## CMLS Mortgage Fund Jan 2023 Fund Facts



Firm Overview

CMLS Asset Management is affiliated with the CMLS Financial Group, a top-tier lender with over 45 years' of underwriting and servicing experience. The CMLS Financial Group originates almost \$10B of mortgages annually and administers a mortgage portfolio of \$34B.

When you invest with CMLS Asset Management you're getting unparalleled access to opportunities to invest in high quality mortgages and a credit adjudication team with a 45 year track record of successfully investing in mortgages.



- Proprietary underwriting, monitoring and risk-rating systems
  - Over 2,000 direct borrower relationships
  - Industry-leading mortgage servicer ratings by DBRS and Fitch

## Fund Profile

**Fitch**Ratings

Objective

The Fund's principal objective is to provide investors with exposure to real estate private debt with a focus on capital preservation and income generation.

#### Why Invest

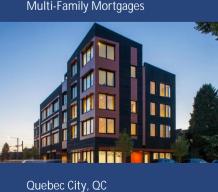
- 12 year track record of 5-7% returns, paid monthly
- · Low correlation to public markets
- Top tier lender with access to almost \$10B of proprietary mortgage deal flow

# Key Characteristics





Vancouver, BC





Toronto, ON



of proprietary mortgage deal flow in 2022

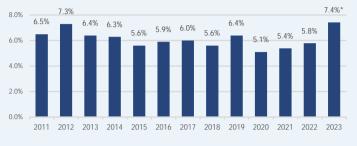
> 10 National Offices



#### Jan 2023 Fund Facts

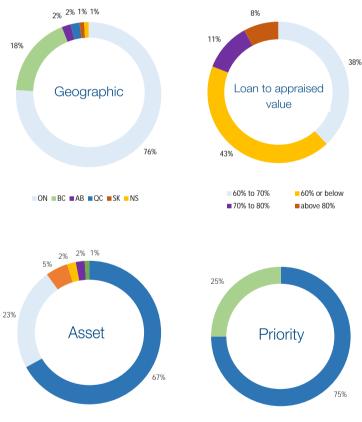
#### 2 Performance





\*annualized returns as at Jan 31, 2023.

