

# **Fisgard Capital Corporation**

Navigating Market Headwinds with a Conservative Lending Strategy

### Sector: Mortgage Investment Corporations

### Highlights

- In 2024, mortgage receivables increased 2% YoY to \$295M vs our estimate of \$313M. Net income was up 29% to \$24M, beating our estimate by 2%. The weighted average yield across all shares increased 1.1 pp (percentage points) to 8.2%, exactly matching our estimate from the previous report in May 2024.
- The MIC remains focused on low-LTV/first mortgages for single family residential units in B.C., AB, and ON. As of December 2024, first mortgages accounted for 95% of the portfolio. The weighted average loan-to-value was 53%. Unlike many comparable MICs, the fund does not use leverage to enhance yields
- Since May 2024, the BoC has cut rates seven times (225 bp), with the potential for one or two more cuts this year, drive by high unemployment, escalating geopolitical/trade risks, and concerns over potential weakness in GDP growth. Consequently, we anticipate Fisgard's transaction volumes to rise this year.
- We find high-yielding funds, like Fisgard, increasingly attractive in the current declining rate environment. This is because **MIC lending** rates are less elastic, meaning their yields tend to decline less in a falling rate environment, and rise more slowly in a rising rate environment.
- At the end of 2024, Fisgard had \$11.69M in stage three (impaired) mortgages (4% of the portfolio vs the sector average of 6%), spread across 11 out of 527 properties. We believe the MIC's low LTV (53%) puts them in a comfortable position.
- We are projecting a yield of 7.2% in 2025 (2024: 8.2%) vs management's guidance of 7.0%-8.0%.

Key Financials /YE: Dec 31	2020	2021	2022	2023	2024	2025E	2026E
Mortgage Receivables	\$162,347,354	\$223,391,140	\$279,246,976	\$288,880,559	\$295,491,153	\$320,607,901	\$336,638,296
Revenue	\$15,294,905	\$16,042,204	\$22,113,313	\$28,920,968	\$34,417,228	\$33,267,933	\$33,446,609
Net Income	\$11,644,869	\$14,740,411	\$12,491,556	\$18,278,350	\$23,609,409	\$21,894,177	\$21,150,615
Dividend Yield	6.0%	6.5%	5.4%	7.1%	8.2%	7.2%	6.3%

The yields presented above reflects the weighted average for all share classes.

\*This report and research coverage is paid for and commissioned by the issuer. See last page for other important disclosures, rating, and risk definitions. All figures in C\$ unless otherwise specified.

May 14, 2025

Expected Yield (2025): 7.20% Rating\*: 2-Risk\*: 2

Click here for more research on the company

Sid Rajeev, B.Tech, MBA, CFA Head of Research

Offering Summary						
Fisgard Capital Corporation						
Class B (5-year lock-ir period) / Class D (3- year) / Class F (1- year) non-voting shares						
\$1						
N/A						
2% p.a. of equity & debt + nil % of mortgage origination fee + 1% of capital raised						
Quarterly						
1% p.a.						
KPMG						



# **Investment Strategy**

- Targets first mortgages on already-built single family residential units in B.C., AB, and ON
- Short-term loans secured by real estate
- > Maximum LTV of 75% at the time of origination
- Uses limited leverage to enhance yields
- > Currently approximately 5% of its mortgages are syndicated

The following table shows how Fisgard's portfolio compares to that of other MICs (with AUM of \$100M+) focused on single-family residential units.

