



 Legacy  
INVESTMENT



# Disclaimer and Purchasers Rights

- This presentation contains certain statements that may be "forward-looking statements" or "forward-looking information" within the meaning of applicable Canadian securities laws. Forward looking statements are statements that are not historical facts and are often, but not always, identified using words or phrases such as "expects", "plans", "anticipates", "intends", "estimates", "estimated", "projects", "potential" and similar expressions, or stating that certain actions, events or conditions "will", "would", "may", "might", "could" or "should" occur or be achieved or other similar terminology. In particular, but without limiting the foregoing, this presentation contains forward-looking statements or information pertaining to, among other things: [the use of the proceeds from the sale of securities of Epiphany Group Ltd. (The "Corporation" or "Epiphany"); Epiphany's plans for growth and expansion; Epiphany's growth projections and anticipated timelines related thereto; the anticipated timelines in respect of raising funds pursuant to the ongoing private placement of Epiphany; ownership levels following completion of the private placement; use of proceeds in respect of the private placement; projected revenue targets; earnings before depreciation and taxes projections; Epiphany's estimated share valuations; and performance forecasts]. This forward-looking information and the related statements are based upon factors, expectations and assumptions reflected in the forward-looking statements that are reasonable at this time but no assurance can be given that these factors, expectations and assumptions will prove to be correct.
- With respect to the forward-looking statements and information contained in this presentation, Epiphany has made assumptions regarding, among other things: [that the Corporation will be able to grow and develop as predicted; the Corporation may introduce new products and services as the market dictates; the general continuance of current or, where applicable, assumed industry conditions; availability of sources to fund the Corporation's capital and operating requirements as needed; the ability of the Corporation to attract investors and capital on reasonable terms; relationships with third parties that may impact our ability to develop the business; and certain other cost assumptions]. Although the Corporation believes the expectations expressed in such forward-looking statements and information are based on reasonable assumptions, such statements are not guarantees of future performance and actual results may differ materially from those in forward-looking statements. Forward-looking statements and information are based on the beliefs, estimates and opinions of the Corporation's management on the date the statements are made. Except as required by law, the Corporation undertakes no obligation to update these forward-looking statements in the event that management's beliefs, estimates or opinions, or other factors, should change. For a more complete review of risks associated with the offering, see Article 8 in the Trust's offering memorandum.
- The forward-looking statements and information included in this presentation are expressly qualified in their entirety by this cautionary statement. The Corporation cautions that the foregoing list of assumptions, risks and uncertainties is not exhaustive. The forward-looking statements and information contained in this presentation are made as of the date of this presentation, and the Corporation does not undertake any obligation to update publicly or to revise any of the included forward-looking statements or information, whether as a result of new information, change in management's estimates or opinions, future circumstances or events or otherwise, except as expressly required by applicable securities law.
- This presentation is for information purposes and does not constitute an offer to sell or solicitation of an offer to buy the securities referred to herein. This material is in no way a complete or final description of [the Trust's securities] offering and is in all respects [to the summary of risks at the end of this presentation and those risks summarized in the Offering Memorandum of the Trust].

# Industry Information and Non GAAP Measures

- In certain sections of this Presentation, including without limitation the slides on the industry in which the Corporation operates, the Corporation provides certain historical, market and industry data and forecasts that were obtained from third-party sources, industry publications and publicly available information as well as industry data prepared by management on the basis of its knowledge of the industry in which the Corporation operates (including management's estimates and assumptions relating to the industry based on that knowledge). This third-party source information is derived from publicly available information sources that the Corporation believes are predominantly independent in nature. Historically, market and industry data and forecasts generally state that they have been obtained from sources believed to be reliable, although they do not guarantee the accuracy or completeness of such information. The Corporation believes that the provision of this third-party source information is relevant to the Corporation's activities, given its anticipated business plan and future operations (either ongoing or planned) in the areas in question, however, readers are cautioned that there is no certainty that any of the Corporation's activities in these areas will be successful to the extent in which operations in the areas in which the third-party source information is derived from were successful, or at all. Further, estimates of historical growth rates in the markets where we operate are not necessarily indicative of future growth rates in such markets.
- In certain sections of this Presentation, including without limitation the slides on the industry in which the Corporation operates, the Corporation provides certain historical, market and industry data and forecasts that were obtained from third-party sources, industry publications and publicly available information as well as industry data prepared by management on the basis of its knowledge of the industry in which the Corporation operates (including management's estimates and assumptions relating to the industry based on that knowledge). This third-party source information is derived from publicly available information sources that the Corporation believes are predominantly independent in nature. Historically, market and industry data and forecasts generally state that they have been obtained from sources believed to be reliable, although they do not guarantee the accuracy or completeness of such information. The Corporation believes that the provision of this third-party source information is relevant to the Corporation's activities, given its anticipated business plan and future operations (either ongoing or planned) in the areas in question, however, readers are cautioned that there is no certainty that any of the Corporation's activities in these areas will be successful to the extent in which operations in the areas in which the third-party source information is derived from were successful, or at all. Further, estimates of historical growth rates in the markets where we operate are not necessarily indicative of future growth rates in such markets.

Passionate about  
Real Estate ?

Discover the  
**Real Estate Markets**  
of Western Canada



# Agenda



**Art Smith**  
Vice President, Corporate  
Development



**Riley Dykslag**  
Chief of Opportunities &  
Partnerships

- **Vision and History**
- **Western Canadian Real Estate**
- **Our disciplined approach to acquiring and operating property**
- **Legacy Investment Trust**
- **Questions / Next Steps**



# Legacy Investment - who are we circa.. Q2 FY2024

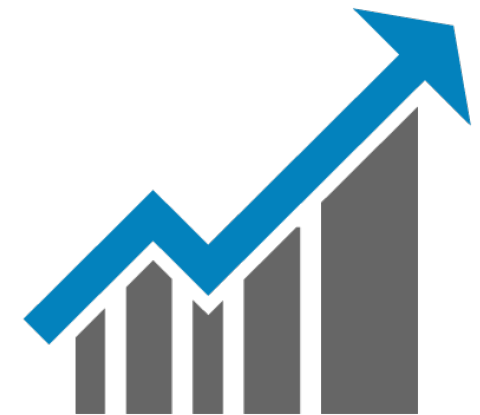


- **Established Sept. 2021**
- **2 Key Limited Partnerships**
  - 27 Properties
  - \$85M+ in assets
  - Insider Ownership - \$14M
    - 94% in Epiphany Commercial
    - 100% in Epiphany Multi Family
- **4 Strategic Partners**
- **Focused on Western Canada**



# Legacy's Investor Results

- **Capital Raised** \$13.6M, since inception
- **Investors** 514+
- **Investor Returns**
  - Annual Investor Return **13% Projected** (Yield 8.2% + Unit Price increase April 2024 5.5%)
  - Total Income Distributions \$1.4M, since inception



