

# Dominion Lending Centres Inc.

TSX: DLGG  
[www.dlccg.ca](http://www.dlccg.ca)

June 3, 2024



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The DLC group of companies (the “DLC Group”) consists of the Corporation and its three main subsidiaries, being MA Mortgage Architects Inc. (“MA”); MCC Mortgage Centre Canada Inc. (“MCC”); and Newton Connectivity Systems Inc. (“Newton”).

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**Non-IFRS Measures:** Management presents certain non-IFRS financial performance measures which we use as supplemental indicators of our operating performance. These non-IFRS measures do not have any standardized meaning, and therefore are unlikely to be comparable to the calculation of similar measures used by other companies and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS.

Adjusted EBITDA is defined as earnings before finance expense, taxes, depreciation, amortization, and any unusual, certain non-cash or one-time items. While adjusted EBITDA is not a recognized measure under IFRS, management believes that it is a useful supplemental measure as it provides management and investors with an insightful indication of the performance of the Corporation. Adjusted EBITDA is an assessment of the normalized results and cash generated by the main operating activities, prior to the consideration of how these activities are financed or taxed, as a facilitator for valuation and a proxy for cashflow. Management applies adjusted EBITDA in its operational decision making as an indication of the financial performance of its main operating activities. Investors should be cautioned, however, that adjusted EBITDA should not be construed as an alternative to a statement of cash flows as a measure of liquidity and cash flows. The methodologies we use to determine adjusted EBITDA may differ from those utilized by other issuers or companies and, accordingly, adjusted EBITDA as used in this presentation may not be comparable to similar measures used by other issuers or companies. Readers are cautioned that adjusted EBITDA should not be construed as an alternative to net income (loss) determined in accordance with IFRS as indicators of an issuer’s performance, nor should it be construed as an alternative to cash flows from operating, investing and financing activities as measures of liquidity and cash flows. Adjusted EBITDA margin is defined as adjusted EBITDA divided by revenue.

Please see the Corporation’s latest Management Discussion and Analysis (“MD&A”) dated May 7, 2024, for the three months ended March 31, 2024, for further information on adjusted EBITDA within the “Non-IFRS Financial Performance Measures” section. The Corporation’s MD&A is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

**Forward-Looking Information:** Certain statements in this document constitute forward-looking information under applicable securities legislation. Forward-looking information typically contains statements with words such as “anticipate,” “believe,” “estimate,” “will,” “expect,” “plan,” “intend,” or similar words suggesting future outcomes or outlooks. Forward-looking information in this document includes, but is not limited to: the anticipation that housing market headwinds will be partially mitigated through the Corporation’s recruiting initiatives and anticipated growth in Velocity usage; and the anticipation that mortgage renewals will continue to be strong, and housing demand will continue to exceed supply.

Such forward-looking information is based on a number of assumptions which may prove to be incorrect. Such forward-looking information is necessarily based on many factors including those identified below that, while considered reasonable by the Corporation as at the date hereof considering management’s experience and perception of current conditions and expected developments, are inherently subject to significant business, economic and competitive uncertainties and contingencies. Known and unknown factors could cause actual results to differ materially from those projected in the forward-looking statements. Such factors include, but are not limited to, changes in taxes and legislation; increased operating, general and administrative, and other costs; changes in interest rates; general business, economic and market conditions; the uncertainty of estimates and projections relating to future revenue, taxes, costs and expenses; the outcome of existing and potential lawsuits, regulatory actions, audits and assessments; and other risks and uncertainties described elsewhere in this document and in our other filings with Canadian securities authorities.

Many of these uncertainties and contingencies may affect our actual results and could cause actual results to differ materially from those expressed or implied in any forward-looking statements made by, or on behalf of the Corporation. Readers are cautioned that forward-looking statements are not guarantees of future performance. All forward-looking statements made in this presentation are qualified by these cautionary statements. The foregoing list of risks is not exhaustive. For more information relating to risks, see the risk factors identified in our Annual 2023 MD&A and 2023 Annual Information Form dated March 19, 2024. The forward-looking information contained in this document is made as of the date hereof and, except as required by applicable securities laws, we undertake no obligation to update publicly or revise any forward-looking statements or information, whether because of new information, future events or otherwise.