Fisgard	Average
95%	73%
51%	37%
41%	51%
7%	8%
2%	4%
53%	59%
8.3%	9.2%
0%	22%
\$586,034	\$449,912
4.0%	6.0%
0.4%	0.8%
	95% 51% 41% 7% 2% 53% 8.3% 0% \$586,034 4.0%

Source: FRC / Various

FCC's yield is lower than comparables as it operates a relatively low-risk fund, driven by high exposure to first mortgages, and low LTV, and debt/capital

> FCC has fewer stage three mortgages



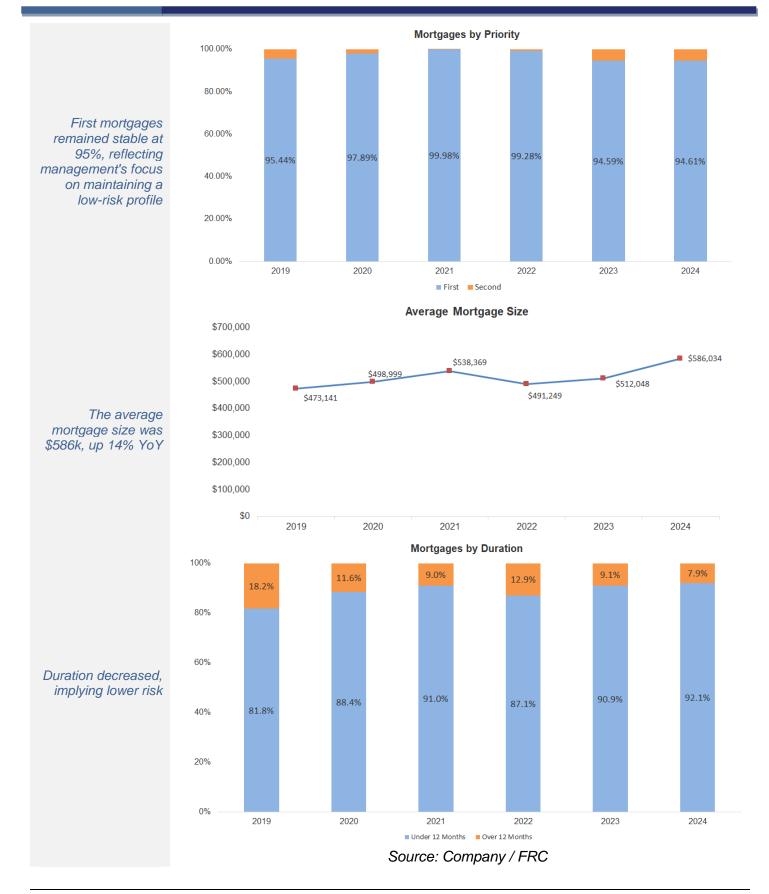
#### Portfolio Details (YE: December 31<sup>st</sup>) Mortgage Portfolio \$350,000,000 \$295,491,153 \$300,000,000 \$288 880 559 \$279 246 976 \$250,000,000 In FY2024, \$223,391,140 mortgage \$200,000,000 receivables were up \$181,645,601 2% YoY to \$295M vs \$162.347.354 our forecast of \$150.000.000 \$313M \$100,000,000 \$50,000,000 \$0 2020 2024 2019 2021 2022 2023 Balance Sheet (YE - Dec 31st) 2020 2021 2022 2023 2024 Assets Cash & cash equivalents \$19,167,763 \$3,357,333 \$4,502,509 \$4,453,320 \$3,260,596 Other current assets \$35,271 \$215,138 \$25,700 \$20,964 \$15,963 Mortgages loans - current \$143,492,197 \$203,360,691 \$243,102,073 \$262.652.767 \$272.082.101 Mortgage loans - LT \$18,855,157 \$20,030,449 \$36,144,903 \$26,227,792 \$23,409,052 Investments in associates \$17,934,237 NAV remained flat at \$100 \$1/share **Total Assets** \$199,484,625 \$226,963,711 \$283,775,185 \$293,354,843 \$298,767,712 Liabilities Short-term loans \$2,410,666 \$46,069,316 \$14,442,260 Accounts payable and accruals \$40.001 \$35,770 \$441,698 \$293.974 \$267.263 Debt to capital \$468,365 Interest reserve \$92,791 \$405,600 \$67,981 \$368,603 decreased YoY from Redeemable shares - current \$43,006,946 \$61,664,411 \$57,748,256 \$59,439,957 \$62,551,554 5% to nil vs the sector average of Redeemable shares - LT \$155,980,027 \$161,862,024 \$178,228,802 \$218,063,271 \$234,435,234 22% **Total Liabilities** 199,495,339 292,307,443 297.622.654 226,065,662 282,893,672 Shareholders' Equity Unlike many Share capital \$480 \$480 \$480 \$480 \$480 comparable MICs. Retained earnings -\$11.194 \$897.569 \$881.033 \$1,046,920 \$1,144,578 the fund does not Total Shareholders' Equity -\$10,714 \$898,049 \$881,513 \$1,047,400 \$1,145,058 use leverage to enhance yields Total Liabilities and SE \$199,484,625 \$226,963,711 \$283,775,185 \$293,354,843 \$298,767,712 Mortgages Invested \$162,347,354 \$223,391,140 \$279,246,976 \$288,880,559 \$295,491,153 Investors' Capital + Debt \$198,986,973 \$225,937,101 \$282,046,374 \$291,945,488 \$296,986,788 Investors' Capital \$198,986,973 \$223,526,435 \$235,977,058 \$277,503,228 \$296,986,788 NAV per share \$1.00 \$1.00 \$1.00 \$1.00 \$1.00 Debt \$0 \$2,410,666 \$46,069,316 \$14,442,260 \$0 0% 0% Debt to Capital 1% 16% 5% Interest Coverage 42 32 10 14 28

