



FOR IMMEDIATE RELEASE

ATRIUM MORTGAGE INVESTMENT CORPORATION ACHIEVES RECORD REVENUES AND NET INCOME IN 2019

TORONTO: February 13, 2020 – Atrium Mortgage Investment Corporation (TSX: AI, AI.DB, AI.DB.B, AI.DB.C, AI.DB.D, AI.DB.E) today released its financial results for the year ended December 31, 2019.

Highlights

- **Record revenues of \$66.2 million, up 13.5% from the prior year**
- **Record net income of \$38.6 million, up 14.2% from the prior year**
- **\$0.97 basic and \$0.96 diluted earnings per share for the year ended December 31, 2019**
- **\$0.06 per share special dividend to shareholders of record December 31, 2019**
- **Mortgage portfolio of \$729.7 million, 6.6% increase from December 31, 2018**
- **High quality mortgage portfolio**
 - **81.9% of portfolio in first mortgages**
 - **92.0% of portfolio is less than 75% loan to value**
 - **average loan-to-value is 59.5%**

“I am pleased with our record annual revenue and net income in 2019. Our earnings per share of \$0.97 matched our highest earnings since we went public in 2012. Our weighted average loan to value for the portfolio as at December 31, 2019 was only 59.5%, the lowest level in over seven years. During 2019, we completed a public offering of convertible debentures, two public offerings of shares and a non-brokered private placement of shares, all of which had very strong demand. These results are a tribute to our entire management team.” said Rob Goodall, CEO of Atrium.

Interested parties are invited to participate in a conference call with management on Friday, February 14, 2020 at 4:00 p.m. ET to discuss the results. To participate or listen to the conference call live, please call 1 (888) 241-0551 or (647) 427-3415. For a replay of the conference call (available until February 27, 2020) please call 1 (855) 859-2056. Conference ID 6384827.

Results of operations

Atrium ended the year with assets of \$743.6 million, and revenues grew to a record \$66.2 million, an increase of 13.5% from the prior year. Net income for 2019 was \$38.6 million, an increase of 14.2% from the prior year.

Basic and diluted earnings per common share were \$0.97 and \$0.96, respectively, for the year ended December 31, 2019, compared with \$0.95 basic and \$0.94 diluted in the prior year.

The company had \$727.3 million of mortgages receivable as at December 31, 2019, an increase of 6.5% from December 31, 2018. During the year ended December 31, 2019, \$271.8 million of mortgage principal was advanced, and \$238.1 million was repaid.

The weighted average interest rate on the mortgage portfolio at December 31, 2019 was 8.81%, compared to 8.85% at December 31, 2018.

Financial summary

Condensed Statements of Earnings and Comprehensive Income

	Year ended December 31 <u>2019</u>	Year ended December 31 <u>2018</u>	Year ended December 31 <u>2017</u>
Revenue	\$ 66,171	\$ 58,316	\$ 50,359
Mortgage servicing and management fees	(6,996)	(6,279)	(5,470)
Other expenses	(1,086)	(1,142)	(1,251)
Impairment loss on investment property	(806)	-	-
Provision for mortgage losses	(1,490)	(1,800)	(1,850)
Income before financing costs	55,793	49,095	41,788
Financing costs	(17,225)	(15,326)	(12,729)
Earnings and total comprehensive income	<u>\$ 38,568</u>	<u>\$ 33,769</u>	<u>\$ 29,059</u>
Basic earnings per share	\$ 0.97	\$ 0.95	\$ 0.95
Diluted earnings per share	\$ 0.96	\$ 0.94	\$ 0.94
Dividends declared	\$ 38,314	\$ 33,658	\$ 28,545
Mortgages receivable, end of year	\$ 727,325	\$ 682,721	\$ 626,756
Total assets, end of year	\$ 743,631	\$ 699,750	\$ 627,859
Shareholders' equity, end of year	\$ 455,520	\$ 387,306	\$ 349,064

Analysis of mortgage portfolio

<u>Mortgage amount</u> (outstanding amounts in 000s)	<u>December 31, 2019</u>			<u>December 31, 2018</u>		
	<u>Number</u>	<u>Outstanding amount</u>	<u>% of Portfolio</u>	<u>Number</u>	<u>Outstanding amount</u>	<u>% of Portfolio</u>
\$0 - \$2,500,000	123	\$ 84,043	11.5%	145	\$ 103,128	15.1%
\$2,500,001 - \$5,000,000	25	91,707	12.6%	26	98,176	14.3%
\$5,000,001 - \$7,500,000	15	91,685	12.6%	8	48,118	7.0%
\$7,500,001 - \$10,000,000	6	53,373	7.3%	7	61,394	9.0%
\$10,000,001 +	23	408,937	56.0%	22	373,588	54.6%
	<u>192</u>	<u>\$ 729,745</u>	<u>100.0%</u>	<u>208</u>	<u>\$ 684,404</u>	<u>100.0%</u>

<u>Location of underlying property</u> (outstanding amounts in 000s)	<u>December 31, 2019</u>				
	<u>Number of mortgages</u>	<u>Outstanding amount</u>	<u>Percentage outstanding</u>	<u>Weighted average loan to value</u>	<u>Weighted average interest rate</u>
Greater Toronto Area	153	\$ 509,299	69.8%	64.1%	8.85%
Non-GTA Ontario	20	20,625	2.8%	57.6%	8.33%
Alberta	4	15,141	2.1%	64.0%	8.80%
British Columbia	15	184,680	25.3%	46.9%	8.77%
	<u>192</u>	<u>\$ 729,745</u>	<u>100.0%</u>	<u>59.5%</u>	<u>8.81%</u>

December 31, 2018

Location of underlying property	Number of mortgages	Outstanding amount	Percentage outstanding	Weighted average loan to value	Weighted average interest rate
(outstanding amounts in 000s)					
Greater Toronto Area	162	\$ 431,334	63.0%	65.5%	8.94%
Non-GTA Ontario	26	29,160	4.3%	57.9%	8.28%
Alberta	3	15,698	2.3%	52.5%	8.83%
British Columbia	17	208,212	30.4%	53.1%	8.76%
	<u>208</u>	<u>\$ 684,404</u>	<u>100.0%</u>	<u>61.1%</u>	<u>8.85%</u>

For further information on the financial results, and further analysis of the company's mortgage portfolio, please refer to Atrium's consolidated financial statements and its management's discussion and analysis for the year ended December 31, 2019, available on SEDAR at www.sedar.com, and on the company's website at www.atriummic.com.

Conference call

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About Atrium

Canada's Premier Non-Bank Lender™

Atrium is a non-bank provider of residential and commercial mortgages that lends in major urban centres in Canada where the stability and liquidity of real estate are high. Atrium's objectives are to provide its shareholders with stable and secure dividends and preserve shareholders' equity by lending within conservative risk parameters. Atrium is a Mortgage Investment Corporation (MIC) as defined in the Canada *Income Tax Act*, so is not taxed on income provided that its taxable income is paid to its shareholders in the form of dividends within 90 days after December 31 each year. Such dividends are generally treated by shareholders as interest income, so that each shareholder is in the same position as if the mortgage investments made by the company had been made directly by the shareholder. For further information about Atrium, please refer to regulatory filings available at www.sedar.com or investor information on Atrium's website at www.atriummic.com.

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