



An Alternative Real Estate Investment: Mortgage Investment Corporations 另类房地产投资：抵押贷款投资公司



Part of Blue Pearl Mortgage Group Inc.
隶属于Blue Pearl Mortgage Group Inc.

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Who Are We? 我们的定位

- Drake Financial Ltd. and its affiliates have served British Columbia and Vancouver's Lower Mainland since 1985. / Drake Financial Ltd. 及其附属公司自1985 年以来一直在卑诗省和温哥华低陆平原地区提供服务。
- As an exempt market dealer and mortgage brokerage, we offer financial services and investments in GICs, MIC shares, and alternative investment products. / 作为一家豁免市场交易商和抵押贷款经纪公司，我们提供金融服务和 GIC、MIC 股票及另类投资产品的投资。
- Originally a mortgage brokerage, Drake began managing MICs in the late 1980s. / Drake 最初是一家抵押贷款经纪公司，于20 世纪80 年代末开始管理MIC。
- We are committed to integrity, delivering investment and mortgage solutions that meet and often exceed client expectations. 我们致力于诚信，提供满足甚至超越客户期望的投资和抵押贷款解决方案。

What is Happening in Canadian Markets?

加拿大资本市场现状

Stock Market Downturn 股市下跌

Canadian stocks are facing downturn due to strength of US markets, global economic uncertainty, and fears of a potential recession. / 由于美国市场的强势、全球经济不确定性以及潜在经济衰退的隐忧，加拿大股市正面临下行压力。

Bond Yields Struggling 债券收益率下跌

With low interest rates persisting, traditional bond investments are offering minimal returns, making them less attractive to income-focused investors. / 由于低利率持续存在，传统债券投资提供的回报较低，使其对以收入为重点的投资者吸引力下降。

Pre-Sales Risky 预售风险高

Development delays, higher borrowing costs, and inflation are putting pressure on real estate investment opportunities, leaving many projects stalled. / 开发延迟、较高的借贷成本以及通货膨胀正在给房地产投资行业增加压力，导致许多项目陷入停滞状态。

Crypto and Tech Volatility 加密货币和科技股波动大

Speculative investments like cryptocurrencies and tech stocks have taken sharp hits, causing investors to reconsider their long-term viability. / 像加密货币和科技股这样的投机性投资遭受了严重打击，迫使投资者重新考虑长期投资可持续性。

What are Mortgage Investment Corporations? 什么是抵押贷款投资公司?

A Mortgage Investment Corporation (MIC) is a specialized Canadian investment vehicle that allows investors to pool their capital for the purpose of lending to borrowers secured by real estate. / 抵押贷款投资公司（MIC）是一种特殊的加拿大投资工具，将投资者资金集合在一起，出借给以房地产为抵押的借款人。

Key features include: / 关键特征包括:

- Diversified Mortgage Portfolio: Invests primarily in residential and commercial mortgages across Canada. / 多样化的抵押贷款投资组合：主要投资于加拿大境内的住宅和商业按揭贷款。
- Consistent Income: MICs generate returns through interest on mortgages, typically offering steady, monthly income to investors. / 稳定收入：抵押贷款投资公司通过按揭贷款利息获得回报，通常能为投资者提供稳定的月度收入。
- Eligible for Registered Accounts: Investments in MICs can be held in tax -advantaged accounts like TFSAs, RRSPs, and RESPs. / 符合注册账户条件：投资者可以将抵押贷款投资公司的投资持有在诸如TFSA、RRSP和RESP之类的税收优惠账户中。
- Focus on Risk Management: MICs are legally required to spread risk across multiple mortgages and properties, providing stability to investors. / 专注于风险管理：加拿大法律要求抵押贷款投资公司将风险分散到多个按揭和房产上，从而为投资者提供稳定性。

The Canadian Mortgage Investment Corporation Landscape

加拿大抵押贷款投资公司的总体情况

Over 200 Mortgage Investment Corporations operating in Canada / 加拿大有200 多家运营中的抵押贷款投资公司

Over \$10 billion in Assets Under Management (AUM) / 资产管理规模超过\$100 亿

Publicly -listed and Privately held MICs available / 公开上市和私人持有的抵押贷款投资公司都有

Mortgage Investment Corporations service nearly all regions in Canada / 抵押贷款投资公司服务几乎覆盖加拿大的所有地区

What is an Alternative or Exempt Market Investment?