Source: Company / FRC

"22+ Years of Bringing Undiscovered Investment Opportunities to the Forefront"

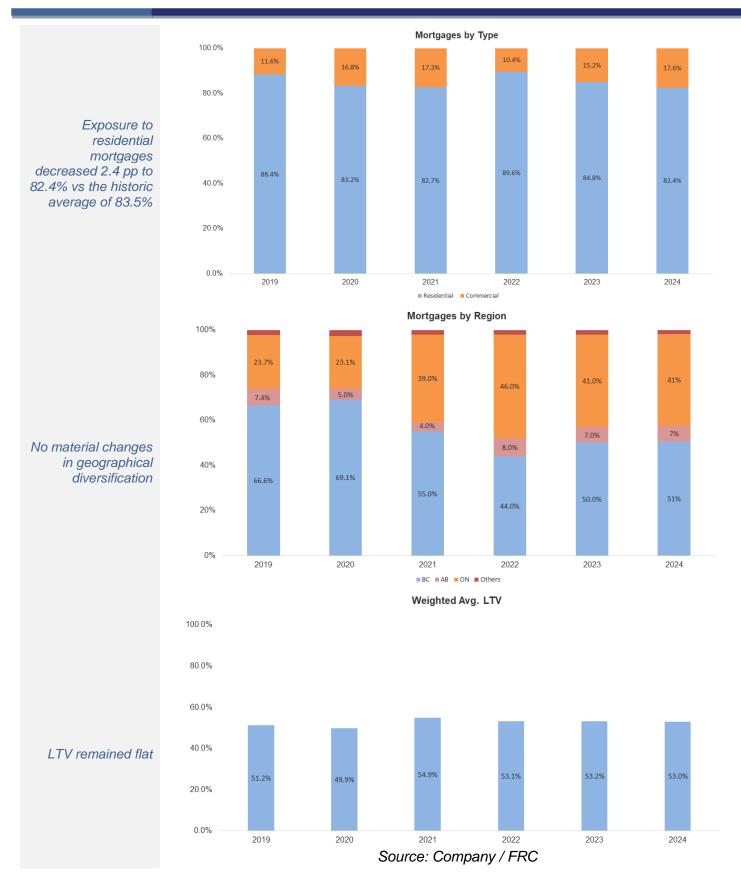






"22+ Years of Bringing Undiscovered Investment Opportunities to the Forefront"





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Despite market rates falling in H2-2024, the MIC's largely fixed-rate portfolio led to a modest YoY increase in lending rates