# Legacy Investment – REIT/Mutual Fund Trust



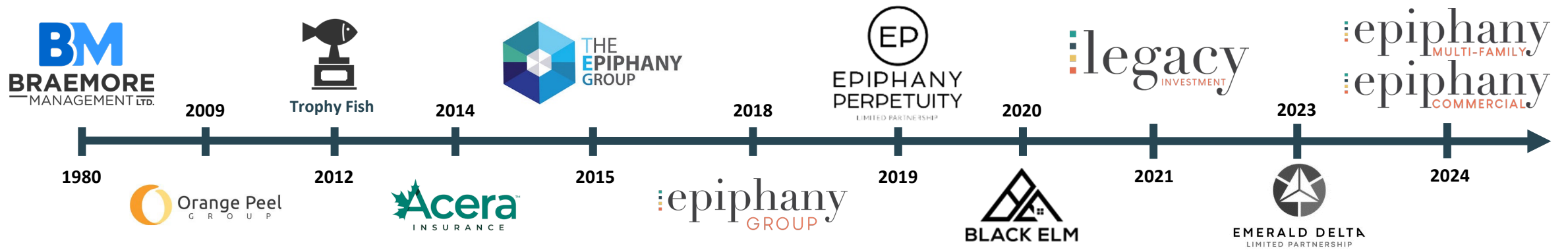
**epiphany**  
MULTI-FAMILY



**epiphany**  
COMMERCIAL









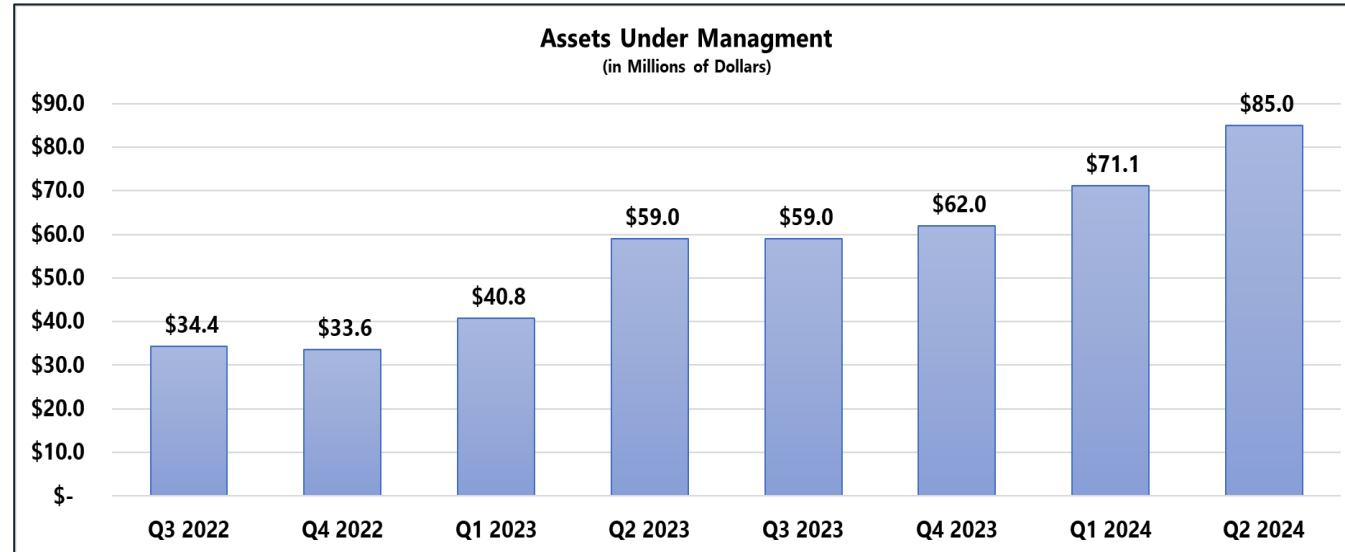
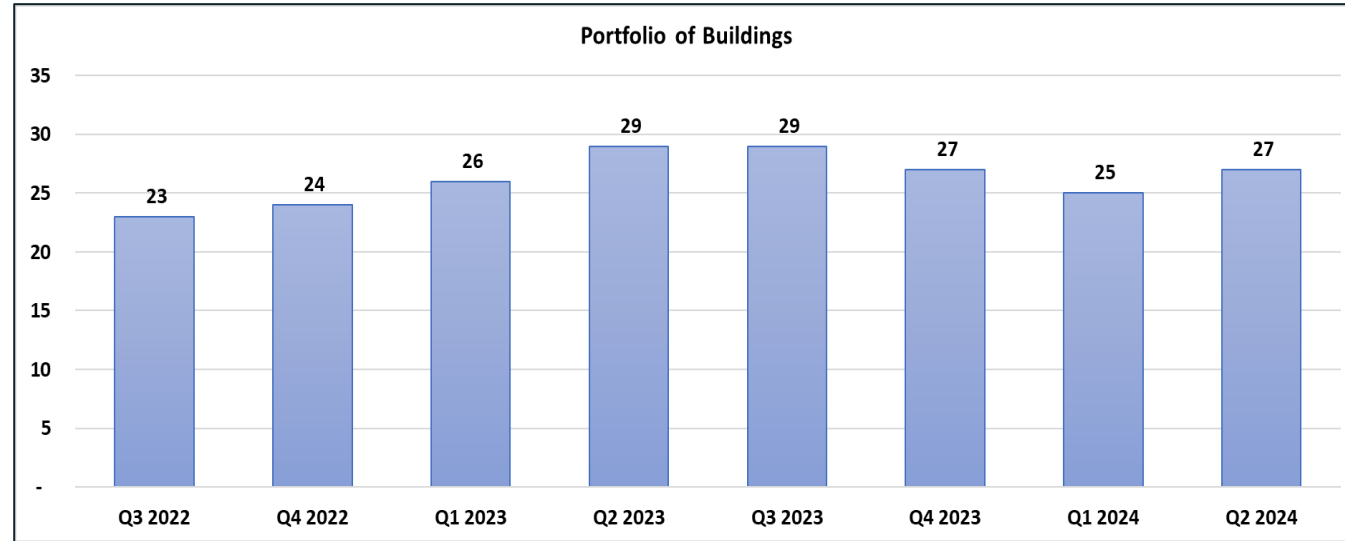
# Q2 2024 – Business Update and Financial Results

<p><b>Q2 2024</b> <b>Top Line Revenue</b> <b>Increased 52%</b> over Q2 2023</p> <p><b>\$1,843,480</b></p>	<p><b>Q2 2024</b> <b>Net Operating Income</b> <b>Increased 18%</b> over Q2 2023</p> <p><b>\$876,803</b></p>	<p><b>Bank Covenants</b> <b>Loan To Value</b> <b>( LTV )</b></p> <p>Residential - 85% Commercial - 64%</p>
---	---	--

# Q2 2024 - Key Business Performance Indicators

**# of Buildings in portfolio 27**

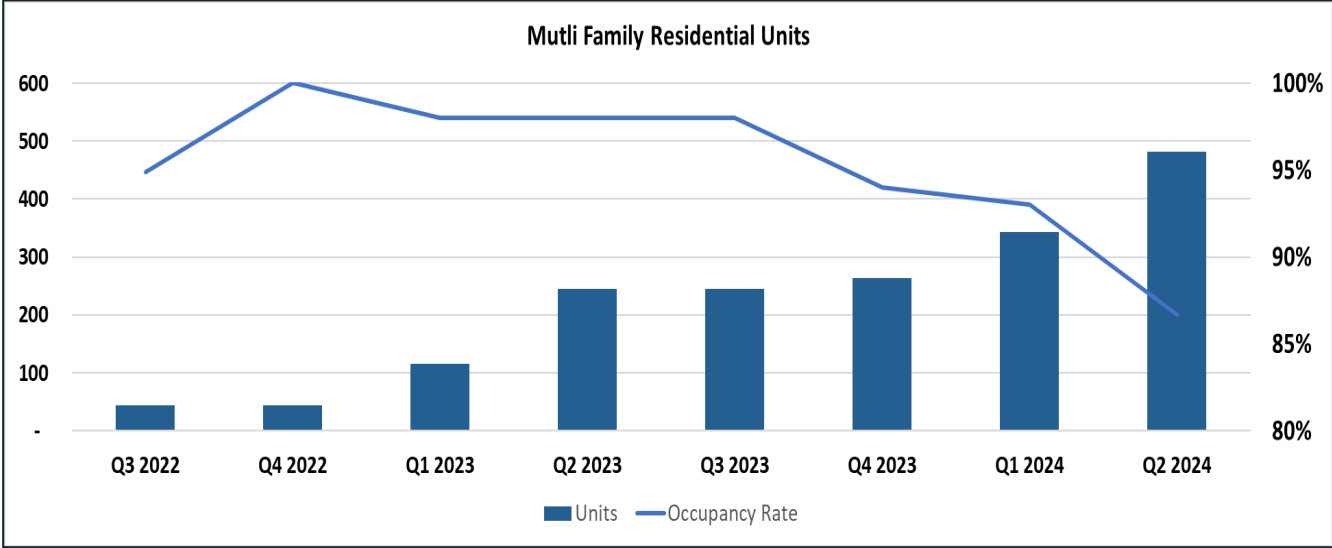
**Assets Under Management increased to \$85M**



