



EQUITON®

BALANCED REAL ESTATE FUND

As at November 1, 2021

The Equiton Balanced Real Estate Fund Trust (The “Fund”) is a real estate investment trust (REIT) that specializes in investing in a diverse mix of real estate assets, including income properties, development and construction projects, and lending and financing.

## FUND DETAILS

**Investment Type:** Limited Partnership/Mutual Fund Trust

**Inception Date:** May 2018

**Capital Raised:** \$12.9 Million

**Asset Manager:** Equiton Partners

**Registered Plan Eligible:** RRSP, TFSA, RESP, LIRA, RRIF

**Minimum Initial Investment:** \$5,000

**Unit Price:** \$10.00

**Purchases:** Daily purchases/Weekly closings

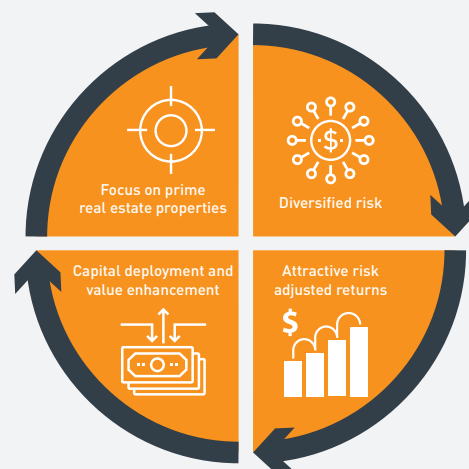
**Redemptions:** Monthly (with restrictions)\*

\*Refer to the Offering Memorandum for full details

## FUND STRATEGY

Develop a portfolio of assets that are balanced across real estate’s core investment categories:

- Focus on prime properties in urban centres across North America
- Diversify risk across multiple asset classes
- Attractive total and risk-adjusted returns
- Deploy capital to reposition assets and enhance value

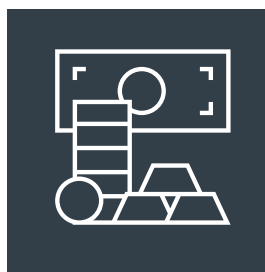


## INVESTMENT CATEGORIES



### Development & Construction Projects

- Subdivisions
- Mid & high-rise buildings
- Commercial



### Real Estate Financing & Lending

- Mortgages
- Land loans
- Construction loans



### Income-Producing Properties

- Commercial
- Industrial
- Mixed use



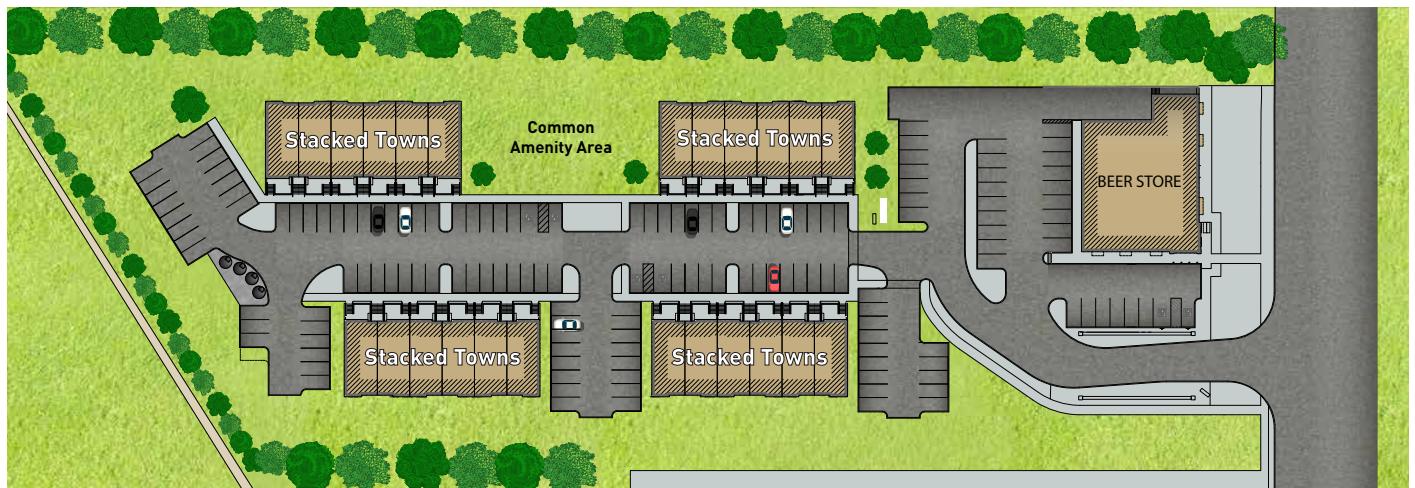
## FEATURED PROJECT - 710 WOOLWICH

Multi-phased mixed use development in Guelph, Ontario featuring a new-format beer store and upscale modern townhomes.



