

# FIRST NATIONAL

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FINANCIAL CORPORATION



## **Report to Shareholders**

**Period Ended March 31, 2021**

# FIRST NATIONAL

FINANCIAL CORPORATION



## **Fellow Shareholders:**

First National reported its financial results for the three months ended March 31, 2021 on April 27<sup>th</sup>. We are very pleased to report that performance was ahead of our expectations reflecting market demand, our market share in the mortgage broker channel and excellent follow-through by our team in delivering responsive, technology-enabled service.

Among the highlights, Mortgages under administration (“MUA”) increased 5% year over year to a record \$119.6 billion, revenue increased 23% to \$336.5 million from \$274.6 million a year ago and net income increased to \$52.6 million (\$0.87 per share) from a loss of \$2.3 million (loss of \$0.05 per common share) last year.

We are very pleased that this performance led the Company’s Board of Directors to increase the common share dividend rate to \$2.35 per share on an annualized basis effective with the payment on June 15, 2021. This is the 15th time since the Company’s 2006 IPO that distributions to shareholders have increased. In the first quarter, total common share dividends declared reflected the previous increase in the regular monthly dividend to an annualized rate of \$2.10 per common share from \$1.95 per common. The first quarter common share dividend payout ratio was 61%, or 68% if we remove gains and losses on financial instruments.

Effective April 1, 2021, in accordance with the terms of the original prospectus, the Company reset the annual dividend rate on its outstanding Class A Series 1 preference shares to 2.895% for the five-year term ending March 31, 2026.

Our team continues to work from home providing essential services to our borrowers and making good use of our MERLIN technology which remains a distinct advantage during the pandemic.

We encourage you to review our MD&A for full details including commentary on our outlook.

Yours sincerely,

Stephen Smith  
Chairman and Chief Executive Officer

Moray Tawse  
Executive Vice President

## MANAGEMENT'S DISCUSSION AND ANALYSIS

*The following management's discussion and analysis ("MD&A") of financial condition and results of operations is prepared as of April 27, 2021. This discussion should be read in conjunction with the unaudited condensed consolidated financial statements and accompanying notes of First National Financial Corporation (the "Company" or "Corporation" or "First National") as at and for the three months (the "period") ended March 31, 2021. The unaudited condensed consolidated financial statements of the Company have been prepared in accordance with International Financial Reporting Standards ("IFRS").*

*This MD&A contains forward-looking information. Please see "Forward-Looking Information" for a discussion of the risks, uncertainties and assumptions relating to these statements. The selected financial information and discussion below also refer to certain measures to assist in assessing financial performance. These other measures, such as "Pre-FMV Income" and "After-tax Pre-FMV Dividend Payout Ratio", should not be construed as alternatives to net income or loss or other comparable measures determined in accordance with IFRS as an indicator of performance or as a measure of liquidity and cash flow. These measures do not have standard meanings prescribed by IFRS and therefore may not be comparable to similar measures presented by other issuers.*

*Unless otherwise noted, tabular amounts are in thousands of Canadian dollars.*

*Additional information relating to the Company is available in First National Financial Corporation's profile on the System for Electronic Data Analysis and Retrieval ("SEDAR") website at [www.sedar.com](http://www.sedar.com).*

### **General Description of the Company**

First National Financial Corporation is the parent company of First National Financial LP ("FNFLP"), a Canadian-based originator, underwriter and servicer of predominantly prime residential (single-family and multi-unit) and commercial mortgages. With over \$119 billion in mortgages under administration ("MUA"), First National is Canada's largest non-bank originator and underwriter of mortgages and is among the top three in market share in the mortgage broker distribution channel.

## First Quarter 2021 Results Summary

Management is very pleased with the performance of the Company during the first quarter 2021. First National's employees continued to work from home and remained productive and efficient. Supported by a resilient housing market across Canada, the Company increased single-family origination 58% year over year. As a result of more competitive conditions, commercial segment originations, while positive, were down by 31% following record production volume in 2020. Total combined new origination was higher by 16% comparing first quarters. Earnings were strong as the Company benefited from higher origination and wider mortgage spreads.

- MUA grew to \$119.6 billion at March 31, 2021 from \$113.5 billion at March 31, 2020, an increase of 5%; the growth from December 31, 2020, when MUA was \$118.7 billion, was 3% on an annualized basis.
- Total new single-family mortgage origination was \$4.4 billion in the first quarter of 2021 compared to \$2.8 billion in the 2020 comparative quarter, an increase of 58%. The Company attributes this to an increasing market share in the mortgage broker distribution channel supported by the value of its long-time broker relationships and effective technology. Commercial segment origination of \$1.8 billion was 31% lower than the \$2.6 billion originated in the first quarter of 2020. Overall new origination increased by 16% in first quarter 2021 compared to the first quarter of 2020.
- The Company took advantage of opportunities in the quarter to renew over \$1.2 billion of single-family mortgages (\$1.1 billion a year ago). For the commercial segment, renewals were lower by 42% (\$283 million compared to \$488 million a year ago). The Company believes that many borrowers chose to refinance as opposed to renew to take advantage of low mortgage rates and increased valuations.
- Revenue for the first quarter of 2021 increased by 23% to \$336.5 million from \$274.6 million in the first quarter of 2020. The increase was affected by changes in the fair market value of financial instruments related to interest rate movements in both quarters. Excluding such amounts, revenue was lower by 1% decreasing to \$329.0 million in the 2021 quarter from \$330.8 million in 2020. This change was the result of a lower interest rate environment which affected mortgage interest on securitized mortgages and mortgage investment income, particularly those mortgages indexed to the Company's prime lending rate which fell by 1.50% at the end of March 2020.
- Income before income taxes increased to \$71.5 million in the 2021 first quarter from a loss of \$3.3 million in the 2020 first quarter. The increase was affected by changing capital market conditions. Excluding the gains and losses related to financial instruments, the Company's earnings before income taxes and gains and losses on financial instruments ("Pre-FMV Income") for the first quarter of 2021 increased by 21% to \$64.1 million from \$52.9 million in 2020. The increase is largely the result of steady growth in the securitization portfolio and higher origination in third party underwriting which had a favourable impact on mortgage servicing fee revenue.

The Company's Board of Directors announced an increase to the regular monthly dividend from \$2.10 to \$2.35 per common share on an annualized basis effective with the dividend payable on June 15, 2021 to shareholders of record on May 31, 2021. The increase reflects the Board's determination that the Company is generating sustainable income to support the higher dividend in a lower risk business environment.

## Selected Quarterly Information

### Quarterly Results of First National Financial Corporation

(\$000s, except per share amounts)

	Revenue	Net Income (loss) for the Period	Pre-FMV Income for the Period <sup>(1)</sup>	Net Income (loss) per Common Share	Total Assets
<b>2021</b>					
First quarter	\$336,492	\$52,575	\$64,146	\$0.87	\$40,586,601
<b>2020</b>					
Fourth quarter	\$387,303	\$69,123	\$94,937	\$1.13	\$39,488,527
Third quarter	\$373,760	\$72,517	\$99,644	\$1.20	\$38,314,904
Second quarter	\$344,581	\$50,844	\$75,506	\$0.84	\$39,040,298
First quarter	\$274,650	(\$2,255)	\$52,921	(\$0.05)	\$39,203,792
<b>2019</b>					
Fourth quarter	\$342,138	\$48,993	\$60,418	\$0.80	\$37,685,593
Third quarter	\$362,833	\$60,578	\$79,816	\$1.00	\$37,249,143
Second quarter	\$335,241	\$44,164	\$67,565	\$0.72	\$37,229,876

(1) This non-IFRS measure adjusts income before income taxes by eliminating the impact of changes in fair value by adding back losses on the valuation of financial instruments (except those on mortgage investments) and deducting gains on the valuation of financial instruments. The figures presented for 2019 have been restated to conform to 2020's presentation.

With First National's large portfolio of mortgages pledged under securitization, quarterly revenue is driven primarily by the gross interest earned on the mortgages pledged under securitization. The gross interest on the mortgage portfolio is dependent both on the size of the portfolio of mortgages pledged under securitization, as well as mortgage rates. Recently MUA increased, and revenue followed. Net income is partially dependent on conditions in bond markets, which affect the value of gains and losses on financial instruments arising from the Company's interest rate hedging program. Accordingly, the movement of this measurement between quarters is related to factors external to the Company's core business. By removing this volatility and analyzing Pre-FMV Income, management believes a more appropriate measurement of the Company's performance can be assessed.

In the past eight quarters, the Company has experienced a relatively volatile economic environment. In 2019, the economic outlook was positive and there was a surplus of liquidity for investment in financial assets. This bred a competitive marketplace but one in which mortgage funding spreads were relatively steady and the Company earned consistent revenue and net income. 2020 began slowly and volumes were not particularly strong. COVID-19-related financial turmoil at the end of 2020's first quarter created large losses on financial instruments and the Company reported a small loss. In the final three quarters of 2020, the Company benefited from both its business model which does not rely on face-to-face interactions and abnormally wide mortgage spreads. The spreads were the result of the aftermath of the COVID-19-related financial crisis that began at the end of the 2020 first quarter. These spreads were the basis for growth in Pre-FMV Income in these quarters. To start 2021, net income was relatively strong as financial markets began to show optimism and the Company earned gains from holding financial instruments. Without these gains, Pre-FMV Income was 21% above the first quarter of 2020.

## Outstanding Securities of the Corporation

At March 31, 2021, and April 27, 2021, the Corporation had 59,967,429 common shares; 2,984,835 Class A preference shares, Series 1; 1,015,165 Class A preference shares, Series 2; 200,000 November 2024 senior unsecured notes; and 200,000 November 2025 senior unsecured notes outstanding.

## Selected Annual Financial Information and Reconciliation to Pre-FMV Income<sup>(1)</sup>

(\$000s, except per share amounts)

	2020	2019	2018
<b>For the Year Ended December 31,</b> Income Statement Highlights			
Revenue	1,380,294	1,326,523	1,181,510
Interest expense – securitized mortgages	(708,162)	(739,071)	(646,069)
Brokerage fees	(159,018)	(102,596)	(75,354)
Salaries, interest and other operating expenses	(254,385)	(243,143)	(232,670)
Add (deduct): realized and unrealized losses (gains) on financial instruments	67,355	9,655	(3,162)
Deduct: unrealized losses regarding mortgage investments	(3,076)	(4,300)	(4,000)
Pre-FMV Income <sup>(1)</sup>	323,008	247,068	220,255
Add (deduct): realized and unrealized gains (losses) on financial instruments excluding those on mortgage investments	(64,279)	(5,355)	7,162
Provision for income taxes	(68,500)	(64,500)	(60,990)
Net income	190,229	177,213	166,427
Common share dividends declared	148,419	144,421	171,407
Per Share Highlights			
Net income per common share	3.12	2.90	2.73
Dividends per common share	2.47	2.41	2.86
<b>At Year End</b> Balance Sheet Highlights			
Total assets	39,488,527	37,685,593	36,037,127
Total long-term financial liabilities	398,554	374,025	174,829

Notes:

- (1) Pre-FMV Income is not a recognized earnings measure under IFRS and does not have a standardized meaning prescribed by IFRS. Therefore, Pre-FMV Income may not be comparable to similar measures presented by other issuers. Investors are cautioned that Pre-FMV Income should not be construed as an alternative to net income or loss determined in accordance with IFRS as an indicator of the Company's performance or as an alternative to cash flows from operating, investing and financing activities as a measure of liquidity and cash flows. The figures for 2019 and 2018 have been restated to conform to 2020's presentation.

## Vision and Strategy

The Company provides mortgage financing solutions to the residential and commercial mortgage markets in Canada. By offering a full range of mortgage products, with a focus on customer service and superior technology, the Company believes that it is the leading non-bank mortgage lender in the industry. The Company intends to continue leveraging these strengths to lead the non-bank mortgage lending industry in Canada, while appropriately managing risk. The Company's strategy is built on four cornerstones: providing a full range of mortgage solutions for Canadian single-family and commercial customers; growing assets under administration; employing technology to enhance service to mortgage brokers and borrowers, lower costs and rationalize business processes; and maintaining a conservative risk profile. An important element of the Company's strategy is its direct relationship with the mortgage borrower. The Company is considered by most of its borrowers as the mortgage lender. This is a critical distinction. It allows the Company to communicate with each borrower directly throughout the term of the related mortgage. Through this relationship, the Company can negotiate new transactions and pursue marketing initiatives. Management believes this strategy will provide long-term profitability and sustainable brand recognition for the Company.

