



**FOR IMMEDIATE RELEASE**

**ATRIUM MORTGAGE INVESTMENT CORPORATION  
ACHIEVES RECORD REVENUES  
AND EARNINGS IN 2017**

TORONTO: February 8, 2018 – Atrium Mortgage Investment Corporation (TSX: AI, AI.DB, AI.DB.A, AI.DB.B, AI.DB.C) today released its financial results for the year ended December 31, 2017.

**Highlights**

- **Record revenues of \$50.4 million, up 14.3% from prior year**
- **Earnings of \$29.1 million, up 11.3% from prior year**
- **\$0.95 basic and \$0.94 diluted earnings per share for the year ended December 31, 2017**
- **\$0.04 per share special dividend to shareholders of record December 31, 2017**
- **\$0.92 total dividends per share in 2017**
- **2018 regular monthly dividend increased to \$0.90 per annum**
- **Mortgage portfolio increased 18.1% year-over-year to \$632 million at December 31, 2017**
- **High quality mortgage portfolio**
  - **81.8% of portfolio in first mortgages**
  - **85.9% of loan portfolio is less than 75% loan to value**
  - **average loan-to-value is 61.5%**

“Overall, I am pleased with Atrium’s performance in 2017. We had a record level of loan advances during the year of \$353.7 million, which resulted in an 18% growth in our portfolio. Our new loans continue to be strategically diversified by real estate sector. We continue to lend conservatively, with a high percentage of first mortgages and an overall portfolio loan-to-value ratio below historic levels,” said Rob Goodall, CEO of Atrium.

“Once again we would like to thank our real estate clients for their continued loyalty, and our shareholders for their continuing support. We are proud to state that Atrium continues to be regarded as **Canada’s premier non-bank lender™**.”

Interested parties are invited to participate in a conference call with management on Friday, February 9, 2018 at 4:00 p.m. EST. Please refer to the call-in information at the end of this news release.

## **Results of operations**

Atrium achieved record results, as its assets grew to \$627.9 million, and revenues for the year were \$50.4 million, an increase of 14.3% from the prior year. For the year ended December 31, 2017, earnings were \$29.1 million, an increase of 11.3% from the prior year.

Basic and diluted earnings per common share were \$0.95 and \$0.94, respectively, for the year ended December 31, 2017, compared with \$0.97 basic and \$0.95 diluted earnings per common share in the previous year.

The company had \$626.8 million of mortgages receivable as at December 31, 2017, an increase of 18.1% from the previous year. During the year, \$353.7 million of mortgages were advanced, and \$263.2 million of mortgages were repaid.

The weighted average interest rate on the mortgage portfolio was 8.44% at December 31, 2017, compared with 8.34% at September 30, 2017 and 8.50% at December 31, 2016.

## **Condensed Statements of Earnings and Comprehensive Income**

*(\$000s, except per share amounts)*

	<b>Year ended December 31 2017</b>	<b>Year ended December 31 2016</b>	<b>Year ended December 31 2015</b>
Revenue	\$ 50,359	\$ 44,042	\$ 40,206
Mortgage servicing and management fees	(5,470)	(4,661)	(4,173)
Other expenses	(1,251)	(1,221)	(1,187)
Provision for mortgage losses	<u>(1,850)</u>	<u>(1,519)</u>	<u>(1,912)</u>
Income before financing costs	41,788	36,641	32,934
Financing costs	<u>(12,729)</u>	<u>(10,521)</u>	<u>(9,597)</u>
Earnings and total comprehensive income	<u>\$ 29,059</u>	<u>\$ 26,120</u>	<u>\$ 23,337</u>
Basic earnings per share	\$ 0.95	\$ 0.97	\$ 0.94
Diluted earnings per share	\$ 0.94	\$ 0.95	\$ 0.93

For further information on the financial results, please refer to Atrium's financial statements for the year ended December 31, 2017, and its management's discussion and analysis for the same period, available on SEDAR at [www.sedar.com](http://www.sedar.com), and on the company's website at [www.atriummic.com](http://www.atriummic.com).

