

# FIRM CAPITAL CORPORATION FACTSHEET JULY 2021

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.

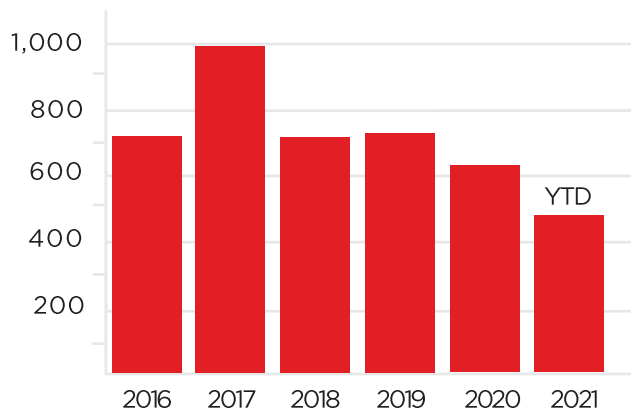
Administering a \$907 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$480 million and six listed Convertible Debentures totaling \$140 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 \$907 million as of July 31, 2021.
- 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.

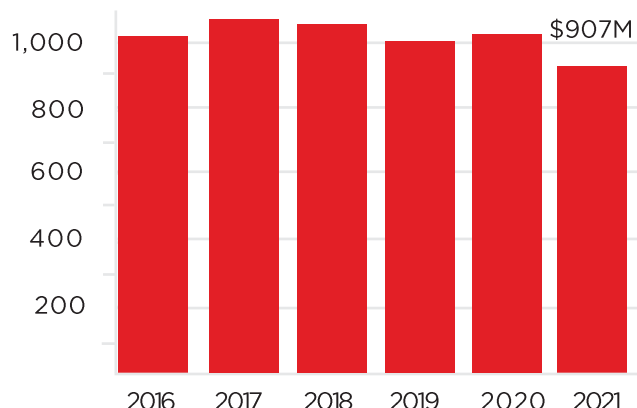
## COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



## ASSETS UNDER MANAGEMENT

\$ Millions



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2016	2017	2018	2019	2020	YTD 2021
UNDERWRITING COMMITMENTS	\$735	\$1,000	\$731	\$759	\$560	\$480M
ASSETS UNDERMANAGEMENT	\$1,036	\$1,333	\$1,300	\$1,016	\$1,213	\$907M*
RETURN ON EQUITY Firm Capital Mortgage Investment Corporation	8.87%	8.09%	9.18%	9.09%	8.18%	TBD

\* as of July 31, 2021

# Over 32 Years of Building Relationships

Boutique Mortgage Lenders®

## 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. JUSTINKOWAL

Senior Manager,  
Mortgage Origination

### LUCAS WRIGHT

Manager,  
Business Development

### ALICIA DOUCETTE

Senior Finance Associate

### TREVOR DOHRING

Senior Finance Associate

### CORY HIMMEL

Finance Associate

### AKIVA ARONSON

Managing Director,  
Mortgages & Private  
Capital

## 2020 SELECTED TRANSACTIONS

### INVENTORY LOAN

**\$28,000,000**

#### FIRST MORTGAGE

77 residential  
condominium units  
TORONTO &  
MISSISSAUGA, ON

### LAND FINANCING

**\$14,300,000**

#### MEZZANINE LOAN

4.95-acre residential  
development site  
MISSISSAUGA, ON

### ACQUISITION LOAN

**\$46,750,000**

#### FIRST MORTGAGE

Residential apartment building  
containing 187 suites & 12,000 sq. ft. of  
ground floor commercial space  
MISSISSAUGA, ON

### LAND & CONSTRUCTION LOAN

**\$8,300,000**

#### FIRST MORTGAGE

6 future townhouse units having  
a total GFA of 13,193 sq. ft.  
TORONTO, ON

### ACQUISITION LOAN

**\$14,500,000**

#### FIRST MORTGAGE

4 single storey multi-tenant industrial  
buildings with 295,710 sq. ft. of net  
leasable floor area  
SAN ANTONIO, TX

### DEVELOPER INVENTORY LOAN

**\$6,500,000**

#### FIRST MORTGAGE

3 luxury residential  
condominium units  
YORKVILLE,  
TORONTO, ON

### LAND LOAN

**\$15,450,000**

#### FIRST MORTGAGE

Approved residential development site  
for 26 unit, 4 storey luxury  
condominium building  
DALE AVENUE - ROSEDALE,  
TORONTO, ON

### LAND LOAN

**\$2,500,000**

#### FIRST MORTGAGE

6,900 sq. ft. residential  
development site  
MONTREAL, QC

### LAND LOAN

**\$10,000,000**

#### FIRST MORTGAGE

Collier Street: future high-rise  
residential development site  
YORKVILLE,  
TORONTO, ON

### BRIDGE LOAN

**\$28,200,000**

#### FIRST MORTGAGE

Portfolio of rental apartment buildings  
having a combined total of 233  
apartment units  
ALBERTA

### BRIDGE LOAN

**\$5,500,000**

#### FIRST MORTGAGE

Portfolio of 4  
commercial/industrial properties  
ACROSS ONTARIO

### BRIDGE LOAN

**\$10,000,000**

#### FIRST MORTGAGE

120,000 sq. ft.  
commercial property  
TORONTO, ON

### ACQUISITION LOAN

**\$21,700,000**

#### BRIDGE FIRST MORTGAGE

15 storey residential apartment  
building featuring 149 suites  
HAMILTON, ON

### CONSTRUCTION LOAN

**\$890,000**

#### SECOND MORTGAGE

4,080 sq. ft. detached single  
family custom home  
OAKVILLE, ON

### LAND & CONSTRUCTION LOAN

**\$4,000,000**

#### FIRST MORTGAGE

Four single family detached  
homes - 2,200 to 2,600 sq. ft.  
each  
TORONTO, ON