**PHASE 1 – FALL 2021 - NEW FORMAT BEER STORE**

**PHASE 2 – SUMMER 2022 - UPSCALE MODERN TOWNHOMES\***



\*Proposed schedule for construction start. Concepts/images are proposed or for illustrative purposes. Subject to change.

## ABOUT GUELPH, ONTARIO

Guelph is a diverse city, centred around an internationally renowned University. With its vibrant downtown, historic stone buildings, fabulous new neighbourhoods and abundant parks and green space, Guelph is consistently ranked in the top ten places to live in Canada.

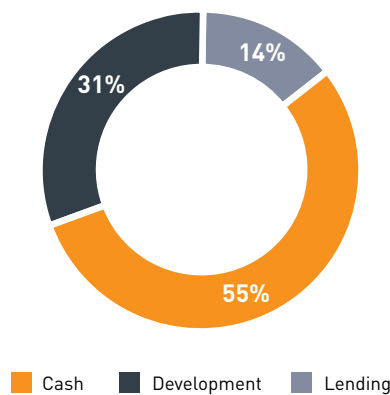
Guelph has a growing and resilient local economy, is home to some of the world's most innovative companies and has more than 30 research institutes. Sitting one hour west of Toronto, 45 minutes from Pearson Airport and 20 minutes from Kitchener-Waterloo, Guelph is ideally located and conveniently close to everything.

**SCHEDULED  
COMPLETION VALUE**

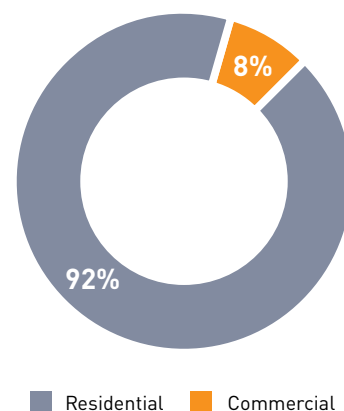
**\$62M**

# FUND STATS

## Assets Under Management

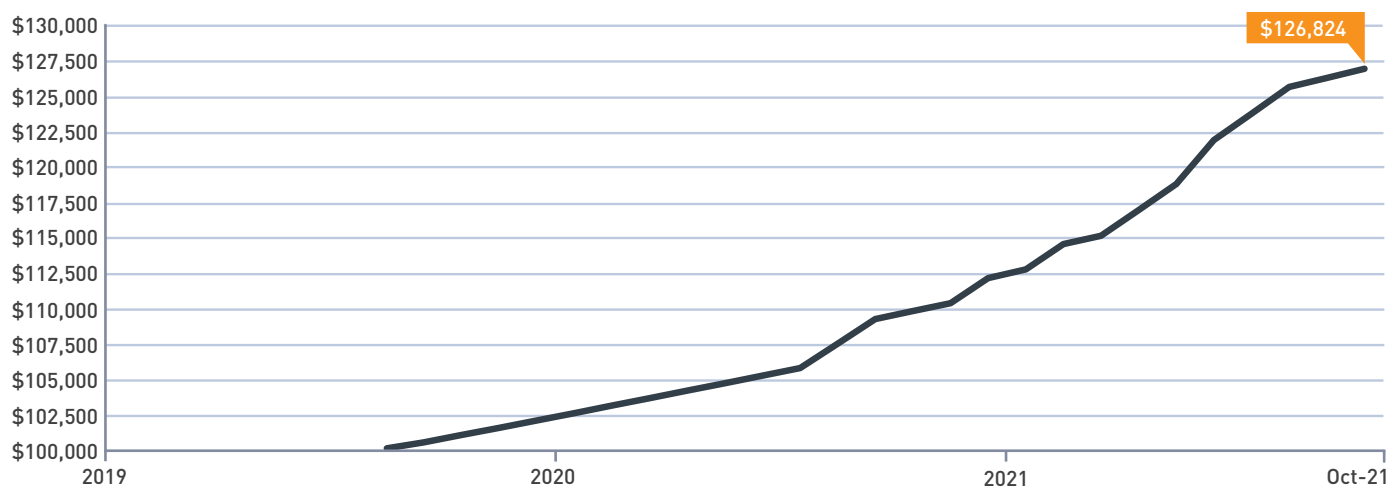


## Development Split



## \$100,000 Invested

In Class A DRIP Since Inception



# FUND STATS

As of October 31, 2021

## Net Calendar Returns

Fund Series	2019	2020	YTD 2021
Class A - Cash	5.88 <sup>a</sup>	9.39	12.74
Class A - DRIP	6.05 <sup>a</sup>	9.84	13.14
Class F - Cash	-	13.17 <sup>b</sup>	13.60
Class F - DRIP	-	13.59 <sup>b</sup>	14.10

