

# FIRM CAPITAL APARTMENT REAL ESTATE INVESTMENT TRUST

## SAFETY & GROWTH

### 3.6% TAX EFFICIENT YIELD



#### INVESTMENT HIGHLIGHTS

- Defensive portfolio focused on income producing U.S. multi-residential real estate and short-term mortgage investments
- Attractive 3.6% Yield
- Trades at 33% discount to NAV
- Tax Efficient 100%+ Return of Capital for 2020
- Conservative Leverage of 26% as at Q3/2021
- Experienced Management Team

#### REPORTED NAV & DISTRIBUTIONS PER SHARE

- Net asset value ("NAV") has increased by 9.7% year-over-year, since Q3/2017
- 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)

#### TRADING HIGHLIGHTS

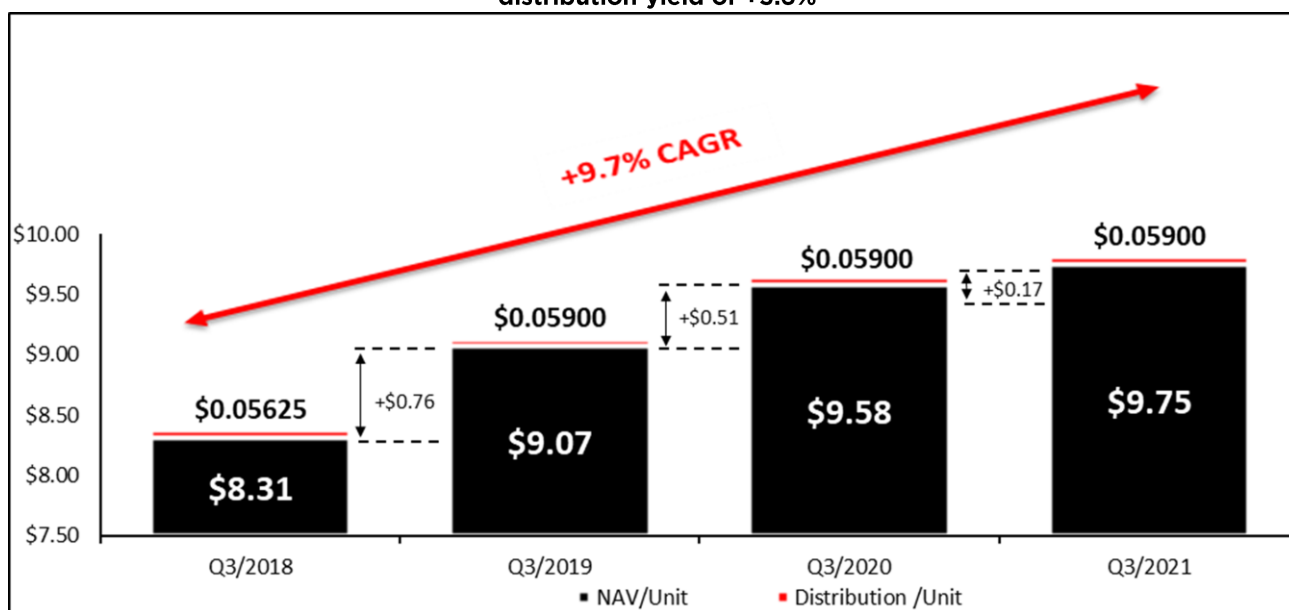
Exchange/Tickers	TSXV: FCA.U (US\$) FCA.UN (CAD\$)
Distribution Yield <sup>(1)</sup>	Approximately 3.6%
Units Issued	7.6 million
Market Capitalization <sup>(1)</sup>	USD\$49.5 million
Stock Price <sup>(1)</sup>	USD\$6.51/Unit for FCA.U & CAD\$8.32/Unit for FCA.UN

