

Equicapita Report to Unitholders: Q2 2023



Equicapita Q2 2023 Report to Unitholders

We are pleased to present the report to unitholders for the quarter ended June 30, 2023. The following data reflects key performance indicators ("KPIs"), broken down by functional area, and are meant to provide a shorter-term, simple to reference snap-shot of critical metrics. Please reference the annual Year in Review for our detailed analysis of long-term portfolio operational and macro-economic trends.

Fund Snapshot:

\$282M	\$117M	3	~1,200	5.5%
TTM Sales	Total Distributions	Portfolio Operating Partnerships	# of Employees	Yield ³

Key Performance Indicators:

	Inception to Date	Q2 2023	Q2 2022	Change
Assets Under Management (\$M)	320	320	349	-8%
NAV (\$/unit)	1.15	1.15	1.26	-9%
Management Expense Ratio ¹ (%)	1.5	1.5	1.6	6%
Number of Companies	14	14	13	1
Acquisitions	15	1	-	1
Divestitures	1	-	-	0
TTM Sales (\$M)	-	282	253	11%
TTM EBITDA ² (\$M)	-	37	33	12%
Gross Profit Margin (%)	-	37	37	0%
Working Capital (\$M)	-	50	41	22%
Operating Expense Ratio (%)	-	22	24	8%
Operating Cash Flow (\$M)	18	18	14	29%
Capital Expenditures (\$M)	-	1.3	1.0	30%
Distributions (\$M)	117	3	0.4	650%
Debt Repayments (Principal and Interest) (\$M)	56	2	3	-33%
Total Cash Returns to Debt and Equity Holders (\$M)	173	5	3	67%
Employees	1,252	1,252	1,151	9%
Total Kaizen Projects Completed	2,183	219	223	-2%
Estimated Kaizen Cost Savings/Avoidance (\$M)	10	0.8	0.6	33%



Investments in healthcare

Partnered with BMO
Capital Partners

Corpus Partners is the holding entity for our companies in the healthcare portfolio operating group. Corpus is focused on rolling up businesses in the dental laboratory space with BMO Capital Partners as its co-investment partner. Healthcare spending continues to be positively impacted by ongoing demographic shifts and an increasing focus on preventive medicine.

Partnership Snapshot:

\$59M

TTM Sales

>4,500

Dental Clinic Customers

~450

of Employees

10

Labs

Key Investment Elements:

Fragmentation

Yes

Buy Multiples

<7x
(earnings <\$5M)

Growth Drivers

GDP+
and Organic

Macro Overlay

Aging
Population

Integration Impact

Growth
+ Sale

Acquisition(s)/Disposition(s):

The Partnership acquired Hallmark Dental Laboratory, the largest dental laboratory in Atlantic Canada on July 10, 2023. The addition of Hallmark brings Corpus' dental lab vertical to 10 labs with approximately 450 employees servicing over 4,500 dentists with a footprint in Western Canada, Ontario and the Atlantic provinces.

Key Performance Indicators:

	Q2 2023	Q2 2022	Change
TTM Sales (\$M)	59	54	9%
TTM EBITDA ² (\$M)	10	8	25%
Gross Profit Margin (%)	40	39	3%
Working Capital (\$M)	6	6	0%
Operating Expense Ratio (%)	27	28	4%
Operating Cash Flow (\$M)	5	4	25%
Capital Expenditures (\$M)	0.3	0.3	0%
Employees	459	394	16%
Total Kaizen Projects Completed	126	64	97%
Estimated Kaizen Cost Savings/Avoidance (\$M)	0.3	0.3	0%

Senior Team:



Chad Dundas



Ali Rezaei



Matt Barr



Kerri Furlong



Barclay Laughland



Stephen Johnston

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Investments in master franchisors

Averine Partners is the holding entity for our companies in the master franchisor portfolio operating group. Averine is currently focused on rolling up master franchisors in the restaurant, automotive repair and health and beauty sectors. Established royalties tied to quality brands tend to be inflation hedging given their nature. Master franchisors also have low capital intensity with the ability to generate synergies and higher rates of organic growth via a multi-brand portfolio.

Partnership Snapshot:

\$48M

TTM Sales

9

Pending New Franchises

~200

of Corporate Employees

178

of Franchise Locations

Key Investment Elements:

Fragmentation

Yes

Buy Multiples

<7x
(earnings <\$5M)

Growth Drivers

GDP+
and Organic

Macro Overlay

SME
Consolidation

Integration Impact

Growth
+ Sale

Acquisition(s)/Disposition(s):

The Partnership did not complete any acquisitions or dispositions in Q2 but continues to actively review deal flow.

Key Performance Indicators:

	Q2 2023	Q2 2022	Change
TTM Sales (\$M)	48	44	9%
TTM EBITDA ² (\$M)	10	9	11%
Gross Profit Margin (%)	56	55	2%
Working Capital (\$M)	7	4	75%
Operating Expense Ratio (%)	32	34	6%
Operating Cash Flow (\$M)	5	3	67%
Capital Expenditures (\$M)	0.1	-	100%
Employees	189	178	6%
Total Kaizen Projects Completed	17	42	-60%
Estimated Kaizen Cost Savings/Avoidance (\$M)	0.2	0.1	100%

Senior Team:



Stephen Johnston



Matt Barr



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Chad Dundas



Jim Weidinger



Barclay Laughland

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Preceptos Partners is the holding entity for our companies in the light industrial portfolio operating group. Preceptos is focused on acquiring industrial businesses in environmental services and light manufacturing. The thesis is that a portfolio of low cost, light industrial small and medium sized enterprises can be a proxy for diversified Canadian GDP.