# Q2 2024 - Key Business Performance Indicators

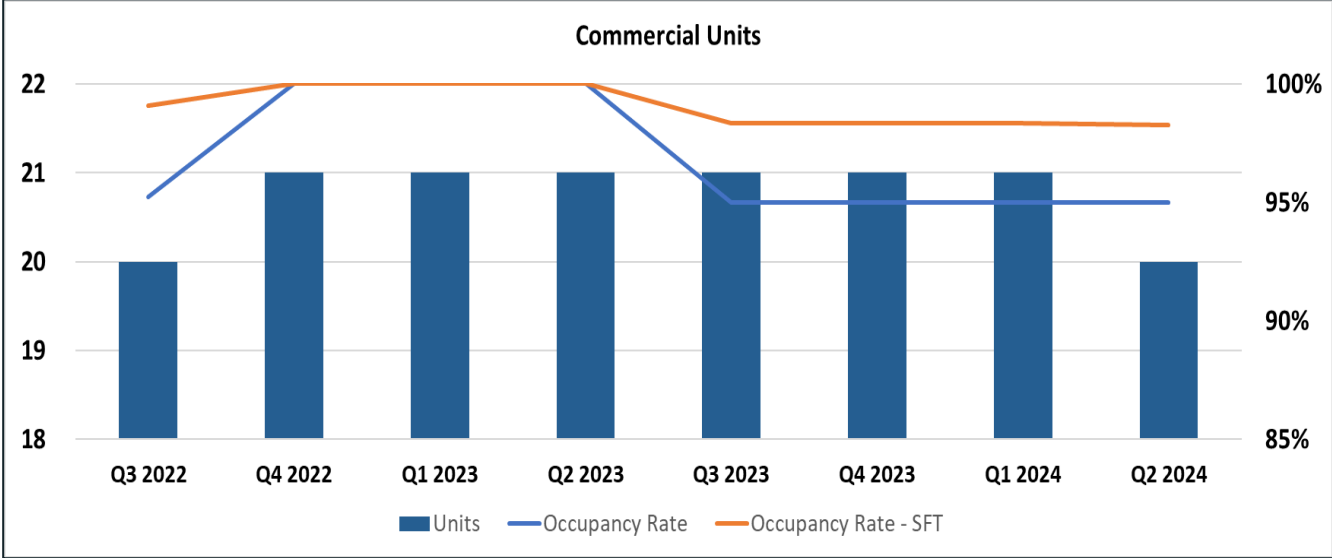
**Multi Family – 87%**

Occupancy Rate/Capacity Utilization



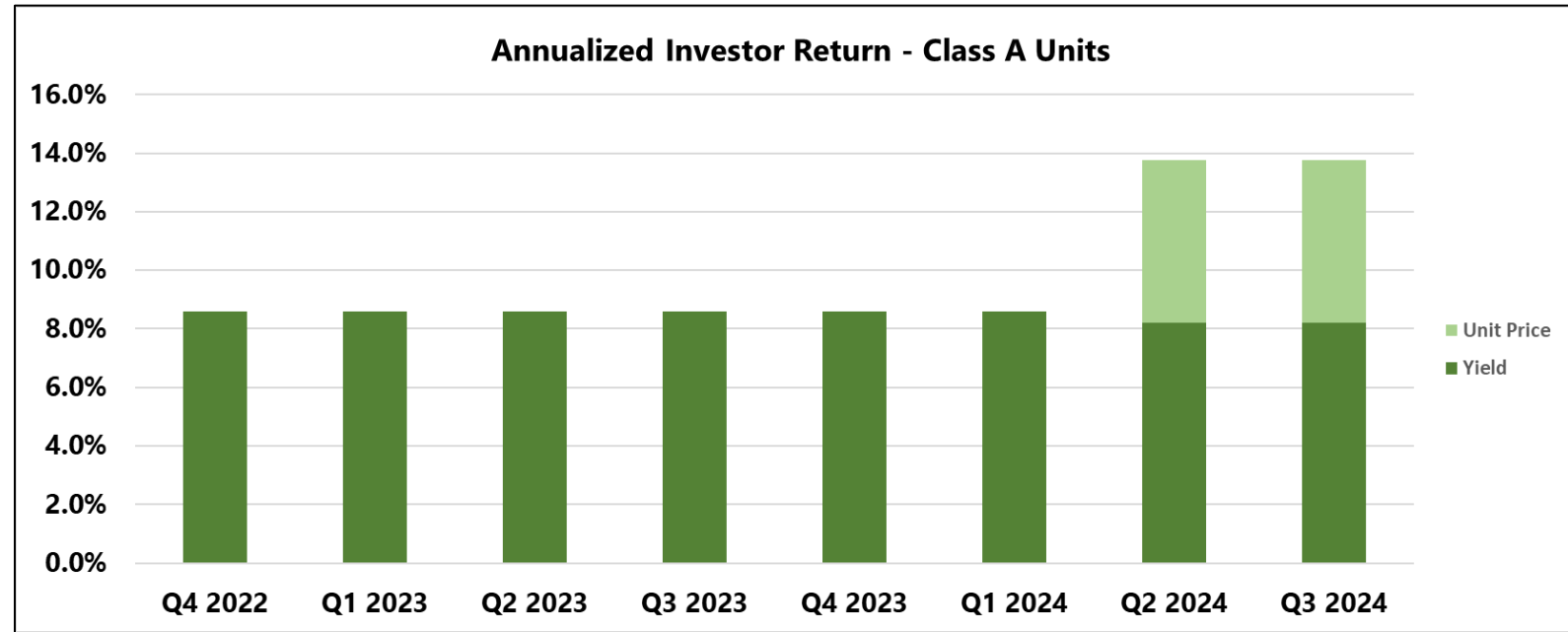
**Commercial – 95%**

Occupancy Rate/Capacity Utilization



# Q2 2024 - Key Business Performance Indicators

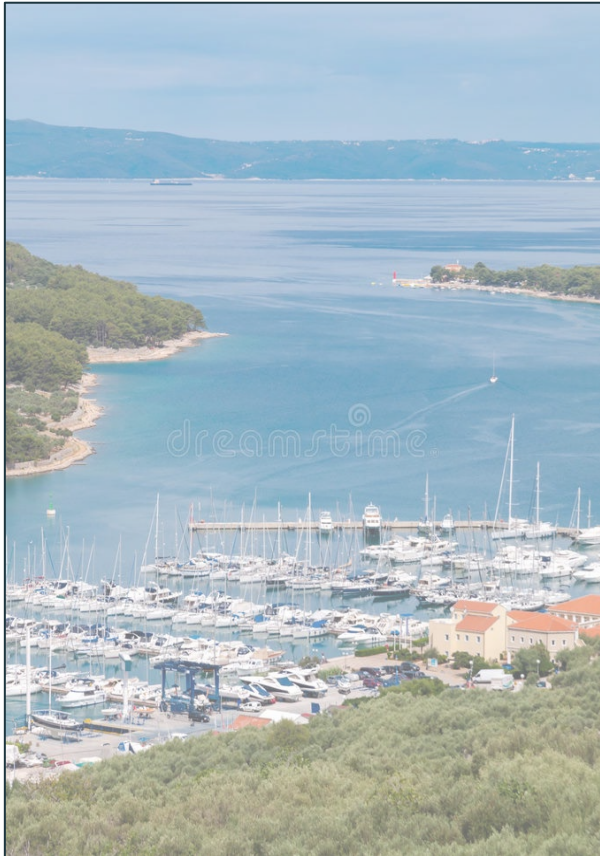
## Annual Investor Return Yield & Unit Price Increase



# Foundation for Growth



# Legacy Investment Mandate



Income



Growth



Real Assets

# Today's headwinds for the average Canadian investor



Highest Prime Rate in 10 years



Highest Inflation in the past 20 years



War in Europe & the Middle East



Canada – Minority Gov't



USA – Presidential Election Nov. 5th



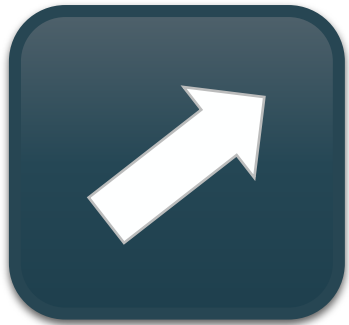
Canada (affordability, inflation & housing crisis)



Stock Market Volatility



# What is an investor/advisor thinking...



How do I create  
Value ?



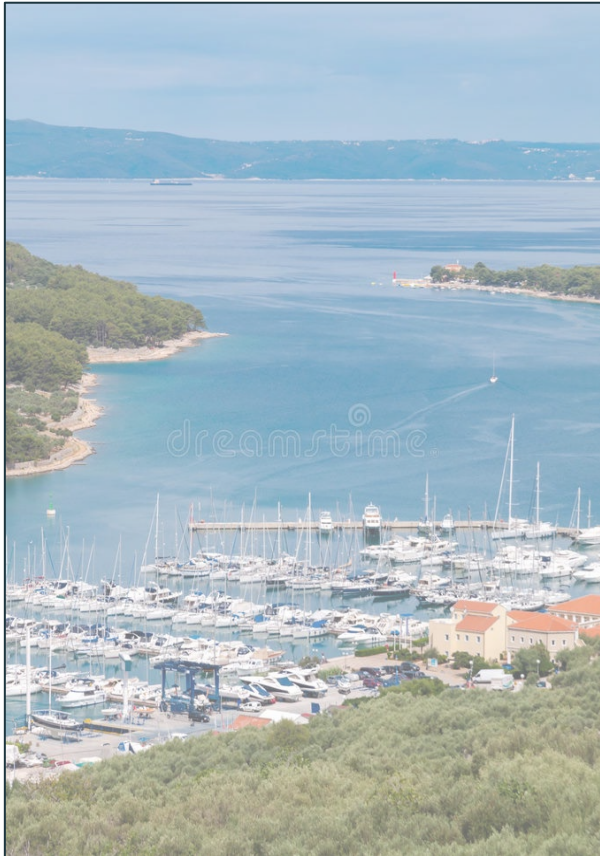
How do I protect  
my or my client's  
capital ?



