

## SENIOR MANAGEMENT

### Glenn Watchorn – President and Chief Executive Officer



Glenn joined Terra Firma Capital Corporation in 2014. As President and CEO, Glenn is responsible for overseeing all aspects of daily operations, implementing the company's strategic plan, and is directly responsible for its growth and overall performance.

Prior to joining Terra Firma, Glenn worked for Tricon Capital Group Inc. for twelve years. During his time, he earned the title as Co-Chief Operating Officer where he oversaw the development and execution of investment strategy for the sourcing, underwriting and management of investments in the U.S. and Canada amounting to over \$1 billion. Preceding his twelve year tenure at Tricon, he served as Vice President, Corporate at Intracorp Developments Ltd. for five years where he was responsible for structuring and raising equity and debt to finance residential and commercial projects. Earlier in his career, Glenn worked for Graywood Developments Ltd. for six years in various Development and Finance roles.

Glenn currently serves as a Director of the Kensington Foundation which supports a charitable organization focusing on health care for seniors. Glenn holds a Masters of Business Administration degree from the Richard Ivey School of Business at the University of Western Ontario and a Bachelor of Arts in Economics and Political Science from the University of Western Ontario.

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### Mano Thiyagarajah – Chief Financial Officer & Corporate Secretary



Mano joined Terra Firma Capital Corporation in February 2013. As Chief Financial Officer & Corporate Secretary, Mano oversees all financial reporting, budgeting, cash management, tax planning, strategic financial planning, capital market activities and public disclosure filings.

Prior to joining Terra Firma, Mano held various senior finance positions in both public and private real estate companies, including TransGlobe Apartment REIT, Sentinel Real Estate Corporation, O&Y REIT and Morguard Corporation.

Mano completed his Masters of Business Administration degree from Queen's University and is a Certified General Accountant, as well as a Certified Public Accountant.

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### Carolyn Montgomery – Managing Director and Principal Broker



Carolyn joined Terra Firma Capital Corporation in May 2012. As the Managing Director and Principal Broker, Carolyn is responsible for managing the underwriting and due diligence process for new loan transactions, and performance monitoring of the mortgage portfolio.

Prior to joining TFCC, Carolyn spent five years with Cameron Stephens Mortgage Capital where she executed the underwriting and risk management of their mortgage portfolio. Prior to joining Cameron Stephens in 2007, she worked for MCAP, specifically in the Toronto Construction Loans Group originating and underwriting construction, commercial and mezzanine loans. Carolyn has over 15 years of experience in real estate lending, including origination, underwriting and risk analysis.

Carolyn graduated from the University of Guelph with an undergraduate degree in Management Economics. Carolyn is a licensed Mortgage Broker through the Financial Services Commission of Ontario.

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### **Seth Greenspan – Vice President**



Seth joined Terra Firma Capital Corporation in November 2013. As Vice President, Seth is responsible for managing Terra Firma's private co-lending platform as well as originating, underwriting and managing new loan transactions.

Prior to joining Terra Firma, Seth received his JD, Law from Seton Hall University School of law and was called to the New York State Bar in February of 2015. In addition, Seth received his MBA in Finance from Rutgers University and also holds a Bachelor's of Science, in Biomedical Sciences from the University of Medicine and Dentistry of New Jersey.

Seth serves on a number of Toronto Jewish community organizations, including JACS, The House and Zareinu Educational Centre. Seth is a licensed Mortgage Agent through the Financial Services Commission of Ontario.

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### **Scott Sadleir – Vice President**



Originally from Perth, Australia, Scott joined Terra Firma Capital Corporation in August 2015.

In his role, Scott is responsible for loan origination, underwriting, monitoring and corporate finance activities.

Prior to joining Terra Firma, Scott worked for the Commonwealth Bank of Australia as an Analyst in the Real Estate Finance Division. In this role, he was responsible for the underwriting, management and reporting for loans on retail, commercial, industrial, residential apartments, broad-acre subdivisions and hospitality real estate assets.

Scott graduated from Curtin University in Perth, Australia, with a Bachelor of Commerce majoring in Finance and Real Estate.