



Q3-2018 INVESTOR PRESENTATION

For the quarter ended September 30, 2018

November 8, 2018



Forward Looking Information

This presentation may contain forward-looking statements and statements regarding the business and anticipated financial performance of MCAN Mortgage Corporation and its subsidiaries. These statements are based on current expectations, and are subject to a number of risks and uncertainties that may cause actual results to differ materially from those contemplated by the forward-looking statements. Some of the factors that could cause such differences include legislative or regulatory developments, competition, technology change, global market activity, interest rates, changes in government and economic policy and general economic conditions in geographic areas where MCAN operates.

Reference is made to the risk factors disclosed in MCAN's 2018 Annual Information Form which are incorporated herein by reference. These and other factors should be considered carefully and undue reliance should not be placed on MCAN's forward-looking statements. Subject to applicable securities law requirements, MCAN does not undertake to update any forward-looking statements.



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Financial Highlights – Q3 2018

(for the quarter ended September 30, 2018)

\$1.24 Billion	\$0.47	\$11.0 Million	14.29%
Corporate Assets (up 2% or \$27mm from Jun-18)	Basic and diluted earnings per share (up 12% or \$0.05 from Q3-17)	Net Income (up 11% or \$1.1mm from Q3-17)	Return on Avg. Shareholders' Equity ^[1] (13.63% in Q3-17)

- Corporate mortgage portfolio increased by \$47 million (5%) during Q3 2018 to \$966 million from \$919 million, which included increases of \$20 million in construction loans, \$17 million in uninsured single family and \$15 million in insured single family, partially offset by a decrease of \$5 million in completed inventory loans.
- Corporate mortgage originations increased to \$83 million in Q3 2018 from \$48 million in Q3 2017, including increases of \$21 million in insured single family and \$22 million in uninsured single family.
- Impaired total mortgage ratio^[1,2] was 0.03% at September 30, 2018 up from 0.02% at June 30, 2018.
- The Board of Directors declared a fourth quarter dividend on September 24, 2018 of \$0.32 per share payable on January 2, 2019 to shareholders of record as of December 14, 2018.

¹Non-IFRS measure as defined in MCAN's Q3-2018 MD&A

²Represents impaired (stage 3) mortgages under IFRS 9 and impaired mortgages under IAS 39.



Financial Highlights – Q3 2018

(as at September 30, 2018)

	Current Year Q3-2018	Prior Year Q3-2017	YTD Sep-2018	YTD Sep-2017
Net Income	\$11.0 million	\$9.9 million	\$32.7 million	\$29.1 million
Earnings per share	\$0.47	\$0.42	\$1.39	\$1.25
ROE ^[1]	14.29%	13.63%	14.31%	13.45%
Dividends per share	\$0.37	\$0.32	\$1.11	\$0.94
Net Investment Income – Corporate	\$13.1 million	\$12.9 million	\$40.3 million	\$38.1 million
Net Investment Income – Securitization	\$1.3 million	\$1.5 million	\$3.9 million	\$4.2 million

¹Return on Average Shareholders' Equity (ROE) is defined as Non-IFRS measures as noted in MCAN's Q3-2018 MD&A



Strong Capital Position

(as at September 30, 2018)

Regulatory Ratios	Sep-18	Jun-18	Dec-17
OSFI			
CET 1, Tier 1 and Total Capital Ratio ^[2]	20.58%	21.47%	21.26%
Leverage Ratio ^[2]	11.35%	11.55%	11.31%
Tax Act			
Income Tax Assets to Capital Ratio ^[2]	4.90x ^[1]	4.60x ^[1]	4.60x ^[1]

