TSXV: **FCA.U**
FCA.UN

Firm Capital Apartment Real Estate Investment Trust

INVESTOR PRESENTATION – Q3 2020

Contents

Why Invest in Firm Capital Apartment REIT?

- Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) with its compelling investment metrics and disciplined philosophy for growth & income, offers investors with the opportunity to profit from a Value Investing opportunity that is trading at a significant discount to its intrinsic value while benefiting from ongoing value creation through organic portfolio growth and tax efficient structure. Highlights include:
  - A REIT with solid assets in U.S. multi-residential space offering the best value on a risk-adjusted basis
  - Stock trades at 39% discount to NAV vs. 13% for peers (i.e. BSR REIT, etc.)
  - Opportunity for significant imbedded return: stock trades at USD$5.82/Unit whereas latest 2020 Marketed Offering issued at USD$8.20/Unit
  - An attractive yield of 4.1% vs. 3.5% for peers (i.e. BSR REIT, etc.)
  - Consistent quarterly distributions of USD$0.059/unit
  - Tax efficient structure: 85%+ Return of Capital for 2020
  - NAV increased by +13% CAGR in last 3 years & organic growth to continue into 2021
  - Held a strong 94% occupancy rate as at Q3/2020
  - Leverage is ultra-low at 16.9% as at Q3/2020 (28% including convertible debentures)
  - Strong alignment of interest: Management & Board of Trustees have ownership interest of 33% of the outstanding units
  - Highly experienced Management Team & Board in all areas of real estate, finance, accounting and investing in the U.S. (30+ year track record with combined over 100 years industry experience & over $3.5 Billion assets under management)
  - Other eligibility options: RRSP, RRIF, TFSA, RESP, RDSP, DPSP

Investment Highlights

Unique Blend of Underlying Assets	• Preferred & Common Equity Investment (Joint Ventures) in 77 Multi-Family Residential Properties with 2,308 units in seven different U.S. States • Preferred Capital Loan Investments on 8 Multi-Family Residential Properties with 1,405 Residential units in New York & Houston
Alignment of Interests	• Management Team & Board Members have ownership interest of approximately 33% based on current outstanding trust units
Strategic Portfolio Diversification	• Strategically diversified by **geography** (across 7 U.S. states) and **investment type** (blend of income producing real estate investments & mortgage debt investments)
Compelling Investment Metrics & Attractive Growth	• Quarterly distributions of USD$0.059/Unit (an increase of 5% from Q4/2018) • NAV increased by a +13%[1] Compounded Annual Growth Rate ("CAGR") from USD$7.85/Unit in Q3/2017 to USD$9.58/Unit in Q3/2020 • The Trust's Return of Capital for 2020 is expected to be approximately 85% of distributions
Disciplined Philosophy for Growth & Income	• Full capital stack investment model targets balanced growth and income returns to the Trust, including mix of common equity returns (targeted at >20%), preferred equity returns (targeted at >8%), and bridge lending returns (targeted at >12%)
Compelling Valuation Metrics	• Growth vehicle with $13.3 million of imbedded growth • Trades at a significant discount to its multi-residential peers
Trades on TSX Venture Exchange (As at January 20, 2021)	• TSXV: FCA.U (for $USD) & TSXV: FCA.UN (for $CAD) • USD$5.82/Unit (for FCA.U) & CAD$6.37 /Unit (for FCA.UN) • Market Capitalization: USD$44.9 Million • Units Issued: Approximately 7.7 million • Yield: 4.1%

(1) CAGR calculation includes cash distributions paid during the period

2020/Q3 Financial Highlights

In USD$ millions, unless per unit or % amounts	Quarter Ended Sept. 30, 2020	Quarter Ended June 30, 2020
AFFO/Unit	$0.06	$0.06
NAV/Unit	$9.58	$9.55[3]
Distributions/Unit	$0.06	$0.06
Leverage[1]	16.9%	17.8%
Portfolio Size[2]	$164.7	$154.7

(1) Defined as Mortgages/Investment Portfolio, where the investment Portfolio includes the Trust's investment properties, equity accounted and preferred investments and preferred capital investments and mortgages excludes the convertible debentures. Including the convertible debentures the leverage would be 28.0% .

(2) Calculated including the pro-forma consolidation of its interests in the equity accounted and preferred investments assuming proportionate consolidation.

(3) Pro-forma of Trust unit repurchase

Firm Capital Apartment Real Estate Investment Trust

The Trust's investment strategy

is executed through the following platforms:

Real Estate Investments:

- Acquisition of income producing real estate
- Focus in major cities across the U.S.
- Joint venture partnerships with local industry expert owners/operators who retain property management responsibility

Debt Investments:

- Real estate debt and equity lending platform
- Major cities across the U.S.
- All forms of shorter-term bridge mortgage loans and joint venture capital

The Trust is positioned to participate in all levels of the capital stack:

Targeted Capital Stack for Investing		
Shorter – Term	Senior Debt	First Lien Mortgages
	Subordinated Debt	Second Lien Mortgages
	Mezzanine Debt	Gap Financing
Longer – Term	Preferred Equity	Preferred Equity Repaid With Set Terms
	Common Equity	Investment Ownership

Fundamentals Driving The Demand For U.S. Multi-Residential

HIGH BARRIERS TO HOMEOWNERSHIP

- Higher credit standards for mortgage application process have limited home purchases;
- Rise of student debt balances have prolonged average rent duration out of necessity;
- According to US Census Bureau, the homeownership rate of 65.3% in Q1/2020 remains below the 25-year average of 66.3%, as it has since the 2008 financial crisis.

