

**Diversified Canadian Real Estate Investments**



**Firm Capital Property Trust**  
**Investor Presentation – Q3 2025**

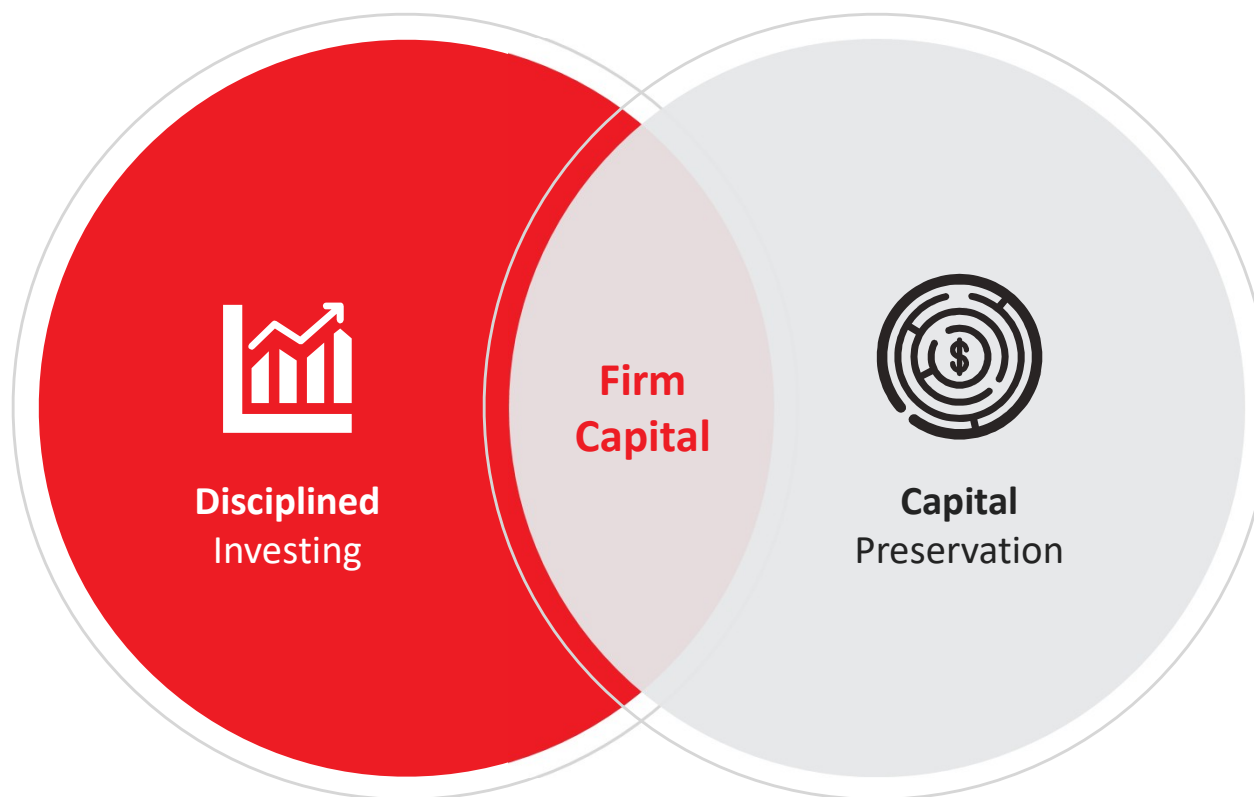
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Firm Capital operates as a boutique real estate and financial services equity investment company deploying capital opportunistically between debt and equity in the real estate private and public markets across Canada and the U.S.

Operating in the same industry for over 35 years



**KEY DIFFERENTIATOR OF THE FIRM CAPITAL PROPERTY TRUST:**

**Provides Investors with the Unique Opportunity to Own Real Estate in Partnership with Industry Professionals**



# Since inception in 1988,

Firm Capital has established an exceptional track record demonstrated by past performance and prides itself on its risk management abilities to protect and preserve capital, while acting as a disciplined investor.

### PROFICIENT SERVICES PROVIDED BY FIRM CAPITAL:

- Mortgage Lending
- Real Estate Ownership
- Special Situation Investments
- Activist and Innovative Investor
- Principal Investor Along the Full Capital Stack
- Capital Partnership
- Loan Servicing, Property Management & Investor Asset Management

## Firm Capital Advantage

Investing Integrity

### EXPERIENCE MATTERS

Experienced team managing debt and real estate throughout a real estate cycle

35+ year track record with management industry experience in excess of 100 years

### DIRECT INVESTMENTS

Strong alignment of interest through direct investment in assets by management team and board members currently greater than 50%

### PUBLIC ENTITIES

Public entities provide transparency, safety & liquidity and are governed by rigid investment & operating policies



### DISCIPLINED INVESTING

Disciplined investing focused on capital preservation & consistent returns

### PROVEN TRACK RECORD

Long term track record creating value with attractive yields for investors



## High-Level Overview

### A DIVERSIFIED CANADIAN REIT FOCUSED ON CAPITAL PRESERVATION AND DISCIPLINED INVESTING

|                                        |                                      |                                                         |                         |                                   |                                     |
|----------------------------------------|--------------------------------------|---------------------------------------------------------|-------------------------|-----------------------------------|-------------------------------------|
| ¢52/unit                               | 8.57%                                | 11.38%                                                  | \$7.83                  | 22%                               | 3.8%                                |
| Annual Distributions<br>(Paid Monthly) | Distribution<br>Yield <sup>(1)</sup> | Annual Total Return <sup>(2)</sup><br>(since inception) | NAV/Unit <sup>(3)</sup> | Discount to<br>NAV <sup>(1)</sup> | Annual NAV<br>Growth <sup>(4)</sup> |

### PROVIDES INVESTORS OPPORTUNITY TO INVEST ALONGSIDE GENERATIONAL OWNERS OF REAL ESTATE

Trustees own **12%** of Units & Direct Interest in **+50%** of Trust's Assets

Strong Alignment of Interest

### EFFICIENT TAX STRUCTURE

**~95%** Return of Capital (prior to any Capital Gains)

Efficient Tax Structure<sup>(5)</sup>

Eligible for all Registered Plans

(RRSP, RRIF, TFSA, RESP, RDSP, DPSP)

### INCREASE OWNERSHIP STAKE THROUGH DRIP & UPP PLANS WITHOUT INCURRING BROKERAGE FEES

Re-invest Distributions Into Additional Trust Units  
& Receive a **3% Discount** if Average Market Price  
Higher than \$7.40/Unit

Distribution Re-Investment Plan (DRIP)

Purchase at Average Market Price a  
**Min. of \$1,000 of Units Each Month** up to a  
**Max. \$12,000 Per Annum**

Unit Purchase Plan (UPP)

Note: (1) As at December 31, 2025;

