

# FIRM CAPITAL CORPORATION FACTSHEET

December 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.

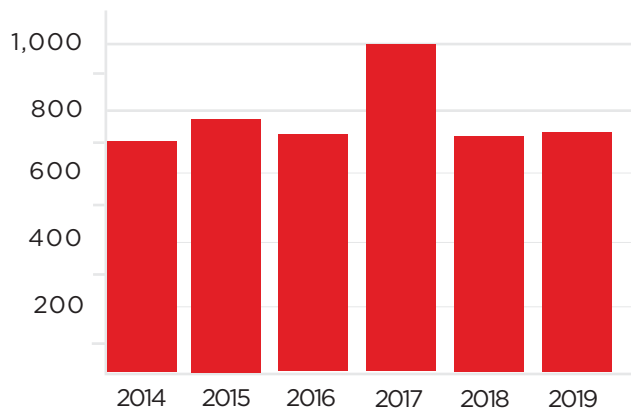
Administering a \$1,215 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$392.6 million and six listed Convertible Debentures totaling \$142 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 \$560 million of mortgage financing commitments in 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 \$560 million in 2020.
- Mortgage Assets Under Management totaling approximately \$1,215 million as of December 31, 2020.
- Focused on all major geographical markets in Canada with an emphasis on Toronto, Ottawa, Southwestern Ontario, Montreal, Alberta 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.

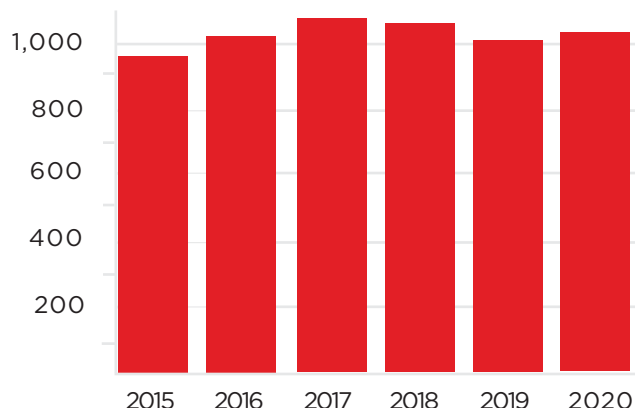
## COMMITTED MORTGAGE TRANSACTIONS

\$ 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	\$560
ASSETS UNDER MANAGEMENT	\$970	\$1,036	\$1,333	\$1,300	\$1,016	\$1,215*
RETURN ON EQUITY Firm Capital Mortgage Investment Corporation	10.18%	8.87%	8.09%	9.18%	9.09%	7.44% - Q3

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

## 2020 SELECTED TRANSACTIONS

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