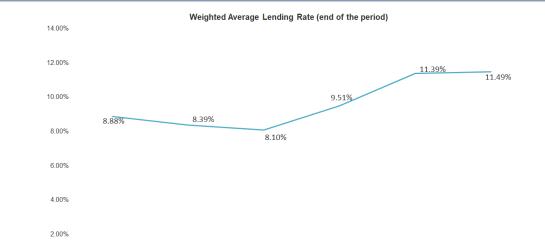
As mortgages mature, we expect them to be reinvested at lower rates

Stage three mortgages rose 181 bp YoY to 4% of the portfolio vs the sector average of 6%; several comparable MICs reported material increases in stage three mortgages in 2024

Redemptions were down 2 pp YoY to 6% of invested capital, indicating robust investor confidence

In summary, we believe the portfolio's risk profile has increased due to higher stage three mortgages

However, the fund remains comfortably positioned with a low LTV of 53%



0.00% 2019	2020	2021	2022	2023	2024
		2021	2022	2023	2024
Loan Loss Provisions		\$606,276	-\$54,729	\$450,120	\$344,155
Stage Three Mortgages			\$7,360,031	\$6,212,175	\$11,688,019
% of Mortgage Receivables			2.64%	2.15%	3.96%
Loan Loss Allowances (end of the period	d)	\$933,941	\$879,212	\$1,173,075	\$1,264,525
% of Mortgages		0.42%	0.31%	0.41%	0.43%
Actual losses (FRC est.)		\$22,823	\$0	\$156,257	\$252,705
% of Mortgages		0.01%	0.00%	0.06%	0.09%
Reinvested		\$10,234,892	\$9,344,908	\$13,759,048	\$18,383,908
Reinvested (as a % of Distributions)		74.0%	74.7%	76.0%	78.2%
Redemptions		\$13,530,956	\$19,396,288	\$21,037,715	\$17,495,482
Redemption (% of invested capital)		6.4%	8.4%	8.2%	6.1%
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Source: Company / FRC

Parameter	Risk Profile
Average Mortgage	۲
Geographical Diversification	-
Debt to Capital	$\checkmark$
Priority	-
LTV	-
Property Type (lower-risk properties)	-
Stage 3/Defaults	Ŷ
Duration	$\checkmark$
red (green) indicates an increase (de	crease) in risk level

red (green) indicates an increase (decrease) in risk level Source: FRC



### Financials

2024 revenue was up 19.0% YoY, beating our estimate by 1.6%, amid higher lending rates

Distributions were up 30% YoY, beating our estimate by 1.9%

Distributions/Equity increased by 1.1 pp YoY to 8.2%

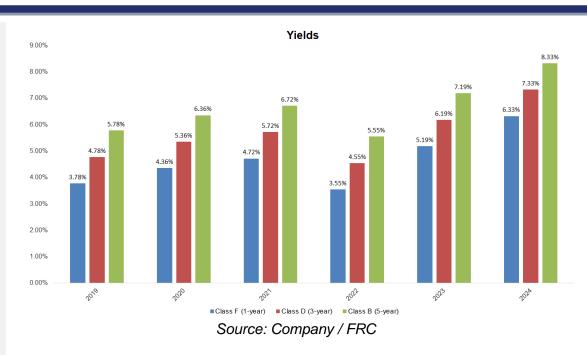
Income Statement	2021	2022	2023	2024	YoY
Interest	\$14,676,520	\$20,093,856	\$27,295,052	\$32,496,146	19%
Other	\$1,365,684	\$2,019,457	\$1,625,916	\$1,921,082	18%
Total Revenue	\$16,042,204	<b>\$22</b> ,113,313	\$28,920,968	\$34,417,228	19%
Expenses					
Financing costs	\$285,040	\$1,445,263	\$1,485,923	\$902,080	-39%
Management fees	\$4,504,152	\$5,334,427	\$5,714,196	\$6,163,300	8%
General & Administrative	\$2,354,994	\$2,697,495	\$2,992,379	\$3,398,284	14%
Provision for loss	\$606,276	-\$54,729	\$450,120	\$344,155	-24%
Total Expenses	\$7,750,462	\$9,422,456	\$10,642,618	\$10,807,819	2%
Unusual Non-Recurring Items	-\$6,448,669	\$199,301			
Net Income	\$14,740,411	\$12,491,556	\$18,278,350	\$23,609,409	29%
Dividends	\$13,831,648	\$12,508,092	\$18,112,462	\$23,511,751	30%
Net Income, after Dividends	\$908,763	-\$16,536	\$165,888	\$97,658	-41%

