

REPORT TO SHAREHOLDERS

FIRST QUARTER MARCH 31, 2023





MD&A

MANAGEMENT DISCUSSION AND ANALYSIS

FIRST QUARTER MARCH 31, 2023



OUR BUSINESS

Firm Capital Mortgage Investment Corporation (the "Corporation") is a non-bank lender, investing predominantly in short-term residential and commercial real estate mortgage loans and real estate related debt investments. The Corporation operates as a mortgage investment corporation under the Income Tax Act (Canada). Mortgage investment corporations are able to have no income tax payable provided that they satisfy the requirements in subsection 130.1(6) of the Income Tax Act (Canada). The Corporation's primary investment objective is the preservation of shareholders' equity, while providing shareholders with a stable stream of dividends from the Corporation's investments. The Corporation achieves its investment objectives by pursuing a strategy of investing in loans in select niche real estate markets that are underserviced by larger financial institutions.

The Corporation's more specific objective is to hold an investment portfolio that:

- (i) is widely diversified across many investments;
- (ii) is concentrated in first mortgages;
- (iii) reduces exposure as a result of participation in various loan syndicates; and
- (iv) is primarily short-term in nature.

Firm Capital Corporation (the "Mortgage Banker") is the Corporation's mortgage banker and acts as the Corporation's loan originator, underwriter, servicer, and syndicator. The Corporation's affairs are administered by FC Treasury Management Inc. (the "Corporation Manager").

The Corporation has in place a Dividend Reinvestment Plan ("DRIP") and a Share Purchase Plan (collectively, with the DRIP, the "Plans") that are available to its shareholders. The Plans allow participants to have their monthly cash dividends reinvested in additional common shares of the Corporation ("Shares") and grant participants the right to purchase additional Shares. Shareholders who wish to enroll or who would like further information about the Plans should contact Investor Relations at (416) 635-0221.

Additional information on the Corporation, its Plans, and its investment portfolio is available on the Corporation's web site at www.firmcapital.com. Additional information about the Corporation, including its Annual Information Form ("AIF"), can be found on the SEDAR website at www.sedar.com.

OUTLOOK

During the three months ended March 31, 2023, new fundings and discharges of investments were \$41.6 million and \$50.8 million respectively (three months ended March 31, 2022 – \$116.8 million and \$144.7 million). The Corporation's investment portfolio (the "Investment Portfolio") continued to revolve in the first quarter of 2023 with investment repayments and new fundings. By revolving the portfolio, Management's capital recycling strategy is directed towards valuing and identifying assets classes that are secure and liquid.

The Corporation increased its allowance for impairment and fair value loss by \$3.5 million, to a total of \$13.65 million, while generating earnings per share of \$0.253 during the quarter. The strategy of Management and the Board was to increase the general provision component of the allowance from \$1.76 million as at December 31, 2022 to \$4.75 million as at March 31, 2023 an increase of \$2.99 million. It is Management's and the Board's view that building up of reserves during the year, on the onset of a possible recession and market uncertainty, is a prudent risk management practice. Throughout the current year, Management will continue to examine the performance of the Investment Portfolio and market conditions in assessing the allowance for impairment (both the general and specific provisions). The focus is on building a strong balance sheet.

At the end of first quarter of 2023, the Investment Portfolio consisted of 83% of conventional first mortgages, with 62% maturing in 2023. The Corporation continues to participate in new investments on a disciplined basis with conservative underwriting on real estate in large urban centers.

In 2023, the Corporation expects to revolve the Investment Portfolio selectively, with an investment policy of holding a hard line on acceptable exposure levels, borrower quality and warranted interest rate pricing. There are no assurances on achievable portfolio size as the primary focus is on security. The Mortgage Banker continues to reject a significant number of potential investments that do not meet the Corporation's investment criteria and risk tolerance. Active portfolio management will be key during the year with expected unpredictable market conditions. As a result, management is focused on establishing a strong balance sheet by reducing debt and providing adequate loan loss reserves. This has been the Corporation's strategy since 2000 by providing a cushion of financial strength that can help weather any economic downturn or unexpected events.

BASIS OF PRESENTATION

The Corporation has adopted International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board, as its basis of financial reporting. The Corporation's functional and reporting currency is the Canadian dollar.

The following Management's Discussion and Analysis ("MD&A") is dated as of May 4, 2023 and should be read in conjunction with the unaudited interim consolidated financial statements of the Corporation and the notes thereto as at, and for the three months ended March 31, 2023 and 2022, as well as the Corporation's Management's Discussion and Analysis, including the section on "Risks and Uncertainties", and each of our quarterly reports for 2022.

HIGHLIGHTS

NET INCOME

For the three months ended March 31, 2023 net income increased by 10.8% to \$8,711,896 as compared to \$7,861,540 for the same period in 2022.

EARNINGS PER SHARE

Basic weighted average earnings per share for the three months ended March 31, 2023 was \$0.253 (2022 – \$0.232). Diluted weighted average earnings per share for the three months ended March 31, 2023 was \$0.242 (2022 – \$0.230).

REVENUES

Revenues for the three months ended March 31, 2023 increased by 51.1% to \$19,015,889 as compared to \$12,587,793 reported for the same period in 2022. The increase is primarily a result of higher interest income, due to a higher average interest rate (March 31, 2023 – 11.15% vs March 31, 2022 – 8.05%).

INVESTMENT PORTFOLIO

The Corporation's Investment Portfolio decreased by \$9.1 million to \$651,813,815 as at March 31, 2023, in comparison to \$661,003,596 as at December 31, 2022 (in each case, gross of impairment allowance, fair value adjustment, and unamortized fees). The allowance for impairment and fair value adjustment as of March 31, 2023 was \$13,656,000 (December 31, 2022 allowance for impairment and fair value adjustment — \$10,160,000), comprising (i) \$4,203,000 (December 31, 2022 — \$3,700,000) representing the total amount of management's estimate of the shortfall between the investment balances and the estimated recoverable amount from the security under the specific loans, (ii) \$4,700,000 (December 31, 2022 — \$4,700,000) representing the total amount of management's estimate of fair value adjustment on an investment stated at fair value through profit or loss ("FVTPL"), and (iii) a collective allowance balance of \$4,753,000 (December 31, 2022 — \$1,760,00). The unamortized commitment fees as at March 31, 2023 were \$948,971 (December 31, 2021 — \$1,101,863).

RETURN ON EQUITY

The Corporation continues to exceed its yield objective of producing a return on shareholders' equity in excess of 400 basis points over the average one-year Government of Canada Treasury bill yield. Income for the three months ended March 31, 2023 represented a return on total shareholders' equity (based on the month end average total shareholders' equity in the quarter) of 8.69%, representing an annualized return on total shareholders' equity of 423 basis points per annum over the average one-year Government of Canada Treasury bill yield for the period of 4.46%. The above return on total shareholders' equity is a non-IFRS financial measure and does not have any standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures presented by other issuers. This non-IFRS measure provides useful information to the Corporation's shareholders as it provides a measure of return generated on the Corporation's equity base.

INVESTMENT PORTFOLIO

The Corporation's Investment Portfolio was \$637,208,344 as at March 31, 2023 (net of the allowance for impairment of \$8,956,000, fair value loss adjustment of \$4,700,000 and unamortized fees of \$948,971) and was \$649,741,733 as at December 31, 2022 (net of the allowance for impairment of \$5,460,000, fair value loss adjustment of \$4,700,000 and unamortized fees of \$1,101,863). On March 31, 2023, the Investment Portfolio comprised of 254 investments (252 as at December 31, 2022). The average gross investment size was approximately \$2.6 million, with 13 investments individually exceeding \$7.5 million.

| | | March 31, 2023 | | | Dec | ember 31, 2022 | | |
|-----------------------------|--------|---------------------|-----------|--------|-----|----------------|-----------|--------|
| | | Total Amount | % of | | | (before | % of | % |
| Mortgage Amount | Number | (before provision) | Portfolio | Number | | provision) | Portfolio | Change |
| \$0 - \$2,500,000 | 175 | \$ 169,434,068 | 26.0% | 173 | \$ | 183,067,027 | 27.7% | (7.4%) |
| \$2,500,001 - \$5,000,000 | 41 | 151,755,574 | 23.3% | 44 | | 156,317,154 | 23.7% | (2.9%) |
| \$5,000,001 - \$7,500,000 | 25 | 153,633,699 | 23.6% | 22 | | 142,381,503 | 21.5% | 7.9% |
| \$7,500,001 + | 13 | 176,990,474 | 27.2% | 13 | | 179,237,912 | 27.1% | (1.3%) |
| Total Investments | 254 | \$ 651,813,815 | 100% | 252 | \$ | 661,003,596 | 100% | (1.4%) |
| Less: Impairment allowance | | (8,956,000) | | | | (5,460,000) | | |
| Less: Fair value adjustment | | (4,700,000) | | | | (4,700,000) | | |
| Less: Unamortized fees | | (948,971) | | | | (1,101,863) | | |
| Investment Portfolio | | \$ 637,208,844 | | | \$ | 649,741,733 | | (1.9%) |

Unadvanced committed funds under the existing Investment Portfolio amounted to \$157 million as at March 31, 2023 (December 31, 2022 – \$146 million).

The allocation of the Investment Portfolio between the six main investment categories (as well as the weighted average interest rate) is as follows:

| | | March 31, 2023 | | | Dec | ember 31, 2022 | 2 | - | | |
|----------------------------------|----------------------|--------------------|----------------|----------------------|-----|--------------------|----------------|-------------|--|--|
| Investment Categories | W.A Interest Rate | Outstanding amount | % of Portfolio | W.A Interest Rate | (| Outstanding amount | % of Portfolio | % Change | | |
| Conventional First Mortgages | 10.93% | 540,935,841 | 83.0% | 10.77% | \$ | 551,779,067 | 83.5% | (2.0%) | | |
| Related Debt Investments | 12.17% | 60,204,284 | 9.2% | 12.02% | | 60,122,951 | 9.1% | 0.1% | | |
| Conventional Non-First Mortgages | 11.99% | 34,735,178 | 5.3% | 11.93% | | 33,439,892 | 5.1% | 3.9% | | |
| Non-Conventional Mortgages | 13.93% | 9,631,774 | 1.5% | 13.73% | | 9,563,451 | 1.4% | 0.7% | | |
| Debtor In Possession Loans | 11.50% | 6,306,738 | 1.0% | 11.25% | | 6,098,235 | 0.9% | 3.4% | | |
| Total Investments | 11.15% | 651,813,815 | 100% | 10.99% | \$ | 661,003,596 | 100% | (1.4%) | | |
| Less: Impairment allowance | | (8,956,000) | | | | (5,460,000) | | | | |
| Less: Fair value adjustment | | (4,700,000) | | | | (4,700,000) | | | | |
| Less: Unamortized fees | | (948,971) | | | | (1,101,863) | | | | |
| Investment Portfolio | • | 637,208,844 | | | \$ | 649,741,733 | | (1.9%) | | |

The related debt investments category is a basket of investments that are all participating in debt investments to a variety of third-party borrowers. Such debt investments are not secured by mortgage charges, and instead have other forms of security or recourse.

A debtor in possession loan ("DIP Loan") is a loan obtained by an insolvent debtor while that debtor is restructuring its business under the *Companies' Creditors Arrangement Act* (Canada). A DIP Loan has "super-priority" security on the assets of the debtor company awarded by the court.

The \$9.2 million decrease in the Investment Portfolio (before the allowance for impairment, fair value adjustments and unamortized fees) was mainly due to the decrease in the amount of the conventional first mortgages, offset by the increases in each of the remaining investment categories. During the first quarter of 2023, new investment funding was \$41.6 million (2022 – \$116.8 million), while repayments during the period were \$50.8 million (2022 – \$144.7 million), resulting in a decrease in the Investment Portfolio size.

Conventional first mortgages decreased by 2.0% and represented 83.0% of the Investment Portfolio as at March 31, 2023 (83.5% as at December 31, 2022). Conventional non-first mortgages increased by 3.9% and represented 5.3% of the Investment Portfolio as at March 31, 2023 (5.1% as at December 31, 2022). Related debt investments increased by 0.1% and represented 9.2% of the Investment Portfolio as at March 31, 2023 (9.1% as at December 31, 2022). DIP Loans increased by 3.4% and represented 1.0% of the Investment Portfolio as at March 31, 2023 (0.9% as at December 31, 2023).

31, 2022). Non-conventional mortgages increased by 0.7% and represented 1.5% of the Investment Portfolio as at March 31, 2023 (1.4% as at December 31. 2022).

The weighted average face interest rate on the Corporation's Investment Portfolio was 11.15% per annum as at March 31, 2023, compared to 10.99% per annum as at December 31, 2022.

The allowance for impairment and fair value loss adjustment was \$13,656,000 as at March 31, 2023 (December 31, 2022, allowance for impairment and fair value loss adjustment – \$10,160,000), comprised of (i) \$4,203,000 (December 31, 2022 – \$3,700,000) representing the total amount of management's estimate of the shortfall between the investment balances and the estimated recoverable amount from the security under the specific loans, (ii) \$4,700,000 (December 31, 2022 – \$4,700,000) representing the total amount of management's estimate of fair value adjustment on an investment and (iii) a collective allowance balance of \$4,753,000 (December 31, 2022 – \$1,760,000).

The allocation of the Investment Portfolio between its 10 different loan categories is as follows:

| | | March 31, 2023 | | D | | | |
|--|-----|---------------------------------|-------------------|--------|---------------------------------|-------------------|-------------|
| Property Type | | Total Amount (before provision) | % of Portfolio | Number | Total Amount (before provision) | % of Portfolio | % Change |
| Land & Housing Sites | 44 | 182,834,000 | 28.1% | 45 | \$ 205,583,707 | 31.1% | (11.1%) |
| Single Family Dwelling and Condo unit(s) | 78 | 137,701,460 | 21.1% | 79 | 138,885,010 | 21.0% | (0.9%) |
| Construction Mortgages | 70 | 131,710,802 | 20.2% | 65 | 116,639,876 | 17.7% | 12.9% |
| Related Debt Investments | 14 | 60,204,284 | 9.2% | 14 | 60,122,951 | 9.1% | 0.1% |
| Retail | 13 | 50,317,104 | 7.7% | 13 | 50,317,104 | 7.6% | - |
| Industrial | 7 | 18,720,431 | 2.9% | 7 | 18,720,431 | 2.8% | _ |
| Multi Family Residential Mortgages | 6 | 23,314,499 | 3.6% | 6 | 23,480,240 | 3.6% | (0.7%) |
| Mixed Use | 7 | 23,110,993 | 3.5% | 7 | 23,110,993 | 3.5% | - |
| Land Servicing & Serviced Lots | 7 | 17,319,402 | 2.7% | 7 | 17,319,402 | 2.6% | _ |
| Office & Office Condos | 8 | 6,580,840 | 1.0% | 9 | 6,823,881 | 1.0% | (3.6%) |
| | 254 | \$ 651,813,815 | 100% | 252 | \$ 661,003,596 | 100% | (1.4%) |

The Corporation continues to focus its lending into core markets that can be monitored closely during evolving economic conditions, with a strong focus in Ontario. The Mortgage Banker does not service or underwrite mortgages on hotels, hospitality properties or long-term care facilities and, as such, the Corporation does not have any investment exposure to these asset types.

As at March 31, 2023, the value of the Investment Portfolio that is secured by properties outside of Ontario was 14.9%, compared to 15.5% as at December 31, 2022.

| | | Maı | rch 31, 2023 | | | Dece | ember 31, 2022 | | |
|-------------------------------|--------|------|-----------------------------|-------------------|--------|------|-----------------------------|-------------------|-------------|
| Geographic Segment | Number | (bef | Total Amount ore provision) | % of Portfolio | Number | (bef | Total Amount ore provision) | % of Portfolio | % Change |
| Greater Toronto Area | 156 | \$ | 309,473,673 | 52.2% | 150 | \$ | 314,746,642 | 52.4% | (1.7%) |
| Non-GTA Ontario | 60 | | 194,521,578 | 32.9% | 61 | | 192,808,536 | 32.1% | 0.9% |
| Quebec | 13 | | 48,228,925 | 8.2% | 14 | | 50,136,561 | 8.3% | (3.8%) |
| Western Canada | 8 | | 21,197,356 | 3.6% | 8 | | 21,644,358 | 3.6% | (2.1%) |
| United States | 3 | | 18,187,999 | 3.1% | 5 | | 21,544,548 | 3.6% | (15.6%) |
| Mortgage Investment Portfolio | 240 | \$ | 591,609,531 | 100% | 238 | \$ | 600,880,645 | 100% | (1.5%) |
| Related Debt Investments | 14 | | 60,204,284 | | 14 | | 60,122,951 | | 0.1% |
| | 254 | \$ | 651,813,815 | | 252 | \$ | 661,003,596 | | (1.4%) |

^{*}The Related Debt Investments includes \$39,830,952 investments at amortized cost and \$15,673,333 investments at FVTPL and then adjusted for a fair value decrease of \$4,700,000 (December 31,2023 - \$4,700,000).

