

## **INVESTOR PRESENTATION**

AUGUST 2025



## NON-GAAP AND OTHER FINANCIAL MEASURES

In addition to the IFRS prepared results and balances presented in the Trust's condensed consolidated interim financial statements and the notes thereto, Alaris uses a number of other financial measures to monitor its performance and some of these are presented in this investor presentation. These measures may not have standardized meanings or computations as prescribed by IFRS that would ensure consistency and comparability between companies using them and are, therefore, considered to be non-GAAP and other financial measures. Alaris primarily derives these measures from amounts presented in its financial statements, which were prepared in accordance with IFRS. The Trust's method of calculating these non-GAAP and other financial measures may differ from the methods used by other issuers. Therefore, it may not be comparable to similar measures presented by other issuers. The Trust's focus continues to be on IFRS measures and any other information presented herein is purely supplemental to help the reader better understand the key performance indicators used in monitoring its operating performance and financial position. Where applicable, calculations for the Non-GAAP and other financial measures or ratios are included in the accompanying Management Discussion and Analysis for the period ended June 30, 2025.

Actual Payout Ratio is a non-GAAP financial ratio and refers to Trust total cash distributions paid during the period (annually or quarterly) divided by the Alaris net distributable cash flow for the period. It represents the free cash flow after distributions paid to unitholders available for either repayments of senior debt and/or to be used in investing activities.

**Earnings Coverage Ratio ("ECR")** is a supplementary financial measure and refers to the EBITDA of a Partner divided by such Partner's sum of debt servicing (interest and principal), unfunded capital expenditures and Distributions to Alaris. Management believes the earnings coverage ratio is a useful metric in assessing our Partners' continued ability to make their contracted Distributions.

**IRR** is a supplementary financial measure and refers to internal rate of return, which is a metric used to determine the discount rate that derives a net present value of cash flows to zero. Management uses IRR to analyze partner returns.

**Net book value** and net book value per unit are supplemental financial measures and represents the equity value of the company or total assets less total liabilities and the same amount divided by weighted average basic units outstanding. Netbook value and net book value per unit are used by management to determine the growth in assets over the period net of amounts paid out to unitholders as distributions. Management believes net book value and net book value per unit are useful measures from which to compare the Trust's growth period over period. Change in Net book value per unit is the calculated period over period change as compared to the prior quarter.



Notes: (All unit price data as of closing price on August 7, 2025)



## Corporate Summary (Q2 2025)

| Invested Capital       | \$1.6 billion                     |
|------------------------|-----------------------------------|
| Net Book Value         | \$1.1 billion (\$23.57 per unit)  |
| Quarterly Distribution | \$0.34 per unit (\$1.36 annually) |
| YTD Payout Ratio       | 65%                               |

## **Market Summary**

| Ticker Symbol – Trust Units                                   | TSX: AD.UN   |
|---|--|
| Average Daily Volume (3-Month)                                | 69,288   |
| Units Outstanding (000s):                                     | 45,421 basic   |
| Unit Price:   | \$18.65<br>52 week high: \$20.68 (January 2025<br>52 week low: \$15.63 (July 2024) |
| Market Capitalization:  | ~\$847 million   |
| Unitholder Breakdown:  (based on estimates and fully diluted) | Retail - 75%<br>Institutional - 20%<br>Trustees and Officers - 5%                  |
| Ticker Symbol – Senior Unsecured Debentures                   | TSX: AD.DB.A   |
| Ticker Symbol – Convertible Unsecured Senior Debentures       | TSX: AD.DB.B   |

#### PORTFOLIO AT A GLANCE



ALARIS OVERVIEW



20
Active Partners

~\$1.6B
Current Invested Capital

\$2.9B+
Total Gross Invested Capital
To Date

43
Partners Invested in Since Inception

19%
Median IRR from
Exited Investments

65%
Fund Return from
Exited Investments

\$267M

5-Year Average of Gross
Annual Capital Invested

60+
Follow-On investments

## **DEFINING THE BUSINESS**

# Alaris' long-term goal is to create an optimal income stream with long term growth for investors

Alaris provides capital to private businesses using an innovative structure that fills a niche in the private capital markets

Alaris delivers diversification, enhanced returns, income generation and liquidity

Industry leader in lower to mid-market structured equity investing

20-year track record with above-market risk-adjusted returns and a platform to deploy capital



## ACCESS TO PRIVATE EQUITY MARKET

Access exclusive investment opportunities traditionally reserved for institutional investors and high-net-worth individuals.









**Limited Public Access:** Only 2% of middle-market companies are publicly traded.



Investors without access to private companies may miss out on stable, meaningful returns beyond the volatility of public markets.

Alaris offers access into a unique asset class and a way to invest in a portfolio of high-quality, industry leading private companies that have only been accessible to the wealthiest financial institutions.





## **INVESTMENT HIGHLIGHTS**

The best companies in the world are never for sale. Alaris' unique investment structure generates attractive returns from a universe of businesses that would be otherwise unavailable to traditional equity investors

| 1 | Unique investment strategy combines equity like returns with |
|---|--|
| 1 | debt like protections  |

- Existing portfolio is generating an attractive baseline cash yield of 13%, with potential for incremental growth and gains from capital appreciation
- Robust and consistent investment pipeline
- Highly scalable business model with low overhead costs, resulting in EBITDA margins in excess of 80%
- Highly experienced management team with a demonstrated track record of generating a 16% compounded annual return on exited investments



## ALARIS REPRESENTS A UNIQUE ASSET CLASS

#### Alaris' structured equity investment approach provides a desirable risk:return profile

#### **Equity-Like Returns...**

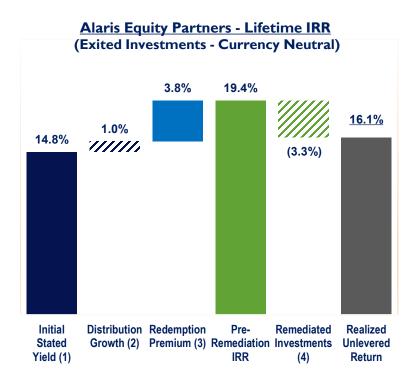
- Attractive initial cash yields with participation in growth through an annual adjustment
- Adjustment tied to top-line growth in the underlying business
- Exposure to market-leading businesses that are not otherwise accessible to traditional equity investors
- In the event its investment is repurchased, Alaris is entitled to receive a premium in addition to the return of its original invested capital
- Common equity returns through dividends and capital appreciation

