

## Q3 (July 2023 - September 2023)

Three Point Capital Corp. (Three Point) is a private Canadian non-bank mortgage lender providing mortgage financing in BC, AB, and ON.

The introduction of the mortgage stress test in Canada, now coupled with high interest rates to combat inflation, continues to significantly affect one's ability to qualify for traditional bank financing. Three Point Capital firmly believes that this tightening in traditional lending policy has moved more qualified borrowers towards non-traditional lenders such as Three Point. While this migration of higher credit quality borrowers represents an opportunity for Three Point, it also comes at a time where there is a degree of uncertainty surrounding future real estate values given the significant rise, and now cooling in home values across Canada. Disciplined lending and conservative loan-to-value ratios will help ensure Three Point continues to manage its portfolio with care.

Three Point delivered to its shareholders a net rate of return of 5.9% in 2022, meeting its target return of 5.5-6% for the year. A special top-up dividend was declared for all shareholders of record as at December 31st, 2022. The company continues to pay a dividend monthly and fully anticipates paying a top-up dividend to all shareholders of record on December 31st, 2023 to ensure dividends paid match the performance of the company. Three Point has delivered uninterrupted monthly dividends since inception. The current Q3 year-to-date dividend yield for the company is 7.64%.

91% of Three Point's portfolio is comprised of 1st position mortgages and 100% of Three Point's portfolio is secured against residential homes in marketable Canadian centers. The overall portfolio weighted average loan-to-value is only 54.5%.

Portfolio	
Total Portfolio Size	\$186.2 million
Average Loan to Value	54.5%
Number of Mortgages	451
Average Mortgage Size	\$412,950

Dividends	2023 TARGET	2022 ACTUAL	2021 ACTUAL	2020 ACTUAL
Annual <sup>(1)</sup> (net of mgmt. fee)	7%	5.9%	6.04%	6.28%
Declared Monthly <sup>(2)</sup> (Annualized)	6.5%			
Target Top-Up	1.5%			

Security Description	
Name	Three Point Capital Corp. Class A Voting Shares
Structure	Mortgage Investment Corporation (MIC)
Par Value	\$1.00
Dividends	Interest income; paid monthly in cash or reinvested
Eligibility	Cash, RRSP, RRRIF, RESP, TFSA, LIRA
Liquidity	Monthly on the first of each month. No locked in terms.**

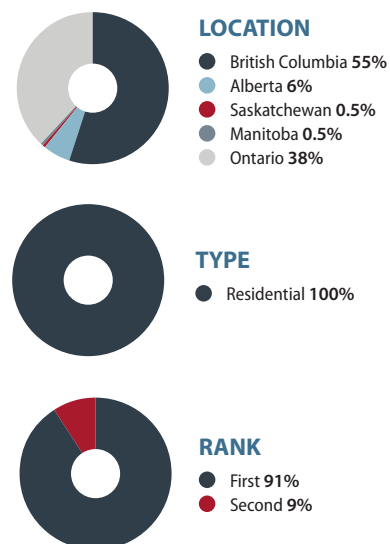
\*\* See Sec. 5.1 of the offering memorandum for full redemption policy.

(1) Net dividend yield for past years is the audited return net of all expenses and fees incurred by Three Point. The actual rate of return earned by each investor may depend on the timing of the investor's transactions and how they elect to receive the monthly dividend distribution. Past performance is not indicative of future performance. Please read the Three Point offering memorandum for important information, including a description of the risks, before investing.

(2) 5.5% January to June. Increased to 6.5% in July.

## Portfolio Composition (As of September 30, 2023)

	Number of Mortgages	Dollar Amount	Percentage of Portfolio	Weighted Average Interest Rate
<b>Rank</b>				
First	342	169,856,728	91%	9.84%
Second	109	16,383,829	9%	11.80%
<b>Type</b>				
Residential	451	186,240,557	100.00%	10.01%
<b>Location</b>				
BC	249	103,268,063	55.41%	10.04%
AB	37	10,973,291	5.88%	10.07%
SK	6	821,176	0.44%	10.00%
MB	7	899,002	0.48%	10.80%
ON	152	70,279,025	37.79%	9.94%
TOTAL	451	186,240,557	100%	10.01



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# Management

## Ryan Lee, President & CEO

Over 20 years of experience in private capital market securities, real estate and mortgage lending. Formerly the President of a national private capital investment firm. Currently a Director of the BC MIC Managers Association (BCMMA).

