

# Firm Capital

## Firm Capital Mortgage Investment Corporation

Firm Capital Mortgage Investment Corporation is a non-bank lender providing residential and commercial real estate financing.



## ANNUAL AND SPECIAL MEETING OF SHAREHOLDERS

THURSDAY, JUNE 19, 2025

# ELI DADOUCH

PRESIDENT & CEO

INTRODUCTION

*Formal Part of the Meeting led by:*

**STANLEY GOLDFARB**

CHAIRMAN

- Notice of Meeting
- Election of Directors
- Re-Appointment of Auditors
- Re-Approve the stock option plan of the Corporation

*Corporations' Financial Performance led by:*

**RYAN LIM**

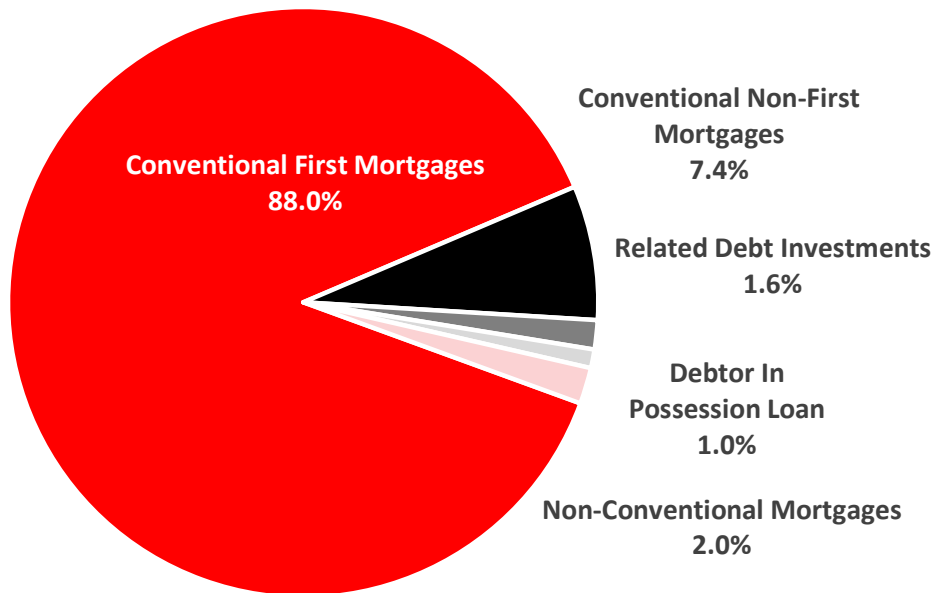
**CHIEF FINANCIAL OFFICER**

	Year Ended Dec. 31, 2024	Year Ended Dec. 31, 2023
<b>Investment Portfolio</b> (millions) (1)	<b>\$654.0</b>	<b>\$598.0</b>
<b>Dividends</b> (per share)	<b>\$0.992</b>	<b>\$0.990</b>
<b>Return on Equity</b>	<b>8.64%</b>	<b>8.51%</b>

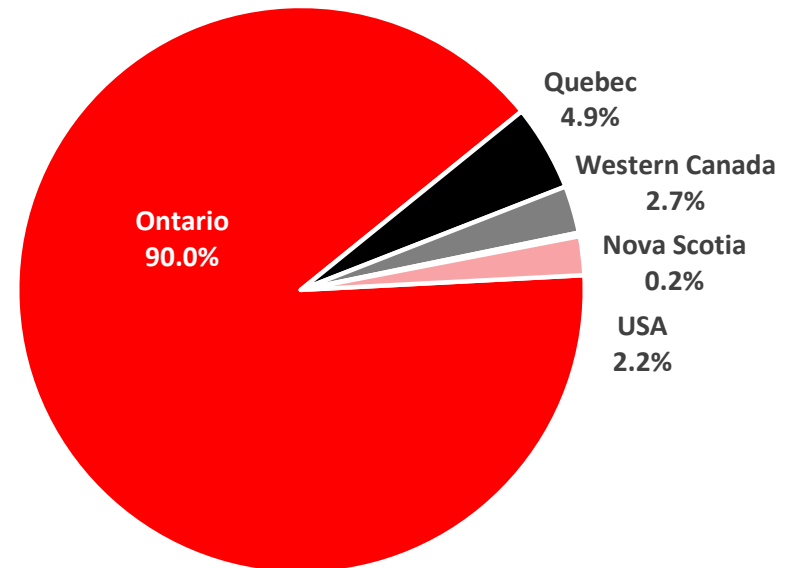
(1) Gross of impairment provision, fair market value adjustment and unamortized fees.