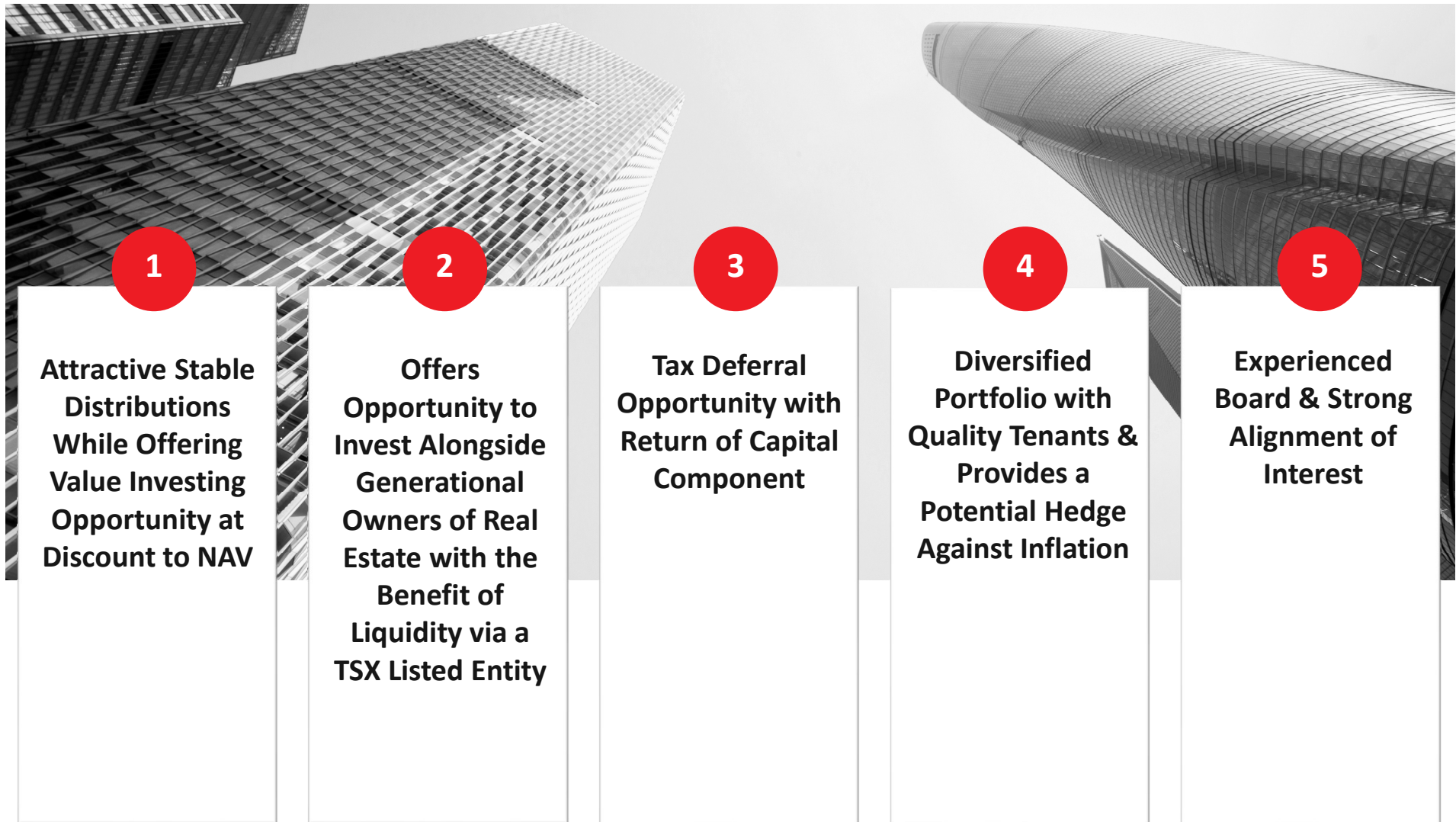
(2) Annualized Total Return on Investment includes stock price plus accumulated distributions from inception of November 29, 2012 to December 31, 2025;

(3) As at September 30, 2025;

(4) Annualized NAV Growth from inception of November 29, 2012 to September 30, 2025;

(5) Distribution tax implication subject to change based on capital gains on asset sales. For 2025, expect +65% ROC (subject to change).

## What Makes the Trust An Attractive Investment



## Investment Highlights

|                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|---------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Stable &amp; Growing Cash Flows</b>                        | <ul style="list-style-type: none"> <li>• 8.57%* distribution yield</li> <li>• +65% Return of Capital expected for 2025 distributions (currently approximately \$0.18/unit capital gains)</li> <li>• Increased distributions 9 times since inception, rising from \$0.35/Unit per annum to \$0.52/Unit per annum (a 49% increase)</li> <li>• NAV/Unit has increased from \$4.84/Unit in 2012 to \$7.83/Unit (a 62% increase)</li> <li>• AFFO Payout ratio improved to 104% for Q3/2025 compared to 106% for Q2/2025</li> </ul>                                      |
| <b>Enhanced Scale Through Accretive Acquisitions</b>          | <ul style="list-style-type: none"> <li>• The Trust's portfolio is comprised of 62 commercial properties with a total GLA of 4.12 million square feet (2.43 million square feet on an owned interest basis), interests in 5 apartment complexes comprised of 599 apartment units and 4 Manufactured Housing Communities containing 537 units located across Canada</li> </ul>                                                                                                                                                                                       |
| <b>Strategic Diversification &amp; Acquisitions</b>           | <ul style="list-style-type: none"> <li>• Acquiring diversified asset classes (Industrial, Grocery/Service Retail, Multi-Residential, and Manufactured Home Communities)</li> <li>• Strategic accretive acquisitions: <ul style="list-style-type: none"> <li>○ Partner with strong industry leaders who retain property and asset management</li> <li>○ Co-ownerships with existing owner groups through partial acquisitions</li> <li>○ Wholly-Owned acquisitions</li> </ul> </li> </ul>                                                                           |
| <b>Alignment of Interests</b>                                 | <ul style="list-style-type: none"> <li>• Provides investors with a unique opportunity to own real estate in partnership with management, trustees, and industry professionals</li> <li>• 12% of Trust Units currently held by Trustees and insiders</li> <li>• Senior Management of the Trust and its Trustees have direct ownership interest in over 50% of the Trust's assets</li> <li>• Only 9 of the Trust's properties are 100% wholly-owned and the remaining 62 properties are co-owned with Senior Management, Trustees, and strategic partners</li> </ul> |
| <b>Trades on the TSX</b><br><b>(*as of December 31, 2025)</b> | <ul style="list-style-type: none"> <li>• TSX: FCD.UN</li> <li>• CAD\$6.07/Unit</li> <li>• Market Capitalization CAD\$224.1 Million</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                      |