什么是另类或豁免市场投资？



01

Where start up & smaller Canadian companies & innovators get capital / 创业公司和规模较小的加拿大公司及创新者获取资本的渠道

02

They do not file a prospectus with a securities regulator 不需要向证券监管机构提交招股说明书

03

Also called alternative investments, private placements and the private capital market / 也被称为另类投资、私募和私人资本市场

04

Companies raising capital outside a prospectus must be vetted through an exempt market dealer / 没有通过招股书融资的公司必须经过豁免市场经纪商进行审核

05

Allows most investors to participate in the growth of new and smaller businesses with out market manipulation from derivatives / 让大多数投资者有机会参与新兴和较小规模企业的增长，无需承受衍生品市场操纵

06

Usually returns are higher in the exempt market but there are associated risks / 豁免市场通常回报更高，但也伴随着相应的风险

What are the elements of a good MIC?

好的抵押贷款投资公司（MIC）应具备哪些要素？

- A MIC is only as good as the managers' experience and ethical behaviour / 一家抵押贷款投资公司的优劣取决于管理者的经验和道德行为
- Size – larger funds provide greater liquidity whereas smaller funds provide higher returns / 规模—更大的基金提供更高的流动性，较小的基金提供更高的回报率
- Average weighted LTV ratio (loan-to value ratio) / 平均加权贷款价值比（LTV）
- Charge composition (percentage of 1st mortgages versus junior mortgages such as 2nd 3rd) / 费用构成（第一次抵押贷款与第二次或第三次抵押贷款的百分比比例）
- Geographical composition (is the portfolio concentrated in one area or diverse? Urban or Rural? / 地域构成（投资组合是否集中在一个地区还是多元化？城市还是农村？）
- Size of loans compared to the overall portfolio size (liquidity) / 贷款规模相对于整体投资组合规模的大小（流动性）
- Delinquency – current and historical / 逾期情况—过去和现在
- Leveraged or Debt Free / 杠杆或者无债务

Why choose Drake as our Exempt Market Dealer? 为什么选择Drake作为我们的豁免市场经纪商？

- An Exempt Market Dealer is only as good as their experience and integrity / 一家豁免市场经纪商的优劣取决于他们的经验和诚信度。
- Drake owners have been in banking, investments and real estate since the mid 1980 's / Drake的所有者自上世纪80年代中期以来一直从事银行业、投资和房地产业务
- Our mortgage funds have out performed the stock market indexes for many years / 我们的抵押贷款基金多年来表现一直超越股票市场指数
- Drake's product review committee meets all issuers and performs rigorous underwriting on all companies and their principals prior to approving them for sale to our investors / Drake的产品审查委员会面见所有发行人，在向我们的投资者销售这些产品之前对所有公司及其主要人员进行严格的核查
- Drake investment products provide exceptional returns to our investors / Drake的投资产品为我们的投资者提供卓越的回报



Blue Pearl Mortgage Investment Corporation

- Non -bank lender founded in 2017 / 成立于2017年的非银行贷款公司
- Average yield of 9.9% per annum from 2018 to 2023 / 2018年至2023年年均投资收益率为9.9%
- AUM: Approx. \$3.5 million (July 2024) / 资产管理规模：约\$350万（2024年7月）
- RRSP, TFSA and registered account eligible / 符合RRSP、TFSA和注册账户投资条件
- Lending through dedicated in-house mortgage broker team / 通过专门的内部抵押贷款经纪团队进行贷款
- Servicing mortgage clients in BC / 为卑诗省的抵押贷款客户提供服务



Introducing Blue Pearl Mortgage Investment Corporation, a MIC, located in Greater Vancouver, British Columbia and lending in the lower mainland of BC.
Blue Pearl Mortgage Investment Corporation 是一家位于卑诗省大温哥华地区的抵押贷款投资公司（MIC），在卑诗省低陆平原开展贷款业务

Why Now? 为什么 是现在?