# Who is DLC Group?



- ✓ Founded in 2006, one of Canada's leading mortgage brokerage networks with >\$57 billion in funded mortgages <sup>(1)</sup>
- ✓ Over 8,000 mortgage professionals across 500+ franchises <sup>(2)</sup> operating three mortgage franchise brands:
  - Dominion Lending Centres Inc. ("DLC") – mortgage brokerage franchisor
  - MCC Mortgage Centre Canada Inc. ("MCC") – mortgage brokerage franchisor
  - MA Mortgage Architects Inc. ("MA") – mortgage brokerage franchisor and licensed mortgage brokerage
  - Dominion Lending Centres National Ltd. ("National") – licensed mortgage brokerage
- ✓ Ownership of one of Canada's leading mortgage submission and lender connectivity platforms, *Newton Connectivity Systems Inc. ("Newton")*



1) For the last twelve months ("LTM") ended March 31, 2024.  
 2) As at March 31, 2024.

# Overview

## One of Canada's Leading Mortgage Brokerage Networks

- Mortgage brokers work with multiple lenders, which allows mortgage brokers to find the best mortgage option for their clients and provide personalized advice throughout the mortgage process
- Mortgage brokers intermediate between borrowers and lenders, but do not lend (no loan loss exposure/credit risk)
- Ongoing recruiting and retention efforts

## Broadly Diversified Revenue Streams

- Franchise model provides secure long-term relationships with mortgage brokers
- Revenue is generated from:
  - Royalty fees on mortgage origination from franchise network
  - Lender and third-party supplier bonuses
  - Connectivity fees from mortgage connectivity fin-tech subsidiary, Newton
  - Monthly fees

## Mortgage Connectivity Fintech Asset: Newton

- Approved connectivity platform between Canadian lenders and mortgage brokers, providing a secure all-in-one operating platform in Canada
- Revenue is generated from fees paid by Canadian lenders based on funded volumes of mortgages and third-party supplier fees on a per-transaction basis

# DLCG Market Snapshot

## Summary Capitalization

<b>Ticker Symbol: TSX</b>	<b>DLCG</b>
Share Price (June 3, 2024)	\$3.77
Common Shares Outstanding (Basic) <sup>(1)</sup>	48.2mm
Market Capitalization	\$181.8mm
Net Debt <sup>(2)</sup>	\$28.1mm
Preferred Share Liability <sup>(3)</sup>	\$112.3mm
Enterprise Value	\$322.2mm
2024 LTM Adjusted EBITDA <sup>(4)(5)</sup>	\$26.8mm
Entitlement of Preferred Shares	40% of CDC <sup>(6)</sup> 40% of Liquidation Proceeds of Core Business Operations <sup>(7)</sup>
Insider Common Share Ownership	~75% <sup>(8)</sup>

1) Class A common shares ("Common Shares") outstanding as at May 31, 2024.

2) Based on debt net of cash (gross of debt issuance costs) as at May 31, 2024.

3) Net of transaction costs as at March 31, 2024.

4) Adjusted EBITDA is a non-IFRS performance measure that does not have a standardized meaning. Please see the "Non-IFRS Measures" section of this document for additional information.

5) LTM March 31, 2024.

6) Core Business Distributable Cash ("CDC") is a contractual measurement as defined in the Preferred Share terms, representing the cash generated by Core Business Operations after spending what is required to maintain and expand the current asset base.

7) Core Business Operations is comprised of DLCG; and excludes certain public company costs and cash flows associated with the Junior Credit Facility and the equity-accounted investment, Impact.

8) As of June 3, 2024.

