

Firm Capital

Firm Capital Mortgage Investment Corporation

Firm Capital Mortgage Investment Corporation is a non-bank lender providing residential and commercial real estate financing.



Q3 2016 Investor Presentation

September 30, 2016

The Mortgage Banker, Firm Capital Corporation, since 1988 and since our IPO in 1999, Firm Capital Mortgage Investment Corporation has been a non-bank lender focused on short-term bridge real estate financing market

Investment Themes:

- Preservation of Shareholders' Capital
- Strong Governance Policies
- Performance Driven Compensation
- Growth coupled with strong balance sheet while minimizing risk
- Stable Dividend
- Short term lending with experienced partners comprised of management and investors

Independent Directors

- Stanley Goldfarb ⁽¹⁾
- Anthony Heller
- Larry Shulman ⁽¹⁾
- Geoffrey Bledin ⁽¹⁾
- Morris Fischtein
- Keith L. Ray ⁽¹⁾
- Joe Oliver

Management Directors

- Eli Dadouch ⁽¹⁾
- Jonathan Mair ⁽¹⁾
- Edward Gilbert ⁽¹⁾

Significant Real Estate Experience

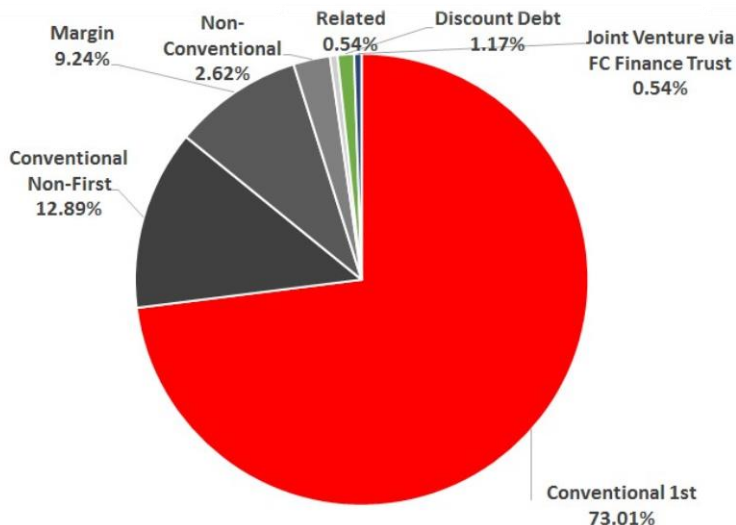
Note: (1) Actively co-invests with FC MIC on mortgage transactions

- **Performance based compensation**
 - MIC Manager receives 75 bps on performing investments, not cash balances
 - Mortgage Banker receives 10 bps servicing fee on performing investments
 - No payment on work outs for any defaulted loans
 - Commitment fee income is shared
 - Corporation receives 75% of profits from mezzanine and equity investments after first earning a 10% preferred return
- **Substantial personal investment**
 - 10-25% pari-passu investment in all non-conventional mortgages
 - Management and directors are co-investors in most investments
- **No acquisition or disposition fees charged**

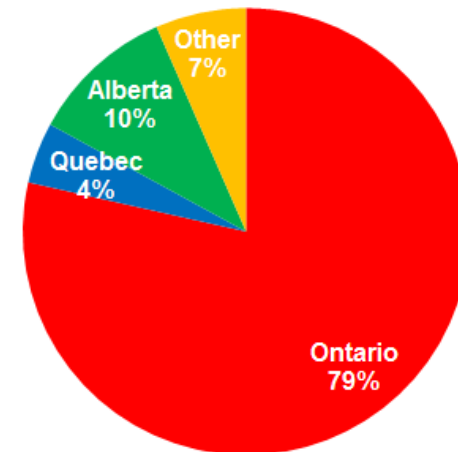
Conservative Lending Approach

- 70% conventional first mortgages
- Experienced borrowers in proven markets
- Conservative lending guidelines restricting investment exposure on loan size and related borrower groups

Investment Portfolio



Geographic Diversification



- Maximum first mortgage restricted to 5% and 10% of capital, depending on LTV ⁽¹⁾
- Maximum non first mortgage restricted to 2.5% of capital ⁽¹⁾
- Restrictions on the amount of non-first mortgage investments
- Independent director approval of every investment
 - <\$1,000,000 – at least one
 - >\$1,00,000 – majority
- Co-investment by management
- Syndicated portfolio to diversify risk
- Internalized credit management
 - Reports directly to independent directors
- Default Recovery Program
 - Mandatory enforcement within 15 days
- Independent third party reports
 - Appraisals, enviromental audits, structural audits