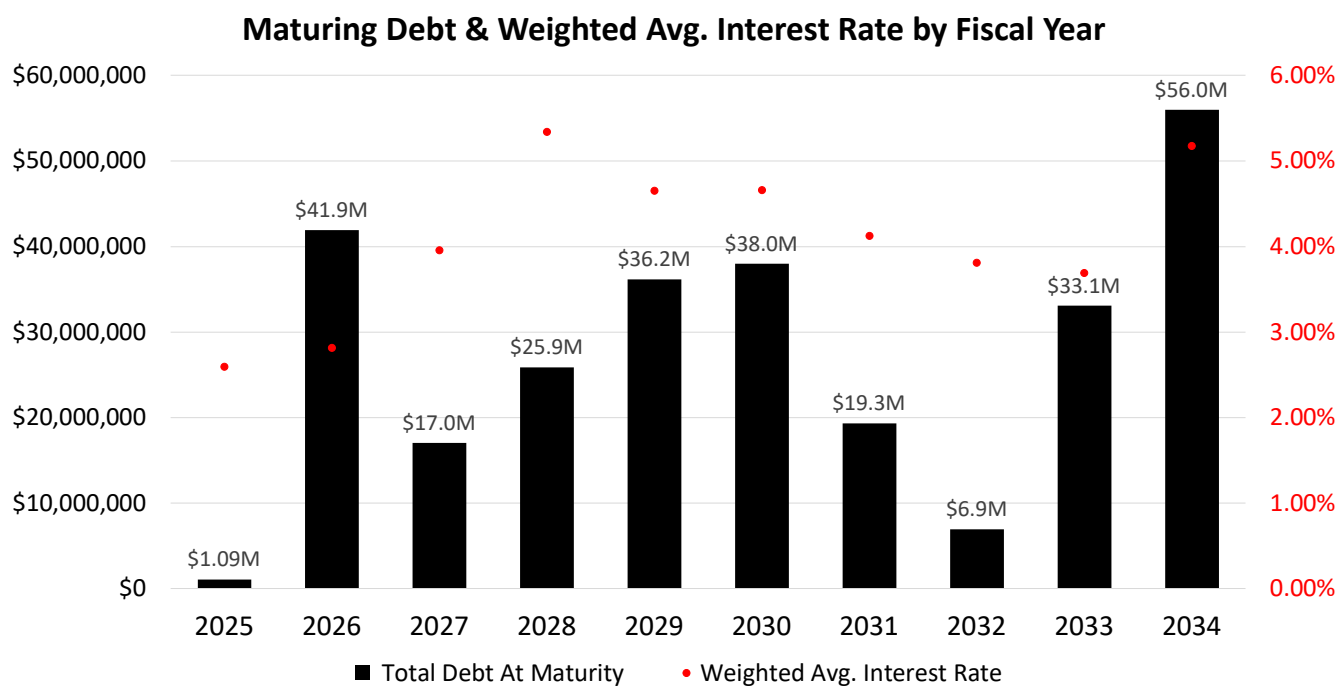
## Benefit to Unitholders

|                              |                                                                                                                                                                                                                                                                                                                                                                                                                    |
|------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Liquidity</b>             | <ul style="list-style-type: none"><li>• Daily trading volume in excess of 25,300 units per day</li></ul>                                                                                                                                                                                                                                                                                                           |
| <b>Strong Balance Sheet</b>  | <ul style="list-style-type: none"><li>• Debt to GBV approximately 50%</li><li>• Approximately \$19.0MM available on credit facility</li><li>• The Trust has 3 unencumbered properties to address further capital requirements if needed. This financial flexibility provides the Trust with significant liquidity to fund its operations and capital programs without needing to raise additional equity</li></ul> |
| <b>Strong Tenant Quality</b> | <ul style="list-style-type: none"><li>• Strong roster of credit tenants</li><li>• More than 48% of retail properties are either grocery anchored, or shadow anchored</li></ul>                                                                                                                                                                                                                                     |
| <b>Embedded Growth</b>       | <ul style="list-style-type: none"><li>• Industrial Portfolio – Ontario and Montreal Industrial portfolios, have significant income growth on lease maturity</li><li>• Retail Portfolio – Achieving 10-15% growth on lease maturity</li><li>• Residential Portfolio – Ontario and Nova Scotia capped Alberta and Quebec are uncapped</li></ul>                                                                      |

## Mortgage Re-Financing Update & Contractual Obligations

- The Trust was able to refinance or repay in full all 2024 and a significant portion the 2025 mortgage maturities.
- As at September 30, 2025, total outstanding mortgages were \$304,155,214 (December 31, 2024 – \$304,819,251) with a weighted average interest rate of approximately 4.3% (4.2% as at December 31, 2024) and weighted average repayment term of approximately 5.0 years (5.5 years as at December 31, 2024).
- Going forward, the Trust has only \$1.09 million and \$41.9 million or 0.4% and 13.8% of its total outstanding mortgages coming due in 2025 and 2026, respectively.
- Senior management is currently in active discussions with its lenders regarding the 2025 & 2026 maturities and does not anticipate any refinancing issues to occur.

