



**FISGARD™**  
CAPITAL CORPORATION

# **FISGARD CAPITAL** INVESTMENT BROCHURE

A BRIGHTER FINANCIAL FUTURE

**OCT 2019**



## FROM OUR CEO



**WAYNE STRANDLUND**  
FOUNDER



Welcome to a better way to invest. Value investing lets you know your money is well-invested and growing. At Fisgard it's security of your capital first. That's why we invest in quality mortgages secured by valuable Canadian real estate property, cash deposits held at banks or other financial institutions and investments in real property which are held directly or indirectly through units of limited partnerships, as a result of action taken to enforce the Issuer's rights as a secured lender.

Invest with Fisgard and discover the difference between value investing and volatile investments.

We invite you to join our growing family of investors, thousands of happy Canadians who have good reason to relax and smile.

Thank you for your time and for considering a Fisgard investment.

Wayne Strandlund  
Founder and CEO



Real estate security, reasonable returns and a long-range perspective are important to our clients and to us."

## FISGARD PROFILE

Fisgard Capital Corporation ("Fisgard") was established in 1994 to provide investors an opportunity to earn income from a diversified, stable and growing portfolio of mortgages secured by valuable Canadian real estate property in growth regions of the five western provinces.

The two primary goals of Fisgard are to preserve capital and provide consistent reliable returns to our investors. In good times as well as hard times Fisgard has delivered a reasonable dividend that compares favourably with other income investments, outperforming many. Fisgard has the enviable track record of having always paid dividends and made its qualified redemptions without fail.

Our mortgage portfolio has a significant weighting of first mortgages, primarily residential mortgages. Individual mortgages will not exceed a 75% loan to value ratio at the time of origination.

To achieve these goals Fisgard focuses on the underserved market for borrowers that require short term special situation financing not currently offered by banks, credit unions or trust companies. Fisgard responds quickly to these borrower needs and provides excellent professional service. Our ability to provide quick response and reasonable and flexible financing terms has proven to be successful.

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[WWW.FISGARDCAPITAL.COM](http://WWW.FISGARDCAPITAL.COM)

# MANAGEMENT TEAM



**WAYNE STRANDLUND**  
Founder & Chief Executive Officer

Wayne is the founder, president and CEO of Fisgard Asset Management Corporation (FAMC), an exempt market dealer and manager of two mortgage investment corporations (MICs), Fisgard Capital Corporation and Fisgard Capital II Corporation. Both MIC's are designed to accommodate cash investments as well as investments through the full array of Canadian registered savings and registered pension funds.

Wayne is the Chancellor and Chair of the Board of Governors of Royal Roads University.



**JOEL ROSENBERG**  
President

Joel oversees Fisgard's strategic development and operations, coordinating the capital and mortgage investment teams. Working to build a solid mortgage portfolio and capital base to ensure our investors receive consistent above-average returns.

He is a graduate of the University of Saskatchewan with a B.Sc in Computational Science and holds a Masters of Business Administration in Leadership from Royal Roads University in Victoria. In addition to Joel's appointment with Royal Roads as Governor and Chair of the Finance & Audit Committee, he served Coast Capital Savings Credit Union as its Chief Operating Officer and Chief Information Officer for eighteen years.



**DAWN PANIZ**  
Chief Financial Officer & Senior Vice President, Investment Markets

Dawn has been with Fisgard since 1994. Dawn's role includes managing all accounting and corporate reporting as well as supervising all company activity including securities reporting, audit procedures, management of trusts and investment strategy. She also works with Fisgard's mortgage team ensuring our mortgages meet the strict criteria investors expect.

She exemplifies the culture of teamwork that is the cornerstone of Fisgard's management philosophy. Dawn served 5 years on the board of the British Columbia MIC Managers Association and also served as a Director for the National Exempt Market Association.



**RAFER STRANDLUND**

SVP Commercial Mortgage Investments  
& Corporate Development

Rafer is a senior member of Fisgard's mortgage team bring over 25 years in various roles in the mortgage and banking industry.

Rafer leads the commercial mortgage department, business development and relationships with Fisgard's external commercial partners.