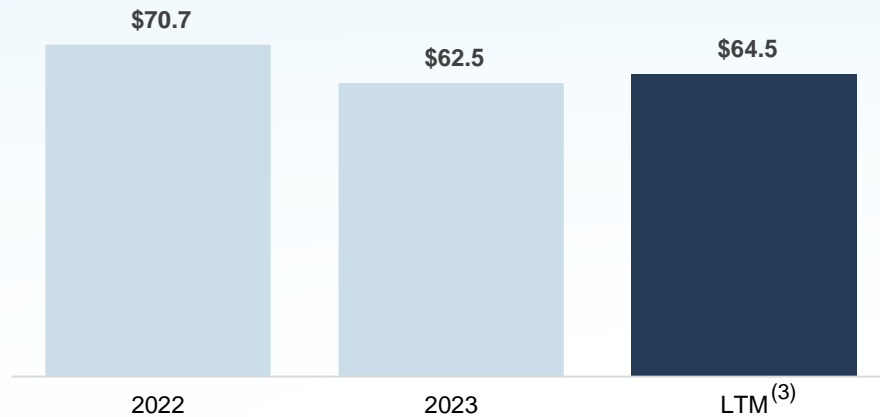
# DLCG Market Snapshot

## Trading Price

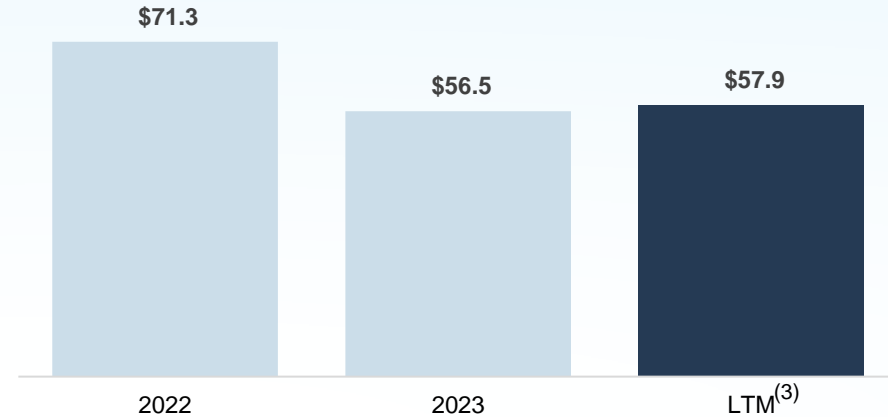


# DLCG Financial Performance

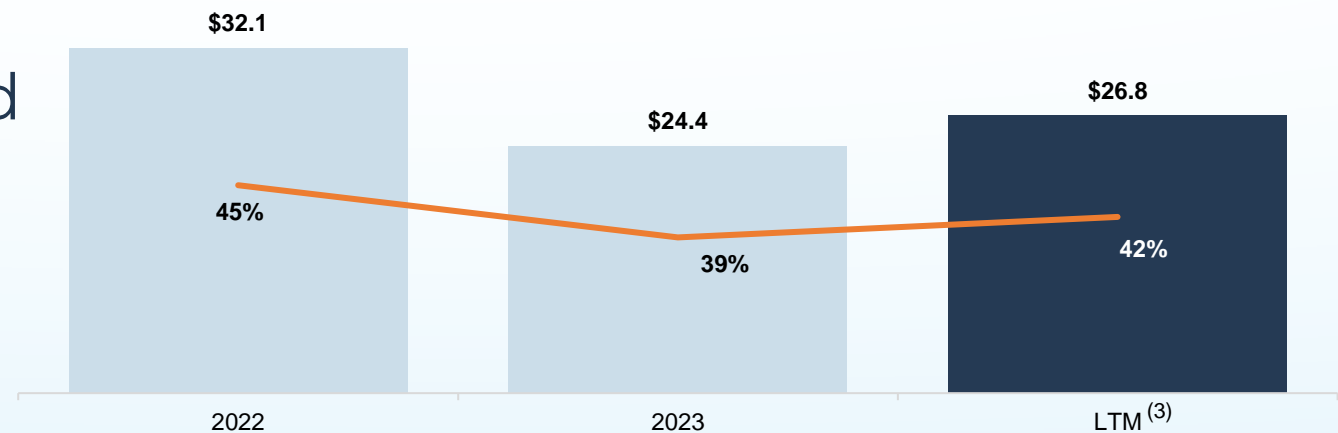
## Revenue In C\$ Millions



## Annual Funded Volumes<sup>(1)</sup> In C\$ Billions



## Adjusted EBITDA & Adjusted EBITDA Margins<sup>(2)</sup> In C\$ Millions



(1) Funded mortgage volumes are a key performance indicator for the Corporation.  
 (2) Adjusted EBITDA and adjusted EBITDA margin are non-IFRS measures. Please see the "Non-IFRS Measures" section of this document for additional information.  
 (3) LTM ending March 31, 2024



# Understanding Funded Mortgage Volumes

**Funded mortgage volumes are a key performance indicator, as much of our success depends on funded mortgage volumes**

The following factors contribute to the growth of our funded mortgage volumes:



## **Number of Canadians that use a mortgage broker**

As mortgage financing becomes more complicated, more homebuyers use a broker



## **Number of mortgage brokers in our network**

Recruiting agents increases funded mortgage volumes



## **Mortgage refinancing**

Drives funded volumes largely independent of home sales



## **Number of home sale transactions & housing prices**

Increases in home sales and prices increase funded mortgage volumes



# Lending Partners

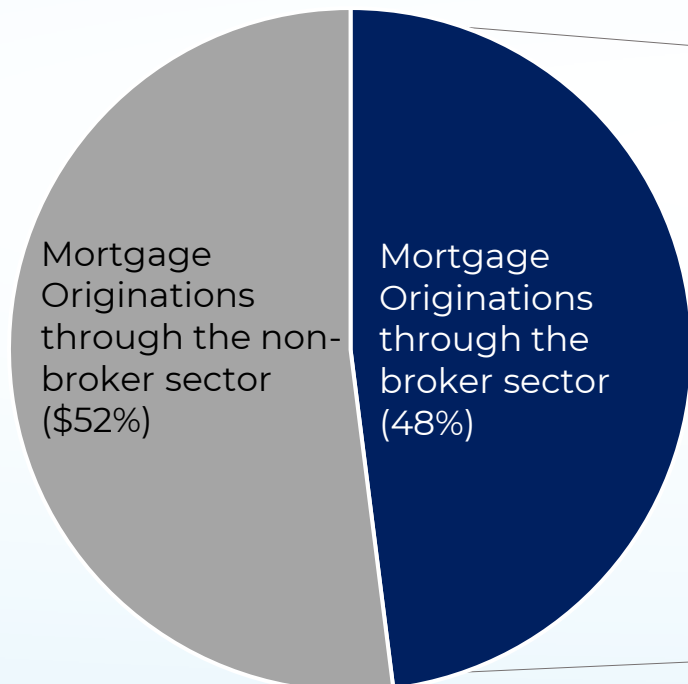
DLCG is the leading brokerage partner for Canada's top lenders



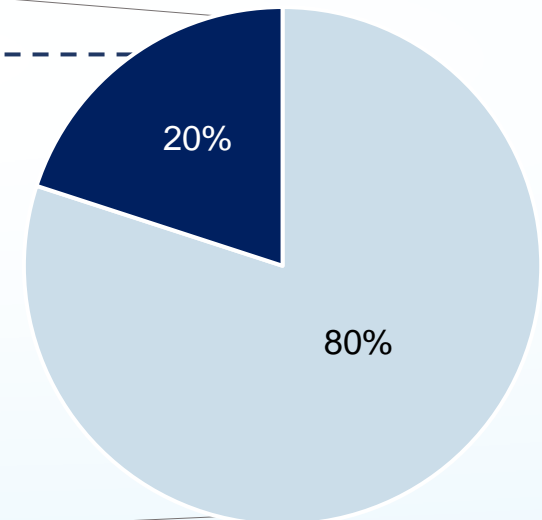
# Mortgage Broker Sector in Canada

- The Mortgage Broker sector accounts for an estimated 48%<sup>(1)</sup> of all mortgages funded in Canada
- The Corporations estimated market share of the broker sector is ~20%<sup>(2)</sup>

## Total Market



## Broker Sector

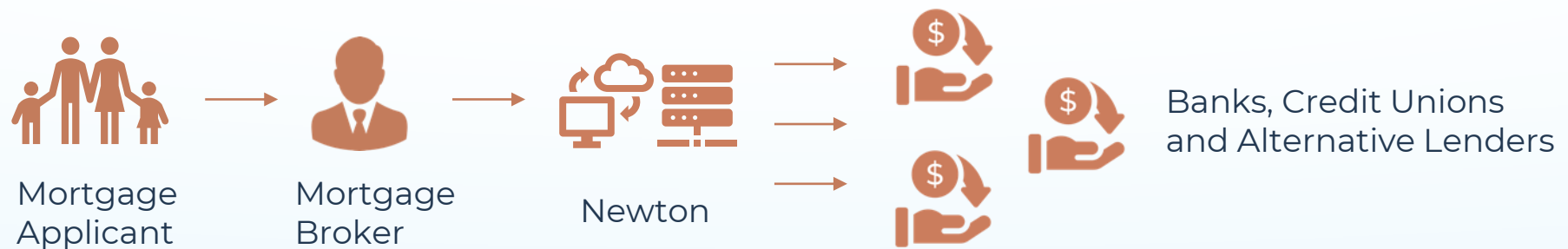


DLCCG's estimated share of the Broker Sector

(1) 2024 CMHC Mortgage Consumer Survey.  
 (2) Estimate is calculated based on the Corporations 2023 Funded Volume (\$56.5B) divided by: the total loan value originated in 2023 per the CMHC Residential Mortgage Industry Data Dashboard multiplied by the estimated % of loans originated through the broker sector (48%).

