

FIRM CAPITAL CORPORATION

FACTSHEET

MAY 2021

Boutique Mortgage Lenders®

INVESTMENT HIGHLIGHTS

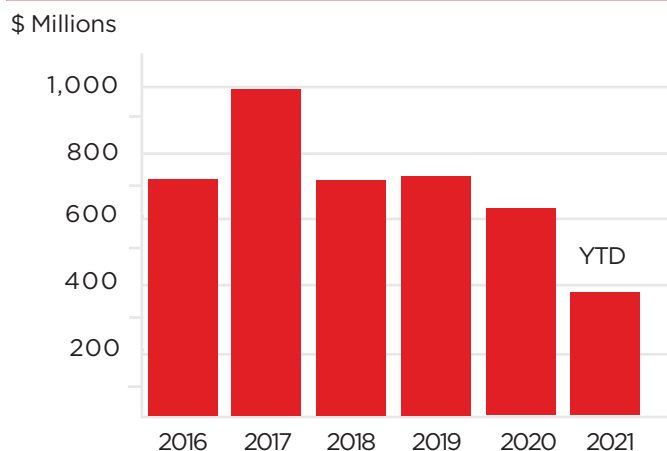
Firm Capital Corporation (“Firm Capital”) a non-bank lender since 1988 provides residential and commercial construction, bridge and conventional real estate financing, including providing term, mezzanine and equity capital investments for real estate projects.

Administering a \$1,118 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 \$434 million and six listed Convertible Debentures totaling \$141 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.

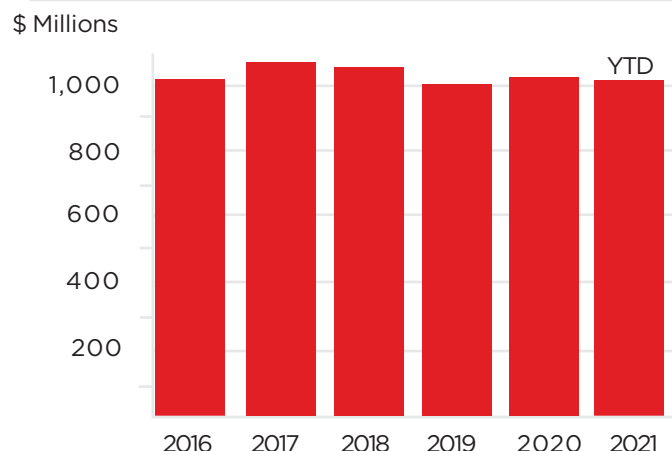
KEY FACTS

- 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 \$1,118 million as of May 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



ASSETS UNDER MANAGEMENT



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2016	2017	2018	2019	2020	YTD 2021
UNDERWRITING COMMITMENTS	\$735	\$1,000	\$731	\$759	\$560	\$293M
ASSETS UNDER MANAGEMENT	\$1,036	\$1,333	\$1,300	\$1,016	\$1,213	\$1,118*
RETURN ON EQUITY Firm Capital Mortgage Investment Corporation	8.87%	8.09%	9.18%	9.09%	8.18%	TBD

* as of May 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

JACQUELINE SMOLYAR

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

**Firm
Capital
Corporation**

A REAL ESTATE CAPITAL BANK

Firm Capital Corporation

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