



MANAGEMENT DISCUSSION & ANALYSIS

QUARTER ENDED MARCH 31, 2023

**FRONTENAC MORTGAGE INVESTMENT CORPORATION
MANAGEMENT DISCUSSION & ANALYSIS
QUARTER ENDED MARCH 31, 2021**

BASIS OF PRESENTATION

The Corporation has adopted International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”) as its basis of financial reporting. The Corporation’s functional and reporting currency is the Canadian dollar. This Management Discussion & Analysis (“MD&A”) is prepared in accordance with National Instrument 51-102 “Continuous Disclosure”.

This Management Discussion & Analysis (“MD&A”) is dated May 30, 2023 and should be read in conjunction with the audited financial statements of the Corporation and the notes thereto for the year ended December 31, 2022 and the unaudited interim financial statements for the three months ended March 31, 2023 and 2022.

OUR BUSINESS

Frontenac Mortgage Investment Corporation (the “Corporation”) is a non-bank lender that operates as a mortgage investment corporation as defined under the Income Tax Act (Canada).

The Corporation’s primary investment objective is the preservation of shareholders’ equity while providing shareholders with a stable stream of dividends from the Corporation’s investments.

The Corporation achieves its investment objective predominantly by lending on the security of short-term residential first mortgages in the province of Ontario. The mortgage loans transacted by the Corporation will not generally meet the underwriting criteria of conventional lenders and/or involve borrowers in rural areas generally not well serviced by major lenders. As a result, the Corporation’s investments are expected to earn a higher rate of interest than what is generally obtainable through conventional mortgage lending activities.

W.A. Robinson Asset Management Ltd. (the “Manager”) manages the Corporation’s investment portfolio and manages the distribution of the Corporation’s shares. Pillar Financial Services Inc. (the “Administrator”) serves as the Corporation’s loan originator, underwriter, and servicer.

As a mortgage investment corporation, the Corporation does not pay corporate income taxes on any earnings that are distributed out to its shareholders provided that it continues to meet the requirements of subsection 130.1(6) of the Income Tax Act (Canada). Dividends received by shareholders are generally treated as interest income for personal income tax purposes.

HIGHLIGHTS

Frontenac Mortgage Investment Corporation continues to meet its primary objective of offering its shareholders capital preservation while providing a stable stream of monthly dividend income. The carrying value per share remained stable at \$30 at March 31, 2023 with an annualized dividend yield, assuming dividends are re-invested under the Corporation's dividend re-investment plan, of 6.25% for the first three months ended March 31 2023.

As at March 31, 2023, the Corporation's assets totaled \$215.8 million including a mortgage investment portfolio totaling \$207.7 million and shareholder's equity of \$198.2 million. Total assets, mortgage investments and shareholders' equity are down slightly from December 31, 2022, when the Corporation's assets totaled \$225.8 million including a mortgage investment portfolio of \$216.9 million while shareholders' equity was \$201.7 million.

Global financial markets continue to be volatile in part due to high levels of inflation and rising interest rates. There remains uncertainty associated with the estimates, judgements and assumptions made by management in the preparation of the financial statements. Given the economic uncertainty, it is difficult to predict with certainty the impact these will have on the Company's estimate of credit losses.

MORTGAGE INVESTMENT PORTFOLIO

The carrying value of the Corporation's mortgage investment portfolio totaled \$207.7 million as at March 31, 2023 as compared to \$216.9 million as at December 31, 2022. Key metrics related to the mortgage investment portfolio include the following.

Breakdown of the mortgage investment portfolio by type

	Mar 31, 2023			Dec 31, 2022		
	#	\$ (000's)	% of total	#	\$ (000's)	% of total
Residential	116	38,681	18.6%	137	45,163	20.8%
Residential construction	193	140,241	67.5%	222	140,542	64.8%
Residential developments	5	12,199	5.9%	5	12,388	5.7%
Commercial	2	419	0.2%	2	426	0.2%
Vacant land	49	16,209	7.8%	57	18,414	8.5%
Total	365	207,749	100.0%	423	216,933	100.0%

Residential construction comprises construction loans for single residential buildings for housing one to three units, typically single-family residences. Residential development mortgages comprise larger multi-unit construction or land development projects including sub-division developments or multi-unit housing builds. Commercial mortgages have a municipal commercial zoning component but typically also involve a residential component.

The Corporation has strategically decided for the long term that the percentage of the portfolio dedicated to residential developments will be reduced over the next year to instead focus on its rural residential and residential construction core business. As at March 31, 2023, loans reported in this category represented 5.9% of the mortgage loan portfolio which is up slightly from 5.7% as at December 31, 2022 and down from 17.1% as at December 31, 2021. As at December 31, 2021, there were two outstanding residential developments in the mortgage portfolio while as at December 31, 2022 there was one outstanding residential development with 4 related loans that have a total principal value of \$13.6 million. As at March 31, 2023 the same residential development with 4 related loans was outstanding with a total principal value of \$13.7 million and is included in stage 3 with an expected credit loss provision of \$1.8 million. The Corporation is actively working with the borrower and anticipates the loans to be discharged in 2023. The expected credit loss provision is subject to significant estimation and actual results could differ from these estimates and judgements.