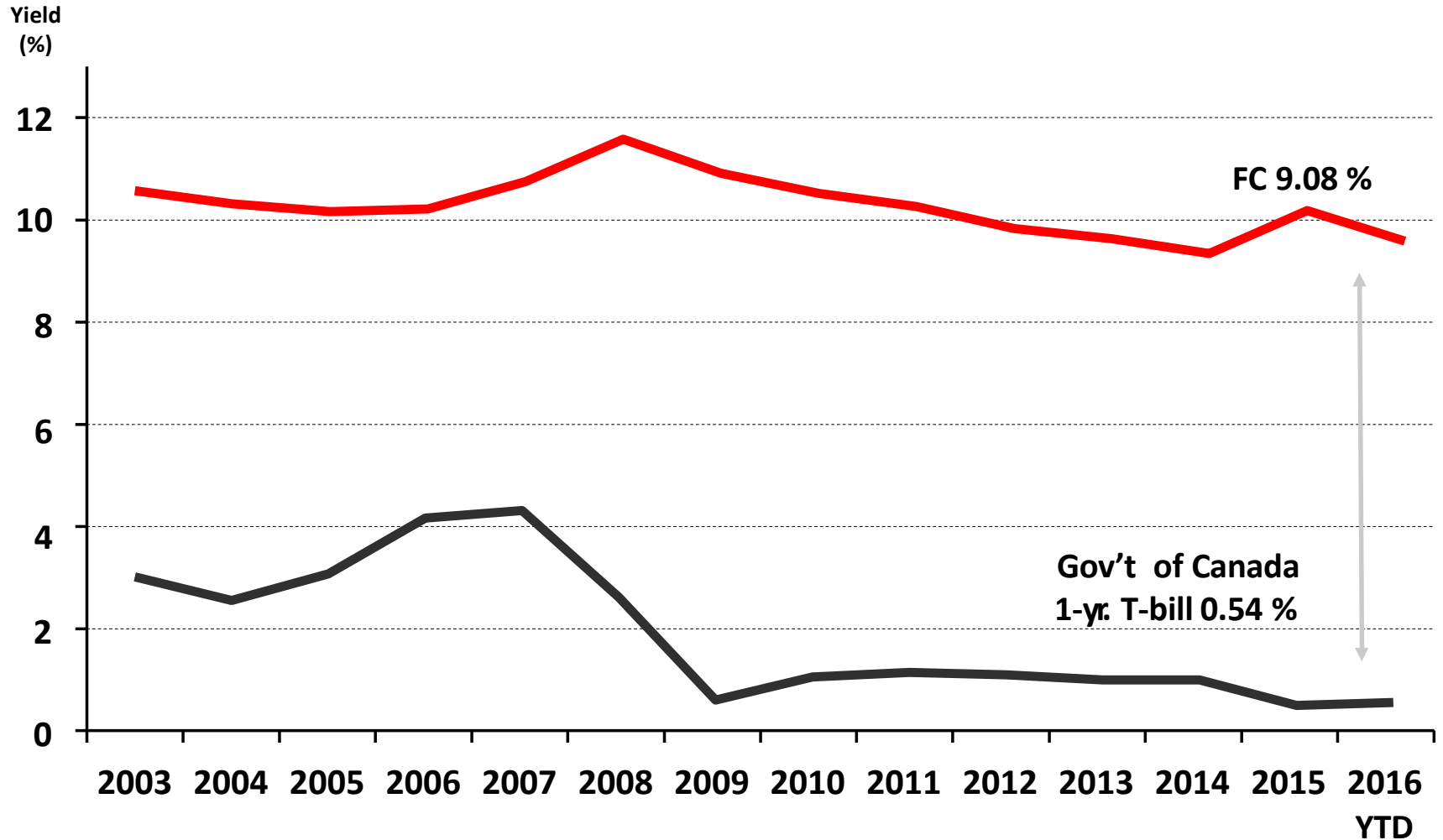
Note: (1) Capital is based on total paid up Shareholder's Equity and Convertible Debentures

Financial Highlights - 2016 Q1

	Quarter Ended June 30, 2016	Quarter Ended September 30, 2016	Quarter Ended March 31, 2016
Mortgage Portfolio (millions) ⁽¹⁾	\$407	\$429	\$411
Basic Profit Per Share	\$0.246	\$0.241	\$0.246
Dividends Per Share	\$0.234	\$0.234	\$0.234
Return on Equity	9.09%	9.08%	9.58%
Loan Losses	none	none	none