# Newton Connectivity Systems Inc. (Newton)

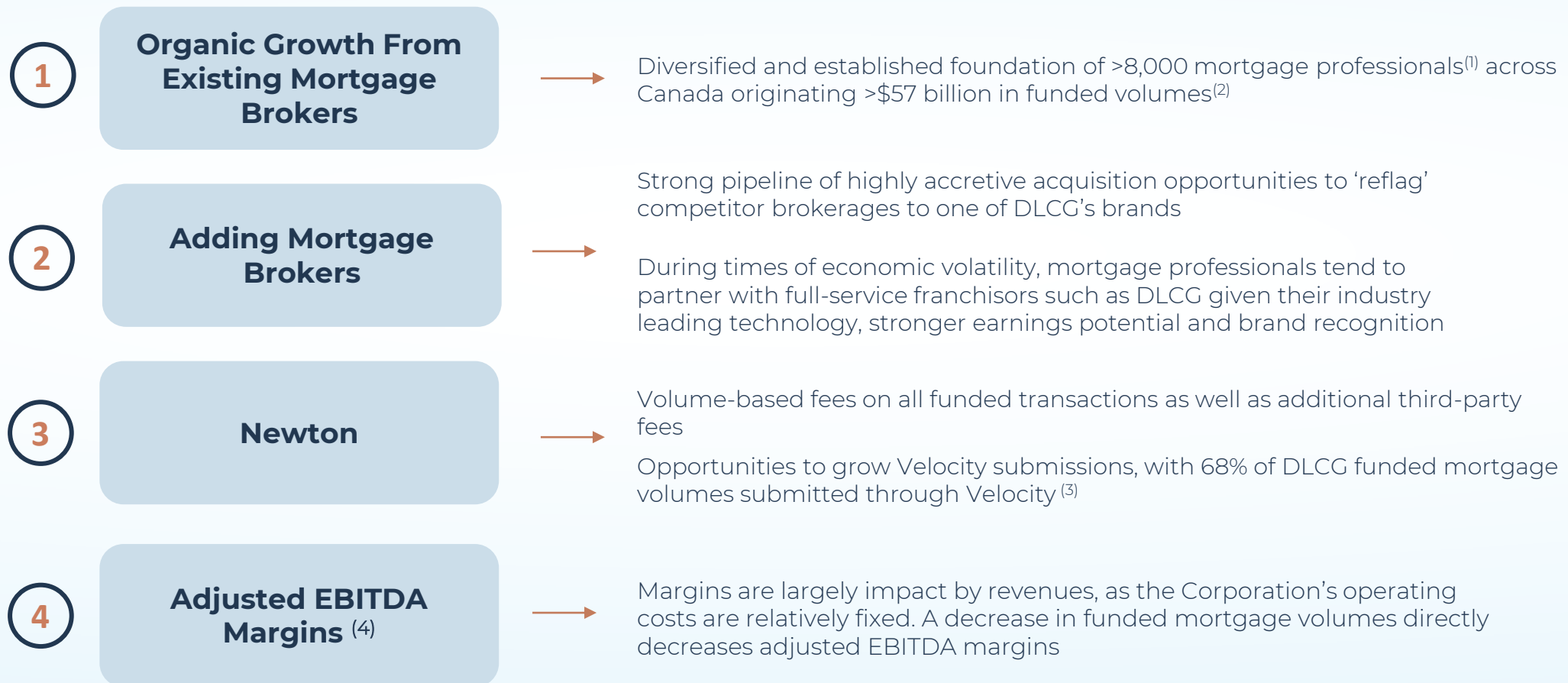
- Newton is a wholly-owned subsidiary of the Corporation
- Newton is an approved fintech mortgage connectivity platform in Canada
- Newton's primary business is connecting mortgage applicants, mortgage professionals, Canadian lenders and third-party ancillary product and service suppliers using an integrated technology platform
- Offers a complete range of services designed to automate the entire mortgage application, approval, underwriting, and funding process
- Revenues are earned primarily through two business segments: (1) lenders – fee on funded mortgage volumes; (2) third-party suppliers (e.g. Manulife, Transunion, Equifax) – fee per transaction



Newton's fintech platform is an integrated end-to-end operating system that handles the entire mortgage submission and approval process, facilitating the interactions between borrower, mortgage professional, lender, and third-party suppliers

# DLGG Business Model

- Recruiting initiatives and anticipated growth in Velocity adoption mitigates housing market headwinds.
- The majority of outstanding mortgages are expected to renew over the next few years, DLGG is well positioned to capitalize on the opportunity



1) As at March 31, 2024.