Breakdown of the mortgage investment portfolio by location

	Mar 31, 2023			Dec 31, 2022		
	#	\$ (000's)	% of total	#	\$ (000's)	% of total
Ontario – East	237	139,475	67.1%	273	140,623	64.8%
Ontario – Southwest	26	15,290	7.4%	31	15,939	7.3%
Ontario – Central	42	30,470	14.7%	49	36,120	16.7%
Ontario – North	60	22,514	10.8%	70	24,251	11.2%
Total	365	207,749	100.0%	423	216,933	100.0%
Loans on Ontario rural property	237	111,076	53.5%	275	118,263	54.5%

The above location allocations are made using Canadian postal codes for the related real estate. Ontario – East comprises the K postal code; Ontario – Southwest comprises the N postal code; Ontario- Central comprises the L and M postal codes; and Ontario – North comprises the P postal code. Rural properties comprise postal codes designated as rural general delivery.

The Corporation's mortgage portfolio has been historically centered on the Ontario – East market, which aside from the Ottawa and Kingston markets is primarily a rural and small-town market area. As the Corporation's assets grow, management is targeting to diversify the mortgage loan portfolio to include a greater allocation to the rural areas of Ontario – Southwest to further mitigate any geographic concentration risk in the mortgage portfolio. There have been no significant changes to the investment portfolio by location from December 31, 2022 to March 31, 2023.

As at March 31, 2023, only two of the Ontario – Central loans were for properties located in the Toronto market (postal code M – two in December 31, 2022).

Breakdown of the mortgage investment portfolio by interest rate

	Mar 31, 2023			Dec 31, 2022		
	#	\$ (000's)	% of total	#	\$ (000's)	% of total
< 5%	2	3,653	1.8%	1	17	0.1%
6%	1	6,907	3.3%	1	6,626	3.0%
7%						
8%	7	6,657	3.2%	9	8,214	3.8%
9%	40	17,327	8.3%	51	24,353	11.2%
10%	199	122,565	59.0%	277	150,484	69.4%
11%	59	21,592	10.4%	57	19,614	9.0%
12%	55	26,732	12.9%	27	7,654	3.5%
13%	2	2,316	1.1%			
Total	365	207,749	100.0%	423	216,933	100.0%

Substantially all of the mortgage loans are issued with either 1 or 2 year terms, have fixed interest rates and can be repaid in full before maturity without penalty. The weighted average interest rate as at March 31, 2023 was 10.07%, up from 9.82% as at December 31, 2022 reflecting mortgages that were originated in Q1 2023 at interest rates higher than those originated in 2022 and reflective of a higher interest rate market following the Bank of Canada's 4% in interest rates in 2022.

Breakdown of the gross mortgage investment portfolio by maturity date

	Mar 31, 2023			Dec 31, 2022		
	#	\$ (000's)	% of total	#	\$ (000's)	% of total
Within one year	350	205,698	97.9%	399	212,882	97.2%
Within following year	14	4,207	2.0%	24	6,104	2.8%
Thereafter	1	250	0.1%			
Total	365	210,155	100.0%	423	218,986	100.0%

The amounts shown in the table represent principal repayments based on contractual maturity dates at their gross amounts before any provisions for impairment losses. The new mortgage loans are offered under terms of one to two years with the vast majority of loans offered under a one year term. The Corporation targets borrowers that do not meet the underwriting criteria of the major banks and that require short-term financing. The Corporation benefits from this short-term financing strategy as it allows the mortgage portfolio of the Corporation to be repriced frequently to current market interest rates, allows loan-to-value figures to be reset to current real estate market prices, and mitigates duration risk with borrowers.

Breakdown of the mortgage investment portfolio by first mortgage loans

	Mar 31, 2023			Dec 31, 2022		
	#	\$ (000's)	% of total	#	\$ (000's)	% of total
First mortgage loans	364	207,703	99.9%	422	216,830	99.9%
Average gross loan balance		576			518	

Mortgage impairments and provision for impairment losses

The following is a breakdown of the impaired loans and related provision for impairment losses by mortgage type:

(All figures \$000's)

	Mar 31, 2023			Dec 31, 2022		
	Gross loan amount (1)	Allowance for impairment losses	Net carrying amount	Gross loan amount (1)	Allowance for impairment losses	Net carrying amount
Residential	150	-	150	848	-	848
Residential construction	309	-	309			
Residential developments	13,690	1,810	11,879	13,636	1,532	12,104
Commercial	-	-	-	-	-	-
Vacant land	1,314	-	1,314	-	-	-
Total	15,463	1,810	13,653	14,484	1,532	12,952

(1) Gross amount shown at amortized cost

Based on its risk profile of the mortgage loan borrowers for its niche in the mortgage marketplace, the Corporation expects that and would consider normal that, on average in any given year, 5% of the Corporation's mortgage portfolio would be considered impaired. A definition of impairment is included in the section "Critical Accounting Estimates and Policies – (i) Mortgage Investments" of this MD&A. On those impaired loans, the Corporation would project losses of capital of 0.50% of shareholders' equity or \$0.15 per share based on the Corporation's historical carrying value per share of \$30. Once a mortgage is considered impaired, the Corporation recognizes interest revenue using the effective interest method at the net carrying amount of the impaired loan which in turn may reduce revenue per share.