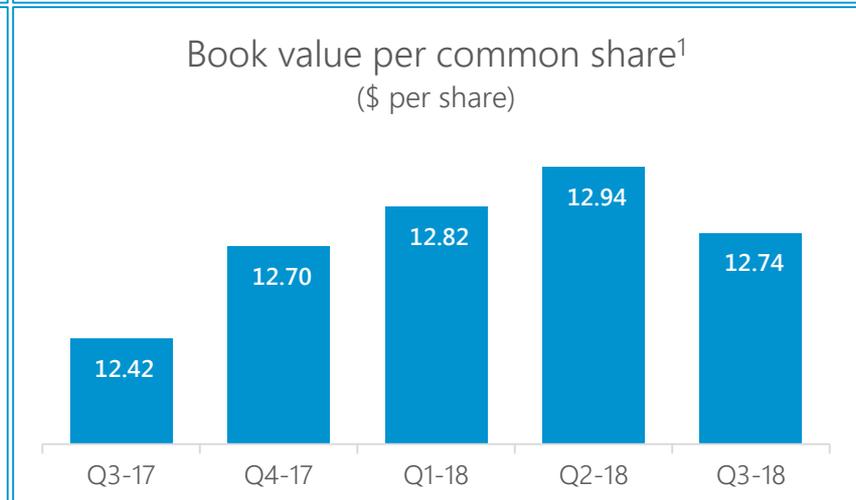
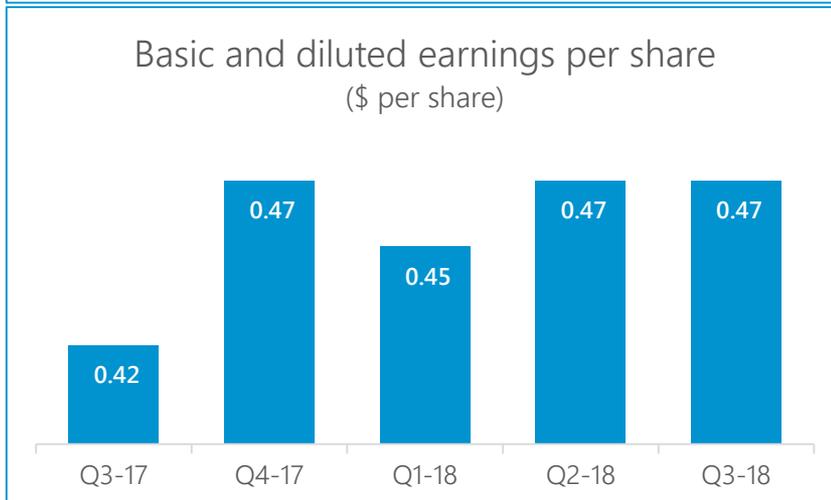
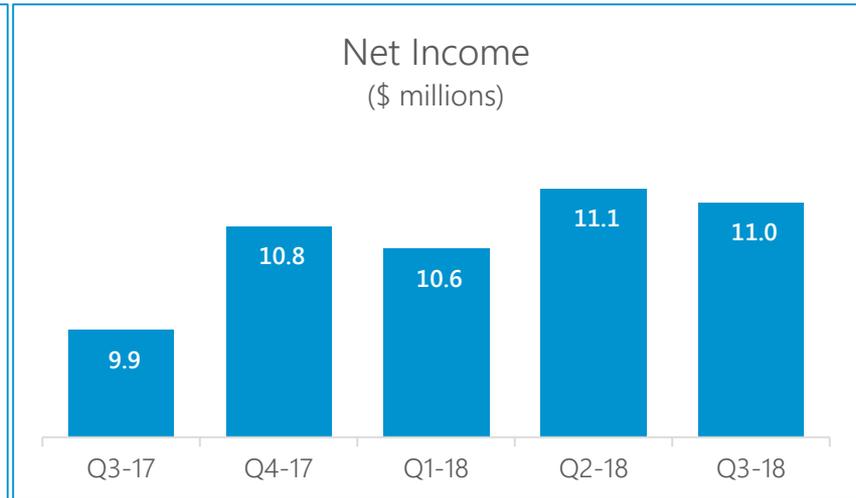
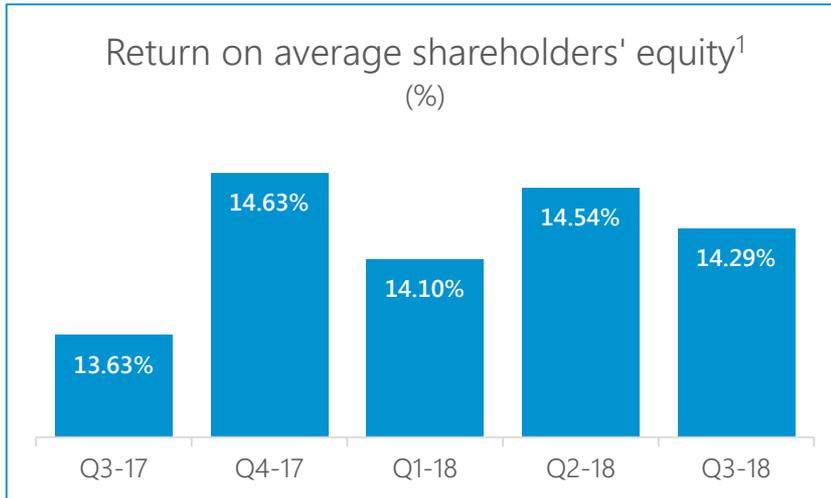
[1] Income Tax Assets managed to a level of 5.75 times Income Tax Capital on a tax basis, below the Tax Act prescribed maximum Income Tax Assets to Capital Ratio of 6.00 times