The real estate market in Canada is expecting unprecedented compound annual growth through 2025 at over 10%.
加拿大的房地产市场预计2025年将出现前所未有的增长，年复合增长率超过10%。

During inflationary markets, MIC investments are at their best. If the stock market goes down, it doesn't affect MIC's. As interest rates increase, so does Blue Pearl MIC's portfolio.
在通货膨胀的市场环境中，抵押贷款投资公司的投资表现是最好的。如果股市下跌，不会影响抵押贷款投资公司的业绩。但随着利率上升，Blue Pearl的投资组合也会增加。

MIC's, are the fastest-growing segment in the Canadian mortgage industry due to their potential for competitive yields, diversified portfolios, and accessibility.
有竞争力的收益潜力、多样化的投资组合和投资便捷性，使抵押贷款投资公司成为加拿大抵押贷款行业中增长最快的领域

Lowering interest rates leading to higher deal-flow for Blue Pearl, including refinancings, mortgage renewals and second property applications.
降低利率带来Blue Pearl的交易增加，包括再融资、抵押贷款续约和第二次抵押贷款申请

Higher deal-flow means greater upside opportunity!
更多的交易意味着更大的上升机会!

Value Proposition / 价值主张

Since our incorporation in 2017, we have grown Blue Pearl Mortgage Investment Corporation's business based on *prudent lending practices* with the goal of *minimizing losses*. This growth and loss strategy has and will continue to result in *consistent and acceptable rates of return* on our invested capital compared to alternative investment opportunities for our shareholders.

自2017年成立以来，我们根据审慎借贷的原则逐步扩大了Blue Pearl Mortgage Investment Corporation的业务，以最大程度减少损失为目标。与其他可能的投资机会相比，这种损益策略已经并将继续为我们的股东带来一致和可接受的投资回报率。

Canada Wide 加拿大全境

Blue Pearl Mortgage group is not limited to the lower mainland or British Columbia. For years the team has been providing services to Alberta, Ontario, Saskatchewan, and Manitoba with access to over 30 of Canada's top lending institutions.

Blue Pearl Mortgage Group 不仅限于加拿大低陆平原或卑诗省。多年来，我们的团队一直向阿尔伯塔省、安大略省、萨斯喀彻温省和曼尼托巴省提供服务，并且能够获取加拿大30多家顶尖贷款机构的资源。

Associated Business 关联业务

The company is built with an associated business (Blue Pearl Mortgage Group) - a mortgage brokerage. This allows us to source through our brokerage arm versus external brokers, creating better relationships with our trusted clients.

我们建立了一项关联业务（Blue Pearl Mortgage Group）- 一家抵押贷款经纪公司。这使我们可以通过我们自己的经纪机构提供资金来源，从而与我们信任的客户建立更好的关系。

Experienced Team 经验丰富的团队

The Blue Pearl team is managed by a team of mortgage brokers with years of experience, with over 30 team members of mortgage brokers, underwriters, sales, fulfillment, and associates.

Blue Pearl团队由一群经验丰富的抵押贷款经纪人管理，团队成员包括30多名抵押贷款经纪人、承销人、销售人员、履行人员和助理。

Competitive Returns 有竞争力的回报

Combining these unique and prosperous traits in the market, Blue Pearl has grossed between 9.64% - 10.54% returns to investors over the past four years, higher than any of our competitors in the market.