As at March 31, 2023, there were 8 mortgages totaling \$15.5 million (December 31, 2022 – 10 mortgages totaling \$14.5 million) which were considered by management to be impaired with a total provision for impairment losses of \$1.8 million (December 31, 2022 – \$1.5 million) against those loans. As discussed above under the "Portfolio by Type" section, 4 of the 8 impaired loans related to a single large residential development project with the same borrower. The remaining 4 impaired mortgage loans have a total provision of \$nil.

During the three-month period ending March 31, 2023, the four loans with the same borrower for a single large residential development project loan remained in stage 3. The dollar value and expected credit loss of the loans was \$13.7 million and \$1.8 million respectively as of March 31, 2023. On May 29, 2023, the Corporation extended the forbearance agreement with the borrower to June 30, 2023. The extension will help facilitate the sale of the property either as a whole or as individual components. The Corporation is actively working with the borrower and anticipates to recover these loans in late 2023 to early 2024. This represents the last large loan residential development project in excess of \$10 million in a business line the Company strategically decided to exit. As at March 31, 2023 the Company's next largest loan value was \$3.1 million.

RESULTS OF OPERATIONS**Summary of Quarterly Results - (Unaudited)**

(All figures in thousands except per share figures. Q1 is three months ended March 31; Q2 is three months ended June 30; Q3 is three months ended September 30; Q4 is three months ended December 31)

	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021
Interest income	5,356	5,360	5,230	4,965	4,016	4,396	3,870	3,729
Management & admin fees	1,186	1,234	1,143	1,139	1,141	1,094	1,084	1,023
Interest on credit line	371	372	119	4	-	-	-	-
Provision for impairment losses	378	495	270	227	156	217	66	(63)
Other operating expenses	313	253	274	268	225	224	180	280
Total operating expenses	2,248	2,354	1,806	1,638	1,522	1,535	1,330	1,240
Net income and comprehensive income	3,107	3,006	3,424	3,328	2,494	2,861	2,540	2,489
Earnings per share – basic and fully diluted	0.46	0.44	0.49	0.47	0.35	0.42	0.38	0.39

Interest income was relatively unchanged in Q1 2023 compared to Q4 2022. Although the mortgage portfolio decreased (\$207.8 million as at Q1 2023 compared to \$216.9 million Q4 2022), the mortgages that matured and paid in Q1 2023 were replaced with new mortgages at higher interest rates. The weighted average interest rate as at March 31, 2023 was 10.07%, up from 9.82% as at December 31, 2022. The increase in interest rates is being driven by significant increase in the Bank of Canada's overnight lending over the past 12 months. The Corporation's loans are short-term, generally offered for 12-month terms, allowing for interest rates on mortgage loans to be reassessed against current market conditions.

Management and administration fees are based on a fixed percentage of total assets of the Corporation with 1% per annum paid to the Manager and 1% per annum paid to the Administrator calculated and paid on a monthly basis. Management and administration fees decreased in Q1 2023 because total assets have decreased. Total assets as at Q1 2023 were 215.8 million compared to \$225.8 million as at Q4 2022.

The Corporation does not use leverage as a long term strategy but does utilize its line of credit in the short term to smooth out its cash inflows and outflows related to mortgage advances and repayments as well as share sales and redemptions. The amount of interest expense in any quarter fluctuates with the actual utilization of the available credit line.

The provision for impairment losses in Q1 2023 increased slightly from Q4 2022 and remains elevated compared to earlier quarters due to increases in the forward-looking probability of defaults as well as increased credit risk for a residential development project loan (see Mortgage impairments and provision for impairment losses).

Other operating expenses comprise of legal, audit, directors fees and expenses, and other operating costs of the Corporation and may fluctuate based on the timing of these expenses throughout the year. Other operating expenses increased in 2023 due to higher legal and audit expenses as well as increased processing fees and

increased meeting expense fees.

RECENT DEVELOPMENTS

Inflation and Rising Interest Rates

The inflation rate in Canada was 4.3% in March 2023 on a year-over-year basis according to Statistics Canada and has continued its downward trend since hitting a peak of 8.1% in June 2022. The rate in March is also down from the December inflation rate of 6.3% and was the smallest increase since August 2021. Global factors such as the war in Ukraine, supply chain issues, and domestic price pressures continue to put pressure on inflation.