- Diversification in terms of investments and geography
  - 286 investments as of December 31, 2024
  - 83% to mature by December 31, 2025

## Investment Portfolio

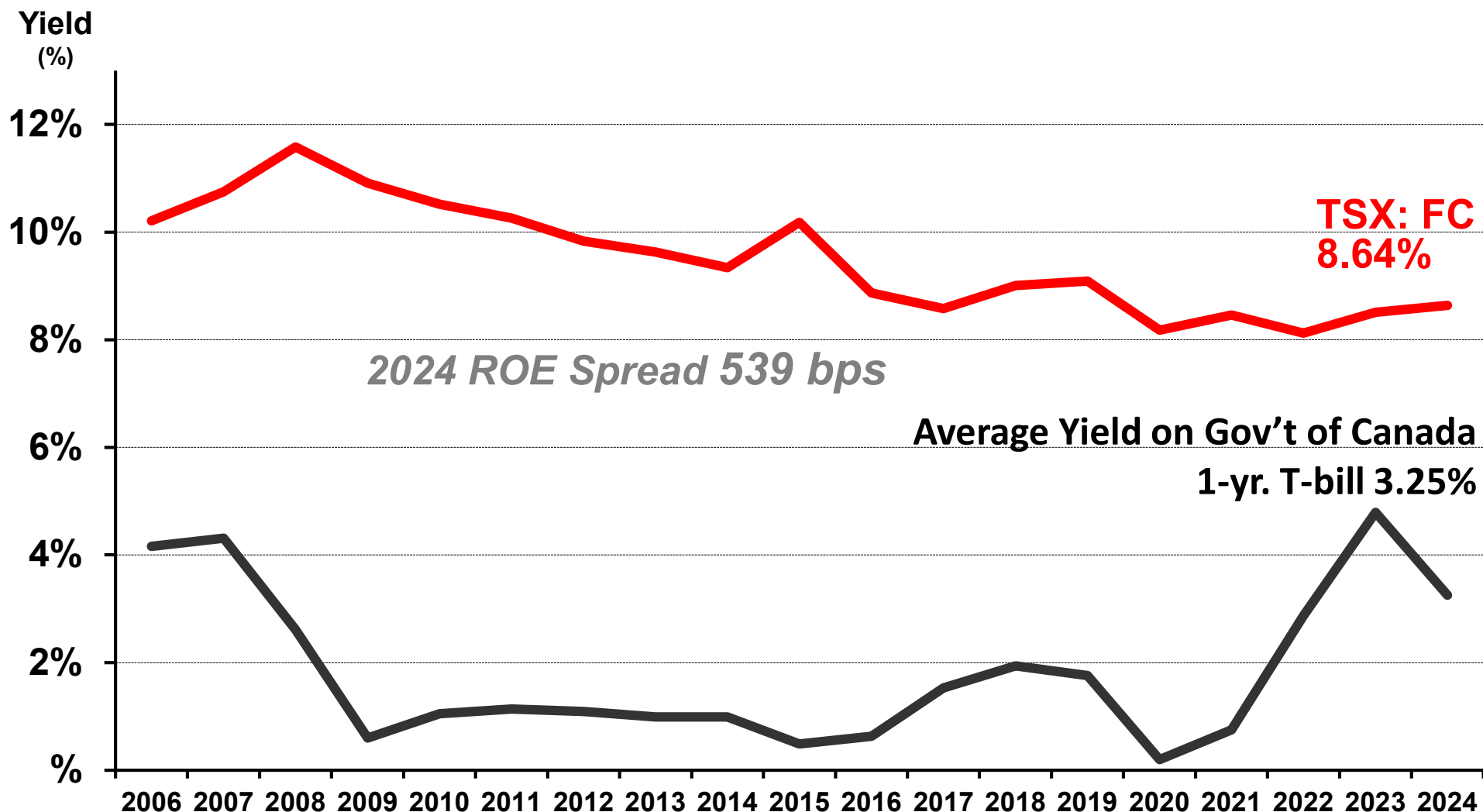


## Geographic Diversification\*

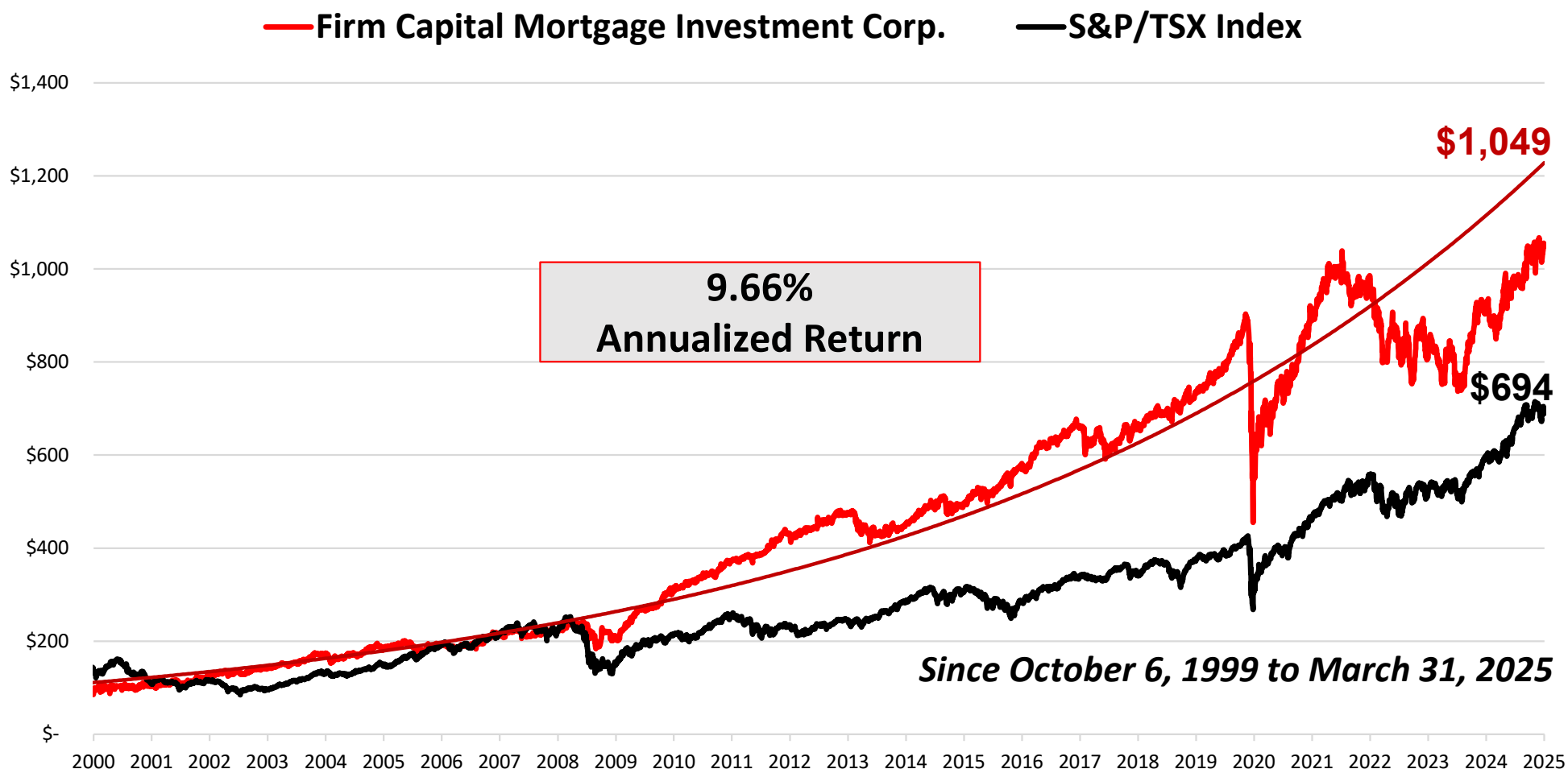


\*(excluding 7 Related Debt Investments totaling \$10.4 million)