Partnership Snapshot:
\$175M

TTM Sales

7

of Companies

~600

of Employees

35

of Operating Locations

Key Investment Elements:
Fragmentation

Yes

Buy Multiples

<6x
(earnings <\$5M)

Growth Drivers

GDP and
Organic

Macro Overlay

On-shoring

Integration Impact

Growth
+ Sale

Acquisition(s)/Disposition(s):

The Partnership did not complete any acquisitions or dispositions in Q2 but continues to actively review deal flow.

Key Performance Indicators:

	Q2 2023	Q2 2022	Change
TTM Sales (\$M)	175	155	13%
TTM EBITDA ² (\$M)	17	16	6%
Gross Profit Margin (%)	31	30	3%
Working Capital (\$M)	37	31	19%
Operating Expense Ratio (%)	18	20	10%
Operating Cash Flow (\$M)	8	7	14%
Capital Expenditures (\$M)	0.9	0.7	29%
Employees	604	579	4%
Total Kaizen Projects Completed	76	117	-35%
Estimated Kaizen Cost Savings/Avoidance (\$M)	0.3	0.2	50%

Senior Team:


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Forward-looking information is based on a number of assumptions which have been used to develop such information but which may prove to be incorrect. In addition to other assumptions which may be identified in this document, assumptions have been made regarding, among other things: availability of and opportunity to engage in future deal flow; benefits of the acquisitions of the portfolio companies; the general stability of the economic and political environment in which Equicapita operates; treatment under governmental regulatory regimes, securities laws and tax laws; the ability of Equicapita to integrate the portfolio companies, increase efficiencies and successfully automate key performance indicators (KPIs); the ability of Equicapita to obtain qualified staff, equipment and services in a timely and cost efficient manner; that the global economy, general economic conditions and financial markets will not, in the long-term, be adversely impacted by COVID-19; valuation of Equicapita's investments; and currency, exchange and interest rates. Forward-looking information is based on the current expectations, estimates and projections of Equicapita and involve a number of known and unknown risks and uncertainties which may cause actual results or events to differ materially from those presently anticipated. These include, but are not limited to, general economic, political, market and business factors and conditions; interest rate fluctuations; statutory and regulatory developments; unexpected judicial or regulatory proceedings; catastrophic events; return on investment and distributions are not guaranteed and distributions may be reduced or suspended; government funding and or subsidies being different than expected; longer term commitment being required for Equicapita's investments and the illiquidity associated with such investments; the Trust's status as not being a "mutual fund" under securities laws and the level of foreign ownership; the ability of Equicapita to achieve or continue to achieve its investment objectives; the ability of Equicapita to obtain financing and meet interest or principal payments; risks associated with COVID-19 including the risk that the business, reputation, financial condition, trade flow, results of operations or cash flows of Equicapita will be adversely affected; availability of workforce generally and as COVID-19 persists; operational risks associated with Equicapita's business including competition, managing growth, losses, litigation, debt-related risks and cyber-security; operational risks associated with the portfolio companies' businesses including: competition, hazards, compliance with environmental laws, losses, litigation (including product liability), meeting customer demands to continuously improve operating equipment and enhance product and solutions portfolios, cyber-security, functioning computer and data processing systems; attracting and maintaining contracts with customers (including government agencies), intellectual property risks, unionization, reliance on supply chains and increases to energy and commodity prices; fluctuations in foreign currency exchange rates; attracting and retaining skilled employees; the impact of severe weather conditions on portfolio company operations and government policies enacted to address climate change; operation of franchises in accordance with portfolio company standards; availability and success of future acquisitions, the timing of such investments and the potential for undisclosed liabilities; and disposition risks including representations, indemnification and contingent liabilities. Readers are cautioned that the list above is not exhaustive.

This document contains future-oriented financial information and financial outlook information (collectively, "FOFI") about Equicapita's and its portfolio companies' prospective results of operations and components thereof, all of which are subject to the same assumptions, risk factors, limitations, and qualifications as set forth in the above paragraphs. The FOFI contained in this document is provided for the purpose of providing further information about Equicapita's and its portfolio companies' anticipated future business operations. Readers are cautioned that the FOFI contained in this document should not be used for purposes other than for which it is disclosed herein and reliance on such information may not be appropriate for other purposes.

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Equicapita has included the above summary related to forward-looking information and FOFI in order to provide readers with a more complete perspective on Equicapita's current and future operations and such information may not be appropriate for other purposes. The forward-looking information and FOFI in this document is given as at August 16, 2023 and Equicapita disclaims any intent or obligation to update publicly any forward-looking information or FOFI, whether as a result of new information, future events or results or otherwise, other than as required by applicable securities laws. The forward-looking statements contained in this document are expressly qualified by the foregoing cautionary statements.

Notes:

1. Management Expense Ratio – Calculated by dividing fund G&A, net of non-recurring and one-time expenses, including management fees, by the Assets Under Management.
2. EBITDA – Income from continuing operations before (i) finance expense, (ii) income taxes, (iii) depreciation and amortization, (iv) other non-cash expenses, and (v) nonrecurring expenses and one-time extraordinary gains and losses for all portfolio companies. References to EBITDA excludes funding provided by government subsidies in the amounts of \$nil and \$1.7M for the TTM periods ended June 30, 2023 and 2022.
3. Yield – Calculated by dividing the quarterly distribution by the number of preferred units outstanding, annualized for a full year.