Controlling inflation is the Bank of Canada's primary concern. The Bank of Canada rapidly increased interest rates in 2022 by a total of 400 bps from March to December taking the overnight rate to 4.25%. In January 2023 the Bank of Canada further increased rates by another 25 bps taking the overnight lending rate to 4.50%. The prime interest rate charged by banks and credit unions has increased at the same rate as the Bank of Canada's policy rate increases. The Bank of Canada left the overnight lending rate unchanged at its March and April meetings. Most economists believe interest rates will continue to stay at current levels with a possible decrease in the last quarter of the year. Further increases or decreases in 2023 will be dependent on the rate of inflation, the state of economy and labour market. The principal risk cited by most economists is that the Bank of Canada increases interest rates too much and risks having the economy fall into a hard recession. Any decreases in interest rates would be positive for the housing market. In addition to interest rate increases, the Bank of Canada announced in April 2022 that it was ending the reinvestment phase of its asset purchase program and beginning quantitative tightening. In a speech on March 29, 2023, Deputy Governor Toni Gravelle said quantitative tightening will likely end in late 2024 or the first half of 2025 per a Bloomberg article.

As interest rates increase, the interest expense on our line of credit facility will also increase as it is tied to the bank's prime rate. The line of credit balance as at March 31, 2023 was \$16.8 million compared to a balance of \$23.2 million at the end of December 31, 2022. In addition, it affords the Corporation the opportunity to increase interest rates on loans and improve the average interest rate on the mortgage portfolio.

The real estate market is highly influenced by interest rate changes by the Bank of Canada. Per the Ontario Real Estate Association, residential sales fell by 13.1% on a year over year basis in Ontario in April 2023 and the residential average price declined by 7.7%. The housing slowdown has moderated since the fall of 2022. Overall, the housing market continues to adjust to higher interest rates and inflation as well as high indebtedness of consumers. Factors contributing to the stability of prices include a chronic housing shortage, supply chain delays, skilled labour shortages and increased levels of immigration. According to RBC's March 2, 2023 housing market outlook "We see the recovery phase starting slowly later this year as affordability issues and a weaker economy continue to hold back buyers. The pace should progressively pick up in 2024 once the economy clears its soft patch, inflation returns to target and the Bank of Canada reverses part of the massive rate increases it's imposed since March 2020."

It is unclear whether recent interest rate increases, together with any future interest rate increases, will trigger a recession which could negatively impact the Corporation's financial performance due to recessionary effects such as higher unemployment and the curtailment of real estate development. Higher unemployment may lead to the Corporation experiencing an increase in impairments and as such, an increase would translate into lower earnings due to the unlikely collectability of further interest on those loans. The curtailment of real

estate development may lead the Corporation to experience lower construction mortgage origination volumes.

The potential for an increase in losses on impaired loans requires a decline in home values below the carrying value of the related loans or inability by the borrower to pay the interest and loan payments. Frontenac's underwriting policies of focusing on first mortgage loans to a maximum loan-to-value at origination of 80% or less provides some room for a decline in home values. In addition, the Corporation's loans are short-term, generally offered for 12-month terms, allowing for loan-to-value ratios on mortgage loans to be reassessed against current market conditions. Lastly, the majority of Corporation's loans relate to owner-occupied principal residences, and in down economic times, cash outflows related to personal housing are among the last to be cut by people. Essentially, impairment or default is several steps down the road for most borrowers only after they have exhausted cash reserves, cut down on other expenses, and worked with government assistance.

Nevertheless, the market demand for Corporation's loans remains strong. Our conservative lending approach coupled with our professional underwriting expertise, and our focus on high quality lending opportunities will serve our loan portfolio well. To the end of 31 March 2023, the Corporation has not experienced any significant loan loss provision increases due to higher interest rates and real estate market changes.

LIQUIDITY AND CAPITAL RESOURCES

The Corporation is authorized to issue an unlimited number of common shares. Under the terms of the Corporation's continuous offering prospectus, Frontenac issues common shares on a monthly basis. Shareholders may redeem shares in the Corporation on a quarterly basis, subject to a 30-day notice period. As at March 31, 2023, there were 6.6 million common shares issued and outstanding with a total book value of \$198.0 million.

Growth in the mortgage portfolio is financed by the issuance of common shares. We expect to be able to generate sufficient funds for future growth in net mortgage loans by utilizing this funding source only. The Corporation has not historically, and does not intend in the future, to supplement this funding using leverage.

The Corporation is a public issuer under Canadian securities law and, in May 2020, completed a transition from regulatory oversight as an investment fund to regulatory oversight as a corporate finance issuer. This change did not have any material impact how the Corporation raises new capital through the issuance of new common shares nor its ability to do so.

