61	0.57	0.61

Net Calendar Year Returns (%)									
Fund Series	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
Class A - DRIP	5.24 <sup>a</sup>	5.22	6.86	9.77	7.83	11.02	13.99	10.81	1.49
Class F - DRIP	-	-	8.42 <sup>a</sup>	10.89	8.93	12.15	15.16	11.93	1.74
Class I - Series 1 - DRIP	-	-	-	12.20 <sup>a</sup>	9.20	12.44	15.45	12.21	1.80

a) Annualized returns - Not a full calendar year (Class A = May 2016 - December 2016, Class F = March 2018 - December 2018, Class I = April 2019 - December 2019)

Correlation Between Asset Categories (1988-2023)					
	Canadian Bonds <sup>2</sup>	Canadian Equities <sup>3</sup>	US Equities <sup>4</sup>	Global Equities <sup>5</sup>	Emerging Market Equities <sup>6</sup>
Private Canadian Apartments <sup>1</sup>	0.02	0.03	0.19	0.06	-0.10

SOURCES: 1) Private Canadian Apartments = MSCI/REALPAC Canada Quarterly Property Fund Index - Residential / MSCI Real Estate Analytics Portal - Accessed January 30, 2024  
 2) Canadian Bonds = FTSE Canadian Universe Bond Index / www.blackrock.com/ca - Accessed January 30, 2024  
 3) Canadian Equities = S&P/TSX Composite Total Return Index / Bloomberg - Accessed January 30, 2024  
 4) US Equities = MSCI US Index / Bloomberg - Accessed January 30, 2024  
 5) Global Equities = MSCI World Index / MSCI Inc., www.msci.com/end-of-day-data-search - Accessed January 30, 2024  
 6) Emerging Market Equities = MSCI Emerging Market Index / MSCI Inc., www.msci.com/end-of-day-data-search - Accessed January 30, 2024



## Payment Schedule

- Trailer payments are paid at the end of the following month. (e.g., September trailers are paid at the end of October)
- Up-front commissions are based on the book value of units and processed in the month of acquisition. (e.g., All deals that close in September are paid at the end of September)

## Governance

Board of Trustees include Jason Roque (Trustee, Chief Executive Officer), Helen Hurlbut (Trustee, Chief Financial Officer) and David Hamilton (Trustee) since inception in 2016, Scot Caithness (Trustee) since 2017 and Aida Tammer (Trustee) since 2022. Declaration of Trust requires majority to be independent. David, Scot and Aida are independent. Directors receive a compensation, which is a flat fee and fully disclosed in the OM. See OM for Board member biographies.

## Past or Current Regulatory Actions

Board Members: none | Directors & Officers of the Fund: none | The Fund or the Fund Manager: none

## Conflict-of-Interest-Matters

The Declaration of Trust provides that all Conflict-of-Interest-Matters must be disclosed to the Trustees for review and approval by majority of Trustees including at least two Independent Trustees and the unanimous approval of those Independent Trustees permitted to vote. Independent Trustee Matters require unanimous approval of all Independent Trustees who have no interest in the matter. See OM.

## Approval of Acquisitions and Divestitures

Trustees review and approve all acquisitions and dispositions. (No dispositions have occurred)

## Stake in the Fund

Minimum ownership requirement in the OM states a commitment of the Asset Manager of lesser of 10% or \$2 M.

## Liquidity Constraints

Redemption Suspension	The Trust has never suspended redemptions. Trust can limit redemption to \$50K per month and issue promissory notes for redemption requests exceeding the limit.
Redemption Notice	The monthly redemption date (the "Redemption Date") is the 15th day of each and every month. If the 15th day of the month is not a Business Day, the Redemption Date for that month will be the next succeeding Business Day. The Redemption Notice must be received no later than 30 days before the Redemption Date to be considered for that Redemption Date.
Redemption Fee	Lesser of 2% of Market Value and \$150. The trust has never charged a redemption fee.
Redemption Cap	No redemption cap but Trustees have discretion to restrict to \$50K per month however, this has never been done as disclosed in Schedule D of the OM.



**EQUITON**<sup>®</sup>

# RESIDENTIAL INCOME FUND TRUST

## Selling Fee Options and FundSERV Codes

	Trust Unit Class				
	Class A			Class F	Class I - Series 1
	OPT 1: Deferred Sales Charge <sup>†</sup>	OPT 2: Low Load <sup>†</sup>	OPT 3: Front Load	Fee Based	Institutional
<b>Commission</b>	Up front – 6% of subscription price	Up front – 3% 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> 1st Year - 7.00% 2nd Year - 6.50% 3rd Year - 6.00% 4th Year - 5.00% 5th Year - 4.00% After 5th Year - 0.00%	<b>Redeemed In:</b> 1st 18 mos. - 3.50% 2nd 18 mos. - 3.00% After 36 mos. - 0.00%	<b>Redeemed In:</b> 1st 6 mos., a Short-Term Trading Fee - 3.00%	<b>Redeemed In:</b> 1st 6 mos., a Short-Term Trading Fee - 3.00%	<b>Redeemed In:</b> 1st 6 mos., a Short-Term Trading Fee - 3.00% or determined based on negotiation and agreement between a Subscriber and the Trust.
<b>FundSERV Codes</b>	EQP 101	EQP 103	EQP 105	EQP 107	EQP 109
<b>Bloomberg Codes</b>	EQRIAFE			EQRIFNL	EQRIINL
<b>MER<sup>‡, **</sup></b>	1.84%			0.84%	0.59%
<b>Redemption Policy</b>	Monthly: 15th of each month, 30 days' notice, with restrictions.				
<b>DRIP</b>	Reinvest distributions and receive a 2% bonus				

‡ February 2024 – 12 Month Trailing

\*\*MER (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, certain operating expenses (fund costs) and net of increased distribution allocations to Class F and Class I of 1% and 1.25%, respectively. The MER including performance fees was 2.94% for Class A, 1.94% for Class F and 1.69% for Class I.

† Where permitted by Advisor's Firm Policy

## 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)

## Equiton

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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 Residential Income Fund Trust (the "Trust") or with Equiton Capital Inc. Investing in the Trust's Units involves risks. There is currently no secondary market through which the Trust Units may be sold and there can be no assurance that any such market will develop. A return on an investment in Trust 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. Although the Trust 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 Trust's financial performance, debt covenants and obligations, interest rates, working capital requirements and future capital requirements. In addition, the market value of the Trust Units may decline if the Trust 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 Trust 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 Trust ("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 Trust.

**PAST PERFORMANCE MAY NOT BE REPEATED.** Investing in the Trust 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. 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 Trust.