## Key Performance Drivers

The Company's success is driven by the following factors:

- Growth in the portfolio of mortgages under administration;
- Growth in the origination of mortgages;
- Raising capital for operations; and
- Employing innovative securitization transactions to minimize funding costs.

### Growth in Portfolio of Mortgages under Administration

Management considers the growth in MUA to be a key element of the Company's performance. The portfolio grows in two ways: through mortgages originated by the Company and through third-party mortgage servicing contracts. Mortgage originations not only drive revenues from placement and interest from securitized mortgages, but perhaps more importantly, longer-term value from servicing rights, renewals and the growth of the customer base for marketing initiatives. As at March 31, 2021, MUA totalled \$119.6 billion, up from \$113.5 billion at March 31, 2020, an increase of 5%. The growth of MUA in the first quarter of 2021 from December 31, 2020, was 3% on an annualized basis.

### Growth in Origination of Mortgages

#### *Direct Origination by the Company*

The origination of mortgages not only drives the growth of MUA as described above, but leverages the Company's origination platform, which has a large fixed-cost component. As more mortgages are originated, the marginal costs of underwriting decrease. Increased origination satisfies demand from its institutional customers and produces volume for the Company's own securitization programs. In the first quarter of 2021, the Company's single-family origination increased across the country. The Company believes this is the result of its strong broker relationship and technology, which have both been significant benefits in the pandemic period. All of the Company's sales offices experienced double-digit growth. In aggregate, the Company's single-family origination grew by 58% in the first quarter of 2021 compared to the same period in 2020. The commercial segment had a slow start compared to the record amount originated in the first quarter of 2020. Total commercial volumes decreased by 31% to \$1.8 billion in the 2021 quarter compared to \$2.6 billion in the 2020 quarter. Together, overall new origination for the first quarter of 2021 increased 16% year over year.

#### *Third-Party Mortgage Underwriting and Fulfilment Processing Services*

In 2015, the Company launched its third-party underwriting and fulfilment processing services business with a large Canadian schedule I bank ("Bank"). The business is designed to adjudicate mortgages originated by the Bank through the single-family residential mortgage broker channel. First National employs a customized software solution based on its industry-leading MERLIN technology to accept mortgage applications from the Bank in the mortgage broker channel and underwrite these mortgages in accordance with the Bank's underwriting guidelines. The Bank funds all the mortgages underwritten under the agreement and retains full responsibility for mortgage servicing and the client relationship. Management considers the agreement a way to leverage the capabilities and strengths of First National in the mortgage broker channel and add some diversity to the Company's service offerings. In late 2019, the Company entered into a similar agreement with another Canadian bank.

## *Excalibur Mortgage Products*

The Company originates alternative single-family (“Excalibur”) mortgage products. Alternative lending describes single-family residential mortgages that are originated using broader underwriting criteria than those applied in originating prime mortgages. These mortgages generally have higher interest rates than prime mortgages. First National’s relationships with mortgage brokers and its underwriting systems allow for cost effective origination of significant volumes. The product is originated primarily for placement with institutional investors, but beginning in April 2019, the Company finalized an agreement with a bank-sponsored securitization conduit to fund a portion of the Excalibur origination. In early 2020, an agreement was entered into with another bank-sponsored conduit to provide additional funding for this product. The Excalibur relaunch was rolled out gradually, beginning in Ontario. Currently the program originates the majority of mortgages in Ontario with a small amount from the BC region.

## **Raising Capital for Operations**

### *Bank Credit Facility*

The Company has a revolving line of credit with a syndicate of banks of \$1.25 billion. This facility enables the Company to fund the large amounts of mortgages accumulated for securitization. In 2019, the Company extended the term of the facility by one year such that the maturity is March 2024. The facility bears interest at floating rates. The Company has elected to undertake this debt for a number of reasons: (1) the facility provides the amount of debt required to fund mortgages originated for securitization purposes; (2) the debt is revolving and can be used and repaid as the Company requires, providing more flexibility than senior unsecured notes, which are fully drawn during their term; (3) the three-year remaining term gives the Company a committed facility for the medium term; and (4) the cost of borrowing reflects the Company’s BBB issuer rating.

### *Note Issuance*

In November 2020, the Company issued 200,000 2.961% Series 3 senior unsecured notes for a five-year term pursuant to a private placement under an offering memorandum. These notes add to the Company’s 2019 issuance of 200,000 3.582% Series 2 senior unsecured notes. The net proceeds of both offerings, after broker commissions, were invested in FNFLP. On settlement, the proceeds were used to pay down a portion of the indebtedness under the bank credit facility. The Company’s medium-term debt capital now stands at approximately \$400 million.

### *Preferred Share Issuance*

Pursuant to the original prospectus, effective April 1, 2021, the Company reset the annual dividend rate on the outstanding Class A Series 1 preference shares to 2.895% for a five-year term to March 31, 2026. After the exercise of shareholder conversion rights in March 2021, there were 2,984,835 Class A Series 1 shares outstanding and 1,015,165 Class A Series 2 outstanding. The Series 2 shares bear a floating rate dividend calculated quarterly based on the 90-day T-Bill rate. Both the Series 1 and Series 2 shares pay quarterly dividends, subject to Board of Directors approval, and are redeemable at the discretion of the Company such that after each five-year term ending on March 31, the Company can choose to extend the shares for another five-year term at a fixed spread (2.07%) over the relevant index (five-year Government of Canada bond yield for any Series 1 shares or the 90-day T-Bill rate for any Series 2 shares). While the investors in these shares have an option on each five-year anniversary to convert their Series 1 preference shares into Series 2 preference shares (and vice versa), there is no provision of redemption rights to these shareholders. As such, the Company considers these shares to represent a permanent source of capital.



## Employing Securitization Transactions to Minimize Funding Costs

### *Approval as Both an Issuer of NHA-MBS and Seller to the Canada Mortgage Bonds Program*

The Company has served as an issuer and administrator of NHA-MBS since 1995. In December 2007, the Company was approved by Canada Mortgage and Housing Corporation (“CMHC”) as an issuer of NHA-MBS and as a seller into the Canada Mortgage Bonds (“CMB”) program. Issuer status provides the Company with direct and independent access to reliable and low-cost funding.

Mortgage spreads can be illustrated by comparing posted five-year fixed single-family mortgage rates to a similar-term Government of Canada bond as listed in the table below.

<b>Period</b>	<b>Average Five-Year Mortgage Spread for the Period</b>
2006	1.12%
2007	1.50%
2008	2.68%
2009–2016	1.77%
2017–2018	1.36%
2019	1.42%
2020	1.76%
2021 first quarter	1.45%

The table shows a history of spread information. Generally, when this spread is wider, the Company can earn higher returns from its securitization activities, although funding spreads are also a variable in the profit equation. Between 2009 and 2019, liquidity issues at financial institutions created by the financial crisis diminished and the competition for mortgages increased such that spreads tightened in the 10-year period as shown above, falling to a low of 1.10% in the third quarter of 2018. Toward the end of the first quarter of 2020, fears of a global pandemic related to COVID-19 led to a dramatic and sudden decrease in bond yields as central banks cut overnight rates significantly. Credit spreads widened and the capital markets stopped functioning normally. In the second quarter, as financial systems began to normalize and markets began to recover, mortgage coupons remained elevated as other credit spreads, including those on NHA-MBS, narrowed. The resulting spreads on mortgages funded through NHA-MBS had positive impacts on 2020 results and have increased the profitability of the Company’s securitization portfolio in future periods. In 2020, the Company originated and renewed for securitization purposes approximately \$8.3 billion of single-family mortgages and \$2.8 billion of multi-unit residential mortgages. In 2020, the Company issued approximately \$8.1 billion of NHA-MBS pools.

The Company is subject to various regulations put in place by CMHC to control the amount of NHA-MBS that a single issuer can create. These rules include the amount of CMHC guarantees that is a requirement to issue a pool. Currently there is a tiered NHA-MBS guarantee fee pricing structure, such that any guarantees issued to one issuer over \$9.0 billion of issuance have a higher price. The tiered limit of \$9.0 billion remains unchanged for 2021. Late in 2020, CMHC announced that guarantee fees will be increased for NHA-MBS pools issued after January 1, 2021. The Company estimates the increase will translate into a 0.05% increase in annual cost of funding per year for its NHA-MBS program.

### *Canada Mortgage Bonds Program*

The CMB program is an initiative where Canada Housing Trust (“CHT”) issues securities to investors in the form of semi-annual interest-yielding five- and 10-year bonds. As a seller into the CMB, the Company is able to make direct sales into the program. The ability to sell into the CMB has given the Company access to lower costs of funds on both single-family and multi-family mortgage securitizations. Because of the effectiveness of the CMB, many institutions have indicated their desire to participate. As a result, CHT has created guidelines through CMHC that limit the amount that can be sold by each seller into the CMB each quarter. The Company is subject to these limitations. Pursuant to the COVID-19 crisis, CHT announced that the 2020 CMB program would be increased from a target of \$40 billion to \$60 billion. For

2021, the Minister of Finance has reduced the authorized amount of new guarantees for CMB back to \$40 billion.

## Key Performance Indicators

The principal indicators used to measure the Company's performance are:

- Earnings before income taxes and losses and gains on financial instruments, with the exception of any losses related to mortgage investments ("Pre-FMV Income"<sup>(1)</sup>); and
- Dividend payout ratio.

Beginning in 2012, the Company used Pre-FMV EBITDA as a key performance measure. This non-IFRS measure was used to adjust the Company's earnings by excluding gains and losses related to the fair value of financial instruments and adding back depreciation and amortization. The addbacks of amortization ended in 2016 when IPO-related intangible assets were fully amortized. Accordingly, effective January 1, 2020, the Company elected to simplify the non-IFRS measure it presents to adjust only for fair value-related gains and losses. This measure will be reported as "Pre-FMV Income". Measures prior to 2020 were restated in accordance with this revised calculation. Pre-FMV Income is not recognized under IFRS. However, management believes that Pre-FMV Income is a useful measure that provides investors with an indication of income normalized for capital-market fluctuations. Pre-FMV Income should not be construed as an alternative to net income determined in accordance with IFRS or to cash flows from operating, investing and financing activities. The Company's method of calculating Pre-FMV Income may differ from other issuers and, accordingly, Pre-FMV Income may not be comparable to measures used by other issuers.

	Quarter Ended	
	March 31, 2021	March 31, 2020
<b>For the Period</b>	(\$000s)	
Revenue	336,492	274,650
Income (loss) before income taxes	71,475	(3,255)
Pre-FMV Income <sup>(1)</sup>	64,146	52,921
<b>At Period End</b>		
Total assets	40,586,601	39,203,792
Mortgages under administration	119,617,496	113,493,605

Note:

- (1) This non-IFRS measure adjusts income before income taxes by eliminating the impact of changes in fair value by adding back losses on the valuation of financial instruments (except those on mortgage investments) and deducting gains on the valuation of financial instruments (except those on mortgage investments) .

Since going public in 2006, First National has been considered a high-yielding, dividend-paying company. With a large MUA that generates continuing income and cash flow and a business model that is designed to make efficient use of capital, the Company has been able to pay distributions to its shareholders that represent a relatively large ratio of its earnings. The Company calculates the dividend payout ratio as dividends declared on common shares over net income attributable to common shareholders. This measure is useful to shareholders, as it indicates the percentage of earnings paid out as dividends. Similar to the performance measurement for earnings, the Company also calculates the dividend payout ratio on a basis using after-tax Pre-FMV Income.