[2] Non-IFRS measure as noted in MCAN's Q3-2018 MD&A; CET 1 = Common Equity Tier 1



Key Metrics: Quarterly Trend Charts

(as at September 30, 2018)



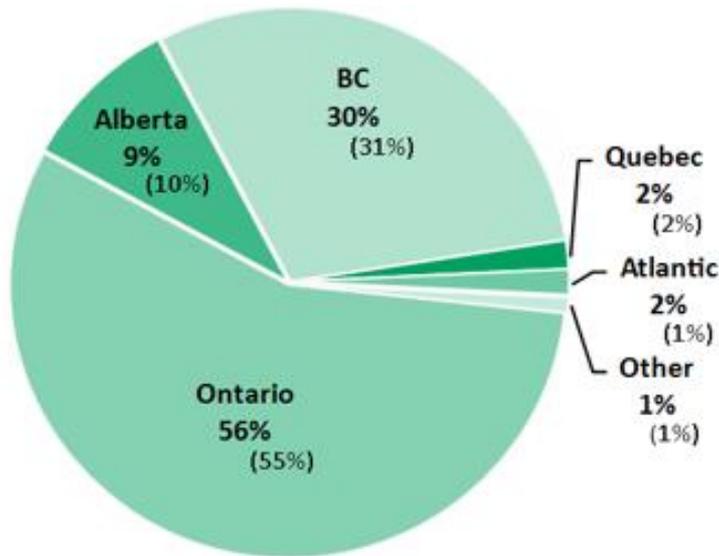
¹ Taxable Income per share and Return on Average Shareholders' Equity (ROE) are defined as Non-IFRS measures as noted in MCAN's Q3-2018 MD&A



Mortgage Portfolio Geographic Distribution

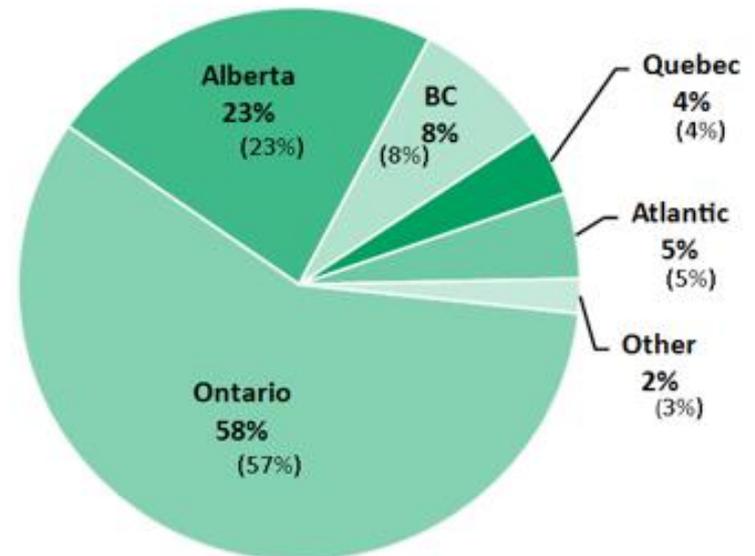
(as at September 30, 2018)