<sup>(1)</sup> As at December 31, 2021

#### FINANCIAL HIGHLIGHTS Q3/2021

Portfolio Size	\$176.4 million
Quarterly Distribution/Unit	USD\$0.059
NAV/Unit	USD\$9.75
CAGR Q3/2017 to Q3/2021	9.7%

**Total value add equals to USD\$1.44/unit or the equivalent of USD\$10.95 million of imbedded growth while delivering a distribution yield of +3.6%**



**To request more information, an Investor Package or a referral to an Investment Advisor, please contact:**



Apartment  
Real Estate  
Investment  
Trust

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## BUSINESS OVERVIEW

<b>Unique Blend of Underlying Assets</b>	<ul style="list-style-type: none"><li>Preferred &amp; Common Equity (wholly-owned and joint venture real estate) Investments in 63 Multi-Family Residential Properties with 1,846 units in seven different U.S. States</li><li>Preferred Capital Loan Investments on 8 Multi-Family Residential Properties with 1,405 Residential units in New York &amp; Houston</li></ul>
<b>Alignment of Interests</b>	<ul style="list-style-type: none"><li>Management Team &amp; Board Members have ownership interest of 27.3% of the outstanding Trust Units issued and their known institutional investors &amp; affiliates control an additional 18.1% of the outstanding Trust Units issued</li></ul>
<b>Strategic Portfolio Diversification</b>	<ul style="list-style-type: none"><li>Strategically diversified by <b>geography</b> (across 7 U.S. states) and <b>investment type</b> (blend of income producing real estate investments &amp; short-term mortgage investments)</li></ul>
<b>Compelling Investment Metrics &amp; Attractive Growth</b>	<ul style="list-style-type: none"><li>Quarterly distributions of USD\$0.059/Unit (an increase of 5% from Q1/2019)</li><li>NAV increased by a +9.7% Compounded Annual Growth Rate from USD\$7.85/Unit in Q3/2017 to USD\$9.75/Unit in Q3/2021</li><li>The Trust's Return of Capital for 2020 was 100%</li></ul>
<b>Disciplined Philosophy for Growth &amp; Income</b>	<ul style="list-style-type: none"><li>Full capital stack investment model targets balanced growth and income returns to the Trust, including mix of common equity returns (targeted at &gt;20%), preferred equity returns (targeted at &gt;8%), and preferred capital lending returns (targeted at &gt;12%)</li></ul>
<b>Trades on TSX Venture Exchange (As at December 31, 2021)</b>	<ul style="list-style-type: none"><li>TSXV: FCA.U (for \$USD) &amp; TSXV: FCA.UN (for \$CAD)</li><li>USD\$6.5/Unit (for FCA.U) &amp; CAD\$8.32/Unit (for FCA.UN)</li><li>Market Capitalization: USD\$49.5 Million</li><li>Units Issued: 7.6 million</li><li>Yield: 3.6%</li></ul>
<b>Compelling Valuation Metrics</b>	<ul style="list-style-type: none"><li>Growth vehicle with \$10.95 million of imbedded growth</li><li>Trades at a significant discount to its multi-residential REIT peers</li></ul>

## MANAGEMENT TEAM

**ELI DADOUCH**  
Vice-Chairman

**SANDY POKLAR**  
President & CEO

**MARK GOLDREICH**  
Chief Financial Officer (CFO)

**LORNE MOREIN**  
VP, Investment Portfolio  
Management

**EDDY BOUDIWAN**  
VP, Investments & Asset  
Management

## BOARD OF TRUSTEES

**GEOFFREY BLEDIN**  
Chairman,  
Independent Trustee

**KEITH L. RAY**  
Independent Trustee

**PAT DICAPO**  
Independent Trustee

**HOWARD  
SMUSCHKOWITZ**  
Independent Trustee

**VALENTINA KALYK**  
Independent Trustee

**ROBERT PARKER**  
Independent Trustee

**ELI DADOUCH**  
Vice-Chairman

**SANDY POKLAR**  
Trustee

**JONATHAN MAIR**  
Trustee