## Determination of Common Share Dividend Payout Ratio

	Quarter Ended	
	March 31, 2021	March 31, 2020
<b>For the Period</b>	<b>(\$000s)</b>	
Net income (loss) attributable to common shareholders	51,922	(3,017)
Total dividends paid or declared on common shares	31,483	29,234
Total common share dividend payout ratio	61%	-%
After-tax Pre-FMV dividend payout ratio <sup>(1)</sup>	68%	76%

Note:

- (1) This non-IFRS measure adjusts the net income used in the calculation of the “Regular common share dividend payout ratio” to after tax Pre-FMV income so as to eliminate the impact of changes in fair value by adding back losses on the valuation of financial instruments (except those on mortgage investments) and deducting gains on the valuation of financial instruments. The Company uses its aggregate effective tax rate to tax affect the impact of the valuation of financial instruments on this ratio.

For the quarter ended March 31, 2021, the common share payout ratio was 61%. For the quarter ended March 31, 2020, the common share payout ratio could not be calculated because the Company sustained a loss pursuant to large losses on account of the fair value of financial instruments. Gains and losses are recorded in the period in which the prices on Government of Canada bond yields change; however, the offsetting economic impact is generally reflected in narrower or wider spreads in the future once the mortgages have been pledged for securitization. Accordingly, management does not consider such gains and losses to affect its dividend payment policy. If the gains and losses on financial instruments in the two quarters are excluded from the above calculations, the dividend payout ratio for the first quarter of 2021 would have been 68% compared to 76% in the first quarter of 2020.

The Company also paid \$0.7 million of dividends on its preferred shares in the first quarter of 2021 compared to \$0.8 million in the 2020 quarter.

## Revenues and Funding Sources

### *Mortgage Origination*

The Company derives a significant amount of its revenue from mortgage origination activities. Most mortgages originated are funded either by placement with institutional investors or through securitization conduits, in each case with retained servicing. In general, originations are allocated from one funding source to another depending on different criteria, including type of mortgage and securitization limits, with an overall consideration related to maintaining diversified funding sources. The Company retains servicing rights on virtually all the mortgages it originates, which provide the Company with servicing fees to complement revenue earned through originations. For the quarter ended March 31, 2021, new origination volume increased from \$5.4 billion to \$6.2 billion, or about 16%, compared to the 2020 quarter.

## *Securitization*

The Company securitizes a portion of its origination through various vehicles, including NHA-MBS, CMB and asset-backed commercial paper (“ABCP”). Although legally these transactions represent sales of mortgages, for accounting purposes they do not meet the requirements for sale recognition and instead are accounted for as secured financings. These mortgages remain as mortgage assets of the Company for the full term and are funded with securitization-related debt. Of the Company’s \$7.7 billion of new originations and renewals in the first quarter of 2021, \$2.5 billion was originated for its own securitization programs.

## *Placement Fees and Gain on Deferred Placement Fees*

The Company recognizes revenue at the time that a mortgage is placed with an institutional investor. Cash amounts received in excess of the mortgage principal at the time of placement are recognized in revenue as “placement fees”. The present value of additional amounts expected to be received over the remaining life of the mortgage sold (excluding normal market-based servicing fees) is recorded as a “deferred placement fee”. A deferred placement fee arises when mortgages with spreads in excess of a base spread are placed. Normally the Company would earn an upfront cash placement fee, but investors prefer paying the Company over time, as they earn net interest margin on such transactions. Upon the recognition of a deferred placement fee, the Company establishes a “deferred placement fee receivable” that is amortized as the fees are received by the Company. Of the Company’s \$7.7 billion of new originations and renewals in the first quarter of 2021, \$4.9 billion was placed with institutional investors.

For all institutional placements, the Company earns placement fees. Revenues based on these originations are equal to either (1) the present value of the excess spread, or (2) an origination fee based on the outstanding principal amount of the mortgage. This revenue is received in cash at the time of placement. In addition, under certain circumstances, additional revenue from institutional placements may be recognized as “gain on deferred placement fees” as described above.

## *Mortgage Servicing and Administration*

The Company services virtually all mortgages generated through its mortgage origination activities on behalf of a wide range of institutional investors. Mortgage servicing and administration is a key component of the Company’s overall business strategy and a significant source of continuing income and cash flow. In addition to pure servicing revenues, fees related to mortgage administration are earned by the Company throughout the mortgage term. Another aspect of servicing is the administration of funds held in trust, including borrowers’ property tax escrows, reserve escrows and mortgage payments. As acknowledged in the Company’s agreements, any interest earned on these funds accrues to the Company as partial compensation for administration services provided. The Company has negotiated favourable interest rates on these funds with the chartered banks that maintain the deposit accounts, which has resulted in significant additional servicing revenue.

In addition to the interest income earned on securitized mortgages and deferred placement fees receivable, the Company also earns interest income on mortgage-related assets, including mortgages accumulated for sale or securitization, mortgage and loan investments and purchased mortgage servicing rights.

The Company provides underwriting and fulfilment processing services to two mortgage originators using the mortgage broker distribution channel. The Company earns a fee based on the dollar value of funded mortgages. These fees are recognized at the time a mortgage funds and are included in “Mortgage servicing income” in the consolidated statement of income.

## Results of Operations

The following table shows the volume of mortgages originated by First National and mortgages under administration for the periods indicated:

	<b>Quarter Ended</b>	
	<b>March 31, 2021</b>	<b>March 31, 2020</b>
	(\$ millions)	
<b>Mortgage Originations by Segment</b>		
New single-family residential	4,445	2,816
New multi-unit and commercial	1,774	2,557
Sub-total	6,219	5,373
Single-family residential renewals	1,234	1,103
Multi-unit and commercial renewals	283	488
Total origination and renewals	7,736	6,964
<b>Mortgage Originations by Funding Source</b>		
Institutional investors	4,946	3,905
NHA-MBS/CMB/ABCP securitization	2,483	2,898
Internal Company resources/CMBS	307	161
Total	7,736	6,964
<b>Mortgages under Administration</b>		
Single-family residential	83,601	81,210
Multi-unit residential and commercial	36,016	32,283
Total	119,617	113,493

Total new mortgage origination volumes increased in the first quarter of 2021 compared to 2020 by 16%. Single-family volumes increased by 58% and commercial segment volumes decreased by 31% year over year. Management believes the increase in the single-family segment is due to its strong broker and investor relationships and its MERLIN technology and operating systems, which support physical distancing and allow the Company to continue to underwrite efficiently during the pandemic. Lower mortgage rates have also encouraged home purchasing across the country. In the commercial segment, the Company's expertise in underwriting multi-unit mortgages is its fundamental competency. Because of a record first quarter in 2020 and a more competitive market, origination volumes decreased by 31%. When combined with renewals, total production for both business segments increased by 11% from \$7.0 billion in the first quarter of 2020 to over \$7.7 billion in the 2021 quarter. Origination for direct securitization into NHA-MBS, CMB and ABCP programs remained a large part of the Company's strategy, with volume of \$2.5 billion in the 2021 first quarter.

### *Net Interest – Securitized Mortgages*

Comparing the quarter ended March 31, 2021, to the quarter ended March 31, 2020, “net interest – securitized mortgages” increased by about 13% to \$39.9 million from \$35.3 million. The portfolio of mortgages pledged under securitization grew 6% from about \$32.0 billion at December 31, 2019 to \$34.1 billion at December 31, 2020. The growth in profitability was also favorably affected by the addition of wider spread prime mortgages securitized in 2020 and an increase in the Excalibur program which has had lower credit loss ratios than expected.

### *Placement Fees*

Placement fee revenue increased by 33% to \$61.5 million from \$46.2 million in the comparative quarter. The increase was the result of 27% year-over-year growth in mortgage volume originated for institutional investors. The overall growth was augmented by a higher proportion of residential segment fees which have a larger per unit fee than for the commercial segment. Placement fees were adversely affected by the movement of interest rates within the quarter. For mortgages sold at commitment there was no impact. For mortgages sold on funding, the Company typically hedges the interest rate risk between commitment and the date of funding with the institution. In the current environment (rising interest rates), such hedges produced gains on financial instruments at the expense of placement fees. Although economically neutral, this practice shifts profitability from core earnings to fair value related revenue. Both residential renewals and Excalibur had positive contributions to placement fee revenue.

### *Gains on Deferred Placement Fees*

Gains on deferred placement fees revenue increased 5% to \$4.4 million from \$4.2 million. The gains related to multi-unit residential mortgages originated and sold to institutional investors. Although volumes for these transactions decreased by 17% from the 2020 quarter, spreads on these mortgages widened significantly year over year.

### *Mortgage Servicing Income*

Mortgage servicing income increased 37% to \$50.0 million from \$36.6 million. This increase was largely attributable to the Company’s third-party underwriting business unit. Much like the Company’s experience in single-family origination, mortgage brokers referring mortgages to First National’s third-party customers have embraced the MERLIN technology. The Company believes the technology has been advantageous during the pandemic-related lockdown period and led to increased origination volumes.

### *Mortgage Investment Income*

Mortgage investment income decreased 34% to \$13.8 million from \$20.8 million. The decrease was due primarily to the interest rate environment, as short-term rates fell significantly in March as the Bank of Canada cut its overnight rate by 1.5%. This started a steady reduction in the Company’s offered mortgage rates. The result was lower amounts of interest earned while mortgages are accumulated for securitization and sale on the balance sheet.

### *Realized and Unrealized Gains (Losses) on Financial Instruments*

This financial statement line item typically consists of three primary components: (1) gains and losses related to the Company's economic hedging activities of single-family commitments, (2) gains and losses related to holding a portfolio of mortgage and loan investments at fair value, and (3) gains and losses on interest rate swaps used to mitigate interest rate risk associated with its CMB activity. With the adoption of IFRS 9 in 2018, a significant portion of the Company's interest rate management program qualifies as hedging for accounting purposes. The Company has elected to document hedging relationships for virtually all of the multi-residential commitments and mortgages it originates for its own securitization programs. It has also done the same for the funded single-family mortgages and the swaps used in its ABCP programs. This decision has reduced the volatility of gains and losses on financial instruments otherwise recorded in the Company's regular earnings, as gains and losses on hedged items are generally deferred and amortized into income over the term of the related mortgages. The Company has not documented a hedging relationship for its interest mitigation program used to economically hedge commitments on single-family mortgages. The Company believes, given the optional nature of these commitments, it is difficult to establish a valid hedging relationship. For financial reporting purposes, this means that there will still be gains and losses on financial instruments, but these should be limited to those on the bonds sold short used to mitigate such risk. The Company has recorded mortgage and loan investments at fair value on its balance sheet. Accordingly, there are fair value gains or losses associated with these mortgages. The following table summarizes these gains and losses by category in the periods indicated:

<b>Summary of Realized and Unrealized Gains (Losses) on Financial Instruments</b>	<b>Quarter Ended</b>	
	<b>March 31, 2021</b>	<b>March 31, 2020</b>
	(\$000s)	
Gains (losses) on short bonds used for the economic hedging program	12,469	(66,442)
Gains (losses) on mortgages held at fair value	157	(2,400)
Gains (losses) on interest rate swaps	(5,140)	10,266
Net gains (losses) on financial instruments	<u>7,486</u>	<u>(58,576)</u>

In the first quarter of 2020, financial repercussions related to COVID-19 were very severe. With rapid unemployment and liquidity fears, the Bank of Canada reduced its overnight lending rate by 1.50%, and bond yields quickly fell as the fears of a global pandemic and recession increased. The lower yields had a significant impact on the Company's short bond positions and the Company recorded \$66.4 million of losses in the first quarter of 2020 on the bonds the Company used to mitigate interest rate risk on single-family commitments. In contrast, the first quarter of 2021 was a period of recovery and bond yields rose steadily as the market prepared for the end of the economic hardship brought on by the pandemic. For the 2021 quarter, the Company recorded \$12.5 million of gains on account of short bonds used to manage the interest rate risk of residential mortgage commitments.

### *Brokerage Fees Expense*

Brokerage fees expense increased 80% to \$38.1 million from \$21.1 million. This increase is explained by higher origination volumes of single-family mortgages for institutional investors, which increased by 93% year over year. Commercial segment fees were lower than in 2020 and moderated the effect of the growth in single family volumes. Unit broker fees were generally consistent between the first quarters of 2021 and 2020; however, there were some loyalty incentives earned by brokers for volumes in 2020 which the Company expensed in the 2021 first quarter.