The Corporation has a revolving line of credit with a major Canadian chartered bank with a limit equal to the lesser of 15% of shareholders' equity and the borrowing base calculation of risk adjusted mortgages. The maximum limit of the revolving line of credit is \$40 million. The line of credit is secured by a General Security Agreement and a first ranking interest in the mortgages, is repayable on demand, and bears interest at bank prime rate plus 1%. Financial covenants require the Corporation to maintain minimum levels for equity, debt to equity ratio, and percentage of residential mortgages. As at March 31, 2023, the Corporation was in compliance with the bank's financial covenants, and management expects to remain in compliance with such covenants going forward. As at March 31, 2023, the Corporation was using \$16.8 million (December 31, 2022 - \$23.2 million) of its available credit line.

The line of credit is used to smooth out the cash flows of the Corporation and as a reserve for unexpected share redemptions and is not used to leverage the mortgage portfolio. The Corporation's cash resources come from (1) sales of Shares (2) payouts of maturing mortgage loans, and (3) the Corporation's line of credit. The Corporation's cash requirements are principally used for (1) mortgage loans, (2) the Corporation's expenses, and (3) redemptions. Based on the Corporation's anticipated cash availability and cash requirements the Manager can adjust, on a monthly basis, one or more of the Corporation's (1) cash reserves (2) funded loans, and/or (3) utilization of its line of credit. As part of its cash management function the Manager reviews quarterly redemption requests and determines whether adequate cashflow is available to fund redemption requests.

Subsequent to the reporting period, the Company issued 86,427 common shares for total proceeds of \$2.6 million. Common shares as at April 30, 2023 total 6,711,791.

CHANGES IN FINANCIAL POSITION

The Corporation is authorized to issue an unlimited number of common shares. Under the terms of its continuous offering prospectus, the Corporation issues common shares on a monthly basis and redeems common shares quarterly (up to November 30, 2021, shareholders have had the ability to redeem shares in the Corporation only once per year).

	Three Months ended March 31, 2023		Year ended December 31, 2022	
Common shares:	#	\$	#	\$
Balance – beginning of period	6,723,982	202,610,430	6,757,281	202,609,406
Issued for cash	226,708	6,801,249	1,607,091	48,212,723
Issued under dividend re- investment plan	59,352	1,780,560	207,667	6,230,020
Redeemed	(404,793)	(12,143,794)	(1,848,057)	(55,441,719)
Balance – end of period	6,605,249	198,048,445	6,723,982	201,610,430

Under the Corporation's dividend policy and dividend re-investment plan, unless a shareholder elects to receive their dividends in cash, monthly dividends are automatically re-invested into additional shares of the Corporation at the then prevailing carrying value per share.

During Q1 2023, total common shares decreased by \$3 million. This decrease is primarily attributed to challenges in the capital markets that include increased volatility, rising interest rates and rising stock and bond markets as well as competition from risk free products offering interest rates that are much higher compared to the last several years.

During 2022, the Corporation experienced an increase in redemptions, year over year. For reference purposes, aggregate redemptions for the year ended December 31, 2021 were \$11,216,252 and for the year ended December 31, 2022 were \$55,441,719 made by the successor adviser and their client. The Manager gave notice to its Qualified Investor clients in February 2022 that it would be exiting its managed accounts business and that they would need to transition their accounts to other advisers.

The Corporation permitted redemptions to exceed 5% of the Corporation's Net Asset Value in Q1 2023 because the Corporation had sufficient cash resources to process such redemptions without materially impacting the Corporation's financial performance or viability. Similar to 2022, these instances of exceeding the 5% redemption limit do not reflect a change in the Corporation's redemption policy but rather are special circumstances meant to accommodate the Manager's exit from its advisory business by way of direct managed accounts, a one-time non-recurring event. The Corporation sees a return to more normalized share redemptions in future 2023 quarters barring any significant outsized movements in the stock and bonds markets.

CONTRACTUAL OBLIGATIONS

Contractual obligations due at March 31, 2023 are all due within one year and are as follows:

	\$
Dividends payable	450,199
Accounts payable and accrued liabilities	377,861
	<u>828,060</u>

As at March 31, 2023, the Corporation has commitments to advance additional funds of \$54.0 million under existing mortgages (Dec 31, 2022 - \$77.9 million). These outstanding commitments are generally expected to be funded over the next 12 months. These commitments relate primarily to residential construction mortgages where funds are advanced as projects are completed subject to third party inspections and other underwriting controls and procedures. In our experience, a portion of the unfunded commitments on existing mortgage loans will never be drawn.

TRANSACTIONS WITH RELATED PARTIES

Transactions with related parties are in the normal course of business.

Pillar Financial Services Inc. (“Pillar”) is the administrator and W.A. Robinson Asset Management Ltd. (“W.A.”) is the manager for the Corporation. These companies are related parties in that they share common management. The Corporation signed new contracts for these services in 2008 under which Pillar and W.A. each charge an annual fee of 1% of the total asset value calculated on a monthly basis. These contracts were renewed for further five-year periods in 2013 and 2018.

Administration and management fees paid under these agreements totaled \$1.2 million for the three months ended March 31, 2023 (three months ended March 31, 2022 - \$1.1 million) including applicable sales taxes.

