



EQB Inc. enters into agreement to acquire ACM Advisors Ltd.

October 3rd, 2023



Caution Regarding Forward-Looking Statements

Certain forward-looking statements may be made in this presentation, including statements regarding possible future business, financing and growth objectives. Such forward looking information is presented for the purpose of assisting the holders of EQB Inc., an Ontario corporation (the "Company") securities and financial analysts in understanding its financial position and results of operations as at and for the periods ended on the dates presented, as well as its financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes.

Forward-looking statements are typically identified by words such as "believe", "expect", "foresee", "forecast", "anticipate", "intend", "estimate", "goal", "plan" and "project" and similar expressions of future or conditional verbs such as "will", "may", "should", "could" or "would". These statements include, but are not limited to, statements relating to the expected impact of the acquisition of ACM Advisors described herein (the "Acquisition"), the anticipated benefits of the Acquisition, including the expected impact on the Company's size, operations, capabilities, growth drivers and opportunities, activities, attributes, profile, business services portfolio and loans, revenue and assets mix, market position, profitability, performance, and strategy; the expected impact of the Acquisition on the Company's financial performance; expectations regarding the Company's business model, plans and strategy, and changes in adjusted EPS; retention of ACM Advisor management and employees and the strategic fit and complementarity of EQB Inc.; anticipated synergies and estimated transaction and integration costs and the timing of incurrence thereof; the Company's financial performance objectives, vision and strategic goals; the economic and market review and outlook; the regulatory environment in which we operate; the outlook and priorities for each of our business lines; the risk environment including liquidity, funding and interest rate risk; and statements by Company representatives.

By their very nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties, which give rise to the possibility that such predictions, forecast, projections, expectations or conclusions will not prove to be accurate, that such assumptions may not be correct and/or that the financial performance objectives, vision and strategic goals will not be achieved. As such, there can be no assurance that the expectations represented by any forward-looking statements will prove to be correct. Although the Company believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct. Certain important assumptions by the Company in making forward-looking statements include, but are not limited to; the Company's ability to execute its transformation plan and strategy; the successful and timely integration of the Company and ACM Advisors and the realization of the anticipated benefits and synergies of the acquisition in the timeframe anticipated, including impact and accretion in various financial metrics; the ability to retain management and key employees of ACM Advisors; the ability of the Company to access the capital markets; the absence of significant undisclosed costs or liabilities associated with the Acquisition; the expectation of regulatory stability; no downturn in economic conditions; sufficient liquidity and capital resources; no material changes in competition, market conditions or in government monetary, fiscal and economic policies; and the maintenance of credit ratings.

The Company cautions readers against placing undue reliance on forward-looking statements when making decisions, as the actual results could differ considerably from the opinions, plans, objectives, expectations, forecasts, estimates and intentions expressed in such forward-looking statements due to various factors. Among other things, these factors include: potential undisclosed costs or liabilities associated with the Acquisition; historical and pro forma consolidated financial information may not be representative of future performance; reputational risks and the reaction of the Company's and ACM Advisors' personnel and customers to the transaction; the failure to realize, in the timeframe anticipated or at all, the anticipated benefits and synergies of the Acquisition; factors relating to the integration of the Company and Concentra, diversion of management time and unanticipated costs of integration. These risks and uncertainties, many of which are beyond the Company's control and the effects of which can be difficult to predict, also include, but are not limited to, the length, duration and impact of the novel coronavirus (COVID-19) pandemic, including measures adopted by governmental or public authorities in response to it, global economic conditions and market activity, changes in government monetary and economic policies, legislative and regulatory developments, changes in accounting standards as well as changes in competition. The preceding list is not exhaustive. Investors are cautioned that such forward-looking statements involve risks and uncertainties detailed from time to time in the Company's periodic reports filed with Canadian regulatory authorities.

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Announcing another milestone for EQB Inc. (“EQB”)

EQB has entered into a definitive agreement to acquire 75% ownership of a leading Canadian alternative asset manager with nearly \$5 billion in AUM¹