### *Salaries and Benefits Expense*

Salaries and benefits expense increased 24% to \$41.1 million from \$33.2 million. Salaries were higher as overall headcount increased by 26% (1,064 employees as at March 31, 2020, and 1,340 at March 31, 2021). The increase was also the result of some 2020 compensation earned by commercial sales staff and for increased bonus provisions pursuant to increased origination levels which the Company expensed in the first quarter of 2021. Management salaries were paid to the two senior executives (co-founders) who together control about 71% of the Company's common shares. The current period expense is a result of the compensation arrangement executed on the closing of the initial public offering ("IPO") in 2006.

### *Interest Expense*

Interest expense decreased 42% to \$10.9 million from \$18.8 million. As discussed in the "Liquidity and Capital Resources" section of this analysis, the Company warehouses a portion of the mortgages it originates prior to settlement with the investor or funding with a securitization vehicle. The Company used senior unsecured notes together with a \$1.25 billion credit facility with a syndicate of banks and 30-day repurchase facilities to fund the mortgages during this period. The overall interest expense decreased from the prior quarter due to the significant decrease in short-term lending rates pursuant to the Bank of Canada's 1.5% rate cut in March 2020.

### *Other Operating Expenses*

Other operating expenses increased by 5% to \$15.5 million from \$14.7 million. The primary change in other operating expenses was higher hedging costs, which increased \$0.5 million between the quarters. The expense increased as 30-day interest rates moved down significantly relative to five- and 10-year bond yields, making it more expensive to borrow the short bonds that the Company uses to hedge interest rate exposure. Without these costs, other operating expenses increased by \$0.3 million, reflecting costs to support the growth of the business and MUA, particularly information technology costs. Discretionary costs, including promotion, travel and entertainment, were lower as a result of the pandemic.

### *Income before Income Taxes and Pre-FMV Income*

Income before income taxes increased to \$71.5 million from a loss of \$3.3 million in the first quarter of 2020. This increase was partially the result of changing capital markets. As described previously in this MD&A, the Company's results generally include gains or losses on account of financial instruments used to economically hedge residential mortgage commitments. In the 2021 quarter, the Company recorded \$7.3 million of gains on financial instruments (excluding \$0.2 million of gains related to mortgage and loan investments). Comparatively, in the 2020 quarter, the Company recorded \$56.2 million of losses on financial instruments (excluding the impact of \$2.4 million of losses related to mortgage and loan investments). The change in these values, excluding the losses on mortgage investments, accounted for a \$63.5 million increase in comparative income before income taxes. Pre-FMV Income, which eliminates the impact of such gains and losses on financial instruments, increased by 21% to \$64.1 million from \$52.9 million. The increase is largely the result of steady growth in the securitization portfolio and higher origination in third party underwriting which had a favourable impact on mortgage servicing fee revenue.

### *Income Tax Expense*

The provision for taxes increased to \$18.9 million from a recovery of \$1.0 million. The provision increased proportionately with net income before income taxes. The overall effective tax rate was slightly lower in 2021, as one of the provinces where the Company operates reduced its corporate tax rate during the quarter.



## Other Comprehensive Income

For the commercial segment, the Company hedges the interest rate risk associated with insured multi-residential mortgages. This hedging begins on commitment and ends when the Company either securitizes the mortgages or places the mortgage with an institutional investor. As the Company determined that these cash flow hedges were effective, the Company recorded \$24.6 million of pre-tax net gains on such hedges in OCI in the first quarter of 2021. These gains would have been recorded as gains on financial instruments under the previous IFRS standard. In the quarter, the Company amortized a portion of the gains and losses in accumulated OCI into regular earnings. In the first quarter 2021, this amortization totalled \$2.0 million. The remaining OCI amount will be amortized into net income in future periods.

## Operating Segment Review

The Company aggregates its business from two segments for financial reporting purposes: (i) Residential (which includes single-family residential mortgages), and (ii) Commercial (which includes multi-unit residential and commercial mortgages), as summarized below:

	Operating Business Segments			
	Residential		Commercial	
	(\$000s except percent amounts)			
For the Quarter Ended	March 31, 2021	March 31, 2020	March 31, 2021	March 31, 2020
Originations and renewals	5,679,141	3,918,536	2,057,490	3,044,899
<i>Percentage change</i>	45%		(32%)	
Revenue	246,324	184,735	90,168	89,915
<i>Percentage change</i>	33%		0%	
Income (loss) before income taxes	51,852	(23,304)	19,623	20,049
<i>Percentage change</i>	N/A		2%	
As at	March 31, 2021	December 31, 2020	March 31, 2021	December 31, 2020
Identifiable assets	30,210,412	28,945,884	10,346,413	10,512,867
Mortgages under administration	83,600,910	83,600,868	36,016,586	35,123,122

## Residential Segment

Overall residential origination volumes including renewals increased by 45% between the first quarters of 2021 and 2020 while residential revenues increased by 33%. Growth in origination did not translate into growth in revenue, due to the reduction in short-term interest rates that followed the Bank of Canada's overnight rate cut of 1.5%. This negatively affected interest revenue – securitized mortgages, as well as mortgage investment income. Net income before tax was affected by fair value-related revenues. Without the impact of these revenues, net income before tax increased to \$44.5 million in the 2021 first quarter from \$32.9 million in 2020, or by 35%. This growth was largely the result of income from the Company's securitization and mortgage servicing businesses as described earlier in this MDA. Identifiable assets increased from December 31, 2020, as the Company increased the amount of hedging related assets by about \$1.0 billion and increased the amount of mortgages accumulated for securitization by about \$300 million compared to December 2020.

## Commercial Segment

2021 first quarter commercial revenues increased marginally compared to the 2020 quarter despite a drop in origination of 32%. This result was the result of steady revenues from the securitized portfolio which keep producing revenue even when origination is lower. Interest revenue on the securitized mortgage portfolio grew by \$1.7 million quarter over quarter. Income before income taxes for this segment was not affected by fair-value considerations. This measure decreased by 2% quarter over quarter. The decrease is due to lower placement fee revenues earned on lower origination volume. Identifiable assets decreased from those at December 31, 2020 as the Company decreased the amount of hedge related assets by over \$300 million. This was offset by a growth in mortgage investments of approximately \$75 million.

## Liquidity and Capital Resources

The Company's fundamental liquidity strategy has been to invest in prime Canadian mortgages. Management's belief has always been that these mortgages are considered "AAA" by investors and should always be well bid and highly liquid. This strategy proved effective during the turmoil experienced in 2007 through 2009, and once again in the COVID-19 crisis, when capital markets were disrupted and the demand for high-quality assets increased. As the Company's results in those years demonstrated, First National was able to attract investors to purchase its mortgage origination at profitable margins. Originating prime mortgages also allows the Company to securitize in the capital markets; however, this activity requires significant cash resources to purchase and hold mortgages prior to arranging for term debt through the securitization markets. For this purpose, the Company uses the combination of unsecured notes and the Company's revolving bank credit facility. This aggregate indebtedness is typically used to fund: (1) mortgages accumulated for sale or securitization, (2) the origination costs associated with securitization, and (3) mortgage and loan investments. The Company has a credit facility with a syndicate of financial institutions for total credit of \$1.25 billion. This facility was extended in May 2019 for a five-year term maturing in May 2024. At March 31, 2021, the Company had entered into repurchase transactions with financial institutions to borrow \$0.9 billion related to \$1.0 billion of mortgages held in "mortgages accumulated for sale or securitization" on the balance sheet.

At March 31, 2021, outstanding bank indebtedness was \$1,056.9 million (December 31, 2020 - \$682.8 million). Together with the unsecured notes of \$399 million (December 31, 2020 - \$399 million), this "combined debt" was used to fund \$1,053.6 million (December 31, 2020 - \$805.7 million) of mortgages accumulated for sale or securitization. At March 31, 2021, the Company's other interest-yielding assets included: (1) deferred placement fees receivable of \$63.4 million (December 31, 2020 - \$62.5 million) and (2) mortgage and loan investments of \$317.7 million (December 31, 2020 - \$213.3 million). The difference between "combined debt" and the mortgages accumulated for sale or securitization funded by it, which the Company considers a proxy for true leverage, increased between December 31, 2020, and March 31, 2021, and now stands at \$401.9 million (December 31, 2020 - \$275.8 million). This represents a debt-to-equity ratio of approximately 0.66:1. This ratio is higher than the ratio of 0.48:1 at December 31, 2020. In general, the increase was the result of investments of \$103.0 million in mortgage and loan investments, primarily related to the Company's commercial bridge loan portfolio. The payment of accrued employee bonuses and commissions, as well as broker incentives related to 2020 also had had an impact on this quarter's ratio. The Company believes the ratio is appropriate given the nature of the assets which the debt is funding.

Since being approved as an issuer of NHA-MBS, the Company has funded the difference between the mortgages it uses to create NHA-MBS and the debt obligations it assumes upon issuance. In recent years, this requirement has generally been limited to mortgages in arrears where First National does not receive payments from the borrower but is obliged to pay the interest and amortizing principal on the NHA-MBS debt. However, due to the rapid rise in national unemployment pursuant to the COVID-19 pandemic, this funding requirement has increased as borrowers requested mortgage payment deferrals. In such situations, the Company determined to grant mortgage payment deferrals. Qualifying borrowers received three months of payment deferral. In cases of extended hardship, the Company provided a second three-month deferral after the initial deferral period ended. During this deferral period, a portion

of such mortgages ceased to amortize and interest otherwise payable was capitalized to the principal of the mortgage. The three mortgage default insurers approved these steps, permitting the deferrals to occur without any impact on subsequent claims under the mortgage insurance policies. In turn, First National has been required to make “timely payments” on the NHA-MBS securities. This means that despite not receiving payments from borrowers on the mortgages that support the NHA-MBS, the Company has been required to pay the interest and amortizing principal on the debt. In effect, the Company de-leveraged its balance sheet by paying off the debt while the related mortgages did not as amortize as quickly. At March 31, 2021, the Company estimates that it had reduced its NHA MBS debt by approximately \$66 million (December 31, 2020 - \$64 million) because of the impact of deferred payments. This has been funded by the Company’s available cash resources.

The Company funds a portion of its mortgage originations for institutional placement on the same day as the advance of the related mortgage. The remaining originations are funded by the Company on behalf of institutional investors or pending securitization by the Company. On specified days, the Company aggregates all mortgages warehoused to date for an institutional investor and transacts a settlement with that institutional investor. A similar process occurs prior to arranging for funding through securitization. The Company uses a portion of the committed credit facility with the banking syndicate to fund the mortgages during this warehouse period. The credit facility is designed to be able to fund the highest balance of warehoused mortgages in a month and is normally only partially drawn.

The Company also invests in short-term mortgages, usually for six- to 18-month terms, to bridge existing borrowers in the interim period before long-term financing. The banking syndicate has provided credit facilities to partially fund these investments. As these investments return cash, it will be used to pay down this bank indebtedness. The syndicate has also provided credit to finance a portion of the Company’s deferred placement fees receivable and the origination costs associated with securitization, as well as other miscellaneous longer-term financing needs.

A portion of the Company’s capital has been employed to support its ABCP and NHA-MBS programs, primarily to provide credit enhancements as required by rating agencies. The most significant portion of cash collateral is the investment made on behalf of the Company’s ABCP programs. As at March 31, 2021, the investment in cash collateral was \$89.6 million (December 31, 2020 - \$88.2 million).

The Company’s Board of Directors has elected to pay dividends, when declared, on a monthly basis on the outstanding common shares and on a quarterly basis on the outstanding preference shares. For purposes of the enhanced dividend tax credit rules contained in the *Income Tax Act* (Canada) and any corresponding provincial and territorial tax legislation, all dividends (and deemed dividends) paid by the Company to Canadian residents on both common and preference shares after June 30, 2010, are designated as “eligible dividends”. Unless stated otherwise, all dividends (and deemed dividends) paid by the Company hereafter are designated as “eligible dividends” for the purposes of such rules.