(1) Net of impairment provision

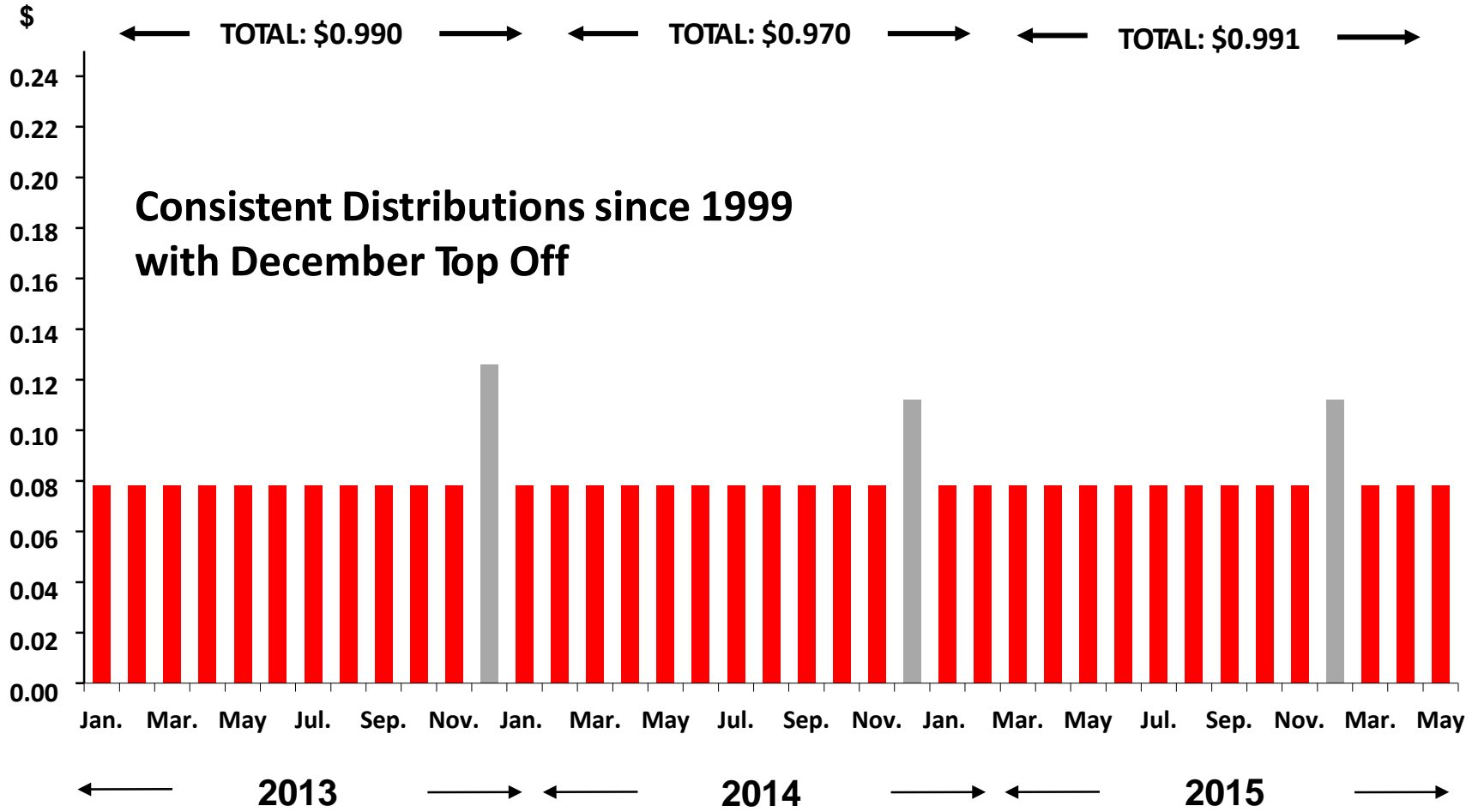
Annualized Return on Shareholders' Equity

