



EQUITON[®]

RESIDENTIAL INCOME FUND TRUST

KNOW YOUR PRODUCT

MARCH 2024

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 \$1.04B in Assets Under Management, 12,700+ 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

94 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 Bonds², Canadian Equities³, US Equities⁴, Global Equities⁵ and Emerging Market Equities⁶

MEETING CANADA'S HOUSING NEEDS THROUGH PRIVATE SECTOR DEVELOPMENT

The quote “if you build it, they will come” doesn’t exactly apply to Canada’s multi-residential housing landscape, and that’s because the demand is already here.

This housing segment is facing a significant imbalance. As stated in CMHC’s 2024 Rental Market Report, this disparity is fueled by rising immigration levels, increased costs of homeownership, and employment growth—particularly younger Canadians entering the workforce and rental market¹.

The report highlights that a surge in rental demand resulted in a lower vacancy rate and higher rent growth in 2023. The national vacancy rate hit a new low of 1.5%, while the average rental price growth climbed to a high of 8%¹. Given the tight rental market, Private Real Estate Investment Trusts (REITs) focusing on multi-residential properties consistently demonstrate their strength as a viable investment solution.

Driving Solutions

Rental apartment construction is reportedly on the rise. Over the last decade, the Greater Toronto

Area’s stock of purpose-built rental apartment units saw a notable 5.8% expansion¹. Contributing to this increase are government actions, including the federal incentives for cities to rezone to build more multi-unit housing², as well as the removal of federal GST on purpose-built rentals³. These actions improve project feasibility, but rental market supply is still struggling to keep pace with demand¹.

It’s evident that development plays an integral role in alleviating Canada’s housing affordability crisis, with the private sector’s involvement being essential for meeting the population’s diverse and growing housing needs. As an increasingly significant contributor to the development space, Equiton is currently building over 1,100 multi-residential rental units, adding to the much-needed supply. The firm also has a seat on the Canadian Chamber of Commerce - Housing and Development Strategy Council, allowing for collaboration with other industry leaders to advance the goal of affordable homes for all.

ESG 2024

ESG PRACTICES THROUGH ACQUISITIONS

When acquiring new properties for the Fund, we prioritize Environmental, Social, and Governance (ESG) values. Our focus is on sustainable, long-term opportunities that uphold our commitment to residents and investors. As part of our due diligence process, we implemented a residential ESG scorecard system enabling us to evaluate all acquisition opportunities through an ESG lens. This system provides a comprehensive analysis of a new property’s ESG factors (ex. utility usage, age of windows, number of social and fitness spaces, etc.) that when combined with other considerations, enhance our understanding of the investment, including its risk profile.

The scorecard identifies areas for improvement that, when addressed, can enhance resident satisfaction, lower operational costs, and increase value for investors. We review and update scorecards annually to ensure continuous alignment with Equiton’s ESG and investment objectives.



¹ <https://www.cmhc-schl.gc.ca/professionals/housing-markets-data-and-research/market-reports/rental-market-reports-major-centres>

² <https://globalnews.ca/news/10051121/canada-housing-zoning-changes/>

³ <https://www.canada.ca/en/departement-finance/news/2023/09/enhanced-gst-rental-rebate-to-build-more-apartments-for-renters.html>

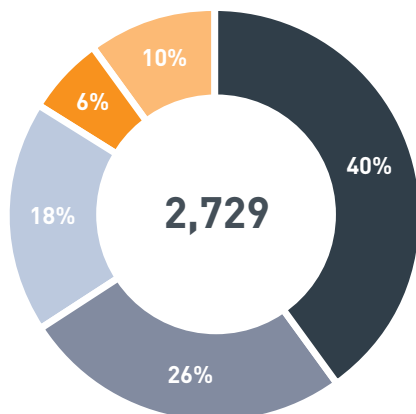
PORTFOLIO COMPOSITION

As at February 29, 2024



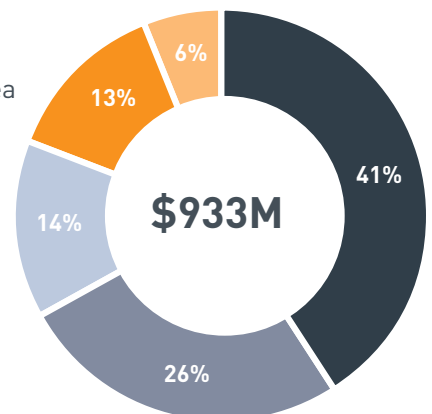
As at January 31, 2024

Portfolio Units (Suites)



- Greater Toronto & Hamilton Area
- Western Ontario
- Southwestern Ontario
- South Eastern Ontario
- Alberta

Portfolio Value[^]



[^] Portfolio value by region excludes cash and prepaid balances held by the Trust.

Operating Revenues	\$34,378,407	Debt Service Coverage (times)	1.36
Net Operating Income	\$19,469,629	Interest Coverage (times)	2.14
Average Monthly Gross Potential Rents - Quarter	\$1,490	Revenue Gap to Market	29.76%
Overall Portfolio Occupancy	99.22%	Growth in Operational Revenue year-over-year	40.78%
Mortgage Debt to Gross Book Value	45.61%	Growth in NOI year-over-year	36.49%
Weighted Average Mortgage Interest Rate	3.02%	Net Trailing Returns Class A DRIP (1YR)	11.44%
Weighted average time remaining on loans (years)	7.02	Net Trailing Returns Class F DRIP (1YR)	12.57%

* Refer to the 2023 Q3 ERIFT Financial Report for more details.