#### ...with Debt-Like Protections

- Comprehensive set of rights and remedies
- Consent rights over material changes in the underlying business of the Partner Companies
- Non-payment of distributions constitutes an event of default
- Uncured remedies include the ability to assume a more active role in management, and if necessary, take voting control
- Ultimately, Alaris can require the repurchase of its investment or engage in a controlled sales process
- Remedies for uncured defaults include the ability to assume a more active role in management, and if necessary, take voting control

Provides an attractive alternative to the traditional full sale outcome while meeting best-in-class business capital desires

Alaris provides access to an untapped portion of the lower middle market through an innovative strategy that allows entrepreneurs to retain cultural control and the majority of common equity ownership



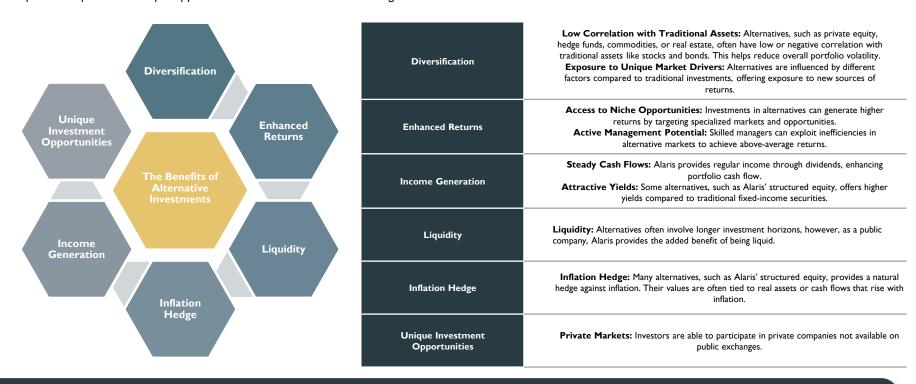
- (1) Reflects weighted average initial yield of realized investments
- (2) Reflects IRR with impact of distribution adjustments and debt contributions (excludes ccComm, Group SM, KMH, Sandbox, SHS and Providence)
- (3) Reflects incremental IRR achieved from redemption premiums (excludes ccComm, Group SM, KMH, Sandbox, SHS and Providence)
- (4) Reflects impact on IRR from remediated investments (includes ccComm, Group SM, KMH, Sandbox, SHS and Providence)



### ALARIS IS YOUR ALTERNATIVES INVESTMENT

Alaris provides private equity returns for investment portfolios by providing benefits such as diversification, enhanced returns, income generation and liquidity

Investors are increasingly allocating capital to alternative investments for several key reasons. Alternatives can enhance portfolio performance, reduce risk, and provide exposure to unique opportunities that are not available through traditional stocks and bonds.



#### Alaris Provides Superior Alternatives Exposure through a Public Company Investment

Low correlation of Returns to Public Equity

Superior Risk Adjusted Returns Attractive Yield through monthly dividend

Liquid through public markets

Cash flow tied to revenue of investments

Private company investments

#### INNOVATIVE WIN-WIN INVESTMENT APPROACH

Proven brand & platform delivering a differentiated capital solution to established high growth middle market companies

#### Why Alaris Wins

Alaris' Value Proposition to Founders / Operators

#### #1

#### Non-Control

- Founders maintain day-to-day operational, cultural control over the business
- Founders also maintain voting control and majority of common equity creating alignment between Alaris non-control and operators

#### #2

#### No "Put" Option

- Does not have a put right
- Partner maintains the decision to sell the business, thus eliminating refinancing risk that exists with both debt and equity alternatives
- In event of default, Alaris' covenants invoke a Put option, limiting its risk in the event of partner under-performance

#### #3

## Shared Participation in Growth

- Preferred equity shares growth with outsized returns to common equity holders
- Capped participation in value creation through preferred equity results in improved alignment

65%+

Generated in Total Returns from Exits to Date<sup>(1)</sup>

#4

#### **Capital Growth Partner**

- Capital partner with perpetual access and time horizon to support in future capital requirements
- Sourcing and execution engine for lower middle market companies that would otherwise need to rely on misaligned advisor network

#### #5

## Resource at Management's Disposal

- Full suite of value-driving and support functions, based on agreed to business objectives
- Alaris' involvement is at the discretion of management versus management being at disposal of equity partner

#### #6

## **Empowering Founders / Operators**

- Belief that family founder-led businesses are best positioned for success when the long-term strategy is driven by the entrepreneurs themselves
- Alaris' structure empowers founders to continue to create value and enhance intrinsic value over the long term

Win-Win
Partnership
Attracts Best
in Class
Companies



(1) Return from Partners that have either repurchased all of Alaris' units or where Alaris carries no fair value for preferred units from such Partner

## DIFFERENTIATED STRATEGY

Alaris' preferred equity structure fills a large gap in the financial markets

| Capital Stack  |
|--|
| Rollover Equity                                      |
| 2 <sup>nd</sup> Layer Capital                        |
| I <sup>st</sup> Layer Senior Debt<br>(if applicable) |



#### Alaris vs. Equity

- Traditional private equity generates returns by selling the acquired interest in a company at a future date
  - Alaris makes its return through on-going distributions plus preferred equity gains on eventual exit
  - With Alaris, the future sale of the business is driven by the entrepreneur's goals, and Alaris does not force an exit under the normal course of business
  - Alaris maintains communication with partners on capital markets activity / health and strategic guidance to maximize value on the entrepreneur timeline
- It can be costly for a company to give up a meaningful equity stake and share the business with a third-party
  - Alaris preferred equity capped participation in its Partner's success and growth as an upside incentive for founders / management