% of Mortgage Receivable	2021	2022	2023	2024
Interest	7.61%	8.00%	9.61%	11.12%
Other	0.71%	0.80%	0.57%	0.66%
	8.32%	8.80%	10.18%	11.78%
Less:				
Financing costs	-0.15%	-0.58%	-0.52%	-0.31%
Management fees	-2.34%	-2.12%	-2.01%	-2.11%
General & Administrative	-1.22%	-1.07%	-1.05%	-1.16%
Non-Recurring/Unusual	3.34%	-0.08%	0.00%	0.00%
Provision for loss	-0.31%	0.02%	-0.16%	-0.12%
	-0.67%	-3.83%	-3.75%	-3.70%
Net (excluding dividends)	7.64%	4.97%	6.43%	8.08%
Investors' Returns as a % of Invested Capital	6.55%	5.44%	7.05%	8.19%

Note that the above figures may be slightly different from the figures reported by the MIC due to the difference in the method of calculation. We used the average of the opening balance, and year-end balance of the mortgages outstanding, and invested capital, to arrive at the above figures.

Source: Company / FRC





Due to higher lending rates, the vield on class B shares increased from 7.2% in 2023, to 8.3% in 2024 vs our forecast of 8.2%

The following tables show the structure of the fund:

Three options for		Shares		Term	Dividend Rate	
investors		Class B		5 years	Base Rate	
Class B (five-year)		Class D		3 years	Base Rate - 1.00% p.a	L
dominates the mix		Class F		1 year	Base Rate - 2.00% p.a	L
	Shares Oustanding		2022	2023	2024	% of Tota
	Class B		200,264,000	243,399,947	257,625,770	86.7%
	Class D		21,636,079	22,339,684	24,950,301	8.4%
	Class F		14,076,979	11,763,597	14,410,717	4.9%

Source: Company / FRC

Unusual payments

After year-end, the MIC received a CRA Notice of Reassessment for 2020 and 2021, indicating up to \$4.0M in additional taxes. The MIC is appealing the decision, and has submitted its response. While awaiting a resolution, the MIC proactively made a \$4.2M payment to prevent the accrual of interest, and late payment penalties. Of this, \$1.1M will be covered by retained earnings as of year-end 2024, with the remaining \$3.1M to be allocated over net income through 2027, reducing yields during that period. We note that this reflects a worst-case scenario; if the CRA rules in the MIC's favor, yields will improve accordingly.



With rates trending downward, we foresee yields declining in 2025 and 2026

We are projecting yields of 7.2% in 2025, and 6.3% in 2026; these forecasts already account for the worst-case scenario related to the tax payments noted above

Our estimate for the 2025 yield varies between 6.4% and 7.5%, as loan loss provisions and lending rates vary

# **FRC Projections and Rating**

Key Financials /YE: Dec 31	2020	2021	2022	2023	2024	2025E	2026E
Mortgage Receivables	\$162,347,354	\$223,391,140	\$279,246,976	\$288,880,559	\$295,491,153	\$320,607,901	\$336,638,296
Revenue	\$15,294,905	\$16,042,204	<b>\$22,11</b> 3,313	\$28,920,968	\$34,417,228	\$33,267,933	\$33,446,609
Net Income	\$11,644,869	\$14,740,411	\$12,491,556	\$18,278,350	\$23,609,409	\$21,894,177	\$21,150,615
Dividend Yield	6.0%	6.5%	5.4%	7.1%	8.2%	7.2%	6.3%