His responsibilities include directing investment policy to ensure portfolio security and balance, and maintaining professional lending guidelines.



**HALI NOBLE**

SVP Residential Mortgage Investments  
& Broker Relations

Hali is a senior member of Fisgard's residential mortgage team and the ambassador to brokers and the industry across Canada. As a national industry leader Hali brings recognition and respect to the company. A Past President of the national Canadian Association of Mortgage Professionals and Past President of the Mortgage Broker Association of British Columbia.

Hali has been recognized with many industry awards, most recently as the top industry service provider for founding and building the "Women in the Industry (WIMI)" which was recently honoured with a Canadian Mortgage Award for Best Industry Service Provider.

Fisgard Asset Management Corporation is the manager of Fisgard Capital. Fisgard's accomplishments and performance are a testament to the dedication of the company's skilled and experienced management team. The team provides the best possible service for our customers and the best possible return on investment for our shareholders.

# DIVIDEND HISTORY

Fisgard's performance figures are based on its popular 5 year term investment. Note that these are **NET annualized returns** after all costs have been deducted. What you see is what you get.

Note the amount our investors received in cash dividends as well as the growth they've experienced by reinvesting their dividends. Nothing fancy, just income and growth.

Investment Period	NET CASH	NET GROWTH	TOTAL GROWTH*	ACCUMULATED INVESTMENT*
Last Year	5.569%	5.686%	5.686%	\$10,569
Last 3 years	5.231%	5.335%	16.874%	\$11,687
Last 5 years	5.139%	5.239%	29.086%	\$12,909
Last 7 years	5.100%	5.198%	42.579%	\$14,258
Last 10 years	5.211%	5.314%	67.831%	\$16,783

\* Denotes reinvestment of dividends. Accumulated investment is based on a \$10,000 investment at the beginning of the investment period. \* as of 30-Sep-2019

Year	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Yearly Ave. Cash Dividend	Yearly Ave. Reinvestment Growth
2019	5.340%	5.400%	5.000%		5.247%	5.351%
2018	5.250%	5.250%	5.370%	6.405%	5.569%	5.686%
2017	5.000%	5.000%	5.250%	5.250%	5.125%	5.224%
2016	5.000%	5.000%	5.000%	5.000%	5.000%	5.095%
2015	5.000%	5.000%	5.000%	5.000%	5.000%	5.095%
2014	5.000%	5.000%	5.000%	5.000%	5.000%	5.095%
2013	5.000%	5.000%	5.000%	5.000%	5.000%	5.095%
2012	5.013%	5.000%	5.000%	5.000%	5.003%	5.098%
2011	5.310%	5.503%	5.000%	5.000%	5.203%	5.306%
2010	5.120%	5.210%	5.300%	5.218%	5.212%	5.315%

\* as of 30-Sep-2019

## 5.569%

INCOME

2018 NET CASH RETURN

## 5.686%

GROWTH

2018 NET GROWTH

## 5.000%

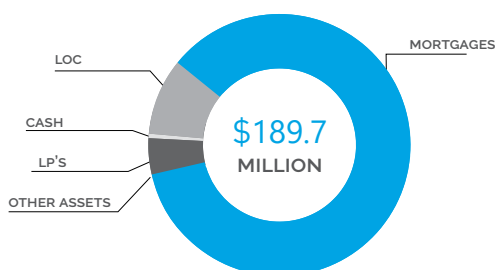
RETURN

2019 3RD QUARTER

Before considering an investment please request a copy of Fisgard's Offering Memorandum that details risk. Mortgage investments are not guaranteed, returns may fluctuate and past performance may not be repeated.