#### Alaris vs. Debt

- Debt payments are fixed and are not sensitive to the potential economic fluctuations of a business
  - Alaris' distribution is adjusted annually to a maximum of +/- 5%-8% (i.e., \$5.0M distribution with 6% collar would adjust to \$4.7M - \$5.3M) based on the ongoing performance of its Partners
  - Alaris' partnership mentality is to create enduring value versus debt no / nominal risk tolerance, which can impact the business long-term
- Debt often includes restrictive covenants that can influence a company's ability to grow, place restrictions on the use of proceeds, as well as limit the amount of proceeds available to a company
  - Alaris is a long-term partner and only utilizes consent rights and protective covenants to protect its interests but not limit a Partner's growth

#### **EVOLUTION OF ALARIS**

2004: Alaris Equity Partners was founded in Calgary, Alberta

2011: Alaris begins investing in US-based companies 2019: Extension of equity investment strategy with first common equity investments in Amur and Ohana





2023: Launches AUM strategy raising \$400M of equity from Brookfield for Sono Bello

**Brookfield** 



## 2004 Founding of Alaris

- Alaris was founded in 2004 by CEO and President, Steve King
- Provide the growing private equity market with a product that allowed the best companies in the world to remain private through structured equity
- Alaris investors benefit through income focused, highly diversified private equity portfolio

Launch of Alaris

#### 2011 Entry into US Market

- Alaris enters US market through initial investment in Quetico 2011 and Sequel in 2013
- Access to a much larger and sophisticated US market allowing for much greater geographic, political and industry diversification
- Portfolio is now over 80%
   US based with 90% of our
   principal investments in the
   US, and over 95% of AUM is
   US based

**Increased Opportunities** 

#### 2019 Common Equity Investments

- Alaris makes first common equity investments in Amur Financial and Ohana
- Creates increased alignment with Partners as well potential for higher overall returns
- Has enabled Alaris to increase total capital investments with access to more opportunities
- Portfolio now has common equity equal to 17% of invested capital

**Increased Returns** 

#### 2023 Third-Party Asset Management

- Through Brookfield's investment in Sono Bello, Alaris launched its third-party Asset Management business, collecting a management fee along with performance fees
- Alaris completed the second AUM transaction in 2024 through its Ohana investment
- Total third-party assets under management are currently US\$520 million

**Compounding Returns** 

Alaris continues to evolve through leveraging its core capabilities and accessing new opportunities with higher risk-adjusted returns



# ASSETS UNDER MANAGEMENT (AUM)

# ALARIS EQUITY PARTNERS INCOME TRUST

## Historical AUM (\$ millions)



To date, Alaris has dealt with two of the biggest asset management companies in the world, including Brookfield. This brings our growth of third-party AUM to over \$700 million and our total managed investment assets to more than \$2.4 billion.

#### **Value Created for Unitholders:**

- 1. Increased diversification of income streams;
- 2. Lower investment risk by diversifying the portfolio; and
- 3. Greater potential for long-term capital appreciation.

#### **Value Created for Partners:**

- I. Access to world class third-party capital and financing solutions;
- 2. Strengthened partnerships that align interests and foster mutual success; and
- 3. Access to structured equity through Alaris to maintain asymmetric upside for founders.

#### A DISCIPLINED APPROACH TO STRUCTURED EQUITY INVESTING:

### WELL-DEFINED TARGET PARTNER PROFILE

Alaris has invested over \$2.9 billion to date in 43 companies in the United States and Canada

## Target Partner Criteria

- Alaris recapitalizes both minority and majority equity positions in lower middle market companies in North America through non-control, preferred and common equity investments
- Equity Check Size: \$25- \$100 million of capital
  - "Sweet spot" size of \$40 \$75 million
- Historical free cash flow in excess of \$5.0M
- Proven founder and team with a desire to maintain operational and cultural control
- Asset-light, low leverage and low risk of obsolescence
- Partners are leaders in the industry they serve