2) LTM ended March 31, 2024.

3) For the three months ended March 31, 2024.

4) Adjusted EBITDA and adjusted EBITDA margin are non-IFRS measures. Please see the “Non-IFRS Measures” section of this document for additional information.





**Gary Mauris**  
Co-Founder,  
Executive Chairman  
& CEO & Director

**Chris  
Kayat**  
Co-Founder,  
Executive Vice  
Chair & Director

## About Gary Mauris

- Gary is the co-founder, Executive Chairman, CEO and a Director of the Corporation, and the largest shareholder
- Gary is a serial entrepreneur, having sold two prior companies to private equity and public markets
- Gary was recognized as a finalist for the Ernst & Young Entrepreneur of the Year 2011 and earned 2016 Tri-Cities Chamber of Commerce Business Leader of the Year
- Additionally, he was inducted into the Canadian Mortgage Hall of Fame in 2016 for his leadership and service to the Canadian mortgage industry

## About Chris Kayat

- Chris is the co-founder and Executive Vice-Chair and a Director of the Corporation
- Prior to co-founding DLCC, he was the largest Royal LePage owner in Western Canada by market share and overall agent count before selling such franchises to Royal LePage Corporate in 2014 to focus on growing DLCC
- Before acquiring his real estate companies in 1997, Chris was one of the most productive realtors in British Columbia; while owning his real estate business, he owned and operated a profitable mortgage brokerage, which became DLCC's first franchise

# Experienced and Proven Management Team



Eddy Coccioallo President, DLC Inc.

- Past mortgage broker with over 25 years' experience in lending and origination



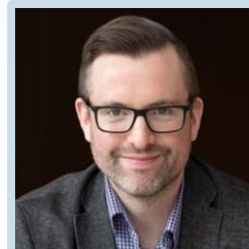
Mike De Eyre President, MA

- 17 year mortgage industry veteran with expertise in sales, marketing, operations, and credit risk



James Bell EVP, Corporate and Chief Legal Officer

- Lawyer with 23 years' experience



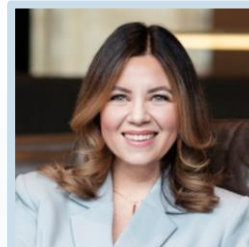
Geoff Hague CFO, DLCC

- CPA with over 15 years' experience
- Responsible for all financial systems and reporting within the DLCC



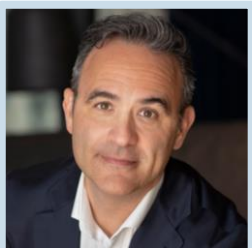
Geoff Willis President, Newton Connectivity Systems

- Over 30 years' experience in the mortgage origination business
- 20 years' experience as a mortgage broker



Kate Brady President, DMC

- Over 17 years' experience in marketing and communications
- Responsible for national advertising, brand awareness, marketing, communications and events



Rich Spence President, MCC

- Over 22 years of direct industry experience
- 10 years' experience leading the Mortgage Creditor division of Manulife

# Summary

## One of Canada's Leading Mortgage Brokerage Networks

- >\$57 billion in funded mortgage volumes <sup>(1)</sup>
- Strong distribution channels across >8,000 mortgage professionals across Canada <sup>(2)</sup>
- >15 year operating history with strong track record