## **Financial Instruments and Risk Management**

Commencing January 1, 2018, the Company has recorded mortgages accumulated for sale and mortgage and loan investments as financial assets measured at “fair value through profit or loss” such that changes in market value are recorded in the consolidated statement of income. The mortgages accumulated for sale are held for very short periods, and any change in value due to changing interest rates is the obligation of the ultimate institutional investor. Accordingly, the Company believes there will be little, if any, effect on its income related to the change in fair value of these mortgages. The majority of mortgages in mortgage and loan investments are uninsured commercial segment bridge loans. These are primarily floating rate loans that have mortgage terms of 18 months or less. As the mortgages do not conform to conventional mortgage lending, there are few active quoted markets available to determine the fair value of these assets. The Company estimates fair value based upon: benchmark interest rates, credit spreads for similar products, creditworthiness and status of the borrower, valuation of the underlying real property, payment history, and other conditions specific to the rationale for the loan. Any favourable or unfavourable amounts will be recorded in the statement of income each quarter.

The Company believes its hedging policies are suitably designed such that the interest rate risk of holding mortgages prior to securitization is mitigated. Prior to 2018, the Company did not attempt to adopt hedge accounting; however, with the introduction of IFRS 9 on January 1, 2018, the Company began designating hedging relationships such that the results of any effective hedging will not affect the Company's statement of income. See previous discussion in this MD&A under "Realized and Unrealized Gains (Losses) on Financial Instruments". As at March 31, 2021, the Company had almost \$2.2 billion of notional forward bond positions related to its single-family programs. For multi-unit residential and commercial mortgages, the Company assumes all mortgages committed will fund, and hedges each mortgage individually. This includes mortgages committed for the CMB program as well as mortgages to be sold to the Company's other securitization vehicles. As at March 31, 2021, the Company had entered into \$194 million of notional value forward bond sales for this segment. The Company is also a party to four interest rate swaps that economically hedge the interest rate exposure related to certain CMB transactions in which the Company has replacement obligations. As at March 31, 2021, the aggregate notional value of these swaps, maturing between June 2021 and September 2026, was \$102 million. During the 2021 first quarter, the value of these swaps decreased by \$5.1 million.

As described above, the Company employs various strategies to reduce interest rate risk. In the normal course of business, the Company also takes on credit spread risk. This is the risk that the credit spread at which a mortgage is originated changes between the date of commitment of that mortgage and the ultimate date of placement or securitization. If credit spreads widen during this holding period, this is unfavourable for the Company. It means that the Company cannot fund the mortgages originated with a funding source as effectively as originally intended. Despite entering into effective interest rate hedges, the Company's exposure to credit spreads will remain. This risk is inherent in the Company's business model and the Company believes it cannot be economically hedged. As at March 31, 2021, the Company had various exposures to changing credit spreads. In particular, in mortgages accumulated for sale or securitization, there were approximately \$1.9 billion of mortgages that were susceptible to some degree of changing credit spreads.

## **Capital Expenditures**

A significant portion of First National's business model consists of the origination and placement or securitization of financial assets. Generally, placement activities do not require much capital investment, because of the Company's business model. On the other hand, the undertaking of securitization transactions may require significant amounts of the Company's own capital. This capital is provided in the form of cash collateral, credit enhancements, and the upfront funding of broker fees and other origination costs. These are described more fully in the "Liquidity and Capital Resources" section above. The business requires capital expenditures on technology (both software and hardware), leasehold improvements, and office furniture. During the quarter ended March 31, 2021, the Company purchased new computer equipment and software and made leasehold improvements. In the long term, the Company expects capital expenditures on fixed assets will be approximately \$6.0 million annually, but will likely be higher in 2021 as the Toronto office moves its premises and invests in new leasehold improvements.

## **Summary of Contractual Obligations**

The Company's long-term obligations include five- to 10-year leases of premises for its offices across Canada, and its obligations for the ongoing servicing of mortgages sold to securitization conduits and mortgages related to purchased servicing rights. The Company sells its mortgages to securitization conduits on a fully serviced basis and is responsible for the collection of the principal and interest payments on behalf of the conduits, including the management and collection of mortgages in arrears.

## Critical Accounting Policies and Estimates

The Company prepares its financial statements in accordance with IFRS, which requires management to make estimates, judgments and assumptions that management believes are reasonable based upon the information available. These estimates, judgments and assumptions affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Management bases its estimates on historical experience and other assumptions that it believes to be reasonable under the circumstances. Management also evaluates its estimates on an ongoing basis. The significant accounting policies of First National are described in Note 2 to the Company's annual consolidated financial statements as at December 31, 2020. The policies that First National believes are the most critical to aid in fully understanding and evaluating its reported financial results include the determination of the gains on deferred placement fees and the impact of fair value accounting on financial instruments.

The Company uses estimates in valuing its gain or loss on the sale of its mortgages placed with institutions earning a deferred placement fee. Under IFRS, valuing a gain on deferred placement fees requires the use of estimates to determine the fair value of the retained interest (derived from the present value of expected future cash flows) in the mortgages. These retained interests are reflected on the Company's balance sheet as deferred placement fees receivable. The key assumptions used in the valuation of gains on deferred placement fees are prepayment rates and the discount rate used to present value future expected cash flows. The annual rate of unscheduled principal payments is determined by reviewing portfolio prepayment experience on a monthly basis. The Company assumes there is virtually no prepayment on multi-unit residential fixed-rate mortgages. Currently there are no deferred placement fees related to single-family mortgages.

On a quarterly basis, the Company reviews the estimates used to ensure their appropriateness and monitors the performance statistics of the relevant mortgage portfolios to adjust and improve these estimates. The estimates used reflect the expected performance of the mortgage portfolio over the lives of the mortgages. The method of determining the assumptions underlying the estimates used for the quarter ended March 31, 2021, are consistent with those used for the year ended December 31, 2020.

Effective January 1, 2018, the Company elected to treat certain of its financial assets and liabilities, including mortgages accumulated for sale, mortgage and loan investments and bonds sold short, at fair value through profit or loss. Essentially, this policy requires the Company to record changes in the fair value of these instruments in the current period's earnings. A portion of the bonds sold short are designated as an effective hedge, and accordingly, a portion of the change in the short bonds' fair value may be recorded in Other Comprehensive Income or deferred against hedge assets. This accounting should reduce the volatility in current earnings as changes in the value on short bonds should be better matched to the change in value of the hedged mortgages. The Company's assets and liabilities are such that the Company must use valuation techniques based on assumptions that are not fully supported by observable market prices or rates in most cases. Much like the valuation of deferred placement fees receivable described above, the Company's method of determining the fair value of the assets listed above are subject to Company estimates. The most significant would be implicit in the valuation of mortgage and loan investments. These are generally non-homogeneous mortgages where it is difficult to find independent valuation comparatives. The Company uses information in its underwriting files, regional real estate information and other internal measures to determine the fair value of these assets.

As a mortgage lender, the Company invests in uninsured mortgages. When it funds these mortgages through securitization debt, it continues to be liable for any credit losses. The key inputs in the measurement of any expected credit loss ("ECL") include probability of default, loss given default and forecast of future economic conditions, which involves significant judgment. Upon application of IFRS 9 with respect to impairment, there has been no impact on the Company's earnings. Because of the high proportion of government-insured mortgages in its securitized portfolio and the low historical loss rates on the uninsured mortgages on which the Company lends, ECL has been determined to be \$0.2 million for the first quarter of 2021.

## *Disclosure Controls and Internal Controls over Financial Reporting*

The Company's disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed by the Company in reports filed under Canadian securities laws is recorded, processed, summarized and reported within the time periods specified under those laws, and include controls and procedures that are designed to ensure that information is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure.

Management is responsible for establishing and maintaining adequate internal control over financial reporting. Internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with reporting standards; however, because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements on a timely basis.

No changes were made in the Company's internal controls over financial reporting during the quarter ended March 31, 2021, that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

## **Risks and Uncertainties Affecting the Business**

The business, financial condition and results of operations of the Company are subject to a number of risks and uncertainties and are affected by a number of factors outside the control of management of the Company. In addition to the risks addressed elsewhere in this discussion and the financial statements, these risks include: ability to sustain performance and growth, reliance on sources of funding, concentration of institutional investors including third-party servicing customers, reliance on independent mortgage brokers, changes in interest rates, repurchase obligations and breach of representations and warranties on mortgage sales, risk of servicer termination including the impact of trigger events on cash collateral and retained interests, reliance on multi-unit residential and commercial mortgages, general economic conditions, legislation and government regulation (including regulations imposed by the Department of Finance and CMHC and the policies set by and for mortgage default insurance companies), potential for losses on uninsured mortgages, competition, reliance on mortgage insurers, reliance on key personnel and the ability to attract and retain employees and executives, conduct and compensation of independent mortgage brokers, failure or unavailability of computer and data processing systems and software, insufficient insurance coverage, change in or loss of ratings, impact of natural disasters and other events, unfavourable litigation, and environmental liability. In addition, there are risks associated with the structure of the Company, including: those related to the dependence on FNFLP, leverage and restrictive covenants, dividends that are not guaranteed and could fluctuate with the Company's performance, restrictions on potential growth, the market price of the Company's shares, statutory remedies, control of the Company, and contractual restrictions. The Company is subject to Canadian federal and provincial income and commodity tax laws and pays such taxes as it determines are compliant with such legislation. Among the risks of all potential tax matters, there is a risk that tax legislation changes are detrimental to the Company or that Canadian tax authorities interpret tax legislation differently than the Company's filing positions. Risk and risk exposure are managed through a combination of insurance, a system of internal controls and sound operating practices. The Company's key business model is to originate primarily prime mortgages and find funding through various channels to earn ongoing servicing or spread income. For the single-family residential segment, the Company relies on independent mortgage brokers for origination and several large institutional investors for sources of funding. These relationships are critical to the Company's success. In October 2019, the sale transaction involving an institution for which the Company administers a large portfolio of third-party originated mortgages was completed. The new owners of the institution may decide not to renew the existing contract with First National or to exercise termination clauses

within the agreement. In the event of non-renewal or termination, the Company's MUA will decrease. For a more complete discussion of the risks affecting the Company, reference should be made to the Company's Annual Information Form.

It became clear to the Company in mid-March 2020 that COVID-19 was highly contagious and the Company executed its business continuity plan. In this case, the plan called for a "working from home" contingency. Within the first month, most of the Company's staff across the country transitioned to working from home. The COVID-19 crisis has been the cause of significant unemployment across the country and widespread economic hardship. During the duration of this crisis, the probability of the risks listed above having a negative impact on the Company has increased. Related losses could be material.

### **Forward-Looking Information**

Forward-looking information is included in this MD&A. In some cases, forward-looking information can be identified by the use of terms such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "intend", "estimate", "predict", "potential", "continue" or other similar expressions concerning matters that are not historical facts. Forward-looking information may relate to management's future outlook and anticipated events or results, and may include statements or information regarding the future financial position, business strategy and strategic goals, product development activities, projected costs and capital expenditures, financial results, risk management strategies, hedging activities, geographic expansion, licensing plans, taxes and other plans and objectives of or involving the Company. Particularly, information regarding growth objectives, any increase in mortgages under administration, future use of securitization vehicles, industry trends and future revenues is forward-looking information. Forward-looking information is based on certain factors and assumptions regarding, among other things, interest rate changes and responses to such changes, the demand for institutionally placed and securitized mortgages, the status of the applicable regulatory regime, and the use of mortgage brokers for single-family residential mortgages. This forward-looking information should not be read as providing guarantees of future performance or results, and will not necessarily be an accurate indication of whether or not, or the times by which, those results will be achieved. While management considers these assumptions to be reasonable based on information currently available to it, they may prove to be incorrect. Forward-looking information is subject to certain factors, including risks and uncertainties, which could cause actual results to differ materially from what management currently expects. These factors include reliance on sources of funding, concentration of institutional investors, reliance on independent mortgage brokers, and changes in interest rates as outlined in the "Risk and Uncertainties Affecting the Business" section. In evaluating this information, the reader should specifically consider various factors, including the risks outlined in the "Risk and Uncertainties Affecting the Business" section, that may cause actual events or results to differ materially from any forward-looking information. The forward-looking information contained in this discussion represents management's expectations as of April 27, 2021, and is subject to change after such date. However, management and the Company disclaim any intention or obligation to update or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as required under applicable securities regulations.