## **Mortgage portfolio**

*(\$000s)*

<b><u>Mortgage category</u></b> (outstanding amounts in 000s)	<b>December 31, 2017</b>			<b>December 31, 2016</b>		
	<b><u>Number</u></b>	<b><u>Outstanding amount</u></b>	<b><u>% of Portfolio</u></b>	<b><u>Number</u></b>	<b><u>Outstanding amount</u></b>	<b><u>% of Portfolio</u></b>
Low-rise residential	36	\$ 234,343	37.1%	30	\$ 135,701	25.4%
House and apartment	120	86,287	13.6%	102	99,456	18.6%
Construction	8	64,828	10.3%	8	49,345	9.2%
High-rise residential	7	44,949	7.1%	7	53,182	9.9%
Mid-rise residential	4	31,471	5.0%	5	28,787	5.4%
Condominium corporation	<u>14</u>	<u>2,887</u>	<u>0.4%</u>	<u>16</u>	<u>3,548</u>	<u>0.7%</u>
Residential portfolio	189	464,765	73.5%	168	370,019	69.2%
Commercial/mixed use	<u>27</u>	<u>167,622</u>	<u>26.5%</u>	<u>29</u>	<u>165,231</u>	<u>30.8%</u>
Mortgage portfolio	<u>216</u>	<u>632,387</u>	<u>100.0%</u>	<u>197</u>	<u>535,250</u>	<u>100.0%</u>
Accrued interest receivable		2,537			2,126	
Mortgage discount		(262)			(360)	
Unamortized origination fees		(706)			(626)	
Provision for mortgage losses		<u>(7,200)</u>			<u>(5,800)</u>	
Mortgages receivable		<u>\$ 626,756</u>			<u>\$ 530,590</u>	

A summary of mortgages by size is presented below.

(\$000s)	December 31, 2017			December 31, 2016		
	Number	Outstanding amount	% of Portfolio	Number	Outstanding amount	% of Portfolio
<b>Mortgage amount</b>						
(outstanding amounts in 000s)						
\$0 - \$2,500,000	161	\$ 105,386	16.7%	145	\$ 102,656	19.2%
\$2,500,001 - \$5,000,000	19	69,755	11.0%	24	89,340	16.7%
\$5,000,001 - \$7,500,000	10	60,555	9.6%	5	29,972	5.6%
\$7,500,001 - \$10,000,000	5	42,920	6.8%	8	69,688	13.0%
\$10,000,001 +	<u>21</u>	<u>353,771</u>	<u>55.9%</u>	<u>15</u>	<u>243,594</u>	<u>45.5%</u>
	<u>216</u>	<u>\$ 632,387</u>	<u>100.0%</u>	<u>197</u>	<u>\$ 535,250</u>	<u>100.0%</u>

As of December 31, 2017, the average outstanding mortgage balance was \$2.9 million (December 31, 2016 – \$2.7 million), and the median outstanding mortgage balance was \$0.8 million (December 31, 2016 – \$0.8 million).

### **Conference call**

Interested parties are invited to participate in a conference call with management on Friday, February 9, 2018 at 4:00 p.m. EST.

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 22, 2018) please call 1 (855) 859-2056, Conference ID 9998449.

### **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 *Income Tax Act*. Accordingly, Atrium 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, please refer to regulatory filings available at [www.sedar.com](http://www.sedar.com) or Atrium's website at [www.atriummic.com](http://www.atriummic.com).

### **For additional information, please contact**

Robert G. Goodall  
President and Chief Executive Officer

Jennifer Scoffield  
Chief Financial Officer

(416) 607-4200  
[ir@atriummic.com](mailto:ir@atriummic.com)  
[www.atriummic.com](http://www.atriummic.com)