

About the Fund

The AMF is an open-ended fund that invests in a well-diversified portfolio of high-quality core and core plus Canadian commercial mortgages with conservative loan fundamentals. The AMF was originally launched as a closed-end fund in December of 2016 and was converted to an open-ended fund effective January 1st of 2021. The objective of the fund is to deliver a consistent and attractive long-term income stream to investors, while controlling portfolio risk.

Key Portfolio Characteristics			
As at June 30, 2022			
Yield to Maturity	6.5%	Duration (Years)	0.2
Loan to Value	61.2%	Average Annual Turnover	24.8%
First Mortgages	74.3%	Debt Service Coverage Ratio	1.3x
Floating Rate Mortgages	87.7%	Recourse	92%

Performance History			
Annualized Returns as at June 30, 2022			
1-Year	3-Year	5-Year	Since Inception*
5.4%	5.9%	6.2%	6.1%

*Inception date is December 31, 2016

IMC's Active Approach Enhances Returns

- We utilize both fixed and floating rate loans.
- We structure mortgages to optimize risk and return characteristics.
- We are active in less-serviced segments of the market, which offer accretive investment opportunities for the fund.
- We opportunistically participate in the secondary market.
- We service each loan internally, resulting in a seamless mortgage monitoring process.

The Benefits of the AMF

Experienced Team – Over 20 years of managing commercial mortgage portfolios

Relationship Driven Sourcing – 80% of mortgages with repeat borrowers

Origination Fees Allocated to the Portfolio – To enhance portfolio returns

No Loan Losses – Since the inception of the fund

Conservative Positioning – The average loan to value ratio is 61% and 92% of the loans have recourse

Focus on Generating Income – Over 99% of the fund's return is generated by income

Low Interest Rate Risk – Our short-duration portfolio, with a high allocation to variable rate mortgages, provides downside protection in a rising interest rate environment

Disciplined and Proven Underwriting – Focused on credit quality and capital preservation

Stable and Attractive Long-Term Returns – 6.1% since inception*

About IMC

Founded in 2009, Institutional Mortgage Capital Limited Partnership (“IMC”) is an independently owned investment fund manager and commercial mortgage lender, serving institutional and private wealth clients across Canada. The investment team has originated and closed more than \$13.6 billion of commercial mortgages. The firm invests in all segments of the commercial mortgage market, including Core/Core+, High Yield and CMBS. In addition to fund management and lending activities, IMC has a fully operational commercial mortgage servicing company, rated by Fitch Ratings, with more than \$2.1 billion of Canadian commercial mortgages under administration.

Key Differentiators and Unique Sources of Value-Add for IMC Include:

Extensive Mortgage Experience – The senior members of the IMC team have been working together for more than 25 years. This experience results in a deep understanding of the entire commercial mortgage market and an ability to execute effectively throughout all market segments and market environments.

Strong Relationships – IMC has built long-standing and strategic relationships with borrowers, brokers, and bankers across Canada.

Strong Performance Results – Both the Core / Core Plus and High Yield funds have generated strong risk-adjusted returns and have consistently met or exceeded projected Internal Rate of Return (“IRR”) targets.

Mortgage Structuring – IMC’s extensive experience in Canadian commercial mortgage banking and structured finance allows it to source and actively structure accretive A/B note and Commercial Mortgage-Backed Security (“CMBS”) opportunities.

Multiple Value-Add Levers – The IMC team employs several active strategies that generate strong and consistent risk-adjusted returns. The team’s ability to participate in different segments of the market enable it to take tactical positions and respond to changing market conditions, thereby enhancing the performance achieved for its investors.



Senior Leadership Team: Paul Scholz, John Ho, Darren Schmidt, Bob Fitzpatrick

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Performance and risk measures are in CAD as at June 30, 2022. Source: eVestment The returns calculated for the AMF are before investment fees are deducted. This document has been issued by Institutional Mortgage Capital and may not be reproduced or distributed, in part or in full, without its prior authorization.

Assets Under Management are as at June 30, 2022 and include all invested and committed capital across all IMC-related platforms.