## Outlook

With the results of the first quarter of 2021, management remains positive about the remainder of 2021. In the short term, the expectation for the next quarter includes: continued strong residential origination comparable to 2020, commercial segment success in growing origination, and employee productivity from the Company's work-from-home strategy. During 2020, the value of First National's business model was demonstrated. By designing systems that do not rely on face-to-face interactions, the Company's business practices resonated with mortgage brokers and borrowers alike during the pandemic period. In 2021, the Company will adhere to this model and benefit from the record MUA generated in 2020. With the steady distribution of vaccines across the nation, the economic effects of COVID-19 should slowly diminish. Despite the length of this transition, First National is set up to execute its business plan. In 2021, the Company expects to enjoy the value of the goodwill with its broker partners that it has built over the last 30+ years and reinforced over the last 12 months. On the funding side, there continues to be strong demand from institutional investors as a result of the substantial amount of liquidity in the financial system. Securitization markets are robust and continue to provide consistent and reliable funding for the Company.

While it is not early in the crisis, there is still significant uncertainty about its duration and the extent of repercussions. The outbreak of COVID-19 has resulted in governments worldwide enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and physical distancing, have caused material disruption to businesses globally, resulting in an economic recession. Global equity markets have experienced significant volatility. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions. The duration and impact of the COVID-19 outbreak is unknown at this time, as is the long-term efficacy of the government and central bank interventions. It is still not possible to reliably estimate the length and severity of these developments and the impact on the financial results and condition of the Company and its operating subsidiaries in future periods.

The Company is confident that its strong relationships with mortgage brokers and diverse funding sources will continue to set First National apart from its competition. The Company will continue to generate income and cash flow from its \$34 billion portfolio of mortgages pledged under securitization and \$83 billion servicing portfolio and focus on the value inherent in its significant single-family renewal book.



Interim condensed consolidated financial statements

**First National Financial Corporation**

[Unaudited]

First quarter 2021

# First National Financial Corporation

## Interim condensed consolidated statements of financial position

[Unaudited – in thousands of Canadian dollars]

As at

	March 31, 2021	December 31, 2020
	\$	\$
<b>Assets</b>		
Restricted cash <i>[note 3]</i>	776,271	669,219
Cash held as collateral for securitization <i>[note 3]</i>	89,560	88,206
Accounts receivable and sundry	112,798	119,531
Mortgages accumulated for sale or securitization <i>[note 5]</i>	2,005,073	2,250,519
Mortgages pledged under securitization <i>[note 3]</i>	34,605,109	34,137,421
Deferred placement fees receivable <i>[note 4]</i>	63,445	62,535
Mortgage and loan investments <i>[note 6]</i>	317,732	213,301
Securities purchased under resale agreements	2,544,526	1,884,811
Other assets <i>[note 7]</i>	67,224	62,984
Income tax recoverable	4,863	—
<b>Total assets</b>	<b>40,586,601</b>	<b>39,488,527</b>
<b>Liabilities and equity</b>		
<b>Liabilities</b>		
Bank indebtedness <i>[note 9]</i>	1,056,903	682,832
Obligations related to securities and mortgages sold under repurchase agreements	935,802	1,418,445
Accounts payable and accrued liabilities	159,271	185,772
Securities sold short	2,537,029	1,888,049
Debt related to securitized mortgages <i>[note 10]</i>	34,812,743	34,265,504
Senior unsecured notes	398,637	398,554
Income taxes payable	—	11,470
Deferred income tax liabilities	78,400	67,100
<b>Total liabilities</b>	<b>39,978,785</b>	<b>38,917,726</b>
<b>Equity attributable to shareholders</b>		
Common shares <i>[note 11]</i>	122,671	122,671
Preferred shares <i>[note 11]</i>	97,394	97,394
Retained earnings	404,432	383,993
Accumulated other comprehensive loss	(16,681)	(33,257)
<b>Total equity</b>	<b>607,816</b>	<b>570,801</b>
<b>Total liabilities and equity</b>	<b>40,586,601</b>	<b>39,488,527</b>

See accompanying notes

On behalf of the Board:



John Brough



Robert Mitchell

## First National Financial Corporation

### Interim condensed consolidated statements of income

[Unaudited – in thousands of Canadian dollars]

Three months ended March 31

	2021	2020
	\$	\$
<b>Revenue</b>		
Interest revenue – securitized mortgages	199,330	225,457
Interest expense – securitized mortgages	(159,439)	(190,126)
Net interest – securitized mortgages	39,891	35,331
Placement fees	61,452	46,204
Gains on deferred placement fees <i>[note 4]</i>	4,426	4,200
Mortgage investment income	13,771	20,807
Mortgage servicing income	50,027	36,558
Realized and unrealized gains (losses) on financial instruments <i>[note 12]</i>	7,486	(58,576)
	<b>177,053</b>	<b>84,524</b>
<b>Expenses</b>		
Brokerage fees	38,056	21,090
Salaries and benefits	41,103	33,167
Interest	10,889	18,810
Other operating	15,530	14,712
	<b>105,578</b>	<b>87,779</b>
<b>Income (loss) before income taxes</b>	<b>71,475</b>	<b>(3,255)</b>
Income tax expense (recovery)	18,900	(1,000)
<b>Net income (loss) for the period</b>	<b>52,575</b>	<b>(2,255)</b>
<b>Earnings (loss) per share</b>		
Basic <i>[note 11]</i>	0.87	(0.05)

See accompanying notes

## Interim condensed consolidated statements of comprehensive income

[Unaudited – in thousands of Canadian dollars]

Three months ended March 31

	2021	2020
	\$	\$
<b>Net income (loss) for the period</b>	<b>52,575</b>	<b>(2,255)</b>
<b>Other comprehensive income (loss) items items that may be subsequently reclassified to income</b>		
Net gains (losses) from change in fair value of cash flow hedges	24,588	(47,310)
Reclassification of net losses (gains) to income	(2,012)	12,478
	22,576	(34,832)
Income tax recovery (expense)	(6,000)	9,200
Total other comprehensive income (loss)	16,576	(25,632)
<b>Total comprehensive income (loss) for the period</b>	<b>69,151</b>	<b>(27,887)</b>

**First National Financial Corporation**

**Interim condensed consolidated statements of changes in equity**

[Unaudited – in thousands of Canadian dollars]

	<b>Common shares</b>	<b>Preferred shares</b>	<b>Retained earnings</b>	<b>Accumulated other comprehensive loss</b>	<b>Total equity</b>
	\$	\$	\$	\$	\$
Balance as at January 1, 2021	122,671	97,394	383,993	(33,257)	570,801
Net income	—	—	52,575	—	52,575
Other comprehensive income	—	—	—	16,576	16,576
Dividends paid or declared	—	—	(32,136)	—	(32,136)
<b>Balance as at March 31, 2021</b>	<b>122,671</b>	<b>97,394</b>	<b>404,432</b>	<b>(16,681)</b>	<b>607,816</b>

	<b>Common shares</b>	<b>Preferred shares</b>	<b>Retained earnings</b>	<b>Accumulated other comprehensive loss</b>	<b>Total equity</b>
	\$	\$	\$	\$	\$
Balance as at January 1, 2020	122,671	97,394	345,029	(3,434)	561,660
Net loss	—	—	(2,255)	—	(2,255)
Other comprehensive loss	—	—	—	(25,632)	(25,632)
Dividends paid or declared	—	—	(29,996)	—	(29,996)
<b>Balance as at March 31, 2020</b>	<b>122,671</b>	<b>97,394</b>	<b>312,778</b>	<b>(29,066)</b>	<b>503,777</b>

# First National Financial Corporation

## Interim condensed consolidated statements of cash flows

[Unaudited – in thousands of Canadian dollars]

Three months ended March 31

	2021	2020
	\$	\$
<b>Operating activities</b>		
Net income (loss) for the period	52,575	(2,255)
Add (deduct) items		
Decrease (increase) in deferred income taxes	5,300	(17,000)
Non-cash portion of gains on deferred placement fees	(4,756)	(4,036)
Decrease (increase) in restricted cash	(107,052)	20,358
Net investment in mortgages pledged under securitization	(488,801)	(561,999)
Net increase in debt related to securitized mortgages	568,352	519,517
Securities purchased under resale agreements, net	(659,715)	(627,214)
Securities sold short, net	718,821	498,871
Amortization of deferred placement fees receivable	3,846	2,613
Amortization of property, plant and equipment	2,775	2,527
Unrealized losses (gains) on financial instruments	(43,534)	101,964
	<u>47,811</u>	<u>(66,654)</u>
Net change in non-cash working capital balances related to operations	204,295	(408,341)
<b>Cash provided by (used in) operating activities</b>	<u>252,106</u>	<u>(474,995)</u>
<b>Investing activities</b>		
Additions to property, plant and equipment	(7,015)	(83)
Investment in cash held as collateral for securitization	(1,354)	(16,639)
Investment in mortgage and loan investments	(334,950)	(161,038)
Repayment of mortgage and loan investments	231,926	294,092
<b>Cash provided by (used in) investing activities</b>	<u>(111,393)</u>	<u>116,332</u>
<b>Financing activities</b>		
Dividends paid	(32,141)	(29,998)
Obligations related to securities and mortgages sold under repurchase agreements	(482,643)	82,388
<b>Cash provided by (used in) financing activities</b>	<u>(514,784)</u>	<u>52,390</u>
<b>Net increase in bank indebtedness, during the period</b>	<u>(374,071)</u>	<u>(306,273)</u>
Bank indebtedness, beginning of period	(682,832)	(797,758)
<b>Bank indebtedness, end of period</b>	<u>(1,056,903)</u>	<u>(1,104,031)</u>
<b>Supplemental cash flow information</b>		
Interest received	237,993	266,319
Interest paid	160,333	197,753
Income taxes paid	29,898	15,476

# First National Financial Corporation

## Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

### 1. General organization and business of First National Financial Corporation

First National Financial Corporation [the “Corporation” or “Company”] is the parent company of First National Financial LP [“FNFLP”], a Canadian-based originator, underwriter and servicer of predominantly prime residential [single family and multi-unit] and commercial mortgages. With over \$119 billion in mortgages under administration as at March 31, 2021, FNFLP is a significant participant in the mortgage broker distribution channel.

The Corporation is incorporated under the laws of the Province of Ontario, Canada and has its registered office and principal place of business located at 100 University Avenue, Toronto, Ontario. The Corporation’s common and preferred shares are listed on the Toronto Stock Exchange under the symbols FN, FN.PR.A and FN.PR.B, respectively.

### 2. Significant accounting policies

#### Basis of preparation

The interim condensed consolidated financial statements have been prepared in accordance with IAS 34 – *Interim Financial Reporting* under International Financial Reporting Standards, as issued by the International Accounting Standards Board. The interim condensed consolidated financial statements have been prepared using the same accounting policies used in the preparation of the audited annual consolidated financial statements for the year ended December 31, 2020.

These interim condensed consolidated financial statements should be read in conjunction with the audited annual consolidated financial statements and are presented in Canadian dollars with all values rounded to the nearest thousand, except when otherwise indicated. The interim condensed consolidated financial statements were authorized for issue by the Board of Directors on April 27, 2021.

#### Estimates and use of judgement

Management has exercised judgement in the process of applying the Company’s accounting policies. Some of the Company’s accounting policies require subjective, complex judgements and estimates relating to matters that are inherently uncertain. The preparation of these interim condensed consolidated financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the consolidated balance sheet dates and the reported amounts of revenue and expenses during the reporting periods.