### Debt Maturity & Interest Rate Schedule



### The Trust Owns the Following Asset Classes:



% of NOI

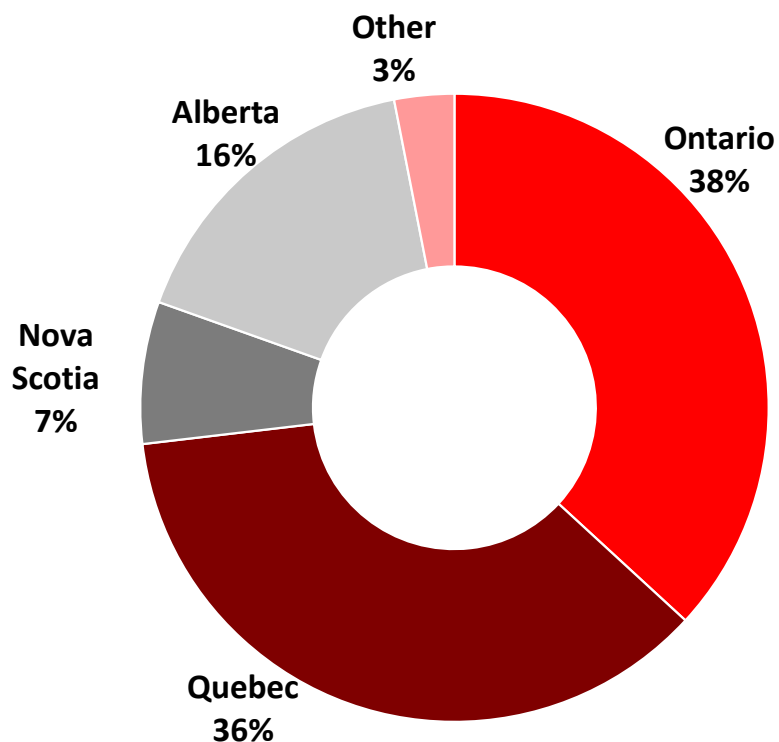
55%

27%

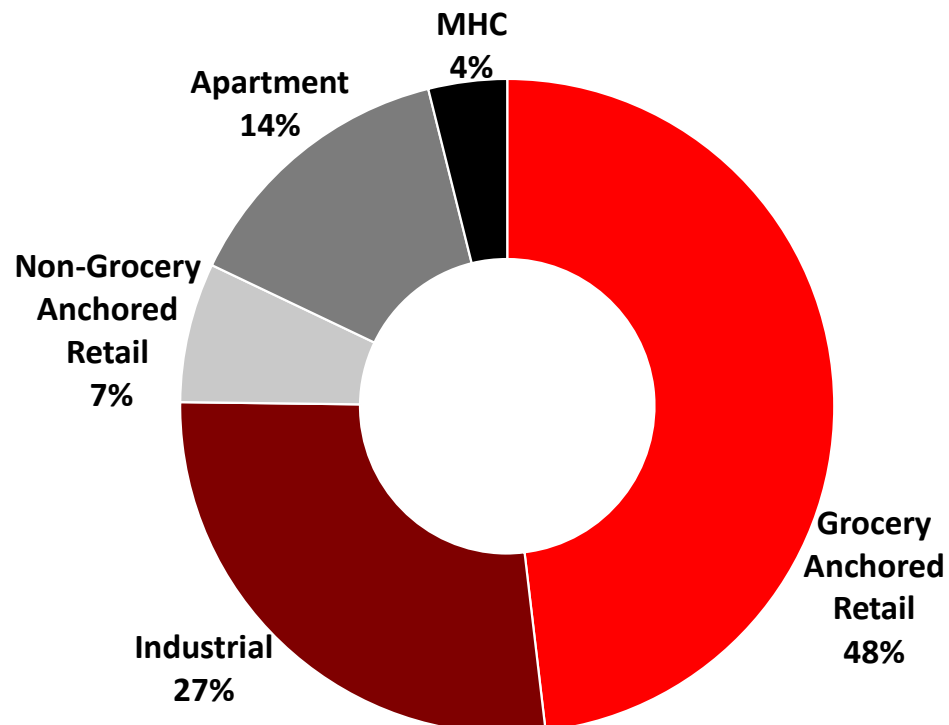
18%

## Portfolio is Diversified Across Geographies, Asset Classes and Tenants

**Portfolio by Province** (by NOI)



**Portfolio by Asset Class** (by NOI)



## Real Estate Statistics

**\$623.4 M**  
Portfolio Size

**71**  
Total Properties

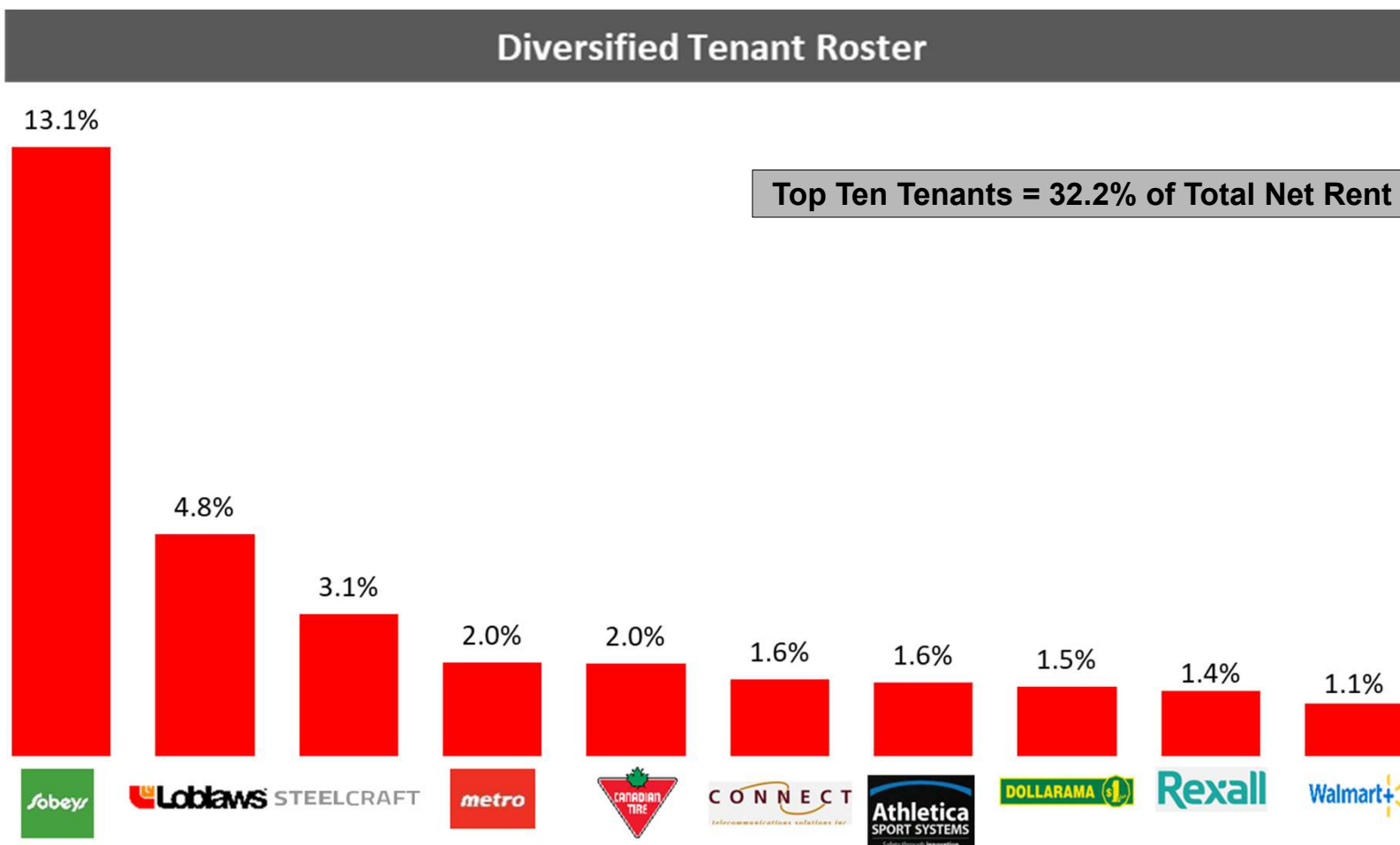
**2.41M Sq. Ft. GLA**  
Commercial  
(Trust's Pro-Rata Interests)

**1,136 Units**  
Residential

**95%**  
Occupancy

**50%**  
Leverage

### Top Ten Commercial Tenants (by % of net rent)



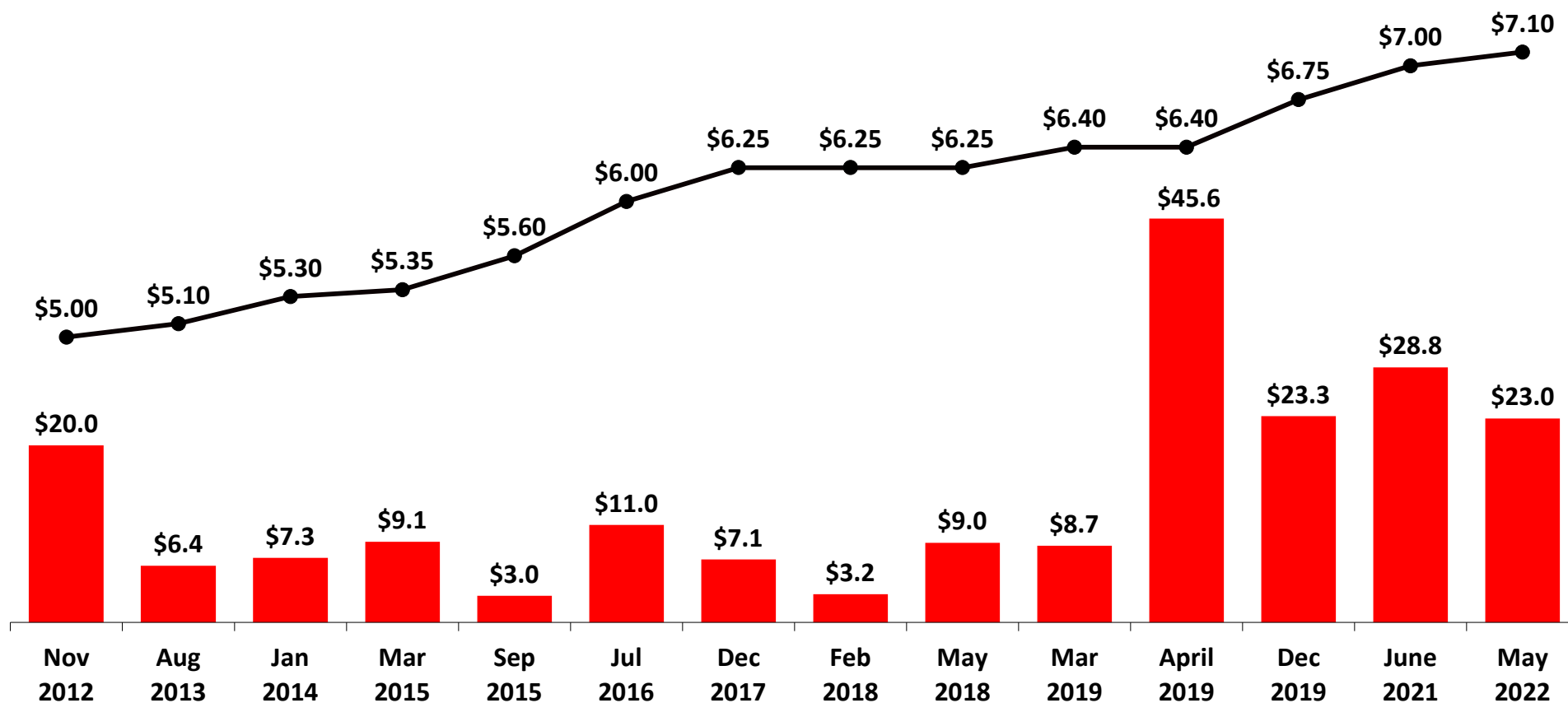
**Largest Tenant Contributes 13.1% of Net Rent and Top 10 Tenants Comprise 32.2% of Net Rent**



## Equity Financings & Unit Issue Price

(\$ millions, except unit price data)