How do I do this  
in the short, mid  
and long term ?



# Legacy Investment Mandate



Income



Growth



Real Assets

# Agenda



- Vision and History
- **Western Canadian Real Estate**
- Our disciplined approach to acquiring and operating property
- Legacy Investment Trust
- Questions / Next Steps

# Western Canadian Real Estate Marketplace

## \$23B+ Marketplace

230k+ Rental Units and growing in Western Canada

( Excluding the Lower Mainland & Vancouver Island )

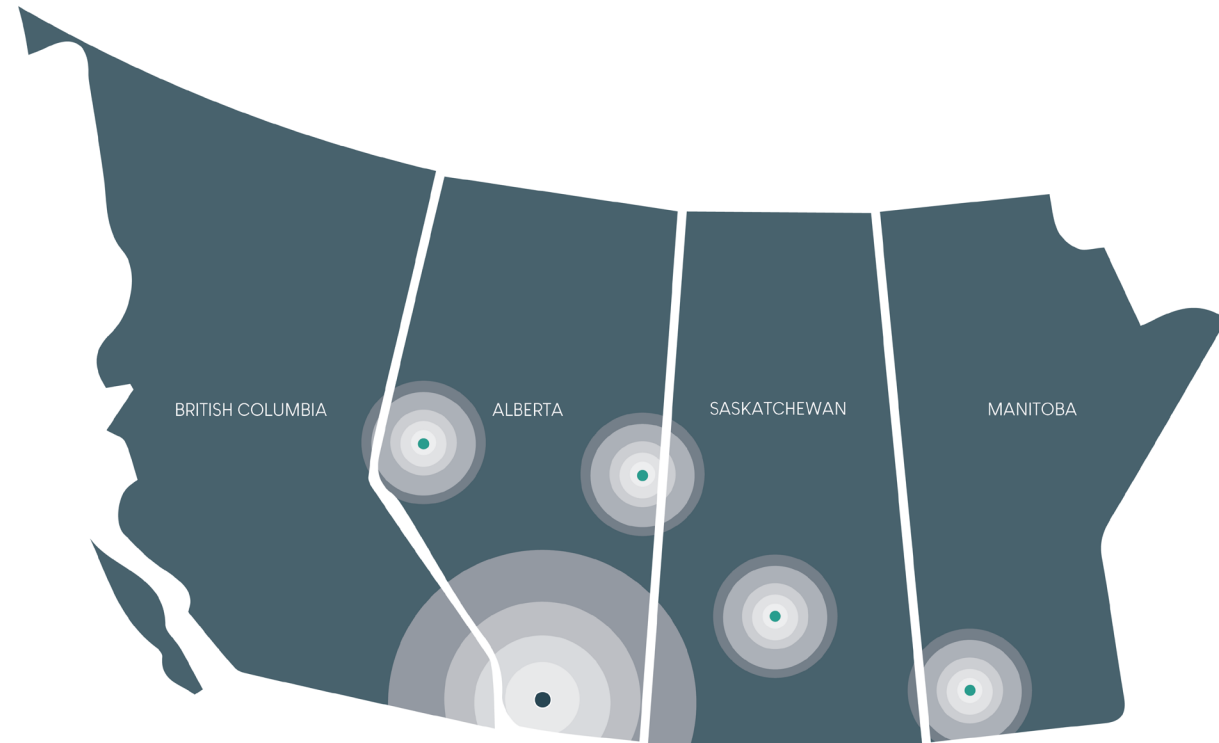
( @ \$100k per rental unit )

## Limited Competition

Competition is primarily local, regional or individual owner/operators

Major Private REITS are focused on other regions

Centurion, Equiton, Avenue Living



LEGEND

○ LETHBRIDGE



SECONDARY MARKET EXPANSION

# Western Canada (2015 to 2023)

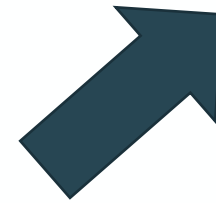
( Multi Unit Residential - Non Major Centers )



**Capacity  
Utilization**

**97.3%**

( avg over time period )

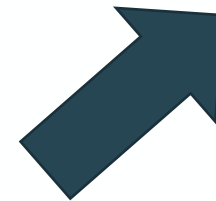


**High Quality and  
Consistent  
Recurring Revenue  
on a monthly basis**

**Revenue  
Growth Rate**  
(Year over Year)

**2.7%**

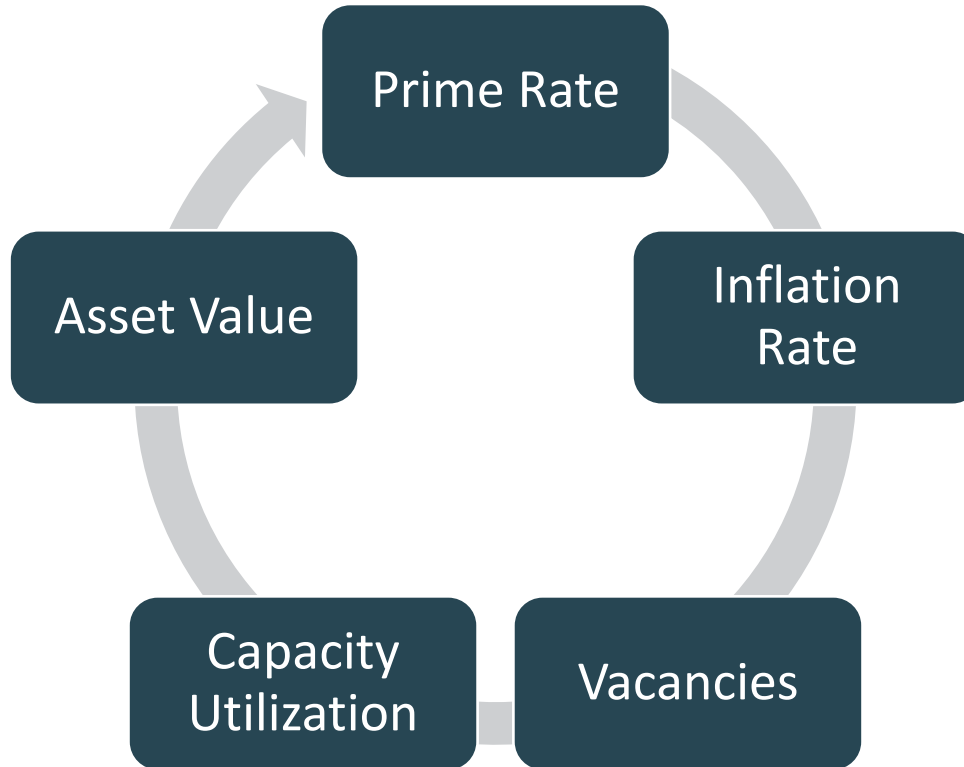
( avg over time period )