GOVERNMENT SPONSORED FINANCIANG TERMS

- Loan Structures, leverage standards and interest rate pricing for multi-family properties are more favorable compared to any other real estate asset class;
- Variety of multi-family financial sources provides flexible capital structures to maximize returns;
- Fannie Mae & Freddie Mac offer unique financing advantage compared to other real estate asset classes and Government Sponsored Entities (GSEs) account for the largest source of multi-family financing option.

APARTMENT DEMAND DRIVERS

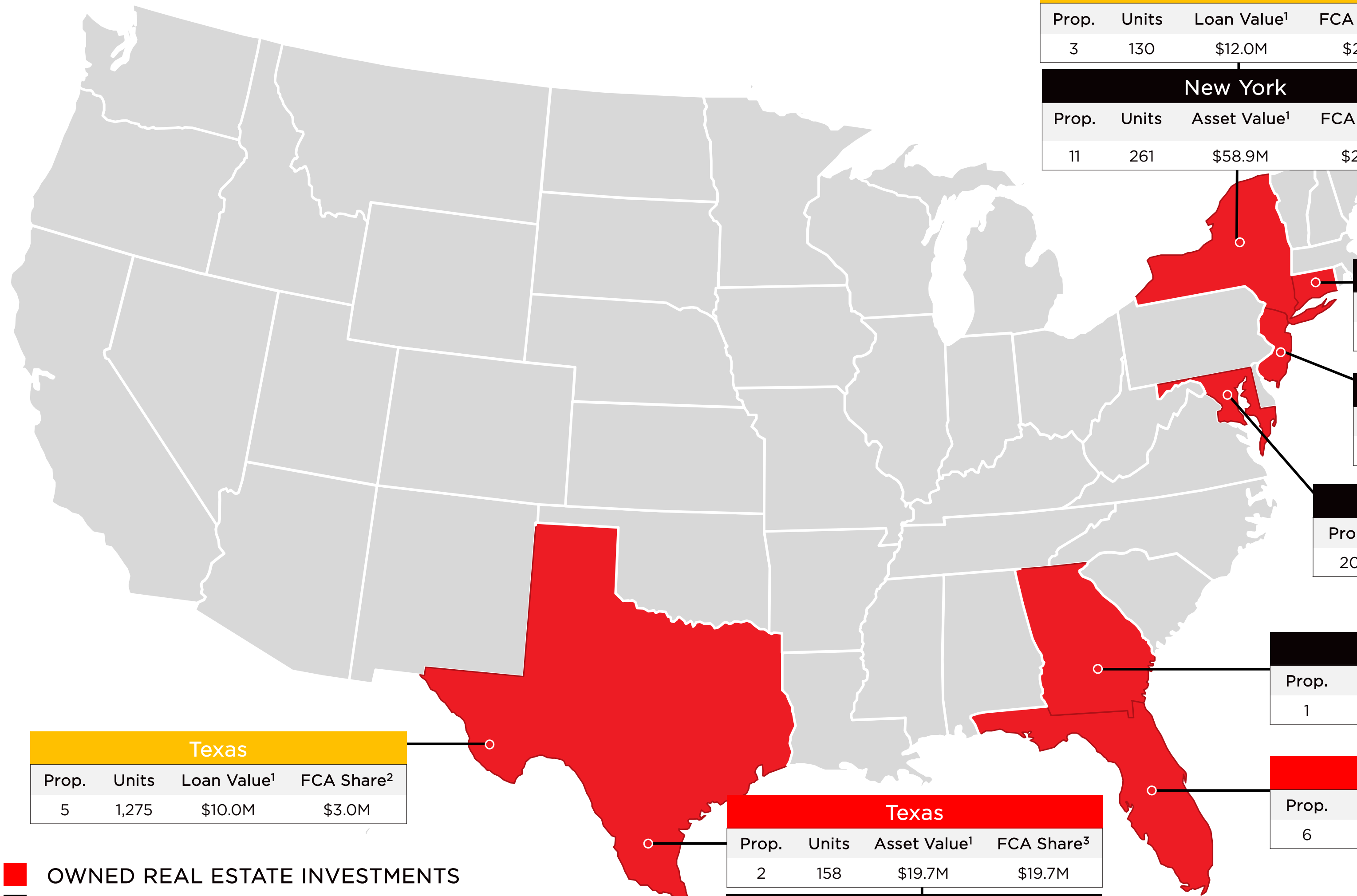
- Many prefer the flexibility of renting, enabling both greater mobility and less maintenance;
- There is a continuing trend to delay “adult milestones”, such as getting married, having a child, and purchasing a home;
- Low vacancy rates in relation to other asset classes.

DATA & PRICING TRANSPARENCY

- The U.S. has one of the most transparent CRE industries in the world; independent, subscription-based research firms provide non-biased data on rental rates, market conditions, development activity, property ownership trends and key performance indicators that allow investors to make well-informed investment decisions.