The allocation of the Investment Portfolio between the underlying security types is as follows:

| | | М | arch 31, 2023 | | | | | | |
|--------------------------|--------|------|-----------------------------|-------------------|--|----|-------------|-------------------|-------------|
| Underlying Security Type | Number | (bef | Total Amount ore provision) | % of Portfolio | Total Amount Number (before provision) P | | | % of Portfolio | % Change |
| Residential | 197 | | 467,405,446 | 71.6% | 192 | \$ | 442,934,970 | 67.0% | 5.5% |
| Commercial | 43 | | 124,204,085 | 19.1% | 46 | | 156,843,812 | 23.8% | (20.8%) |
| Related Debt Investments | 14 | | 60,204,284 | 9.2% | 14 | | 60,122,951 | 9.1% | 0.1% |
| | 254 | \$ | 651,813,815 | 100% | 252 | \$ | 659,901,733 | 100% | (1.2%) |

The residential category includes mortgages on single family dwellings, residential condominiums, residential land, residential construction, and multifamily residential.

The commercial category includes mortgages on retail, industrial, retail or commercial land, offices, and DIP loans.

The Corporation's strategy is to mitigate loan loss risk by focusing on those areas of mortgage lending that have historically withstood market corrections and retained their underlying real estate asset value while limiting its exposure to those real estate asset classes that do not.

The weighted average loan to value ratio on conventional mortgages (being the combined conventional first and conventional non-first mortgages) is under 60% based on the appraisals obtained at the time of funding each mortgage loan.

Included in conventional first mortgages are two United States ("US") dollar denominated investments (at amortized cost) of \$14,587,998 (US\$10,779,575) (December 31, 2022 – four US dollar denominated investments of \$17,044,548 (US\$12,584,575)).

Included in related debt investments, classified at FVTPL, are two US dollar denominated investments totaling \$10,663,130 (US\$7,879,354) (December 31, 2022 – two US dollar denominated investments totaling \$10,671,797 (US\$7,879,354)). These investments are a participation by the Corporation in limited partnerships that have provided equity to real estate entities in the US.

For the three months ended March 31, 2023, income recorded on the US investments (at amortized cost and FVTPL) was \$458,6429 (US \$341,123) (2022 – \$337,581(US \$284,735)). These amounts are included in interest and fees income.

Related debt investments (classified as FVTPL) as at March 31, 2023 also included seven Canadian investments (December 31, 2022 – seven Canadian investments) totaling \$9,710,203 (December 31, 2022 – \$9,620,203).

As at March 31, 2023, the Investment Portfolio included four investments totaling \$30,065,605 (December 31, 2022 – three investments totaling \$24,789,855) for which a specific allowance of \$4,203,000 (December 31, 2022 – \$3,700,000) was recorded by the Corporation.

As at March 31, 2023, the Investment Portfolio included one investment totaling 6,896,896 (December 31, 2022 – 6,902,502) for which a fair value adjustment of 4,700,000 (December 31, 2022 - 4,700,000) was recorded by the Corporation.

As at March 31, 2023, excluding investments for which there is an allowance or a fair value adjustment recorded against them by the Corporation, the Investment Portfolio had one investment totaling \$1,590,000 (December 31, 2022 – one investment totaling \$1,890,000) with contractual interest arrears greater than 60 days past due amounting to \$31,553 (December 31, 2022 – \$67,805).

As at March 31, 2023, the Investment Portfolio included eight investments totaling \$29,312,378 (December 31, 2022 – four investments totaling \$15,250,230) with maturity dates that are past due and for which no extension or renewal was in place. Three of these investments totaling \$19,536,001 (December 31, 2022 – one investment totaling \$7,363,355) has an allowance recorded against it included in the Corporation's allowance for impairment or a fair value adjustment. The remaining five investments with a maturity date that are past due, and for which no extension or renewal was in place, amount to \$9,776,312 (December 31, 2022 – two investments totaling \$5,761,875), and they have been determined not to require a specific allowance .

As at March 31, 2023, the Investment Portfolio continued to be heavily concentrated in short-term investments, with approximately 62% maturing on or before December 31, 2023. The short-term nature of the portfolio provides the

Corporation with the ability to continually revolve the portfolio and adapt to changes in the real estate market. Renewals are offered to borrowers when deemed appropriate.

The contractual maturity dates of the Investment Portfolio are as follows:

| | | March 31, 2023 | |
|------|-----|---------------------------------|----------------|
| | No. | Total Amount (before allowance) | % of Portfolio |
| 2023 | 157 | \$ 402,542,214 | 61.8% |
| 2024 | 82 | 189,278,622 | 29.0% |
| 2025 | 12 | 52,017,979 | 8.0% |
| 2026 | 3 | 7,975,000 | 1.2% |
| | 254 | \$ 651,813,815 | 100% |

A significant number of the Corporation's investments are shared with other syndicate partners, including several members of the Board of Directors and senior management of the Mortgage Banker and/or officers and directors of the Corporation. The Corporation ranks equally with other members of the syndicate as to receipt of principal, interest, and fees. As at March 31, 2023, 193 of the Corporation's 254 investments (investment amount of \$591,310,405) are shared with other participants, and 28 of which (with a total investment amount of \$115,006,637) the Corporation is a participant for less than 50% percent of the loan amount.

Certain members of our Board of Directors and senior management and their related entities co-invested approximately \$64 million with the Corporation alongside its Investment Portfolio as at March 31, 2023.

The Mortgage Banker services the entire investment in which the Corporation is a participant, on behalf of all participants and except for the case of an investment with a first priority syndicate participant (i.e., loans payable), the Corporation ranks *pari-passu* with other members of the syndicate as to the receipt of principal, interest, and fees. As at March 31, 2023 and December 31, 2022, there were no mortgages with first priority participants.

As at March 31, 2023, the Corporation had unamortized commitment fees of \$948,971 (December 31, 2022 – \$1,101,863) which are netted against the Investment Portfolio. The Corporation's policy is to recognize commitment fees using the effective interest method over the contractual terms of the mortgages.

RESULTS OF OPERATIONS

REVENUES

For the three months ended March 31, 2023, revenues increased by 51.1% to \$19,015,889 compared to \$12,587,793 for the three months ended March 31, 2022.

Revenues for the three months and year ended March 31, 2023 and 2022 are broken down as follows:

| Three Months Ended | N | larch 31, 2023 | March 31, 2023 March 31, 2022 | | | | | | | |
|---------------------------|----|----------------|--------------------------------------|----|------------|--------|---------|--|--|--|
| Interest | \$ | 18,262,158 | 96.0% | \$ | 11,703,212 | 93.0% | 56.0% | | | |
| Commitment & Renewal Fees | | 701,838 | 3.7% | | 862,306 | 6.9% | (18.6)% | | | |
| Other Income | | 51,892 | 0.3% | | 22,275 | 0.1% | 133.0% | | | |
| | \$ | 19,015,889 | 100% | \$ | 12,587,793 | 100.0% | 51.1% | | | |

For the three months ended March 31, 2023, interest income was \$18,262,157, an increase of 56.0% over the \$11,703,212 reported for the comparable period in 2022. The increase is primarily as a result of an increase in the average interest rate of the Investment Portfolio during the period.

For the three months ended March 31, 2023, commitment and renewal fees were \$701,838, a decrease of 18.6% from \$862,306 reported for the comparable period in 2022.

For the three months ended March 31, 2023, other income was \$51,892 (2022 – \$22,275). The increase in other income in 2023 from 2022 is related to the increase of special profits.

CORPORATION MANAGER INTEREST ALLOCATION

During the three months ending March 31, 2023, the Corporation Manager received \$1,496,289 (2022 – \$1,158,811), through a joint venture interest arrangement with the Corporation. The increase resulted mainly from loans in arrears that became current in the first quarter of 2023.

INTEREST EXPENSE

For the three months ended March 31, 2023, interest expense increased by 5.6% to \$4,000,343 as compared to \$3,684,790 for the three months ended March 31, 2022. The increase in interest expense is mainly the result of additional borrowing under the Corporation's credit facility, rising interest rates under the facility and additional fees associated with the newly entered credit syndication as part of the facility when compared to the same period in 2022.

Interest expense is broken down as follows:

| Three Months Ended | M | arch 31, 2023 | | М | arch 31, 2022 | | % Change |
|----------------------------|----|---------------|-------|----|---------------|--------|----------|
| Bank Interest Expense | \$ | 1,014,957 | 25.4% | \$ | 244,571 | 6.6% | 269.7% |
| Debenture Interest Expense | | 2,985,386 | 74.6% | | 3,440,219 | 93.4% | (13.2%) |
| | \$ | 4,000,343 | 100% | \$ | 3,684,790 | 100.0% | 5.6% |

GENERAL AND ADMINISTRATIVE (G&A) EXPENSES

For the three months ended March 31, 2023, G&A expenses were \$321,426 (2022 – \$265,154). The increase in G&A expenses is mainly the result of additional accounting and legal fees along with higher listing fees.

INCENTIVE OPTION PLAN

The following is the status of the stock options issued under the Corporation's stock option plan:

| | ľ | March 31, 2023 | | Dec | ember 31, 202 | 22 |
|--|-------------------|------------------------------|--------------|-------------------|------------------------------|--------------|
| | | Weighted | | | Weighted | |
| | Number of options | average exercise price | Amount | Number of options | average exercise price | Amount |
| Outstanding, beginning of period | 3,427,500 | 11.75 | \$ 2,453,050 | 1,842,500 | 11.75 | \$790,412 |
| Exercised (Options issued on Nov 11, 2013) | - | - | - | (45,000) | 11.78 | (4,326) |
| Options granted/amortization amount | - | - | 20,328 | 1,630,000 | 11.62 | 1,666,964 |
| Outstanding, end of period | 3,427,500 | \$ 11.75 | \$ 2,473,378 | 3,427,500 | \$ 11.69 | \$ 2,453,050 |
| Number of options exercisable | 2,902,500 | \$ 11.75 | - | 1,622,500 | \$ 11.77 | |

The amount outstanding corresponds to the stock based compensation associated with the issued stock options

The following options were issued and outstanding as at March 31, 2023:

| Expiry date | Number of options outstanding | Exercise price | Number of options exercisable |
|-------------------|-------------------------------|----------------|-------------------------------|
| Expiry date | outstanding | Exercise price | Number of options exercisable |
| November 11, 2023 | 142,500 | \$11.78 | 142,500 |
| November 11, 2023 | 35,000 | 12.21 | 35,000 |
| November 11, 2023 | 35,000 | 13.15 | 35,000 |
| August 14, 2030 | 1,485,000 | 11.70 | 1,310,000 |
| December 6, 2031 | 100,000 | 13.97 | 100,000 |
| July 6, 2032 | 1,630,000 | 11.62 | 1,280,000 |
| | 3,427,500 | \$11.75 | 2,902,500 |

On July 6, 2022, the Corporation granted options to its officers, directors and employees to purchase up to 1,630,000 Shares at a price of \$11.62 per Share with the expiry date of July 6, 2032. Of the 1,630,000 options granted, 1,280,000 options vested immediately, and the remaining 370,000 options will vest on July 6, 2027. The fair value of the options granted was estimated at \$1,632,437 using the Black-Scholes options pricing model.

The total number of stock options outstanding as at March 31, 2023 is 3,427,500 (December 31, 2022 - 3,427,500), of which 2,902,500 stock options are vested and exercisable (December 31, 2022 - 2,902,500). For the three months ended March 31, 2023, no options were exercised under the stock option plan (2022 - 45,000).

FAIR VALUE ADJUSTMENT ON INVESTMENT PORTFOLIO AND ALLOWANCE FOR IMPAIRMENT ON INVESTMENT PORTFOLIO AND INTEREST RECEIVABLE

The Fair Value Adjustment on the Corporation's Investment Portfolio for the three months ended March 31, 2023 was \$nil (2022 – \$2,100,000). The provision for impairment on Investment Portfolio and interest receivable for the three months ended March 31, 2023 was \$4,464,504 (2022 – recovery \$386,734). The sum of the fair value adjustment and provision for impairment for the three months ended March 31, 2023, was an expense of \$4,464,504 (2022 – recovery \$386,734). As disclosed in our unaudited interim condensed consolidated financial statements for the three months ended March 31, 2023, interest and fees income is gross of our interest receivable impairment allowance for 2023 of \$968,504. The remaining fair value and loan impairment expense is related to an increase in the impairment allowance and fair value adjustment of \$3,496,000.

NET INCOME AND COMPREHENSIVE INCOME

Net income and comprehensive income for the three months ended March 31, 2023, was \$8,711,896 (2022 – \$7,861,540), which represents an increase of 10.8% over the comparable prior year first quarter. Income for the three months ended March 31, 2023 represented return on total shareholders' equity (based on the month end average total shareholders' equity) of 8.69%. This return on total shareholders' equity represents 423 basis points per annum over the average one-year Government of Canada Treasury bill yield of 4.46%. The above return on total shareholders' equity is a non-IFRS financial measure and does not have any standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures presented by other issuers. This non-IFRS measure provides useful information to the Corporation's shareholders as it provides a measure of return generated on the Corporation's equity base.

EARNINGS PER SHARE

Basic weighted average earnings per share for the three months ended March 31, 2023 was 0.253 (2022 – \$0.232).

Diluted weighted average earnings per share for the three months ended March 31, 2023 was \$0.242 (2022 – \$0.230). During the three months ended March 31, 2023, no principal amount of our convertible debentures were converted into Shares (December 31, 2022- \$11,155,000 of the principal amount of our convertible debentures were converted into 799,616 Shares).

QUARTERLY FINANCIAL INFORMATION

| (\$ in millions except per unit amounts) | Mar. 31 2023 | Dec. 31 2022 | Sep. 30 2022 | Jun. 30 2022 | Mar. 31 2022 | Dec. 31 2021 | Sep. 30 2021 | Jun. 30 2021 | Mar. 31 2021 | Dec. 31 2020 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Operating revenue | \$ 19.02 | \$ 17.26 | \$ 16.37 | \$ 13.90 | \$ 12.59 | \$ 13.05 | \$ 11.92 | \$ 11.46 | \$ 11.48 | \$ 11.72 |
| Interest expense | 4.00 | 3.79 | 3.75 | 3.64 | 3.68 | 3.24 | 2.72 | 2.58 | 2.56 | 2.69 |
| Corporation manager spread interest allocation | 1.50 | 1.15 | 1.21 | 1.17 | 1.16 | 1.21 | 0.99 | 0.98 | 0.97 | 1.00 |
| General & administrative expenses | 0.32 | 0.47 | 0.53 | 0.33 | 0.27 | 0.38 | 0.29 | 0.19 | 0.28 | 0.31 |
| Share based compensation | 0.02 | 54.00 | 1.11 | 0.01 | 0.01 | 0.07 | - | - | - | - |
| Fair value adjustment on investment portfolio | - | (0.29) | 2.39 | - | - | 0.80 | 0.32 | 1.48 | - | - |
| Impairment loss on investment portfolio | 4.47 | 3.64 | (0.80) | 0.51 | (0.39) | (0.39) | 0.03 | (1.15) | 0.36 | 0.40 |
| Income | \$ 8.71 | \$ 7.96 | \$ 8.18 | \$ 10.54 | \$ 7.86 | \$ 7.74 | \$ 7.82 | \$ 7.37 | \$ 7.31 | \$ 7.32 |
| Earnings per share | | | | | | | | | | |
| Basic | \$0.253 | \$0.231 | \$0.237 | \$0.239 | \$0.232 | \$0.234 | \$0.241 | \$0.238 | \$0.237 | \$0.249 |
| Diluted | \$0.242 | \$0.230 | \$0.234 | \$0.237 | \$0.230 | \$0.223 | \$0.238 | \$0.234 | \$0.234 | \$0.247 |
| Dividends per share | \$0.234 | \$0.248 | \$0.234 | \$0.234 | \$0.234 | \$0.246 | \$0.234 | \$0.234 | \$0.234 | \$0.242 |

DIVIDENDS

For the three months ended March 31, 2023, the Corporation declared dividends on the Shares totaling \$8,069,798, or \$0.234 per Share, versus \$7,940,890, or \$0.234 per Share for the three months ended March 31, 2022. The number of Shares outstanding at March 31, 2023 was 34,486,550, compared to 34,482,286 at March 31, 2022.

| Three Months Ended | I | March 31, 2023 | Ma | arch 31, 2022 | Change |
|--|----|-------------------------|----|------------------------|------------|
| Cash Flow From Operating Activities (net of cash interest paid) Net income and comprehensive income | \$ | 11,993,735 8,711.897 | \$ | 9,016,287 7.306.837 | 33% 11% |
| Declared Dividends Excess Cash Flow From Operating Activities Over Declared Dividends | | 8,069,798 3,923,937 | | 7,940,890 1,075,397 | 2% |
| Surplus (Deficit) of Net Income Over Declared Dividends | | 642,099 | | (79,350) | |

CHANGES IN FINANCIAL POSITION

AMOUNTS RECEIVABLE & PREPAID EXPENSES

The amounts receivable and prepaid expenses of \$6,492,075 as at March 31, 2023 are comprised of interest receivable (net of impairment allowance) of \$5,547,966, prepaid expenses of \$616,431, and fees and special income receivable of \$327,678, compared to \$6,385,608 as at December 31, 2022.