# **Diversification** Profile



Single-family Multi-family Mixed use Industrial Retail Office

First Second

# Monthly Net Performance

|                                | Jan                     | Feb   | Mar    | Apr      | May   | Jun      | Jul   | Aug      | Sep   | Oct       | Nov   | Dec             | Annual |
|--------------------------------|-------------------------|-------|--------|----------|-------|----------|-------|----------|-------|-----------|-------|-----------------|--------|
| 2023                           | 0.61%                   |       |        |          |       |          |       |          |       |           |       |                 | 7.42%  |
| 2022                           | 0.43%                   | 0.46% | 0.56%  | 0.48%    | 0.40% | 0.26%    | 0.30% | 0.63%    | 0.42% | 0.52%     | 0.57% | 0.61%           | 5.79%  |
| 2021                           | 0.39%                   | 0.35% | 0.48%  | 0.42%    | 0.47% | 0.46%    | 0.52% | 0.44%    | 0.39% | 0.43%     | 0.45% | 0.46%           | 5.38%  |
| 2020                           | 0.41%                   | 0.47% | -0.42% | 0.45%    | 0.42% | 0.65%    | 0.46% | 0.82%    | 0.32% | 0.39%     | 0.46% | 0.56%           | 5.11%  |
| 2019                           | 0.40%                   | 0.39% | 0.54%  | 0.48%    | 0.56% | 0.50%    | 0.57% | 0.46%    | 0.43% | 0.79%     | 0.62% | 0.43%           | 6.35%  |
| 2018                           | 0.56%                   | 0.48% | 0.44%  | 0.35%    | 0.36% | 0.31%    | 0.36% | 0.57%    | 0.44% | 0.53%     | 0.48% | 0.56%           | 5.58%  |
| 2017                           | 0.45%                   | 0.47% | 0.44%  | 0.53%    | 0.52% | 0.43%    | 0.48% | 0.42%    | 0.57% | 0.49%     | 0.55% | 0.53%           | 6.04%  |
| 2016                           | 0.39%                   | 0.60% | 0.47%  | 0.47%    | 0.53% | 0.48%    | 0.41% | 0.48%    | 0.44% | 0.42%     | 0.44% | 0.58%           | 5.87%  |
| 2015                           | 0.43%                   | 0.45% | 0.41%  | 0.44%    | 0.37% | 0.46%    | 0.51% | 0.45%    | 0.37% | 0.51%     | 0.60% | 0.47%           | 5.60%  |
| 2014                           | 0.49%                   | 0.51% | 0.60%  | 0.51%    | 0.47% | 0.65%    | 0.49% | 0.49%    | 0.56% | 0.48%     | 0.45% | 0.44%           | 6.31%  |
| 2013                           | 0.44%                   | 0.52% | 0.41%  | 0.42%    | 0.47% | 0.66%    | 0.54% | 0.56%    | 0.59% | 0.55%     | 0.50% | 0.55%           | 6.42%  |
| 2012                           | 0.61%                   | 0.54% | 0.52%  | 0.52%    | 0.84% | 0.63%    | 0.60% | 0.65%    | 0.63% | 0.54%     | 0.49% | 0.53%           | 7.34%  |
| 2011                           | 0.41%                   | 0.55% | 0.45%  | 0.44%    | 0.57% | 0.54%    | 0.49% | 0.55%    | 0.55% | 0.64%     | 0.63% | 0.52%           | 6.53%  |
| 2010                           | 0.53%                   | 0.69% | 0.75%  | 0.60%    | 0.55% | 0.46%    | 0.40% | 0.47%    | 0.42% | 0.27%     | 0.34% | 0.52%           | 6.18%  |
| 2009                           |                         |       |        |          |       |          | 0.63% | 0.65%    | 0.70% | 0.64%     | 0.60% | 0.71%           | 3.99%  |
| His                            | Historical Fund Returns |       |        | 1 - Year |       | 3 - Year |       | 5 - Year |       | 10 - Year |       | Since Inception |        |
| CMLS Mortgage Fund Class F & I |                         |       |        | 5.98%    |       | 9%       | 5.65% |          | 5.86% |           | 6.18% |                 |        |

# How to Invest

| Fundserv Codes               | Series A : MAJ 520R<br>Series B : MAJ 524R<br>Series F : MAJ 521R  |  |  |  |  |  |
|------------------------------|--|--|--|--|--|--|
| Minimum Investment           | \$25,000   |  |  |  |  |  |
| Minimum Increments           | \$5,000 (excluding DRIP)   |  |  |  |  |  |
| Eligibility                  | OM / Accredited & eligible investors   |  |  |  |  |  |
| Registered Status            | RRSP, TFSA, RRIF, RESP, RDSP eligible  |  |  |  |  |  |
| Redemption                   | Monthly redemptions with a minimum of 15 days'<br>notice before the last business day of the month <sup>1</sup> .<br>Redemptions are subject to a 1% retraction penalty<br>if redeemed before the first anniversary. 100% of the<br>retraction penalty is allocated to the Fund. |  |  |  |  |  |
| Distribution                 | Monthly  |  |  |  |  |  |
| Distribution<br>Reinvestment | Yes  |  |  |  |  |  |
| Management Fees              | 1.00% (Class F);<br>1.25% (Class A) - 25 bps trailing commission<br>1.45% (Class B) - 45 bps trailing commission<br>No performance fees  |  |  |  |  |  |
| Trade Date                   | Trades accepted on the first day<br>of every month   |  |  |  |  |  |

### Investor Relations

#### assetmanagement@cmls.ca



1. The CMLS Mortgage Fund is offered on a private placement basis pursuant to prospectus exemptions and is only available to investors who meet certain minimum purchase amount requirements under applicable securities legislation. This communication does not constitute an offer to sell or solicitation to purchase securities of the Fund. The offering memorandum contains important information about the Fund Indiang is invested as strategies, purchase options, applicable memorandum contains investing. An investment in an exempt fund is considered high initial and appropriate for those who qualify and can absorb significant loss. 2. Historical performance represents Class I units net of a 1% fee. Class F unit distributions began in December 2019, however, given the same fee structures, Class F historical returns would have been the same as Class I returns. 3. Average annualized return since inception. 4. Unless otherwise indicated, all information herein is as of Jan 31, 2023.