Firm Capital
Real Estate Capital

35 YEARS
BUILDING RELATIONSHIPS
SINCE 1988

# ORGANIZATION PROFILE

## A BOUTIQUE REAL ESTATE CAPITAL PROVIDER

Proprietary Capital • Asset Management | Mortgage Credit • Real Estate Equity • Special Situation Investments

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# ORGANIZATION INVESTMENT FOCUS

**FIRM CAPITAL ORGANIZATION,** since 1988, through its various affiliates, operates as an alternative boutique private equity real estate investment firm. Firm Capital has focused on deploying proprietary and managed capital opportunistically between debt and equity investments in the real estate private and public markets. The organization has established an exceptional track record of successfully lending, providing financing, owning, investing, joint venturing and managing real estate across Canada and parts of the United States.

**FIRM CAPITAL** currently has approximately $5 billion in mortgage and real estate related investment assets under management, including the associated investor capital being managed.

**FIRM CAPITAL** focuses on three investment areas: Mortgage Lending, Real Estate Investments, and Special Situation Investments.

Credit and mortgage lending leads the investment operating focus of the organization.

## AREAS OF INVESTMENTS

### Mortgage Investments

- Real Estate Finance
- Mortgage Lending
- Debt & Structured Equity Investments
- Alternative Credit

### Real Estate Investments

- Real Estate Equity Investments
- Proprietary & Joint Ventures
- Property & Asset Management

### Special Situation Investments

- Structured Credit
- Opportunistic, Activist & Tactical Capital Market Investments
- Proactive Real Estate Debt / Equity / Restructuring / Distress
- Stabilized income producing partnerships
- Private & Public Markets, all levels of the capital stack

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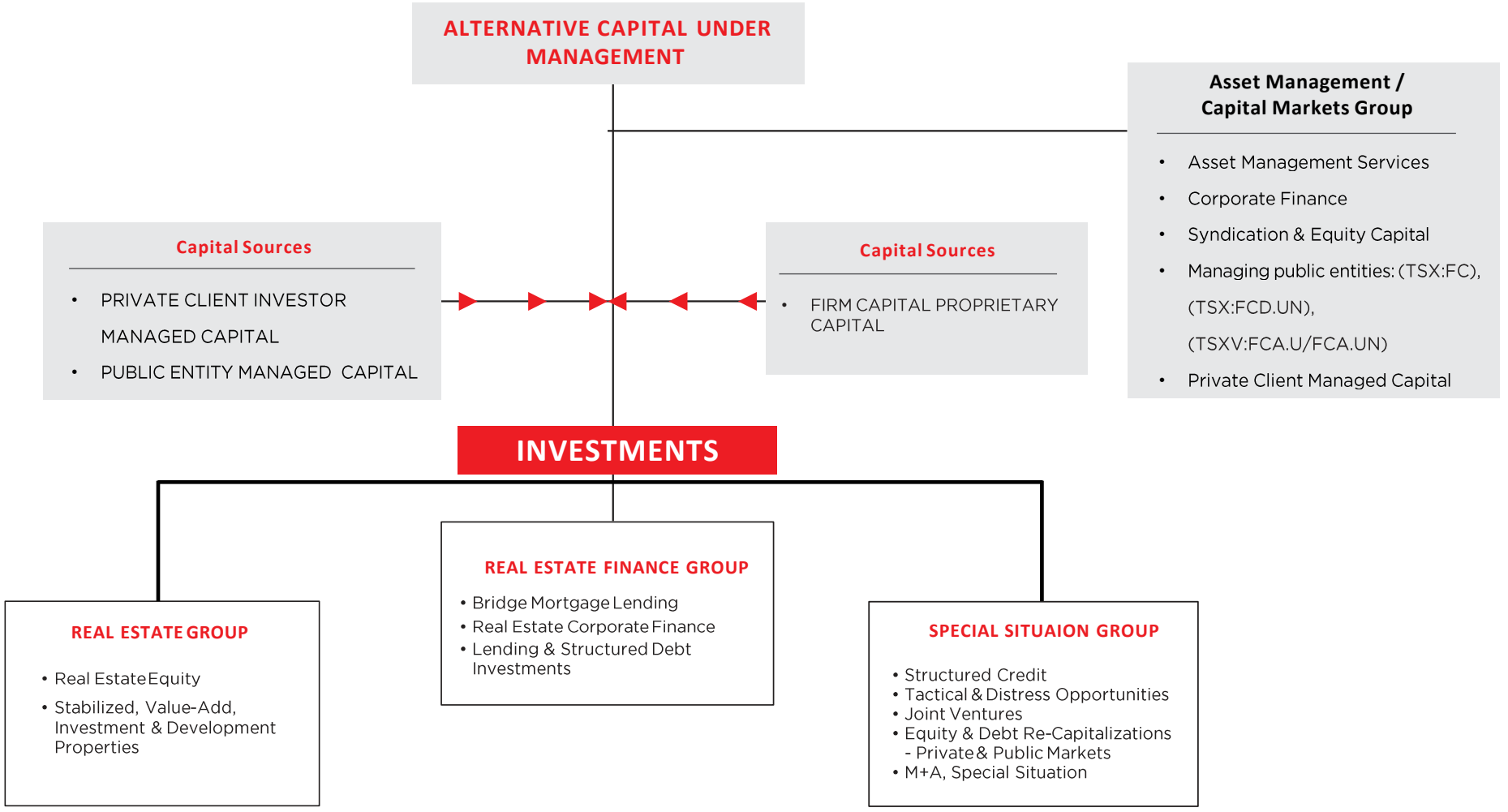
# ORGANIZATION OPERATING AFFILIATES



