

# FACT SHEET

JUNE 2017

Boutique Mortgage Lenders<sup>®</sup>

## CORPORATE PROFILE

**Firm Capital Corporation ("Firm Capital")** a non-bank lender since 1988 provides residential and commercial construction, bridge and conventional real estate financing, including providing term, mezzanine and equity capital investments for real estate projects.

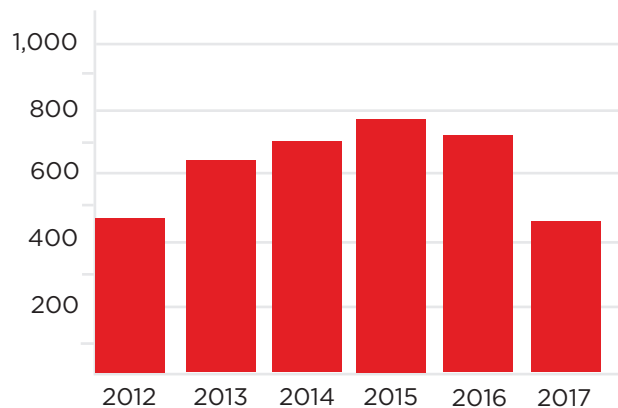
Administering a \$1,011 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$322 million and seven listed Convertible Debentures totaling \$195 million; and Firm Capital Mortgage Investors Corp., an RSP mortgage fund in operation since 1994. In addition to completing a number of new joint venture capital partnerships, Firm Capital completed over \$735 million in new mortgage financings in 2016 and has completed \$453 million in financing commitments YTD 2017.

## KEY FACTS

- For 28 years Firm Capital has provided the financial strength, security and innovation needed for this industry with commitments, excluding our equity real estate investments, that were in excess of \$735 million in 2016.
- Mortgage Assets Under Management totaling \$1,011 million as of June 30, 2017.
- Focused on all major geographical markets in Canada with an emphasis on Toronto, Ottawa, Southwestern Ontario, Calgary and Edmonton.
- Actively managed investment strategies intended to enhance returns, reduce risks and allow Firm Capital to take advantage of investments in illiquid markets, specialized structured finance and real estate merchant banking operations.
- Principal Philosophy: Preservation of Capital and Disciplined Investing.

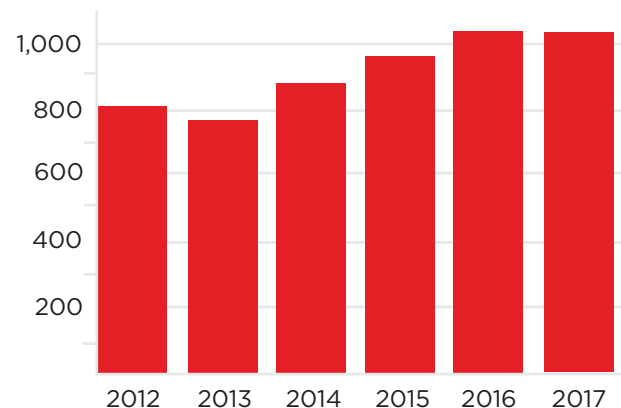
## COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



## ASSETS UNDER MANAGEMENT

\$ Millions



| FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)                                | 2011   | 2012  | 2013  | 2014  | 2015   | 2016    |
|---|--------|-------|-------|-------|--------|---------|
| <b>UNDERWRITING COMMITMENTS</b>   | \$655  | \$515 | \$665 | \$768 | \$793  | \$735   |
| <b>ASSETS UNDER MANAGEMENT</b>  | \$834  | \$802 | \$782 | \$870 | \$970  | \$1,036 |
| <b>RETURN ON EQUITY</b><br>Firm Capital Mortgage Investment Corporation | 10.26% | 9.45% | 9.63% | 9.34% | 10.18% | 8.87%   |

# 28 Years of Building Relationships

Where Mortgage Deals Get Done®

## FIRM CAPITAL LENDING TEAM

Experienced management team with significant industry expertise and aligned interests

