

# FACT SHEET

## NOVEMBER 2018

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.

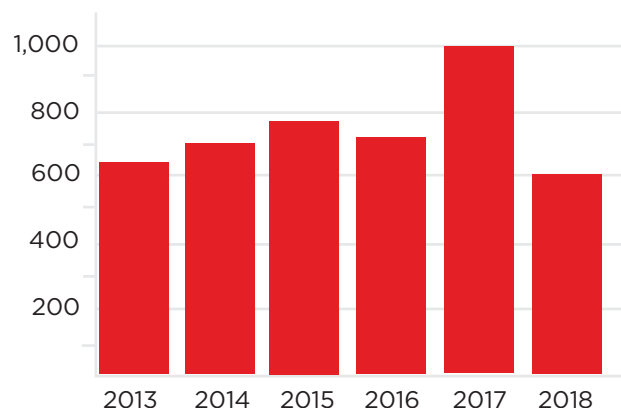
Administering a \$1,200 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$349 million and seven listed Convertible Debentures totaling \$188 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 mortgage financing commitments in 2017 and has completed \$601 million in financing commitments YTD 2018.

### KEY FACTS

- For 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 \$1,200 million as of November 30, 2018.
- 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.

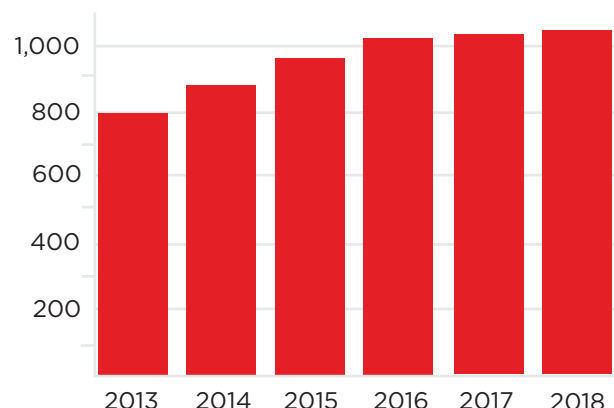
### COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



### ASSETS UNDER MANAGEMENT

\$ Millions



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2012	2013	2014	2015	2016	2017
<b>UNDERWRITING COMMITMENTS</b>	\$515	\$665	\$768	\$793	\$735	\$1,000
<b>ASSETS UNDER MANAGEMENT</b>	\$802	\$782	\$870	\$970	\$1,036	\$1,333
<b>RETURN ON EQUITY</b> Firm Capital Mortgage Investment Corporation	9.45%	9.63%	9.34%	10.18%	8.87%	8.09%

Over **30** Years of  
Building Relationships

Where Mortgage Deals Get Done<sup>®</sup>

**FIRM CAPITAL LENDING TEAM**

Experienced management team with significant industry expertise and aligned interests

<b>ELI DADOUCH</b> President & CEO	<b>JONATHAN MAIR</b> SVP & CFO	<b>SANDY POKLAR</b> COO	<b>MICHAEL WARNER</b> SVP, Mortgage Lending
<b>MICHAEL CARRAGHER</b> VP, Mortgage Investments	<b>FORREST TODD</b> VP, Mortgage Banking	<b>VICTORIA GRANOVSKI</b> VP, Mortgage Operations, Credit & Equity Capital	<b>JONATHAN NEUHOF</b> AVP, Real Estate Capital Group
<b>J. JUSTIN KOWAL</b> Senior Manager, Mortgage Origination	<b>LUCAS WRIGHT</b> Manager, Business Development	<b>ALICIA DOUCETTE</b> Senior Finance Associate	<b>TREVOR DOHRING</b> Senior Finance Associate
<b>CORY HIMMEL</b> Finance Associate	<b>JACQUELINE SMOLYAR</b> Finance Associate	<b>ROBERTO D'ABATE</b> Managing Director, Quebec	<b>EUGENE LARDY</b> Manager, Marketing & Design

**SAMPLE TRANSACTIONS**

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