



| <h1>FUND FACTS</h1> | <p>December 31, 2020</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|--------------|---------------|--------------|--------------|-------|-------|-------|--------------|-------|---|----------|--------------|-----------|-------|----------|--------------|----------|-------|---------|--------------|----------|-------|-------|--------------|-------|-------|-------|--|------|---------|--------------|--------------|--------|-------|-------|-------|---------|-------|-------|-------|---------|-------|-------|-------|
| <p>Quick Facts</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Security type: Class D Shares of a Mortgage Investment Corporation(MIC)</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Date Fund Created: October 2009</p> | <p>Portfolio Manager: Bancorp Financial Services Inc. (BFSI)</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Total Value on December 31, 2020: \$51.5 million</p> | <p>Distributions: Quarterly with a final distribution after the annual audit. Distributions can be taken in cash or re-invested in the Fund.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Management Expense Ratio: 1.95%</p> | <p>Minimum Investment: \$ 10,000 initial \$ 5,000 additional</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>RRSP and RRIF Eligible.</p> | <p>Tax Treatment: Profits are distributed to shareholders free of any corporate taxes. Distributions to non RRSP/RRIF shareholders are reported as interest income.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Shares are sold by way of Offering Memorandum.</p> | <p>Purchasers must complete a subscription agreement for any initial or additional purchase.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>What does the Fund Invest In? The Fund invests in mortgages where the loan exposure does not exceed 75% of the value of the loan consisting primarily of 1st mortgage loans to finance the acquisition of land, construction, inventory, development, redevelopment or renovation of residential, commercial, office or industrial properties.</p> | <p>What are the risks? There are risks associated with real estate market conditions, credit risk and various other factors effecting real estate investments. Risks are mitigated through solid analysis and underwriting and portfolio diversification.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Number of Loans in Portfolio: 28</p> | <p>Average Loan to Value: 66.63%</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Portfolio by property type</p> <table border="1"> <caption>Portfolio by property type</caption> <thead> <tr> <th>Property Type</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>Single Family</td> <td>9.1%</td> </tr> <tr> <td>Multi-Family</td> <td>40.6%</td> </tr> <tr> <td>Land</td> <td>24.2%</td> </tr> <tr> <td>Commercial</td> <td>26.1%</td> </tr> </tbody> </table> | Property Type | Percentage | Single Family | 9.1% | Multi-Family | 40.6% | Land | 24.2% | Commercial | 26.1% | <p>Portfolio by location</p> <table border="1"> <caption>Portfolio by location</caption> <thead> <tr> <th>Location</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>Vancouver</td> <td>77%</td> </tr> <tr> <td>Victoria</td> <td>3%</td> </tr> <tr> <td>Other BC</td> <td>7%</td> </tr> <tr> <td>Calgary</td> <td>7%</td> </tr> <tr> <td>Edmonton</td> <td>6%</td> </tr> </tbody> </table> | Location | Percentage | Vancouver | 77% | Victoria | 3% | Other BC | 7% | Calgary | 7% | Edmonton | 6% | | | | | | | | | | | | | | | | | | | | | | |