MARKETABLE SECURITIES

The Corporation holds publicly traded units of a Canadian real estate investment trust. The units were mostly acquired through the exercise of warrants that were granted by the issuer as part of a loan facility in which the Corporation was a participant. The units generate distributions that are consistent with the Corporation's overall yield objective. The \$47,739 (investment cost \$50,966) balance reported on the Corporation's balance sheet as at March 31, 2023 represents the fair value of the marketable securities (December 31, 2022 – \$ 48,673, investment cost \$50,966).

CREDIT FACILITY AND BANK INDEBTEDNESS

As at March 31, 2023, the credit facility drawn amount was \$52,251,130 and bank indebtedness was \$8,213,727 (December 31, 2022, the credit facility drawn amount was \$57,716,347 and bank indebtedness was \$15,235,918).

CONVERTIBLE DEBENTURES

As at March 31, 2023, the Corporation had six series of convertible debentures outstanding, as outlined below:

| Ticker | | | | Current | Strike Price | Carrying |
|-----------------|--------|---------------|----------------------|----------------|--------------|----------------|
| Symbol | Coupon | Issue Date | Maturity Date | Principal | Per Share | Value |
| FC.DB.G | 5.20% | Dec. 21, 2016 | Dec. 31, 2023 | \$ 22,500,000 | \$ 15.25 | 22,336,357 |
| FC.DB.H | 5.30% | Jun. 27, 2017 | Aug. 31, 2024 | 26,500,000 | 15.25 | 26,189,237 |
| FC.DB.I | 5.40% | Jun. 21, 2018 | Jun. 30, 2025 | 25,000,000 | 15.00 | 24,494,852 |
| FC.DB.J | 5.50% | Nov. 23, 2018 | Jan. 31, 2026 | 24,983,000 | 14.60 | 24,176,696 |
| FC.DB.K | 5.00% | Sep. 3, 2021 | Sep. 30, 2028 | 46,000,000 | 17.75 | 42,352,765 |
| FC.DB.L | 5.00% | Jan. 31, 2022 | Mar. 31, 2029 | 43,700,000 | 17.00 | 39,273,981 |
| Total / Average | 5.19% | | | \$ 188,683,000 | | \$ 178,823,888 |

As at March 31, 2023, the principal balance for the outstanding convertible debentures was \$188,683,000 (December 31, 2022 – \$188,683,000). The aggregate convertible debenture carrying value as at March 31, 2023 was \$178,823,888 (December 31, 2022 – \$178,284,467). The weighted average effective interest rate of the convertible debentures as at March 31, 2023 is 5.19% (December 31, 2022 – 5.19%).

For the three months ended March 31, 2023 no principal amount of our convertible debentures were converted into Shares (during 2022, \$11,155,000 of the principal amount of our convertible debentures were converted into 799,616 Shares).

On January 27, 2022, the Corporation completed a public offering of 5.00% convertible unsecured subordinated debentures at a price of \$1,000 per debenture for gross proceeds of \$40,000,000. On February 2, 2022, the overallotment option for this offering was exercised whereby additional 5.00% convertible unsecured subordinated debentures at a price of \$1,000 per debenture for gross proceeds of \$3,700,000 were issued. Issuance costs of this offering were, in aggregate, \$2,073,690. The debentures mature on March 31, 2029 and interest is paid semi-annually on the last day of March and September of each year. The debentures are convertible at the option of the holder at any time prior to the maturity date at a conversion price of \$17.00 per Share. The debentures may not be redeemed by the Corporation prior to March 31, 2025. On or after March 31, 2025, but prior to March 31, 2027, the debentures are redeemable at a price equal to the principal, plus accrued and unpaid interest, at the Corporation's option on not more than 60 days' and not less than 30 days' notice, provided that the weighted average trading price of the Shares on the Toronto Stock Exchange ("TSX") for the 20 consecutive trading days ending 5 trading days preceding the date on which the notice of redemption is given is not less than 125% of the conversion price. On or after March 31, 2027 and prior to the maturity date, the debentures are redeemable at a price equal to the principal amount plus accrued and unpaid interest, at the Corporation's

option on not more than 60 days' and not less than 30 days' prior notice. On redemption or at maturity, the Corporation may, at its option, on not more than 60 days' and not less than 40 days' prior notice, elect to satisfy its obligation to pay all or a portion of the principal of the debentures by issuing that number of Shares of the Corporation obtained by dividing the principal amount being repaid by 95% of the weighted average trading price of the Shares for the 20 consecutive trading days ending on the fifth day preceding the redemption or maturity date

These convertible debentures were allocated into liability and equity components on the date of issuance as follows:

| Liability Equity | · | 0,700,000 3,000,000 |
|---------------------|-------|------------------------|
| Principal | \$ 4: | 3,700,000 |

OTHER LIABILITIES

Other liabilities for the Corporation include the following:

| Additional Liabilities | Ma | arch 31, 2023 | Decer | nber 31, 2022 | Change |
|--|----|---------------|-------|---------------|--------|
| Accounts Payable and Accrued Liabilities | \$ | 2,052,105 | \$ | 2,720,494 | (25%) |
| Shareholders' Dividend Payable | | 2,689,951 | | 3,172,688 | (15%) |
| Total | \$ | 4,742,056 | \$ | 5,893,182 | (20%) |

Accounts payable and accrued liabilities decreased by \$668,388 to \$2,052,105 as at March 31, 2023, compared to \$2,720,494 as at December 31, 2022. Accounts payable and accrued liabilities include interest payable of \$1,090,559 (December 31, 2022 – \$1,628,657) and accrued liabilities of \$961,547 (December 31, 2022 – \$1,091,837).

SHAREHOLDERS' EQUITY

Shareholders' equity at March 31, 2023 totaled \$399,717,858 compared to \$399,046,100 as at December 31, 2022. The Corporation had 34,486,550 Shares issued and outstanding as at March 31, 2023, compared to 34,485,740 Shares as at December 31, 2022. The increase is attributable to 810 Shares issued under the DRIP (2022 – 20,239 Shares), which amounted to additional shareholders' equity of \$9,330 (2022 – \$418,932).

On July 18, 2022, the Corporation received approval from the TSX for its intention to make a normal course issuer bid (the "NCIB") with respect to the Shares, the 5.30% convertible debentures, the 5.40% convertible debentures, the 5.50% convertible debenture, the 5.00% convertible debentures (due September 30,2028) and the 5.00% convertible debentures (due March 31, 2029). The notice provided that the Corporation may, during the 12-month period commencing July 18, 2022 and ending no later than July 17, 2023, purchase through the facilities of the TSX or alternative Canadian Trading Systems up to 3,359,442 Shares in total, being approximately 10% of the "public float" of Shares as of July 5, 2022; FC.DB.H \$2,621,831 aggregate principal amount of 2024 Debentures in total, being 10% of the "public float" of 2024 Debentures as of July 5, 2022; FC.DB.I \$2,478,894 aggregate principal amount of 2025 Debentures in total, being 10% of the "public float" of 2025 Debentures as of July 5, 2022; FC.DB.J \$2,462,188 aggregate principal amount of 2026 Debentures in total, being 10% of the "public float" of 2026 Debentures as of July 5, 2022; FC.DB.K \$4,600,000 aggregate principal amount of 2028 Debentures in total, being 10% of the "public float" of 2029 Debentures in total, being 10% of the "public float" of 2029 Debentures as of July 5, 2022. During the quarter ended f March 31, 2023, the Corporation did not purchase and cancel any Shares or convertible debentures under the NCIB.

ALLOWANCE FOR IMPAIRMENT

The Investment Portfolio consists primarily of the Corporation's participation in mortgage loans and real estate related debt investments. Such investments are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, the investments are measured at amortized cost using the effective interest method, less any allowance for impairment. The Corporation assesses individually significant investments at each reporting date to determine whether there is objective evidence of impairment. The allowance for impairment in respect of each investment measured at amortized cost is calculated as the difference between its carrying amount and the amount of the future cash flows estimated to be recoverable on the loan security. Estimates and assumptions are made as to the gross sale proceeds that would be generated on the forced sale of the real property securing the related mortgage loan and reflect estimates of the current local market conditions. Estimates are made as to the costs of enforcing under the mortgage loan and of realizing on the real property. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the allowance for impairment. These estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance. Changes in the allowance for impairment are recognized in the statement of income and reflected in the allowance for

impairment against the investments. Interest on the impaired assets continues to be recognized to the extent it is deemed to be collectible.

The allowance for credit losses is as follows:

| | Marc | h 31, 2023 | Decembe | er 31, 2022 |
|---|---|--|---|--|
| Investment Categories | Adjustments | Total Amount (before allowance) | Adjustments | Total Amount (before allowance) |
| Conventional First Mortgages Conventional Non-First Mortgages Related Debt Investments Debtor In Possession Loan Non-Conventional Mortgages | \$4,203,000 - - - - | \$ 540,935,841 34,735,178 60,204,284 6,306,738 9,631,774 | \$ 3,700,000 - - - - | \$ 551,779,067 33,439,892 60,122,951 6,098,235 9,563,451 |
| Total Specific Allowance / Amount IFRS 9 Collective Allowance Total Allowance | \$ 4,203,000 4,753,000 \$ 8,956,000 | \$ 651,813,815 | \$3,700,000 1,760,000 \$5,460,000 | \$ 661,003,596 |
| Fair Value Adjustment Total Allowance and Fair Value Adjustment | 4,700,000 \$ 13,656,000 | | 4,700,000 \$ 10,160,000 | |

The following table presents the changes to the allowance for credit losses on loans as at March 31, 2023:

| | 1 | 2 | | 3 | Total |
|----------------------------|-----------------|---------------|----|--------------|-----------------|
| Balance at January 1, 2023 | \$ 1,358,000 | \$ 183,000 | \$ | 3,919,000 | \$ 5,460,000 |
| New fundings | 53,0000 | 8,000 | | - | 61,000 |
| Discharges | (46,000) | | | | (46,000) |
| Transfer to (from): | | | | | |
| Stage 1 | (36,000) | 1,000 | | 35,000 | - |
| Stage 2 | - | (18,000) | | 18,000 | - |
| Stage 3 | - | 39,000 | | (39,000) | - |
| Remeasurements | 1,676,000 | 104,000 | | 104,000 | 3,481,000 |
| Balance at March 31, 2023 | \$ 3,006,000 | \$ 317,000 | , | \$ 5,634,000 | \$ 8,956,000 |

The loans comprising the Investment Portfolio are stated at amortized cost or FVTPL. As of March 31, 2023, the allowance for impairment and fair value adjustment was \$13,656,000 (December 31, 2022, allowance for impairment and fair value adjustment – \$10,160,000) of which \$4,203,000 (December 31, 2022 – \$3,700,000) represents the total amount of management's estimate of the shortfall between the investment balances and the estimated recoverable amount from the security under the specific loans, the total amount of management's estimate of fair value adjustment was \$4,700,000 (2022 -\$4,700,000) on an investment stated at FVTPL at March 31, 2023.

The Corporation also assessed collectively for impairment to identify potential future losses, by grouping the Investment Portfolio with similar risk characteristics to determine whether a collective allowance should be recorded due to loss events for which there is objective evidence but whose effects are not yet evident. Based on the amounts determined by this analysis, the Corporation used judgement to determine the amounts calculated. As at March 31, 2023, the Corporation carries a collective impairment allowance of \$4,753,000 (December 31, 2022 – \$1,760,000). The Corporation has an allowance against its interest receivable in the amount of \$968,504 as at March 31, 2023 (December 31, 2022 – \$1,233,832).

As at March 31, 2023, the Investment Portfolio includes four investments totaling \$30,065,605 (December 31, 2022 – three investments totaling \$24,789,855) for which a specific allowance of \$4,203,000 (December 31, 2022 – \$3,700,000) was recorded in the Corporation's allowance for impairment.

As at March 31, 2023, the Investment Portfolio includes one investment totaling \$6,896,896 (December 31, 2022 – \$6,902,502) for which a fair value loss adjustment of \$4,700,000 was recorded (December 31, 2022 - \$4,700,000).

The following table presents the staging of gross investments at amortized costs as at March 31, 2023:

| Gross Investments at amortized cost | | | | | | |
|---|-------------------|------------------|----|------------|----|-------------|
| | Stage 1 | Stage 2 | | Stage 3 | | Total |
| Conventional first mortgages | \$ 448,700,531 | \$ 43,529,153 | \$ | 48,706,158 | \$ | 540,935,842 |
| Conventional non-first mortgages | 31,243,015 | 3,000,000 | | 492,162 | | 34,735,177 |
| Related debt investments | 39,830,952 | - | | - | | 39,830,952 |
| Debtor in possession loan | 6,306,738 | - | | - | | 6,306,738 |
| Non-conventional mortgages | 5,805,927 | 1,328,571 | | 2,497,275 | | 9,631,773 |
| Total gross investments at amortized cost | 531,887,163 | 47,857,724 | | 51,695,595 | | 631,440,482 |
| By geography: | | | | | | |
| Canada | \$ 530,851,888 | \$ 34,305,000 | \$ | 51,695,595 | \$ | 616,852,483 |
| United States | 1,035,275 | 13,552,724 | • | - | • | 14,587,999 |
| Total gross investments at amortized cost | \$ 531,887,163 | \$ 47,857,724 | \$ | 51,695,595 | \$ | 631,440,482 |

The following table presents the staging of gross investments at amortized costs as at December 31, 2022:

| Gross investments at amortized cost | | | | | | | |
|---|----|-------------|------------------|----|------------|----|-------------|
| | | Stage 1 | Stage 2 | | Stage 3 | | Total |
| Conventional first mortgages | \$ | 476,282,168 | \$ 41,585,169 | \$ | 33,911,730 | \$ | 551,779,067 |
| Conventional non-first mortgages | | 29,949,892 | 3,000,000 | | 490,000 | | 33,439,892 |
| Related debt investments | | 39,830,951 | - | | - | | 39,830,951 |
| Discounted debt investments | | 6,098,235 | - | | - | | 6,098,235 |
| Non-conventional mortgages | | 7,934,880 | 1,628,571 | | - | | 9,563,451 |
| Total gross investments at amortized cost | | 560,096,126 | 46,213,740 | | 34,401,730 | | 640,711,596 |
| By geography: | | | | | | | |
| Canada | \$ | 556,615,318 | \$ 32,650,000 | \$ | 34,401,730 | \$ | 623,667,048 |
| United States | · | 3,480,808 | 13,563,740 | • | - | • | 17,044,548 |
| Total gross investments at amortized cost | \$ | 560,096,126 | \$ 46,213,740 | \$ | 34,401,730 | \$ | 640,711,596 |

RELATED PARTY TRANSACTIONS

Transactions with related parties are in the normal course of business and are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties and are measured at fair value.

The Corporation Manager (a company related to certain officers and/or directors of the Corporation) receives an allocation of interest, calculated at 0.75% per annum of the Corporation's daily outstanding performing investment balances. For the three months ended March 31, 2023, this amount was \$1,496,289 (2022 – \$1,151,540). Included in accounts payable and accrued liabilities at March 31, 2023 are amounts payable to the Corporation Manager of \$392,958 (December 31, 2022 – \$379,186).