## Annual Distribution Metrics

As of November 1, 2021

Unit Class	Amount Paid Out
Class A	\$0.600000
Class F	\$0.700000

a) Not a full calendar year - annualized returns from Sept 2019 - Dec 2019

b) Not a full calendar year - annualized returns from June 2020 - Dec 2020

## Net Trailing Returns (%)

Fund Series	1 Month	3 Months	6 Months	1 Year	2 Year	3 Year	5 Year	SI†
Class A - Cash	0.50	2.53	8.38	14.97	11.15	-	-	10.66
Class A - DRIP	0.51	2.56	8.52	15.54	12.04	-	-	11.59
Class F - Cash	0.58	2.78	8.90	16.01	-	-	-	14.76
Class F - DRIP	0.60	2.82	9.08	16.72	-	-	-	15.67

† Since Class A DRIP inception September 2019 and for Class F DRIP inception June 2020

## Selling Fee Options

	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 / PM
<b>Commission</b>	Up front – 8% of subscription price	Up front – 4% 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> 1 <sup>st</sup> Year - 9.00% 2 <sup>nd</sup> Year - 8.50% 3 <sup>rd</sup> Year - 7.00% 4 <sup>th</sup> Year - 6.00% 5 <sup>th</sup> Year - 5.00% After 5 <sup>th</sup> Year - 0.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 18 mos. - 5.00% 2 <sup>nd</sup> 18 mos. - 4.00% After 36 mos. - 0.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 6 mos., Early redemption fee - 4.00%	<b>Redeemed In:</b> 1 <sup>st</sup> 6 mos., Early redemption fee - 4.00%	Determined based on negotiation and agreement between a Subscriber and the Trust.
<b>Redemption Policy</b>	Monthly: 15th of each month, 30 days' notice, with restrictions.				
<b>DRIP</b>	Investors can re-invest 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

- Offering documents and marketing materials in English at [www.equiton.com](http://www.equiton.com)

## 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

1111 International Blvd., Suite 600  
Burlington, ON L7L 6W1

[www.equiton.com](http://www.equiton.com)

### Notes

†Equiton refers to Equiton Partners Inc. and all its subsidiaries and affiliates

**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 Balanced Real Estate Fund Trust (The "Fund") or with Equiton Capital Inc. Investing in the Fund's Units involves risks. There is currently no secondary market through which the Fund Units may be sold and there can be no assurance that any such market will develop. A return on an investment in Fund Units is not comparable to the return on an investment in a fixed-income security. The recovery of an initial investment is at risk, and the anticipated return on such an investment is based on many performance assumptions. Although the Fund intends to make distributions of its cash to Unit holders, such distributions may be reduced or suspended. The actual amount distributed will depend on numerous factors, including the Fund's financial performance, debt covenants and obligations, interest rates, working capital requirements and future capital requirements. In addition, the market value of the Fund Units may decline if the Fund is unable to meet its cash distribution targets in the future, and that decline may be material.

Recipients of this document who are considering investing in the Fund are reminded that any such purchase must not be made on the basis of the information contained in this document but are referred to the Confidential Offering Memorandum, provided to you by the Fund ("Offering Memorandum"). A copy of the Offering Memorandum may be obtained upon request made to the attention of Equiton Capital Inc. It is important for an investor to consider the particular risk factors that may affect the industry in which it is investing and therefore the stability of the distributions that it receives. The risks involved in this type of investment may be greater than those normally associated with other types of investments. Please refer to the Offering Memorandum for a further discussion of the risks of investing in the Fund.

**PAST PERFORMANCE MAY NOT BE REPEATED.** Investing in the Fund Units can involve significant risks and the value of an investment may go down as well as up. There is no guarantee of performance. Only investors who do not require immediate liquidity of their investment should consider a potential purchase of Units.

**DISCLAIMER:** All information contained herein, while obtained from sources which are believed to be reliable, is not guaranteed as to its accuracy or completeness. It is important for an investor to consider the particular risk factors that may affect the industry in which it is investing and therefore the stability of the distributions that it receives. The risks involved in this type of investment may be greater than those normally associated with other types of investments. Please refer to the Offering Memorandum for a further discussion of the risks of investing in the Fund.