■ Gross Proceeds Raised ● Unit Price



Equity Issued At Successively Higher Prices

## Annualized Total Return on Investment

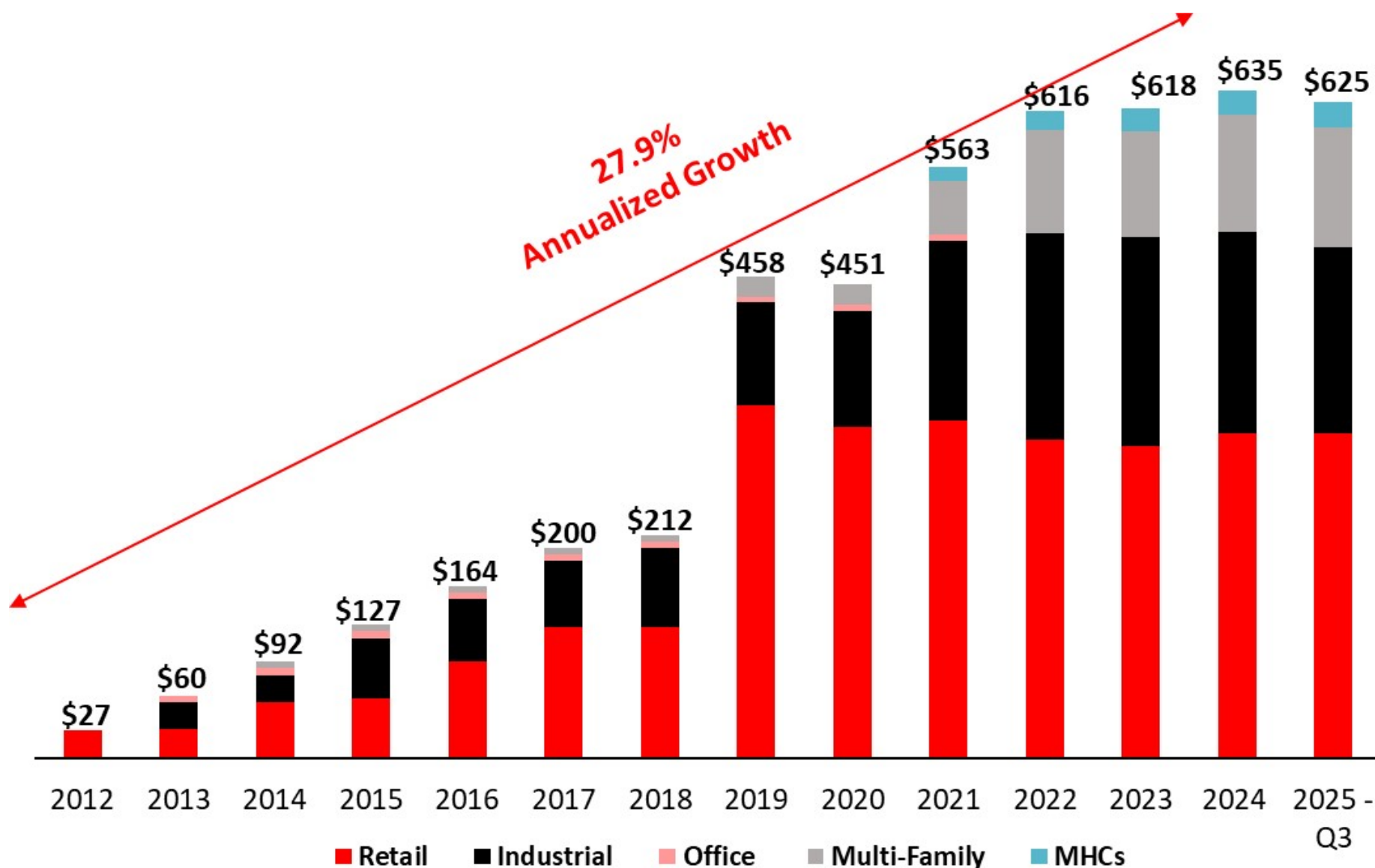
Since Inception, a \$100 Investment in FCPT Would be Worth \$410 Today!



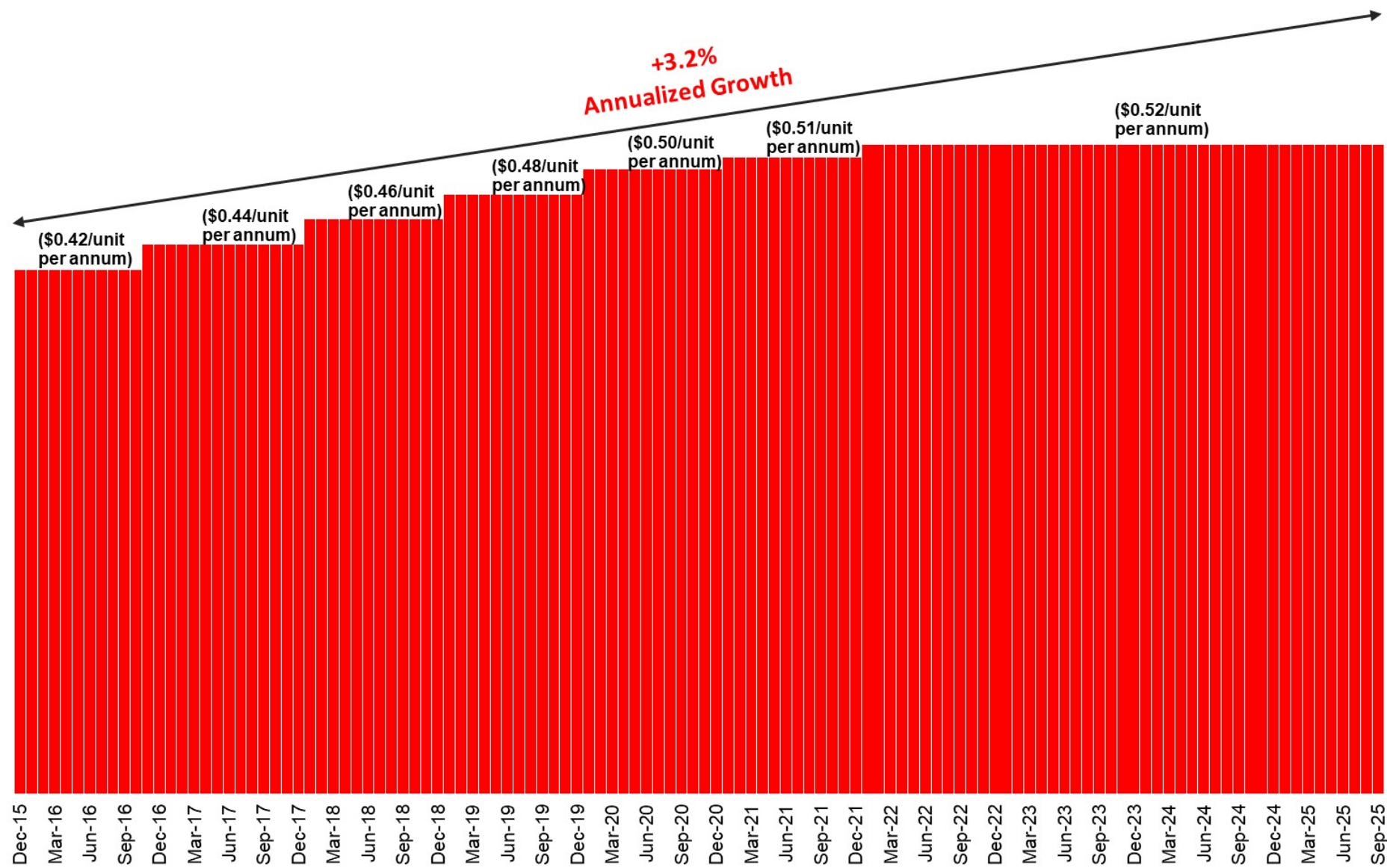
*Note: Annualized Total Return on Investment includes stock price plus accumulated distributions from inception of November 29, 2012 to December 31, 2025.*

## Portfolio Growth

(Asset Value \$ Millions)