|  |   |   |  |
|--|---|---|--|
| <p><b>ELI DADOUCH</b><br/>President &amp; CEO</p>            | <p><b>JONATHAN MAIR</b><br/>SVP &amp; CFO</p>                         | <p><b>SANDY POKLAR</b><br/>COO</p>  | <p><b>MICHAEL WARNER</b><br/>SVP, Mortgage Lending</p>               |
| <p><b>MICHAEL CARRAGHER</b><br/>VP, Mortgage Investments</p> | <p><b>FORREST TODD</b><br/>VP, Mortgage Banking</p>                   | <p><b>VICTORIA GRANOVSKI</b><br/>VP, Mortgage Operations,<br/>Credit &amp; Equity Capital</p> | <p><b>JONATHAN NEUHOF</b><br/>AVP, Real Estate<br/>Capital Group</p> |
| <p><b>ALICIA DOUCETTE</b><br/>Senior Finance Associate</p>   | <p><b>NINA LABATE</b><br/>MD, Residential<br/>Mortgage Operations</p> | <p><b>J. JUSTIN KOWAL</b><br/>Senior Manager,<br/>Mortgage Origination</p>                    | <p><b>LUCAS WRIGHT</b><br/>Manager,<br/>Business Development</p>     |
| <p><b>JACQUELINE SMOLYAR</b><br/>Finance Associate</p>       | <p><b>TREVOR DOHRING</b><br/>Finance Associate</p>                    | <p><b>CORY HIMMEL</b><br/>Finance Associate</p>   | <p><b>EUGENE LARDY</b><br/>Manager,<br/>Marketing &amp; Design</p>   |

## SAMPLE TRANSACTIONS

|  |  |  |  |  |
|--|--|--|--|--|
| <p><b>Secondary Debt</b><br/><b>\$15,000,000</b></p> <p><b>Second Mortgage</b><br/>1,002 acre master<br/>planned community<br/><b>CALGARY, AB</b></p>      | <p><b>Bridge Loan</b><br/><b>\$25,000,000</b></p> <p><b>Second Mortgage</b><br/>12.09 acre<br/>development site<br/><b>TORONTO, ON</b></p>                 | <p><b>Construction Loan</b><br/><b>\$20,367,400</b></p> <p><b>First Mortgage</b><br/>73 condo units<br/><b>MISSISSAUGA, ON</b></p>                             | <p><b>Construction Loan</b><br/><b>\$45,015,000</b></p> <p><b>First Mortgage</b><br/>18-storey, 220-unit<br/>condominium building<br/><b>MARKHAM, ON</b></p>               | <p><b>Construction Loan</b><br/><b>\$28,400,000</b></p> <p><b>First Mortgage</b><br/>3 &amp; 4-Storey, 154-unit<br/>condominium buildings<br/><b>STOUFFVILLE, ON</b></p> |
| <p><b>Land Loan</b><br/><b>\$12,000,000</b></p> <p><b>First Mortgage</b><br/>12.64-acre, multi-<br/>family residential site<br/><b>BURLINGTON, ON</b></p>  | <p><b>Infill Construction Loan</b><br/><b>\$2,225,000</b></p> <p><b>First Mortgage</b><br/>4,700 sq. ft.<br/>custom home<br/><b>OAKVILLE, ON</b></p>       | <p><b>Bridge Loan</b><br/><b>\$4,750,000</b></p> <p><b>First Mortgage</b><br/>2 office buildings<br/>(10,193 &amp; 29,505 sq. ft.)<br/><b>WATERLOO, ON</b></p> | <p><b>Inventory Loan</b><br/><b>\$3,800,000</b></p> <p><b>First Mortgage</b><br/>3 luxury townhomes<br/><b>TORONTO, ON</b></p>   | <p><b>Bridge Loan</b><br/><b>\$3,500,000</b></p> <p><b>Second Mortgage</b><br/>Cap Ex program for<br/>256 apartment units<br/><b>WINNIPEG, MB</b></p>                    |
| <p><b>Construction Loan</b><br/><b>\$9,000,000</b></p> <p><b>First Mortgage</b><br/>9-storey, 66-unit<br/>condominium building<br/><b>WATERLOO, ON</b></p> | <p><b>Mezzanine Loan</b><br/><b>\$12,240,000</b></p> <p><b>Second Mortgage</b><br/>25-storey, 280-unit<br/>condominium building<br/><b>CALGARY, AB</b></p> | <p><b>Construction Loan</b><br/><b>\$27,430,786</b></p> <p><b>First Mortgage</b><br/>9-storey, 88-unit<br/>condominium building<br/><b>TORONTO, ON</b></p>     | <p><b>Land &amp; Construction Loan</b><br/><b>\$5,600,000</b></p> <p><b>First Mortgage</b><br/>4 custom homes &amp; 2<br/>commercial buildings<br/><b>BRAMPTON, ON</b></p> | <p><b>Land &amp; Construction Loan</b><br/><b>\$7,265,000</b></p> <p><b>First Mortgage</b><br/>7 residential<br/>building lots<br/><b>MISSISSAUGA, ON</b></p>            |