CRITICAL ACCOUNTING ESTIMATES AND POLICIES

The preparation of financial statements in accordance with IFRS requires management to make assumptions, estimates and judgements. These affect the reported amounts of assets and liabilities at the date of the financial statements, the reported amounts of revenue and expenses for the year, as well as the disclosure of contingent assets and liabilities at the date of the financial statements.

In making estimates and judgements, the Manager relies on external information and observable conditions where possible supplemented by internal analysis as required. Unless as otherwise disclosed, those estimates and judgements have been applied in a manner consistent with the prior period and there are no known trends, commitments, events, or certainties that are believed to materially affect the methodology or assumptions utilized in making those estimates in these financial statements. Actual amounts could differ from these estimates. Changes in estimates are recorded in the accounting period in which they are determined. Significant estimates used in determining the recorded amount for assets and liabilities in the financial statements are as follows:

(i) Mortgage investments:

The Corporation is required to make an assessment as to whether the credit risk of a mortgage has changed significantly since initial recognition and is also required to determine the impairment of mortgage investments. The Corporation considers a number of factors when assessing if there has been a significant increase in credit risk. Mortgages with payments over 30 days in arrears are immediately flagged as potentially being in Stage 2. Other factors that the Corporation considers when confirming if there has been a significant increase in credit risk include changes in the financial condition of the borrower, responsiveness of the borrower, and other borrower or property specific information that may be available. Mortgage investments are considered to be impaired only if objective evidence indicates that one or more events have occurred after its initial recognition that have a negative effect on the estimated future cash flows of that asset. The estimation of future cash flows includes assumptions about local real estate market conditions, market interest rates, availability and terms of financing, underlying value of the security and various other factors. These assumptions are limited by the availability of reliable comparative market data, economic uncertainty and the uncertainty of future events. Accordingly, by their nature, estimates of impairment are subjective and may not necessarily be comparable to the actual outcome. Should the underlying assumptions change, the estimated future cash flows could vary.

The quantitative aspect of the expected credit loss begins with the use of an Autoregressive Distributed Lag (ARDL) model. The ARDL model indicates that expected credit losses are largely explained by borrower specific information such as credit score, debt servicing ratios, borrower equity and age and are not a function of statistics or forecasts of national economic performance. As a result, the firm incorporates borrower specific information to estimate the probability of default over the life of the mortgage to estimate expected credit losses. In instances where qualitative information about a mortgage indicates that the borrower may have experienced an increase in credit risk, the firm incorporates the new information and re-estimates the probability of default. This new estimate is then used to evaluate the probability of default between the occurrence of the increased credit risk and the end of the mortgage term. In all cases, the probability of default is used as a weighting factor in determining expected credit losses on each individual mortgage within the portfolio.

IFRS 9 uses an expected credit loss (“ECL”) model to determine the provision for credit losses.

The ECL allowances are calculated through three probability-weighted forward-looking scenarios including base, optimistic, and pessimistic, that measures the expected cash shortfalls on the financial assets related to default events either (i) over the next 12 months or (ii) over the expected life based on the maximum contractual period over which the Corporation is exposed to credit risk. The expected life of certain revolving credit facilities is based on the period over which the Corporation is exposed to credit risk and where the credit losses would not be mitigated by management actions. The three scenarios are updated at each reporting date, and the probability weights and the associated scenarios are determined through a management review process that involves significant judgement and review by the Corporation's Finance and Risk management groups.

Upon initial recognition of financial assets, the Corporation recognizes a 12-month ECL allowance which represents the portion of lifetime ECL that result from default events that are possible within the next 12 months (Stage 1). If there has been a Significant Increase in Credit Risk ("SICR"), the Corporation then recognizes a lifetime ECL allowance resulting from possible default events over the expected life of the financial asset (Stage 2). The SICR is determined through changes in the lifetime probability of default ("PD") since initial recognition of the financial assets, using a combination of borrower specific and account specific attributes with a presumption that credit risk has increased significantly when contractual payments are more than 30 days past due. This assessment considers all reasonable and supportable information about past events, current conditions and forecasts of future events and economic conditions that impact the Corporation's credit risk assessment. Criteria for assessing SICR are defined at a portfolio level and vary based on the risk of default at the origination of the portfolio. If credit quality subsequently improves such that the increase in credit risk since initial recognition is no longer significant, the loss allowances will revert back to be measured based on a 12-month ECL, and the financial asset will transfer from Stage 2 back to Stage 1. Stages 1 and 2 comprise all non-impaired financial assets.

Management developed a modelling of the Stage 2 estimate which requires a reassessment of the overall credit risk resulting from a SICR. The model developed for SICR assumes a complete degradation in credit quality as proxied by the borrower's Beacon Score. This enters into a logistic regression to estimate lifetime probability of default based on this new assumption. The lifetime probability of default estimate then enters into the Survival Analysis as a parameter to allow probability of default to be estimated over the remaining term to maturity.