# Annualized Return on Shareholders' Equity



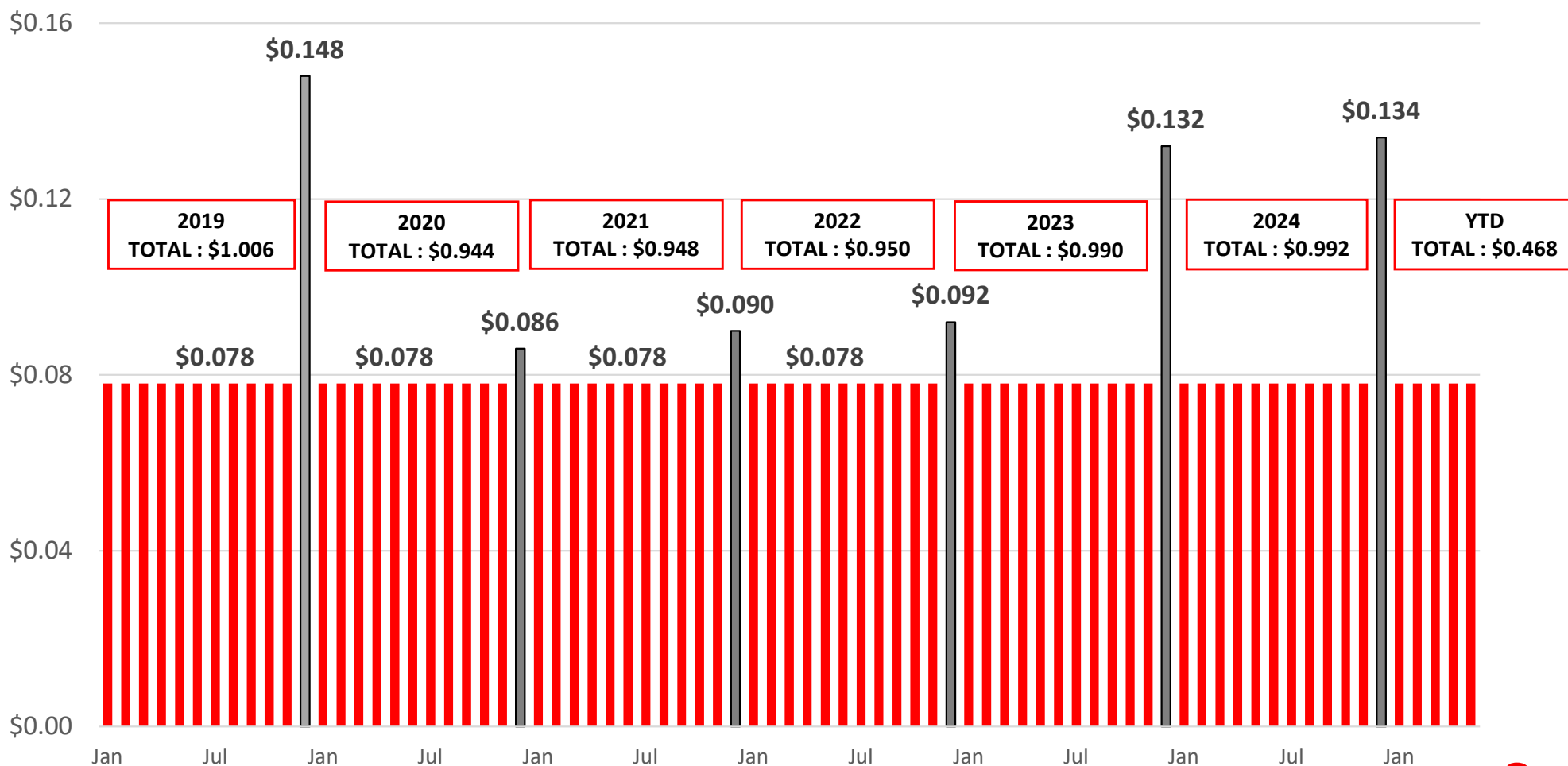
A \$100 investment in 1999 would be worth **\$1,049**



Note: Annualized Total Return on Investment includes stock price plus accumulated dividends from inception of October 6, 1999 to March 31, 2025.