**Corporate Mortgages
As at Q3-18 (as at Q2-18)**



**Total \$966 million as at Q3-18
(\$919 million as at Q2-18)**

**Securitization Mortgages
As at Q3-18 (as at Q2-18)**

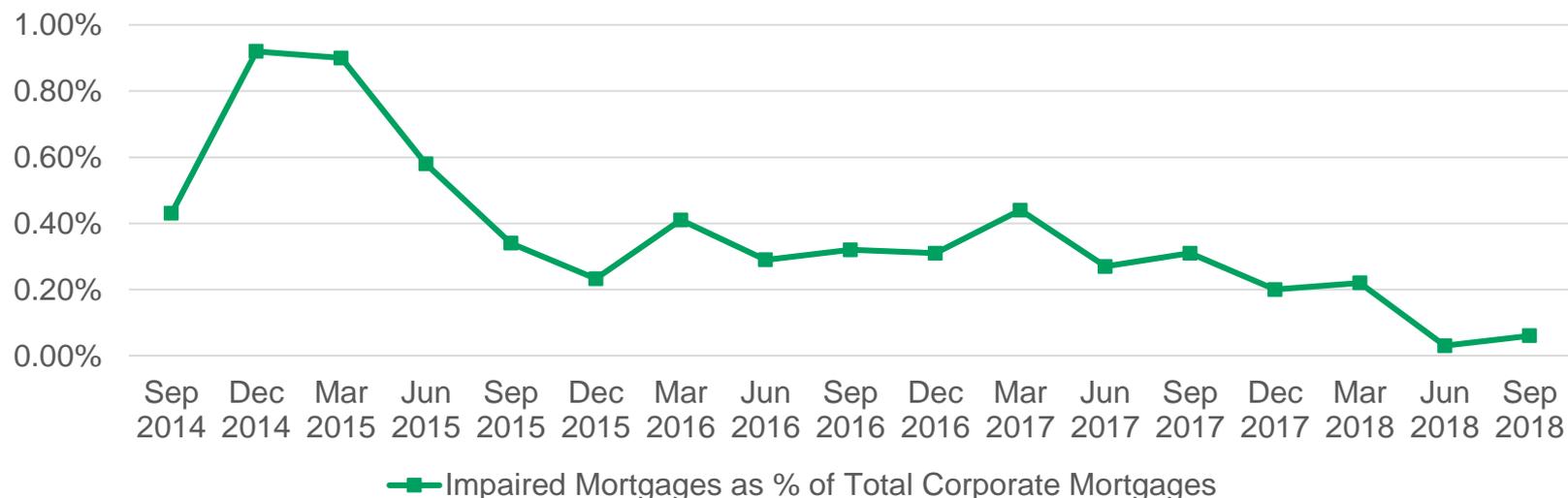


**Total \$919 million as at Q3-18
(\$965 million as at Q2-18)**



Arrears and Impaired Mortgages

(quarterly history up to September 30, 2018)



- Impaired total mortgage ratio^[1] was 0.03%, compared to 0.02% at June 30, 2018.
- Impaired corporate mortgage ratio^[1] was 0.06%, compared to 0.03% at June 30, 2018.
- Total mortgage arrears^[1] were \$16.9 million, compared to \$20.7 million at June 30, 2018.

[1] Non-IFRS measure as defined in MCAN's Q3-2018 MD&A; Chart data source: MCAN's Q3-2018 and prior years' annual reports.



Outlook

Regulatory Changes

Effective January 1, 2018, additional granularity was added to Guideline B-20, Residential Mortgage Underwriting Practices and Procedures (“Guideline B-20”) by OSFI, including a stress test for uninsured mortgages. We estimate that the uninsured stress test has impacted approximately 10-15% of mortgages that we underwrite based on the borrower’s ability to service the higher mortgage rates used in the stress test. We expect that this stress test, amongst other changes to Guideline B-20, will continue to have some impact on the proportion of mortgages that we approve.