Property Summary[1]

As of September 30, 2020



New York (Mortgage Investments)

Prop.	Units	Loan Value[1]	FCA Share[2]
3	130	$12.0M	$2.5M

New York (Co-owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
11	261	$58.9M	$20.1M

Connecticut (Co-owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
16	571	$51.0M	$18.0M

New Jersey (Co-owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
7	189	$21.1M	$10.5M

Maryland (Co-owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
20	353	$56.8M	$23.9M

Georgia (Co-owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
1	138	$19.3M	$9.6M

Florida (Owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
6	153	$28.6M	$28.6M

Texas (Mortgage Investments)

Prop.	Units	Loan Value[1]	FCA Share[2]
5	1,275	$10.0M	$3.0M

Texas (Owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
2	158	$19.7M	$19.7M

Texas (Co-owned Real Estate Investments)

Prop.	Units	Asset Value[1]	FCA Share[3]
14	485	$45.9M	$22.9M

- OWNED REAL ESTATE INVESTMENTS
- CO-OWNED REAL ESTATE INVESTMENTS
- MORTGAGE INVESTMENTS

(1) Shown at 100% share as at September 30, 2020
(2) FCA share of total loan; based on participation percentage
(3) FCA share of asset value; based on common equity ownership

Investment Profile

- The Trust's portfolio of investment properties is comprised of 2,308 residential units across 77 apartment properties in 7 U.S. states and provides a broad platform for further external growth opportunities
- The Trust's mortgage investments are currently comprised of 2 preferred capital loans secured by New York City and Houston apartment properties, providing high current income and enhancing the overall portfolio yield

Current Investment Portfolio (US$ in millions)[1]

	State	Properties	Units [2] [3]	Occupancy	Asset Value	FCA Pref ($)	FCA Equity ($)	FCA Own. ($)
Owned	Florida	6	153	92.8%	$28.6	-	$17.3	100.0%
	Texas	2	158	93.0%	$19.7	-	$13.3	100.0%
Co-Owned	New York [2]	11	261	93.5%	$59.0	$10.7	$1.9	36.4%
	Maryland	20	353	93.2%	$56.8	$4.00	$5.6	42.0%
	Connecticut	16	571	95.3%	$51.0	$3.8	$3.6	40.0%
	New Jersey [3]	7	189	97.9%	$21.1	$2.7	$2.3	50.0%
	Texas	14	485	92.0%	$45.9	$7.1	$4.3	50.0%
	Georgia	1	138	93.5%	$19.3	$2.3	$1.7	50.0%
Total Residential Units		**77**	**2,308**	**93.8%**	**$301.4**	**$30.8**	**$50.1**	**58.5%**

Mortgage Investments (US$ in millions)[1]

State	Properties	Units	Coupon	Investment	Term	FCA Share of Inv.
New York	3	130	12.0%	$12.0	3 Years	$2.5
Texas	5	1,275	12.0%	$10.0	2 Years	$3.0

(1) All figures are shown at 100% share, except under columns for "FCA Pref" and "FCA Equity";
(2)Includes two commercial units
(3) Includes five commercial units

Rent Collection Update

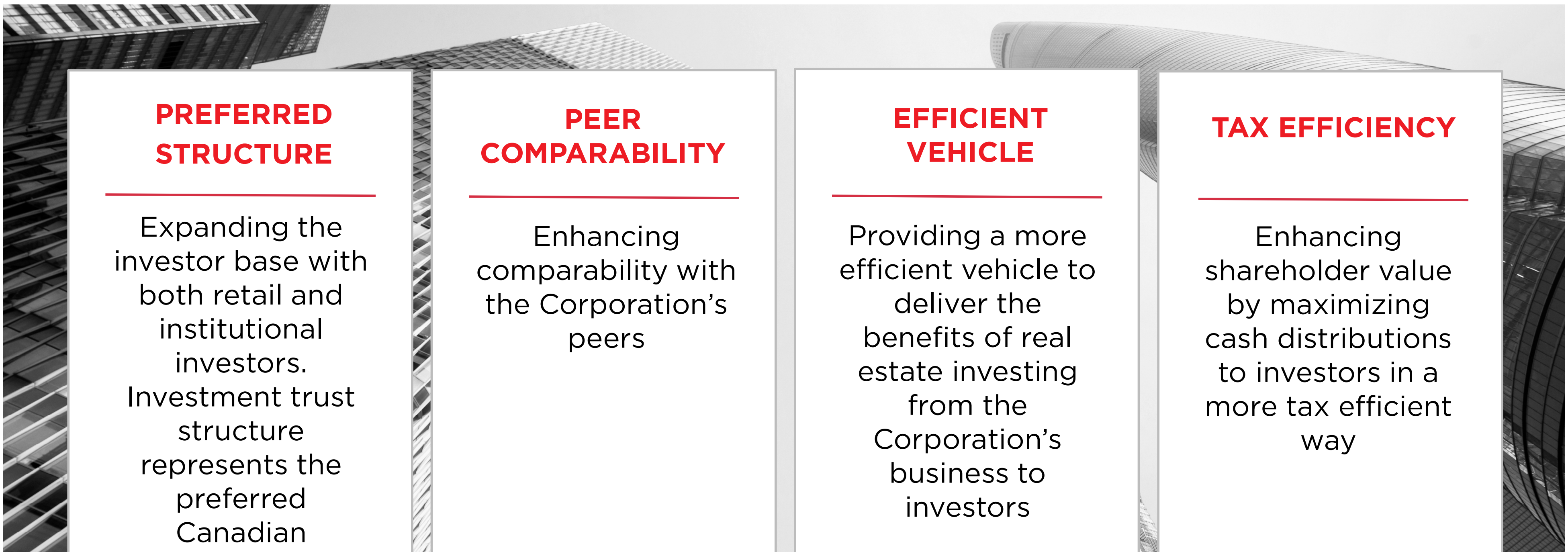
- Since the beginning of Q3/2020, the Trust has received approximately 92% of its expected rent and is actively either collecting the remaining rent or working with tenants who require assistance. By state, the rent collections are as follows:

Rent Collections

	July 2020	August 2020	September 2020	October 2020	Weighted Average
Texas	98%	96%	94%	95%	96%
Georgia	100%	100%	99%	100%	100%
Maryland	99%	93%	94%	94%	94%
New Jersey	98%	96%	93%	91%	94%
Connecticut	95%	94%	91%	88%	92%
Florida	95%	91%	94%	94%	94%
New York	86%	86%	80%	76%	82%
Weighted Average	**95%**	**93%**	**91%**	**90%**	**92%**

Trust Name Change & REIT Conversion

- Effective September 21, 2020, to reflect the investment activities of the Trust and its focus on multi-residential investments, name changed to "**Firm Capital Apartment Real Estate Investment Trust**".
- On January 1, 2020, Firm Capital American Realty Partners Corp. converted into a Real Estate Investment Trust (REIT)
- The Corporation believes a conversion to an investment Trust would enhance long-term shareholder value by:



PREFERRED STRUCTURE

Expanding the investor base with both retail and institutional investors. Investment trust structure represents the preferred Canadian structure to own income producing real estate

PEER COMPARABILITY

Enhancing comparability with the Corporation's peers

EFFICIENT VEHICLE

Providing a more efficient vehicle to deliver the benefits of real estate investing from the Corporation's business to investors

TAX EFFICIENCY

Enhancing shareholder value by maximizing cash distributions to investors in a more tax efficient way

Investments Since December 2016

- Below is a list of the investments acquired by the Trust (and its predecessor) since December 2016:

Preferred & Common Equity Investments *(US$)*

Portfolio Location	Acq. Date	Acq. Purchase Price @100%	Units	FCA Investment at Acquisition			Preferred Interest Rate	FCA Equity Ownership
				Preferred	Equity	Total		
Hyattsville, MD	Sept. 2020	$37.5M	235	$4.0M	$3.4M	**$7.4M**	8.0%	50%
Houston, TX	Jan. 2020	$27.9M	250	$3.5M	$1.2M	**$4.8M**	9.0%	50%
Canton, GA	Sep. 2019	$20.3M	138	$3.2M	$1.6M	**$4.8M**	8.0%	50%
Hartford, CT	Apr. 2019	$12.2M	109	$1.9M	$1.2M	**$3.1M**	8.0%	50%
Bronx, NY	Dec. 2018	$25.0M	132	$4.8M	$1.9M	**$6.7M**	8.0%	50%
Houston, TX	Feb. 2018	$15.3M	235	$3.5M	$1.2M	**$4.7M**	9.0%	50%
Irvington, NJ	Feb. 2018	$17.8M	189	$2.6M	$0.8M	**$3.4M**	9.0%	50%
Bridgeport, CT	Aug. 2017	$30.5M	462	$3.8M	$1.3M	**$5.1M**	9.0%	30%
Brentwood, MD	Jan. 2017	$9.8M	118	$0.7M	$0.3M	**$1.0M**	8.0%	25%
New York, NY	Dec. 2016	$38.4M	129	$4.6M	$1.5M	**$6.1M**	8.0%	23%
Total		**$204.2M**	**1,997**	**$32.6M**	**$14.4M**	**$47.1M**	**8.4%**	**42.8%**

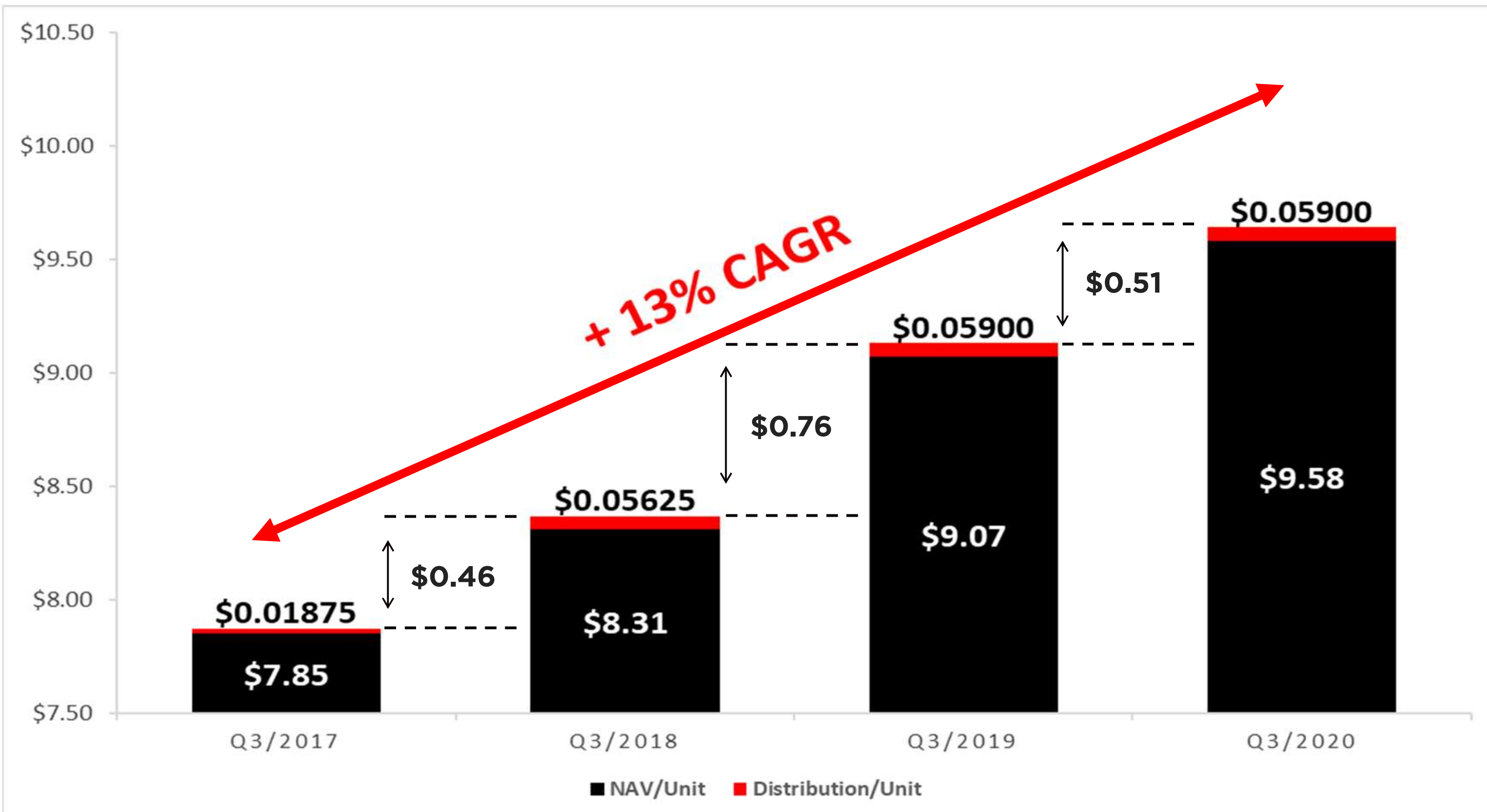
Preferred Capital Loan Investments *(US$)*