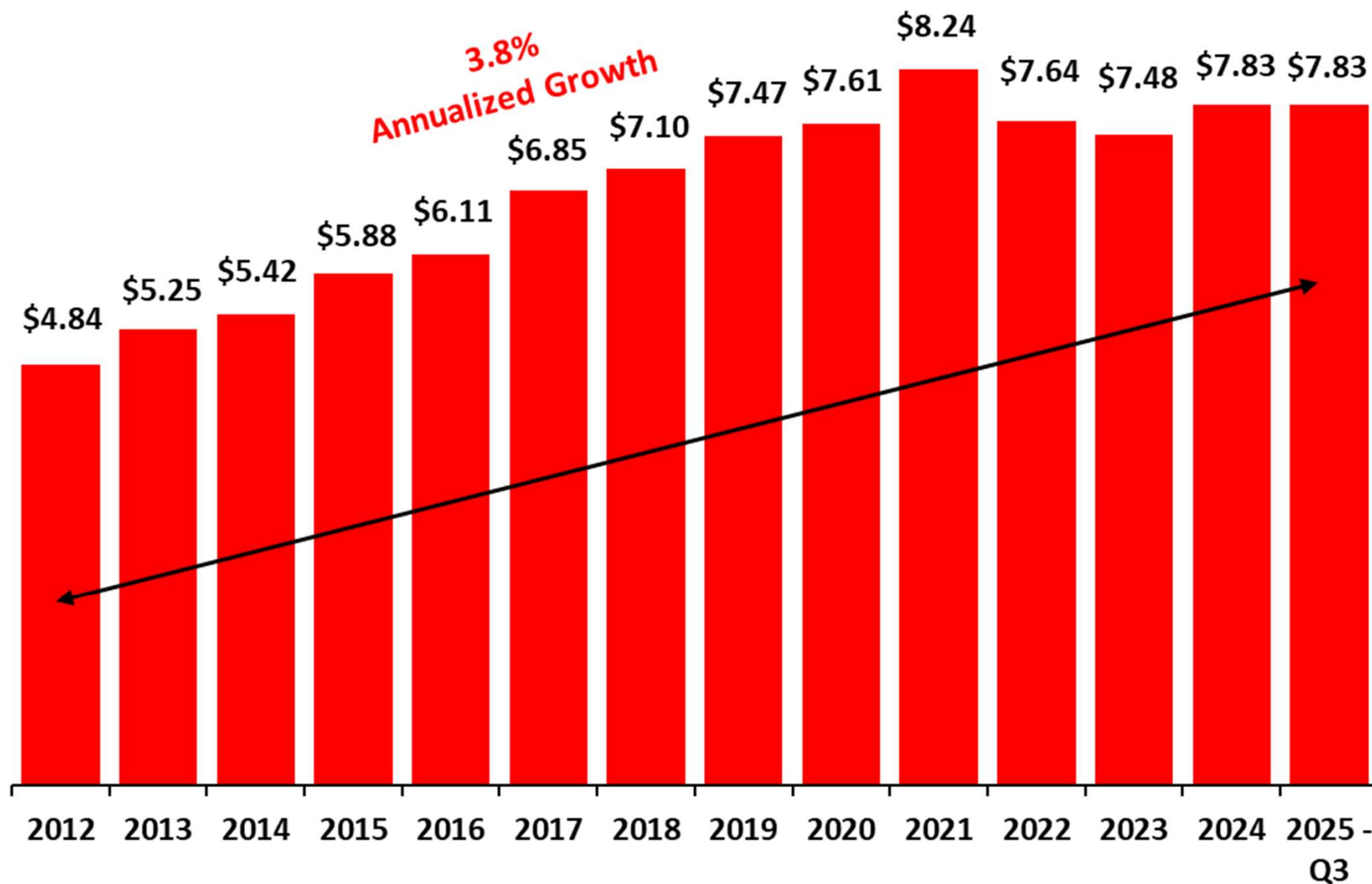


## Distribution Growth



## Net Asset Value Growth

(\$ per unit)





## Tax Deferral Opportunity

The Trust is highly tax efficient with a Return of Capital component.

|                         | TAX YEAR |      |      |      |      |
|-------------------------|----------|------|------|------|------|
|                         | 2024     | 2023 | 2022 | 2021 | 2020 |
| RETURN OF CAPITAL       | 85%      | 88%  | 91%  | 48%  | 100% |
| CAPITAL GAINS           | 15%      | 11%  | 9%   | 52%  | 0%   |
| TOTAL                   | 100%     | 100% | 100% | 100% | 100% |
| CAPITAL GAINS @ 50% TAX | 7.5%     | 6%   | 4%   | 26%  | 0%   |
| RETURN OF CAPITAL       | 85%      | 88%  | 91%  | 48%  | 100% |
| TOTAL TAX EFFICIENCY    | 92.5%    | 94%  | 96%  | 74%  | 100% |

## Tax Equivalent Yield

- The Return of Capital (“**ROC**”) component on distributions acts as a tax deferral to a non-registered recipient and as a shield to pay taxes at the capital gains inclusion rate.
- Historically, the majority of Firm Capital Property Trust’s distributions have been comprised of ROC.
- Firm Capital Property Trust’s after-tax yield is 58% higher than a high yield bond with the same pre-tax distribution/ coupon rate when composed entirely of ROC and capital gains.

### High Yield Corporate Bond

| Par Value | Coupon Rate | Interest | After-Tax Interest <sup>(1)</sup> | After-Tax Yield <sup>(1)</sup> |
|-----------|-------------|----------|-----------------------------------|--------------------------------|
| \$100.00  | 8.59%       | \$ 8.59% | \$ 3.99                           | 3.99%                          |

### Firm Capital Property Trust (TSX-FCD.UN)

| ROC /<br>Capital<br>Gains | Income | Pre-Tax<br>Distribution Yield <sup>(2)</sup> | After-Tax<br>Yield <sup>(1,3)</sup> | Tax Equivalent<br>Distribution<br>Yield <sup>(1,4)</sup> |
|---------------------------|--------|----------------------------------------------|-------------------------------------|----------------------------------------------------------|
| 0%                        | 100%   | 8.59%                                        | 3.99%                               | 8.59%                                                    |
| 25%                       | 75%    | 8.59%                                        | 4.57%                               | 9.83%                                                    |
| 50%                       | 50%    | 8.59%                                        | 5.14%                               | 11.07%                                                   |
| 75%                       | 25%    | 8.59%                                        | 5.72%                               | 12.31%                                                   |
| 100%                      | 0%     | 8.59%                                        | 6.29%                               | 13.54%                                                   |

An investment in  
FCPT provides a  
higher after-tax  
yield than an  
investment in a  
high yield bond!

#### Notes:

- Assumes 53.53% marginal tax rate and ROC is taxed based on future capital gains tax treatment on disposition of trust units.
- Assumes \$0.04333/unit monthly distribution and \$6.05 trading price as of July 15, 2025.
- Assumes \$6.05 for both sales price and initial cost basis. However, assumes cost basis ground to zero due to ROC received over time.
- Measures what an investor would have to earn on a fully taxable investment in order to match the yield of FCPT including distributions and sale of unit.

## Q3 2025 Financial Highlights

(\$ millions, except per unit or % amounts)

| <b>Metric</b>             | <b>Quarter Ended<br/>Sept. 30, 2025</b> | <b>Quarter Ended<br/>Jun. 30, 2025</b> | <b>Quarter Ended<br/>Sept. 30, 2024</b> |
|---------------------------|-----------------------------------------|----------------------------------------|-----------------------------------------|
| <b>NOI</b>                | <b>\$9.6</b>                            | <b>\$9.8</b>                           | <b>\$9.7</b>                            |
| <b>AFFO/Unit</b>          | <b>\$0.124</b>                          | <b>\$0.123</b>                         | <b>\$0.130</b>                          |
| <b>NAV/Unit</b>           | <b>\$7.83</b>                           | <b>\$7.84</b>                          | <b>\$7.82</b>                           |
| <b>Distributions/Unit</b> | <b>\$0.130</b>                          | <b>\$0.130</b>                         | <b>\$0.130</b>                          |
| <b>AFFO Payout Ratio</b>  | <b>104%</b>                             | <b>106%</b>                            | <b>100%</b>                             |
| <b>Leverage</b>           | <b>50%</b>                              | <b>50%</b>                             | <b>51%</b>                              |
| <b>Portfolio Size</b>     | <b>\$623</b>                            | <b>\$624</b>                           | <b>\$633</b>                            |

## Steady Rent Increases

| Investment Portfolio                         | Nine Months Ended<br>Sept. 30, 2025 | Nine Months Ended<br>Sept. 30, 2024 | Change |
|----------------------------------------------|-------------------------------------|-------------------------------------|--------|
|                                              | Rent                                | Rent                                |        |
| Retail <sup>(1)</sup>                        | \$19.19                             | \$19.35                             | (1%)   |
| Industrial <sup>(1)</sup>                    | \$9.03                              | \$9.00                              | +0%    |
| Multi-Residential <sup>(2)</sup>             | \$1,654                             | \$1,527                             | +8%    |
| Manufactured Home Communities <sup>(2)</sup> | \$706                               | \$643                               | +10%   |

(1) Rent per square foot.

(2) Rent per month.

# Fundamentals Driving Rental Rate Growth

1

## HIGH BARRIERS TO HOMEOWNERSHIP

- **High housing prices** have limited home purchases;
- **Higher credit standards for mortgage application process** have limited home purchases;
- **Income/Wage Limitation and Rise of debt balances** have prolonged average rent duration out of necessity;
- **Lack of downpayment for young families.**
- According to Statistics Canada March 26, 2025 Report<sup>(1)</sup>:
  - **Homeowners under 35 years of age reported that at least part of their downpayment was a gift (18%) vs. those aged 35 to 44 (at 3%).**

2

## SHIFT IN CONSUMER BEHAVIOUR

- **Many prefer the flexibility of renting**, enabling both greater mobility and less maintenance;
- **There is a continuing trend to delay “adult milestones”**, such as getting married, having a child, and purchasing a home;
- **Drop in immigration** has resulted in a pull back from 2024 highs;
- According to Rentals.ca September 2025 Rent Report<sup>(2)</sup>:
  - **After Eleven Months of Decline, Rents in Canada Still Higher than Two Years Ago, up 1% from August 2023**
  - **B.C. and Ontario Cities are Most Expensive while The Prairies are Most Affordable**

3

## RETAIL & INDUSTRIAL DEMAND DRIVERS

- **Economic Recovery:** Retail sales are rebounding as the economy recovers from the pandemic, with increased consumer spending and business activity;
- **E-commerce Growth:** The continued expansion of online shopping creates demand for logistics, distribution, and warehousing, as well as for digital customer service roles;
- **Infrastructure Development:** Investments in transportation and logistics infrastructure (e.g., highways, ports) can also drive industrial demand;
- The threat of tariffs and their potential to throttle the economy may have an impact on the retail sector.

