

FIRM CAPITAL CORPORATION FACTSHEET

October 2020

Boutique Mortgage Lenders®

INVESTMENT HIGHLIGHTS

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.

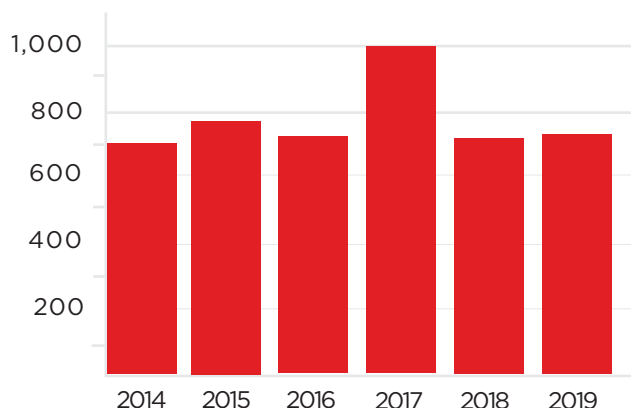
Administering a \$1,238 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$330 million and six listed Convertible Debentures totaling \$142 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 \$759 million of mortgage financing commitments in 2019 and \$370 million YTD 2020.

KEY FACTS

- For over 32 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 \$759 million in 2019.
- Mortgage Assets Under Management totaling approximately \$1,238 million as of October 31, 2020.
- 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.

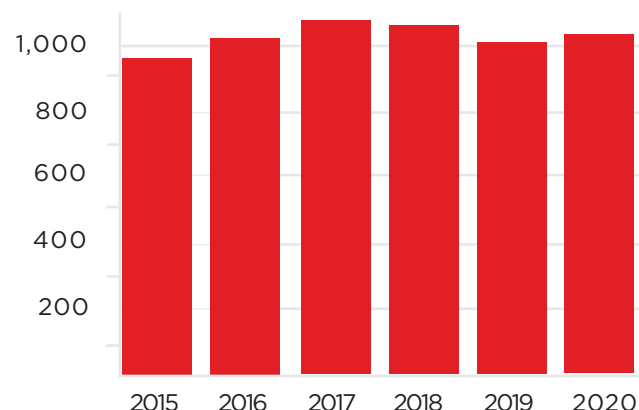
COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



ASSETS UNDER MANAGEMENT

\$ Millions



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2015	2016	2017	2018	2019	2020
UNDERWRITING COMMITMENTS	\$793	\$735	\$1,000	\$731	\$759	\$370 YTD
ASSETS UNDER MANAGEMENT	\$970	\$1,036	\$1,333	\$1,300	\$1,016	\$1,238*
RETURN ON EQUITY Firm Capital Mortgage Investment Corporation	10.18%	8.87%	8.09%	9.18%	9.09%	7.44% - Q3

* as of October 31, 2020

Over 32 Years of Building Relationships

Boutique Mortgage Lenders®

FIRM CAPITAL LENDING TEAM

Experienced management team with significant industry expertise and aligned interests.

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

2020 SELECTED TRANSACTIONS

<p>INVENTORY LOAN \$28,000,000</p> <p>FIRST MORTGAGE 77 residential condominium units TORONTO & MISSISSAUGA, ON</p>	<p>LAND FINANCING \$14,300,000</p> <p>MEZZANINE LOAN 4.95-acre residential development site MISSISSAUGA, ON</p>	<p>ACQUISITION LOAN \$46,750,000</p> <p>FIRST MORTGAGE Residential apartment building containing 187 suites & 12,000 sq. ft. of ground floor commercial space MISSISSAUGA, ON</p>	<p>LAND & CONSTRUCTION LOAN \$8,300,000</p> <p>FIRST MORTGAGE 6 future townhouse units having a total GFA of 13,193 sq. ft. TORONTO, ON</p>	<p>ACQUISITION LOAN \$14,500,000</p> <p>FIRST MORTGAGE 4 single storey multi-tenant industrial buildings with 295,710 sq. ft. of net leasable floor area SAN ANTONIO, TX</p>
<p>DEVELOPER INVENTORY LOAN \$6,500,000</p> <p>FIRST MORTGAGE 3 luxury residential condominium units YORKVILLE, TORONTO, ON</p>	<p>LAND LOAN \$15,450,000</p> <p>FIRST MORTGAGE Approved residential development site for 26 unit, 4 storey luxury condominium building DALE AVENUE - ROSEDALE, TORONTO, ON</p>	<p>LAND LOAN \$2,500,000</p> <p>FIRST MORTGAGE 6,900 sq. ft. residential development site MONTREAL, QC</p>	<p>LAND LOAN \$10,000,000</p> <p>FIRST MORTGAGE Collier Street: future high-rise residential development site YORKVILLE, TORONTO, ON</p>	<p>BRIDGE LOAN \$28,200,000</p> <p>FIRST MORTGAGE Portfolio of rental apartment buildings having a combined total of 233 apartment units ALBERTA</p>
<p>BRIDGE LOAN \$5,500,000</p> <p>FIRST MORTGAGE Portfolio of 4 commercial/industrial properties ACROSS ONTARIO</p>	<p>BRIDGE LOAN \$10,000,000</p> <p>FIRST MORTGAGE 120,000 sq. ft. commercial property TORONTO, ON</p>	<p>ACQUISITION LOAN \$21,700,000</p> <p>BRIDGE FIRST MORTGAGE 15 storey residential apartment building featuring 149 suites HAMILTON, ON</p>	<p>CONSTRUCTION LOAN \$890,000</p> <p>SECOND MORTGAGE 4,080 sq. ft. detached single family custom home OAKVILLE, ON</p>	<p>LAND & CONSTRUCTION LOAN \$4,000,000</p> <p>FIRST MORTGAGE Four single family detached homes - 2,200 to 2,600 sq. ft. each TORONTO, ON</p>