Portfolio Location	Acq. Date	Total Pref. Loan at Acquisition	Units	FCA Investment at Acquisition	Pref. Interest Rate	FCA Loan Ownership	Term
Manhattan, NY	Dec. 2017	$12.0M	130	$2.5M	12.0%	21%	3 years
Houston, TX	Nov. 2019	$10.0M	1,275	$3.0M	12.0%	30%	2 years

Reported NAV & Distributions Per Unit

- Net Asset Value has increased by 13% year-over-year, from USD$7.85 in Q3/2017 to USD$9.58 in Q3/2020
- Distributions were implemented in Q3/2017 and later increased to USD $0.059/Unit commenced in Q1/2019
- NAV growth attributed to value-added initiatives and cap rate compression (valuation increases)

Total value add equals to $1.73/unit or the equivalent of $13.3 million of imbedded growth while delivering a distribution yield of +5%



Multi-Residential Comparables

- FCAREIT trades at a significant discount to its multi-residential REIT peer group and represents a better risk adjusted rate of return than peers:
  - AFFO Multiple: 0.75x lower
  - NAV: 44% discount vs. 13% for peers
  - Distribution Yield: 4.5% vs. 3.5% for peers
  - Higher cashflow payout
  - 85%+ Return of Capital expected for 2020

As of December 31, 2020

MULTI-RESIDENTIAL COMPARABLES

Comaprable	Ticker	Price	Market Cap ($Millions)	Dist. / Unit	Dist. Yield	AFFO / Unit	AFFO Payout	AFFO Multiple	NAV	NAV Premium / (Discount)
BSR REIT ($USD)	HOM.U	$ 11.25	$ 511	$ 0.50	4.4%	$ 0.56	89.4%	20.09x	$ 12.39	(9.2%)
InterRent REIT	IIP.UN	$ 13.69	$ 1,935	$ 0.31	2.3%	$ 0.42	73.1%	32.29x	$ 14.95	(8.4%)
Killam Properties	KMP.UN	$ 17.11	$ 1,808	$ 0.68	4.0%	$ 0.92	73.9%	18.60x	$ 19.28	(11.3%)
Minto Apartment	MI.UN	$ 20.37	$ 1,671	$ 0.32	2.4%	$ 0.79	41.1%	25.88x	$ 17.91	13.7%
Morguard N.A. Residential REIT	MRG.UN	$ 15.95	$ 897	$ 0.70	4.4%	$ 1.12	62.5%	14.24x	$ 30.73	(48.1%)
Total / Average			$ 6,821		3.5%		68.0%	22.22x	$ 32.98	(12.7%)
Firm Capital Apartment REIT	**FCA.U**	**($USD) 5.37**	**$ 41**	**$ 0.24**	**4.5%**	**$ 0.25**	**96.0%**	**21.48x**	**$ 9.58**	**(43.9%)**

2021 OUTLOOK

Firm Capital Apartment Real Estate Investment Trust

- Despite the many challenges presented by COVID-19, the Trust had another solid quarter of earnings and cash flows that translated into another quarter of distributions paid to investors. Some of the accomplishments include the following:
    - ➢ Collected approximately 92% of its quarterly rent despite having properties located in COVID-19 “hot spots” such as New York and New Jersey;
    - ➢ Executed on a short-term strategy by investing CAD$4.7 million into accretive mortgage investments that yield 9%-9.75%;
    - ➢ Redeemed 686,200 Trust Units at a price of CAD$5.35 per Trust Unit (US$4.00 per Trust Unit) representing total gross proceeds of approximately CAD$3.7 million ($2.8 Million); and
    - ➢ Purchased for cancellation 124,100 Trust Units for total gross proceeds of approximately $0.7 million through its NCIB. In addition, the Trust purchased for cancellation Convertible Unsecured Debentures under its NCIB having a face amount of CAD$61,000 at a weighted average price of $78.00 per Debenture, or CAD $47,710 ($35,768); and
    - ➢ Closed on a joint venture agreement with an unrelated third party and acquired a 50% interest in a $37.5 million multi-family residential property (North Pointe Apartments) located in the Washington D.C. Metro Area, representing a 5.7% cap rate.
    - ➢ Sold its interest in 14 multi-family buildings located in Bridgeport, Connecticut to its JV partner for a 33% total return & 9% CAGR.