#### 13%

**Baseline Cash Yield Generated** 

#### **Limited Use of Senior Debt**

10 out of Alaris' last 13 investments had zero term debt at the time of closing

#### 12

Existing Partners with <1x of Senior Leverage

Alaris' consent and approval for all debt incurred post-close

#### ~5 Years

**Current Average Hold Period** 

#### ~\$60M

**Average Investment Size in Current Portfolio** 

#### Capital Uses by % of Existing Partners

Management Buyout 38%

Dividend Recapitalization 50%

Growth & Acquisitions 4%

Recapitalization 8%

#### **Industry Focus**



B2B Services



Professional / Technical

IT

Marketing



B2C Services



HealthcareFinancial



Construction Services

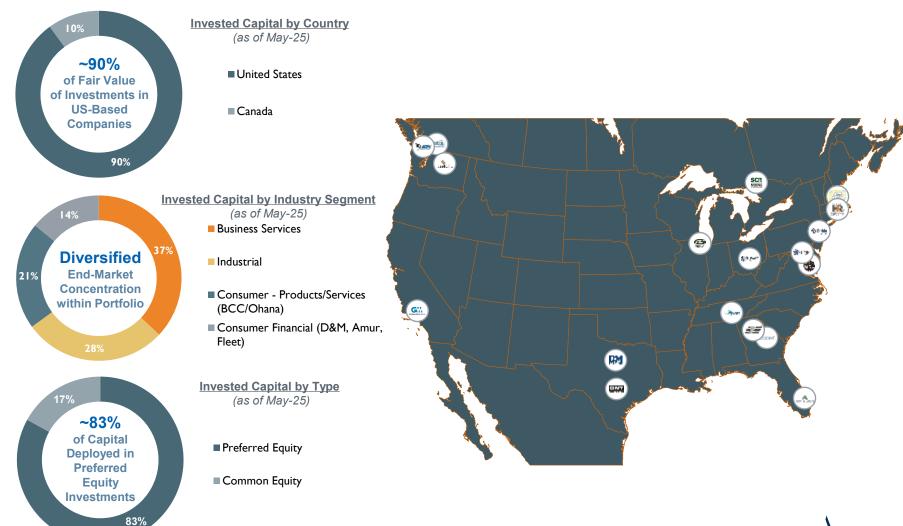


Geographically diverse

End market diverse



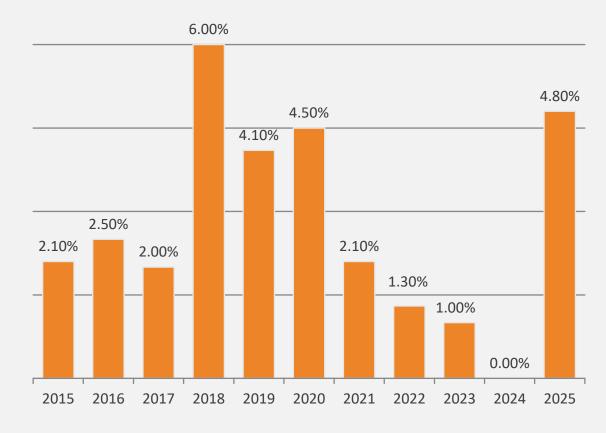
## THOUGHTFULLY CONSTRUCTED DIVERSIFIED PORTFOLIO





# **Overall Historical Preferred Equity Resets**







## EARNINGS COVERAGE HEAT MAP

- The table to the right displays the range of earnings coverage ratios ("ECR") for each of our Partners over the last five quarters. Generally speaking, a ratio above 1.0x provides enough earnings to cover preferred distributions to Alaris, interest and principal payments to lenders as well as unfunded capital expenditures.
- Of the 20 partners listed, two is below 1.0x, two are in the 1.0x to 1.2x range, three are in the 1.2x to 1.5x range, four are in the 1.5x to 2.0x range and nine have an ECR >2.0x.
- In Q2-25 as compared to Q1-25, five had an increase in the ECR range, one had a decrease in the ECR range, and fourteen had no change in the ECR range.

| Partner              | Q2-24        | Q3-24        | Q4-24        | Q1-25        | Q2-25        |
|----------------------|--------------|--------------|--------------|--------------|--------------|
| Body Contour Centers | 1.2x-1.5x    | 1.2x-1.5x    | 1.2x-1.5x    | 1.2x-1.5x    | 1.0x to 1.2x |
| Ohana                | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x | 1.5x-2.0x    |
| DNT                  | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| D&M                  | 1.0x to 1.2x | 1.0x to 1.2x | 1.2x-1.5x    | 1.2x-1.5x    | 1.2x-1.5x    |
| Accscient            | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x | 1.2x-1.5x    |
| GWM Holdings         | 1.2x-1.5x    | 1.2x-1.5x    | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x |
| 3E                   | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x | 1.0x to 1.2x | 1.5x-2.0x    |
| Amur Financial       | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| FMP                  | 1.5x-2.0x    | 1.5x-2.0x    | 1.2x-1.5x    | <1.0x        | <1.0x        |
| LMS                  | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| Edgewater            | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| SCR                  | <1.0x        | <1.0x        | 1.0x to 1.2x | 1.0x to 1.2x | 1.5x-2.0x    |
| Sagamore             | 1.5x-2.0x    | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| Fleet                | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| Carey Electric       | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| Heritage             | <1.0x        | <1.0x        | <1.0x        | <1.0x        | <1.0x        |
| The Shipyard         | 1.2x-1.5x    | 1.2x-1.5x    | 1.2x-1.5x    | 1.2x-1.5x    | 1.2x-1.5x    |
| Cresa                | >2.0x        | >2.0x        | >2.0x        | >2.0x        | >2.0x        |
| Berg                 | N/A          | N/A          | 1.5x-2.0x    | 1.5x-2.0x    | >2.0x        |
| PEC                  | N/A          | N/A          | 1.5x-2.0x    | 1.5x-2.0x    | 1.5x-2.0x    |



## RETURNS FROM EXITS TO DATE

- Alaris has generated \$673.3 million in total returns (+65%) on partners that have either repurchased all of Alaris' units, ceased operations or where Alaris carries no fair value for preferred units from such partner.
- The monthly or quarterly distributions Alaris receives from its Partners ensures Alaris is getting a return on investment from Day I, rather than solely on an exit event. This greatly reduces the investment risk.