| Property Type | Percentage | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Multi-Family | 40.6% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 24.2% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| <p>Annualized Yields</p> <table border="1"> <caption>Annualized Yields</caption> <thead> <tr> <th>Year</th> <th>Class D</th> <th>Target Yield</th> <th>2 Year Cda's</th> </tr> </thead> <tbody> <tr> <td>Jan-Dec 2015</td> <td>6.07%</td> <td>4.51%</td> <td>0.51%</td> </tr> <tr> <td>Jan-Dec 2016</td> <td>6.17%</td> <td>4.58%</td> <td>0.58%</td> </tr> <tr> <td>Jan-Dec 2017</td> <td>6.31%</td> <td>5.13%</td> <td>1.13%</td> </tr> <tr> <td>Jan-Dec 2018</td> <td>7.19%</td> <td>5.99%</td> <td>1.99%</td> </tr> <tr> <td>Jan-Dec 2019</td> <td>6.80%</td> <td>5.56%</td> <td>1.56%</td> </tr> <tr> <td>Jan-Dec 2020</td> <td>6.84%</td> <td>4.45%</td> <td>0.45%</td> </tr> </tbody> </table> | Year | Class D | Target Yield | 2 Year Cda's | Jan-Dec 2015 | 6.07% | 4.51% | 0.51% | Jan-Dec 2016 | 6.17% | 4.58% | 0.58% | Jan-Dec 2017 | 6.31% | 5.13% | 1.13% | Jan-Dec 2018 | 7.19% | 5.99% | 1.99% | Jan-Dec 2019 | 6.80% | 5.56% | 1.56% | Jan-Dec 2020 | 6.84% | 4.45% | 0.45% | <p>Annualized Yields to December 31, 2020</p> <table border="1"> <caption>Annualized Yields to December 31, 2020</caption> <thead> <tr> <th>Term</th> <th>Class D</th> <th>Target Yield</th> <th>2 Year Cda's</th> </tr> </thead> <tbody> <tr> <td>1 Year</td> <td>6.84%</td> <td>4.45%</td> <td>0.45%</td> </tr> <tr> <td>3 Years</td> <td>6.94%</td> <td>5.33%</td> <td>1.33%</td> </tr> <tr> <td>5 Years</td> <td>6.65%</td> <td>5.14%</td> <td>1.14%</td> </tr> </tbody> </table> | Term | Class D | Target Yield | 2 Year Cda's | 1 Year | 6.84% | 4.45% | 0.45% | 3 Years | 6.94% | 5.33% | 1.33% | 5 Years | 6.65% | 5.14% | 1.14% |
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| <p>How has the Fund Performed?</p> <p>The 2019 annualized yield for Class D shares was 6.80% and is anticipated to be 5.50% - 6.25% for this year. Returns are after MER has been deducted.</p> | <p>Are there any Guarantees?</p> <p>No. Like mutual funds, the value of the MIC shares are based upon the value of the underlying assets.</p> |
| <p>Who is the target market for this fund?</p> <ul style="list-style-type: none"> • A medium risk mortgage fund suitable for investors looking for improved yield in the bond plus 4% range and who are comfortable with the risks involved in interim mortgage financing. • Investors who are able to make a mid to long term investment. | |
| <p>Management Expense Ratio (MER)</p> <p>Management Fee: The fund pays a management fee to BFSI.</p> <p>Operating expenses: These are the day to day costs of operating the fund.</p> <p>Management Expense Ratio. This is the total of the management fee and operating expenses.</p> <p>Profit Participation</p> <p>The fund has established a target rate of return of Government of Canada 2 year bonds plus 4.0% for Class D Shares. Once this level of return has been achieved any income above this amount is shared with BFSI on a 75% Investor/25% BFSI basis.</p> | <p>1.50%</p> <p><u>0.45%</u></p> <p>1.95%</p> |
| <p>Other Fees</p> <ul style="list-style-type: none"> • Transfer fee: \$75 plus GST to transfer shares to another account. | |
| <p>Liquidity:</p> <ul style="list-style-type: none"> • Notice required 60 days before fiscal quarter end (March 31, June 30, September 30 & December 31). • Payment is made 1 month after the quarter end and in the case of Dec 31 year end, 2 months after the year end. • Payment is subject to available funds. <p>The mortgages held by the company are contractual obligations and are not readily liquid assets. While the Fund Directors attempt to provide liquidity when requested, investors should be aware that liquidity is dependent on loan maturity and repayment of mortgages.</p> | |
| <p>What if the client changes their mind?</p> <p>You can cancel the investment up to two days after you receive the trade confirmation.</p> | <p>For more information:</p> <p>This summary may not contain all the information you need. The Fund's Offering Memorandum has more detailed information. To receive a copy or if you have other questions,</p> <ul style="list-style-type: none"> • Call: (604) 608-2717 and ask for Investor Relations • Visit our Website: www.bancorpfincial.com |