

### As at May 1, 2022

The Equiton Residential Income Fund Trust (The "Fund") is a private real estate investment trust (REIT) that specializes in select new development and underperforming and undervalued multi-residential apartments in Canada. Investors in the Fund receive the yield from rental income and participate in the growth of the underlying properties.

72
Consecutive months
positive returns
Since inception

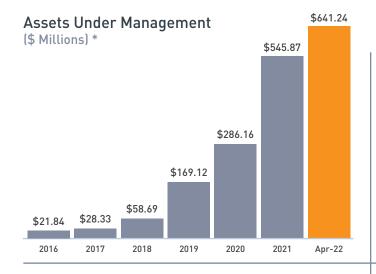
# **FUND DETAILS**

Investment Type: Limited Partnership/Mutual Fund Trust

Mutual Fund Trust Unit Price: \$11.50 Minimum Initial Investment: \$10,000 Targeted Net Return: 7% - 10% annually

Monthly liquidity: 15th of every month (With restrictions)

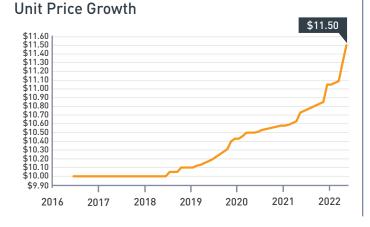
Annual Distribution Metrics					
Unit Class	Amount Paid Out				
Class A	\$0.678000				
Class F	\$0.791000				
Class I - Series 1	\$0.819250				



# Portfolio Units 1964 1793 1036 800 483 203 257

2020

Apr-22





2016

2017

2018

# **KEY FUND BENEFITS**



Current annual distribution yield of 6-7% depending on Fund Series\*\*



Registered plan eligible RRSP, TFSA, RESP, LIRA, RRIF



Capital growth potential + monthly cash flow



72 consecutive months of positive returns & historically low volatility



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



Reinvest distribution at a 2% discount

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

# THE PORTFOLIO

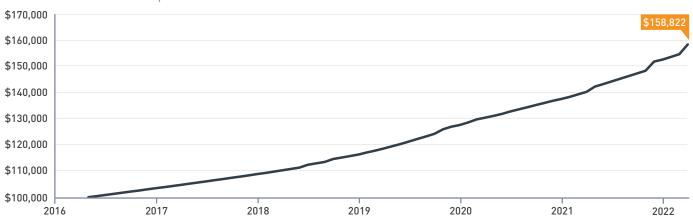


Existing Properties

O Development

# \$100,000 Invested

In Class A DRIP Since Inception



# FUND STATS As of April 30, 2022

Net Calendar Year Returns (%)								
Fund Series	2016	2017	2018	2019	2020	2021	2022 YTD	
Class A - Cash	5.06ª	5.00	6.56	9.34	7.49	10.54	4.25	
Class A - DRIP	5.24ª	5.22	6.86	9.77	7.83	11.02	4.34	
Class F - Cash	-	-	8.09ª	10.36	8.50	11.56	4.58	
Class F - DRIP	-	-	8.42ª	10.89	8.93	12.15	4.69	
Class I - Series 1 - Cash	-	-	-	11.75°	8.75	11.81	4.66	
Class I - Series 1 - DRIP	-	-	-	12.20°	9.20	12.44	4.77	

a) Not a full calendar year - annualized returns: Class A from May 2016 - Dec 2016, Class F from Mar 2018 - Dec 2018, Class I-S1 from Apr 2019 - Dec 2019

Net Trailing Returns (%)								
Fund Series	1 Mo	3 Mo	6 Mo	1 Yr	2 Yr	3 Yr	5 Yr	SI‡
Class A - Cash	2.40	3.74	7.38	12.47	9.49	9.18	7.42	6.80
Class A - DRIP	2.41	3.80	7.55	13.00	10.27	10.17	8.68	8.13
Class F - Cash	2.48	3.99	7.89	13.50	10.42	10.05	-	9.08
Class F - DRIP	2.49	4.05	8.09	14.15	11.39	11.29	-	10.56
Class I - Series 1 - Cash	2.50	4.05	8.01	13.75	10.65	-	_	10.27
Class I - Series 1 - DRIP	2.51	4.12	8.23	14.44	11.67	-	-	11.58

‡ Since inception (May 2016 for Class A, March 2018 for Class F, April 2019 for Class I - Series 1)

Correlation Between Asset Categories (1988-2021)								
	Canadian Bonds <sup>2</sup>	Canadian Equities <sup>3</sup> US Equities <sup>4</sup>		Global Equities⁵	Emerging Market Equities <sup>6</sup>			
Private Canadian Apartments <sup>1</sup>	-0.08	0.01	0.16	0.06	-0.15			

### Selling Fee Options and FundSERV Codes Trust Unit Class Class A Class F Class I - Series 1 OPT 2. OPT 3-OPT 1: Deferred Fee Based Institutional Sales Charge Low Load Front Load (EMD only) (EMD only) Up front - 6% of Up front - 3% of Negotiated with N/A N/A Commission subscription price subscription price investor N/A Trailer 1.00% per annum N/A N/A 0.75% per annum Redeemed In: **Redemption Schedule** Redeemed In: Redeemed In: Redeemed In: Redeemed In: 1st Year - 7.00% 1st 18 mos. - 3.50% 1st 6 mos., a Short-1st 6 mos., a Short-1st 6 mos., a 2nd Year - 6.50% 2nd 18 mos. - 3.00% Term Trading Fee Term Trading Fee Short-Term Trading 3rd Year - 6.00% After 36 mos. - 0.00% - 3.00% - 3.00% Fee - 3.00% 4th Year - 5.00% Note: Class F 5th Year - 4.00% reclassifiable. After 5th Year - 0.00% \$5 million min. **FundSERV Codes EQP 101 FOP 103 EQP 105 EQP 107 EQP 109 EQRIAFE EQRIFNL EQRIINL Bloomberg Codes** MER<sup>±</sup> 2.33% 2.29% 2.33% 3.08% 3.33% Monthly: 15th of each month, 30 days' notice, with restrictions. Redemption Policy Investors can reinvest distributions at a 2% discount on purchased units.

## Commissions

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

## **Additional Information**

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

## **Investor Services**

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

Please send completed subscription documents to agreements@equiton.com

## **Equiton**

1111 International Blvd., Suite 500 Burlington, ON L7L 6W1 www.equiton.com

- 1) Private Canadian Apartments = MSCI/REALPAC Canada Quarterly Property Fund Index- Residential / MSCI Real Estate Analytics Portal- Accessed January 28, 2022
  2) Canadian Bonds = FTSE Canadian Universe Bond Index /www.blackrock.com/ca Accessed January 28, 2022
  3) Canadian Equities = S&P/TSX Composite Total Return Index / Bloomberg Accessed January 28, 2022
  4) US Equities = MSCI US Index / Bloomberg Accessed January 28, 2022
  5) Global Equities = MSCI World Index / MSCI Inc., www.msci.com/end-of-day-data-search Accessed January 28, 2022
  6) Emerging Market Equities = MSCI Emerging Market Index / MSCI Inc., www.msci.com/end-of-day-data-search Accessed January 28, 2022

- \* Assets Under Management includes both cash and property value.

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 assumptions. 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. 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.

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