

# FIRM CAPITAL CORPORATION FACTSHEET DECEMBER 2021

Boutique Mortgage Lenders®

## INVESTMENT HIGHLIGHTS

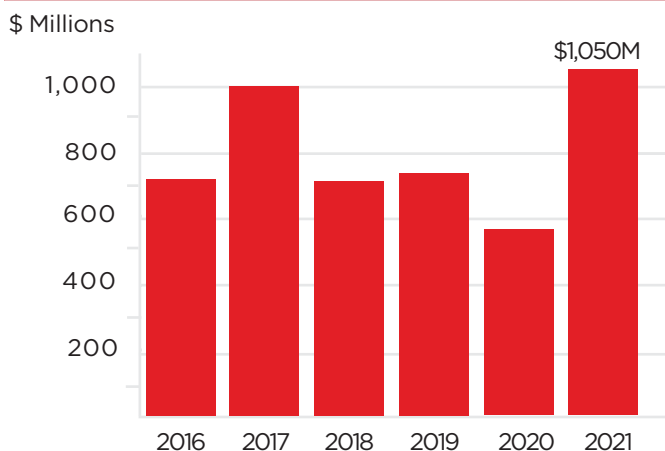
**Firm Capital Corporation (“Firm Capital”)** a non-bank lender since 1988 provides residential and commercial construction, bridge and conventional real estate financing, including providing term, mezzanine and equity capital investments for real estate projects.

Administering a \$1,296 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 \$465 million and seven listed Convertible Debentures totaling \$185 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 \$1,050 million in financing commitments in 2021.

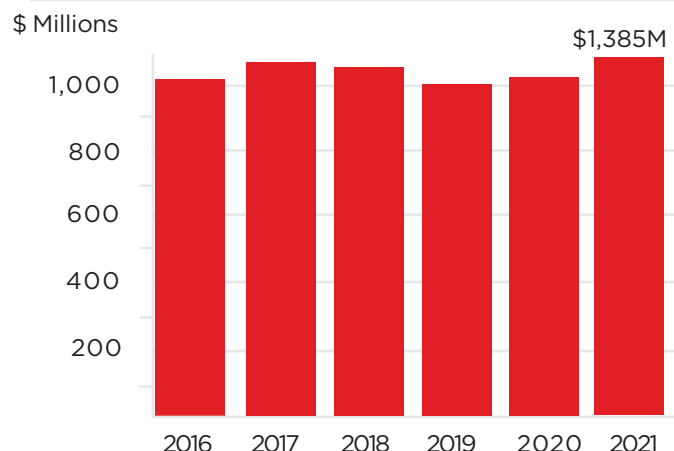
## KEY FACTS

- For over 33 years Firm Capital has provided the financial strength, security and innovation needed for this industry with commitments, excluding our equity real estate investments, that totaled \$1,050 million in 2021.
- Mortgage Assets Under Management totaling approximately \$1,385 million as of December 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
<b>UNDERWRITING COMMITMENTS</b>	\$735	\$1,000	\$731	\$759	\$560	\$1,050
<b>ASSETS UNDER MANAGEMENT</b>	\$1,036	\$1,333	\$1,300	\$1,016	\$1,213	\$1,385*
<b>RETURN ON EQUITY</b> Firm Capital Mortgage Investment Corporation	8.87%	8.09%	9.18%	9.09%	8.18%	TBD

\* as of December 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

### 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

### RYAN LIM

CFO

## 2021 SELECTED TRANSACTIONS

### CONSTRUCTION LOAN

**\$1,200,000**

#### SECOND MORTGAGE

4,835 sq. ft. detached  
single family custom home

TORONTO, ON

### BRIDGE LOAN

**\$32,500,000**

#### FIRST MORTGAGE

8 storey, 99 unit residential  
condominium building with a GFA  
of 88,934 sq. ft.

TORONTO, ON

### INVENTORY LOAN

**\$7,300,000**

#### FIRST MORTGAGE

23 residential condominium  
units & 1 commercial unit

MONTREAL, QC

### CONSTRUCTION LOAN

**\$12,125,000**

#### FIRST MORTGAGE

32 freehold townhouse units

NIAGARA FALLS, ON

### SECOND MORTGAGE

**\$44,000,000**

#### BRIDGE SECOND MORTGAGE LOAN FOR A CANADIAN REIT

71 residential apartment buildings  
having 1,538 units

ALBERTA / SASKATCHEWAN

### DIP FINANCING

**\$25,000,000**

#### INTERIM FINANCING

\$25 Million Debtor in Possession  
(DIP) Financing

LAURENTIAN UNIVERSITY,  
SUDBURY, ON

### CONSTRUCTION LOAN

**\$4,150,000**

#### SECOND MORTGAGE

Luxury custom home on a corner lot  
comprising 6,192 sq. ft. above grade

FOREST HILL, TORONTO, ON

### ACQUISITION LOAN

**\$3,575,000**

#### FIRST MORTGAGE

1.15-acre residential site for the  
development of 27 townhomes

PICKERING, ON

### LAND LOAN

**\$15,600,000**

#### FIRST MORTGAGE

3.84 acre site draft plan approved for  
69 conventional townhouse units and  
7 live/work units

MARKHAM, ON

### LAND LOAN

**\$5,200,000**

#### FIRST MORTGAGE

2 waterfront lots comprising  
1.77 acres and 39 acres each

MUSKOKA LAKES, ON

### CONSTRUCTION LOAN

**\$5,600,000**

#### FIRST MORTGAGE

Construction loan facility for a 14 unit-  
65 bedroom student rental building

WATERLOO, ON

### EQUITY TAKE OUT LOAN

**\$3,500,000**

#### FIRST MORTGAGE

116,000 sq. ft. multi-tenanted  
industrial building located on 11.3  
acres

CLARINGTON, ON

### LAND & SERVICING LOAN

**\$7,450,000**

#### FIRST MORTGAGE

13 residential detached lots on a  
1.97 acre residential  
development site

RICHMOND HILL, ON

### LAND & CONSTRUCTION LOAN

**\$5,000,000**

#### FIRST MORTGAGE

3-storey luxury custom house  
comprising 7,040 sq. ft.

FOREST HILL, TORONTO, ON

### ACQUISITION FINANCING

**\$9,000,000**

#### FIRST MORTGAGE

Loan facility for a 126 unit  
residential apartment building

SAULT STE. MARIE, ON

**Firm  
Capital  
Corporation**

A REAL ESTATE CAPITAL BANK

**Firm Capital Corporation**

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