## Asset-Light Model With Diversified Revenue Streams

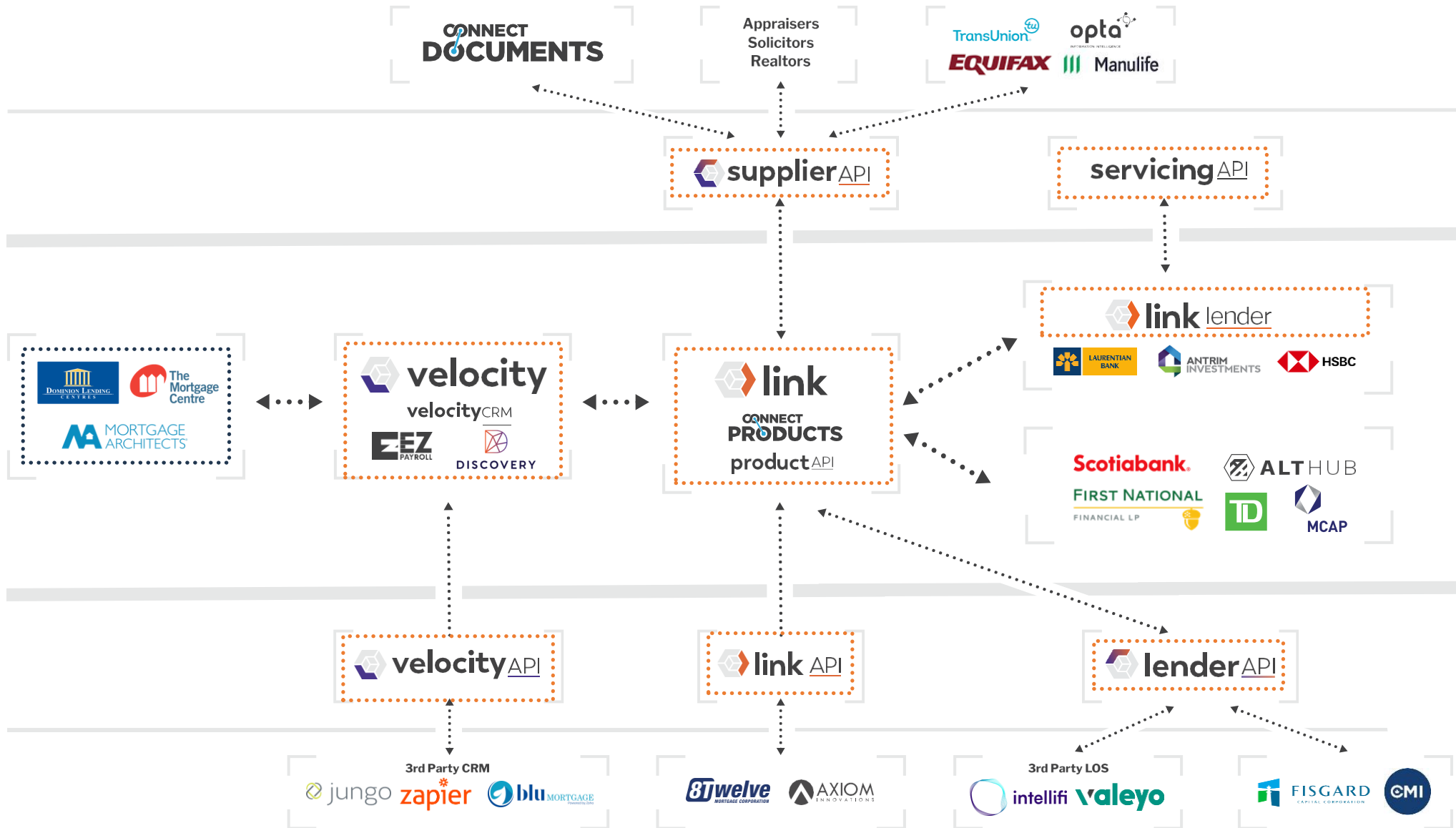
- Franchise model with long-term contracts with mortgage professionals and strong retention rates
- Diversified revenue streams including royalty fees on mortgage origination, lender bonuses, supplier fees / bonuses, technology fees, advertising fees and other
- No underwriting, loan-loss or credit risk

## Positioned For Growth

- Continued focus on onboarding both DLCCG and non-DLCCG mortgage professionals onto our technology platform (Newton) to increase fees on funded mortgage volumes, and fees from third-party suppliers on each mortgage transaction.

(1) LTM ended March 31, 2024.  
(2) As at March 31, 2024.

# Appendix I – Newton’s Ecosystem



**Newton offers a comprehensive suite of services that connect borrowers, mortgage professionals, lenders, and third-party service providers**

Denotes Newton’s assets  DLGG

Note: This ecosystem is for illustrative purposes and does not include an exhaustive list of all Newton relationships and partnerships.



# Dominion Lending Centres Inc.