- Consistent \$0.078 dividend/month
- Additional special “top up” dividend at year end – 2024 \$0.056/share



# Results of Operations - 2024

	Year Ended Dec. 31, 2024	Year Ended Dec. 31, 2023
<b>Interest and Fees Earned</b> (millions)	<b>\$68.6</b>	<b>\$71.9</b>
<b>Operating Expenses</b> (millions)	<b>\$33.4</b>	<b>\$37.7</b>
<b>Profit</b> (millions)	<b>\$35.2</b>	<b>\$34.2</b>
<b>Profit per Share</b>	<b>\$0.996</b>	<b>\$0.991</b>
<b>Dividends per Share</b>	<b>\$0.992</b>	<b>\$0.990</b>
<b>Loan Loss Provision &amp; Fair Market Value Adjustments</b> (% of gross portfolio)	<b>4.50%</b>	<b>3.80%</b>

*Highlights and General Overview led by:*

**ELI DADOUCH**

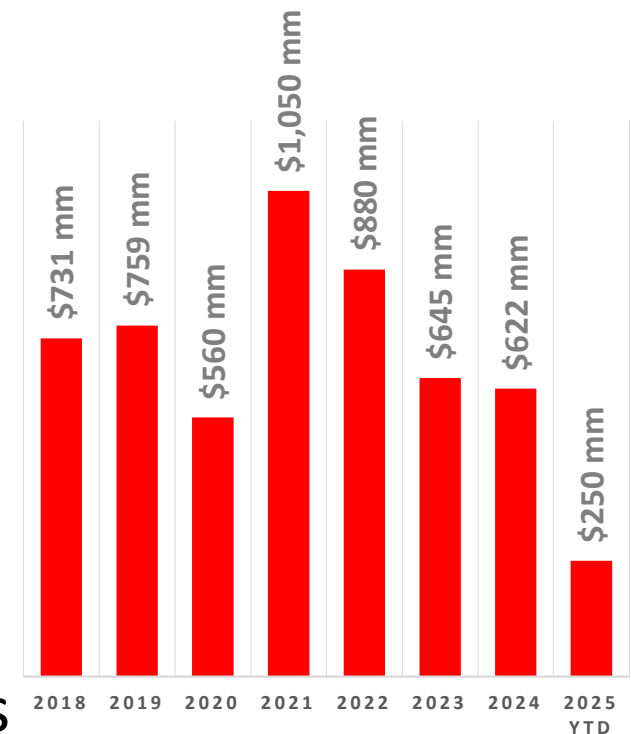
**PRESIDENT & CEO**

- **Major Market Correction:** Valuations reset up to 50% on land and 20% on housing.
- **Strategic Preparation:** 4 years spent positioning into liquid, lower-risk assets.
- **Proactive Management:** Realized gains, took provisions, built reserves.
- **Top-Off Dividend:** 5.6 cents/share — highest in 5 years.
- **Bridge Loan Focus:** Secured, short-term deals with clear exits.
- **Experienced Team:** Navigated defaults and market shifts with discipline.

- Firm Capital Corporation has been in operation for 37 years.
  - Provides innovative real estate financing for all types of properties
  - Focuses on long term investors and borrower relationships
  - Focuses on risk management and diversification
  - Deep value lenders and investors
- Continue to be original “**out of the box**” thinkers looking for niche, safe investments
- Our principal focus is to:
  - ✓ **KEEP IT SIMPLE**
  - ✓ **LEND ON GENERIC REAL ESTATE**
  - ✓ **STICK TO LIQUID MARKETS**
  - ✓ **FOCUS ON THE RETURNS**
  - ✓ **WATCH FOR EXIT STRATEGIES**
  - ✓ **DO PROPER CREDIT RISK ADJUDICATION**