Real Estate Capital

***Real Estate Finance / A Boutique Mortgage Provider***

**FIRM CAPITAL CORPORATION,** since 1988, has operated as a non-bank lender providing residential and commercial construction, bridge, special situation mortgage loans, and conventional real estate finance, including providing term debt, acquisition facilities, and mezzanine and equity capital investments for real estate projects. Firm Capital is the Real Estate Finance Provider to various capital pools, including, since 1999, the Toronto Stock Exchange, listed Firm Capital Mortgage Investment Corporation (TSX: FC); Firm Capital Mortgage Investors Corporation, a private mortgage RSP fund in operation since 1994; and Firm Capital Private Mortgage Trust, a private fund designed for investors focused on alternative debt investments.

The following three tag-lines are registered trademarks of Firm Capital Corporation:

- *Boutique Mortgage Lenders®*
- *Where Mortgage Deals Get Done ®*
- *Tailored Mortgage Engineering By Firm Capital ®*

Firm Capital has completed over $12 Billion in new financing since 2020.

**Real Estate Equity / *Realty Capital Partners***

**FIRM CAPITAL PROPERTY MANAGEMENT CORP.,** through related companies, has owned and managed a portfolio of multi residential buildings, land lease communities, industrial / commercial investment properties and has interests in various building joint ventures. The multi residential apartment division operates under Westbury Rental Residences (www.westburyrentals.com); the Manufactured Home Land Lease division operates under SunPark Communities (www.sunparkcommunities.com); and industrial / commercial properties are operated under Firm Capital Commercial and medical buildings under the banner Medilife Medical Centres. Development Joint Ventures are originated and asset managed through Firm Capital Corporation which has participated as a capital provider in various development joint-ventures, with various landlords and building development partners. Firm Capital is the property and asset manager to the TSX listed: Firm Capital Property Trust (TSX: FCD.UN) a Canadian diversified REIT, and to Firm Capital Apartment Real Estate Investment Trust (TSXV: FCA.U/FCA.UN) a diversified U.S. debt & equity platform in the U.S. multi-residential sector.

**Special Situation Investments / *Strategic Investors***

**FIRM CAPITAL PRIVATE EQUITY MANAGEMENT LP** is a multi-strategy, event drive, special opportunity, tactical investor focused on public and private special-situation real estate equity, and debt investments. Investments are focused across four platforms; Activist Strategies, High Yield Structured Debt, Distressed & Discounted Debt Acquisitions and Real Estate Joint Ventures. Firm Capital is the asset manager to Firm Capital Private Equity Realty Trust.

**Asset Management / *Capital Markets Group***

The asset management & capital markets group provides strategic advice and corporate finance for the Firm Capital platforms; syndication, equity capital markets, client relationships and client access; overseas the management of the public entities and private client managed capital.