4

## GOVERNMENT INITIATIVES TO STIMULATE RETAIL & INDUSTRIAL DEMAND DRIVERS

- **Access to Funding and Resources:** Programs like the Canada Small Business Financing Program and the Venture Capital Catalyst Initiative will continue to improve access to funding for small and medium-sized enterprises (SMEs);
- **Trade and Investment:** Strengthening international and regional relations through initiatives during Canada's G7 presidency in 2025;
- **Investing in Infrastructure:** Investing in clean energy and green shipping corridors, clean on-road and rail technologies, and a new high-speed passenger rail system in the Toronto-Ottawa-Montreal-Quebec City corridor;
- **Skilled Trades Training & Retaining Talent Program:** Investing in programs to equip tradespeople with the skills needed & Strengthening people-management programs.

### Notes:

(1) Statistics Canada, Economic and Social Reports dated March 26, 2025, <https://www150.statcan.gc.ca/n1/pub/36-28-0001/2025003/article/00001-eng.htm>

(2) Rentals.ca Rent Report dated September 2025, [www.rentals.ca](http://www.rentals.ca)



## 2025 Outlook

- Going forward, the segments of the economy that influence the Trust's performance will continue to be monitored and evaluated. Recent economic indicators suggest that inflationary pressures may be subsiding.
- Changes in U.S. trade policy, tariffs involving Canada and other countries, and increased geopolitical tensions have significantly influenced both the Canadian and global economic outlook during 2025.
- Canada's real GDP contracted by 0.4% in Q2 2025 (annualized -1.6%), following a strong Q1 driven by early exports to the US before tariffs took effect. The contraction was primarily due to a sharp decline in exports (down 7.5% in Q2), especially to the US, as new tariffs came into force. Business investment in machinery and equipment also fell, while household spending and government expenditures provided some offsetting support.
- Canadian CPI advanced to 2.1% in September, up from 1.9% in June. Core CPI, which excludes food and energy, remained steady at 2.6%. Inflation continues to broaden, with 57% of CPI components showing three month annualized gains above 3%, marking the widest spread so far in 2025. The Bank of Canada remains concerned that the implementation of new tariffs could further accelerate these figures.
- Canada's unemployment rate in September was 6.8%, showing a slight improvement from June's 6.9% and May's 7.0%. However, concerns over tariffs continue to weigh on hiring, especially in sectors such as manufacturing, transportation, and warehousing. Given ongoing pressures from trade-related uncertainties, unemployment rate may still increase in the coming months.
- Since June 2024, the Bank of Canada has cut rates by a total of 275 basis points, including four cuts amounting to 100 basis points in 2025. The Governing Council will continue to evaluate how economic weakness and trade-related inflation pressures impact future decisions.
- Although previous interest rate hikes impacted on our cash flow, increased rental rates across most of our portfolio have offset this effect. Canadian industrial markets have cooled, but demand and renewal rates remain strong in our Ontario and Quebec properties, with existing rents still well below market levels. Demand in our convenience retail portfolio continues to rise, boosting cash flow. Despite the current environment, our mortgage interest rates remain highly competitive and consistent with portfolio averages.
- Over the past several quarters, inflationary pressures have eased, but the ongoing interest rate hikes since 2022 continue to impact the Trust. This has led to lower IFRS real estate valuations, down from a peak Net Asset Value (NAV) of \$8.24 per unit in Q4 2021. In response to changing market conditions in 2023, the Trust increased capitalization rates across its retail and industrial properties. Nonetheless, growth in net operating income (NOI) has helped counterbalance these changes. For example, NAV increased slightly, from \$7.82 per unit in Q1 2025 to \$7.83 per unit by the end of Q3 2025.
- In 2024 and 2025, the Trust improved liquidity through increased mortgage refinancing. It has sufficient capital for operations and new projects through 2025. At Q3/2025, leverage stood at 50.0%, below the target range of 55–65%. The Trust has completed its 2025 refinancings, with ongoing focus on managing finance costs.
- Management regularly reviews its portfolio and makes adjustments to maintain long-term stability. The Trust plans to prioritize acquisitions in the Canadian industrial and multi-residential sectors, while gradually decreasing its holdings in non-core retail assets when market conditions allow, as shown by transactions in 2023 and 2024. The Trust anticipates expanding its asset base primarily through acquisitions in 2025, though the pace of acquisitions is expected to be slower than in previous years.
- The Trust declared and approved monthly distributions in the amount of \$0.0433 per Trust Unit for Unitholders of record on Sept. 30, 2025 through to Mar. 31, 2025.



## APPENDICES

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1. Acquisition History
  2. Board of Trustees
  3. Management Team
  4. Contact Information
  5. Disclaimer
-

# Acquisition History

| Acquisition                | Asset Class     | Acquisition Date | GLA (sq. ft.) Based on FCPT % Interest <sup>2</sup> | FCPT Interest Acquired (%) | Acquisition Price (@100%, millions) |
|----------------------------|-----------------|------------------|-----------------------------------------------------|----------------------------|-------------------------------------|
| Bridgewater, NS            | Retail          | Nov-2012         | 46,903                                              | 100%                       | \$9.1                               |
| Brampton, ON               | Retail          | Nov-2012         | 36,137                                              | 100%                       | \$11.4                              |
| Hanover, ON                | Retail          | Nov-2012         | 19,874                                              | 100%                       | \$4.0                               |
| Pembroke, ON               | Retail          | Nov-2012         | 11,247                                              | 100%                       | \$1.7                               |
| Centre Ice Portfolio       | Retail          | Jun-2014         | 111,740                                             | 70%                        | \$32.2                              |
| Whitby, ON                 | Retail / Office | Jun-2016         | 152,946                                             | 40%                        | \$35.8                              |
| Whitby, ON                 | Retail          | Sep-2016         | 41,942                                              | 40%                        | \$39.5                              |
| Moncton, NB                | Retail          | Nov-2016         | 16,372                                              | 100%                       | \$4.7                               |
| Guelph, Ontario            | Retail          | Nov-2017         | 116,236                                             | 100%                       | \$26.0                              |
| Crombie Portfolio JV       | Retail          | Feb-2019         | 148,188                                             | 50%                        | \$83.2                              |
| First Capital Portfolio JV | Retail          | May-2019         | 511,248                                             | 50%                        | \$266.0                             |
| Saint Alberta, AB          | Retail          | Jul-2019         | 52,748                                              | 50%                        | \$46.4                              |
| Barrie, ON                 | Office          | Mar-2013         | 39,495                                              | 100%                       | \$6.7                               |
| Montreal, QC               | Industrial      | Aug-2013         | 515,048                                             | 50%                        | \$48.2                              |
| Waterloo, ON               | Industrial      | Jul-2015         | 358,174                                             | 70%                        | \$43.3                              |
| Montreal, QC               | Industrial      | Oct-2018         | 79,582                                              | 50%                        | \$11.0                              |
| Edmonton, AB               | Industrial      | Oct-2019         | 48,259                                              | 50%                        | \$11.4                              |
| Edmonton and Leduc, AB     | Industrial      | Mar-2020         | 45,174                                              | 50%                        | \$10.7                              |
| Woodstock & Stratford, ON  | Industrial      | Nov-2021         | 191,874                                             | 100%                       | \$15.0                              |
| Saint Laurent, QC          | Industrial      | Mar-2022         | 17,306                                              | 50%                        | \$6.3                               |
| Edmonton, AB               | Industrial      | April-2022       | 117,212                                             | 50%                        | \$36.3                              |
| Edmonton, AB               | Industrial      | Dec-2022         | 68,000                                              | 50%                        | \$6.2                               |
| Ottawa, ON                 | Multi-Family    | Nov-2014         | 135 units                                           | 50%                        | \$11.2                              |
| Dartmouth, NS              | Multi-Family    | Jan-2019         | 69 units                                            | 100%                       | \$10.7                              |
| Edmonton, AB               | Multi-Family    | May-2021         | 128 units                                           | 70%                        | \$25.0                              |
| Lower Sackville, NS        | Multi-Family    | May-2021         | 132 units                                           | 70%                        | \$18.2                              |
| Pointe Claire, QC          | Multi-Family    | Jan-2022         | 135 units                                           | 100%                       | \$55.0                              |
| Calgary, AB                | MHC             | Mar-2021         | 181 units                                           | 50%                        | \$17.3                              |
| McGregor, ON               | MHC             | Aug-2021         | 242 units                                           | 50%                        | \$10.7                              |
| Peterborough, ON           | MHC             | Feb-2023         | 56 units                                            | 50%                        | \$3.1                               |
| Trenton, ON                | MHC             | Feb-2023         | 58 units                                            | 50%                        | \$2.6                               |
| <b>Total<sup>1</sup></b>   |                 |                  | <b>2,745,213 Sq. Ft. / 1,136 units</b>              |                            | <b>\$908.9</b>                      |

(1) Does not reflect current portfolio due to dispositions.