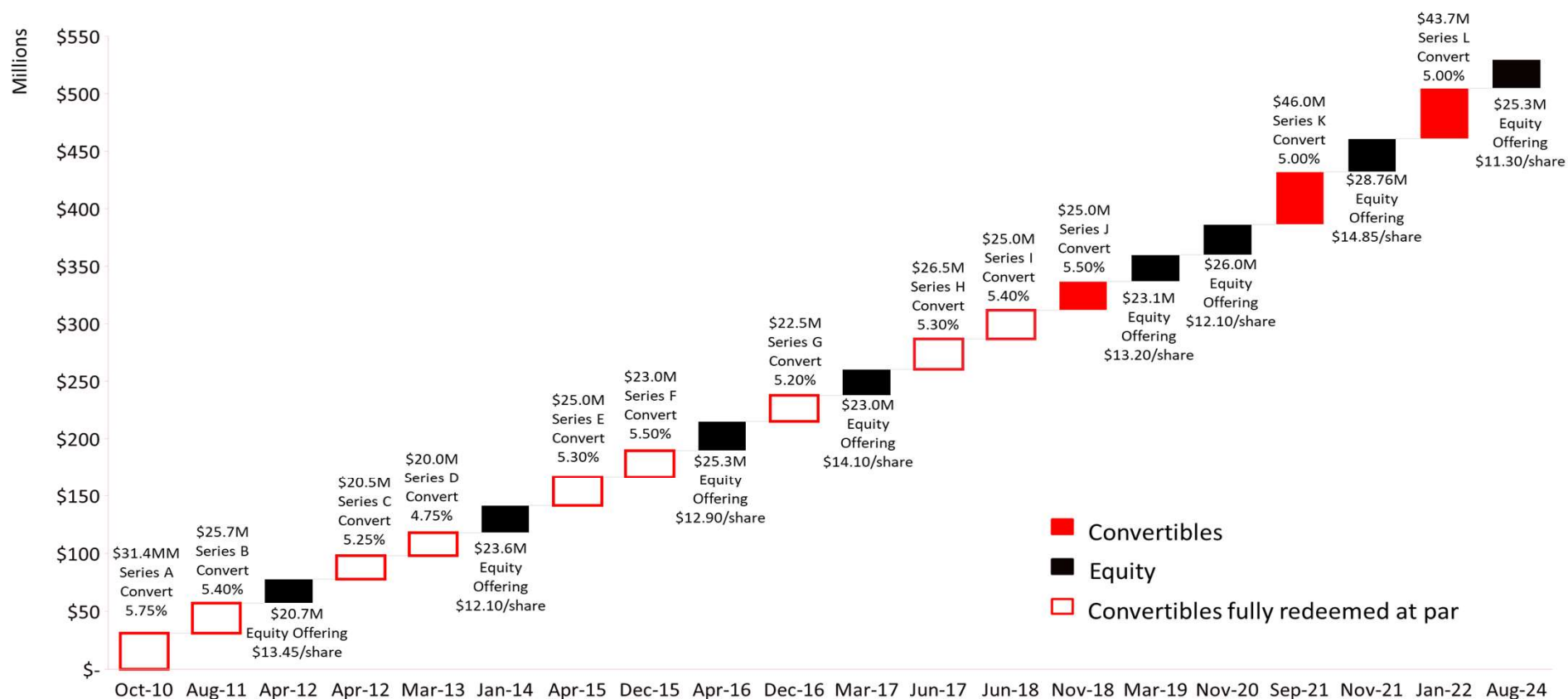
- Mortgage Banker (FCC) 37 years of track record
- 37 years of building client relationships
- 2024 transaction volume – **\$622** million
- 2025 YTD transaction volume – **\$250** million
- Experienced real estate syndicate partners
- Investing in niche markets and opportunities