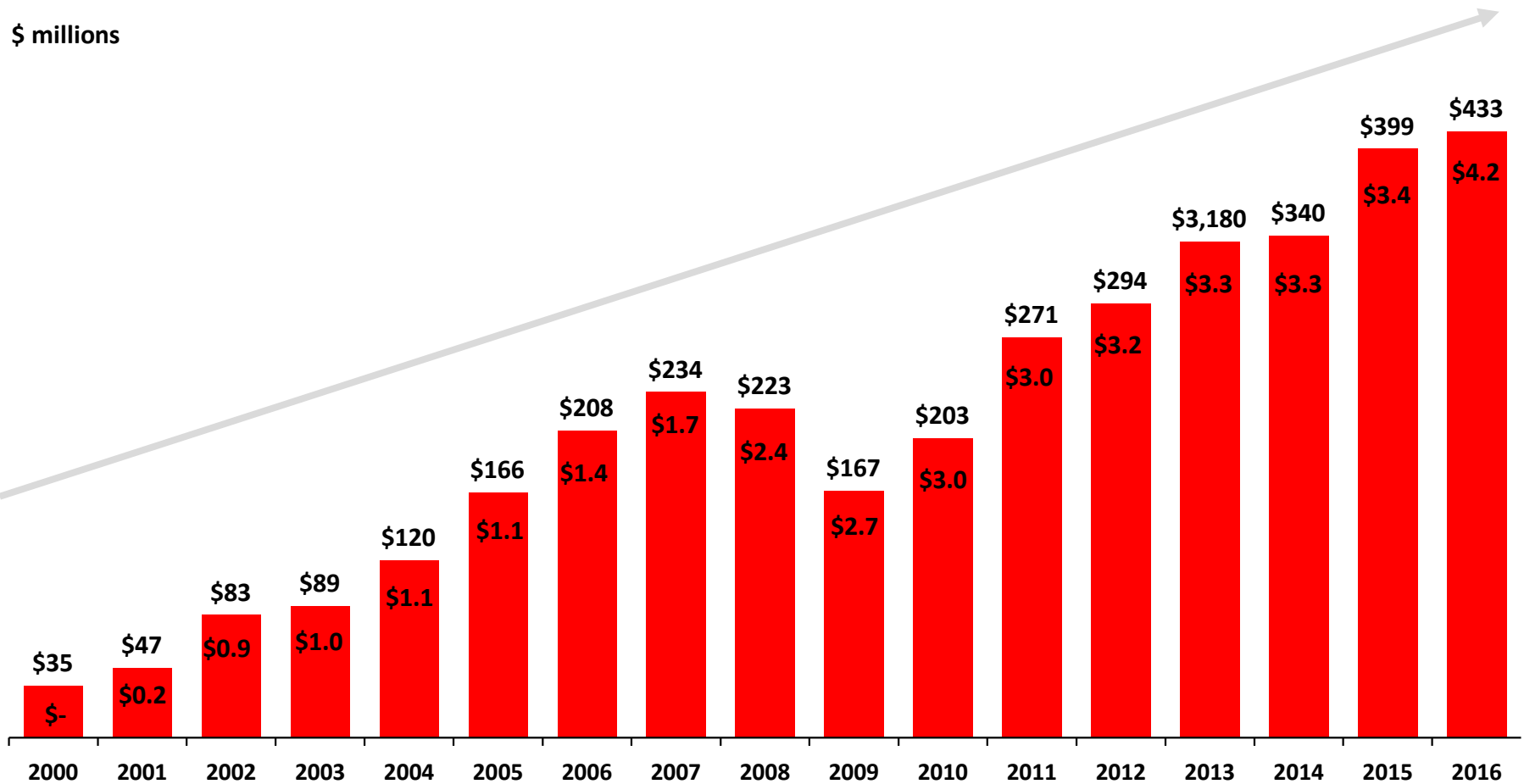


Results of Operations – 2016

	Quarter Ended June 30, 2016	Quarter Ended September 30, 2016	Quarter Ended March 31, 2016
Interest and Fees Earned	\$9.0	\$9.0	\$8.7
Interest and Operating Expenses	\$3.6	\$3.6	\$3.7
Profit	\$5.4	\$5.4	\$5.0
Dividends to Shareholders ⁽¹⁾	\$4.8	\$4.8	\$4.8
Loan Loss Provision (% of gross portfolio)	1.00%	1.00%	1.00%

(1) Fourth quarter dividends includes one time payout of accumulated excess earnings throughout the year