In addition, management exercises expert credit judgements in assessing exposures that have experienced a SICR and in determining the amount of ECL allowances required at each reporting date by considering reasonable and supportable information that are not already included in the quantitative models. Expert credit judgements are performed by considering emergence of economic, environmental or political events, as well as expected changes to parameters, models or data that are not currently incorporated. Significant judgements made by management may impact the amount of ECL allowances recognized. ECL is calculated as the product of PD, loss given default ("LGD"), and exposure at default ("EAD"), and is calculated over the remaining expected life of the financial asset and discounted to the reporting date at the respective effective interest rate. PD measures the estimated likelihood of default over a given time period. PD estimates are updated for each scenario at each reporting date and is based on current information. LGD provides the estimate of loss when default occurs at a given time, and is determined based on historical write-off events, recovery payments, borrower specific attributes and direct costs. The estimate is updated at each reporting date for each scenario based on current information. EAD estimates the exposure at the future default date.

Financial assets with objective evidence of impairment as a result of loss events that have a negative impact on the estimated future cash flows are considered to be impaired requiring the recognition of lifetime ECL allowances (Stage 3). Deterioration in credit quality is considered objective evidence of impairment and includes observable data that comes to the attention of the Corporation, such as significant financial difficulty of the borrower. The Corporation defines default as when there is identification of objective evidence of impairment (which could, for example, be delinquency of 90 days or more). A financial asset is no longer considered impaired when past due amounts have been recovered, and the objective evidence of impairment is no longer present.

Financial assets are written off, either partially or in full against the related allowances for credit losses when the Corporation believes there are no reasonable expected future recoveries through payments or the sale of the related security. Any recoveries of amounts previously written off are credited against provision for credit losses in the statements of income and comprehensive income.

Loan Modification

The Corporation defines loan modification as changes to the original contractual terms of the financial asset that represents a fundamental change to the contract or changes that may have a significant impact on the contractual cash flow of the asset. The Corporation derecognizes the original asset when the modification results in significant change or expiry in the original cash flows; a new asset is recognized based on the new contractual terms. The new asset is assessed for staging and SICR to determine the corresponding ECL measurement required at the date of modification. If the Corporation determines the modifications do not result in derecognition, then the asset will retain its original staging and SICR assessments.

(ii) Fair value measurements:

In accordance with IFRS, the Corporation must classify fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making its fair value measurements. The following hierarchy has been used in determining and disclosing fair value of financial instruments:

- Level 1: quoted prices in active markets for the same instrument (i.e. without modification or repackaging);
- Level 2: quoted prices in active markets for similar assets or liabilities or other valuation techniques for which all significant inputs are based on observable market data; and
- Level 3: valuation techniques for which any significant input is not based on observable market data.

The Corporation's cash and cash equivalents are valued using Level 1 measures and the properties held for sale under foreclosure are valued using Level 3 measures as there are no quoted prices in an active market for these investments. As explained in more detail in Note 9 of the financial statements, management makes its determination of fair value of mortgages by discounting future cash flows at the Corporation's prevailing rate of return on new mortgages of similar type, term, and credit risk.

These assumptions are limited by the availability of reliable comparative market data, economic uncertainty and the uncertainty of future events. Accordingly, by their nature, measurements of fair value are subjective and may not necessarily be comparable to the actual outcome. Should the underlying assumptions change, the estimates could vary.

FINANCIAL INSTRUMENTS

The Corporation's most significant financial asset consists of its mortgage investments. Mortgage investments are classified as measured at amortized cost. The financial risks associated with the Corporation's mortgage investments and the Corporation's management of those risks are discussed in note 9 of the interim financial statements.

The Corporation's other financial assets consist of cash and cash equivalents, due from administrator in trust, and accrued interest receivable. The Corporation's financial liabilities consist of bank line of credit, dividends payable, and accounts payable and accrued liabilities. Unless otherwise noted, it is management's opinion that the Corporation is not exposed to significant interest or currency risks arising from these financial instruments. The fair value of these financial instruments approximate their carrying value, unless otherwise noted.

The Corporation classifies its financial assets as one of the following: measured at amortized cost or fair value through profit or loss ("FVTPL") or fair value through other comprehensive income ("FOCI"). Financial liabilities are classified as: FVTPL or financial liabilities at amortized cost. The Corporation has designated its financial assets and financial liabilities as follows:

(i) Financial assets:

Cash and cash equivalents are classified as FVTPL. Due from administrator in trust, accrued interest receivable, and mortgage investments are classified as measured at amortized cost.

(ii) Financial liabilities:

Bank line of credit, dividends payable, and accounts payable and accrued liabilities are classified as financial liabilities at amortized cost.

The tables in note 9 of the financial statements present the fair values of the Corporation's financial instruments as at March 31, 2023 and December 31, 2022.

CHANGES IN ACCOUNTING POLICIES

Significant accounting policies are described in note 4 of the Corporation's financial statements.