- The redemption and cancellation of Trust Units for proceeds far lower than what they were originally issued for has been an accretive investment opportunity for the Trust. The Trust has effectively retained approximately $3.0 million of cash on its balance sheet at no cost, which in part increased NAV to USD$9.55/Unit and will generate annual distribution savings of approximately $0.2 million that will benefit unitholders over the long term. The NAV as at September 30, 2020 was increased again to USD$9.58/unit for a 13% CAGR since Q3/2017.

- The cash collected during the quarter from both rental activities and mortgage investments have allowed the Trust to continue to pay its normal course distribution.

- The Trust has declared approved quarterly distributions of $0.059/Unit for unitholders on record on Dec. 31/20 payable on or about Jan. 15/21.

- Going forward, the Trust continues to pursue US real estate equity and debt investments through acquiring:
    (i) income producing real estate investments in both core and non-core markets; and
    (ii) mortgage debt investments.

- With restrictions in place at the US/Canada border, its was difficult for the Trust to undertake due diligence on new acquisitions. However, with restrictions lifting for air travel, the Trust has re-commenced its acquisition program and will invest opportunistically. With first mortgage debt at approximately 17% of the investment portfolio (excluding debt at the associate level), the Trust intends to explore the debt markets going forward to fund future acquisitions.

APPENDIX:

INVESTMENT OVERVIEW

Partnership Investment:

Hyattsville, MD

- September 2020, FCA has purchased a 50% interest, with an unrelated third party, in a multi-family residential building comprised of 235-units, located in Hyattsville, Maryland
  - The joint venture partner is a fully integrated real estate investment firm based in New York City, Washington D.C and Boca Raton with a focus on acquiring multi-family properties
- Purchase price of $40.8 million (including transaction costs & further expected capital expenditure)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

1 Apartment Community – 235 Units

Acquisition Funding Structure

New Conventional First Mortgage
$29.7 million / 3.0% rate

Preferred Equity – FCA
$4.0 million / 9.0% rate

Common Equity – FCA	**Common Equity – Joint Venture Partner**
$3.4 million	$3.4 million

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Partnership Investment:
Houston, Texas

- January 2020, FCA has purchased a 50% interest, with an unrelated third party, in a multi-family residential building comprised of 250-units, located in Houston, Texas
  - The joint venture partner is a fully integrated real estate investment firm based in New York City with a main focus on acquiring multi-family value-add properties
- Value-add plan is designed to reposition the buildings by investing in units and upgrading property amenities to capture market rents at a premium to in-place rents
- Purchase price of $28 million (including transaction costs & further expected capital expenditure)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

1 Apartment Community – 250 Units

Acquisition Funding Structure

New Conventional First Mortgage
$22.1 million / 4.5% rate

Preferred Equity – FCA
$3.5 million / 9.0% rate

Common Equity – FCA	**Common Equity – Joint Venture Partner**
$1.2 million	$1.2 million

Preferred Capital Loan

Houston, Texas

- On November 15, 2019, the Firm Capital Group invested $10 million of preferred equity at a 12.0% coupon for an initial 2-year term, to finance the acquisition of a portfolio of 5 apartment properties comprised of 1,275 residential units in Houston, Texas
- FCA's participation in the preferred equity investment is $3 million, or 30% of the balance
- The portfolio has 4 properties located in Southwest Houston with the fifth located in Southeast Houston, < 5 miles away from Houston's Hobby airport
- The loan is subordinated to the first mortgage, provided by Greystone, and ranks ahead of about $11 million of common equity
- The equity sponsor's $9.6 million value-add plan is being funded by Greystone and is designed to significantly enhance the common areas and property exteriors, and complete an in-suite renovation program to increase the rental income over the term of our investment

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Partnership Investment:

Canton, Georgia

- September 2019, FCA has purchased a 50% interest, with an unrelated third party, in a multi-family residential building comprised of 138-units, located in Canton, Georgia
  - The joint venture partner is a fully integrated real estate acquisition company based out of Phoenix, Arizona that focuses on multi-family opportunities in the US. The property will be managed by Lincoln Property Company, a national property manager
- The seller completed a renovation of 49 of the 138 units at the property and as result is realizing rent premiums of $140-150/month over the classic/unrenovated units
- Purchase price of $20.3 million (including transaction costs & further expected capital expenditure)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

1 Apartment Building – 138 Units

Acquisition Funding Structure

Conventional First Mortgage
$14.0 million

Preferred Equity – FCA
$3.2 million / 8.0% rate

Common Equity – FCA
$1.6 million

Common Equity – Joint Venture Partner
$1.6 million

Partnership Investment:

West Hartford, Connecticut

- April 2019, FCA acquired a 50% joint venture ownership in a portfolio of two apartment buildings comprised of 109 residential units in West Hartford, Connecticut
  - The joint venture partner is a fully integrated real estate acquisition and management company based out of Lakewood, New Jersey that focuses on multi-family properties in the Connecticut Area
- Value-add plan is designed to reposition the buildings by investing in unit and building-wide renovations to capture premium market rents
- Purchase price of $12.2 million (excluding transaction costs)
- FCA invested in a combination o f preferred equity and common equity, representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

2 Apartment Buildings – 109 Units

Acquisition Funding Structure

Conventional First Mortgage
$10.0 million

Preferred Equity – FCA
$1.9 million / 8.0% rate

Common Equity – FCA $1.2 million	**Common Equity – Joint Venture Partner** $1.2 million