# PORTFOLIO UPDATE

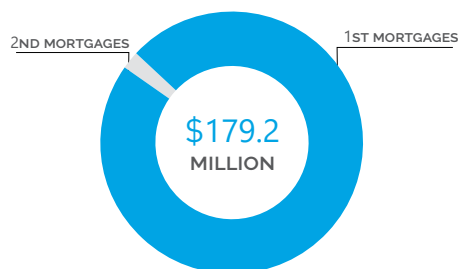
## PORTFOLIO SUMMARY



	December 31, 2018 (audited)	September 30, 2019 (unaudited)
Mortgages	188,547,406	179,258,250
Cash	2,524,979	1,159,439
Other Current Assets	56,235	77,662
Limited Partnerships	19,432,987	19,305,432
Less: Provisions/Fees	(1,039,449)	(796,306)
Less: Demand Operating Loan	(18,895,159)	(9,265,569)
<b>Total</b>	<b>190,626,999</b>	<b>189,738,908</b>

\* as of 30-Sep-2019 (unaudited)

## MORTGAGE INVESTMENT OVERVIEW



Number of Mortgage Assets	349
Volume of mortgage assets	179,258,250
Volume of 1st mortgages	175,623,872
Volume of 2nd mortgages	3,634,377
Average Term (in months)	12

\* as of 30-Sep-2019 (unaudited)

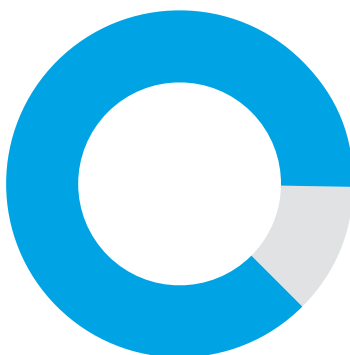
Professional mortgage lenders do not work in a box, and are able to adapt quickly to market conditions and take advantage of situations institutional lenders have difficulty doing. This is the essential advantage of private lending, and the reason for Fisgard's uninterrupted net cash dividends of at least 5% each and every quarter over the past 25 years.

**FIGGARD PROVIDES REASONABLE  
DIVIDENDS AND GROWTH BY  
CAREFULLY INVESTING IN QUALITY  
MORTGAGES SECURED BY  
CANADIAN REAL ESTATE PROPERTY.**

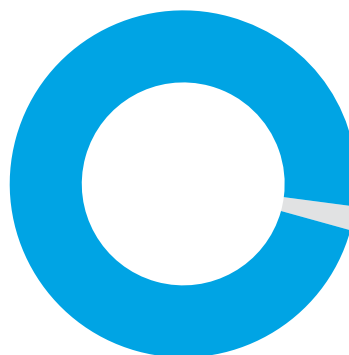
Our mortgage guidelines have stood the test of time with relatively minor changes to suit market conditions. When we have to adapt, we do; but rarely do we deviate materially from the basic mortgage investment guidelines listed below:

- We lend primarily on serviced urban property in communities that demonstrate economic stability and growth.
- We lend mainly against residential property.
- We lend from British Columbia to Ontario.
- We maximize security by making a larger number of smaller mortgage loans as opposed to just a few larger loans. In short, we avoid concentration, and we provide diversification.
- To maximize flexibility the majority of our mortgages are shorter term (1 to 2 years) allowing us to react and adjust quickly to changing market conditions.

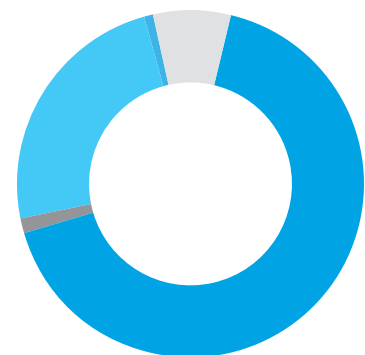
**MORTGAGE VOLUME AND DISTRIBUTION**



- 88.1% of volume in residential mortgages
- 11.9% of volume is in commercial mortgages



- 98.0% of volume is in 1st mortgages
- 2.0% of volume is in 2nd mortgages



\* as of 30-Sep-2019 (unaudited)

- 7.5% of volume in Alberta
- 65.4% of volume in British Columbia
- 1.1% of volume in Manitoba
- 24.8% of volume in Ontario
- 1.2% of volume in Saskatchewan





## What is Fisgard Capital?

Fisgard is a tax-exempt Mortgage Investment Corporation (MIC). Dividends paid to investors are treated as expenses for tax purposes, therefore they are not taxed. The result is a better return for our investors.

Investors place cash and registered funds – such as RRSPs, RRIFs, TFSAs and RESPs – in our 1,3 or 5 year terms. We invest that money in mortgages secured by Canadian real estate property. The mortgages produce income, which we pass on to investors as dividends every quarter.