**Revenue is keeping  
pace with Inflation  
and the cost of  
financing**

# Canadian Statistics – Last 48 Years

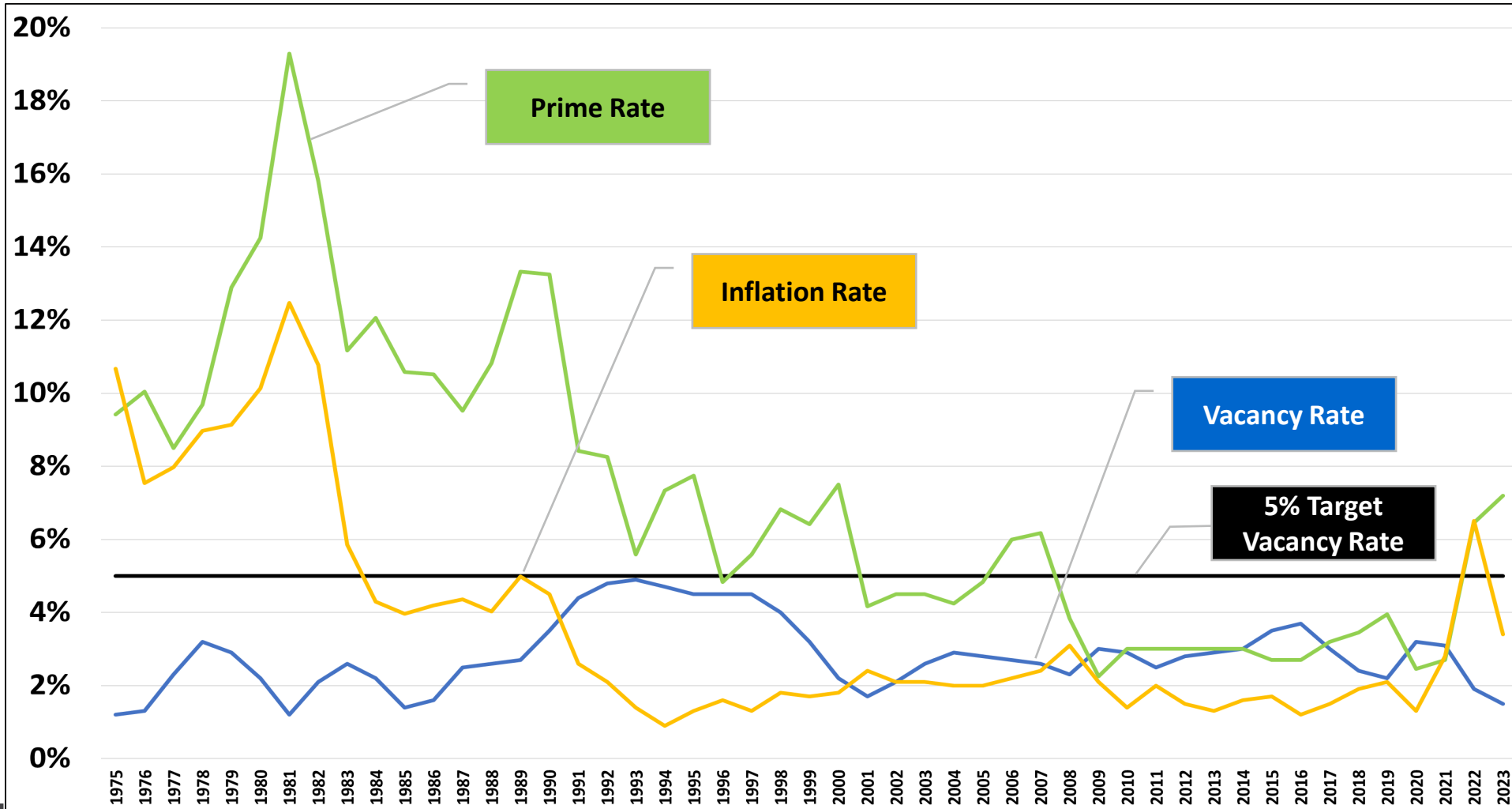
( 1975 to 2023 )



Is there any **correlation** between these factors ?

# Prime, Inflation and Vacancy Rates – 1975 to 2023

( Canadian Mortgage and Housing )



### Prime Rate

- Steady decline since 1981 until 2023

### Inflation Rate

- Prime rate is the principal tool used by the bank of Canada to achieve its 2% inflation target
- Strong correlation between prime rate and inflation rate

### Vacancy Rate

- It just appears that vacancy rates are not correlated or tied to either prime rate or inflation rate
- No correlation

### Vacancy Rate ( 1975 to 2023 )

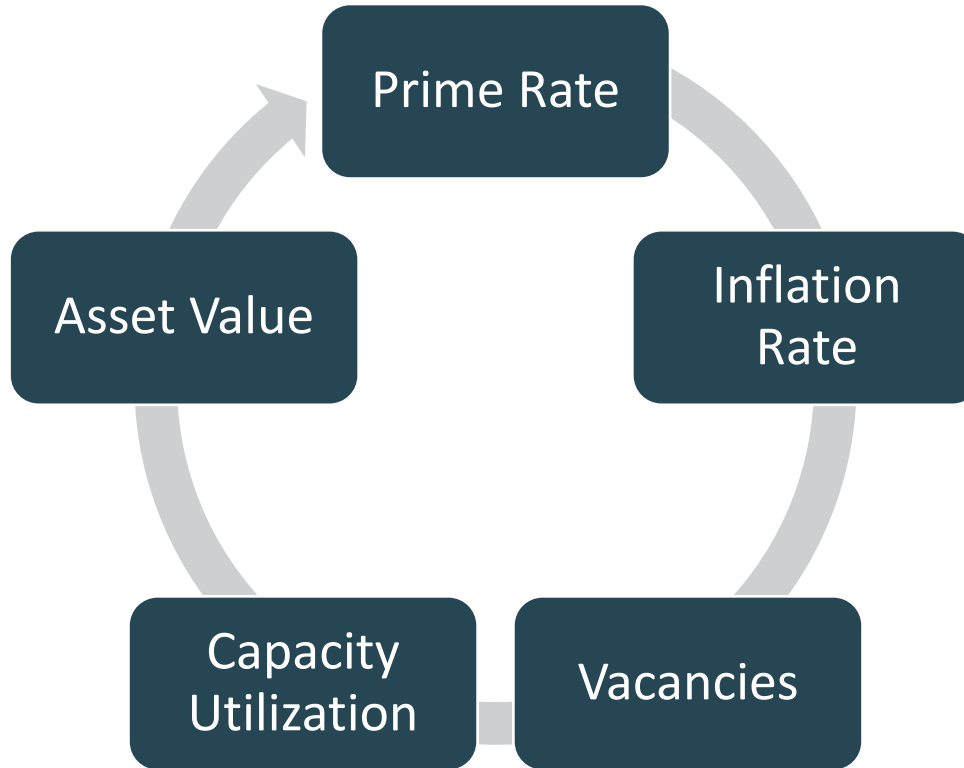
- Historical Cdn avg – 2.85%
- Legacy Target Rate is 5%

### Resilience

- The asset class/sector has withstood the test of time
- It's endured recessions, economic booms, busts, pandemics, terroristic attacks and even major wars over the past 47 years

# Canadian Statistics – Last 48 Years

( 1975 to 2023 )



**There is No Correlation**  
btw Prime Rate, Inflation & Capacity



# Canadian Statistics – Last 48 Years

( 1975 to 2023 )



**7.14%** • Avg Prime Rate

**3.69%** • Avg Inflation Rate

**97.17%** • Avg Capacity Utilization

**523%** • House Price Increase

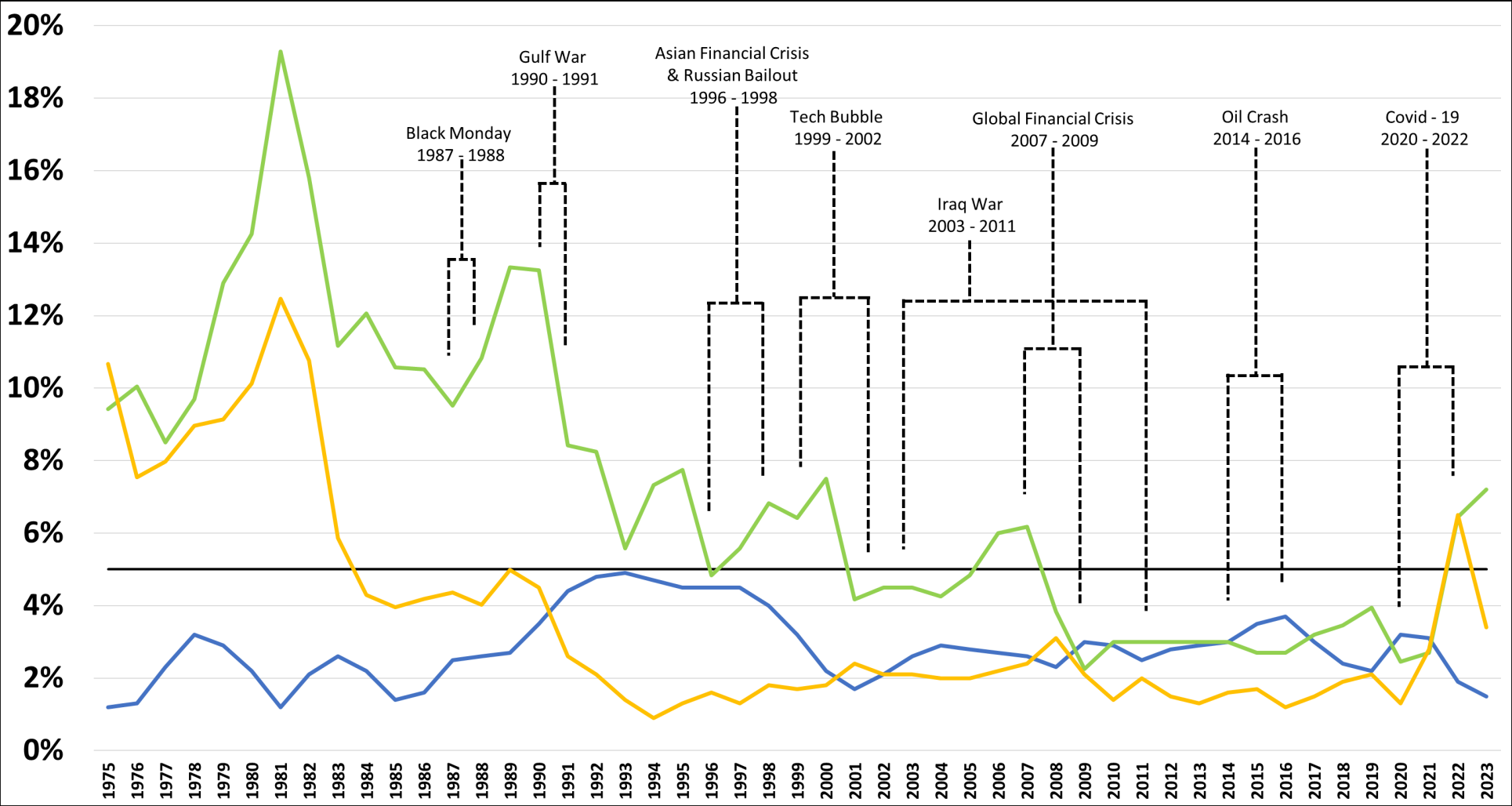
Note: Housing price increase was from 1990 to 2022

