

Lending Guidelines

FOR MORTGAGE BROKER USE ONLY

Broker Commission

1 yr	50 bps
2 yr	65 bps
3 yr	80 bps
5 yr	110 bps

Product Details

Loan Purpose	Purchase, Refinance
	Up to 80% LTV owner occupied and rentals Up to 80% LTV of current market value for rent-to-own or new construction properties (purchase must be within last 12 months) Up to 75% LTV apartment condo rentals (unlocked at Silver level) Minimum loan amount \$100,000 (owner occupied First mortgages) Minimum loan amount \$50,000 (owner occupied Second mortgages)
LTV / Loan Amount	Maximum loan \$2M (subject to sliding scale – refer to p.2)
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
Term	1, 2, 3, 5 - year fixed terms 12-month convertible terms open term second mortgages
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1% on fixed term mortgages 1.5% on convertible mortgages 2% on open term mortgages (can be capitalized into fixed and open term mortgage if not >80% LTV - cannot exceed sliding scale)
Appraisal	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS Alternatively, appraisals can be requested from our Approved Appraisers List AVM options available when applicable
Property Type	1-4 unit residential properties located in suburban areas Owner Occupied (includes second homes/recreational property) SFD minimum 800 sq ft (750 sq ft in Winnipeg) Apartment Condos Minimum 650 sq ft (500 sq ft in the Greater Montreal, Greater Toronto and Greater Vancouver areas) Rentals (unlocked at Silver level) Refer to our RPM Product for more details on Rentals

1.855.272.0053

Lending Guidelines

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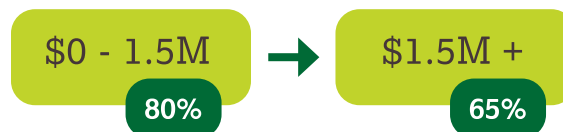
Product Details (Continued)

FICO and Credit History	<p>Confirmable income - no minimum FICO</p> <p>Bank Statement Approach and Apartment Condo Rentals - minimum 550 FICO</p> <p>Second mortgage - minimum 640 FICO</p> <p>Current and prior consumer proposal considered</p> <p>Prior bankruptcy considered</p>
Income	Business for Self - Refer to BFS Product for more details
Income Types	<p>Salaried/Hourly</p> <p>100% Commissioned Income</p> <p>Seasonal Employment</p> <p>100% Maternity/Paternity Leave</p> <p>Contract Employment</p> <p>CPP, OAS</p> <p>Employer Pension</p> <p>Foster Care</p> <p>Workers Compensation</p> <p>Disability Support Programs</p> <p>Canada Child Benefit (CCB)</p>
Rate Guarantee	<p>Commitment can be issued 90 days prior to funding</p> <p>90 - day rate hold for purchases</p> <p>60 - day rate hold for refinances</p>
Title Insurance	Title Insurance is required
Early Payout	<p>No bona fide sale clause</p> <p>Greater of 3 months interest or IRD (prepayment calculator available at www.haventreebank.com)</p> <p>Portable</p> <p>Blend and extend available</p>
Pre-Payment Options	<p>20% prepayment available on mortgage anniversary date</p> <p>20% increase in payment on anniversary date</p>

Mortgage approval is subject to our policies and guidelines. Product subject to change without notice.

At \$1.5M a sliding scale applies*:

1.855.272.0053



**The Maximum Mortgage Calculator establishes a mortgage amount for properties over \$1.5M. Subject to regional and program LTV up to a maximum mortgage amount of \$2M*



Haventreebank.com

PO Box 1160 Station TD, Toronto, ON M5K 1P2

03/05/2024 - LendingGuidelines



12-Month Convertible Mortgage

FOR MORTGAGE BROKER USE ONLY

The 12-Month Convertible Mortgage is designed to create **flexibility** within a declining rate environment and empowers your clients with **greater control** over their mortgage rate options.