| \$millions CAD    | Initial<br>Investment<br>Date | Number of<br>Years<br>Invested | Capital I    | Distributions<br>Received | Exit Capital<br>Received | Total<br>Return | % total<br>Return | IRR % |
|-------------------|-------------------------------|--------------------------------|--------------|---------------------------|--------------------------|-----------------|-------------------|-------|
| MAHC (1)          | Dec-15                        | 1.0                            | \$ (18.4) \$ | \$ 7.2                    | \$ 20.0                  | \$ 8.8          | 48%               | 53%   |
| FNC               | Jan-21                        | 1.8                            | (51.1)       | 21.8                      | 68.2                     | 38.9            | 76%               | 41%   |
| Sequel            | Jul-13                        | 4.2                            | (77.4)       | 59.8                      | 120.9                    | 103.3           | 133%              | 29%   |
| Agility           | Dec-12                        | 5.4                            | (20.2)       | 18.5                      | 28.3                     | 26.5            | 131%              | 25%   |
| LifeMark          | Dec-04                        | 11.3                           | (67.5)       | 75.6                      | 123.4                    | 131.5           | 195%              | 24%   |
| MediChair         | Sep-05                        | 6.8                            | (6.5)        | 6.4                       | 10.0                     | 9.9             | 152%              | 24%   |
| SBI               | Aug-17                        | 2.4                            | (106.8)      | 42.7                      | 122.7                    | 58.6            | 55%               | 24%   |
| EOR               | May-05                        | 13.2                           | (7.2)        | 17.4                      | 12.6                     | 22.8            | 317%              | 22%   |
| Killick           | Jul-11                        | 4.0                            | (41.3)       | 19.7                      | 45.0                     | 23.5            | 57%               | 20%   |
| Unify             | Oct-16                        | 8.2                            | (41.1)       | 28.1                      | 51.6                     | 38.6            | 94%               | 20%   |
| Quetico           | Nov-11                        | 3.0                            | (28.2)       | 13.1                      | 30.4                     | 15.4            | 55%               | 19%   |
| Federal Resources | Jun-15                        | 6.3                            | (84.0)       | 81.6                      | 100.3                    | 97.9            | 116%              | 19%   |
| Labstat           | Jun-12                        | 6.0                            | (47.2)       | 43.8                      | 61.3                     | 57.9            | 123%              | 19%   |
| Solowave          | Dec-10                        | 5.8                            | (42.5)       | 31.9                      | 44.5                     | 33.9            | 80%               | 17%   |
| Brown & Settle    | Feb-21                        | 3.2                            | (84.6)       | 33.6                      | 97.3                     | 46.3            | 55%               | 15%   |
| Stride            | Nov-19                        | 4.7                            | (8.0)        | 3.3                       | 8.2                      | 3.6             | 45%               | 15%   |
| Kimco             | Jun-14                        | 7.8                            | (43.1)       | 47.1                      | 55.0                     | 59.1            | 137%              | 13%   |
| ccComm            | Dec-16                        | 4.5                            | (25.0)       | 6.7                       | 15.6                     | (2.7)           | -11%              | -4%   |
| KMH               | May-10                        | 7.0                            | (54.8)       | 21.3                      | 14.3                     | (19.3)          | -35%              | -12%  |
| Sandbox (2)       | Mar-16                        | 3.9                            | (78.9)       | 25.7                      | 33.7                     | (19.5)          | -25%              | -16%  |
| Providence (3)    | Mar-16                        | 4.7                            | (38.9)       | 21.0                      | -                        | (17.9)          | -46%              | -27%  |
| SHS (4)           | Mar-13                        | 0.9                            | (15.0)       | 1.0                       | 1.1                      | (12.9)          | -86%              | -44%  |
| Group SM          | Nov-13                        | 4.6                            | (40.5)       | 9.8                       | -                        | (30.7)          | -76%              | -67%  |
| Totals            |                               |                                | \$(1,028.1)  | \$ 637.0                  | \$ 1,064.4               | \$ 673.3        | 65%               | 16%   |

<sup>(1)</sup> MAHC repurchased Alaris' units after 1 year, resulting in an additional 24 months of distributions being paid to Alaris on exit. This resulted in an IRR much higher than what is expected.



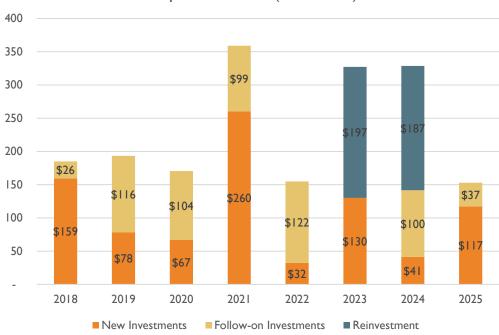
<sup>(2)</sup> Returns on senior debt are included.

<sup>(3)</sup> Providence is expected to be wound up and Alaris does not anticipate any proceeds from such process.

<sup>(4)</sup> SHS went into receivership in December 2013, therefore no exit capital was received.

## **INVESTMENT HISTORY**





- Since Inception:
  - -Invested over \$2.9 billion in 43 Partners and more than 100 tranches
  - -Collected over \$1.4 billion of distributions
  - -Over \$1.0 billion of capital received through exit events (repurchases)
- 5-year average of approximately \$267 million of gross capital invested.
- Alaris has invested \$154 million year to date.



| Summary of Dept Capacity and Covenants Millions \$   | As of<br>August 7, 2025      |
|--|------------------------------|
| Senior debt outstanding                              | USD\$252.7                   |
| Senior debt to EBITDA Senior debt to EBITDA Covenant | 1.90x <sup>(1)</sup><br>3.0x |
| Amount remaining on Senior Facility                  | USD\$197.3                   |
| Debentures Outstanding                               | CDN\$157.0 <sup>(2)</sup>    |
| Current Fixed Charge Ratio Fixed Charge Covenant     | 1.70x <sup>(1)</sup><br>1.0x |
| Tangible Net Worth (TNW)                             | CDN\$1,108.5 (1)             |
| TNW Covenant   | CDN\$650.0 (1)               |

<sup>(1)</sup> Calculated as of June 30, 2025.



<sup>(2)</sup> Alaris has CDN\$65 million face value of senior debentures bearing interest of 6.25% per annum, payable semi-annually with a maturity of March 31, 2027. In addition, during Q2 2025, Alaris issued convertible debentures which have a face value of \$92.0 million bearing interest of 6.5% per Annum, payable semi-annually with a maturity date of June 30, 2030.