The Mortgage Banker (a company related to officers and/or directors of the Corporation) receives certain fees from borrowers as follows: loan servicing fees equal to 0.10% per annum on the principal amount of each of the Corporation's investments; 75% of all of the commitment and renewal fees generated from the Corporation's investments; and 25% of all of the special profit income generated from the non-conventional investments after the Corporation has yielded a 10% per annum return on its investments. Interest and fee income of the Corporation is net of the loan servicing fees paid to the Mortgage Banker of approximately \$426,000 for the three months ended March 31, 2023 (2022 – \$154,000). The Mortgage Banker also retains all overnight float interest and incidental fees and charges payable by borrowers on the Corporation's investments.

The Corporation's Joint Venture Agreement and Mortgage Banking Agreement contain, respectively, allowances for the payment of termination fees to the Corporation Manager and Mortgage Banker in the event that the respective agreements are either terminated or not renewed.

A significant number of the Corporation's investments are shared with other investors of the Mortgage Banker, which may include members of management of the Mortgage Banker and/or officers or directors of the Corporation. The Corporation ranks equally with other members of the syndicate as to receipt of principal and income.

KEY MANAGEMENT COMPENSATION

Aggregate compensation paid to key management personnel (including payments to related parties for recovery of costs), consisted of short-term employee compensation of \$1,132,971 for the three months ended March 31, 2023 (2022 – \$1,055,835). All compensation was paid by the Corporation's Manager and not by the Corporation.

For the three months ended March 31, 2023, total director's fees paid were \$80,250 (2022 – \$80,250). Certain key management personnel are also directors of the Corporation and receive compensation from the Corporation Manager. The directors and officers of the Corporation held 802,967 Shares as at March 31, 2023 (December 31, 2022 – 802,967 Shares).

During 2022 the Corporation granted options to its officers, directors and employees to purchase up to 1,630,000 Shares (2021 – 100,000) at a price of \$11.62 per Share with the expiry date of July 6, 2032. Of the 1,630,000 options granted, 1,280,000 options vested immediately, and the remaining 350,000 options will vest on July 6, 2027. The fair value of the options granted was estimated at \$1,632,437 using the Black-Scholes options pricing model.

Related party transactions are further discussed and detailed in the Corporation's AIF and in note 12 of the accompanying unaudited interim consolidated financial statements of the Corporation for the month ended March 31, 2023.

INCOME TAXES

The Corporation qualifies as a mortgage investment corporation within the meaning of the *Income Tax Act* (Canada). As such, the Corporation is entitled to deduct from its taxable income dividends paid to shareholders during the year or within the first 90 days of the following taxation year. In order to maintain its status as a mortgage investment corporation, the Corporation must continually meet all criteria enumerated in the relevant section of the *Income Tax Act* (Canada) throughout each taxation year. The Corporation intends to maintain its status as a mortgage investment corporation and intends to distribute sufficient dividends in the year and in future years to ensure that the Corporation has no tax payable under the *Income Tax Act* (Canada). Accordingly, for financial statement reporting purposes, the tax deductibility of the Corporation's dividends results in the Corporation being effectively exempt from taxation and no allowance for current or deferred income taxes is required.

CRITICAL ACCOUNTING ESTIMATES

The determination of the impairment allowance for the Investment Portfolio is a critical accounting estimate.

The Investment Portfolio is classified as loans and receivables. Such investments are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, the mortgage loans are measured at amortized cost using the effective interest method, less any impairment losses. The investments are assessed at each reporting date to determine an impairment allowance. Losses are recognized in the statement of income and reflected in the allowance account against the mortgage investments. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through the statement of income. Management is required to consider the estimated future cash flow recovery from the collateral securing the mortgage investments. The estimation of cash flow recovery is performed on an individual mortgage basis and is based on assumptions pertinent to each mortgage investment. Each mortgage analysis often has unique factors that are considered in determining the cash flow and realizable value of the underlying security. The estimates are based on historical experience and other assumptions that management believes are responsible and appropriate in the circumstances. Actual results may differ from these estimates.

CLASSIFICATION & MEASUREMENT OF FINANCIAL ASSETS

Mortgage investments and other loans are classified based on the business model for managing assets and the contractual cash flow characteristics of the asset. The Corporation exercises judgment in determining both the business model for managing the assets and whether cash flows consist solely of principal and interest.

MEASUREMENT OF EXPECTED CREDIT LOSS

The expected credit loss model requires the recognition of credit losses based on 12 months of expected losses for performing loans and recognition of lifetime losses on performing loans that have experienced a significant increase in credit risk since origination.

The determination of a significant increase in credit risk takes into account different factors and varies by nature of investment. The Corporation assumes that the credit risk on a financial asset has increased significantly if it is more than 30 days past due as well as other criteria, such as watch list status and changes in weighted probability of default since origination.

The assessment of significant increase in credit risk requires experienced credit judgment. In determining whether there has been a significant increase in credit risk and in calculating the amount of expected credit losses, the Corporation must rely on estimates and exercise judgment regarding matters for which the ultimate outcome is unknown. These judgments include changes in circumstances that may cause future assessments of credit risk to be materially different from current assessments, which could require an increase or decrease in the allowance for credit losses.

The calculation of expected credit losses includes the explicit incorporation of forecasts of future economic inputs, such as real gross domestic product, interest rates and unemployment rates.

FINANCIAL INSTRUMENTS

The fair values of amounts receivable and prepaid expenses, bank indebtedness, accounts payable and accrued liabilities, and shareholder dividends payable approximate their carrying values due to their short-term maturities.

The fair value of the Investment Portfolio approximates its carrying value as the majority of the loans are fully open for repayment at any time without penalty and have floating interest rates. There is no quoted price in an active market for mortgage and loan investments or mortgage syndication liabilities. Management makes its determinations of fair value based on its assessment of the current lending market for mortgage and loan investments of the same or similar terms. As a result, the fair value of mortgage and loan investments is based on Level 3 on the fair value hierarchy.

The fair values of loans payable, when incurred, approximate their carrying values due to the fact that the majority of the loans are: (i) repayable in full, at any time, upon the repayment of the underlying loan that secures the loan payable, and (ii) have floating interest rates linked to the prime rate.

The fair value of convertible debentures, including their conversion option, has been determined based on the closing price of the debentures of the Corporation on the TSX for the applicable date.

The fair value of marketable securities has been determined based on the closing price of the security of the respective entity listed on the TSX for the applicable date.

The tables in note 15 of the unaudited interim consolidated financial statements of the Corporation for the three months ended March 31, 2023 present the fair values of the Corporation's financial instruments as at March 31, 2023 and December 31, 2022, respectively.

CONTRACTUAL OBLIGATIONS

Contractual obligations as at March 31, 2023 are due as follows:

| | Total | Les | ss than 1 year | 1-3 years | 4-7 years |
|--|-------------------|-----|----------------|------------|------------|
| Bank indebtedness | \$ 8,213,727 | \$ | 8,213,727 | \$ - | \$ - |
| Credit facility | 52,251,130 | | 52,251,130 | - | - |
| Accounts payable and accrued liabilities | 2,052,105 | | 2,052,105 | - | - |
| Shareholders' dividends payable | 2,689,951 | | 2,689,951 | - | - |
| Convertible debentures | 188,683,000 | | 22,500,000 | 76,483,000 | 89,700,000 |
| Subtotal - Liabilities | 253,889,913 | | 87,706,913 | 76,483,000 | 89,700,000 |
| Future advances under portfolio | 156,887,385 | | 156,887,385 | - | - |
| Liabilities and contractual obligations | \$ 410,777,298 | \$ | 244,594,298 | 76,483,000 | 89,700,000 |

SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies used are consistent with those as described in note 3 of the Corporation's unaudited interim consolidated financial statements for the three months ended March 31, 2023.

LIQUIDITY AND CAPITAL RESOURCES

As a result of the Corporation's intent to qualify as a mortgage investment corporation, the Corporation intends to distribute no less than 100% of the taxable income of the Corporation, determined in accordance with the *Income Tax Act* (Canada), to its shareholders. The result is that growth in the Investment Portfolio can only be achieved through the raising of additional equity, issuing debt, and utilizing available borrowing capacity. As at March 31, 2023, the Corporation had not utilized its full leverage availability, being a maximum of 50% of its first mortgage investments. Unadvanced committed funds under the existing Investment Portfolio amounted to \$157 million as at March 31, 2023 (December 31, 2022 – \$146 million). These commitments are anticipated to be funded from the Corporation's credit facility and borrower repayments under the Investment Portfolio.

The Corporation has revolving credit facilities, with a demand revolving line of credit of \$30 million and a committed revolving line of credit of \$150 million to fund the timing differences between investment advances and investment repayments. The committed line is a committed facility with a maturity date of November 30, 2024. The Corporation is in compliance with the covenants contained in the credit facility and expects to be in compliance with such covenants going forward. The Corporation's investments are predominantly short-term in nature, and as such, the continual repayment by borrowers of existing mortgage investments creates liquidity for ongoing investments and funding commitments.

RISKS AND UNCERTAINTIES

The Corporation follows investment guidelines and operating policies, as outlined in the AIF. Our Board of Directors, in its discretion, may amend or approve investments that exceed these guidelines and policies as investments are made. These policies govern such matters as: (i) restricting exposure per mortgage investment; (ii) requirements for director approvals; and (iii) implementation of operational risk management policies.

The Corporation's independent directors take an active role in approving the investments that the Corporation makes. For the three months ended March 31, 2023, 14 investment proposals were sent to the Board of Directors for approval. Under the investment guidelines, investment amounts between \$1 million to \$2 million require one independent director's approval, and investments with total investment amounts over \$2 million require no less than three independent directors' approvals.

The Corporation is faced with the following ongoing risk factors, among others, that would affect shareholders' equity and the Corporation's ability to generate returns. A greater discussion of risk factors that affect the Corporation are included in the AIF under the section "Risk Factors", which section is incorporated herein by reference.

- Economic conditions, such as high inflation and an economic recession, that would result in a significant decline in real estate values, and/or worsening of borrower's financial position and corresponding loan losses.
- Under various federal, provincial and municipal laws, an owner or operator of real property could become liable for the cost of removal or remediation of certain hazardous or toxic substances released on or in its properties or disposed of at other locations. The existence of such liability can have a negative impact on the value of the underlying real property securing a mortgage. The Corporation does not own the real property securing its Investment Portfolio and thus would not attract the environmental liability that an owner would be exposed to. In rare circumstances where a mortgage is in default, the Corporation may take possession of real property and may become liable for environmental issues as a mortgage in possession. The Corporation obtains phase 1 environmental reports for mortgages where the Mortgage Banker determines that such reports would be prudent given the nature of the underlying property.
- The inability to obtain borrowings and leverage, thus reducing yield enhancement.
- Dependence on the Corporation Manager and Mortgage Banker. The Corporation's earnings are impacted by the Mortgage Banker's ability to source and generate appropriate investments that provide sufficient yields while maintaining pre-determined risk parameters. The Corporation has also entered into long-term contracts with the Mortgage Banker and the Corporation Manager, as more particularly described in the AIF. The Corporation is exposed to adverse developments in the business and affairs of the Corporation Manager and Mortgage Banker, since the day-to-day activities of the Corporation are run by the Corporation Manager and since all of the Corporation's investments are originated by the Mortgage Banker.
- Portfolio face rate fluctuations. The interest rate earned on the Corporation's Investment Portfolio fluctuates given that
 (i) it continually revolves given that it is short term in nature; and (ii) the portfolio is predominately floating rate interest
 with floors.
- Interest rate risk. The Corporation's operating loan is a floating rate and an increase in market interest rates would increase the Corporation's cost of borrowing. Increases in market interest rates could, in general, also negatively impact borrower's ability to service their debt and could impact real estate values.
- No guaranteed return. There is no guarantee as to the return that an investment in Shares of the Corporation will earn.
- Qualification as a Mortgage Investment Corporation. Although the Corporation intends to qualify at all times as a mortgage investment corporation, no assurance can be provided in this regard. If for any reason the Corporation does not maintain its qualification as a mortgage investment corporation under the Income Tax Act (Canada) (the "Tax Act"), dividends paid by the Corporation on the Shares will cease to be deductible by the Corporation in computing its income and will no longer be deemed by the rules in the Tax Act that apply to mortgage investment corporations to have been received by shareholders as bond interest or a capital gain, as the case may be. In consequence, the rules in the Tax Act regarding the taxation of public corporations and their shareholders should apply, with the result that the combined corporate and shareholder tax may be significantly greater.
- Investment Portfolio size. The Investment Portfolio size (and income generated thereon) can fluctuate and will decrease when repayments exceed new advances. Our ability to make investments in accordance with our objectives and investment policies depends upon the availability of suitable investments and the general economy and

marketplace. Repayments of investments can be significant given the open prepayment provision associated with most investments.

- Limited sources of borrowing. The Canadian financial marketplace is characterized as having a limited number of financial institutions that provide credit to entities such as ours. The limited availability of sources of credit may limit our ability to obtain additional leverage, if required.
- Liquidity risk. Liquidity risk is the risk the Corporation will not be able to meet its financial obligations as they come due. The Corporation's approach to managing liquidity risk is to ensure, to the extent possible, that it always has sufficient liquidity to meet its liabilities when they come due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Corporation's credit worthiness. The Corporation manages liquidity risk by forecasting cash flows from operations and anticipated investing and financing activities. If the Corporation is unable to continue to have access to its loans and mortgages syndications and revolving operating facility, the size of the Corporation's loan and mortgage investments will decrease, and the income historically generated through holding larger investments by utilizing leverage will not be earned.
- Demand loan bank indebtedness. A significant component of the Corporation's bank indebtedness is in the form of a demand facility, repayment of which can be demanded by the bank at any time.
- Specific investment risk for non-conventional mortgage and second mortgage investments. Non-conventional and second mortgage investments attract higher loan loss risk due to their subordinate ranking to other mortgage charges and sometimes high loan to value ratio. Consequently, this higher risk is compensated for by a higher rate of return. In order to mitigate risk and maintain a well-diversified Investment Portfolio, the operating policies of the Corporation generally limit the amount of Conventional Non-First Mortgage investments to a maximum of 30% of the Corporation's capital, subject to the Board of Directors' approval for any modifications to the operating policies.
- Reliance on Borrowers. After the funding of an investment, we rely on borrowers to maintain adequate insurance and proper adherence to environmental regulations during the ongoing management of their properties.
- Credit Risk. The Investment Portfolio is exposed to credit risk. Credit risk is the risk that a counterparty to a financial
 investment will fail to fulfill its obligations or commitment, resulting in a financial loss to the Corporation.
- Change in Legislation. There can be no assurance that certain laws applicable to the Corporation, including Canadian
 federal and provincial tax legislation, commodity and sales tax legislation, tax proposals, other governmental policies
 or regulations and governmental, administrative or judicial interpretation thereof, will not change in a manner that will
 adversely affect the Corporation or fundamentally alter the tax consequences to shareholders acquiring, holding or
 disposing of Shares.
- Litigation risk. We may, from time to time, become involved in legal proceedings in the course of our business. The costs of litigation and settlement can be substantial and there is no assurance that such costs will be recovered in whole or at all. During litigation, we might not receive payments of interest or principal on a mortgage that is the subject of litigation, which would affect our cash flows. An unfavourable resolution of any legal proceedings could have a material adverse effect on us, our financial position and results of operations.
- Ability to manage growth. We intend to grow our Investment Portfolio. In order to effectively deploy our capital and monitor our loans and investments in the future, we, the Corporation Manager and/or the Mortgage Banker will need to retain additional personnel and may be required to augment, improve or replace existing systems and controls, each of which can divert the attention of management from their other responsibilities and present numerous challenges. As a result, there can be no assurance that we would be able to effectively manage our growth and, if unable to do so, our Investment Portfolio, and the market price of our securities, may be materially adversely affected.
- Cyber risk. We collect and store confidential and personal information. Unauthorized access to our computer systems could result in the theft or publication of confidential information or the deletion or modification of records or could otherwise cause interruptions in our operations. In addition, despite implementation of security measures, our systems are vulnerable to damages from computer viruses, natural disasters, unauthorized access, cyber-attack and other similar disruptions. Any such system failure, accident or security breach could disrupt our business and make our applications unavailable. If a person penetrates our network security or otherwise misappropriates sensitive data, we could be subject to liability or our business could be interrupted, and any of these developments could have a material adverse effect on our business, results of operations and financial condition.
- Convertible debentures. Risks relating to the ownership of our outstanding convertible debentures are set out in the section entitled "Risk Factors" contained in each of our (final) prospectuses or prospectus supplements qualifying the distribution of such outstanding convertible debentures, which sections are incorporated herein by reference and available on SEDAR at www.sedar.com.
- Currency risk. Currency risk is the risk that the fair value or future cash flows of the Corporation's foreign currency-denominated investments and cash and cash equivalents will fluctuate based on changes in foreign currency exchange rates. Consequently, the Corporation is subject to currency fluctuations that may impact its financial position and results of operations. The Corporation manages its currency risk on its investments by borrowing the same amount as the investment in the same currency. As a result, a change in exchange rate of the Canadian dollar against the U.S. dollar will not change the net income and comprehensive income and equity.