## Don Crompton, Chairman of the Board

Founded Paradigm Mortgage in 1994. Former president of Carruthers & Meikle Real Estate brokerage firm and the former National Director for Young Life of Canada. Past Chair of the Real Estate Council of BC. Past Chair of the Real Estate Errors and Omissions Corp. Ltd.

## Marylyn Needham, CPA, CA, CGA, CFO & VP

A Chartered Professional Accountant, Marylyn is also a past Director of the B.C. MIC Managers Association (BCMMA) and the former Chief Financial Officer of Royal LePage Kelowna.

## Leanne Wilson, Chief Operating Officer

The President of Paradigm Mortgage Investment Corporation and a licensed mortgage broker in the provinces of British Columbia and Alberta. A member of both Mortgage Professionals Canada and Mortgage Brokers Association of British Columbia.

## Brad Graham, Chief Credit Officer

19 years with TD Commercial Banking. Licensed mortgage broker in the provinces of British Columbia, Ontario and Alberta. Member of the Mortgage Brokers Association of BC.

Three Point Capital Corp. is managed by Three Point Capital Management Corp., a mortgage brokerage established in 2001.

# Board of Directors

## MANAGING DIRECTOR

**Don Crompton**, Chairman of the Board  
Past Chair of Real Estate Council of British Columbia

## DIRECTORS INDEPENDENT OF MANAGEMENT

**Ruth Benedict**, Director  
Regional Manager (retired) with Home Loans Canada, a division of CIBC.

**Francis Braam**, Director  
Managing Broker & Owner of Royal LePage Kelowna.

**Duncan Kippan**, Director  
Retired licensed Real Estate Agent after 43 years in residential sales and development.

**Alan Makenzie**, Director  
Financial Planner (retired) with Sun Life Financial for 28 years. Member of the Young Life Regional Board.

**Rick Pushor**, Director  
Founding partner (retired) of Pushor Mitchell LLP.

**Grant Turik**, Director  
Licensed Realtor with Royal LePage Kelowna.

**Joseph Ungaro**, Director  
Licensed Realtor with Royal LePage Kelowna.

**Allison Strobele, BSME** Director  
Regional Director, Xylem Inc.

# Protection When Values Drop



Investing in real estate offers security, but owning it can be risky when markets soften. MIC investing offers downside protection relative to an equity investment when real estate values decline. We lend, on average, 55-58% of the value of a home, so a modest drop in housing values pose minimal risk of loss.

# Policy & Risk

- Independent appraisal required on every mortgage prior to funding.
- Assertive enforcement procedures with borrowers when required.
- Thorough review at time of renewal.
- Board of Directors that approves any mortgage exposure over \$1.25 Million.
- Underwriting Risk Policy & Procedure Manual.
- Maximum Loan-To-Value is 75% (current average LTV is 54.5%).

**5.9% 2022 DIVIDEND**  
6.04% (2021) ,6.28% (2020)

**MONTHLY DIVIDENDS**  
Paid Monthly + Annual Top-Up

**MONTHLY LIQUIDITY**  
First of Each Month

**\$186.2 MILLION**  
Total Portfolio Size

## How to Invest

We are pleased to introduce Three Point Capital Wealth Management (TPCWM), a company related to Three Point, and launched in order to help investors learn about and invest in Three Point.

Registered as an exempt market dealer in BC and Alberta, TPCWM works with investors to determine if a new or additional investment in Three Point may be right for them.

Take a look at our website for more information on TPCWM and how to invest in Three Point. As always, we encourage you to read the Three Point offering memorandum for valuable information before considering an investment.

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MANAGEMENT INC.

Learn more about investing:

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