## **CORPORATE INFORMATION**

| Board of Trustees            | Committees   |
|------------------------------|--|
| Peter Grosskopf, Chairman    |  |
| Bob Bertram, Trustee         | - Compensation (Chair)<br>- Corporate Governance                               |
| Sophia Langlois, Trustee     | - Audit (Chair)<br>- Compensation  |
| Kim Lynch Proctor, Trustee   | - Audit<br>- Compensation  |
| Felix-Etienne Lebel, Trustee | - Compensation<br>- Transaction  |
| Sarah Hughes, Trustee        | <ul><li>- Audit</li><li>- Corporate Governance</li><li>- Transaction</li></ul> |
| Steve King, Trustee          |  |

| Auditors             | KPMG, LLP  |
|----------------------|--|
| Banking<br>Syndicate | National Bank of Canada (lead) Bank of Montreal (co-lead) ATB Financial (co-lead) Royal Bank of Canada Desjardins Group The Toronto-Dominion Bank  |
| Analyst<br>Coverage  | Acumen Capital Finance Partners, Trevor Reynolds CIBC World Markets, Nik Priebe Cormark Securities Inc., Jeff Fenwick Desjardins Securities, Gary Ho National Bank Financial, Zachary Evershed Raymond James, David Pierse |





# **APPENDICES**

## APPENDIX A: SUMMARY OF PARTNERS (IN US\$ UNLESS NOTED)

| Millions (\$)                      | 3E                                      | Accscient LLC                                       | Amur Financial<br>Group   | Berg Demo<br>Holdings                               | Body Contour<br>Centers (DBA<br>Sono Bello) <sup>2</sup> | Carey Electric                                       | Cresa  |
|------------------------------------|---|---|---|---|--|--|--|
| Industry                           | Industrials:<br>Utility Services        | Business Services:<br>IT Consulting and<br>Staffing | Financial Services:<br>Mortgage<br>Origination (home<br>equity) | Industrials:<br>demolition<br>solutions<br>provider | Consumer<br>Discretionary:<br>Cosmetic Surgery           | Industrials:<br>Electrical<br>Contractor<br>Services | Business<br>Services: Tenant<br>Representation |
| Total Alaris Capital<br>Invested   | \$39.5                                  | \$62.0 (Preferred)<br>\$10.0 (Common)               | CDN\$50.0<br>(Preferred)<br>CDN\$20.0<br>(Common)               | \$17.2<br>(Preferred)<br>\$3.9<br>(Common)          | \$150.4 (Conv.<br>Pref)                                  | \$13.1<br>(Preferred)<br>\$0.9 (Common)              | \$30.0   |
| Use of Proceeds                    | Recapitalizatio<br>n                    | Recapitalization<br>and growth<br>capital           | Partial Liquidity   | Partial Liquidity                                   | Partial Liquidity  | Partial Liquidity                                    | Growth Capital                                 |
| Annualized Distributions to Alaris | \$5.9                                   | \$9.2   | CDN\$7.4  | \$2.4   | \$14.3   | \$1.9  | \$4.2  |
| Annual Reset Metric                | Percentage<br>change in gross<br>profit | Percentage<br>change in gross<br>profit             | Percentage change in gross revenue                              | Percentage<br>change in gross<br>profit             | N/A  | Percentage<br>change in gross<br>sales               | Percentage<br>change in<br>revenue             |
| <b>Distribution Collar</b>         | +/- 6% per year                         | +/- 5% per year                                     | +/- 6% per year   | +/- 7% per year                                     | N/A  | +/- 5% per year                                      | +/- 7% per year                                |
| Partner Since                      | February 2021                           | June 2017   | June 2019   | February 2025                                       | Sept 2018  | June 2020  | May 2024                                       |

Note 1: See the "Private Company Partner Update" section of the Management Discussion and Analysis for the period ended June 30, 2025 for more information related to capital contributed, annualized distributions and earnings coverage ratios.

Note 2: On February 14, 2023, Alaris completed a strategic transaction in which a portion of Alaris' investment in BCC's existing preferred units were exchanged for newly issued convertible preferred units and the remaining portion of BCC's existing preferred units were redeemed. Amount is outlined in the above table are reflective of this transaction and Alaris' investment in the newly issued convertible preferred units.



## APPENDIX A: SUMMARY OF PARTNERS (IN US\$ UNLESS NOTED)

| Millions (\$)                      | DNT<br>Construction                            | Edgewater<br>Technical<br>Associates  | Federal<br>Management<br>Partners                               | Fleet Advantage                            | GWM  | Heritage<br>Restoration  | LMS   |
|------------------------------------|--|---|---|--|--|--|---|
| Industry                           | Industrials: Civil<br>Construction<br>Services | Business Services:<br>Professional and<br>Technical Services<br>to the Nuclear<br>Energy Industry | Business Services:<br>Organizational<br>Management<br>Solutions | Business Services:<br>Fleet<br>Management  | Business Services:<br>Digital Marketing<br>Solutions | Industrials:     Masonry     Restoration,     Waterproofing     and Coating     Repair | Industrials:<br>Rebar<br>Fabrication<br>and<br>Installation |
| Total Alaris Capital<br>Injected   | \$62.8   | \$30.6 (Preferred)<br>\$3.5 (Common)  | \$34.0 (Preferred)<br>\$6.0 (Common)                            | \$15.0 (Preferred)<br>\$8.0 (Common)       | \$76.0 (Preferred)<br>\$30.0 (Common)                | \$17.5 (Preferred)<br>\$1.0 (Common)   | CDN\$57.6<br>(4 tranches)                                   |
| Use of Proceeds                    | MBO of<br>Majority<br>Holder(s)                | MBO and partial<br>liquidity  | Partial Liquidity   | Growth Capital<br>and partial<br>liquidity | MBO of Equity<br>Sponsor                             | МВО  | Estate<br>Planning and<br>growth                            |
| Annualized Distributions to Alaris | \$11.6   | \$4.4   | \$0.9 <sup>(2)</sup>  | \$2.2                                      | \$8.0  | \$0.0 (3)  | CDN\$7.1  |
| Annual Reset Metric                | Percentage<br>change in gross<br>revenue       | Percentage<br>change in gross<br>profit   | Percentage<br>change in gross<br>revenue                        | Percentage<br>change in net<br>revenue     | Percentage<br>change in gross<br>revenue             | Percentage<br>change in gross<br>profit  | Percentage<br>change in<br>gross profit                     |
| Distribution Collar                | +/- 6% per year                                | +/- 7% per year   | +/- 7% per year   | +/- 6% per year                            | +/- 8% per year                                      | +/- 6% per year  | No collar   |
| Partner Since                      | June 2015                                      | December 2020   | April 2023  | June 2018                                  | November 2018  | January 2018   | April 2007  |

Note 1: See the "Private Company Partner Update" section of the Management Discussion and Analysis for the period ended ended for June 30,



<sup>2025.</sup> For more information related to capital contributed, annualized distributions and earnings coverage ratios. Note 2: Alaris deferred the FMP distributions, or until their cash flows can support payments.