The global pandemic related to an outbreak of COVID-19 has cast additional uncertainty on the assumptions used by management in making its judgements and estimates. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions. The duration and impact of the COVID-19 outbreak is unknown at this time, as is the efficacy of the government and central bank interventions. It is not possible to reliably estimate the length and severity of these developments and the impact on the financial results and condition of the Corporation and its operating subsidiaries in future periods. Given that the full extent of the impact that COVID-19, including government and/or regulatory responses to the outbreak, will have on the Canadian economy and the Company’s business is highly uncertain and difficult to predict at this time, there is a higher level of uncertainty with respect to management’s judgements and estimates related to the fair value of mortgage and loan investments and the amount of expected credit losses for uninsured residential mortgages.

## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

#### 3. Mortgages pledged under securitization

The Company securitizes residential and commercial mortgages in order to raise debt to fund these mortgages. Most of these securitizations consist of the transfer of fixed and floating rate mortgages into securitization programs, such as ABCP, NHA-MBS, and CMB programs. In these securitizations, the Company transfers the assets to structured entities for cash, and incurs interest-bearing obligations typically matched to the term of the mortgages. These securitizations do not qualify for derecognition, although the structured entities and other securitization vehicles have no recourse to the Company's other assets for failure of the mortgages to make payments when due.

As part of the ABCP transactions, the Company provides cash collateral for credit enhancement purposes as required by the rating agencies. Credit exposure to securitized mortgages is generally limited to this cash collateral. The principal and interest payments on the securitized mortgages are paid to the Company by the structured entities monthly over the term of the mortgages. The full amount of the cash collateral is recorded as an asset and the Company anticipates full recovery of these amounts. NHA-MBS securitizations may also require cash collateral in some circumstances. As at March 31, 2021, the cash held as collateral for securitization was \$89,560 [March 31, 2020 – \$100,226].

The following table compares the carrying amount of mortgages pledged for securitization and the associated debt:

	March 31, 2021		December 31, 2020	
	Carrying amount of securitized mortgages	Carrying amount of associated liabilities	Carrying amount of securitized mortgages	Carrying amount of associated liabilities
	\$	\$	\$	\$
Securitized mortgages	34,321,954	(34,814,236)	33,827,022	(34,231,557)
Capitalized amounts related to hedge accounting	97,153	(87,259)	125,581	(108,372)
Capitalized origination costs	186,002	—	184,818	—
Debt discounts	—	88,752	—	74,425
	<b>34,605,109</b>	<b>(34,812,743)</b>	34,137,421	(34,265,504)
<b>Add</b>				
Principal portion of payments held in restricted cash	722,220	—	612,742	—
	<b>35,327,329</b>	<b>(34,812,743)</b>	34,750,163	(34,265,504)



## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

The principal portion of payments held in restricted cash represents payments on account of mortgages pledged under securitization which have been received at period end but have not been applied to reduce the associated debt. This cash is applied to pay down the debt in the month subsequent to period end. In order to compare the components of mortgages pledged under securitization to securitization debt, this amount is added to the carrying value of mortgages pledged under securitization in the above table.

Mortgages pledged under securitization have been classified as amortized cost and are carried at par plus adjustment for unamortized origination costs.

The changes in capitalized origination costs for the three months ended March 31 are as follows:

	2021 \$	2020 \$
<b>Opening balance, January 1</b>	<b>184,819</b>	175,702
Add: new origination costs capitalized in the period	<b>24,678</b>	18,238
Less: amortization in the period	<b>(23,495)</b>	(19,960)
<b>Ending balance, March 31</b>	<b>186,002</b>	173,980

The following table summarizes the mortgages pledged under securitization that are past due:

	March 31, 2021 \$	December 31, 2020 \$
<b>Arrears days</b>		
31 to 60	<b>4,129</b>	4,555
61 to 90	<b>882</b>	1,946
Greater than 90	<b>3,919</b>	4,050
	<b>8,930</b>	10,551

All the mortgages listed above are insured, except for nine mortgages which are uninsured and have a principal balance of \$2,521 as at March 31, 2021 [December 31, 2020 – nine mortgages, \$2,572]. The Company's exposure to credit loss is limited to uninsured mortgages with principal balances totaling \$2,408,586 [December 31, 2020 – \$2,312,549], before consideration of the value of underlying collateral. The majority of such mortgages are conventional prime single-family mortgages, with an 80% or less loan to value ratio at origination and verified borrower income. The Company has provided an allowance of \$1,091 as of March 31, 2021 [December 31, 2020 – \$862].

## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

In order to assist its borrowers during the COVID-19 pandemic, in the first quarter of 2020, the Company started providing up to three months of payment deferrals to all single-family mortgagors applying for payment relief because of temporary hardship resulting from the pandemic. In the second and third quarters, the Company granted extensions to the original three months period to certain borrowers based on additional due diligence. The payment deferral program ended September 30, 2020. Interest continues to accrue on these mortgages and the interest otherwise collectible is capitalized to the mortgage's principal. As the deferral is provided temporarily in keeping with a larger industry wide relief program, the Company does not consider these mortgages to be in arrears for ECL disclosure purposes.

#### 4. Deferred placement fees receivable

The Company enters into transactions with institutional investors to sell primarily fixed rate mortgages in which placement fees are received over time as well as at the time of the mortgage placement. These mortgages are derecognized when substantially all of the risks and rewards of ownership are transferred and the Company has minimal exposure to the variability of future cash flows from these mortgages. The investors have no recourse to the Company's other assets for failure of mortgagors to make payments when due.

Deferred placement fees receivable is classified as amortized cost, and has been calculated initially based on the present value of the anticipated future stream of placement fees. An assumption of no credit losses was used, commensurate with the credit quality of the investors. An assumption of no prepayment for the commercial segment was used, as borrowers cannot refinance for financial advantage without paying the Company a fee commensurate with its investment in the mortgage. The effect of variations, if any, between actual experience and assumptions will be recorded in future statements of income but is expected to be minimal.

During the three months ended March 31, 2021, \$596,348 [2020 – \$714,964] of mortgages were placed with institutional investors which created gains on deferred placement fees of \$4,426 [2020 – \$4,200]. Cash receipts on deferred placement fees receivable for the three months ended March 31, 2021 were \$4,497 [2020 – \$3,114].

## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

#### 5. Mortgages accumulated for sale or securitization

Mortgages accumulated for sale or securitization consist of mortgages the Company has originated for its own securitization programs together with mortgages funded in advance of settlement with institutional investors.

Mortgages originated for the Company's own securitization programs are classified as amortized cost and are recorded at par plus adjustment for unamortized origination costs. Mortgages funded for placement with institutional investors are designated as FVTPL and are recorded at fair value. The fair values of mortgages classified as FVTPL approximate their carrying values as the time period between origination and sale is short. The following table summarizes the components of mortgages according to their classification:

	<b>March 31, 2021</b>	<b>December 31, 2020</b>
	\$	\$
Mortgages accumulated for securitization	<b>1,913,648</b>	2,200,484
Mortgages accumulated for sale	<b>91,425</b>	50,035
	<b>2,005,073</b>	2,250,519

The Company's exposure to credit loss is limited to \$203,730 [December 31, 2020 – \$216,667] of principal balances of uninsured mortgages within mortgages accumulated for sale or securitization, before consideration of the value of underlying collateral. As at March 31, 2021, none of these mortgages is in arrears past 31 days. These are primarily conventional prime single-family mortgages similar to the mortgages described in note 3. Accordingly, the expected credit loss related to these mortgages is insignificant.

#### 6. Mortgage and loan investments

Mortgage and loan investments consist primarily of commercial first and second mortgages held for various terms, the majority of which mature within one year.

Mortgage and loan investments are classified as FVTPL and are recorded on a fair value basis. Any changes in fair value are immediately recognized in income. The Company recorded a net gain on account of fair value of \$157 [2020 – loss of \$2,400] for the quarter ended March 31, 2021.

The portfolio contains \$5,288 [December 31, 2020 – \$5,544] of insured mortgages and \$339,806 [December 31, 2020 – \$207,757] of uninsured mortgage and loan investments as at March 31, 2021. Of the uninsured mortgages, approximately \$28,723 [December 31, 2020 – \$34,738] have principal balance in arrears past 31 days. Two of these mortgages are non-performing and the Company has stopped interest on accrual. These mortgages had a total original principal balance of \$32,201 and are recorded at fair value of \$4,840 as at March 31, 2021 [December 31, 2020 – three mortgages, original principal balance of \$38,423, and fair value of \$9,655].

## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

#### 7. Other assets

The components of other assets are as follows as at:

	March 31, 2021	December 31, 2020
	\$	\$
Property, plant and equipment, net	15,651	10,483
Right-of-use assets	21,797	22,725
Goodwill	29,776	29,776
	<b>67,224</b>	<b>62,984</b>

The right-of-use assets pertain to five premises leases for the Company's office space across the country. The leases have remaining terms of one to seven years. The related lease liability of \$22,067 [December 31, 2020 – \$22,922] is grouped with accounts payable and accrued liabilities on the interim condensed consolidated statements of financial position.

The recoverable amount of the company's goodwill is calculated by reference to the Company's market capitalization, mortgages under administration, origination volume, and profitability. These factors indicate that the Corporation's recoverable amount exceeds the carrying value of its net assets and accordingly, goodwill is not impaired.

#### 8. Mortgages under administration

As at March 31, 2021, the Company managed mortgages under administration of \$119,617,496 [December 31, 2020 – \$118,723,990], including mortgages held on the Company's interim condensed consolidated statements of financial position. Mortgages under administration are serviced for financial institutions such as banks, insurance companies, pension funds, mutual funds, trust companies, credit unions and securitization vehicles. As at March 31, 2021, the Company administered 339,583 mortgages [December 31, 2020 – 342,871] for 106 institutional investors [December 31, 2020 – 105] with an average remaining term to maturity of 42 months [December 31, 2020 – 42 months].

Mortgages under administration are serviced as follows:

	March 31, 2021	December 31, 2020
	\$	\$
Institutional investors	81,276,005	80,725,722
Mortgages accumulated for sale or securitization and mortgage and loan investments	2,357,472	2,495,926
Mortgages pledged under securitization	34,321,954	33,827,022
CMBS conduits	1,662,065	1,675,320
	<b>119,617,496</b>	<b>118,723,990</b>

## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

The Company's exposure to credit loss is limited to mortgage and loan investments as described in note 6, securitized mortgages as described in note 3 and uninsured mortgages held in mortgages accumulated for securitization as described in note 5.

The Company maintains trust accounts on behalf of the investors it represents. The Company also holds municipal tax funds in escrow for mortgagors. Since the Company does not hold a beneficial interest in these funds, they are not presented on the interim condensed consolidated statements of financial position. The aggregate of these accounts as at March 31, 2021 was \$810,771 [December 31, 2020 – \$852,361].

#### 9. Bank indebtedness

Bank indebtedness includes a revolving credit facility of \$1,250,000 [December 31, 2020 – \$1,250,000] maturing in March 2024. At March 31, 2021, \$1,056,903 [December 31, 2020 – \$682,832] was drawn against which the following have been pledged as collateral:

- [a] a general security agreement over all assets, other than real property, of the Company; and
- [b] a general assignment of all mortgages owned by the Company.

The credit facility bears a variable rate of interest based on prime and bankers' acceptance rates.

#### 10. Debt related to securitized mortgages

Debt related to securitized mortgages represents the funding for mortgages pledged under the NHA-MBS, CMB and ABCP programs. As at March 31, 2021, debt related to securitized mortgages was \$34,812,743 [December 31, 2020 – \$34,265,504], net of unamortized discount of \$88,752 [December 31, 2020 – \$74,425]. A comparison of the carrying amounts of the pledged mortgages and the related debt is summarized in note 3.

Debt related to securitized mortgages is reduced on a monthly basis when the principal payments received from the mortgages are applied. Debt discounts and premiums are amortized over the term of each debt on an effective yield basis. Debt related to securitization mortgages had a similar contractual maturity profile as the associated mortgages in mortgages pledged under securitization.