Public Health Crisis. The Corporation's business, operations and financial condition could be materially adversely
affected by the outbreak of epidemics or pandemics or other health crises beyond its control.

RESPONSIBILITY OF MANAGEMENT AND THE BOARD OF DIRECTORS

Management is responsible for the information disclosed in this MD&A, and has in place the appropriate information systems, procedures, and controls to ensure that the information used internally by management and disclosed externally is complete, reliable, and timely. In addition, the Corporation's Audit Committee and Board of Directors provide an oversight role with respect to all public financial disclosures by the Corporation and have reviewed and approved this MD&A as well as the unaudited interim consolidated financial statements as at, and for the three months ended, March 31, 2023 and 2022.

CONTROLS AND PROCEDURES

The Corporation maintains appropriate information systems, procedures, and controls to ensure that information disclosed externally is complete, reliable, and timely. The Corporation's Chief Executive Officer and Chief Financial Officer evaluated, or caused an evaluation under their direct supervision, of the design and operating effectiveness of the Corporation's disclosure controls and procedures (as defined in National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings) as at March 31, 2023 and December 31, 2022 and have concluded that such disclosure controls and procedures were appropriately designed and were operating effectively.

The Corporation has also established adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of the Corporation's financial reporting and the preparation of the financial statements for external purposes in accordance with IFRS for periods effective January 1, 2010. The Corporation's Chief Executive Officer and the Chief Financial Officer assessed, or caused an assessment under their direct supervision, of the design and operating effectiveness of the Corporation's internal controls over financial reporting (as defined in National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings) as at March 31, 2023. Based on that assessment, it was determined that the Corporation's internal controls over financial reporting were appropriately designed and were operating effectively.

The Corporation did not make any changes to the design of the Corporation's internal controls over the financial reporting period ended March 31, 2023 that would have materially affected, or would be reasonably likely to materially affect, the Corporation's internal controls over financial reporting.

It should be noted that a control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected. These inherent limitations include, among other items: (i) that management's assumptions and judgments could ultimately prove to be incorrect under varying conditions and circumstances; (ii) the impact of any undetected errors; and (iii) controls may be circumvented by the unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any system of controls is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions.

FORWARD LOOKING INFORMATION

Certain information included in this MD&A contains forward-looking statements within the meaning of applicable securities laws including, among others, statements concerning our 2023 objectives and our strategies to achieve those objectives, as well as statements with respect to management's beliefs, estimates, and intentions, and similar statements concerning anticipated future events, results, circumstances, performance, or expectations that are not historical facts. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "expect", "intent", "estimate", "anticipate", "believe", "should", "plans", or "continue", or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management.

These statements are not guarantees of future performance and are based on our estimates and assumptions that are subject to risks and uncertainties, including those described above in this MD&A under Risks and Uncertainties, which could cause our actual results to differ materially from the forward-looking statements contained in this MD&A. Those risks and uncertainties include risks associated with mortgage lending, competition for mortgage lending, real estate values, interest rate fluctuations, environmental matters, and shareholder liability. Material factors or assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking information include the assumption that there is not a significant decline in the value of the general real estate market; market interest rates remain relatively stable; the Corporation is generally able to sustain the size of its Investment Portfolio; adequate investment opportunities are presented to the Corporation; and adequate bank indebtedness is available to the

Corporation;. Although the forward-looking information contained in this MD&A is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements.

All forward-looking statements in this MD&A are qualified by these cautionary statements. Except as required by applicable law, the Corporation undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise.



CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

FIRST QUARTER MARCH 31, 2023



For the Three Months Ended March 31, 2023 and 2022 (Unaudited)

The accompanying unaudited condensed consolidated interim financial statements of Firm Capital Mortgage Investment Corporation for the three months ended March 31, 2023, have been prepared by and are the responsibility of management. These unaudited condensed consolidated interim financial statements, together with the accompanying notes, have been reviewed and approved by members of Firm Capital Mortgage Investment Corporation's audit committee. In accordance with National Instrument 51-102, Firm Capital Mortgage Investment Corporation discloses that these unaudited condensed consolidated interim financial statements have not been reviewed by Firm Capital Mortgage Investment Corporation's auditors.

Interim Condensed Consolidated Balance Sheets (in Canadian dollars)

| As at | March 31, 2023 | D | ecember 31, 2022 |
|--|-------------------|----|------------------|
| Assets | | | |
| Amounts receivable and prepaid expenses (note 4) | \$ 6,492,075 | \$ | 6,385,608 |
| Marketable securities (note 5) | 47,739 | | 48,673 |
| Investment portfolio (note 6) | 637,208,844 | | 649,741,733 |
| Total assets | \$ 643,748,658 | \$ | 656,176,014 |
| Liabilities | | | |
| Bank indebtedness (note 7) | 8,213,727 | | 15,235,918 |
| Credit facility (note 7) | 52,251,130 | | 57,716,347 |
| Accounts payable and accrued liabilities | 2,052,105 | | 2,720,494 |
| Shareholders' dividends payable | 2,689,951 | | 3,172,688 |
| Convertible debentures (note 8) | 178,823,888 | | 178,284,467 |
| Total liabilities | \$ 244,030,801 | \$ | 257,129,914 |
| Shareholders' Equity | | | |
| Common shares (note 9) | 388,923,831 | | 388,914,500 |
| Equity component of convertible debentures | 7,110,000 | | 7,110,000 |
| Stock options (note 9) | 2,473,378 | | 2,453,050 |
| Contributed surplus | 2,330,276 | | 2,330,276 |
| Deficit | (1,119,628) | | (1,761,726) |
| Total shareholders' equity | \$ 399,717,857 | \$ | 399,046,100 |
| Commitments (note 6) | | | |
| Contingent liabilities (note 14) | | | |
| Total liabilities and shareholders' equity | \$ 643,748,658 | \$ | 656,176,014 |

See accompanying notes to interim condensed consolidated financial statements.

On behalf of the Directors:

"Eli Dadouch" "Jonathan Mair" ELI DADOUCH JONATHAN MAIR

Director Director

Interim Condensed Consolidated Statements of Income and Comprehensive Income For the Three Months Ended March 31, 2023 and 2022

(in Canadian dollars)

| | March 31, 2023 | March 31, 2022 |
|--|------------------|------------------|
| Revenues | | |
| Interest and fees income | \$ 18,963,997 | \$ 12,565,518 |
| Other income | 51,892 | 22,275 |
| | 19,015,889 | 12,587,793 |
| Operating expenses | | |
| Corporation manager interest allocation (note 12) | 1,496,289 | 1,158,511 |
| Interest expense (note 13) | 4,000,343 | 3,684,790 |
| General and administrative expenses | 321,426 | 265,154 |
| Share based compensation (note 9) | 21,431 | 4,532 |
| Provision/(recovery) for impairment on investment | | |
| portfolio and interest receivable (note 4 and 6) | 4,464,504 | (386,734) |
| | \$ 10,303,993 | \$ 4,726,253 |
| Net income and comprehensive income for the period | \$ 8,711,896 | \$ 7,861,540 |
| Earnings per share (note 10) | | |
| Basic | \$0.253 | \$0.232 |
| Diluted | \$0.242 | \$0.230 |

See accompanying notes to interim condensed consolidated financial statements.

Interim Condensed Consolidated Statements of Changes in Shareholders' Equity For the Three Months Ended March 31, 2023 and 2022

(in Canadian dollars)

| | ' | | - | Equity omponent of | | | | | |
|--|-----|------------------|----|--------------------|-----|-------------|--------------|-------------------|-------------------|
| | | | | convertible | | | Contributed | Surplus | Shareholders' |
| | Coi | mmon shares | | debentures | Sto | ock options | surplus | (Deficit) | equity |
| Balance at January 1, 2023 | \$ | 388,914,500 | \$ | 7,110,000 | \$ | 2,453,050 | \$ 2,330,276 | \$ (1,761,726) | \$399,046,100 |
| Proceeds from issuance of shares from dividend reinvestment | | 9,331 | | - | | - | - | - | 9,331 |
| Amortization of stock options granted (note 9 (b)) | | - | | - | | 20,328 | - | - | 20,328 |
| Net income and comprehensive income for the period | | - | | - | | - | - | 8,711,896 | 8,711,896 |
| Dividends to shareholders (note 11) | | - | | - | | - | - | (8,069,798) | (8,069,798) |
| Balance at March 31, 2023 | \$ | 388,923,831 | \$ | 7,110,000 | \$ | 2,473,378 | \$ 2,330,276 | \$ (1,119,628) | \$ 399,717,857 |
| Shares issued and outstanding (note 9) | | 34,486,550 | | | | | | | |
| | | | CO | Equity omponent of | | | | | |
| | | | | convertible | | | Contributed | Surplus | Shareholders' |
| | Co | mmon shares | | debentures | St | ock options | surplus | (Deficit) | equity |
| Balance at January 1, 2022 | \$ | 376,806,142 | \$ | 4,551,714 | \$ | 790,412 | \$ 1,888,562 | \$ (1,363,991) | \$ 382,672,839 |
| Proceeds from issuance of shares from dividend reinvestment | | 384,728 | | - | | - | - | - | 384,728 |
| Conversion and redemption of debentures | | 11,146,000 | | (132,714) | | - | 132,714 | - | 11,146,000 |
| Equity component of debentures issued during the year (note 8) | | - | | 3,000,000 | | - | - | - | 3,000,000 |
| Exercise of stock options (note 9 (b)) | | 534,427 | | - | | (4,326) | - | - | 530,101 |
| Amortization of stock option granted (note 9 (b)) | | - | | - | | 4,532 | - | - | 4,532 |
| Net income and comprehensive income for the period | | - | | - | | - | - | 7,861,540 | 7,861,540 |
| | | | | _ | | _ | _ | (7,940,890) | (7,940,890) |
| Dividends to shareholders (note 11) | | <u> </u> | | | | | | (1,010,00) | (1, 10, 10, 1000) |
| Dividends to shareholders (note 11) Balance at March 31, 2022 | \$ | - 388,871,297 | \$ | 7,419,000 | \$ | 790,618 | \$ 2,021,276 | \$ | \$ 397,658,850 |

See accompanying notes to interim condensed consolidated financial statements.

Interim Condensed Consolidated Statements of Cash Flows For the Three Months Ended March 31, 2023 and 2022

(in Canadian dollars)

| | | March 31, 2023 | March 31, 2022 | | |
|--|----------|---------------------|--------------------|--|--|
| Cash provided by (used in): | | | | | |
| Operating activities: | | | | | |
| Net Income for the period | \$ | 8,711,896 | \$ 7,861,540 | | |
| Adjustments for: | | | | | |
| Financing costs (net of implicit interest rate and deferred finance | | | | | |
| cost amortization) | | 3,460,922 | 3,130,934 | | |
| Implicit interest rate in excess of coupon rate - convertible | | 000 115 | 104 540 | | |
| debentures (note 8) | | 226,115 | 161,519 | | |
| Deferred finance cost amortization - convertible debentures (note 13) Provision /(recovery) for impairment on investment portfolio and | | 313,306 | 392,337 | | |
| interest receivable Amortization of stock option granted (note 9 (b)) | | 3,496,000 20,329 | (386,734) 4,532 | | |
| Changes in unrealized (gain)/loss on marketable securities investments (note 5) | | 934 | (2,533) | | |
| Net change in non-cash operating items: | | 334 | (2,333) | | |
| Accrued interest payable | | 514,344 | (579,525) | | |
| Receivables and prepaid expenses | | (106,467) | 498,508 | | |
| Accounts payable and accrued liabilities | | (668,389) | 582,621 | | |
| Net cash flow from operating activities | \$ | 15,968,990 | \$ 11,663,199 | | |
| | <u> </u> | -,, | , ,,,,,,,, | | |
| Financing activities: | | | | | |
| Dividend reinvestment in common shares | | 9,330 | 384,728 | | |
| Exercise of stock options | | - | 530,101 | | |
| Proceeds from convertible debentures issued (note 8) | | - | 43,700,000 | | |
| Redemption of convertible debenture (note 8) | | - | (9,919,000) | | |
| Debenture offering costs (note 8) | | - | (2,073,690) | | |
| Credit facility (note 7) | | (5,465,217) | (35,062,215) | | |
| Cash interest paid (note 13) | | (3,975,266) | (2,551,409) | | |
| Dividends to shareholders paid during the period (note 11) | | (8,552,535) | (8,276,252) | | |
| Net cash flow from financing activities | \$ | (17,983,688) | \$ (13,267,737) | | |
| Investing activities: | | | | | |
| Funding of investment portfolio | | (41,626,053) | (116,772,913) | | |
| Discharging of investment portfolio | | 50,662,942 | 144,676,403 | | |
| Net cash flow from investing activities | | 9,036,889 | 27,903,490 | | |
| Net increase in cash flow for the period | | 7,022,191 | 26,298,952 | | |
| Bank indebtedness beginning of period | | (15,235,918) | (20,550,644) | | |
| (Bank indebtedness) cash end of period (note 7) | \$ | (8,213,727) | \$ 5,748,308 | | |
| | - | .,,, | | | |
| Cash flows from operating activities include: Interest received (note 17) | \$ | 19,417,286 | \$ 11,237,138 | | |
| interest received (Hote 17) | Φ | 13,411,200 | φ 11,231,130 | | |

See accompanying notes to interim condensed consolidated financial statements.

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

1. Organization of Corporation

Firm Capital Mortgage Investment Corporation (the "Corporation"), through its mortgage banker, Firm Capital Corporation (the "Mortgage Banker), is a non-bank lender providing primarily residential and commercial short-term bridge and conventional real estate financing, including construction, mezzanine, and equity investments. The Shares of the Corporation are listed on the Toronto Stock Exchange under the symbol "FC". The Corporation is a Canadian mortgage investment corporation, and the registered office of the Corporation is 163 Cartwright Avenue, Toronto, Ontario, M6A 1V5. FC Treasury Management Inc. is the Corporation's manager (the "Corporation Manager"). The Corporation was incorporated pursuant to the laws of Canada on October 22, 2010.

2. Basis of presentation

The unaudited interim condensed consolidated financial statements of the Corporation have been prepared by management in accordance with International Accounting Standards ("IAS") 34, Interim Financial Reporting as issued by the International Accounting Standards Board ("IASB"). The preparation of these unaudited interim condensed consolidated financial statements is based on accounting policies and practices in accordance with International Financial Reporting Standards ("IFRS"). The accompanying unaudited condensed interim consolidated financial statements should be read in conjunction with the notes to the Corporation's audited consolidated financial statements for the year ended December 31, 2022, since they do not contain all disclosures required by IFRS for annual financial statements. These unaudited interim condensed consolidated financial statements reflect all normal and recurring adjustments that are, in the opinion of management, necessary for a fair presentation of the respective interim periods presented.

These unaudited interim condensed consolidated financial statements have been prepared on the historical cost basis, except for financial instruments classified as fair value through comprehensive income or available for sale through other comprehensive income, which are measured at fair value. These financial statements are presented in Canadian dollars, which is the Corporation's functional currency.

These unaudited interim condensed consolidated financial statements were approved by the Board of Directors on May 4, 2023.

3. Significant accounting policies

The significant accounting policies used in the preparation of these unaudited interim condensed consolidated financial statements are consistent with those as described in note 3 of the Corporation's audited consolidated financial statements for the year ended December 31, 2022.

4. Amounts receivable and prepaid expenses.

The following is a breakdown of amounts receivable and prepaid expenses as at March 31, 2023 and December 31, 2022:

| | March 31, 2023 | | Dece | ember 31, 2022 |
|--|----------------|-----------|------|----------------|
| Interest receivable, net of impairment allowance | \$ | 5,721,806 | \$ | 5,351,458 |
| Prepaid expenses | | 616,431 | | 637,567 |
| Fees receivable | | 128,542 | | 362,263 |
| Special income receivable | | 25,296 | | 34,320 |
| Amounts receivable and prepaid expenses | \$ | 6,492,075 | \$ | 6,385,608 |

Interest receivable is net of the impairment allowance of \$968,504 (December 31, 2022 - \$1,233,819).