Note 3: Alaris deferred the Heritage distributions into 2026, or until their cash flows can support payments.

## APPENDIX A: SUMMARY OF PARTNERS (IN US\$ UNLESS NOTED)

| Millions (\$)                      | Ohana Growth<br>Partners (formerly<br>PF Growth<br>Partners) | Professional<br>Electric Contractors<br>of Connecticut | Sagamore   | SCR                                      | The Shipyard   | D&M Leasing                          |
|------------------------------------|--|--|--|--|--|--------------------------------------|
| Industry                           | Consumer<br>Discretionary:<br>Health and Fitness<br>Clubs    | Industrials:<br>Electrical<br>Contractor Services      | Industrials:<br>Commercial<br>Plumbing, HVAC,<br>and facilities<br>maintenance<br>services | Industrials:<br>Mining Services          | Business Services:<br>Integrated<br>Marketing Agency | Financial Services:<br>Auto Leasing  |
| Total Alaris Capital<br>Injected   | \$61.5 (Conv Pref)<br>\$70.3(Common)                         | \$37.0 (Debt &<br>Preferred)<br>\$24.1 (Common)        | \$20.0 (Preferred)<br>\$4.0 (Common)   | CDN\$40.0                                | \$91.5 (Preferred)<br>\$17.0 (Common)                | \$72.5 (Preferred)<br>\$7.7 (Common) |
| Use of Proceeds                    | Estate planning and growth capital                           | Partial Liquidity                                      | Growth capital and partial liquidity   | Estate planning and growth capital       | Partial Liquidity                                    | Partial Liquidity                    |
| Annualized Distributions to Alaris | \$9.2  | \$5.2  | \$3.0  | CDN\$4.2                                 | \$12.9   | \$9.8                                |
| Annual Reset Metric                | N/A  | Percentage change in gross profit                      | Percentage change in gross revenue   | Percentage<br>change in gross<br>revenue | Percentage change in net revenue                     | Percentage change in gross profit    |
| Distribution Collar                | N/A  | +/- 7% per year  | +/- 6% per year  | +/- 6% per year                          | +/- 7% per year                                      | +/- 7% per year                      |
| Partner Since                      | November 2014  | February 2025  | November 2022  | May 2013                                 | August 2023  | June 2021                            |

Note 1: See the "Private Company Partner Update" section of the Management Discussion and Analysis for the period ended June 30, 2025 for more information related to capital contributed, annualized distributions and earnings coverage ratios.



## FORWARD LOOKING STATEMENTS

This corporate presentation contains forward-looking information and forward-looking statements (collectively, "forward-looking statements") under applicable securities laws, including any applicable "safe harbor" provisions. Statements other than statements of historical fact contained in this presentation may be forward looking statements, including, without limitation: management's expectations, intentions and beliefs concerning the growth, results of operations, performance of the Trust and the Partners, the future financial position or results of the Trust, business strategy and plans and objectives of or involving the Trust or the Partners. Many of these statements can be identified by looking for words such as "believe", "expects", "will", "intends", "projects", "anticipates", "estimates", "continues" or similar words or the negative thereof. In particular, this presentation contains forward-looking statements regarding: the anticipated financial and operating performance of the Partners; the ECR for the Partners; the Trust's Run Rate Payout Ratio and Run Rate Revenue; the impact of the new investments in within the last 12 months as well as the follow-on investments, including, without limitation, the expected yield therefrom and the impact on the Trust's net cash from operating activities, Run Rate Revenue, Run Rate Cash Flow and Run Rate Payout Ratio; the Trust's consolidated expenses; expectations regarding receipt (and amount of) any common equity distributions from Partners in which Alaris holds common equity, including the impact on the Trust's net cash from operating activities, Run Rate Revenue, Run Rate Cash Flow and Run Rate Payout Ratio; the amount of the Trust's distributions to unitholders (both quarterly and on an annualized basis); the use of proceeds from the senior credit facility: the CRA proceedings (including the expected timing and financial impact thereof); potential Partner redemptions, including the timing, if at all, and amounts thereof; annualized net cash from operating activities; Run Rate Revenue and Run Rate Cash Flow; changes in Distributions from Partners; the proposed resolutions to outstanding issues with certain Partners; the timing for collection of deferred or unpaid Distributions; impact of new deployment; impact of changes to the U.S./Canadian dollar exchange rate; the impact of U.S. Government cuts on FMP and FMP's ability to respond thereto; impact of changes in interest rates; Alaris' ability to deploy capital to and attract new private businesses to invest in and restarting Distributions from Partners not paying full contractual amounts: the impact of Alaris' ESG Policy & Report. To the extent that any forward-looking statements herein constitute a financial outlook or future oriented financial information (collectively. "FOFI"), including estimates regarding revenues, expenses, distributions to be paid, the impact of capital deployment and changes in Distributions from Partners (including expected resets, restarting full or partial Distributions and common equity distributions), Run Rate Payout Ratio, Run Rate Cash Flow and net cash from operating activities, they were approved by management as of the date hereof and have been included to assist readers in understanding management's current expectations regarding Alaris' financial performance and are subject to the same risks and assumptions disclosed herein. There can be no assurance that the plans, intentions or expectations upon which these forward-looking statements are based will occur. Forwardlooking statements are subject to risks, uncertainties and assumptions and should not be read as guarantees or assurances of future performance. Readers are cautioned that the assumptions used in the preparation of forward-looking statements, including FOFI, although considered reasonable at the time of preparation, based on information in Alaris' possession as of the date hereof, may prove to be imprecise. In addition, there are a number of factors that could cause Alaris' actual results, performance or achievement to differ materially from those expressed in, or implied by, forward looking statements and FOFI, or if any of them do so occur, what benefits the Trust will derive therefrom. As such, undue reliance should not be placed on any forward-looking statements, including FOFI.