**No Correlation**  
btw Prime Rate, Inflation & Capacity

**Small Correlation**  
btw Prime Rate, Asset price  
& rate of Sales

The asset class  
has withstood the  
**Test of Time & Adversity**

# Major World Events – 1975 to 2023



### World Events

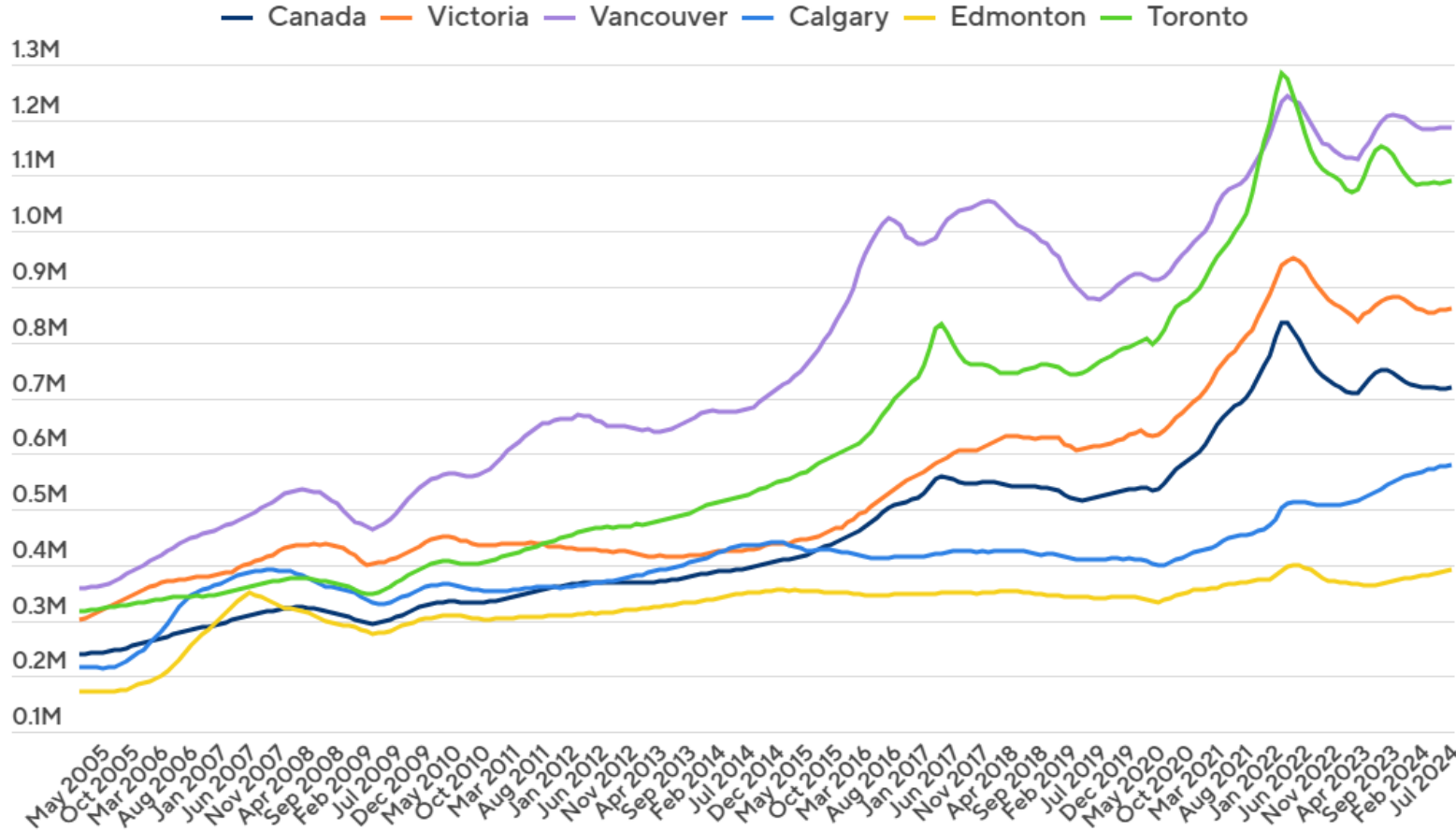
- Black Monday – 1987 - 1988
- Gulf War – 1990 - 1991
- Asian Financial Crisis and Russian Bailout – 1996 - 1998
- Tech Bubble – 1999 - 2002
- Iraq War – 2003 - 2011
- Global Financial Crisis – 2007 - 2009
- Oil Crash – 2014 - 2016
- Covid 19 – 2020 - 2022

### Legend

- Prime Rate
- Inflation Rate
- Vacancy Rate
- 5% Target Vacancy Rate

# Composite benchmark resale home prices \$, seasonally adjusted (May 2005 to August 2024)

ATB Economics



Unaffordable  
( Toronto / Vancouver )

Affordable  
with Potential  
( Calgary and Edmonton )

Benchmark prices are generated by the MLS® Home Price Index model  
Source: Canadian Real Estate Association and ATB Economics



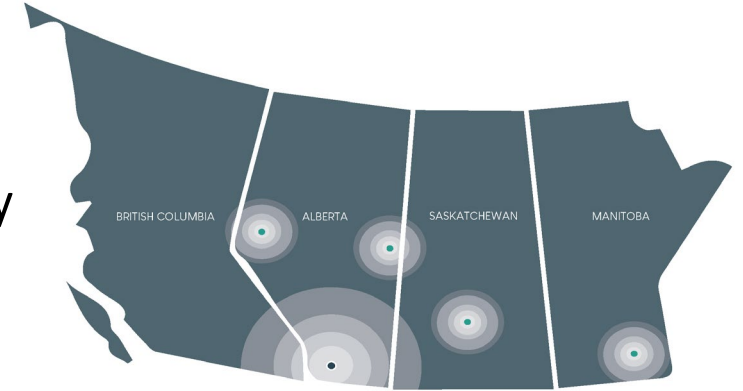
Alberta Treasury Branch  
August, 2024

# Western Canadian Advantage



- **Strong GDP Growth**

- Western Canada remains the engine of growth for the country
  - ATB projections for Alberta are **2024F – 2.5% and 2025F – 2.8%**
  - Canada’s GDP **2024F – 1.2%, 2025F – 2.0%**



- **Strong Population Growth**

- The Gov’t of Alberta forecasts the provinces population will **hit 7.1M by 2051** ( in just 27 years )
- **An increase of 2.6M ( 57% )**



Source: Royal Bank of Canada (RBC) - GDP Growth Western Provinces June 2022  
Source: Legacy Investment Trust – Offering Memorandum Sept 2024  
Source: ATB The Twenty Four – Oct 3rd  
View slide number 35 for chart reference material

# Legacy Investment



**Income Generating Business Model**



**Growth - Population and GDP**



**Real Estate assets and Bank Financing**



**\$23B Western Canadian Marketplace**





# Agenda

- Vision and History
- Western Canadian Real Estate
- **Our disciplined approach to acquiring and operating property**
- Legacy Investment Trust
- Questions / Next Steps

**epiphany**  
MULTI-FAMILY

**epiphany**  
COMMERCIAL

**legacy**  
INVESTMENT



Cash Flowing Assets

Stable from Initial Purchase

# Acquisition Process



Deliver **sustainable value** to our investors year after year



# Properties - Case Study



## Bayer Crop Building - Lethbridge

- 77,000 Square feet, 3.3 Acres
- Tenant – BASF Canada ( Leased until 2025 )
- Cap Rate – 7.8%
- Net Operating Income (NOI) - \$558,240



## Multi-family building - Cold Lake, Alberta

- 63 suite apartment complex
- Nestled on the shore of Alberta's seventh largest lake
- Cap Rate – 7.7%
- Net Operating Income (NOI) – \$489,645