5. Marketable securities

The Corporation holds units in publicly traded real estate investment trusts, which are classified as fair value through profit or loss ("FVTPL"). The fair value of the units is based on the closing price of the investments, which are actively traded and any adjustments to fair value are reflected in other income. The fair value of the marketable securities at March 31, 2023 is \$47,739 (December 31, 2022 – \$48,673). For the three months ended March 31, 2023, the Corporation recorded an unrealized loss of \$934 (2022 – an unrealized gain of \$2,533) which is included in other income.

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

6. Investment portfolio

The following is a breakdown of the investment portfolio as at March 31, 2023 and December 31, 2022:

| | March 31, 2 | 2023 | December 31, 2022 | | | |
|---|----------------|--------|-------------------|-------------|--------|--|
| Conventional first mortgages | \$ 540,935,841 | 84.9% | \$ | 551,779,067 | 84.9% | |
| Related debt investments | 39,830,951 | 6.2% | | 39,830,951 | 6.1% | |
| Conventional non-first mortgages | 34,735,178 | 5.4% | | 33,439,892 | 5.2% | |
| Non-conventional mortgages | 9,631,774 | 1.5% | | 9,563,451 | 1.5% | |
| Debtor in possession loan | 6,306,738 | 1.0% | | 6,098,235 | 0.9% | |
| Total investments (at amortized cost) | 631,440,482 | 99.1% | | 640,711,596 | 98.6% | |
| Allowance for impairment on investments (at amortized cost) | (8,956,000) | (1.4%) | | (5,460,000) | (0.8%) | |
| Unamortized fees | (948,971) | (0.1%) | | (1,101,863) | (0.2%) | |
| Total investments (at amortized cost), net | \$ 621,535,511 | 97.5% | \$ | 634,149,733 | 97.6% | |
| Total investments (at FVTPL) | 15,673,333 | 2.5% | | 15,592,000 | 2.4% | |
| Total investments | \$ 637,208,844 | 100.0% | \$ | 649,741,733 | 100.0% | |
| By geography | | | | | | |
| Canada | \$ 620,164,296 | 97.3% | \$ | 632,704,403 | 97.4% | |
| United States | 17,044,548 | 2.7% | | 17,037,330 | 2.6% | |
| Total | \$ 637,208,844 | 100.0% | \$ | 649,741,733 | 100.0% | |

Included in conventional first mortgages are two United States ("US") dollar denominated investments (at amortized cost) of \$14,587,999 (US\$10,779,575) (December 31, 2022 – four US dollar denominated investments of \$17,044,548 (US\$12,584,575)).

Included in related debt investments (classified at FVTPL) are two US dollar denominated investments totaling \$10,663,130 (US\$7,879,354), (December 31, 2022 – two US dollar denominated investments totaling \$10,671,797 (US\$7,879,354)). These investments are a participation by the Corporation in limited partnerships that have provided equity to real estate entities in the US. As at March 31, 2023, a fair value loss adjustment on one US dollar denominated investment of \$4,700,000 has been recognized (2022–\$4,700,000).

For the three months ended March 31, 2023, income recorded on the US investments (at amortized cost and FVTPL) was \$458,642 (US\$341,123), (2022 – \$337,581 (US\$284,735)). These amounts are included in interest and fees income.

Related debt investments (classified as FVTPL) as at March 31, 2023 also included seven Canadian investments (December 31, 2022 – seven Canadian investments) totaling \$9,710,203 (December 31, 2022 – \$9,620,203).

As at March 31, 2023 and December 31, 2022, there were no mortgages with first priority participants.

Conventional first mortgages are loans secured by a first priority mortgage charge with loan to values not exceeding 75%. Conventional non-first mortgages are loans with mortgage charges not registered in first priority with loan to values not exceeding 75%. Related debt investments are loans that may not necessarily be secured by mortgage charge security. A debtor in possession loan ("DIP Loan"), is a loan obtained by an insolvent debtor while that debtor is restructuring its business under the Companies' Creditor Arrangement Act (Canada). A DIP Loan has top priority on the assets of the debtor company awarded by the court. Discounted debt investments are loans purchased from arms-length third parties at a discount to their face value. Non-conventional mortgages are loans that in some cases have loan to values that exceed or may exceed 75%. Related debt investments and non-conventional mortgage investments at times are a source of special profit participation earned by the Corporation.

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

The following is a breakdown of the investment portfolio as at March 31, 2023:

| | G | ross carrying amount | | | Fair value adjustment | Carrying amoun | | |
|----------------------------------|----|----------------------|----|-----------|--------------------------|----------------|-------------|--|
| Conventional first mortgages | \$ | 540,935,841 | \$ | 7,488,000 | \$ - | \$ | 533,447,841 | |
| Conventional non-first mortgages | | 34,735,178 | | 486,000 | - | | 34,249,178 | |
| Related debt investments | | 60,204,284 | | 275,000 | 4,700,000 | | 55,229,284 | |
| Debtor in possession loan | | 6,306,738 | | 21,000 | - | | 6,285,738 | |
| Non-conventional mortgages | | 9,631,774 | | 686,000 | - | | 8,945,774 | |
| | \$ | 651,813,815 | \$ | 8,956,000 | \$ 4,700,000 | \$ | 638,157,815 | |
| Unamortized fees | | _ | | | | | (948,971) | |
| Total investment portfolio | | | | | | | 637,208,844 | |

Included in the total provision for impairment of \$8,956,000 is a collective allowance of \$4,753,000.

The following is a breakdown of the investment portfolio as at December 31, 2022:

| | Gross carrying amount | Provision for impairment | Fair value adjustment | С | arrying amount |
|----------------------------------|--------------------------|--------------------------|--------------------------|----|----------------|
| Conventional first mortgages | \$ 551,779,067 | \$ 4,895,000 | \$ - | \$ | 546,884,067 |
| Conventional non-first mortgages | 33,439,892 | 117,000 | - | | 33,322,892 |
| Related debt investments | 60,122,951 | 107,000 | 4,700,000 | | 55,315,951 |
| Debtor in possession loan | 6,098,235 | 7,000 | - | | 6,091,235 |
| Non-conventional mortgages | 9,563,451 | 334,000 | - | | 9,229,451 |
| | \$ 661,003,596 | \$ 5,460,000 | \$ 4,700,000 | \$ | 650,843,596 |
| Unamortized fees | | | | \$ | (1,101,863) |
| Total investment portfolio | | | | | 649,741,733 |

Included in the total provision for impairment of \$5,460,000 is a collective allowance of \$1,760,000.

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

The following table presents the staging of gross investments at amortized cost as at March 31, 2023:

| Gross Investments at amortized cost | | | | | | | | |
|---|----|-------------|----|------------|----|------------|----|-------------|
| | | Stage 1 | | Stage 2 | | Stage 3 | | Total |
| Conventional first mortgages | \$ | 448,700,531 | \$ | 43,529,153 | \$ | 48,706,158 | \$ | 540,935,842 |
| Conventional non-first mortgages | | 31,243,015 | | 3,000,000 | | 492,162 | | 34,735,177 |
| Related debt investments | | 39,830,952 | | - | | - | | 39,830,952 |
| Debtor in possession loan | | 6,306,738 | | - | | - | | 6,306,738 |
| Non-conventional mortgages | | 5,805,927 | | 1,328,571 | | 2,497,275 | | 9,631,773 |
| Total gross investments at amortized cost | | 531,887,163 | | 47,857,724 | | 51,695,595 | | 631,440,482 |
| By geography: | | | | | | | | |
| Canada | \$ | 530,851,888 | \$ | 34,305,000 | \$ | 51,695,595 | \$ | 616,852,483 |
| United States | | 1,035,275 | | 13,552,724 | | - | | 14,587,999 |
| Total gross investments at amortized cost | \$ | 531,887,163 | \$ | 47,857,724 | \$ | 51,695,595 | \$ | 631,440,482 |

The following table presents the staging of gross investments at amortized cost as at December 31, 2022:

| Gross investments at amortized cost | | | | |
|---|--------------------------------|--------------------------------|------------------|---------------------------------|
| | Stage 1 | Stage 2 | Stage 3 | Total |
| Conventional first mortgages | \$ 476,282,168 | \$ 41,585,169 | \$ 33,911,730 | \$ 551,779,067 |
| Conventional non-first mortgages | 29,949,892 | 3,000,000 | 490,000 | 33,439,892 |
| Related debt investments | 39,830,951 | - | - | 39,830,951 |
| Discounted debt investments | 6,098,235 | - | - | 6,098,235 |
| Non-conventional mortgages | 7,934,880 | 1,628,571 | - | 9,563,451 |
| Total gross investments at amortized cost | 560,096,126 | 46,213,740 | 34,401,730 | 640,711,596 |
| By geography: | | | | |
| Canada United States | \$ 556,615,318 3,480,808 | \$ 32,650,000 13,563,740 | \$ 34,401,730 | \$ 623,667,048 17,044,548 |
| Total gross investments at amortized cost | \$ 560,096,126 | \$ 46,213,740 | \$ 34,401,730 | \$ 640,711,596 |

The following table presents the provision for credit losses on investments as at March 31, 2023:

| Provision for impairment of credit losses | on loans | | | | |
|---|----------|-----------|---------------|-----------------|-----------------|
| | | Stage 1 | Stage 2 | Stage 3 | Total |
| Conventional first mortgages | \$ | 1,810,000 | \$ 301,000 | \$ 5,377,000 | \$ 7,488,000 |
| Conventional non-first mortgages | | 413,000 | 16,000 | 57,000 | 486,000 |
| Related debt investments | | 275,000 | - | - | 275,000 |
| Non-conventional mortgages | | 486,000 | - | 200,000 | 686,000 |
| Debtor in possession loan | | 21,000 | - | - | 21,000 |
| Total | \$ | 3,005,000 | \$ 317,000 | \$ 5,434,000 | \$ 8,956,000 |
| By geography: | | | | | |
| Canada | \$ | 3,001,000 | \$ 272,000 | \$ 5,634,000 | \$ 8,907,000 |
| United States | | 4,000 | 45,000 | - | 49,000 |
| Total | \$ | 3,005,000 | \$ 317,000 | \$ 5,634,000 | \$ 8,956,000 |

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

The following table presents the provision for credit losses on investments as at December 31, 2022:

| Provision for impairment of credit losses on loa | ns | | | | |
|--|----|-----------|---------------|-----------------|-----------------|
| | | Stage 1 | Stage 2 | Stage 3 | Total |
| Conventional first mortgages | \$ | 799,000 | \$ 177,000 | \$ 3,919,000 | \$ 4,895,000 |
| Conventional non-first mortgages | | 111,000 | 6,000 | - | 117,000 |
| Related debt investments | | 107,000 | - | - | 107,000 |
| Non-conventional mortgages | | 334,000 | - | - | 334,000 |
| Debtor in possession loan | | 7,000 | - | - | 7,000 |
| Total | \$ | 1,358,000 | \$ 183,000 | \$ 3,919,000 | \$ 5,460,000 |
| By geography: | | | | | |
| Canada | \$ | 1,358,000 | \$ 167,000 | \$ 3,919,000 | \$ 5,444,000 |
| United States | | - | 16,000 | - | 16,000 |
| Total | \$ | 1,358,000 | \$ 183,000 | \$ 3,919,000 | \$ 5,460,000 |

The following table presents the changes to the provision for credit losses on investments as at March 31, 2023:

| The changes to the provision | Stage 1 | Stage 2 | Stage 3 | Total |
|-----------------------------------|-----------------|---------------|-----------------|-----------------|
| Balance at January 1, 2023 | \$ 1,358,000 | \$ 183,000 | \$ 3,919,000 | \$ 5,460,000 |
| New fundings | 53,000 | 8,000 | - | 61,000 |
| Discharges | (46,000) | - | - | (46,000) |
| Transfer to (from) ¹ : | | | | |
| Stage 1 | (36,000) | 1,000 | 35,000 | - |
| Stage 2 | - | (18,000) | 18,000 | - |
| Stage 3 | - | 39,000 | (39,000) | - |
| Remeasurements ² | 1,676,000 | 104,000 | 1,701,000 | 3,481,000 |
| Balance at March 31, 2023 | \$ 3,005,000 | \$ 317,000 | \$ 5,634,000 | \$ 8,956,000 |

Transfers between stages which are presumed to occur before any corresponding remeasurement of the allowance

The loans comprising the investment portfolio are stated at amortized cost and FVTPL. As at March 31, 2023, the provision for impairment is \$8,956,000 (December 31, 2022 – \$5,460,000) of which \$4,203,000 (December 31, 2022 – \$3,700,000) represents the total amount of management's estimate of the shortfall between the investment balances and the estimated recoverable amount from the security under the specific loans in default.

The Corporation also assessed collectively for impairment to identify potential future losses, by grouping the investment portfolio with similar risk characteristics, to determine whether a collective allowance should be recorded due to loss events for which there is objective evidence but whose effects are not yet evident. Based on the amounts determined by the analysis, the Corporation used judgement to determine the amounts calculated. As at March 31, 2023, the Corporation carries a collective allowance of \$4,753,000 (December 31, 2022 – \$1,760,000).

The investment portfolio as at March 31, 2023, included four investments totaling \$30,065,605 (December 31, 2022 – three investments totaling \$24,789,855) for which a specific allowance of \$4,203,000 (December 31, 2021 – \$3,700,000) was recorded in the Corporation's provision for impairment (at amortized cost).

The loans comprising the investment portfolio bear interest at the weighted average rate of 11.15% per annum as at March 31, 2023 (December 31, 2022 – 10.99% per annum) and mature by 2026.

The unadvanced funds under the existing investment portfolio (which are commitments of the Corporation) amounted to \$156,887,385.

Remeasurement represents the change in the expected credit loss related to changes in model inputs or assumptions, including changes in macroeconomic conditions, balances changes, and changes in measurement following a transfer between stages.

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

| The contractual | maturity dates | s of the investmer | nt nortfolio as | at March 31 | 2023. |
|-----------------|----------------|--------------------------|------------------|-----------------|-------|
| THE CONTRACTOR | matunty dates | 3 OI 1110 11110 C31111C1 | it bui tiuliu as | ativiai oii oi. | 2020. |

| 2023 | \$ 402,542,214 |
|------|-------------------|
| 2024 | 189,278,622 |
| 2025 | 52,017,979 |
| 2026 | 7,975,000 |
| | \$ 651,813,815 |

Borrowers who have open loans generally have the option to repay principal at any time prior to the maturity date without penalty, subject to written notice, according to the terms of each mortgage loan.

The Corporation enters into participation agreements with respect to certain mortgage investments from time to time, whereby the other participating investors take the senior position, and the Corporation retains a subordinated position. Under these participation agreements, the Corporation retains a residual portion of the credit and/or default risk as a result of holding the subordinated interest in the mortgage and has therefore not met the de-recognition criteria described in the notes to the annual financial statements.

The portion of such mortgage interests held by the priority participant is included in investment portfolio and recorded as loans payable. Any gross interest and fees earned on the priority participants' interests and the related interest expense is recognized in income and profit.

As at March 31, 2023, excluding investments for which there is an allowance or investments at FVTPL, the investment portfolio had one investment totaling \$1,590,000 (December 31, 2022 – one investments totaling \$1,890,000) with contractual interest arrears greater than 60 days past due amounting to \$31,553 (December 31, 2022 – \$67,805).

The investment portfolio as at March 31, 2023, included eight investments totaling \$29,312,378 (December 31, 2022 – four investments totaling \$15,250,230) with maturity dates that are past due and for which no extension or renewal was in place. Three of these investments totaling \$19,536,001 (December 31, 2022 – one investments totaling \$7,363,355) has a specific allowance recorded against it included in the Corporation's provision for impairment. The remaining five investments with a maturity date that is past due and for which no extension or renewal was in place amounted to \$9,776,312 (December 31, 2022 – two investments totaling \$5,761,875), and it has been determined that no specific allowance is required.

As at March 31, 2023, 193 of the Corporation's 254 investments (investment amount of \$591,310,405) are shared with other participants.