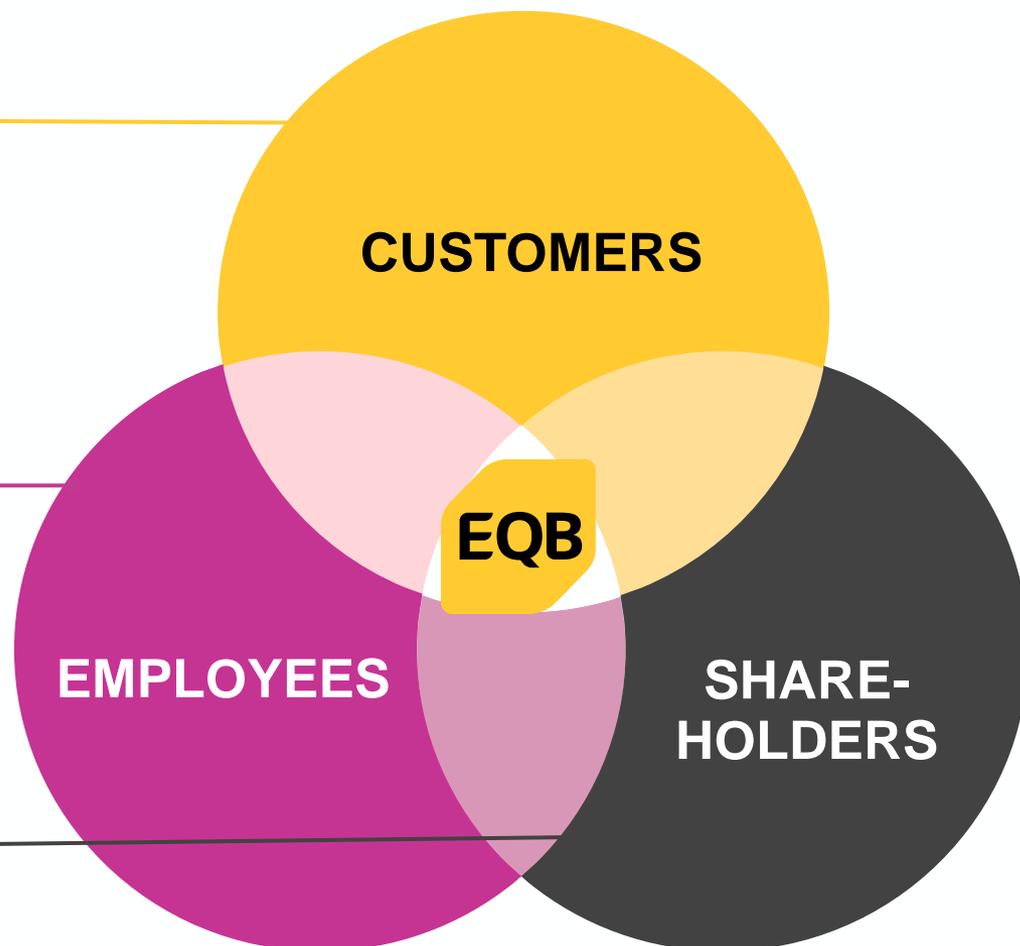
EQB diversifies and grows ability to serve Canadians with a leader in pooled commercial mortgage funds for investors across Canada

A platform for EQB to challenge in new segments

Shared vision and expertise in commercial real estate lending

First strategic expansion into wealth management

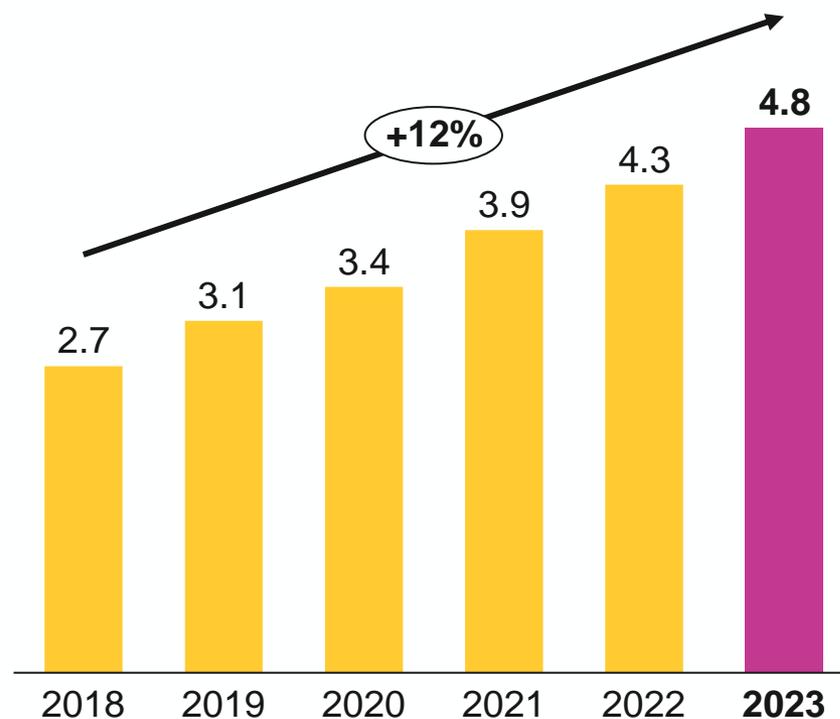
Aligns with EQB's goal to diversify earnings and increase fee-based revenue



Overview of ACM Advisors Ltd.