TRANSACTION VOLUME



Accessed the capital market **twenty** times since October 2010

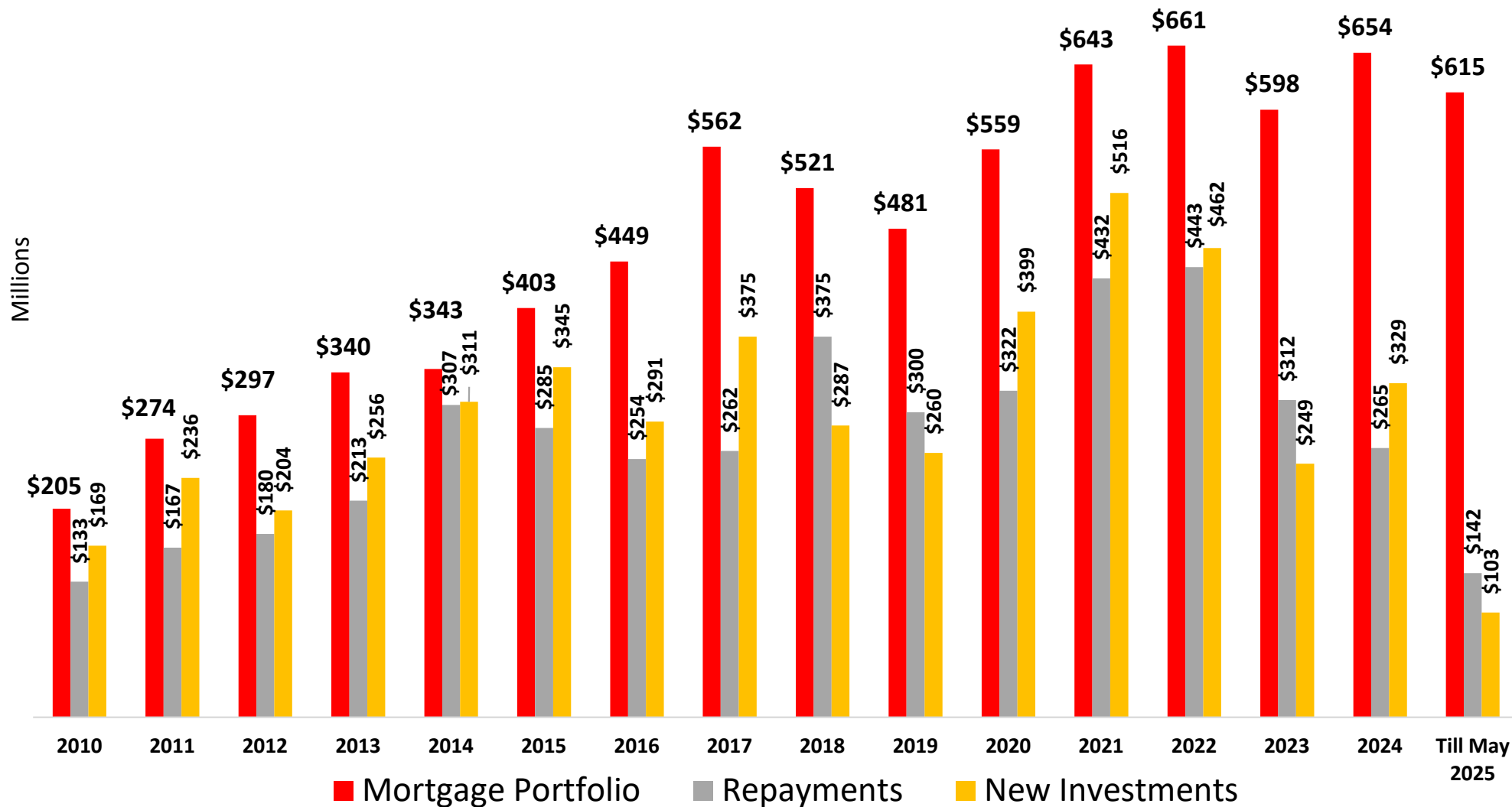
**Total: \$530M**



Note: Convertible Debenture Series I redeemed early on May 12, 2025.