By their nature, forward-looking statements require Alaris to make assumptions and are subject to inherent risks and uncertainties. Assumptions about the performance of the Canadian and U.S. economies over the next 24 months and how that will affect Alaris' business and that of its Partners (including, without limitation, any ongoing impact of the COVID-19 and global economic and political factors) are material factors considered by Alaris management when setting the outlook for Alaris. Key assumptions include, but are not limited to, assumptions that: the Russia/Ukraine conflict and other global economic pressures and will not be detrimentally impacted over the next twelve months; interest rates will not rise in a material way from market expectations over the next 12 months, COVID-19 or other variants or global health crisis will not impact the economy or businesses of our partners in a material way over the next twelve months; the businesses of the majority of the Partners will perform in line with Alaris will have the ability to grow; more private companies will require access to alternative sources of capital; the businesses of new Partners and those of existing partners will perform in line with Alaris will have the ability to raise required equity and/or debt financing on acceptable terms. Management of Alaris has also assumed that that the Canadian and U.S. dollar trading pair will remain in a range of approximately plus or minus 15% of the current rate over the next 6 months. In determining expectations for economic growth, management of Alaris primarily considers historical economic data provided by the Canadian and U.S. governments and their agencies as well as prevailing economic conditions at the time of such determinations.

There can be no assurance that the assumptions, plans, intentions or expectations upon which these forward-looking statements are based will occur. Forward-looking statements are subject to risks, uncertainties and assumptions and should not be read as guarantees or assurances of future performance. The actual results of the Trust and the Partners could materially differ from those anticipated in the forward-looking statements contained herein as a result of certain risk factors, including, but not limited to, the following: the dependence of Alaris on the Partners; leverage and restrictive covenants under credit facilities; reliance on key personnel; general economic conditions, including increase in COVID-19 (or variants) or other global supply chain issues or inflationary measures on the Canadian, U.S. and global economies; failure to complete or realize the anticipated benefit of Alaris' financing arrangements with the Partners, including any new investment structures; a failure to obtain required regulatory approvals on a timely basis or at all; changes in legislation and regulations and the interpretations thereof; risks relating to the Partners and their businesses, including, without limitation, a material change in the operations of a Partner or the industries they operate in; inability to close additional Partner contributions or collect proceeds from any redemptions in a timely fashion on anticipated terms, or at all; a change in the ability of the Partners to continue to pay Alaris at expected Distribution levels or restart distributions (in full or in part); a failure to collect material deferred Distributions; a change in the unaudited information provided to the Trust; and a failure to realize the benefits of any concessions or relief measures provided by Alaris to any Partner or to successfully execute an exit strategy for a Partner where desired. Additional risks that may cause actual results to vary from those indicated are discussed under the heading "Risk Factors" and "Forward Looking Statem

Readers are cautioned that the assumptions used in the preparation of forward-looking statements, including FOFI, although considered reasonable at the time of preparation, based on information in Alaris' possession as of the date hereof, may prove to be imprecise. In addition, there are a number of factors that could cause Alaris' actual results, performance or achievement to differ materially from those expressed in, or implied by, forward looking statements and FOFI, or if any of them do so occur, what benefits the Trust will derive therefrom. As such, undue reliance should not be placed on any forward-looking statements, including FOFI.

The information contained in this presentation, and Alaris' annual management discussion and analysis for the year ended December 31, 2024, identifies additional factors that could affect the operating results and performance of the Trust. Without limitation of the foregoing assumptions and risk factors, the forward looking statements in this presentation regarding the revenues anticipated to be received from the Partners and the Trust's general and administrative expenses are based on a number of assumptions including no adverse developments in the business and affairs of the Partners that would impair their ability to fulfill their payment obligations to the Trust and no material changes to the business of the Trust or current economic conditions that would result in an increase in general and administrative expenses.

The Trust has included the forward-looking statements and FOFI in order to provide readers with a more complete perspective on Alaris' future operations and such information may not be appropriate for other purposes. The forward-looking statements, including FOFI, contained herein are expressly qualified in their entirety by this cautionary statement. Alaris disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

The forward-looking statements contained herein are expressly qualified in their entirety by this cautionary statement. The forward-looking statements included in this presentation are made as of the date of this presentation and A or assume any obligation to update or revise such statements to reflect new events or circumstances except as expressly required by applicable securities legislation.

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## US INVESTOR DISCLOSURE

The securities of Alaris Equity Partners Income Trust ("Alaris" or the "Trust") have not been and will not be registered under the U.S. Investment Company Act of 1940, as amended (the "US Investment Company Act") and Alaris is relying on the exemption from registration under the US Investment Company Act provided by Section 3(c)(7) of that Act. As such, securities of Alaris, and any beneficial interest therein, may not be purchased, offered, sold, pledged, or otherwise transferred except in accordance with specific restrictions necessary to comply with that exemption. Specifically, securities of Alaris must not be offered, purchased, sold or otherwise transferred or pledged, directly or indirectly, in the United States or to U.S. Persons (as defined in Regulation S under the U.S. Securities Act of 1933, as amended). In addition, beneficial owners of the securities of Alaris must be restricted to persons that: (a) are located outside the United States and that are not U.S. persons, or (b) are Qualified Purchasers as defined in Section 2(a)(51)(A) of the US Investment Company Act that provide certain certifications confirming that status; and (c) in either case, are not plans that are "employee benefit plans" (within the meaning of Section 3(3)) of the U.S. Employee Retirement Income Security Act of 1974, as amended ("ERISA") that are subject to Part 4 of Subtitle B of Title 1 of ERISA, or plans, individual retirement accounts or other arrangements that are subject to Section 4975 of the U.S. Internal Revenue Code of 1986, as amended, or any other state, local, non-U.S. or other laws or regulations that would have the same effect as the regulations promulgated under ERISA.



# THANK YOU

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