



**Averine Partners
Q2 2023 Update**

We are pleased to present the Averine Partners update 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.

Averine is 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 top line 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
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Key Investment Elements:

Fragmentation Yes	Buy Multiples <7x (earnings <\$5M)	Growth Drivers GDP+ and Organic	Macro Overlay SME Consolidation	Integration Impact Growth + Sale
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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 ¹ (\$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%

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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 Averine Partners operates; treatment under governmental regulatory regimes, securities laws and tax laws; the ability of Averine Partners to integrate the portfolio companies, increase efficiencies and successfully automate key performance indicators (KPIs); the ability of Averine Partners 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 Averine Partner's investments; and currency, exchange and interest rates. Forward-looking information is based on the current expectations, estimates and projections of Averine Partners 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 Averine Partner'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 Averine Partners to achieve or continue to achieve its investment objectives; the ability of Averine Partners 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 Averine Partners will be adversely affected; availability of workforce generally and as COVID-19 persists; operational risks associated with Averine Partner'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 Averine Partner'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 Averine Partner'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.

Although Averine Partners believes that the expectations reflected in the forward-looking information are reasonable, it cannot guarantee future results, levels of activity, performance or achievement. Because of the risks, uncertainties and assumptions contained herein, prospective investors should not place undue reliance on forward-looking information. Averine Partner's actual results, performance or achievement could differ materially from those expressed in, or implied by, this forward-looking information and, accordingly, no assurance can be given that any of the events anticipated by the forward-looking information will transpire or occur, or if any of them do so, what benefits Averine Partners will derive therefrom.

Averine Partners has included the above summary related to forward-looking information and FOFI in order to provide readers with a more complete perspective on Averine Partner'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 Averine Partners 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. 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 \$0.5M for the TTM periods ended June 30, 2023 and 2022.