

## Pioneer West Mortgage Investment Corporation

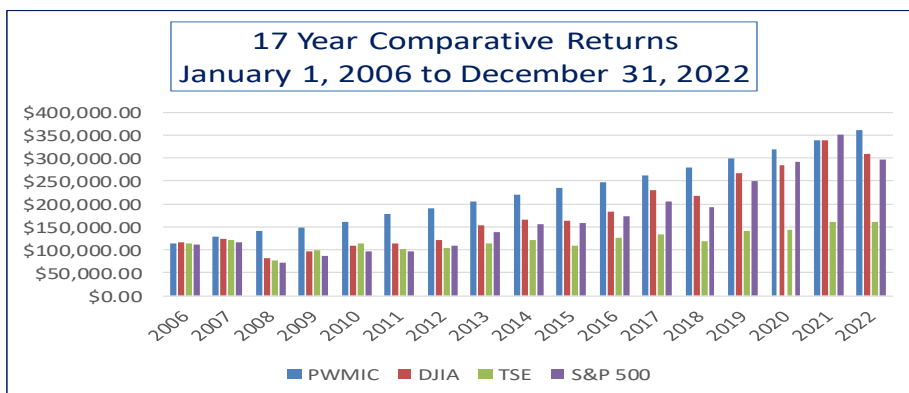
The current economic environment has seen the return of the bear. Meaning the financial markets are trending down due to high inflation and raises in interest rates. In order to weather the economic storm on the horizon there are two important criteria.

**Longevity** –review the long term performance of any fund or investment product over a minimum of ten years. If the product has less than a ten year track record, it should be considered unproven. **Management** – choose an investment product with managers having a long successful track record in financial and investment management. Managers with less than 20 years experience will not have navigated the sharp drops in the economic cycle and will not have the experience to insulate against all possible risks and keep the fund safe. Pioneer West Mortgage Investment Corporation offers the longevity of a 17 year history with results greater than the stock experts AND management averaging over 35 years of success in financial services.

### *Get a superior return with traditional security!*

You can be cautious and still have your investments outperform the stock market!

	Actual 17 Year Yield	Average 17 Year Annual Yield
PWMIC	262.32%	7.90%
DJIA	209.01%	8.46%
TSE	61.02%	3.87%
S&P 500	197.98%	8.20%



This graph shows the end of year dollar value of \$100,000 invested on January 1, 2006 in PWMIC shares, the DJIA, the TSE, and the S&P 500 based on their individual yields each year and the end of year value of that original \$100,000 invested to December 31, 2022. The dates selected are the 17 year life span of PWMIC.

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### Special points of Interest:

- December 2022 New Housing starts in BC – 54,055, up 5.6%
- Vancouver MLS sales 28,903 in December 2022, down 34.3% year over year
- 1 Year Treasury Bill rate June 2022 - 2.47%
- Pioneer West is a proud member of the Better Business Bureau (BBB)
- Members and supporters of Mortgage Professionals Canada Code of Ethics

# Pioneer West MIC shares are RRSP/TFSA eligible investments

When you invest in Pioneer West MIC you receive shares that are eligible investments for RRSP's and TFSA's in Canada. Income received in your RRSP is protected from income tax until you withdraw it, so reinvestment of your quarterly dividend compounds your return. Income received in your TFSA is also protected from income tax and can be withdrawn without any tax implications. Holding these shares in your RRSP or TFSA is very efficient from a tax point of view since Pioneer West can do this reinvestment for you.

Not all Trustees offer administration of mortgage investments. Pioneer West is an authorized agent for Canadian Western Trust and can assist you in the transfer process from your current administrator.



*Holding these shares in your RRSP is very efficient from a tax point of view—*

## What are Pioneer West MIC shares?

Mortgages have traditionally been the preferred investment for banks; in fact, Government regulations for Trust companies and Banks require that a large percentage of their assets be based in either conventional or insured mortgages. Mortgages offer higher rates of return than bonds or GICs and are reasonably low risk due to the real estate security and personal guarantee pledged. Private individuals do not typically have the financial means to invest in mortgages given the capital requirements.

**The Management team of Pioneer West Mortgage Investment Corporation is pleased to bring a Mortgage Investment opportunity to you.**

Pioneer West Acceptance Corporation was founded in 1995 and is a leader in the alternative mortgage market, sourcing and administering a large portfolio of residential and commercial mortgages. It is one of the fastest growing mortgage brokerage firms in Western Canada with offices in Vancouver and Calgary and plans for further expansion. Pioneer West Acceptance Corporation manages Pioneer West Mortgage Investment Corporation and its management team brings expertise in underwriting, collections and portfolio management using proprietary systems and leading technology and is now offering you an opportunity to participate in mortgage investment by way of Pioneer West Mortgage Investment Corporation. (MIC).

Pioneer West MIC offers shares in a government regulated pooled fund whereby BC residents can invest any amount at any time and receive a pro-rata quarterly interest payment with the flexibility of redemption as outlined in the official Offering Memorandum. 100% of a MIC's net income, verified by external audit, is paid out to the shareholders as a dividend. Alternative mortgage interest rates are typically higher than rates the banks offer resulting in higher potential returns to investors. Banks are known to be conservative lenders and their "one product shopping" doesn't meet all demands. Banks are not equity lenders. Herein lies the opportunity.

The current projected annual yield is 6.5% to 7%.



**"...(we) provide the investor with an above average return investment secured with real estate in an upward and growing market."**

## Feature Law Firm—Redpoint Law LLP.

Redpoint Law LLP is a west coast law firm providing legal services to Pioneer West from their offices in downtown Vancouver. Client service is a priority at Redpoint Law LLP. Their ultimate goal, shared by both the lawyers and staff, is to meet or exceed your needs and expectations. This is exactly in line with the business practices of Pioneer West.