At the date of authorization of this MD&A, certain new standards, and amendments to existing standards have been published by the International Accounting Standards Board ("IASB"). Information on those expected to be relevant to the Corporation's financial statements is provided below.

Management anticipates that all relevant pronouncements will be adopted in the Corporation's accounting policies for the first period beginning after the effective date of the pronouncement. New standards, interpretations, and amendments not either adopted or listed below did not have a material impact on the Corporation's financial statements.

IAS 1 - Presentation of Financial Statements

In January 2020, the IASB issued an amendment to IAS 1, Presentation of Financial Statements, to come into effect January 1, 2022. The amendment is to provide clarification on the classification of liabilities as current or non-current. The effective date of these amendments was deferred to January 1, 2024, with early adoption permitted. The Corporation will adopt the amendments in its financial statements for the annual period beginning January 1, 2024. The Corporation does not expect the amendments to have a material impact on its financial statements.

IAS 1 - Presentation of Financial Statements

In February 2021, the IASB issued an amendment to IAS 1, Presentation of Financial Statements, to come into effect on January 1, 2023. The amendment is to provide clarification to financial statement preparers on which accounting policies to disclose in the financials statements. The Corporation has adopted the amendments in its financial statements for the annual period beginning January 1, 2023. The adoption of this standard has had no material impact on the financial statements.

IAS 8 – Accounting Policies, Changes in Accounting Estimates and Errors

In February 2021, the IASB issued an amendment to IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors, to come into effect January 1, 2023. The amendment is to help entities to distinguish between accounting policies and accounting estimates. The Corporation has adopted the amendments in its financial statements for the annual period beginning January 1, 2023. The adoption of this standard has had no material impact on the financial statements.

RISKS AND UNCERTAINTIES

The Corporation is subject to many risks and uncertainties that may limit our ability to execute on our strategies and achieve our objectives. We have processes and procedures in place to control or mitigate certain risks, while others cannot be or are not mitigated. Material risks that cannot be mitigated include a significant decline in the general economy and general real estate market, a significant change in interest rates, an inability to make mortgage loans at rates consistent with rates historically achieved and having an insufficient amount of new mortgage loan opportunities presented.

See “Forward-Looking Information” below and the Risk Factors section of the Corporation’s prospectus for further information on risks and uncertainties faced by the Corporation. The Corporation’s prospectus is available on www.sedar.com and on the Corporation’s website at www.fmic.ca.

FORWARD-LOOKING INFORMATION

From time to time in our public communications we provide forward-looking statements. Such statements are disclosures regarding possible events, conditions, results of operations or changes in financial position that are based upon assumptions and expectations. These are not based on historical facts but are with respect to management’s beliefs, estimates, and intentions. Forward-looking statements generally can be identified by the use of forward-looking terminology such as “outlook”, “objective”, “may”, “will”, “expect”, “intent”, “estimate”, “anticipate”, “believe”, “should”, “plans”, or “continue” or other similar expressions suggesting future outcomes or events. Forward-looking statements regarding performance of the economy in general and real estate markets in particular. Forward-looking statements generally assume that our revenues and expenses continue to follow current trends, and that current trends in our mortgage portfolio continue.

All forward-looking statements reflect management’s current beliefs and are based on information currently available to management. These statements are not guarantees of future performance and are based on our estimates and assumptions that are subject to risks and uncertainties which could cause our actual results to differ materially from the forward-looking statements contained in this MD&A or elsewhere. Those risks and uncertainties include risks associated with mortgage lending, competition for mortgage lending, real estate values, interest rate fluctuations, environmental matters, and the general economic environment. For other risks and uncertainties, please refer to “Risks and Uncertainties” above and to the “Risk Factors” section of the Corporation’s prospectus which is available at www.sedar.com and www.fmic.ca. That list is not exhaustive as other factors could adversely affect our results, performance, or achievements. The reader is cautioned against undue reliance on any forward-looking statements.

Although the forward-looking information contained in this MD&A is based on what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. We will not publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, unless required to do so by law.

RESPONSIBILITY OF MANAGEMENT AND THE BOARD OF DIRECTORS

Management is responsible for the information disclosed in this MD&A and has in place the appropriate information systems, procedures and controls to ensure the information used internally by management and externally is materially complete and reliable. In addition, our audit committee and board of directors provide an oversight role with respect to our public financial disclosures and have reviewed and approved this MD&A and the financial statements as at March 31, 2023.

ADDITIONAL INFORMATION

Additional information about Frontenac Mortgage Investment Corporation, including the interim financial statements for the period ended March 31, 2023 and the audited financial statements for the year ended December 31, 2022, are available on SEDAR at www.sedar.com or on our website at www.fmic.ca. You may also obtain information by contacting the Corporate Secretary for Frontenac Mortgage Investment Corporation by telephone at (613) 279-2116 or by email at amber.kehoe@robinsonsgroup.com.