You can take your dividends in cash for income or reinvest your dividends so your investment grows through the power of compound interest.

## How is my money secured?

Fisgard is a value investment, not a stock or mutual fund speculation. It is an investment not driven by fees. Your investment is secured by tangible real estate property. We invest in mortgages secured by quality residential and commercial properties in Canada. We choose real estate-backed mortgage investments because security of your capital is our highest priority.

# WHY CHOOSE FISGARD?

**Start small.** You don't need a lot of money to start an investment at Fisgard. Start with just \$1,000 and contribute monthly if you like.

**Get great returns.** Every single quarter since 1995 our investors have received reasonable dividends on their Fisgard investment.

**Save money.** Our Registered Retirement Savings Plans, Tax Free Savings Accounts, Registered Education Savings Plans and Registered Disability Savings Plans are among the most economical in Canada and qualify for monthly contributions.

**Stay flexible.** You can take cash dividends on part of your investment for income and reinvest the rest for growth. With sixty days notice you can switch from receiving cash dividends to reinvesting your dividends, or vice versa.

**Secured by Real Estate.** Fisgard puts the security of your capital first. Your investment is secured by Canadian real estate so you don't have to worry about what the stock market is doing.



## HELPFUL TIPS

### Helping you in Building Brighter Financial Futures

**Tax Free Saving.** Canada's Tax Free Savings Account (TFSA) is the most important development in savings since the Registered Retirement Savings Plan was introduced in 1957. It is an easy way for Canadians to invest without paying tax. You can invest up to \$5,500 a year in a TFSA and, unlike stressful fee-based stocks and mutual funds that require constant attention and are subject to unpredictable market fluctuations.

**Saving for Retirement.** Saving for retirement was never more important. The best way to ensure that you have the money you need to enjoy your retirement is to stick to a simple consistent savings plan, and value invest. That's where Fisgard's RRSP comes in. Get a tax deferral at the front, and count on steady growth along the way – building a retirement nest egg that is ready when you are.

**Saving for Education.** As a parent, aunt, uncle, grandparent or friend, you can help a student of your choice pay for his or her post-secondary education by investing in a Fisgard Registered Education Savings Plan (RESP). Combining the

Fisgard compound interest investment with the \$7,200 Canada Education Savings Grant you can grow a substantial post-secondary education fund over time. With an adequately funded RESP the student (beneficiary) will not be burdened with an expensive and often unmanageable student loan.

**RDSP (Registered Disability Savings Plan).** The RDSP helps parents and others save for the long-term financial security of a person with a disability. The plan structure is similar to a Registered Education Savings Plan and allows funds to be invested tax-deferred until withdrawal. Contributions to a RDSP are eligible for the new Canada Disability Savings Grant. There is also a new Canada Disability Savings Bond for individuals with lower family incomes.

**Reaping the benefits.** A Fisgard investment provides many benefits including regular income if you take your dividends in cash, steady growth through the power of compound interest if you reinvest your dividends, reasonable returns, and the friendliest service you could wish for.

CASH / RRSP / RRIF / TFSA / RESP / RDSP / LIRA / LIF / LRIF

# FREQUENTLY ASKED QUESTIONS

**Can I invest through my RRSP or TFSA as well as cash?** Yes, Fisgard is an eligible investment for all Canadian registered plans, examples being the RRSP and Spousal RRSP, RRIF, TFSA, RESP, RDSP, LIF, LRIF, and LIRA. Many Fisgard investors invest cash as well as registered funds.

**Can I transfer my registered plan to Fisgard?** Yes you can. We handle the transfer for you.

**How long is my money committed?** Your funds are committed for 1, 3 or 5 years. You choose. On joint investments Fisgard offers a Compassionate Early Redemption that allows a surviving spouse to redeem the investment earlier than its due date with applicable costs.

**How is my investment secured?** Fisgard's investments are secured by Canadian real estate property and the personal guarantees of mortgage borrowers.

