

# Alaris Announces a \$115.5 Million Investment into a New Partner

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CALGARY, Nov. 06, 2025 - *(all numbers in this release are in Canadian dollars (CAN\$) unless otherwise noted)*

Alaris Equity Partners (TSX:AD.UN) ("Alaris" or the "Trust") is pleased to announce that it has completed a \$115.5 million investment into Optimus SBR Inc. and Optimus SBR Limited Partnership (together, "Optimus SBR" and the "Company").

Founded in 2010 and headquartered in Toronto, Optimus SBR is Canada's largest independent management consulting firm. The Company partners with organizations to tackle complex operational, strategic, and technological challenges, combining insight with execution to deliver tangible, measurable results. Working across financial services, government, healthcare, and a broad range of industries across North America, Optimus SBR brings deep expertise and an unrelenting commitment to execution. The Company's key practice areas include strategy, process management, program and project management, artificial intelligence (AI), digital transformation, data and analytics, technology consulting, and experience management. Distinguished by its execution-focused approach and a people-first culture, Optimus SBR helps clients move beyond strategy to achieve meaningful outcomes, empowering organizations to navigate change, enhance performance, and drive sustainable growth.

"We're delighted to welcome Alaris to the broader Optimus SBR team," commented Kevin Gauci, CEO and Co-Founder of Optimus SBR. "Alaris' commitment to empowering founders to continue their growth journey aligns perfectly with our own vision and values. This investment provides us with the flexibility to unlock our full potential and accelerate our growth as we help clients navigate the complex challenges of AI, digital transformation, and evolving regulatory environments. As a proud Canadian firm, finding a partner who shares our national pride, strong culture, bold attitude, and entrepreneurial spirit was essential. Steve King, President and CEO of Alaris, along with his team embody these values, and my leadership team and I are excited to collaborate with Alaris as we continue helping organizations get done what isn't.", concluded Mr. Gauci.

Alaris' investment consists of \$85.0 million of preferred equity and \$30.5 million of common equity. The preferred equity investment provides Alaris with an initial annualized distribution of \$11.1 million, translating into a pre-tax annualized yield of 13%. The distribution will adjust annually based on the percent change in Optimus SBR's annual revenue, subject to a collar of +/-8%. Optimus SBR has an earnings coverage ratio between 1.2x and 1.5x based on Optimus SBR's trailing twelve-month financial results and giving effect to certain other changes to the Company's capital structure. The Optimus SBR Investment will be used for partial liquidity to equity holders.

"We are very excited to partner with Kevin and the Optimus team, our first new Canadian partner in more than six years" commented Steve King, President and CEO of Alaris. "As the largest independent management consulting company in Canada, this asset was highly sought after by private equity firms across North America. Since its founding, Optimus has become an essential and sought after advisor to the Canadian banking industry, one of Canada's most stable industries. Similar to Alaris, Optimus' growth and success is the result of the strong culture that it has created over the last 15 years, and we look forward to supporting the Company's growth in the years to come," concluded Mr. King.

With the closing of the Optimus investment, Alaris has now deployed approximately \$343.5 million in capital year-to-date. The current market environment for the Trust's unique investment solution has never been better and the outlook for new deployment remains strong. Alaris remains focused on deploying capital into high-quality partners, providing the Trust with strong and predictable cash flows while further enhancing long-term value for unitholders.

## ABOUT ALARIS:

The Trust, through its subsidiaries, invests in a growing and diversified group of private businesses ("Partners") primarily through structured equity. Our strategy is designed to deliver stable and predictable returns to unitholders while driving long-term value creation. In addition to generating steady cash distributions, we aim to capture capital appreciation as our partners expand. This growth-focused approach is further enhanced by common equity positions, which align our interests with those of the founders and allow us to participate in the upside of their continued success.

## FORWARD LOOKING STATEMENTS

*This news release contains forward-looking information, including within the meaning of "safe harbour" provisions under applicable securities laws ("forward-looking statements"). Statements other than statements of historical fact contained in this news release may be forward-looking statements, including, without limitation, management's expectations, intentions and beliefs concerning: the Optimus SBR investment and related performance metrics. Many of these statements can be identified by words such as "believe", "expects", "will", "intends", "projects", "anticipates", "estimates", "continues" or similar words or the negative thereof. Forward looking statements in this news release include, without limitation, statements regarding: the annualized distributions for the Optimus SBR investment; and Alaris' outstanding indebtedness and use of the balance of the Facility. Any forward-looking statements which constitute a financial outlook or future-oriented financial information were approved by management as of the date hereof and have been included to explain Alaris' financial performance and are subject to the same risks and assumptions disclosed above. There can be no assurance that the plans, intentions or expectations on which these forward-looking statements are based will occur.*

*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, ongoing inflationary and tariff pressures, monetary policy changes, geopolitical tensions, and emerging technologies such as artificial intelligence) 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, conflicts in the Middle East, and other global economic pressures over the next 12 months will not materially impact Alaris, its Partners or the global economy; interest rates, monetary and supply chain inflation, and labour shortages will not rise in a manner materially different from the prevailing market expectation over the next 12 months; no new global health crisis will materially impact the economy or our Partners operations in a material way in the next 12 months; the businesses of the majority of our Partners will continue 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' expectations and diligence; and that Alaris will have the ability to raise required equity and/or debt financing on acceptable terms. Management of Alaris has also assumed that the Canadian and U.S. dollar trading parity will remain in a range of approximately plus or minus 15% of the current rate over the next six 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: impact of global economic factors (including, without limitation, the Russia/Ukraine conflict, conflicts in the Middle East, inflationary measures and global supply chain disruptions on the global economy, tariffs and internal trade disputes on the Trust and the Partners (including how many Partners will experience a slowdown of their business and the length of time of such slowdown)); the dependence of Alaris on the Partners, including any new investment structures; leverage and restrictive covenants under credit facilities; reliance on key personnel; failure to complete or realize the anticipated benefit of Alaris' financing arrangements with the Partners; a failure to obtain required regulatory approvals on a timely basis or at all; changes in legislation and regulations and the interpretations thereof; the impact of any global health crisis; cybersecurity or technology disruption risking (including artificial intelligence); 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 failure to settle outstanding*

*litigation on expected 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; a negative impact on the Trust or Partners with risk to cybersecurity and or implementation of artificial intelligence; 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 Statements" in Alaris' Management Discussion and Analysis and Annual Information Form for the year ended December 31, 2024, which is or will be (in the case of the AIF) filed under Alaris' profile at [www.sedarplus.ca](http://www.sedarplus.ca) and on its website at*

*[www.alarisequitypartners.com](http://www.alarisequitypartners.com).*

*This news release contains future-oriented financial information and financial outlook information (collectively, "FOFI") about increases to the Trust's net operating cash flow per unit and liquidity, each of which are subject to the same assumptions, risk factors, limitations, and qualifications as set forth above. Readers are cautioned that the assumptions used in the preparation of such information, although considered reasonable at the time of preparation, may prove to be imprecise and, as such, undue reliance should not be placed on FOFI and forward-looking statements. Alaris' actual results, performance or achievement could differ materially from those expressed in, or implied by, these forward-looking statements and FOFI, or if any of them do so, what benefits the Trust will derive therefrom. 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. 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.*

*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 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.*

*Neither the TSX nor its Regulation Services Provider (as that term is defined in the policies of the TSX) accepts responsibility for the adequacy or accuracy of this release.*

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