

# WESTBORO MORTGAGE INVESTMENT FUND

## PORTFOLIO HIGHLIGHTS

Data as of:	December 31, 2020
Portfolio Assets:	\$234,939,000
2020 Target Net Yield:	6.4%
Current Annualized Monthly Advance Rate:	6.0%
Number of Mortgages:	725
Average Loan Size:	\$324,054
Percentage First Mortgages:	94.9%
Average Loan-to-Value:	58.6%
Loan Loss and Reserves per Annum:	
2017	0.22%
2018	0.63%
2019	0.90%
2020	1.22%
Average Mortgage Interest Rate:	8.9%

## GENERAL INFORMATION

Inception Date:	May 2004
Minimum Investment:	\$50,000
RRSP / RRIF RESP / TFSA:	Eligible
Investor Eligibility:	Accredited Canadian Investors
Liquidity:	Monthly with one month notice
Distribution Reinvestment Plan:	Available
Leverage:	\$90M Line of Credit, TD Bank & RBC
Management Fee <sup>1</sup> :	2%
Incentive Distribution <sup>2</sup> :	Maximum 1% of average AUM
Auditor:	KPMG LLP
Legal:	Osler, Hoskin & Harcourt LLP
Administrator:	SGGG Fund Services Inc.

## FUND OVERVIEW

Westboro Mortgage Investment LP, Westboro Mortgage Investment Trust, and Westboro Mortgage Investment Corp. (collectively, the "Fund") objective is to generate consistent and above average risk-adjusted returns to investors with stable and secure distributions from its investment in mortgages through a professionally managed mortgage portfolio of short duration, single family residential and commercial mortgages on real property, located primarily in Eastern and Southern Ontario with a focus on the Ottawa Valley and surrounding urban centers.

Distributions are paid monthly with a three-year annual average net yield of 6.5% and a proven track record of 16 years of strong risk-adjusted returns to investors. 2020 target net yield to investors is 6.4% and the current monthly distribution has been set at 6.0%.

Westboro Management Ltd., the General Partner of the Fund, has a successful 16-year track record and is a registered Exempt Market Dealer with the Ontario Securities Commission.

## COMPETITIVE ADVANTAGES

### Highly desirable niche market – Ottawa Valley

- Resilient labour market and stable real estate market, with strong economic development.

### Diversified portfolio of primarily short-term, residential first mortgages

- Mortgages are directly secured largely by single family, owner-occupied homes. Residential 1<sup>st</sup> mortgages represent approximately half of the portfolio with an average size of \$282,000.

### Differentiated structure aligns GP with investors

- All mortgage interest, renewal and other fee income charged to borrowers flows to the Fund.

### Extensive underwriting experience in private mortgages

- Seventeen team members with significant mortgage lending experience and deep knowledge of the Westboro territory.
- Rigid investment & operating policies established over fourteen-year track record.
- Low loan loss experience, averaging approximately 60 basis points per annum since inception, is testament to the strength of the underwriting team and process.

### Strong mortgage origination

- Exceptional reputation and long-standing broker and industry relationships.
- High level service to brokers and borrowers drives origination.

### Other Key Benefits

- The GP's expertise in home construction mortgages, with favourable rates and visibility on refinancing post completion by the five major banks, enhances the Fund return profile.
- Appropriate exposure to residential construction (average size \$418,000) and small commercial mortgages (average size \$743,000) drives strong risk-adjusted returns.
- Favorable tax treatment for corporate investors: all Limited Partnership distributions will be taxed as active business income which could reduce the effective tax rate on Fund income<sup>3</sup>.

## AVAILABLE CLASSES

Vehicle	Class	Fund Code
Limited Partnership	F	KEN 812
Mutual Fund Trust	F	KEN 813
Mortgage Investment Corporation	A	KEN 811

<sup>1</sup> Inclusive of HST.

<sup>2</sup> The Special Limited Partner is entitled to a distribution of up to 1% of average assets under management for the fiscal year subject to the hurdle rate BMO 5-year GIC rate plus 400 basis points.

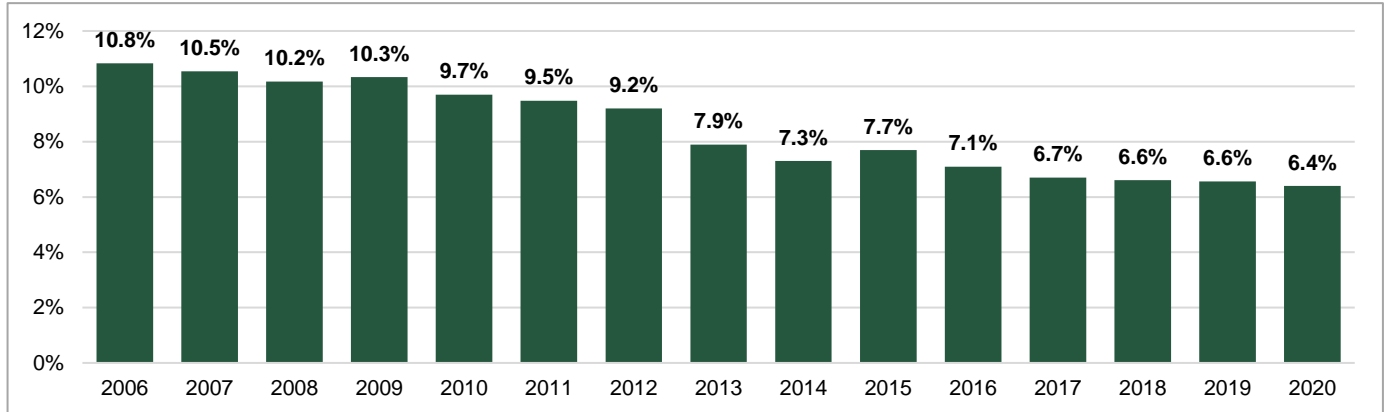
<sup>3</sup> Westboro does not provide tax advice; please consult your tax advisor.