The Mortgage Banker services the entire investment in which the Corporation is a participant, on behalf of all participants and except for the case of an investment with a first priority syndicate participant (i.e., loans payable), the Corporation ranks pari-passu with other members of the syndicate as to receipt of principal, interest and fees. As at March 31, 2023, and December 31, 2022 no investment with first priority syndicate participation was outstanding.

Investments classified at FVTPL:

As at March 31, 2023, there are nine investments totalling \$20,373,332 (December 31, 2022 – nine investments totalling \$20,292,000) that are carried at FVTPL and a fair value adjustment of \$4,700,000 (December 31, 2022 – \$4,700,000) is recorded against one of these investments (note 15).

7. Credit facility and bank indebtedness

The Corporation has revolving syndicate credit facilities with the Toronto – Dominion Bank as administrative agent, and the lenders party thereto, as lenders as of November 28, 2022 of which \$60,464,857 includes the credit facility and bank indebtedness balance as at March 31, 2023 (December 31, 2022 – \$72,952,265). Interest on the credit facility and bank indebtedness is predominantly charged at a rate that varies with bank prime and may have a component with a fixed interest rate established based on a formula linked to bankers' acceptance rates. The syndicate credit arrangement comprises a revolving operating facility, a component of which is a demand facility and a component of which had a committed term (further detailed in note 16 (c)). Bank indebtedness is secured by a general security agreement. The syndicate credit agreement contains certain financial covenants that must be maintained. As at March 31, 2023 and December 31, 2022, the Corporation was in compliance with all financial covenants.

As at March 31, 2023, the credit facility drawn amount was \$52,251,130 and the bank indebtedness was \$8,213,727 (December 31, 2022, the credit facility drawn amount was \$57,716,347 and the bank indebtedness was \$15,235,918).

The draw on the credit facility in the amount of \$52,251,130 at March 31, 2023 (December 31, 2022 – \$57,716,347), related to both borrowings in Canadian dollars of \$27,000,000 (December 31, 2022 – \$30,000,000) and US dollars of \$18,658,931 (in Canadian dollars

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

\$25,251,131), (December 31, 2022 US dollar borrowings of \$20,463,931 (in Canadian dollars \$27,716,347)). The borrowing in US dollars exactly matches the amount of US investments, thereby acting as an economic hedge against currency exposure.

8. Convertible Debentures

| | Т | hree Months Ended March 31, 2023 | Year Ended December 31, 2022 |
|---|----|-------------------------------------|---------------------------------|
| Carrying value, beginning of the period | \$ | 178,284,467 | \$ 177,807,478 |
| Issued | | - | 41,634,850 |
| Equity component of debenture | | - | (3,000,000) |
| Conversions of debentures to shares | | - | (11,155,000) |
| Repayment | | - | (29,252,000) |
| Implicit interest rate in excess of coupon rate | | 226,115 | 786,714 |
| Deferred finance cost | | 313,306 | 1,462,425 |
| Carrying value, end of the period | \$ | 178,823,888 | \$ 178,284,467 |

The continuity of the convertible debentures for the three months ended March 31, 2023:

| 5.1 | Balance, beginning of | | | | | cit interest excess of | | Deferred | | ıpon | | Balance, | Maturity |
|--------------|--------------------------|-----|-----|----------|-----|---------------------------|------|----------|--------|-------|----|---------------|-----------|
| Debenture | period | ISS | ued | Conversi | ons | coupon | fina | nce cost | Redemp | otion | е | nd of period | date |
| FC.DB.G 5.2% | \$ 22,282,919 | \$ | - | \$ | - | \$ 12,850 | \$ | 40,588 | \$ | - | \$ | 22,336,357 | 31-Dec-23 |
| FC.DB.H 5.3% | 26,135,530 | | - | | - | 8,116 | | 45,591 | | - | | 26,189,237 | 31-Aug-24 |
| FC.DB.I 5.4% | 24,441,710 | | - | | - | 11,551 | | 41,591 | | - | | 24,494,852 | 30-Jun-25 |
| FC.DB.J 5.5% | 24,108,937 | | - | | - | 27,229 | | 40,530 | | - | | 24,176,696 | 31-Jan-26 |
| FC.DB.K 5.0% | 42,202,647 | | - | | - | 77,658 | | 72,460 | | - | | 42,352,765 | 30-Sep-28 |
| FC.DB.L 5.0% | 39,112,724 | | - | | - | 88,711 | | 72,546 | | - | | 39,273,981 | 31-Mar-29 |
| Total | \$ 178,284,467 | \$ | - | \$ | - | \$ 226,115 | \$ | 313,306 | \$ | - | ; | \$178,823,888 | |

During the first quarter ended March 31, 2023 no debentures were converted into Shares.

As at March 31, 2023, debentures payable bear interest at the weighted average effective rate of 5.19% per annum (December 31, 2022 – 5.19% per annum). Notwithstanding the carrying value of the convertible debentures, the principal balance outstanding to the debenture holders is \$188,683,000 as at March 31, 2023 (December 31, 2022 – \$188,683,000).

During 2022, \$11,155,000 of the principal amount of our convertible debentures were converted into 799,616 Shares (December 31, 2021 – \$2,201,000 was converted into 157,490 Shares).

On March 4, 2022, the Corporation completed the redemption of its 5.30% convertible unsecured subordinated debentures (FC.DB.E), which were scheduled to mature on May 31, 2022, for payment in cash in the aggregate principal amount of \$9,919,000 and all accrued interest to the time of redemption. Prior to redemption, \$11,080,000 of the convertible debenture series FC.DB.E 5.3% were converted into 794,260 Shares at price of \$13.95.

On December 30, 2022, the Corporation completed the redemption of its 5.50% convertible unsecured subordinated debentures (FC.DB. F). This redemption was completed with a cash payment of the aggregate principal amount of \$19,333,000 plus all accrued interest to the time of redemption.

On January 27, 2022, the Corporation completed a public offering of 5.00% convertible unsecured subordinated debentures at a price of \$1,000 per debenture for gross proceeds of \$40,000,000. On February 2, 2022, the over-allotment option for this offering was exercised whereby additional 5.00% convertible unsecured subordinated debentures at a price of \$1,000 per debenture for gross proceeds of \$3,700,000 were issued. Issuance costs of this offering were, in aggregate, \$2,073,690. The debentures mature on March 31, 2029 and interest is paid semi-annually on the last day of March and September of each year. The debentures are convertible at the option of the holder at any time prior to the maturity date at a conversion price of \$17.00 per Share. The debentures may not be redeemed by the Corporation prior to March 31, 2025. On or after March 31, 2025, but prior to March 31, 2027, the debentures are redeemable at a price

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

equal to the principal, plus accrued and unpaid interest, at the Corporation's option on not more than 60 days' and not less than 30 days' notice, provided that the weighted average trading price of the Shares on the Toronto Stock Exchange ("TSX") for the 20 consecutive trading days ending 5 trading days preceding the date on which the notice of redemption is given is not less than 125% of the conversion price. On or after March 31, 2027 and prior to the maturity date, the debentures are redeemable at a price equal to the principal amount plus accrued and unpaid interest, at the Corporation's option on not more than 60 days' and not less than 30 days' prior notice. On redemption or at maturity, the Corporation may, at its option, on not more than 60 days' and not less than 40 days' prior notice, elect to satisfy its obligation to pay all or a portion of the principal of the debenture by issuing that number of Shares of the Corporation obtained by dividing the principal amount being repaid by 95% of the weighted average trading price of the Shares for the 20 consecutive trading days ending on the fifth day preceding the redemption or maturity date.

The convertible debentures were allocated into liability and equity components on the date of issuance as follows:

| Liability | \$ 40,700,000 |
|-----------|---------------|
| Equity | 3,000,000 |
| Principal | \$ 43,700,000 |

The continuity of the convertible debentures for the year ended December 31, 2022:

| Debenture | Balance, beginning of period | Issued | Conversions | olicit interest in excess of coupon | Deferred finance cost amortization | Repayments upon Redemption | Balance, end of period | Maturity date |
|--------------|------------------------------------|--------------|-----------------|---|------------------------------------|----------------------------------|---------------------------|------------------|
| FC.DB.E 5.3% | \$ 20,928,744 | \$ - | \$ (11,080,000) | \$ - | \$ 70,256.00 | \$ (9,919,000) | \$ - | 31-May-22 |
| FC.DB.F 5.5% | 19,213,499 | - | (75,000) | 51,445 | 143,056 | (19,333,000) | - | 31-Dec-22 |
| FC.DB.G 5.2% | 22,068,597 | - | - | 49,698 | 164,624 | - | 22,282,919 | 31-Dec-23 |
| FC.DB.H 5.3% | 25,919,245 | - | - | 31,390 | 184,895 | - | 26,135,530 | 31-Aug-24 |
| FC.DB.I 5.4% | 24,225,388 | - | - | 44,647 | 168,675 | - | 24,441,710 | 30-Jun-25 |
| FC.DB.J 5.5% | 23,839,643 | - | - | 104,937 | 164,357 | - | 24,108,937 | 31-Jan-26 |
| FC.DB.K 5.0% | 41,609,362 | - | - | 299,419 | 293,866 | - | 42,202,647 | 30-Sep-28 |
| FC.DB.L 5.0% | - | 38,634,850 | - | 205,178 | 272,696 | - | 39,112,724 | 31-Mar-29 |
| Total | \$177,804,478 | \$38,634,850 | (\$11,155,000) | \$ 786,714 | \$1,462,425 | (\$29,252,000) | \$178,284,467 | |

9. Shareholders' equity

The beneficial interest in the Corporation is represented by a single class of Shares that are unlimited in number. Each share carries a single vote at any meeting of shareholders and carries the right to participate pro rata in any dividends.

(a) Shares issued and outstanding:

The following shares were issued and outstanding as at March 31, 2023:

| | # of shares | Amount |
|--|-------------|----------------|
| Balance, beginning of period | 34,485,740 | \$ 388,914,500 |
| Conversion of convertible debenture to shares | · | - |
| Options exercised in the year | - | - |
| New shares issued during the period under Dividend Reinvestment Plan | 810 | 9,331 |
| Balance, end of period | 34,486,550 | \$ 388,923,831 |

The following shares were issued and outstanding as at December 31, 2022:

| | # of shares | Amount |
|--|-------------|----------------|
| Balance, beginning of period | 33,610,885 | \$ 376,806,142 |
| Conversion of convertible debenture to shares | 799,616 | 11,155,000 |
| Options exercised in the year | 45,000 | 534,427 |
| New shares issued during the year under Dividend Reinvestment Plan | 30,239 | 418,931 |
| Balance, end of period | 34,485,740 | \$ 388,914,500 |

Notes to Interim Condensed Consolidated Financial Statements

For the Three Months Ended March 31, 2023 and 2022 (in Canadian dollars)

Shares issued during the three months ended March 31, 2023 under the Dividend Reinvestment Plan were 810 (2022 - 30,239).

(b) Incentive option plan

The following is the status of the stock options issued under the Corporation's stock option plan.

| | March 31, 2023 Weighted Number of average exercise options price | | | Amount ³ | De Number of options | Amount ³ | |
|--|---|----|-------|---------------------|----------------------------|---------------------|-----------------------|
| Outstanding, beginning of period Exercised (Options issued on Nov 11, 2013) | 3,427,500 | \$ | 11.75 | \$ 2,453,050 | 1,842,500 (45,000) | \$ 11.75 11.78 | \$ 790,412 (4,326) |
| Options granted/amortization amount | - | | - | 20,328 | 1,630,000 | 11.62 | 1,666,964 |
| Outstanding, end of period | 3,427,500 | \$ | 11.75 | \$ 2,473,378 | 3,427,500 | \$ 11.69 | \$ 2,453,050 |
| Number of options exercisable | 2,902,500 | \$ | 11.77 | - | 1,667,500 | \$ 11.77 | |

³ The amount outstanding corresponds to the stock based compensation associated with the issued stock options.

The following options were issued and outstanding as at March 31, 2023:

| Expiry date | Number of options outstanding | Exerc | ise price | Number of options exercisable |
|-------------------|-------------------------------|-------|-----------|-------------------------------------|
| November 11, 2023 | 142,500 | \$ | 11.78 | 142,500 |
| November 11, 2023 | 35,000 | | 12.21 | 35,000 |
| November 11, 2023 | 35,000 | | 13.15 | 35,000 |
| August 14, 2030 | 1,485,000 | | 11.70 | 1,310,000 |
| December 6, 2031 | 100,000 | | 13.97 | 100,000 |
| July 6, 2032 | 1,630,000 | | 11.62 | 1,280,000 |
| Total | 3,427,500 | \$ | 11.75 | 2,902,500 |

The total number of stock options outstanding as at March 31, 2023 is 3,427,500 (December 31, 2022 - 3,427,500) of which 2,902,500 stock options are vested and exercisable (December 31, 2022 - 2,902,500).

(c) Dividend reinvestment plan and direct share purchase plan

The Corporation has a dividend reinvestment plan and direct Share purchase plan for its shareholders that allows participants to reinvest their monthly cash dividends or purchase additional Shares of the Corporation at a share price equivalent to the weighted average price of shares for the preceding five-day period.

(d) Normal course issuer bid

On July 18, 2022, the Corporation received approval from the Toronto Stock Exchange ("TSX") for its intention to make a normal course issuer bid (the "NCIB") with respect to the common Shares and debentures. The notice provided that the Corporation may, during the 12-month period commencing July 18, 2022 and ending no later than July 17, 2023, purchase through the facilities of the TSX or alternative Canadian Trading Systems up to 3,359,442 Shares in total, being approximately 10% of the "public float" of Shares as of July 5, 2022; FC.DB.H \$2,621,831 aggregate principal amount of 2024 Debentures in total, being 10% of the "public float" of 2024 Debentures as of July 5, 2022; FC.DB.J \$2,478,894 aggregate principal amount of 2025 Debentures in total, being 10% of the "public float" of 2025 Debentures as of July 5, 2022; FC.DB.J \$2,462,188 aggregate principal amount of 2026 Debentures in total, being 10% of the "public float" of 2026 Debentures as of July 5, 2022; FC.DB.K \$4,600,000 aggregate principal amount of 2028 Debentures in total, being 10% of the "public float" of 2028 Debentures as of July 5, 2022; and FC.DB.L \$4,369,850 aggregate principal amount of 2029 Debentures in total, being 10% of the "public float" of 2029 Debentures as of July 5, 2022. As of March 31, 2023, the Corporation has not purchased any security under the NCIB.

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10. Per Share amounts

The following table reconciles the numerators and denominators of the basic and diluted earnings per share for the year ended March 31, 2023 and 2022:

Basic earnings per share calculation:

| | Three months ended | | | | | |
|---|--------------------|----|---------------|--|--|--|
| | March 31, 2023 | Ma | arch 31, 2022 | | | |
| Numerator for basic earnings per share: | | | | | | |
| Net earnings for the period | \$ 8,711,896 | \$ | 7,861,540 | | | |
| Denominator for basic earnings per share: | | | | | | |
| Weighted average shares | 34,486,186 | | 33,870,362 | | | |
| Net basic earnings per share | \$ 0.253 | \$ | 0.232 | | | |

Diluted earnings per share calculation:

| | Thr | | | | |
|---|-----|-------------|----------------|------------|--|
| | Mar | ch 31, 2023 | March 31, 2022 | | |
| Numerator for basic earnings per share: | | | | | |
| Net earnings for the period | \$ | 8,711,896 | \$ | 7,861,540 | |
| Interest on convertible debentures | | 1,552,686 | | 308,549 | |
| Net diluted earnings for the period | | 10,264,582 | | 8,170,089 | |
| Denominator for basic earnings per share: | | | | | |
| Weighted average shares | | 34,486,186 | | 33,870,362 | |
| Net shares that would be issued: Assuming the proceeds from options are used to repurchase units at the | | | | | |
| average share price | | - | | 300,912 | |
| Assuming debentures are converted | | 7,971,874 | | 1,381,571 | |
| Diluted weighted average shares | | 42,458,060 | | 35,552,845 | |
| Diluted earnings per share | \$ | 0.242 | \$ | 0.230 | |

11. Dividends

The Corporation intends to make dividend payments to the shareholders on a monthly basis on or about the 15th day of each following month. The operating policies of the Corporation set out that the Corporation intends to distribute to shareholders within 90 days after the year end at least 100% of the net income of the Corporation determined in accordance with the Income Tax Act (Canada), subject to certain adjustments.

For the three months ended March 31, 2023, the Corporation recorded dividends of \$8,069,798 (2022 – \$7,940,890) to its shareholders. Dividends were \$0.234 per share (2021 – \$0.234 per share).