Partnership Investment:

Bronx, New York

- On December 24, 2018, FCA acquired a 50% joint venture ownership in a portfolio of three apartment buildings comprised of 132 residential units in Bronx, New York
  - The joint venture partner is a fully integrated real estate investment firm based in New York City with a main focus on acquiring multifamily value-add properties
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture market rents at a premium to in-place rents
- Purchase price of $25.0 million (including transaction costs)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

3 Apartment Buildings – 132 Units

Acquisition Funding Structure

Conventional First Mortgage
$16.5 million

Preferred Equity – FCA
$4.8 million / 8.0% rate

Common Equity – FCA
$1.9 million

Common Equity – Joint Venture Partner
$1.9 million

Partnership Investment:

Houston, Texas

- On February 28, 2018, FCA acquired a 50% joint venture ownership in an apartment community comprised of 235 units in Houston, TX
  - The joint venture partner is a private real estate investment firm based in New York City and local property management is provided by FCA's existing property manager on its properties in Austin, TX
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capturing premium market rents over a 2-year horizon
- Purchase price of $15.3 million (excluding transaction costs)
- FCA invested $4.7 million in a combination of preferred equity ($3.5 million) and common equity ($1.2 million), representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

1 Apartment Community – 235 Units

Acquisition Funding Structure

New Conventional First Mortgage
$11.6 million / 4.9% rate

Preferred Equity – FCA
$3.5 million / 9.0% rate

Common Equity – FCA $1.2 million	**Common Equity – Joint Venture Partner** $1.2 million

Partnership Investment:

Irvington, New Jersey

- On February 28, 2018, FCA acquired a 50% joint venture ownership in a portfolio of 7 apartment properties comprised of 184 residential units and 5 retail units in Irvington, NJ
  - The joint venture partner is a private real estate investment firm based in Brooklyn, NY with a strong presence in New Jersey
- The buildings are already stabilized, with substantial capital improvements to the units and building-wide already completed by the previous owner
- Purchase price of $17.8 million (excluding transaction costs)
- FCA invested $3.4 million in a combination of preferred equity ($2.6 million) and common equity ($0.8 million), representing a 50% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

7 Apartment Properties – 184 Units

Acquisition Funding Structure

New Conventional First Mortgage
$14.2 million / 3.8% rate

Preferred Equity – FCA
$2.6 million / 9.0% rate

Common Equity – FCA $0.8 million	**Common Equity – Joint Venture Partner** $0.8 million

Partnership Investment: (SOLD ON DEC. 23/20)

Bridgeport, Connecticut

- On August 16, 2017, FCA and the Firm Capital Group acquired a 50% joint venture ownership in a portfolio of 14 apartment properties comprised of 462 residential units in Bridgeport, CT
  - The joint venture partner is a private real estate investment firm based in New York City
  - 2nd joint venture investment among partner and FCA (also New York City)
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture premium market rents over a 2-year horizon
- Purchase price of $30.5 million (excluding transaction costs)
- FCA invested $5.1 million in a combination of 60% of the preferred equity ($3.8 million) and common equity ($1.3 million), representing a 30% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA and Firm Capital Group

14 Apartment Properties – 462 Units

Acquisition Funding Structure

New Conventional First Mortgage
$24.4 million / 4.5% rate

Preferred Equity– FCA $3.8 million / 9.0% rate	**Preferred Equity– Firm Capital Group** $2.5 million / 9.0% rate
Common Equity – FCA $1.3 million	**Common Equity – Joint Venture Partner & Firm Capital Group** $3.0 million

Firm Capital Apartment Real Estate Investment Trust

Partnership Investment:

Brentwood, Maryland

- On January 18, 2017, FCA and the Firm Capital Group acquired a 50% joint venture ownership in an apartment property comprised of 116 residential units in Brentwood, MD, outside of Washington, DC
  - The joint venture partner is a private real estate investment firm based in Baltimore, MD
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture premium market rents over a 3-year horizon
- Purchase price of $9.8 million (including transaction costs)
- FCA invested $1.0 million in a combination of 50% of the preferred equity ($0.7 million) and common equity ($0.3 million), representing a 25% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA and the Firm Capital Group

1 Apartment Property – 118 Units

Acquisition Funding Structure

New Conventional First Mortgage $7.8 million / 5.2% rate	
Preferred Equity– FCA $0.7 million / 8.0% rate	**Preferred Equity– Firm Capital Group** $0.7 million / 8.0% rate
Common Equity – FCA $0.3 million	**Common Equity – Joint Venture Partner & Firm Capital Group** $1.1 million

Partnership Investment:

Manhattan, New York City

- On December 20, 2016, FCA and the Firm Capital Group acquired a 50% joint venture ownership in a portfolio of 8 apartment properties, comprised of 127 residential units and 2 retail units, in the Harlem neighbourhood of Manhattan, New York City
  - The joint venture partner is a private real estate investment firm based in New York City
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture premium market rents over a 5-year horizon
- Purchase price of $38.4 million
- FCA invested $6.1 million in a combination of 46% of the preferred equity ($4.6 million) and common equity ($1.5 million), representing a 23% ownership interest
  - The joint venture partner co-invested in common equity on a 50/50 basis with FCA and the Firm Capital Group