Product Details

Loan Purpose	Refinance, Purchase
Mortgage Type	First mortgages only
LTV/ Loan Amount	Up to 80% LTV Minimum loan amount \$100,000 Maximum loan \$2M (subject to sliding scale – refer to p.2)
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
Term	12 month term only
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1.5%
Broker commission	50 bps
Appraisal	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS Alternatively, appraisals can be requested from our Approved Appraisers List AVM options available when applicable
FICO	No Minimum FICO (except for bank statement approach and apartment condo rentals – 550 Minimum FICO)
Title Insurance	Title Insurance is required
Pre-payment Options	<ul style="list-style-type: none">• No prepayment penalty charges or fees at conversion• Standard prepayment charges will apply if paid out in full prior to maturity

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02/05/2024 - ConvertibleMortgage



12-Month Convertible Mortgage

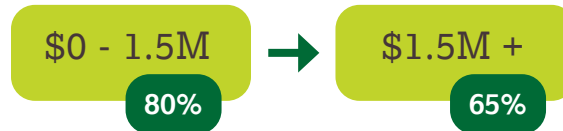
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Product Details (Continued)

Restrictions	<ul style="list-style-type: none">• New term conversion can only be processed on the next payment date• New term conversion will be processed as an Early Renewal with no renewal fee being charged• The rate presented will be equal to new Origination rates at the time (effective the date of the conversion request)• At expiry of the first term without conversion, borrower may renew (convert) to a new closed or convertible term at new Originations rates at the time. Future renewals will be subject to regular retention pricing• Account must be in good standing and not in arrears
Process	Conversion request can be made through our Client Care team

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02/05/2024 - ConvertibleMortgage



Seconds+ Mortgage

FOR MORTGAGE BROKER USE ONLY

Many Canadians are trying to maintain financial stability – even when facing unexpected income reduction. Our Seconds+ Mortgage provides homeowners with **the flexibility of fully open and closed terms**, facilitating the consolidation of high-interest debt and improving the household cashflow.

Product Details

Loan Purpose	Refinance or equity take out
Rate/Lender Fee	1% Lender fee on closed term 2% Lender fee on open term (can be capitalized into mortgage if not > 80% CLTV)
Debt Services	Maximum 45 GDS / 45 TDS (stressed) No non-conforming loans available for second mortgages
Amortization	Up to 35 years
Term	Open - 6 months If the first mortgage has a term of 24 months or less, the second mortgage must be coterminous. If the first mortgage has a term longer than 24 months, borrowers have the option to align the second mortgage term with it. Haventree Bank's Second mortgage must mature before the first mortgage of another financial institution.
First Mortgage	Any major financial institution (no MICs, reverse mortgages or private lenders) Can go behind first mortgage HELOC or collateral charge (using registered amount)
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2% B-20 Stress Test on second mortgage only (existing first mortgage does not require B-20 Stress Test)
CLTV / Loan Amount	Up to 80% CLTV owner occupied Minimum loan amount \$50,000 Maximum loan amount \$750,000 Total combined exposure cannot exceed \$2M No exception to policy on second mortgages
Appraisal	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS Alternatively, appraisals can be requested from our Approved Appraisers List AVM options available when applicable

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03/05/2024 - Seconds+Mortgage



Seconds+ Mortgage

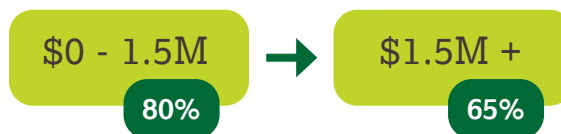
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Product Details (Continued)

Property Type	Eligible properties include: Owner occupied, rentals and apartment condos (includes second homes) 1-4 unit residential properties located in suburban areas SFD minimum 800 sq ft (750 sq ft in Winnipeg) Apartment Condos Minimum 650 sq ft (500 sq feet in the Greater Montreal, Greater Toronto and Greater Vancouver areas)												
FICO and Credit history	Minimum 640 FICO Prior consumer proposal and bankruptcy discharged considered												
Rate Guarantee	Commitment can be issued 90 days prior to funding 90 - day rate hold for purchases 60 - day rate hold for refinances												
Title Insurance	Title insurance is required												
Early Payout	No bona fide sale clause Open - no penalty Closed - greater of 3 months interest or IRD (prepayment calculator available at www.haventreebank.com)												
Pre-Payment Options	20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date												
Commission	Open Term - 50 bps <table border="1"><tr><td>Closed Term</td><td>6 - 17 months</td><td>50 bps</td></tr><tr><td></td><td>18 - 29 months</td><td>65 bps</td></tr><tr><td></td><td>30 - 41 months</td><td>80 bps</td></tr><tr><td></td><td>42 + months</td><td>110 bps</td></tr></table>	Closed Term	6 - 17 months	50 bps		18 - 29 months	65 bps		30 - 41 months	80 bps		42 + months	110 bps
Closed Term	6 - 17 months	50 bps											
	18 - 29 months	65 bps											
	30 - 41 months	80 bps											
	42 + months	110 bps											