**What fees are associated with investing?**

At Fisgard there are no start-up fees associated with opening a cash account. RRSP and RRIF accounts cost \$100 per year for the primary plan-holder and \$75 per year for a secondary plan (such as the Spousal RRSP or Spousal RRIF). Fisgard's RESP costs \$24 per year, TFSA costs \$36 per year and RDSP costs \$42 per year. Our Registered Plan costs are among the lowest in Canada.

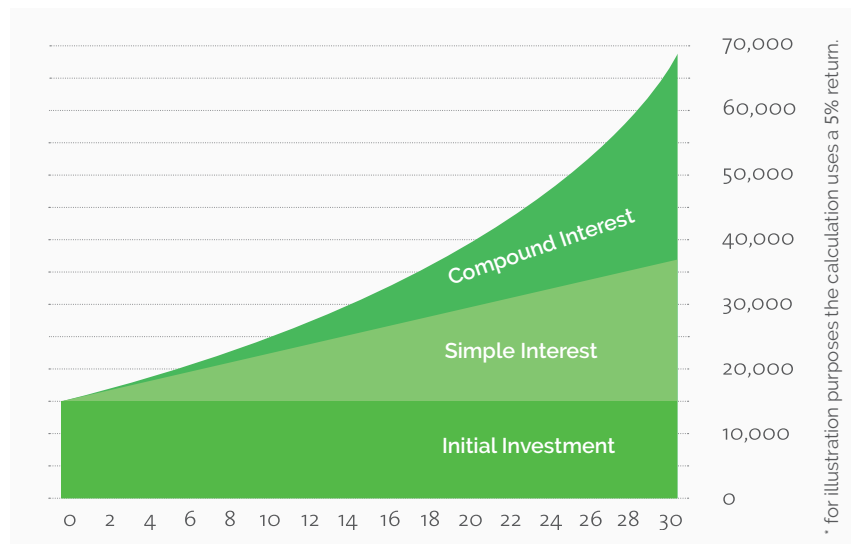
**How am I taxed?** Your returns are taxed as interest, not dividends.

**Are investors notified of when their investment is due?** Yes, with each Quarterly Statement investors are provided details of investments maturing the following quarter.

**Does Fisgard have a succession plan?** Yes. An important feature of Fisgard's business is succession planning. We have been in business for a long time and will be for many years to come. Fisgard strives to be 3-deep at all company positions. Back-up is very important to us.

**How do I benefit from compound interest?** By reinvesting dividends compound interest increases your investment exponentially without any work. Unlike most banks that compound your interest once a year, Fisgard compounds your interest four times a year!

For example an investment of \$15,000 over 30 years earns \$22,500 in simple interest but can earn \$51,603 with compound interest, a whopping \$29,103 more than simple interest!



To learn more about your investment growth possibilities visit [www.fisgardcapital.com/calculators](http://www.fisgardcapital.com/calculators)

Before considering an investment please request a copy of Fisgard's Offering Memorandum that details risk. Mortgage investments are not guaranteed, returns may fluctuate and past performance may not be repeated.



## ABOUT FISGARD

Fisgard started in Victoria's Chinatown, in the Quonley heritage building at the corner of Fisgard and Government, near the Gates of Harmonious Interest. In 2004 we moved to Douglas Street where we bought and renovated the Royal Bank building.

"Fisgard" was named after Fisgard Lighthouse in Victoria. Built in 1860 in Esquimalt Harbour, the lighthouse served as a beacon for the British Royal Navy's Pacific Squadron, and is today home base for the Royal Canadian Navy. Fisgard Lighthouse - the oldest lighthouse on the west coast of North America - is a famous National Historic site visited by thousands of tourists each year.

Fisgard Lighthouse symbolizes protection security and stability, qualities we believe are important to investors. We are proud to have provided our growing family of investors a way to save for the future.

*For more information about Fisgard and to learn how you can join the Fisgard family please contact a Dealing Representative, drop in, or give us a call.*



3378 Douglas Street Victoria BC V8Z 3L3  
General Inquiries 250.382.9255 (Victoria)  
Toll Free Phone 866.382.9255  
Toll Free Fax 866.384.1498  
Email [info@fisgard.com](mailto:info@fisgard.com)  
Web [www.fisgardcapital.com](http://www.fisgardcapital.com)