8 Apartment Properties – 127 Residential Units – 2 Retail units

Acquisition Funding Structure

New Conventional First Mortgage
$23.8 million / 3.5% rate

Preferred Equity– FCA
$4.6 million / 8.0% rate

Preferred Equity– Firm Capital Group
$5.5 million / 8.0% rate

Common Equity – FCA
$1.5 million

Common Equity – Joint Venture Partner & Firm Capital Group
$5.2 million

Preferred Capital Loan

Manhattan, New York City

- On December 18, 2017 the Firm Capital Group issued a $12 million preferred capital loan at a 12.0% coupon for an initial 3-year term to a private real estate investment firm based in New York City, to finance the acquisition of a portfolio of 3 apartment properties comprised of 130 residential units in Manhattan, New York City
  - FCA's initial participation in the preferred capital loan was for $2.5 million, or 20.8% of the balance ($2.2 million currently outstanding)
- The portfolio is comprised of 3 well positioned apartment buildings located on the border of Upper West Side and Harlem, in close proximity to the Columbia University and Central Park
- The loan is subordinated to the first mortgage, provided by a Tier 1 bank
- The capital structure is enhanced by significant common equity infusion from the borrower
- The borrower's value-add plan is designed to renovate and re-tenant the buildings to increase the rental income, while providing strong debt service coverage on the loan

Direct Investment:
Florida & Texas

Summerfield Apartments, Sunrise, FL

- 100% ownership
- 7 buildings and 153 units
- 46.8% loan-to-value (includes supplemental loan)
- Historical stabilized occupancy at +/- 95%

South Congress Commons, Austin, TX

- 100% ownership
- 4 buildings and 68 units
- 31.4% loan-to-value
- Historical stabilized occupancy at +/- 95%

Enclave, Austin, TX

- 100% ownership
- 5 buildings and 90 units
- 39.4% loan-to-value
- Historical stabilized occupancy at +/- 95%

Board of Trustees

Trustees	**Geoffrey Bledin** Chairman, Independent Trustee	• Corporate Director • Former President and CEO of Equitable Trust Company • Former Partner with Price Waterhouse
	Keith L. Ray Independent Trustee	• CEO of Realvest Management • Former Partner with KPMG LLP
	Pat DiCapo Independent Trustee	• Founder of PowerOne Capital Markets Limited • Former attorney with Smith Lyons LLP (now Gowlings WLG) and Goodwin Proctor LLP
	Howard Smuschkowitz Independent Trustee	• Corporate Director • President of Total Body Care Inc. & JRS Capital Management • Former President of Homeland Self Storage
	Ojus Ajmera Independent Trustee	• Co-founder of FGF Brands Inc.
	Valentina Kalyk Independent Trustee	• Over 20 years of capital markets experience, including 15 years with Canaccord Genuity where she was a Managing Director and a senior member of the institutional equity sales team, with a dedicated focus to REITs and real estate
	Robert Parker Independent Trustee	• Vice President, Investments & Asset Management of Muzzo Group and Pemberton Developments • Former real estate lawyer at Minden Gross LLP
	Jonathan Mair Non-Independent Trustee	• Vice President, Mortgage Banking of Firm Capital Corporation • CFO, SVP and Director of Firm Capital Mortgage Investment Corporation (TSX: FC) • Trustee of Firm Capital Property Trust (TSXV: FCD.UN) • Former Vice-President of KPMG Inc. from 1993 to 1997
Management	**Eli Dadouch** Vice-Chairman	• Founder, President & CEO of Firm Capital organization • President & CEO of Firm Capital Mortgage Investment Corporation (TSX: FC) • Vice-Chairman, Co-CIO & Trustee of Firm Capital Property Trust (TSXV: FCD.UN)
	Sandy Poklar President & CEO	• COO and Managing Director, Capital Markets & Strategic Developments of Firm Capital Corporation & Former CFO of the Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) • CFO and Trustee of Firm Capital Property Trust (TSXV: FCD.UN) • EVP, Finance of Firm Capital Mortgage Investment Corporation (TSX: FC) • Trustee of True North Commercial REIT (TSX: TNT.UN) • Previous investment banking roles with Macquarie Capital Markets Canada (Toronto) and TD Securities (Toronto)
	Mark Goldreich CFO	• Former VP Finance & Controller of the Firm Capital Apartment REIT (TSXV: FCA.U / FCA.UN) since 2019 and has been with the Trust since 2016

Substantial Experience in Real Estate Management, Acquisitions, Lending and Finance

Apartment Real Estate Investment Trust

OUR **CORE** PRINCIPLES

TRUST

Our partners, investors and clients can trust Firm Capital to execute on our commitment.

INNOVATION

Firm Capital brings an innovative approach to structuring a transaction.

RELATIONSHIPS

Firm Capital builds strong, long term relationships with its partners, investors and clients.

Firm Capital is a real estate private equity investment firm and alternative investment manager based in Toronto, Canada. Since 1988, Firm Capital has focused on deploying proprietary and managed capital opportunistically between debt and equity investments in the private and public real estate markets. The organization has established an exceptional track record of successfully lending, financing, owning, investing, joint venturing and managing real estate all across Canada and parts of the US. Firm Capital focuses on a simple culture and goal: to be a client driven organization with impeccable integrity focused on preservation of capital through disciplined tactical investing at the same time as building long term relationships.

FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

Eli Dadouch
Vice-Chairman
T: 416.635.0221 X 231
E: edadouch@firmcapital.com

Sandy Poklar
President & CEO
T: 416.635.0221 X 235
E: spoklar@firmcapital.com

Victoria Moayedi
Director, Investor Relations
& Private Client Capital
T: 416.635.0221 X 270
E: vmoayedi@firmcapital.com

163 Cartwright Avenue, Toronto, Ontario, Canada M6A 1V5
T: 416.635.0221 F: 416.635.1713 www.FirmCapital.com

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