

FACT SHEET

JANUARY 2018

Boutique Mortgage Lenders[®]

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.

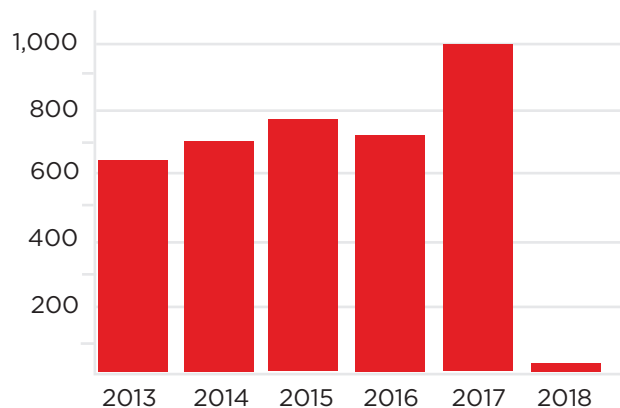
Administrating a \$1,335 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$336 million and seven listed Convertible Debentures totaling \$163 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 \$1 billion of new mortgage financing commitments in 2018.

KEY FACTS

- For over 30 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 \$1 billion in 2017.
- Mortgage Assets Under Management totaling \$1,335 million as of January 31, 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.

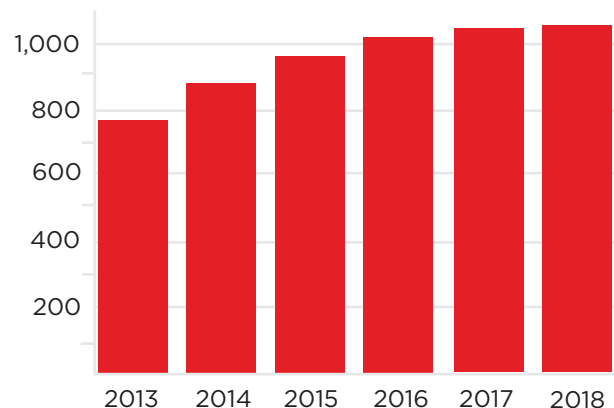
COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



ASSETS UNDER MANAGEMENT

\$ Millions



| FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S) | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|-------|-------|-------|--------|---------|---------|
| UNDERWRITING COMMITMENTS | \$515 | \$665 | \$768 | \$793 | \$735 | \$1,000 |
| ASSETS UNDER MANAGEMENT | \$802 | \$782 | \$870 | \$970 | \$1,036 | \$1,333 |
| RETURN ON EQUITY Firm Capital Mortgage Investment Corporation | 9.45% | 9.63% | 9.34% | 10.18% | 8.87% | - |



Firm Capital Corporation
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www.FirmCapital.com

2018 Celebrating 30 Years of Building Relationships



Where Mortgage Deals Get Done®

FIRM CAPITAL LENDING TEAM

Experienced management team with significant industry expertise and aligned interests

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

SAMPLE TRANSACTIONS

| | | | | |
|---|---|--|--|---|
| Land Loan \$147,000,000 First Mortgage 893,404 sq. ft. mixed-use building TORONTO, ON | Inventory Loan \$17,500,000 First Mortgage 64 condominium units MONTREAL, QC | Construction Loan \$67,100,000 First Mortgage Mixed-use condo project TORONTO, ON | Construction Loan \$17,380,000 First Mortgage 38 townhome units & 5 commercial/retail units PICKERING, ON | Infill Construction Loan \$1,765,000 Second Mortgage 3,486 sq. ft. custom home TORONTO, ON |
| Infill Construction Loan \$4,000,000 First Mortgage 4 single family custom homes TORONTO, ON | Bridge Loan \$3,200,000 First Mortgage 2 office buildings WATERLOO, ON | Inventory Loan \$13,250,000 First Mortgage 30 condominium units TORONTO, ON | Mezzanine Equity Loan \$15,400,000 Partial Mortgage 544,000 sq. ft. retail centre VANCOUVER, B.C. | Land Loan \$10,675,000 First Mortgage Future residential development site TORONTO, ON |
| Infill Construction Loan \$1,055,000 First Mortgage 3,840 sq. ft. custom home TORONTO, ON | Land Loan \$32,000,000 First Mortgage 40 acre future residential development site BRAMPTON, ON | Infill Construction Loan \$1,575,000 First Mortgage 3,448 sq. ft. custom home TORONTO, ON | Land Loan \$9,000,000 First Mortgage Future residential development site BRAMPTON, ON | Inventory Loan \$7,000,000 First Mortgage 15 loft condominium units TORONTO, ON |



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