12. Related party transactions and balances

The Corporation's Manager (a company related to certain officers and/or directors of the Corporation) receives an allocation of interest, referred to as the Corporation's joint venture interest arrangement, calculated at 0.75% per annum of the Corporation's daily outstanding performing investment balances. For the three months ended March 31, 2023, this amount was \$1,496,289 (2022 – \$1,158,811). Included in accounts payable and accrued liabilities at March 31, 2023 are amounts payable to the Corporation's Manager of \$392,958 (December 31, 2022 – \$379,186).

The Mortgage Banker (a company related to certain officers and/or directors of the Corporation) receives certain fees from the borrowers as follows: loan servicing fees equal to 0.10% per annum on the principal amount of each of the Corporation's investments;

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75% of all of the commitment and renewal fees generated from the Corporation's investments; and 25% of all of the special profit income generated from the non-conventional investments after the Corporation has yielded a 10% per annum return on its investments. Interest and fee income of the Corporation is net of the loan servicing fees paid to the Mortgage Banker of approximately \$200,000 for the three months ended March 31, 2023 (2022 – \$154,000). The Mortgage Banker also retains all overnight float interest and incidental fees and charges payable by borrowers on the Corporation's investments.

The Corporation's Joint Venture Agreement and Mortgage Banking Agreement contain, respectively, provisions for the payment of termination fees to the Corporation Manager and Mortgage Banker in the event that the respective agreements are either terminated or not renewed.

A significant number of the Corporation's investments are shared with other investors of the Mortgage Banker, which may include members of management of the Mortgage Banker and/or Officers or directors of the Corporation. The Corporation ranks equally with other members of the syndicate as to receipt of principal and income.

Key management compensation:

For the three months ended March 31, 2023, the total directors' fee paid were \$80,250 (2022 – \$80,250). Certain key management personnel are also directors of the Corporation and received compensation from the Corporation's Manager. The Directors and Officers held 802,967 Shares in the Corporation as at March 31, 2023 (December 31, 2022 – 802,967).

During 2022 the Company granted options to its officers, directors and employees to purchase up to 1,630,000 Shares at a price of \$11.62 per Share with the expiry date of July 6, 2032. Of the 1,630,000 options granted, 1,280,000 options vested immediately, and the remaining 370,000 options will vest on July 6, 2027. The fair value of the options granted was estimated at \$1,112,437 using the Black-Scholes options pricing model.

Aggregate compensation paid to key management personnel (including payments to related parties for their recovery of costs), consisted of short-term employee compensation of \$1,132,971 for the three months ended March 31, 2023 (2022 – \$1,055,835). All compensation was paid by the Corporation's Manager and not by the Corporation.

13. Interest expense

| | Three months e | nded |
|--|----------------|----------------|
| | March 31, 2023 | March 31, 2022 |
| Bank interest expense | \$ 1,014,957 | \$ 244,571 |
| Debenture interest expense | 2,985,386 | 3,440,219 |
| Interest expense | 4,000,343 | 3,684,790 |
| Deferred finance costs amortization - convertible debentures | (313,306) | (392,337) |
| Implicit interest rate in excess of coupon rate - convertible debentures | (226,115) | (161,519) |
| Changes in accrued interest payable | 514,344 | (579,525) |
| Cash interest paid | \$ 3,975,266 | \$ 2,551,409 |

14. Contingent liabilities

The Corporation is involved in certain litigation arising out of the ordinary course of investing in loans. Although such matters cannot be predicted with certainty, management believes the claims are without merit and does not consider the Corporation's exposure to such litigation to have a material impact on these financial statements.

15. Fair value

The fair values of amounts receivable, bank indebtedness, credit facility, accounts payable and accrued liabilities, and shareholders' dividends payable approximate their carrying values due to their short-term maturities.

The fair value of the investment portfolio approximates its carrying value as the majority of the loans are repayable in full at any time without penalty and generally have floating interest rates. There is no quoted price in an active market for the mortgage and loan investments or mortgage syndication liabilities. The Corporation makes its determinations of fair value based on its assessment of the

Notes to Interim Condensed Consolidated Financial Statements

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current lending market for mortgage and loan investments of same or similar terms. As a result, the fair value of mortgage and loan investments is based on Level 3 of the fair value hierarchy.

The following table presents the changes in related debt investments (at FVTPL) for three months ended March 31, 2023 and December 31, 2022:

| Changes to related debt investments at FVTPL | March 31, 2023 | December 31, 2022 | | |
|--|----------------|-------------------|-------------|--|
| Balance, beginning of period | \$ 15,592,500 | \$ | 13,921,947 | |
| Funding of investments | 90,000 | | 3,385,500 | |
| Repayments of investments | - | | (297,299) | |
| Unrealized foreign exchange | (9,167) | | 682,352 | |
| Fair value adjustment | - | | (2,100,000) | |
| Balance, end of period | \$ 15,673,333 | \$ | 15,592,500 | |

The fair values of loans payable approximate their carrying values due to the fact that the majority of the loans are: (i) repayable in full, at any time, upon the repayment of the underlying loan that secures the loan payable, and (ii) have floating interest rates linked to bank prime.

The fair value of convertible debentures, including their conversion option, has been determined based on the closing price of the debentures of the Corporation on the Toronto Stock Exchange for the respective date.

The fair value of marketable securities has been determined based on the closing price of the security of the respective listed entities on the Toronto Stock Exchange for the respective date.

The tables below present the fair values hierarchy of the Corporation's financial instruments as at March 31, 2023 and December 31, 2022. They do not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value:

| March 31, 2023 | | Level 1 | | | Level 3 | Total | |
|------------------------|-------------|-----------|----|---------|---------|-------|-------------|
| Marketable securities | \$ | 47,739 | \$ | - | \$ - | \$ | 47,739 |
| Convertible debentures | 175 | 5,268,600 | | - | - | | 175,268,600 |
| December 31, 2022 | | Level 1 | | Level 2 | Level 3 | | Total |
| Marketable securities | \$ | 48,673 | \$ | - | \$ - | \$ | 48,673 |
| Convertible debentures | 167,418,429 | | | _ | _ | | 167,418,429 |

There were no transfers between level 1, level 2 and level 3 during the three months ended March 31, 2023 and year ended December 31, 2022.

16. Risk management

The Corporation is exposed to the symptoms and effects of global economic conditions and other factors that could adversely affect its business, financial condition, and operating results. Many of these risk factors are beyond the Corporation's direct control. The Corporation Manager and Board of Directors play an active role in monitoring the Corporation's key risks and in determining the policies that are best suited to manage these risks. There has been no change in the process since the previous year.

The Corporation's business activities, including its use of financial instruments, exposes the Corporation to various risks, the most significant of which are interest rate risk, credit and operational risks, and liquidity risk.

(a) Interest rate risk

A significant portion of the Corporation's investment portfolio consists of investments in short term mortgage loans that generally are repaid by the borrowers in under twenty-four months. The funds received from such repayments are reinvested at current market interest rates. As such, the weighted average interest rate applicable to the investment portfolio changes with time. This creates an ongoing risk that the weighted average interest rate on the investment portfolio will decrease, which will have a negative impact on the Corporation's interest income and net profit.

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(i) Interest income risk

A significant portion of the Corporation's investment portfolio comprise investments in short term mortgage loans that generally are repaid by the borrowers in under twenty-four months. The reinvestment of funds received from such repayments are invested at current market interest rates. As such, the weighted average interest rate applicable to the investment portfolio changes with time. This creates an ongoing risk that the weighted average interest rate on the investment portfolio will decrease, which will have a negative impact on the Corporation's interest income and net profit.

(ii) Interest expense risk

The Corporation's floating-rate debt comprises bank indebtedness, and loan on debenture portfolio investment, with each bearing interest based on bank prime and/or based on short term bankers' acceptance interest rates as a benchmark.

At March 31, 2023, if interest rates at that date had been 100 basis points lower or higher, with all other variables held constant, comprehensive income and equity for the year would be affected as follows:

| Financial assets: | Carrying Value | | | -1% | | +1% | |
|--|----------------|------------------------------------|----|------------------|-----------|-------------------|--|
| Amounts receivable and prepaid expenses Marketable securities Investment portfolio | \$ | 6,492,075 47,739 637,208,844 | \$ | - (4,993,099) | \$ 6,1 | - - 117,746 | |
| Financial liabilities: | | | | | | | |
| Bank indebtedness | | 8,213,727 | | 82,137 | (| 82,137) | |
| Credit facility | | 52,251,130 | | 522,511 | (Š | 22,511) | |
| Accounts payable and accrued liabilities | | 2,052,105 | | - | • | | |
| Shareholders' dividends payable | | 2,689,951 | | - | | - | |
| Convertible debentures | | 178,823,888 | | - | | - | |
| Total increase | \$ | 887,779,459 | \$ | (4,388,451) | \$ 5,5 | 13,098 | |

(b) Credit and operational risks

Credit risk is the possibility that borrowers under the mortgages comprising the investment portfolio, may be unable to honour the debt commitment as a result of a negative change in the borrowers' financial position or market conditions that could result in a loss to the Corporation.

Any instability in the real estate sector or an adverse change in economic conditions in Canada could result in declines in the value of real property securing the Corporation's investments. There have been significant increases in real estate values in various sectors of the Canadian market over the past few years. A correction or revaluation of real estate in such sectors will result in a reduction in values of the real estate securing mortgage loans that comprise the Corporation's investment portfolio. This could result in impairments in the mortgage loans or loan losses in the event the real estate security has to be realized upon by the lender. The Corporation's maximum exposure to credit risk is represented by the carrying values of amounts receivable and the investment portfolio.

(c) Liquidity risk

Liquidity risk is the risk that the Corporation will encounter difficulty in meeting its financial obligations as they become due.

The Corporation's liquidity requirements relate to its obligations under its bank indebtedness, loans payable, convertible debentures, and its obligations to make future advances under its existing portfolio. Liquidity risk is managed by ensuring that the sum of (i) availability under the Corporation's bank borrowing line, (ii) the sourcing of other borrowing facilities, and (iii) projected repayments under the existing investment portfolio, exceeds projected needs (including funding of further advances under existing and new investments).

As at March 31, 2023, the Corporation had not utilized in full its leverage availability, being a guideline of 50% of its first mortgage investments. Unadvanced committed funds under the existing investment portfolio amounted to \$155,019,721 as at March 31, 2023 (December 31, 2022 – \$145,796,810). These commitments are anticipated to be funded from the Corporation's syndicate credit facility and borrower repayments.

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The Corporation has revolving syndicate credit facilities with The Toronto – Dominion Bank, as administrative agent, and the lenders party thereto, as lenders as of November 28, 2022. Demand revolving line of credit of \$30 million and a committed revolving line of credit with The Toronto – Dominion Bank, as administrative agent, and the lenders party thereto, as lenders, to fund the timing differences between investment advances and investment repayments. The committed line of \$150 million is a committed facility with a maturity date extended to November 30, 2024.

In the current economic climate and capital market conditions, there are no assurances that the bank borrowing line will be renewed or that it could be replaced with another lender if not renewed. If it is not extended at maturity, repayments under the Corporation's investment portfolio would be utilized to repay the bank indebtedness. There are limitations in the availability of funds under the revolving line of credit. The Corporation's investments are predominantly short-term in nature, and as such, the continual repayment by borrowers of existing investments creates liquidity for ongoing investments and funding commitments. Loans payable, when implemented, relate to borrowings on specific investments within the Corporation's portfolio and only have to be repaid once the specific loan is paid out by the borrower.

If the Corporation is unable to continue to have access to its bank borrowing line and loans payable, the size of the Corporation's investment portfolio will decrease, and the income historically generated through holding a larger portfolio by utilizing leverage will not be earned.

Contractual obligations as at March 31, 2023 are due as follows:

| | Total | | Less than 1 year | | 1-3 years | | 4-7 years | |
|--|-------|-------------|------------------|-------------|-----------|-------|-----------|-------|
| Bank indebtedness | \$ | 8,213,727 | \$ | 8,213,727 | \$ | - | \$ | - |
| Credit facility | | 52,251,130 | | 52,251,130 | | - | | - |
| Accounts payable and accrued liabilities | | 2,052,105 | | 2,052,105 | | - | | - |
| Shareholders' dividends payable | | 2,689,951 | | 2,689,951 | | - | | - |
| Convertible debentures | | 188,683,000 | | 22,500,000 | 76,48 | 3,000 | 89,70 | 0,000 |
| Subtotal - Liabilities | | 253,889,913 | | 87,706,913 | 76,48 | 3,000 | 89,70 | 0,000 |
| Future advances under portfolio | | 156,887,298 | | 156,887,385 | | - | | - |
| Liabilities and contractual obligations | \$ | 410,777,211 | \$ | 244,594,298 | 76,48 | 3,000 | 89,70 | 0,000 |

The bank indebtedness and loans payable are liabilities resulting from the funding of the Corporation's investments. Repayment of investments results in a direct and corresponding pay down of the bank indebtedness and/or loans payable. The obligations for future advances under the Corporation's investment portfolio are anticipated to be funded from the Corporation's credit facility and borrower repayments. Upon funding of same, the funded amount forms part of the Corporation's investments.

Interest payments on debentures (assuming the amounts remain unchanged) would be \$9,491,065 for less than 1 year, \$13,761,827 for 1 to 3 years and \$12,305,000 for 4 to 7 years.

(d) Capital risk management

The Corporation defines capital as being the funds raised through the issuance of publicly traded securities of the Corporation. The Corporation's objectives when managing capital/equity are:

- to safeguard the Corporation's ability to continue as a going concern, so that it can continue to provide returns for shareholders, and
- to provide an adequate return to shareholders by obtaining an appropriate amount of debt, commensurate with the level of risk.

The Corporation manages the capital/equity structure and makes adjustments to it in light of changes in economic conditions. In order to maintain or adjust the capital structure, the Corporation may issue new Shares or convertible debentures or repay bank indebtedness (if any) and loans payable.

The Corporation's investment guidelines, which can be varied at the discretion of the Board of Directors, incorporate various guidelines and investment operating policies. The Corporation's guidelines include the following: the Corporation (i) will not invest more than 10% of the amount of its capital in any single conventional first mortgage where the loan to value on such loan is less than 60%, (ii) will not invest more than 8% of the amount of its capital in any single conventional first mortgage where the loan to value on such loan is between 60% and 70%, (iii) will not invest more than 5% of the amount of its capital in any single conventional

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first mortgage where the loan to value on such loan exceeds 70%, (iv) will not invest more than 2.5% of the amount of its capital in any single non-conventional mortgage or conventional investment that is not a first mortgage, and (v) will only borrow funds in order to acquire or invest in investments in amounts up to 60% of the book value of the Corporation's portfolio of conventional first mortgages. Capital is defined as the sum of shareholders' equity plus the face amount of convertible debentures.

The Corporation is required by its bank lender to maintain various covenants, including minimum equity amount, interest coverage ratios, indebtedness as a percentage of the performing first mortgage portfolio size, and indebtedness to total assets. The Corporation is in compliance with all such bank covenants.

(e) Currency risk

Currency risk is the risk that the fair value or future cash flows of the Corporation's foreign currency-denominated investments and cash and cash equivalents will fluctuate based on changes in foreign currency exchange rates. Consequently, the Corporation is subject to currency fluctuations that may impact its financial position and results of operations. The Corporation manages its currency risk on its investments by borrowing the same amount as the investment in the same currency. As a result, a 1% change in the exchange rate of the Canadian dollar against the U.S. dollar will not result in a significant change to the net income and comprehensive income and equity.

17. Supplementary information

The following table reconciles the changes in cash flows from financing activities for loans payable and convertible debentures:

| | Credit facility | Convertible Debentures | | |
|---|------------------|-------------------------------|-------------|--|
| Balance at January 1, 2023 | \$ 57,716,347 | \$ | 178,284,467 | |
| Financing cash flow activities: | | | | |
| Debenture issue | - | | - | |
| Draw on credit facility | (5,465,217) | | - | |
| Repayment and conversions of convertible debentures | - | | - | |
| Total cash flow from financing activities | 52,251,130 | | 178,284,467 | |
| Financing non-cash activities: | | | | |
| Implicit interest rate in excess of coupon rate (note 14) | - | | 226,115 | |
| Deferred finance cost amortization (note 14) | - | | 313,306 | |
| Total non-cash flow financing activities | - | | 539,421 | |
| Balance at March 31, 2023 | \$ 52,251,130 | \$ | 178,823,888 | |