## First National Financial Corporation

### Notes to interim condensed consolidated financial statements

[Unaudited – in thousands of Canadian dollars, except per share amounts or unless otherwise noted]

March 31, 2021

#### 11. Shareholders' equity

##### [a] Authorized

Unlimited number of common shares

Unlimited number of cumulative 5-year rate reset preferred shares, Class A Series 1

Unlimited number of cumulative 5-year rate reset preferred shares, Class A Series 2

##### [b] Capital stock activities

	Common shares		Preferred shares	
	#	\$	#	\$
Balance, December 31, 2020 and March 31, 2021	<b>59,967,429</b>	<b>122,671</b>	<b>4,000,000</b>	<b>97,394</b>

##### [c] Earnings per share

	Three months ended	
	March 31, 2021	March 31, 2020
	\$	\$
Net income (loss) attributable to shareholders	<b>52,575</b>	(2,255)
Less: dividends declared on preferred shares	<b>(653)</b>	(762)
Net earnings (loss) attributable to common shareholders	<b>51,922</b>	(3,017)
Number of common shares outstanding	<b>59,967,429</b>	59,967,429
Basic earnings (losses) per common share	<b>0.87</b>	(0.05)

#### 12. Financial instruments and risk management

##### Fair value measurement

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments recorded at fair value in the interim condensed consolidated statements of financial position:

- Level 1 quoted market price observed in active markets for identical instruments;
- Level 2 quoted market price observed in active markets for similar instruments or other valuation techniques for which all significant inputs are based on observable market data; and
- Level 3 valuation techniques in which one or more significant inputs are unobservable.

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#### Valuation methods and assumptions

The Company uses valuation techniques to estimate fair values, including reference to third-party valuation service providers using proprietary pricing models and internal valuation models such as discounted cash flow analysis. The valuation methods and key assumptions used in determining fair values for the financial assets and financial liabilities are as follows:

##### [a] Mortgage and loan investments

Mortgages and loan investments are measured at FVTPL. The fair value of these mortgages is based on non-observable inputs, and is measured at management's best estimated of the net realizable value.

##### [b] Deferred placement fees receivable

The fair value of deferred placement fees receivable is determined by internal valuation models using market data inputs, where possible. The fair value is determined by discounting the expected future cash flows related to the placed mortgages at market interest rates. The expected future cash flows are estimated based on certain assumptions which are not supported by observable market data.

##### [c] Securities owned and sold short

The fair values of securities owned and sold short used by the Company to hedge its interest rate exposure are determined by quoted prices on a secondary market.

##### [d] Servicing liability

The fair value of the servicing liability is determined by internal valuation models using market data inputs, where possible. The fair value is determined by discounting the expected future cost related to the servicing of explicit mortgages at market interest rates. The expected future cash flows are estimated based on certain assumptions which are not supported by observable market data.

##### [e] Other financial assets and financial liabilities

The fair value of mortgages accumulated for sale or securitization, cash held as collateral for securitization, restricted cash and bank indebtedness correspond to the respective outstanding amounts due to their short-term maturity profiles.

##### [f] Fair value of financial instruments not carried at fair value

The fair values of these financial instruments are determined by discounting projected cash flows using market industry pricing practices, including the rate of unscheduled prepayment. Discount rates used are determined by comparison to similar term loans made to borrowers with similar credit. This methodology will reflect changes in interest rates which have occurred since the mortgages were originated. These fair values are estimated using valuation techniques in which one or more significant inputs are unobservable [Level 3], and are calculated for disclosure purposes only.

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#### Carrying value and fair value of selected financial instruments

The fair value of the financial assets and financial liabilities of the Company approximates its carrying value, except for mortgages pledged under securitization, which has a carrying value of \$34,605,109 [December 31, 2020 – \$34,137,421] and a fair value of \$36,246,042 [December 31, 2020 – \$36,212,226], debt related to securitized mortgages, which has a carrying value of \$34,812,743 [December 31, 2020 – \$34,265,504] and a fair value of \$34,963,438 [December 31, 2020 – \$34,909,488], and senior unsecured notes, which have a carrying value of \$398,637 [December 31, 2020 – \$398,554] and a fair value of \$411,614 [December 31, 2020 – \$412,786]. These fair values are estimated using valuation techniques in which one or more significant inputs are unobservable [Level 3].

The following tables represent the Company's financial instruments measured at fair value on a recurring basis:

	<b>March 31, 2021</b>			
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
	\$	\$	\$	\$
<b>Financial assets</b>				
Mortgages accumulated for sale	—	91,425	—	91,425
Mortgage and loan investments	—	—	317,732	317,732
Interest rate swaps	—	4,400	—	4,400
<b>Total financial assets</b>	—	<b>95,825</b>	<b>317,732</b>	<b>413,557</b>
<b>Financial liabilities</b>				
Securities sold short	—	2,537,029	—	2,537,029
<b>Total financial liabilities</b>	—	<b>2,537,029</b>	—	<b>2,537,029</b>
	<b>December 31, 2020</b>			
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
	\$	\$	\$	\$
<b>Financial assets</b>				
Mortgages accumulated for sale	—	50,035	—	50,035
Mortgage and loan investments	—	—	213,301	213,301
Interest rate swaps	—	9,540	—	9,540
<b>Total financial assets</b>	—	<b>59,575</b>	<b>213,301</b>	<b>272,876</b>
<b>Financial liabilities</b>				
Securities sold short	—	1,888,049	—	1,888,049
<b>Total financial liabilities</b>	—	<b>1,888,049</b>	—	<b>1,888,049</b>



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In estimating the fair value of financial assets and financial liabilities using valuation techniques or pricing models, certain assumptions are used including those that are not fully supported by observable market prices or rates [Level 3]. The amount of the change in fair value recognized by the Company in net income for the three months ended March 31, 2021 that was estimated using a valuation technique based on assumptions that are not fully supported by observable market prices or rates, was a loss of \$700 [2020 – \$2,400]. Although the Company's management believes that the estimated fair values are appropriate as at the date of the interim condensed consolidated statements of financial position, those fair values may differ if other reasonably possible alternative assumptions are used.

Transfers between levels in the fair value hierarchy are deemed to have occurred at the beginning of the period in which the transfer is made. Transfers between levels can occur as a result of additional or new information regarding valuation inputs and changes in their observability. During the quarter, there were no transfers between levels.

The following table presents changes in the fair values including realized gains of \$776 [2020 – losses of \$26,387] of the Company's financial assets and financial liabilities for the three months ended March 31, 2021 and 2020, all of which have been classified as FVTPL:

	Three months ended March 31	
	2021	2020
	\$	\$
FVTPL mortgages	157	(2,400)
Securities sold short	12,469	(66,442)
Interest rate swaps	(5,140)	10,266
	<b>7,486</b>	<b>(58,576)</b>

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#### Movement in Level 3 financial instruments measured at fair value

The following tables show the movement in Level 3 financial instruments in the fair value hierarchy for the three months ended March 31, 2021 and 2020. The Company classifies financial instruments as Level 3 when there is reliance on at least one significant unobservable input in the valuation models.

	Fair value as at January 1, 2021 \$	Investments \$	Unrealized gains recorded in income \$	Payment and amortization \$	Fair value as at March 31, 2021 \$
<b>Financial assets</b>					
Mortgage and loan investments	213,301	210,203	157	(105,929)	317,732

	Fair value as at January 1, 2020 \$	Investments \$	Unrealized losses recorded in income \$	Payment and amortization \$	Fair value as at March 31, 2020 \$
<b>Financial assets</b>					
Mortgage and loan investments	370,414	65,060	(2,400)	(198,114)	234,960

### 13. Capital management

The Company's objective is to maintain a capital base so as to maintain investor, creditor and market confidence and sustain future development of the business. Management defines capital as the Company's common share capital and retained earnings. FNFLP has a minimum capital requirement as stipulated by its bank credit facility. The agreement limits the debt under bank indebtedness together with the unsecured notes to four times FNFLP's equity. As at March 31, 2021, the ratio was 2.23:1 [December 31, 2020 – 1.77:1]. The Company was in compliance with the bank covenant throughout the period.

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### Notes to interim condensed consolidated financial statements

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#### 14. Earnings by business segment

The Company operates principally in two business segments, Residential and Commercial. These segments are organized by mortgage type and contain revenue and expenses related to origination, underwriting, securitization and servicing activities. Identifiable assets are those used in the operations of the segments.

	Three months ended March 31, 2021		
	Residential	Commercial	Total
	\$	\$	\$
<b>Revenue</b>			
Interest revenue – securitized mortgages	138,815	60,515	199,330
Interest expense – securitized mortgages	(109,387)	(50,052)	(159,439)
Net interest – securitized mortgages	29,428	10,463	39,891
Placement and servicing	91,703	24,202	115,905
Mortgage investment income	8,496	5,275	13,771
Realized and unrealized losses on financial instruments	7,310	176	7,486
	<b>136,937</b>	<b>40,116</b>	<b>177,053</b>
<b>Expenses</b>			
Amortization	2,529	246	2,775
Interest	8,768	2,121	10,889
Other operating	73,788	18,126	91,914
	<b>85,085</b>	<b>20,493</b>	<b>105,578</b>
<b>Income before income taxes</b>	<b>51,852</b>	<b>19,623</b>	<b>71,475</b>
Identifiable assets	30,210,412	10,346,413	40,556,825
Goodwill	—	—	29,776
<b>Total assets</b>	<b>30,210,412</b>	<b>10,346,413</b>	<b>40,586,601</b>
<b>Capital expenditures</b>	<b>4,910</b>	<b>2,105</b>	<b>7,015</b>

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	<b>Three months ended</b>		
	<b>March 31, 2020</b>		
	<b>Residential</b>	<b>Commercial</b>	<b>Total</b>
	\$	\$	\$
<b>Revenue</b>			
Interest revenue – securitized mortgages	166,642	58,815	225,457
Interest expense – securitized mortgages	(141,357)	(48,769)	(190,126)
Net interest – securitized mortgages	25,285	10,046	35,331
Placement and servicing	61,866	25,096	86,962
Mortgage investment income	12,404	8,403	20,807
Realized and unrealized losses on financial instruments	(56,176)	(2,400)	(58,576)
	43,379	41,145	84,524
<b>Expenses</b>			
Amortization	2,288	239	2,527
Interest	12,834	5,976	18,810
Other operating	51,561	14,881	66,442
	66,683	21,096	87,779
<b>Income (loss) before income taxes</b>	<b>(23,304)</b>	<b>20,049</b>	<b>(3,255)</b>
Identifiable assets	29,383,602	9,790,414	39,174,016
Goodwill	—	—	29,776
<b>Total assets</b>	<b>29,383,602</b>	<b>9,790,414</b>	<b>39,203,792</b>
<b>Capital expenditures</b>	<b>58</b>	<b>25</b>	<b>83</b>

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#### **15. Related party and other transactions**

The Company has servicing contracts in connection with commercial mezzanine mortgages originated by the Company and subsequently sold to various entities controlled by a senior executive and shareholder of the Company. The Company services these mortgages during their terms at market commercial servicing rates. During the quarter, the Company originated \$1,500 of new mortgages for the related parties. The related parties also funded several progress draws totaling \$2,868 on existing mortgages originated by the Company. All such mortgages, which are administered by the Company, have a balance of \$169,920 as at March 31, 2021 [December 31, 2020 – \$179,320]. As at March 31, 2021, three of the mortgages are secured by real estate in which the Company is also a subordinate mortgage lender.

A senior executive and shareholder of the Company has a significant investment in a mortgage default insurance company. In the ordinary course of business, the insurance company provides insurance policies to the Company's borrowers at market rates. In addition, the insurance company has also provided the Company with portfolio insurance at market premiums. The total bulk insurance premium paid by the Company during the three months ended March 31, 2021 was \$407 [2020 – \$785], net of third-party investor reimbursement.

A senior executive and shareholder of the Company has a significant investment in a Canadian bank. In the first quarter of 2021, the Company entered into an agreement to originate and adjudicate applications for secured credit cards for the bank. These applications are originated from the Company's mortgage broker relationships. The Company receives a fee for successfully adjudicating such credit.

# **First National Financial Corporation**

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### **TSX Symbols**

FN, FN.PR.A, FN.PR.B

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