(2) Unit count based on 100% ownership

## Board of Trustees

|                      |                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|----------------------|----------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Independent Trustees | <b>Stanley Goldfarb</b><br>Chairman, Independent Trustee | <ul style="list-style-type: none"> <li>• CEO of Goldfarb Management Services Limited</li> <li>• Chairman &amp; Director of Firm Capital Mortgage Investment Corporation (TSX: FC)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                 |
|                      | <b>Geoffrey Bledin</b><br>Independent Trustee            | <ul style="list-style-type: none"> <li>• Director of Mortgage Investment Corporation (TSX:FC)</li> <li>• Chairman &amp; Trustee of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN)</li> <li>• Chairman &amp; Trustee of Firm Capital Private Equity Realty Trust</li> <li>• Past President and CEO of Equitable Trust Company</li> <li>• Former Partner with Price Waterhouse</li> </ul>                                                                                                                                                                                    |
|                      | <b>Howard Smuschkowitz</b><br>Independent Trustee        | <ul style="list-style-type: none"> <li>• Corporate Director</li> <li>• President of Total Body Care Inc. &amp; JRS Capital Management</li> <li>• Former President of Homeland Self Storage</li> </ul>                                                                                                                                                                                                                                                                                                                                                                        |
|                      | <b>Jeffrey Goldfarb</b><br>Independent Trustee           | <ul style="list-style-type: none"> <li>• Trustee of Firm Capital Private Equity Realty Trust</li> <li>• Retired Partner of PricewaterhouseCoopers</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                 |
|                      | <b>Larry Shulman</b><br>Independent Trustee              | <ul style="list-style-type: none"> <li>• Independent Director of Firm Capital Mortgage Investment Corporation (TSX:FC)</li> <li>• Retired Senior Partner of Goldfarb, Shulman, Patel &amp; Co.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                    |
| Executive Trustees   | <b>Manfred Walt</b><br>Independent Trustee               | <ul style="list-style-type: none"> <li>• CEO of Walt &amp; Co. Inc., a consultant to the Reichmann Family</li> <li>• Trustee of Killam Apartment REIT (TSX: KMP.U)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                |
|                      | <b>Eli Dadouch</b><br>Vice Chairman                      | <ul style="list-style-type: none"> <li>• Founder, President &amp; CEO of Firm Capital organization</li> <li>• President &amp; CEO of Firm Capital Mortgage Investment Corporation (TSX: FC)</li> <li>• Vice-Chairman of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN)</li> <li>• CEO &amp; Vice-Chairman of Firm Capital Private Equity Realty Trust</li> </ul>                                                                                                                                                                                                           |
|                      | <b>Jonathan Mair</b><br>Trustee                          | <ul style="list-style-type: none"> <li>• Vice President, Mortgage Banking of Firm Capital Corporation</li> <li>• COO, Senior VP and Director of Mortgage Investment Corporation (TSX:FC)</li> <li>• Trustee of Firm Capital Private Equity Realty Trust</li> </ul>                                                                                                                                                                                                                                                                                                           |
|                      | <b>Robert McKee</b><br>Trustee                           | <ul style="list-style-type: none"> <li>• President &amp; CEO of Firm Capital Property Trust (TSX: FCD.UN)</li> <li>• Past Trustee of True North Apartment REIT (TSX:TN.UN)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                        |
|                      | <b>Sandy Poklar</b><br>CFO & Trustee                     | <ul style="list-style-type: none"> <li>• COO and Managing Director, Capital Markets &amp; Strategic Developments of Firm Capital Corporation</li> <li>• EVP &amp; Managing Director, Finance of Firm Capital Mortgage Investment Corporation (TSX: FC)</li> <li>• CFO and Trustee of Firm Capital Property Trust (TSX: FCD.UN)</li> <li>• President, CEO &amp; Trustee of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN)</li> <li>• COO &amp; Co-CIO of Firm Capital Private Equity Realty Trust</li> <li>• Trustee of True North Commercial REIT (TSX: TNT.UN)</li> </ul> |
|                      | <b>Victoria Granovski</b><br>Trustee                     | <ul style="list-style-type: none"> <li>• Vice President, Mortgage Operations of Firm Capital Corporation</li> <li>• Director &amp; SVP, Credit &amp; Equity Capital of Firm Capital Mortgage Investment Corporation (TSX: FC)</li> </ul>                                                                                                                                                                                                                                                                                                                                     |

Substantial Experience in Real Estate Management, Acquisitions, Lending and Finance

## Management Team

### **Robert McKee**

President & CEO

- Managing Director - Firm Capital Realty Partners Inc. since October 2008
- President & CEO of Firm Capital Property Trust (TSX: FCD.UN)
- Former Trustee of True North Apartment REIT (TSX:TN.UN)
- Formerly with TD Securities - Real Estate Investment Banking Group

### **Sandy Poklar**

Chief Financial Officer

- COO and Managing Director, Capital Markets & Strategic Developments of Firm Capital Corporation
- EVP, Finance of Firm Capital Mortgage Investment Corporation (TSX: FC)
- CFO and Trustee of Firm Capital Property Trust (TSX: FCD.UN)
- President, CEO & Trustee of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN)
- COO & Co-CIO of Firm Capital Private Equity Realty Trust
- Trustee of True North Commercial REIT (TSX: TNT.UN)
- Former investment banking and equity research roles with Macquarie Capital, TD Securities, and Canaccord Genuity

### **Eli Dadouch**

Vice Chairman & Co-Chief  
Investment Officer

- Founder, President & CEO of Firm Capital Organization
- President, CEO and Director of Firm Capital Mortgage Investment Corporation (TSX:FC)
- Vice-Chairman of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN)
- CEO & Chairman of Firm Capital Private Equity Realty Trust
- President and CEO of FCPT's Asset and Property Manager
- Director, Global Risk Institute in Financial Services

### **Jonathan Mair**

Co-Chief Investment Officer

- Vice President, Mortgage Banking of Firm Capital Corporation
- COO, SVP and Director of Firm Capital Mortgage Investment Corporation (TSX: FC)
- Co-CIO & Trustee of Firm Capital Property Trust (TSX: FCD.UN)
- Trustee of Firm Capital Private Equity Realty Trust
- Former Vice-President of KPMG Inc. from 1993 to 1997

## OUR CORE PRINCIPLES



### TRUST

Our partners, investors and clients can trust Firm Capital to execute on our commitment.



### INNOVATION

Firm Capital brings an innovative approach to structuring a transaction.



### RELATIONSHIPS

Firm Capital builds strong, long-term relationships with its partners, investors and clients.

Firm Capital is a real estate private equity investment firm and alternative investment manager based in Toronto, Canada. Since 1988, Firm Capital has focused on deploying proprietary and managed capital opportunistically between debt and equity investments in the private and public real estate markets. The organization has established an exceptional track record of successfully lending, financing, owning, investing, joint venturing and managing real estate all across Canada and parts of the US. Firm Capital focuses on a simple culture and goal: to be a client driven organization with impeccable integrity focused on preservation of capital through disciplined tactical investing at the same time as building long term relationships.

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