2025E Yield		YoY Decline in the Weighted Average Lending Rate in 2025E							
		0.50%	0.75%	1.00%	1.50%	2.00%			
	0.00%	7.96%	7.70%	7.45%	6.93%	6.42%			
	0.10%	7.86%	7.60%	7.34%	6.83%	6.32%			
Loan Loss	0.20%	7.75%	7.50%	7.24%	6.73%	6.22%			
Provisions % of	0.25%	7.70%	7.45%	7.19%	6.68%	6.17%			
Receivables (2025E)	0.50%	7.45%	7.19%	6.93%	6.42%	5.91%			
	1.00%	6.93%	6.68%	6.42%	5.91%	5.40%			
The vi	elds presenter	l above reflect t	the weighted a	werage for all	share classe	5			

The yields presented above reflect the weighted average for all share classes.

Source: FRC

We are reiterating our overall rating of 2-, and risk rating of 2. We believe the MIC remains committed to its low-risk mandate, emphasizing low LTV first mortgages and minimal leverage

FRC Rating	
Expected Yield (FY2025E)	7.2%
Rating	2-
Risk	2

We find high-yielding funds, like Fisgard, increasingly attractive in the current declining rate environment. This is because MIC lending rates are less elastic, meaning their yields tend to decline less in a falling rate environment, and rise more slowly in a rising rate environment. Given the BoC's recent and anticipated rate cuts, yields are set to decline. However, we believe the risk of higher default rates is easing, and the mortgage origination market is likely to gain momentum in 2025.

# Risks

We believe the fund is exposed to the following key risks (not exhaustive):

Operates in a highly competitive sector



- Investments in mortgages are typically affected by macroeconomic conditions, and local real estate markets
- > A downturn in the real estate sector may impact the company's deal flow
- > Capital preservation is not guaranteed
- No guaranteed distributions
- > Timely deployment of capital is critical
- > Default rates can rise during recession



# APPENDIX

Income Statement	2022	2023	2024	2025E	2026E
Interest	\$20,093,856	\$27,295,052	\$32,496,146	\$31,179,967	\$31,219,194
Other	\$2,019,457	\$1,625,916	\$1,921,082	\$2,087,966	\$2,227,415
Total Revenue	<b>\$22,113,313</b>	\$28,920,968	\$34,417,228	\$33,267,933	\$33,446,609
Expenses					
Financing costs	\$1,445,263	\$1,485,923	\$902,080	\$650,000	\$1,100,000
Management fees	\$5,334,427	\$5,714,196	\$6,163,300	\$6,411,062	\$6,839,235
General & Administrative	\$2,697,495	\$2,992,379	\$3,398,284	\$3,542,570	\$3,779,166
Provision for loss	-\$54,729	\$450,120	\$344,155	\$770,124	\$577,593
Total Expenses	\$9,422,456	\$10,642,618	\$10,807,819	\$11,373,756	\$12,295,994
Unusual Non-Recurring Items	\$199,301				
Net Income	\$12,491,556	\$18,278,350	\$23,609,409	\$21,894,177	<b>\$21,150,615</b>
Dividends	\$12,508,092	\$18,112,462	\$23,511,751	\$21,642,248	\$19,754,109

Cash Flow Statement	2025E	2026E
Operating Activities		
Net Income	\$21,894,177	\$21,150,615
Net change in non-cash working capital:		
Other current assets	\$30,995	\$32,545
Taxes payable	-4,189,519	
Cash Flow from Operating Activities	\$17,735,653	<b>\$21,183,160</b>
Investing Activities Assets held for sale		
Decrease (increase) in mortgage loans receivable	-\$25,116,748	-\$16,030,395
Cash Flow from Investing Activities	-\$25,116,748	-\$16,030,395
Financing Activities		
Debt	\$20,000,000	-
Equity	\$8,000,000	\$15,000,000
Cash dividends	-\$21,642,248	-\$19,754,109
Cash Flow from Financing Activities	\$6,357,752	-\$4,754,109