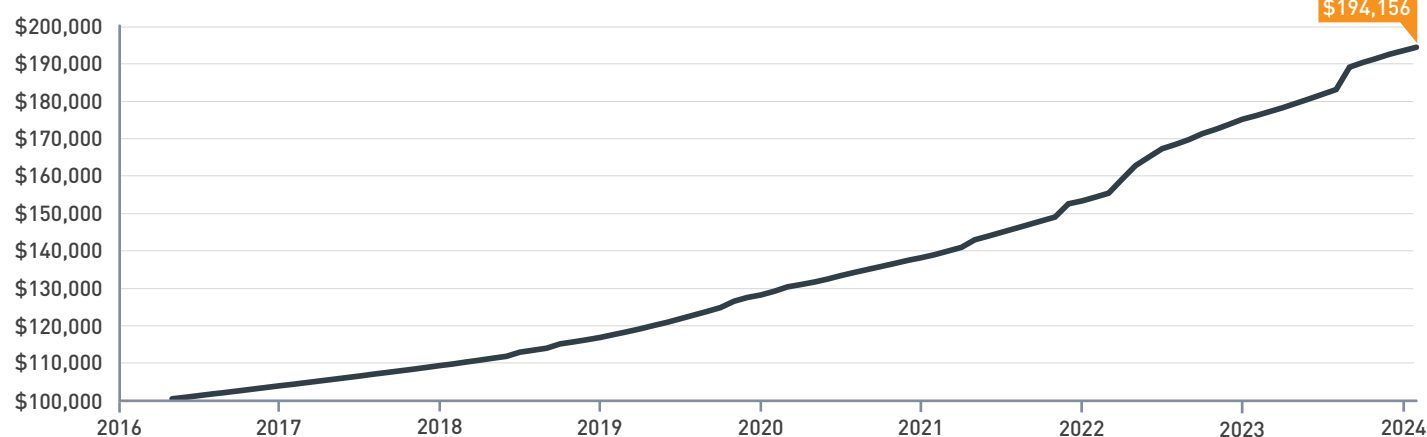
PERFORMANCE METRICS

As at February 29, 2024



\$100,000 Invested

In Class A DRIP Since Inception[§]



§ Inception Date: May 2016

PERFORMANCE METRICS

As at February 29, 2024



Trailing Twelve Month Distribution Yield (%)			
	Class A	Class F	Class I
No DRIP	6.05	7.06	7.32
DRIP	6.47	7.58	7.86

Monthly Returns: 12-month period March '23 - February '24 (%)												
	Mar '23	April '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	Jan '24	Feb '24
CLASS A												
No DRIP	0.59	0.58	0.68	0.66	0.68	0.68	3.25	0.66	0.56	0.58	0.49	0.46
DRIP	0.60	0.59	0.69	0.67	0.69	0.69	3.26	0.67	0.57	0.59	0.50	0.47
CLASS F												
No DRIP	0.68	0.66	0.76	0.74	0.76	0.76	3.33	0.74	0.64	0.66	0.58	0.54
DRIP	0.69	0.67	0.78	0.76	0.78	0.77	3.34	0.75	0.65	0.67	0.59	0.55
CLASS I												
No DRIP	0.70	0.68	0.78	0.76	0.78	0.78	3.35	0.76	0.66	0.68	0.60	0.56
DRIP	0.71	0.69	0.80	0.78	0.80	0.80	3.36	0.77	0.67	0.69	0.61	0.57

Net Calendar Year Returns (%)									
Fund Series	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
Class A - DRIP	5.24 ^a	5.22	6.86	9.77	7.83	11.02	13.99	10.81	0.98
Class F - DRIP	-	-	8.42 ^a	10.89	8.93	12.15	15.16	11.93	1.14
Class I - Series 1 - DRIP	-	-	-	12.20 ^a	9.20	12.44	15.45	12.21	1.18

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 ²	Canadian Equities ³	US Equities ⁴	Global Equities ⁵	Emerging Market Equities ⁶
Private Canadian Apartments ¹	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.



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Selling Fee Options and FundSERV Codes

	Trust Unit Class				
	Class A			Class F	Class I - Series 1
	OPT 1: Deferred Sales Charge [†]	OPT 2: Low Load [†]	OPT 3: Front Load	Fee Based	Institutional
Commission	Up front – 6% of subscription price	Up front – 3% of subscription price	Negotiated with investor	N/A	N/A
Trailer	N/A	0.75% per annum	1.00% per annum	N/A	N/A
Redemption Schedule	Redeemed In: 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%	Redeemed In: 1st 18 mos. - 3.50% 2nd 18 mos. - 3.00% After 36 mos. - 0.00%	Redeemed In: 1st 6 mos., a Short-Term Trading Fee - 3.00%	Redeemed In: 1st 6 mos., a Short-Term Trading Fee - 3.00%	Redeemed In: 1st 6 mos., a Short-Term Trading Fee - 3.00% or determined based on negotiation and agreement between a Subscriber and the Trust.
FundSERV Codes	EQP 101	EQP 103	EQP 105	EQP 107	EQP 109
Bloomberg Codes	EQRIAFE			EQRIFNL	EQRIINL
MER^{‡, **}	1.81%			0.81%	0.56%
Redemption Policy	Monthly: 15th of each month, 30 days' notice, with restrictions.				
DRIP	Reinvest distributions and receive a 2% bonus				

[‡] January 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 2.92% for Class A, 1.92% for Class F and 1.67% for Class I.

[†] Where permitted by Advisor's Firm Policy

Investor Services

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

Please send completed subscription documents to 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.