

# FACT SHEET

## JANUARY 2019

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.

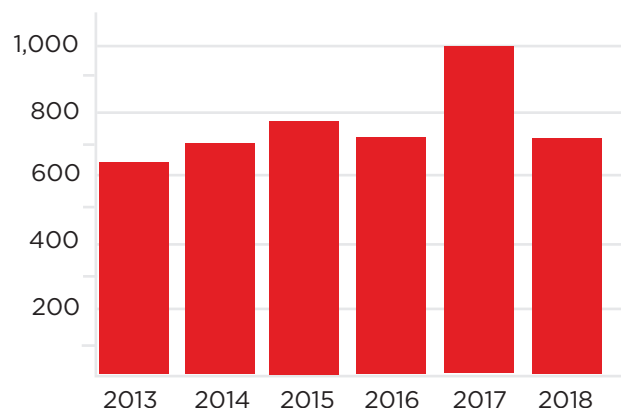
Administering a \$1,330 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$353 million and eight listed Convertible Debentures totaling \$188 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 \$731 million of 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 \$731 million in 2018.
- Mortgage Assets Under Management totaling approximately \$1,330 million as of January 31, 2019.
- Focused on all major geographical markets in Canada with an emphasis on Toronto, Ottawa, Southwestern Ontario, Montreal and British Columbia.
- 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.

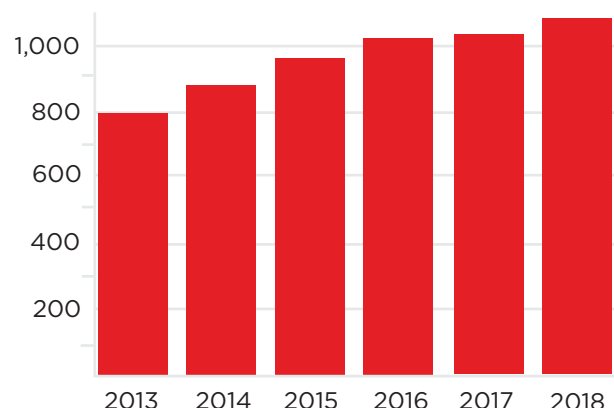
### COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



### ASSETS UNDER MANAGEMENT

\$ Millions



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2013	2014	2015	2016	2017	2018
<b>UNDERWRITING COMMITMENTS</b>	\$665	\$768	\$793	\$735	\$1,000	\$731
<b>ASSETS UNDER MANAGEMENT</b>	\$782	\$870	\$970	\$1,036	\$1,333	\$1,300
<b>RETURN ON EQUITY</b> Firm Capital Mortgage Investment Corporation	9.63%	9.34%	10.18%	8.87%	8.09%	9.18%

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>CONVERTIBLE DEBENTURE</b> <b>\$20,000,000</b> Subordinated Convertible Debenture - Private Placement <b>DECEMBER 2018</b> FIRM CAPITAL CORPORATION Corporate Finance Investment	<b>BRIDGE LOAN</b> <b>\$61,500,000</b> <b>SECOND MORTGAGE</b> Land refinancing for an active 861,113 sq. ft. mixed-use construction project <b>TORONTO, ON</b>	<b>INVENTORY LOAN</b> <b>\$13,500,000</b> <b>FIRST MORTGAGE</b> 38 condominium units <b>TORONTO, ON</b>	<b>LAND LOAN</b> <b>\$3,450,000</b> <b>FIRST MORTGAGE</b> 16 future residential building lots <b>BRAMPTON, ON</b>	<b>CONSTRUCTION LOAN</b> <b>\$54,000,000</b> <b>FIRST MORTGAGE</b> 12 storey 239 rental apartment units <b>OSHAWA, ON</b>
<b>BRIDGE LOAN</b> <b>\$12,000,000</b> <b>SECOND MORTGAGE</b> 68 residential building lots <b>STOUFFVILLE, ON</b>	<b>BRIDGE LOAN</b> <b>\$1,750,000</b> <b>FIRST MORTGAGE</b> 1,843 sq. ft. luxury condo <b>TORONTO, ON</b>	<b>CONSTRUCTION LOAN</b> <b>\$1,705,000</b> <b>FIRST MORTGAGE</b> 3,483 sq. ft. custom home <b>TORONTO, ON</b>	<b>BRIDGE LOAN</b> <b>\$1,400,000</b> <b>FIRST MORTGAGE</b> 2,950 sq. ft. commercial building <b>TORONTO, ON</b>	<b>LAND &amp; CONSTRUCTION LOAN</b> <b>\$4,500,000</b> <b>FIRST MORTGAGE</b> 5 townhouse units & 1 single family custom home <b>TORONTO, ON</b>
<b>MARGIN LOAN</b> <b>\$13,000,000</b> Secured by Reit Units <b>SEPTEMBER 2018</b> FIRM CAPITAL CORPORATION Corporate Finance Investment	<b>ACQUISITION FACILITY</b> <b>\$5,000,000</b> Revolving Debenture Acquisition Line <b>SEPTEMBER 2018</b> FIRM CAPITAL CORPORATION Corporate Finance Investment	<b>INFILL CONSTRUCTION LOAN</b> <b>\$1,475,000</b> <b>SECOND MORTGAGE</b> 5,085 sq. ft. luxury custom home <b>TORONTO, ON</b>	<b>CONSTRUCTION LOAN</b> <b>\$11,700,000</b> <b>FIRST MORTGAGE</b> 15 townhouses and 1 single family home <b>VAUGHAN, ON</b>	<b>LAND LOAN</b> <b>\$15,000,000</b> <b>FIRST MORTGAGE</b> 76 unit residential townhouse development <b>MARKHAM, ON</b>