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This document does not represent an offering of securities. The securities described herein are only available to accredited investors in Canada through registered dealers, in accordance with applicable securities laws. The information disclosed in this summary is incomplete. Please see the Westboro website at [www.westboromic.com](http://www.westboromic.com) or speak to your dealer. Securities of Westboro Mortgage Investment LP, Westboro Mortgage Investment Trust and Westboro Mortgage Investment Corp. can be acquired by contacting Westboro Management Ltd., in its capacity as a registered exempt market dealer. You may also contact your investment dealer or Kensington Capital Advisors Inc., in its capacity as a registered exempt market dealer. Kensington Capital Advisors Inc. acts as a sales agent for the Fund and receives an annual fee of 35 basis points on capital raised by it, or by investment dealers, in the Fund. Kensington Capital Partners Limited owns an indirect 16.7% equity interest in Westboro Management Ltd.

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## HISTORICAL PERFORMANCE – ANNUAL NET YIELD\*



\* Annual net yield assumes compounding.

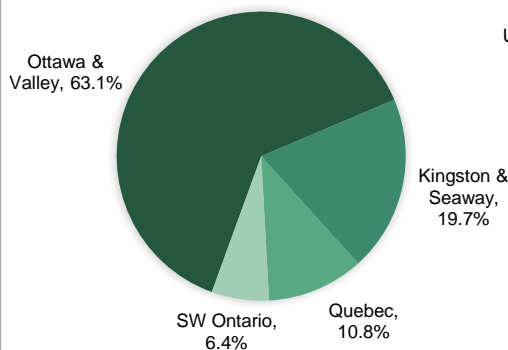
## HISTORICAL PERFORMANCE - MONTHLY

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Bonus*	Sep	Oct	Nov	Dec	Total
2004						0.67%	0.67%	0.67%	0.00%	0.67%	0.67%	0.67%	0.67%	4.69%
2005	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	2.36%	0.67%	0.67%	0.67%	0.67%	10.40%
2006	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	2.35%	0.67%	0.67%	0.67%	0.67%	10.39%
2007	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	2.08%	0.67%	0.67%	0.67%	0.67%	10.12%
2008	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	1.74%	0.67%	0.67%	0.67%	0.67%	9.78%
2009	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	1.90%	0.67%	0.67%	0.67%	0.67%	9.94%
2010	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	1.30%	0.67%	0.67%	0.67%	0.67%	9.34%
2011	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	1.10%	0.67%	0.67%	0.67%	0.67%	9.14%
2012	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.79%	0.67%	0.67%	0.67%	0.67%	8.83%
2013	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.67%	0.00%	0.58%	0.58%	0.58%	0.58%	7.68%
2014	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.10%	0.58%	0.58%	0.58%	0.58%	7.06%
2015	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.44%	0.58%	0.58%	0.58%	0.58%	7.40%
2016	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.58%	0.00%	0.54%	0.54%	0.54%	0.54%	6.80%
2017	0.54%	0.54%	0.54%	0.54%	0.54%	0.54%	0.54%	0.54%	0.00%	0.54%	0.54%	0.54%	0.54%	6.48%
2018	0.54%	0.54%	0.54%	0.50%	0.50%	0.54%	0.54%	0.54%	0.00%	0.54%	0.54%	0.54%	0.54%	6.40%
2019	0.54%	0.54%	0.50%	0.50%	0.50%	0.54%	0.54%	0.54%	0.00%	0.54%	0.54%	0.54%	0.54%	6.36%
2020	0.54%	0.54%	0.54%	0.54%	0.54%	0.54%	0.50%	0.50%	0.00%	0.50%	0.50%	0.50%	0.50%	6.24%

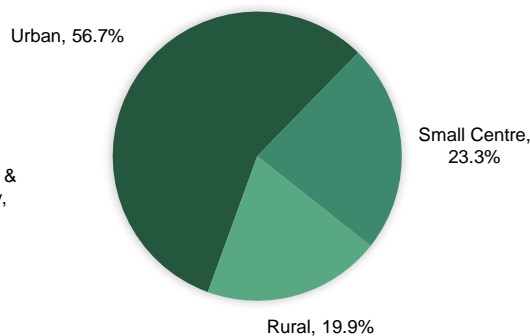
\* Year end top-up distributions are typically paid post year-end financial audit.

Quarterly chart data as of December 31, 2020

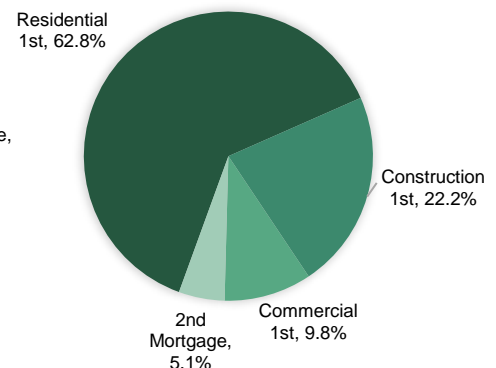
### TERRITORY



### PROPERTY LOCATION



### MORTGAGE TYPE



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