

FACT SHEET

AUGUST 2019

Boutique Mortgage Lenders[®]

CORPORATE PROFILE

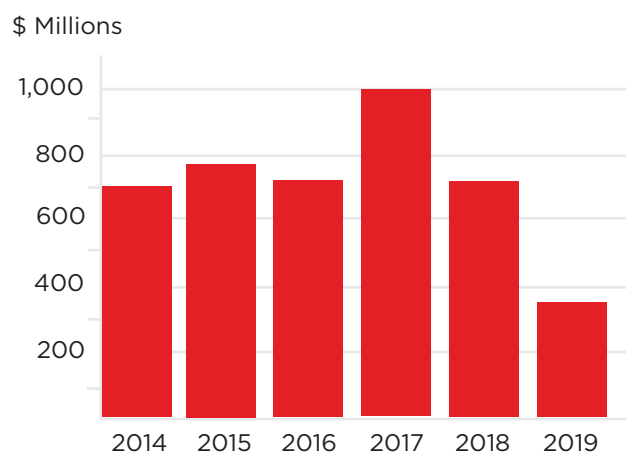
Firm Capital Corporation (“Firm Capital”) a non-bank lender since 1988 provides residential and commercial construction, bridge and conventional real estate financing, including providing term, mezzanine and equity capital investments for real estate projects.

Administering a \$1,080 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 \$387 million and eight listed Convertible Debentures totaling \$167 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, and has completed \$388 million in financing commitments YTD 2019.

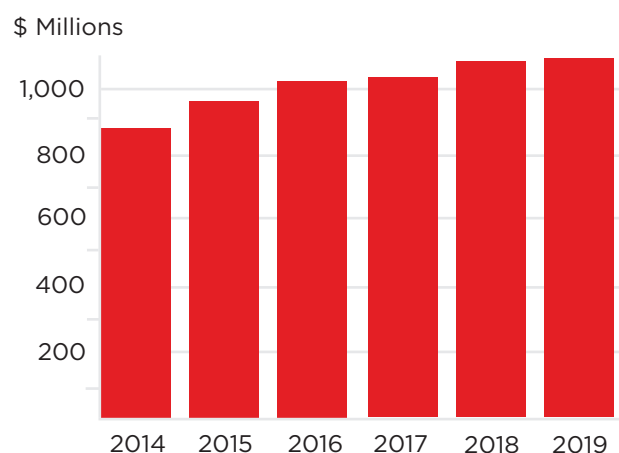
KEY FACTS

- 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 \$1,080 million as of August 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



ASSETS UNDER MANAGEMENT



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2013	2014	2015	2016	2017	2018
UNDERWRITING COMMITMENTS	\$665	\$768	\$793	\$735	\$1,000	\$731
ASSETS UNDER MANAGEMENT	\$782	\$870	\$970	\$1,036	\$1,333	\$1,300
RETURN ON EQUITY 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®

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
J. JUSTIN KOWAL Senior Manager, Mortgage Origination	LUCAS WRIGHT Manager, Business Development	ALICIA DOUCETTE Senior Finance Associate	TREVOR DOHRING Senior Finance Associate
CORY HIMMEL Finance Associate	JACQUELINE SMOLYAR Finance Associate	ROBERTO D'ABATE Managing Director, Quebec	DHESAKA JAYASURIYA Manager, Marketing & Design

SAMPLE TRANSACTIONS

CONVERTIBLE DEBENTURE \$20,000,000 Subordinated Convertible Debenture - Private Placement DECEMBER 2018 FIRM CAPITAL CORPORATION Corporate Finance Investment	BRIDGE LOAN \$61,500,000 SECOND MORTGAGE Land refinancing for an active 861,113 sq. ft. mixed-use construction project TORONTO, ON	INVENTORY LOAN \$13,500,000 FIRST MORTGAGE 38 condominium units TORONTO, ON	LAND LOAN \$3,450,000 FIRST MORTGAGE 16 future residential building lots BRAMPTON, ON	CONSTRUCTION LOAN \$54,000,000 FIRST MORTGAGE 12 storey 239 rental apartment units OSHAWA, ON
BRIDGE LOAN \$12,000,000 SECOND MORTGAGE 68 residential building lots STOUFFVILLE, ON	BRIDGE LOAN \$1,750,000 FIRST MORTGAGE 1,843 sq. ft. luxury condo TORONTO, ON	BRIDGE LOAN \$4,750,000 FIRST MORTGAGE 75,400 sq. ft. mixed-use industrial/office building MONTREAL, QC	BRIDGE LOAN \$1,400,000 FIRST MORTGAGE 2,950 sq. ft. commercial building TORONTO, ON	LAND & CONSTRUCTION LOAN \$4,500,000 FIRST MORTGAGE 5 townhouse units & 1 single family custom home TORONTO, ON
MARGIN LOAN \$13,000,000 Secured by Reit Units SEPTEMBER 2018 FIRM CAPITAL CORPORATION Corporate Finance Investment	ACQUISITION FACILITY \$5,000,000 Revolving Debenture Acquisition Line SEPTEMBER 2018 FIRM CAPITAL CORPORATION Corporate Finance Investment	INFILL CONSTRUCTION LOAN \$4,125,000 SECOND MORTGAGE 8 semi-detached units and 1 single family house TORONTO, ON	CONSTRUCTION LOAN \$11,700,000 FIRST MORTGAGE 15 townhouses and 1 single family home VAUGHAN, ON	LAND LOAN \$15,000,000 FIRST MORTGAGE 76 unit residential townhouse development MARKHAM, ON