**Redpoint Law LLP** Timothy J. Lack, Senior Counsel and Partner, has counselled and represented Pioneer West and its lenders for many years with loans ranging from conventional residential mortgages to complex commercial and real estate development multi-lender transactions. They advise Pioneer West on appropriate security structure and prepare all types of loan documentation, including real property mortgages, personal property security, guarantees, syndicated loan agreements and all related documentation.



- Client service is a priority at
- Redpoint Law LLP

# Ethics in the Forefront;



**Pioneer West Acceptance Corporation** meets all BBB Accredited Business Standards of participation and Better Business Bureau membership standards and is authorized to display the BBB Standards seal. The company complies with BBB Accredited Business standards including the Code of Online Business Practices. The company has agreed to work with its customers and the BBB to resolve complaints that might arise. Should you have a problem with the business, use the form at [www.bbb.org](http://www.bbb.org) to tell us.

Finding a mortgage professional can be a daunting task. At Mortgage Professionals Canada (MPC), our objective is to connect consumers with mortgage industry professionals. Our 7,800 members represent over 90% of Canada's mortgage activity and are part of the largest network of mortgage professionals in the country. The members of MPC include mortgage lenders, brokers, insurers and other industry stakeholders. Choosing a MPC member provides you with the added security of knowing you're dealing with a mortgage representative bound by a strict Code of Ethics. Through our communication programs, our members are kept current on important industry issues and changes that affect the way they handle your business. Many of our members take advantage of professional development opportunities by attending some of the continuing education conferences and events designed to keep them informed of the latest industry advancements.

***"At Pioneer West, membership with MPC is mandatory for all our Mortgage Professionals" - Dave Stewart, President***



## ***What is the value of the Accredited Mortgage Professional (AMP) designation?***

The AMP is the national designation for mortgage professionals in Canada. Launched in January 2004, the AMP designation was developed as part of MPC's ongoing commitment to increasing the level of professionalism in Canada's mortgage industry through the development of educational and ethical standards. The AMP designation sets a single national proficiency standard for Canada's mortgage professionals

## **Drake Financial Ltd.** Exempt Market Dealer & Investment Promoter for Pioneer West

Drake Financial Ltd. is an exempt market dealer in Abbotsford, BC and has advised investors in exempt market products for many years.

Subscription to the Pioneer West Mortgage Investment Corporation is by Offering Memorandum only, which can be requested from Drake Financial Ltd. If you would like one of our representatives to come to your home or office and review this investment opportunity please call 604-855-3526.



**Drake Financial Services Ltd.**

## **Pooled funds offer less risk and plenty of convenience**

**Investing in a mortgage pool reduces risk.** All mortgages are registered at the appropriate Land Title Registry, providing the necessary legal security. And the impact on the overall return due to any one mortgage default is minimized.

**Investing in a mortgage pool saves time and provides peace of mind.** There is very little investment of time required by investors, who receive simplified quarterly accounting. The portfolio is fully managed by Accredited Mortgage Professionals, responsible for all facets of the Company's operations for the duration of the investment, including client origination, underwriting risk analysis, full disclosure and mortgage pricing, instructions to solicitors and general portfolio administration.





### Pioneer West Mortgage Investment Corporation

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"We'll tell you things the  
banks don't want you to know"



## Meet the management team;

**David W. Stewart, President**—One of the founders of Pioneer West Acceptance Corporation, Dave holds a Master's degree in Organizational Management and a Bachelor's degree in Technology. He has held several senior positions both in commercial and residential lending and management including Commercial Account Manager at Northland Bank and Toronto Dominion Bank



**Norman Holmes, Vice President**—One of the founders of Pioneer West Acceptance Corporation, Norm holds a Bachelor of Leadership degree, an Accredited Mortgage Professional designation, and a diploma in Financial Planning, with over 15 years of supervisory and Senior Managerial experience with numerous financial institutions including Household Finance and Trust.



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## Meet our Administrators



### Office Administrator

**Sherry Stewart**—Sherry took over the administration department in 2007 after spending 9 years in health care administration where she ran the cash inventory and bookkeeping services at Lions Gate Hospital. Sherry has a passion for excellence and has built a strong team in administration.



### Accounting Services

**Louis Lu**—Louis manages the bookkeeping and liaises with Management and the auditors for Pioneer West Mortgage Investment Corporation



Assisting you with all  
your administrative  
needs

## Proven Financial Performance

### 17 Yr Average Return 7.90%

2022 Return 6.80%  
2020 Return 6.40%  
2017 Return 6.13%  
2014 Return 7.00%  
2011 Return 11.78%  
2008 Return 10.00%

2021 Return 6.30%  
2019 Return 6.82%  
2016 Return 5.77%  
2013 Return 7.00%  
2010 Return 7.00%  
2007 Return 12.74%

2018 Return 6.60%  
2015 Return 7.00%  
2012 Return 7.00%  
2009 Return 5.50%  
2006 Return 14.40%

\*The products and services of Pioneer West and its affiliates are only offered in jurisdictions where they may be lawfully offered for sale and are subject to the terms of applicable agreements. Any product or service mentioned in this material is available only in accordance with local law and only where it may be lawfully offered for sale. The information in this material does not constitute an offer or solicitation by anyone in any jurisdiction in which an offer or solicitation cannot be legally made, or to any person to whom it is unlawful to make a solicitation. Nor does this material provide advice, recommendations or provide determinations of suitability in respect of proposed purchases or sales of any securities to any person. The information in this material is for informational purposes only and is not intended to constitute financial, accounting, legal or tax advice and should not be relied upon in that regard.