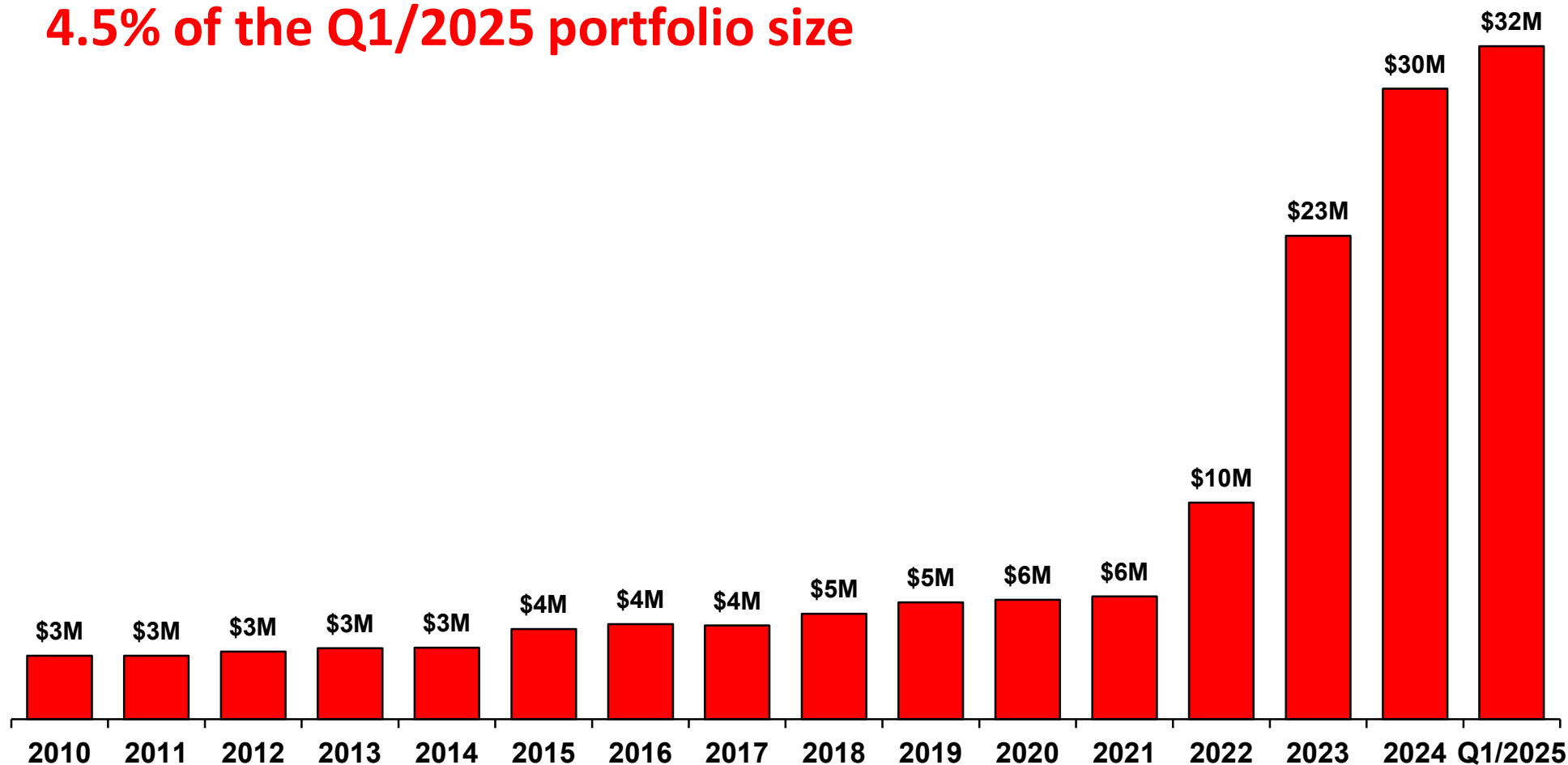
**Wide Investment Dealer Distribution Network**

## 258 Investments as of May 31, 2025





4.5% of the Q1/2025 portfolio size



Prudent Loan Loss Provisions & Fair Market Value Adjustments (principal only)

- **Year of Change:** Market challenges create better opportunities, but require speed and discipline.
- **Valuation Re-Set:** Slight rate declines expected, but cap rates to remain elevated above 5%.
- **Our Approach:**
  - Stick to core strengths
  - Leverage 37 years of experience
  - Avoid permanent bank debt
  - Act swiftly on defaults
  - Be contrarian and embrace liquid markets
- **Long-Term Focus:** Prioritize caution and risk management, and aim for sustainable growth.
- **Outlook:** We anticipate greater opportunities toward late 2025 and into 2026, and are positioned to act as they emerge.

- Honoring our commitments
- Holding our borrower clients to their commitments
- Providing straight, clear and concise communication in what we can deliver on
- Experienced Board and Management team

**OUR OPERATING PHILOSOPHY IS SIMPLE:**

**BE SMART**

**BE ENTREPRENEURIAL**

**BUT ABOVE ALL DON'T LOSE CAPITAL**

**DISCIPLINED INVESTMENT  
CAPITAL PRESERVATION**

**THANK YOU!**

TO OUR SHAREHOLDERS,  
OUR BORROWER PARTNERS,  
OUR INVESTMENT BANKERS & PARTNERS



Mortgage Investment Corporation  
TSX : FC

***Celebrated 25<sup>th</sup> Anniversary on October 3<sup>rd</sup>, 2024***

**TRUST • INNOVATION • RELATIONSHIPS**

**BOUTIQUE MORTGAGE LENDERS®**

**WHERE MORTGARE DEALS GET DONE®**

# Firm Capital

## Firm Capital Mortgage Investment Corporation

Firm Capital Mortgage Investment Corporation is a non-bank lender providing residential and commercial real estate financing.



## ANNUAL AND SPECIAL MEETING OF SHAREHOLDERS

THURSDAY, JUNE 19, 2025

## Q&A

DISCIPLINED INVESTING • CAPITAL PRESERVATION