结合这些独特而且前景光明的在特质，Blue Pearl过去四年中在该领域为投资者创造了9.64%至10.54%的回报，高于市场上任何竞争对手。



Our Mortgage Portfolio

我们的抵押贷款组合

Average Loan -to-Value / 平均贷款价值比:
40%

Second Mortgages / 二次抵押贷款: 80%

First Mortgages / 首次抵押贷款: 15%

Third Mortgages / 第三次抵押贷款: 5%

100% residential real estate / 100%为住宅
房地产

100% sourced by our in-house mortgage
broker team / 100%由我们内部抵押贷款经纪
团队获取

Our Typical Mortgage

我们典型的抵押贷款投资方式

Preferred Deals / 优先交易

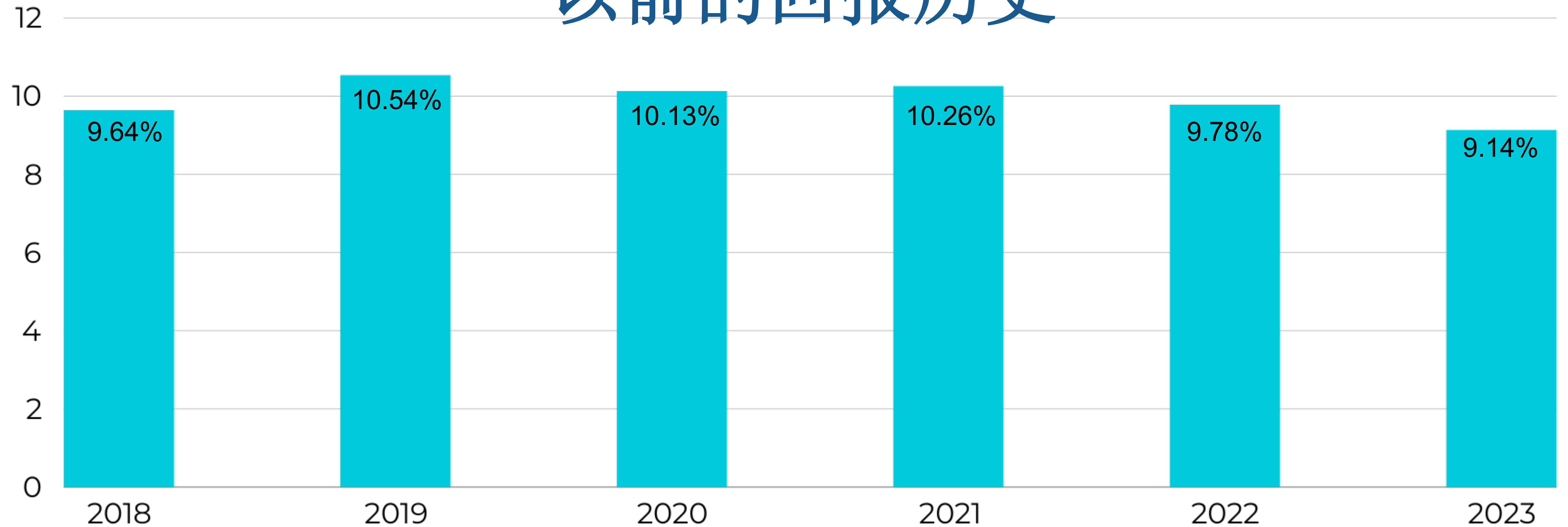
- Loans for secondary properties / 非首要房产贷款
- Short-term bridge financings / 短期过桥融资
- Refinancing solutions / 再融资解决方案
- Debt consolidation with a clear exit to a bank / 债务整合，明确退出到银行
- Conservative LTVs / 保守的贷款价值比

Non-Preferred Deals / 非优先交易

- No High-Risk Loans / 无高风险贷款
- No Construction or Development Loans / 无建设或开发贷款
- No Distressed Mortgages / 无不良抵押贷款
- No High Loan-to-Value Ratios / 无高贷款价值比

Previous Return History

以前的回报历史



Annual returns paid to the shareholders are per the Corporation's audited year end financial statements as at September 30th.
支付给股东的年度回报是根据公司截至九月三十号的审计年度财务报表。

Strategic 12 Month Objectives

12个月战略目标

Step 1 / 第一步

Achieve \$10 Million in Assets Under Management (AUM)
实现\$1000 万资产管理规模 (AUM)

Step 2 / 第二步

Expand Client Base Across BC
扩大在卑诗省的客户基础

Step 3 / 第三步

Approach Institutions for Increased Funding Opportunities
寻求机构以获取更多融资机会

Mortgage Brokers

我们的抵押贷款经纪人团队



20+ Brokers

Covering: British Columbia, Alberta, Saskatchewan, Ontario & Manitoba

20 多名经纪人覆盖：卑诗省、阿尔伯塔省、萨斯喀彻温省、安大略省和曼尼托巴省

Management

管理层



Donna-Belen Humphreys
Corp. Dev & IR Director
企业发展与投资者关系总监



Nitesh Prakash
President
总裁



Stephanie Viaje
Underwriting Director/Senior Broker
承销总监/高级经纪人



Sarah Cabaral
Underwriting Manager
承销经理



Nema Salido
Operations Manager
运营经理



Jenny Siemens
Controller
财务总监

Get in Touch! 联系我们!



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Interested in investing? [Contact Philip Tai](mailto:philip@drakefinancial.com)
philip@drakefinancial.com for more information!

感兴趣的投资者请联系Philip Tai，电子邮箱是
philip@drakefinancial.com，以获取更多信息！

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