- **Significant Origination Capability**

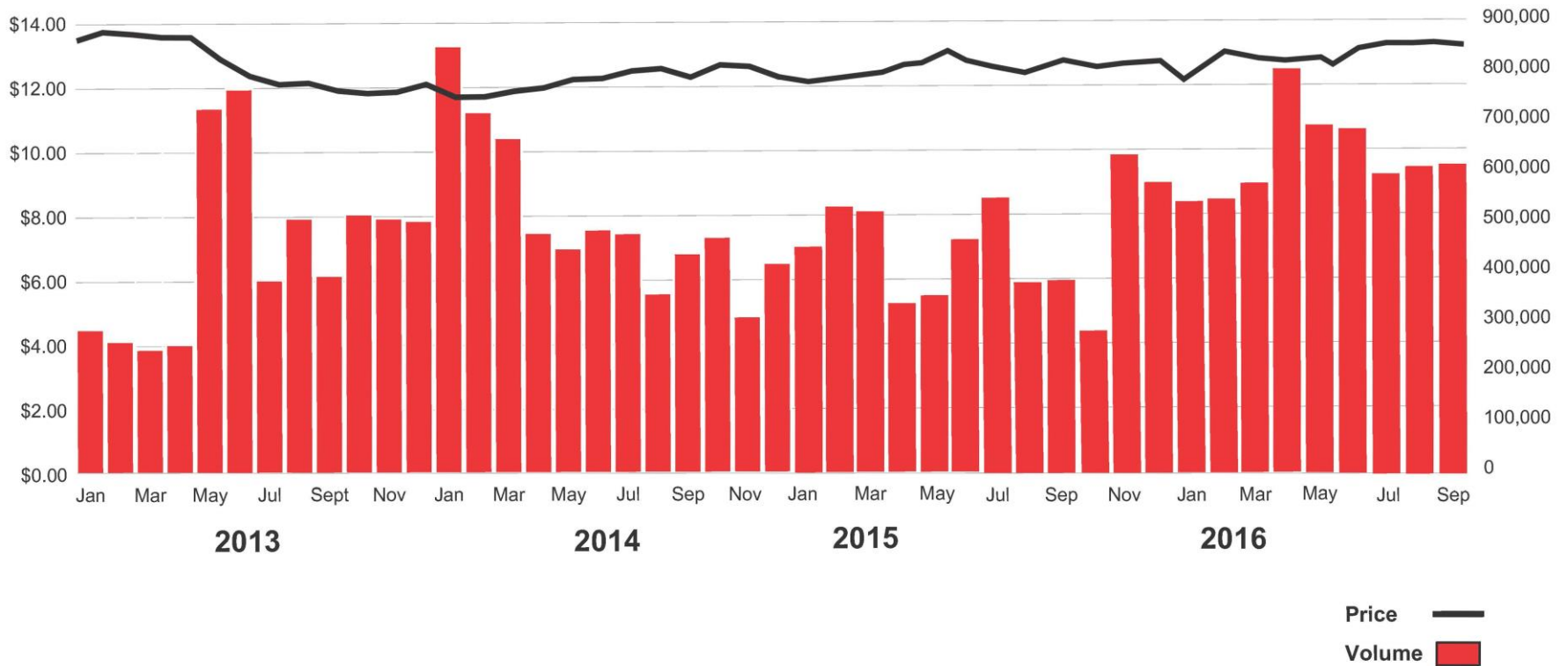
- Mortgage Banker (FCC) 27 year track record
- 2012 transaction volume - \$515 million
- 2013 transaction volume - \$665 million
- 2014 transaction volume - \$755 million
- 2015 transaction volume - \$793 million
- 2016 transaction volume - \$735 million

- The mortgage bank experience and strong partners provides steady deal flow with excellent risk mitigates
- Co-investing with knowledgeable real estate partners

- **Accessed the capital market eight times since August 2011**
 - August 2011
 - \$25.7 MM Series B Convert 5.40%
 - April 2012
 - \$20.7 MM Shares \$13.45
 - \$20.5 MM Series C Convert 5.25%
 - March 2013
 - \$20.0 MM Series D Convert 4.75%
 - January 2014
 - \$20.5 MM Common Share Equity
 - April 2015
 - \$25.0 MM Series E Convert 5.30%
 - December 2015
 - \$20.0 MM Series F Convert 5.50%
 - March 2016
 - \$25.0 MM Common Share Equity
 - December 2016
 - \$22.5 MM Series G Convert 5.20%

**Wide
Investment
Dealer
Distribution
Network**

Average Share Price & Trading Volume



- Anticipate to continue to meet and exceed stated objectives of generating a return on equity of 400 basis points over average 1 year Government of Canada treasury bill yields
- Position mortgage investment portfolio towards higher concentration in conventional first mortgages and related investments
- Strong balance sheet and access to capital to take advantage of changing market conditions
- Focused on exit strategies and security over yield

- Diversified investment portfolio that produces a stable stream of dividends
- Preservation of shareholder's equity
- Focused on large liquid markets
- Western Canada Presence
- Specialized in short term bridge financings with clear exit strategies
- Focused on managing the investment portfolio as opposed to growth
- Fifteen years of stable dividends