- **Lower Cost of Capital** (4% range)
- **Longer Amortization Periods** (up to 45 years)
- **Locked in Term Mortgage** (hedge against rate increases)
- **Higher Loan to Value Ratios** (80% to 95%)

# Residential Real Estate Update Spring 2024



**Edson, AB**

Purchase Price **\$1.5M**  
Suites **14**



**Edson, AB**

Purchase Price **\$8.2M**  
Suites **70**



**Estevan, SK**

Purchase Price **\$1.5M**  
Suites **18**



**Fall 2023/Winter 2024**

**Cost per door: \$100k to \$120k**



**North Battleford, SK**

Purchase Price **\$14.1M**  
Suites **167**



**Spring 2024**

**Rental: 1 Bedroom \$975 to \$1050**  
**2 Bedroom \$1100 to \$1200**

# Some Market Numbers

	Vancouver	Victoria	Kelowna	Calgary	Toronto/GTA	Legacy
<b>Price per Door</b>	\$777k	\$593k	\$450k to \$650k	\$343k	\$702k	\$100k to \$120k
<b>Avg Monthly Rent</b>	1 bdm - \$2633 2 bdm - \$3611	1 bdm - \$2111 2 bdm - \$2677	1 bdm - \$1943 2 bdm - \$2574	1 bdm - \$1707 2 bdm - \$2101	1 bdm - \$2472 2 bdm - \$3247	1 bdm - \$1000 2 bdm - \$1150
<b>Rent to Capital Cost Ratio</b>	0.46%	0.46%	0.46%	0.61%	0.46%	1.1%

- **Observations**
  - **Bank Financing is consistent across the country**
  - **Real Estate is a regional marketplace** ( What's expensive in one market, can be affordable in another market )
- **Raises some interesting questions....**
  - **How is positive cash flow being generated in these marketplaces ?**
    - What are their monthly payments to the bank ?
    - What are the property taxes ( fair market value assessment ) ?



# Agenda

- History and Vision
- Business Strategy and the Opportunity
- Disciplined approach to acquiring and operating property
- **Legacy Investment Trust**
- Questions / Next Steps



# Legacy Investment

- **Capital Raise** **\$50M**
- **Preferred Class A Units** **\$4.75**
  - Annual Income up to 8.2%
  - Targeted Unit price apprec. 4% to 8%
  - Targeted Annual Return 12% to 15%
  - Minimum Subscription \$2508
  - Voting Rights
- **Redemption Price** **\$5.00**
- **Tax Deferred Eligible TFSA/RRSP/RRIF**
- **DRIP Re-investment** **Compounding**
- **Redemption Window** **Quarterly**



\$50M in Net New Capital → \$200M to \$300M in new Assets



Increased Cash Flow

# The Investor's Return



## Maximize the Return on Investment

- The investment is tax deferred eligible ( can be held in TFSA, RRSP, RRIF accounts )
- You can re-invest the quarterly income through a DRIP program



## Capital Appreciation and Unit Price

- **Targeted Annual return 12% to 15%**
- As the value of the property appreciates, the appreciation is reflected in the unit price.



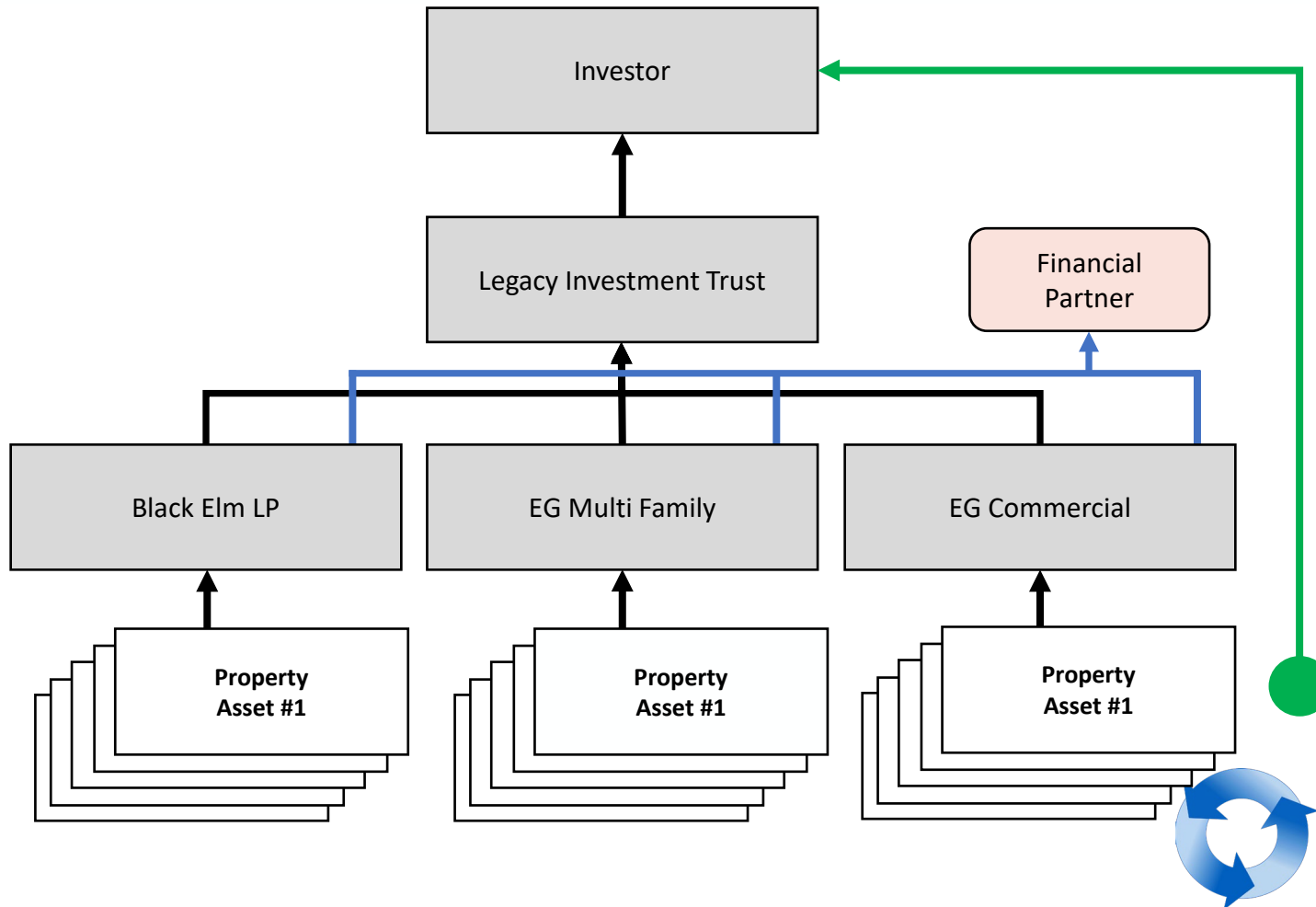
## Quarterly Income Distribution

- Income distribution of **up to 8.2% annually**
- Distribution begin accruing on the 1<sup>st</sup> day of the month, following the date of your investment





# Investment Flow ( how does it work ? )



## Investment Flow

- **Capital** from **Investors** and our **Banks (financial partners)** flows into the trust/LPs to acquire commercial or residential real estate

## Income Distribution

- The **rental revenue (net of costs)** flows back through the structure monthly/quarterly.
  - **1<sup>st</sup> Priority** – is to the Bank ( financial partner )
  - **2<sup>nd</sup> Priority** – is to pay the Investors in Legacy
  - **3<sup>rd</sup> Priority** – surplus cash stays in the LPs.

## Unit Price and Property Appreciation

- As the value of the property appreciates, the appreciation is reflected in the Trust's unit price.