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03/05/2024 - Seconds+Mortgage



Business for Self Mortgage

FOR MORTGAGE BROKER USE ONLY

Broker Commission

1 yr	50 bps
2 yr	65 bps
3 yr	80 bps
5 yr	110 bps

Product Details

Loan Purpose	Purchase, Refinance First Mortgage Second Mortgage
LTV / Loan Amount	Up to 80% LTV owner occupied and rentals Up to 75% LTV for apartment condo rentals (unlocked at Silver level) Minimum loan amount \$100,000 Maximum loan \$2M (subject to sliding scale – refer to p.2)
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
Term	1, 2, 3, 5 - year fixed terms 12-month convertible terms
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1% on fixed term mortgages (can be capitalized into the mortgage if not >80% LTV - cannot exceed sliding scale) 1.5% on convertible mortgages
Appraisal	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS Alternatively, appraisals can be requested from our Approved Appraisers List AVM options available when applicable
Property Type	1-4 unit residential properties located in suburban areas Owner Occupied (includes second homes/recreational property) SFD minimum 800 sq ft (750 sq ft in Winnipeg) Apartment Condos Minimum 650 sq ft (500 sq feet in the Greater Montreal, Greater Toronto and Greater Vancouver areas) Rentals (unlocked at Silver level) Refer to our RPM Product for more details on Rentals
FICO and Income	Minimum 550 FICO required for bank statement approach No minimum FICO required for confirmable income

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03/05/2024 - BusinessSelfMortgage



Business for Self Mortgage

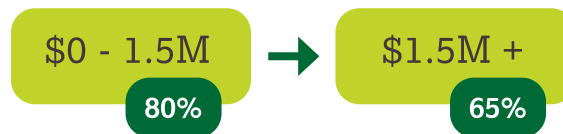
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Product Details (Continued)

Income & Expenses	<p>Client completed "Tell us about your Business" Form 12 months bank statements Confirmation of 2+ years BFS. If business is incorporated, Articles of Incorporation with share ownership</p> <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> <p>Qualifying = Business - Business Income Deposits Expenses</p> </div>
Rate Guarantee	<p>Commitment can be issued 90 days prior to funding 90 - day rate hold for purchases 60 - day rate hold for refinances</p>
Title Insurance	<p>Title Insurance is required</p>
Early Payout	<p>No bona fide sale clause Greater of 3 months interest or IRD (prepayment calculator available at www.haventreebank.com) Portable Blend and extend available</p>
Pre-Payment Options	<p>20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date</p>

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03/05/2024 - BusinessSelfMortgage



Rental Property Mortgage (RPM)

FOR MORTGAGE BROKER USE ONLY

Unlocked at SILVER Level

Product Details

Broker Commission

1 yr	50 bps
2 yr	65 bps
3 yr	80 bps
5 yr	110 bps

The RPM	Maximum number of properties owned by the client is 9 (8 rental properties + principal residence) Any portfolio between 5 and 8 rentals
Loan Purpose	Purchase, Refinance, Equity Take Out
LTV / Loan Amount	Up to 80% LTV Minimum loan amount \$100,000 Maximum loan \$2M (subject to sliding scale - refer to p.2) Gifted down payment allowed on exception
Debt Service	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
Term	1, 2, 3, 5 - year fixed terms 12-month convertible terms
Borrower Qualifications	Qualifying at the greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1% on fixed term mortgages (can be capitalized into the mortgage if not >80% LTV - cannot exceed sliding scale) 1.5% on convertible mortgages
Appraisal	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS Alternatively, appraisals can be requested from our Approved Appraisers List AVM options available when applicable
Property Type	Minimum population area of 100,000 (Contact your relationship manager for areas under 100,000) 1-4 unit residential properties located in suburban areas Apartment condos Minimum 650 sq ft (500 sq ft in the Greater Montreal, Greater Toronto and Greater Vancouver areas) 1 bedroom (or more) properties (no bachelor units)

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03/05/2024 - SecondMortgageRPM



Rental Property Mortgage (RPM)

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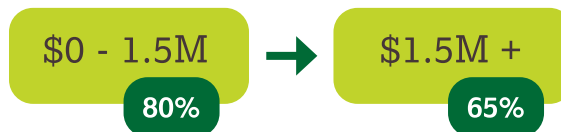
Unlocked at SILVER Level