Real Estate Conditions

Canadian residential real estate markets continue to have a mixed performance as regional markets adjust to both regulatory changes and local economic conditions. We expect Canadian housing market conditions to experience downward pressure and uncertainty for the remainder of 2018 and continue to encounter headwinds into 2019 as consumers face a rising interest rate environment, challenging affordability.

Consistent with our expectation last quarter, we saw some signs of recovery in home sale levels during the third quarter as buyers continued to adjust to the new mortgage rules. However, we have observed weakness in resale markets and construction starts through 2018, and we expect this to continue into 2019. In October 2018, the Bank of Canada announced a further increase to its benchmark interest rate to 1.75%. We expect interest rates to continue to increase into 2019, which we believe will place further pressures on consumer spending and housing/mortgage affordability.



Outlook – Impact on MCAN

MCAN has historically repositioned itself during times of uncertainty to adapt its portfolio to changing market dynamics. Consistent with our disclosures in the Second Quarter outlook, we continue to reposition our mortgage portfolio to focus more on single family mortgages and less on construction lending given the uncertainty in the housing market, the impact of increasing rates, the overall economy and related risk factors.

Our construction lending activity, as discussed in the “Risk Governance and Management” section of our Q3 MD&A, is considered a higher risk lending activity and we believe that it is prudent to moderate lending activities in this business segment as we believe that we are approaching the end of a real estate cycle. For further information on our construction lending activities, refer to the “Construction and commercial lending” sub-section of the “Financial Position” section of the Q3 MD&A. We believe that single family lending provides a more moderate risk profile as uncertainties remain with respect to the housing market and the broader economy. Accordingly, we will focus on continuing to grow our uninsured single family origination volumes compared to the past two years.

Given competitive market conditions and the recent regulatory changes related to Guideline B-20, we believe that there will be challenges in originating adequate volumes to grow the single family portfolio. Notwithstanding these challenges, to assist with our single family growth plans we have launched programs to attract potential loans through the brokerage community and have increased our internal sales capabilities. In addition, through MCAP and other originators, we have accelerated discussions to acquire additional single family mortgages. Additionally, we expect to experience mortgage rate pressures in our single family lending business as we compete with other lenders for originations.



Outlook – Impact on MCAN (cont.)

As a result of this rebalancing, we are observing historically low spread levels in our mortgage originations. We expect to invest in sustainable internal operating platforms to ensure that there are sufficient processes and monitoring in place to support growth, rebalancing and risk management. Collectively, we believe that this strategy may impact our net interest margins, while at the same time increasing the strength and stability of our balance sheet.

As noted above, recent announcements by the Bank of Canada to increase interest rates may provide an environment in which mortgage spreads could improve. However, improving mortgage spreads are also highly dependent on the overall rates offered by larger competitors in the space in addition to the broader market impact of housing ownership costs relative to household income.

Our corporate assets have increased by 5% year to date, compared to our stated annual growth target of 10%. We maintain our stated annual growth target for corporate assets of 10% per annum, as we believe that this target provides our shareholders with a measure of the long term expected pace of annual growth for the Company. As market conditions change, we may choose to deviate from this target to exercise prudent risk management, or tactically seize appropriate opportunities if they arise.

As volatility in the current market evolves, we believe that our strong capital position and asset capacity can be deployed if and when opportunities arise. Overall, we believe that our strategy in the near term is prudent given our review of the current state of the Canadian economy and housing markets. Over the longer term we will focus on a strategy that effectively grows our balance sheet and returns to our shareholders.



MCAN's Dividends: Attractive Yield

Proven Performance as a High Yield Dividend Stock

Indicated Gross Dividend Yield
10 Year History



[1] Data Source: Bloomberg; MKP CN Equity - Dividend Indicated Yield – Gross; monthly data Nov 2008 up to Nov 5, 2018



A History of Regular Quarterly Dividends

Regular Dividends - Quarterly History





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