# Governance, Investor Communications and Transparency

- **Board of Trustees**
  - 5 Trustees, 1 Independent Trustees
  - Trustee meetings are conducted quarterly
  - Robust Conflict of Interest Policy
- **Governance and Regulation**
  - External Auditor – KPMG for Legacy and the 3 Limited Partnerships
  - Investment Fund Manager (IFM)
    - Provides 3rd party quarterly review of the financials, trust operations and assets
  - Maintain Bank Covenants
    - Annual review of financial statements, properties, rental agreements etc...
  - Annual Due Diligence and Quarter Reviews
  - Security Commission in each province
- **Investor Communications**
  - Investor Statements are issued quarterly
  - Investor updates are quarterly via Email/Conference call
  - Investor Website/Portal contains the latest information regarding Legacy



# Who has considered Legacy ....

- **Wealth Creation** (Tax Deferred Eligible - RRSP/TFSA, DRIP)
- **Retirement Income** (Quarterly Income stream - RRIF)
- **Real Estate Investing** (Passive vs Active)
- **Private Capital Markets** (\$2508 minimum)
- **Stock Market time out**

**Targeted Return 12% to 15%**

**Annual Income - up to 8.2%**

**Low cost/risk learning opportunity**

**Low cost/risk entry**

**Not Correlated**

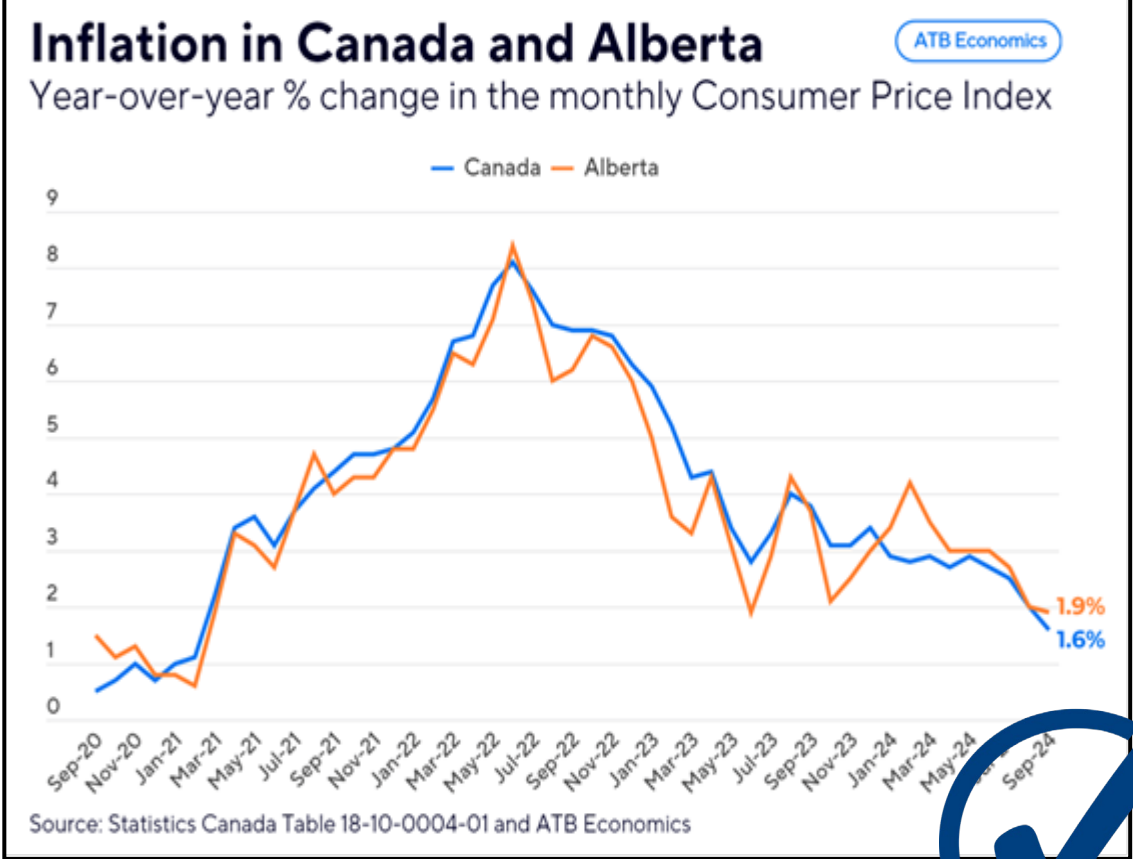
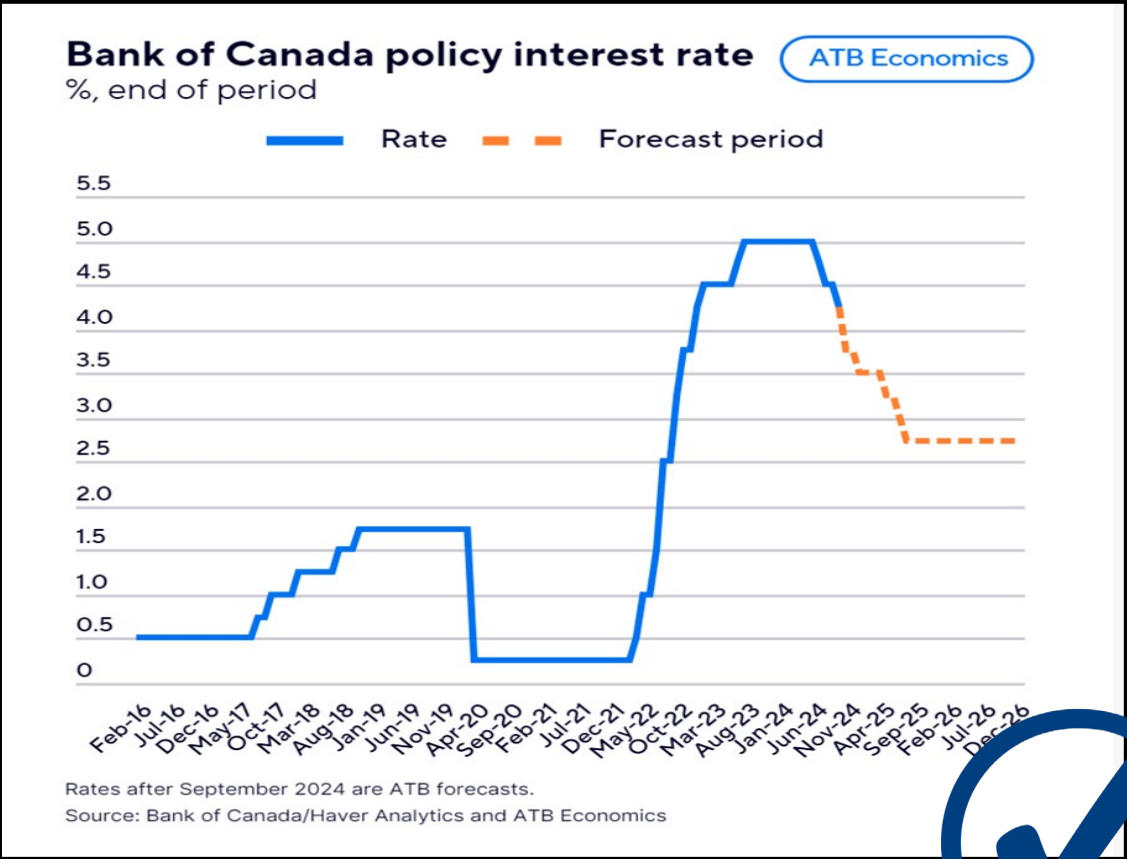


# Why Legacy Investment is the place to invest



- Investment is not correlated to the **stock market, inflation rate or prime rate**
- Investment is **secured** by Residential/Commercial Real Estate
- **Strong economic and population growth** in Western Canada
  - A housing shortage, keeping vacancies low/occupancy high
  - Low regulation allows revenue increases to keep pace with inflation/financing costs
  - Known business model applied to the Western Canadian Real Estate Market
- **\$23B marketplace with limited competition** ( consolidation initiative )
- Deep and diverse **Leadership team** and governance structure
  - \$14M with skin in the game
- **Liquidity** - redemption upon demand

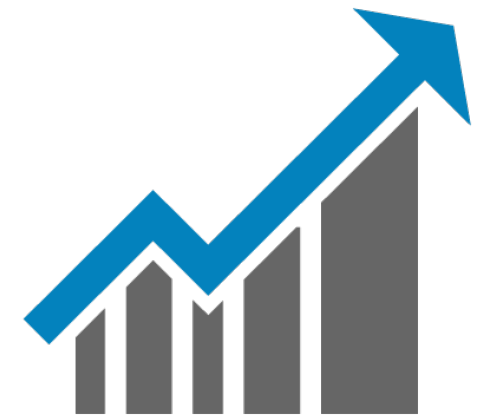
# Interest Rates and Inflation are declining





# Legacy's Investor Results

- **Capital Raised** \$13.6M, since inception
- **Investors** 514+
- **Investor Returns**
  - Annual Investor Return **13% Projected** ( Yield 8.2% + Unit Price increase April 2024 5.5% )
  - Total Income Distributions \$1.4M, since inception



# Questions & Next Steps

**Next Close – Dec. 1st 2024**  
(monthly thereafter)

**FundServ Codes**  
( Class A – AXC701 , Class F – AXC703 )

## Legacy Investment Mutual Fund Trust

403-359-8606  
[www.legacyinvestment.ca](http://www.legacyinvestment.ca)

**Art Smith**  
art@tegroup.ca

**Riley Dykslag**  
riley@tegroup.ca



 legacy  
INVESTMENT