Product Details (Continued)

FICO	No Minimum FICO (except for apartment condo rentals – 550 Minimum FICO)
Documents Required	Appraisal with fair market rent analysis with lease agreements Mortgage Statement and Property taxes Leases for all properties May require bank statements to confirm receipt of rent Income verification documents and employment letter If Holding Company, all relevant corporate documents (contact your relationship manager for details)
Rate Guarantee	Commitment can be issued 90 days prior to funding 90 - day rate hold for purchases 60 - day rate hold for refinances
Title Insurance	Title Insurance is required
Early Payout	No bona fide sale clause Greater of 3 months interest or IRD (prepayment calculator available at www.haventreebank.com) Portable Blend and extend available
Pre-Payment Options	20% prepayment available on mortgage anniversary date 20% increase in payment on anniversary date

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03/05/2024 - SecondMortgageRPM



Property Auto-Valuation Program

FOR MORTGAGE BROKER USE ONLY

The Property Auto-Valuation Program replaces the need for a full appraisal and **reduces the time it takes for a deal to fund.**

Depending on whether your deal meets specific eligibility criteria, it may eliminate the need for a full appraisal by replacing it with a supported property valuation based on previously collected location data.

Program Details

Loan type eligibility	Refinance Purchases (does not include private sales, rent-to-own, owner occupied rentals or new construction)
Loan to Value	Up to 80% LTV
FICO	FICO from 0-609, max LTV is 50% FICO 610+ max LTV is 80% (based on highest FICO of borrowers/guarantors)
Loan Amount	Maximum loan \$1M
Property Value	Maximum of \$1.5M
Property and Location	Properties located in: <ul style="list-style-type: none">• Major urban areas in Ontario and British Columbia• Alberta - Calgary and Edmonton only• Manitoba - Winnipeg only• Nova Scotia – Greater Halifax area• Quebec - Greater Montreal Area Excludes postal codes with a FSA (lending area) containing a zero

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03/05/2024 - AVM Eligibility



LEVEL UP

with
Haventree Bank's
Elite Loyalty
Program

Your Reward. Your Choice. No Compromise.

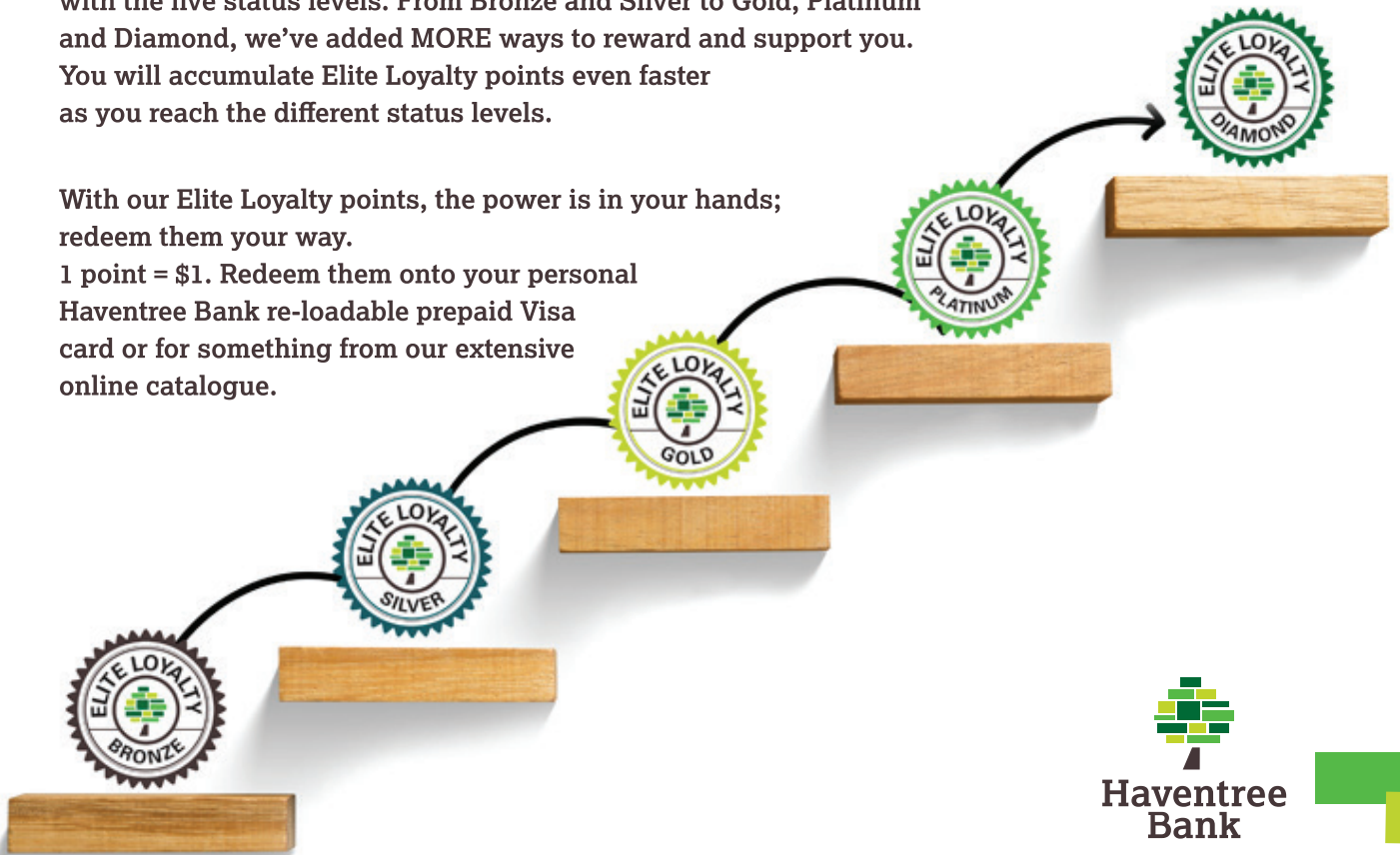
The Elite Loyalty program, was created to recognize you (our Broker) for helping your clients.