Balance Sheet (YE - Dec 31st)	2022	2023	2024	2025E	2026E
Assets					
Cash & cash equivalents	\$4,502,509	\$4,453,320	\$3,260,596	\$2,237,253	\$2,635,909
Other current assets	\$25,700	\$20,964	\$15,963	\$16,761	\$17,599
Mortgages loans - current	\$243,102,073	\$262,652,767	\$272,082,101	\$295,209,080	\$309,969,534
Mortgage loans - LT	\$36,144,903	\$26,227,792	\$23,409,052	\$25,398,821	\$26,668,762
Investments in associates					
Total Assets	\$283,775,185	\$293,354,843	\$298,767,712	\$322,861,915	\$339,291,804
Liabilities					
Short-term loans	\$46,069,316	\$14,442,260		\$20,000,000	\$20,000,000
Accounts payable and accruals	\$441,698	\$293,974	\$267,263	\$280,626	\$294,657
Interest reserve	\$405,600	\$67,981	\$368,603	\$387,033	\$406,385
Redeemable shares - current	\$57,748,256	\$59,439,957	\$62,551,554	\$62,551,554	\$62,551,554
Redeemable shares - LT	\$178,228,802	\$218,063,271	\$234,435,234	\$242,435,234	\$257,435,234
Total Liabilities	282,893,672	292,307,443	297,622,654	325,654,447	340,687,830
Shareholders' Equity					
Share capital	\$480	\$480	\$480	\$480	\$480
Retained earnings	\$881,033	\$1,046,920	\$1,144,578	-\$2,793,012	-\$1,396,506
Total Shareholders' Equity	\$881,513	\$1,047,400	\$1,145,058	-\$2,792,532	-\$1,396,026
Total Liabilities and SE	<b>\$2</b> 83,775,185	<b>\$2</b> 93,354,843	<b>\$2</b> 98,767,712	\$322,861,915	\$339, <b>2</b> 91,804
Mortgages Invested	\$279,246,976	\$288,880,559	\$295,491,153	\$320,607,901	\$336,638,296
Investors' Capital + Debt	\$282,046,374	\$291,945,488	\$296,986,788	\$324,986,788	\$339,986,788
Investors' Capital	\$235,977,058	\$277,503,228	\$296,986,788	\$304,986,788	\$319,986,788
Net Asset Value/Equity	\$236,858,571	\$278,550,628	\$298,131,846	\$302,194,256	\$318,590,762
NAV per share	\$1.00	\$1.00	\$1.00	\$0.99	\$1.00
Debt	\$46,069,316	\$14,442,260	\$0	\$20,000,000	\$20,000,000
Debt to Capital	16%	5%	0%	6%	6%



#### Fundamental Research Corp. Rating Scale:

Rating – 1: Excellent Return to Risk Ratio

Rating - 2: Very Good Return to Risk Ratio

Rating – 3: Good Return to Risk Ratio

Rating – 4: Average Return to Risk Ratio Rating – 5: Weak Return to Risk Ratio

Rating – 5: Weak Return to Risk Ratio Rating – 6: Very Weak Return to Risk Ratio

Rating – 7: Poor Return to Risk Ratio

A "+" indicates the rating is in the top third of the category, A "-" indicates the lower third and no "+" or "-" indicates the middle third of the category.

#### Fundamental Research Corp. Risk Rating Scale:

1 (Low Risk)

2 (Below Average Risk)

- 3 (Average Risk)
- 4 (Speculative)

### 5 (Highly Speculative)

FRC Distribution of Ratings					
Rating - 1	0%	Risk - 1	0%		
Rating - 2	33%	Risk - 2	10%		
Rating - 3	46%	Risk - 3	42%		
Rating - 4	8%	Risk - 4	31%		
Rating - 5	4%	Risk - 5	8%		
Rating - 6	1%	Suspended	10%		
Rating - 7	0%				
Suspended	9%				

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