

FIRM CAPITAL CORPORATION FACTSHEET OCTOBER 2022

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.

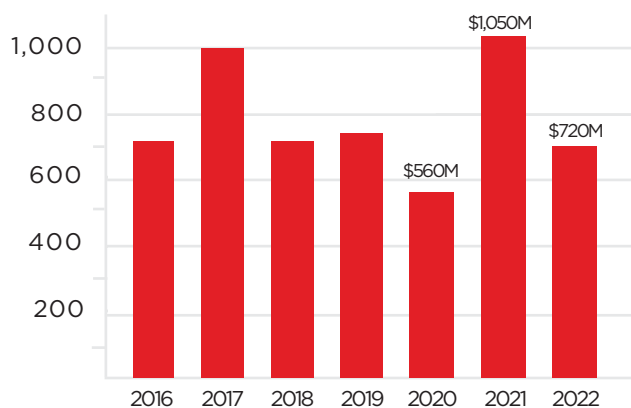
Administering a \$1,410 million portfolio, Firm Capital is the Mortgage Banker for various capital pools, including: the Toronto Stock Exchange listed Firm Capital Mortgage Investment Corporation (TSX:FC) with a market capitalization of \$402* million and seven listed Convertible Debentures totaling \$208 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 35 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 and Loan Assets Under Management totaling approximately \$1,410 million as of October 31, 2022.
- 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.

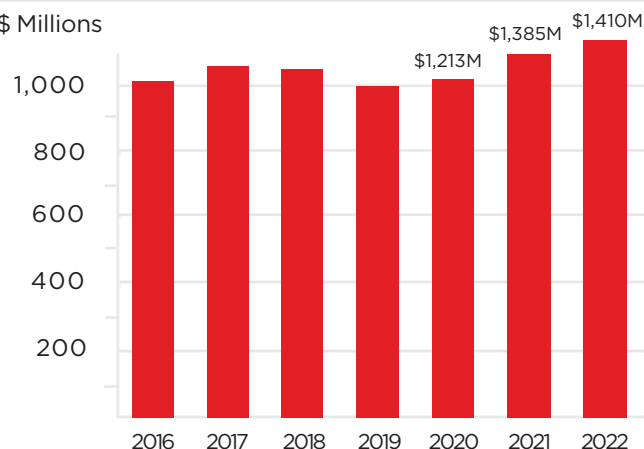
COMMITTED MORTGAGE TRANSACTIONS

\$ Millions



ASSETS UNDER MANAGEMENT

\$ Millions



FINANCIAL HIGHLIGHTS (MM'S/YEAR END #'S)	2016	2017	2018	2019	2020	2021	2022
UNDERWRITING COMMITMENTS	\$735	\$1,000	\$731	\$759	\$560	\$1,050	\$720M
ASSETS UNDER MANAGEMENT	\$1,036	\$1,333	\$1,300	\$1,016	\$1,213	\$1,385	\$1,410*
RETURN ON EQUITY Firm Capital Mortgage Investment Corporation	8.87%	8.09%	9.18%	9.09%	8.18%	8.46%	TBD

* as of October 31, 2022

35 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

SANDY POKLAR

COO

RYAN LIM

CFO

JONATHAN MAIR

SVP

MICHAEL WARNER

SVP, Mortgage Lending

MICHAEL CARRAGHER

VP, Mortgage Investments

FORREST TODD

VP, Mortgage Banking

VICTORIA GRANOVSKI

VP, Mortgage Operations,
Credit & Equity Capital

J. JUSTIN KOWAL

VP, Mortgage Origination &
Broker Network

JONATHAN NEUHOF

AVP, Real Estate
Capital Group

AKIVA ARONSON

Managing Director,
Mortgages & Private
Capital

JUSTIN WALLIN

Managing Director,
Mortgage Investments
Western Canada

ALICIA DOUCETTE

Director, Mortgage Finance

TREVOR DOHRING

Director, Mortgage Finance

CORY HIMMEL

Finance Associate

2022 SELECTED TRANSACTIONS

LAND LOAN

\$23,000,000

FIRST MORTGAGE

25.54 acre approved development site for
119 townhouse units and two mid-rise
condominium buildings comprising 341 units

COURTICE, ON

LAND & CONSTRUCTION LOAN

\$5,400,000

FIRST MORTGAGE

2 storey luxury custom home with
8,098 sq. ft. above grade floor area

TORONTO, ON

LAND LOAN

\$6,950,000

FIRST MORTGAGE

First priority participation in an
\$8,850,000 loan facility on a 9.64-acre
development site

AURORA, ON

EQUITY TAKE-OUT

\$1,300,000

FIRST MORTGAGE

1,746 sq. ft. 2 Bedroom plus
den luxury condominium unit

TORONTO, ON

CONSTRUCTION LOAN

\$52,500,000

FIRST MORTGAGE

11 storey mixed-use
condominium building

TORONTO, ON

BRIDGE LOAN

\$17,950,000

FIRST MORTGAGE

Three townhouses and one
mixed-use residential building

MONTREAL, QC

BRIDGE LOAN

\$7,500,000

FIRST MORTGAGE

Newly Constructed 24-Unit
Residential Apartment Building

MONTREAL, QC

LAND LOAN

\$6,000,000

FIRST PRIORITY PARTICIPATION

66-acre approved development site
for 244 single family detached lots
and 60 semi-detached lots

STAYNER, ON

BRIDGE LOAN

\$1,500,000

FIRST MORTGAGE

6,500 sq. ft.
commercial building

ST. CATHARINES, QC

REFINANCE

\$10,250,000

FIRST MORTGAGE

11 loft condominium units
consisting of 3 live/work units
and 8 commercial units

TORONTO, ON

INVENTORY LOAN

\$40,000,000

FIRST MORTGAGE

Two 11-storey residential
condominium/apartment building
comprising 262 units with a combined total
of 225,768 net saleable/leasable sq. ft.

LONDON, ON

ACQUISITION LOAN

\$3,570,000

FIRST MORTGAGE

4.85 acres of developable area
approved for 3 detached dwellings,
15 townhouse units and future
industrial use

OSHAWA, ON

BRIDGE LOAN

\$6,000,000

FIRST MORTGAGE

20,000 sq. ft. site for the future
development of a mixed-use building
(collateral security included two
60,000 sq. ft. commercial properties)

MONTREAL, QC

REFINANCE

\$3,000,000

FIRST MORTGAGE

4,782 sq. ft. custom built
single-family home

TORONTO, ON

LAND & CONSTRUCTION LOAN

\$1,500,000

FIRST MORTGAGE

Construction of a 4,331 sq. ft.
custom home

GREELY, ON

**Firm
Capital
Corporation**

A REAL ESTATE CAPITAL BANK

Firm Capital Corporation

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