THE MORE YOU FUND, THE MORE YOU EARN.

Unlock exclusive access to special programs and promotions with the five status levels. From Bronze and Silver to Gold, Platinum and Diamond, we've added MORE ways to reward and support you. You will accumulate Elite Loyalty points even faster as you reach the different status levels.

With our Elite Loyalty points, the power is in your hands; redeem them your way.

1 point = \$1. Redeem them onto your personal Haventree Bank re-loadable prepaid Visa card or for something from our extensive online catalogue.



FOR MORTGAGE BROKER USE ONLY


Haventree
Bank
Elite Loyalty
Program

STATUS RECOGNITION

THE MORE YOU FUND — THE MORE YOU EARN
FOR MORTGAGE BROKER USE ONLY



Elite Loyalty Points Required	50	1,000	2,500	5,000	10,000
ELITE LOYALTY POINTS EARNED WITH EACH DEAL					
FICO score > 640	100	200	300	400	500
FICO score > 640	50	100	150	200	250
Exclusive level-based pricing for FICO score of 640+ Mortgages*			5 bps rate reduction	10 bps rate reduction	15 bps rate reduction
EXCLUSIVE BENEFITS					
Personalized Reloadable Haventree Bank Visa card	●	●	●	●	●
Access to Elite Portal to track your deals and points real-time	●	●	●	●	●
Access to Seconds+ mortgages	●	●	●	●	●
Exclusive promotional offers		●	●	●	●
Access to rental program — RPM		●	●	●	●
Dedicated Underwriting Team			●	●	●
Shareable digital badge to use in your email and website brochures			●	●	●
Spotlight on Social Media				●	●
Invitation to social/golf events throughout the year				●	●
Invitation to participate in Annual Broker Advisory Counsel				●	●
Invitation to select industry events					●
Paid registration for the MPC National Conference					●

*Does not apply to Second+ Mortgages.

Broker eligibility

The total points you earn in the current calendar year will determine your status for the next calendar year.

Building your status

Access the next level of benefits as soon as the status is achieved by reaching the minimum of points.

Broker Pooling

Brokers who choose to pool must indicate their submission broker on each eligible deal. Refer to the Pooling section in the terms and conditions for more information.

To learn more about the Elite Loyalty program, contact your Business Development Manager.



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03/05/2024 - Elite Program



Haventree Bank

Elite Loyalty Program

Home Systems Warranty

Included at no charge.

Need
to make
a claim?

1.866.217.5993

(24/7 Claim Service)

At Haventree Bank, we're committed to making homeownership as easy as possible for you. That is why we have arranged the option to receive complimentary coverage under the Encompass® Home System Warranty Program.