- Established in 1993 and headquartered in Vancouver, ACM Advisors manages ~\$5 billion in alternative assets¹ across four funds
- ACM Advisors' institutional investor base primarily comprised of pension plans, charitable foundations, investment funds and retail investors across Canada
- The team of approximately 40 employees across Canada manages all aspects of the mortgage process – from origination to underwriting and servicing

Assets Under Management (\$B)



Transaction Summary

Purchase

- EQB Inc. will purchase a 75% interest in ACM Advisors through a combination of existing available cash and EQB common shares (EQB Inc., not Equitable Bank)

Benefits to EQB

- Adds nearly \$5 billion in assets under management
- Accretive to earnings within one year, diversifies and grows fee-based revenue, adds 2,000 new clients

Structure

- ACM Advisors will operate as a new, independent business of EQB Inc.
- Employees and management continue including President & CEO Chad Mallow and COO Chad Mercer

Expected Closing

- Expect to close before the end of 2023, subject to receipt of regulatory approvals

Bringing exceptional service to customers nationally

Reach

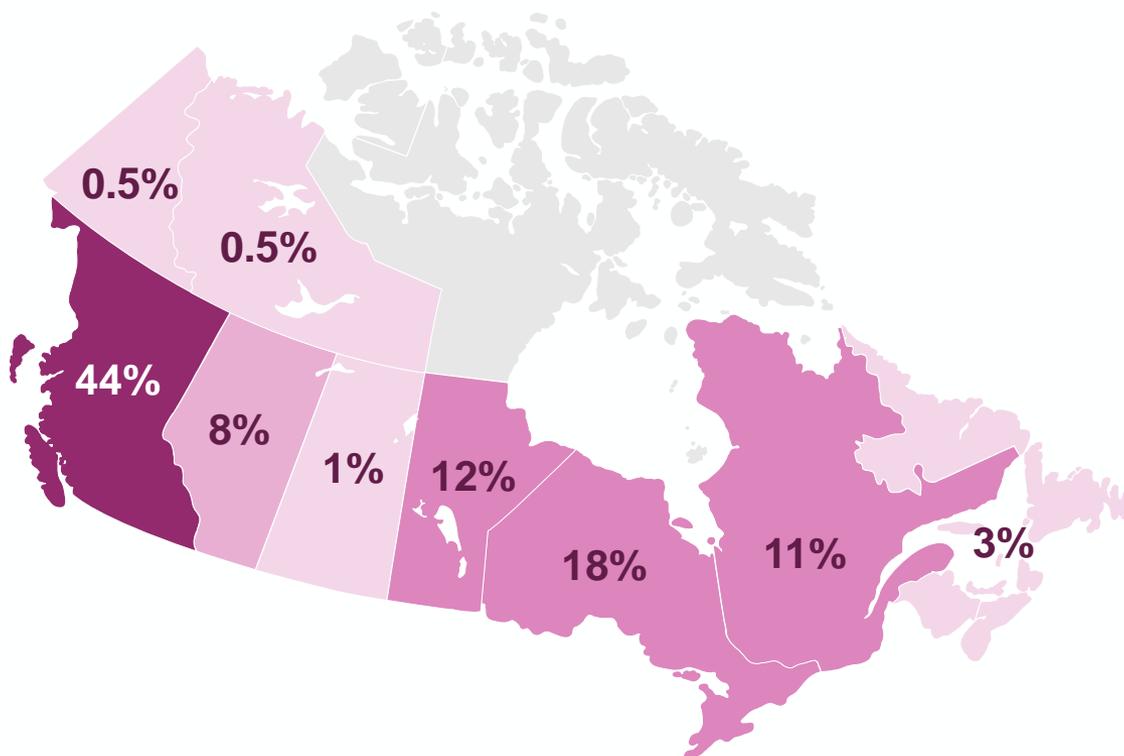
ACM serves more Canadian organizations and investors in a new model for EQB

Scale

Low capital intensity –
Business scales with limited capital

Canadian Regional Distribution of Institutional Investor AUM

As at August 31, 2023



Expected Benefits Post Transaction Close

Fee-based

Incremental and diversified non-interest revenue growth for EQB

2,000+

New coast-to-coast relationships for EQB

EPS+

EPS accretive in year one

A high value entry into an important market for EQB

A more diversified financial services company

A differentiated and proven wealth management platform, with significant player in Canada

Adds new relationships and deepens relationships with borrowing partners

New relationships with pension plans and opportunity for innovation

Collaboration and best practice sharing

Brings scale, proven and committed management talent