Whether you are moving to a new home, transferring or renewing an existing mortgage, unexpected repair costs are never welcome. With the Encompass Home System Warranty Program you will receive these benefits¹:

Claims.

- Up to \$10,000/year in system repairs
- \$50 consultation fee per incident
- Parts & labour, emergency overtime, after-hour charges are covered

Eligible Systems.

- Central Heating and Air Conditioning
- Electrical Systems
- Water Heater / Water Softener
- Plumbing

Program Fee.

- No program fee
- You may cancel your participation at any time

24/7 Claim Service

Fast And Easy Repairs

All Homes Eligible (excluding commercial properties & multi-units)

FREE for
the term of
the Mortgage.

To learn more:

encompasshomeservice.com/Haventree/

helpme@encompasshomeservice.com



Haventreebank.com

PO Box 1160 Station TD, Toronto, ON M5K 1P2

03/30/2022 - HomeWarranty(AllProvinces)



Home Systems Warranty

Frequent Asked Questions

Shortly after your mortgage closes or renews, you will receive your personal coverage document which provides a complete description of the benefits of the Program. Please read it carefully and keep it in a safe place for future reference.

FREE for
the term of
the Mortgage.

© Registered trademark of Encompass Home Service Corp.

¹ This Program is available to residents in all provinces across Canada. For residents in British Columbia, Alberta and Saskatchewan, AWN Insurance is the insurance agent. They will issue your home warranty insurance policy and answer any questions you may have. The underwriter is Starr Insurance and Reinsurance Limited. For all other provinces, this Program is provided by Encompass Home Service Corp. The information in this document is only an outline of the coverages available and is not intended to be a legally binding agreement. For exact terms, conditions, limitations, exclusions and extensions, please refer to your personal coverage document.

To learn more:

[encompasshomeservice.com/
Haventree/](https://encompasshomeservice.com/Haventree/)

helpme@encompasshomeservice.com



Haventreebank.com

PO Box 1160 Station TD, Toronto, ON M5K 1P2

03/30/2022 - HomeWarranty(AllProvinces)

Q When can I start using the services?

A Your coverage will begin on your mortgage closing date, provided you enroll in the Encompass Home System Warranty Program when you sign your Haventree Bank mortgage commitment or renewal documents.

Q Do I need to have my home inspected to qualify?

A No. Haventree Bank clients are able to participate in the Program on a pre-approved basis. No inspection is required, although it is a requirement that all home systems are in working order at the time of mortgage closing or maturity (in the case of a renewal).

Q Do I pay for the repair services myself and then get reimbursed?

A No. You'll pay only the \$50 consultation fee.

Q What kind of services are included?

A **Central Heating & Air Conditioning** All electrical and mechanical parts, including gas, oil and central electric heating systems, gas or electric fireplace inserts, space heaters and baseboard heaters affixed to walls, central or permanently installed air conditioners (not window-installed units), heat and circulating pumps; and for condominiums we cover all parts of the fan coil unit located within the condo unit.

Electrical System All switches, circuits, breaker panels and fuse boxes.

Water Heater + Water Softener All parts, including the water heater tank, burner, all valves, electric fittings and other mechanical parts (rental units not covered).

Plumbing Any water, gas, drain, vent or waste pipe that is blocked, leaking or broken (excluding toilets, clogged sinks, and leaks from taps, showers or tub controls). Limitations may apply if the source of the problem is outside your home; e.g. a cracked sewer main.

Q What kinds of services are not included?

A This Program is designed to provide repair services for spontaneous breakdowns of your home's systems. It does not include services for problems where the underlying cause is:

- Rust or corrosion;
- An external factor including natural events, electrical events and/or caused by a person;
- Failure to perform normal maintenance as specified by the manufacturer;
- Improper installation, improper use, improper construction, alteration, modification, addition to or deletion from any home system or used in a manner other than as approved or recommended by the manufacturer;
- Inadequacy or lack of capacity of any item;
- Freezing or heating of a plumbing system;
- Structural defects, latent defects and/or asbestos, lead or the disposal of refrigerants, contaminants or other hazardous materials;
- Any dishonest act;
- Violations of building codes or by-laws.

We also don't cover any consequential loss or damage, or anything else that is already covered by your home-owner's insurance policy. If you live in a condo, we don't cover loss or damage to or from other condo units or common areas, or any other loss or damage that is the responsibility of your condominium corporation.





A little extra MORTGAGE SECURITY is never a bad thing when your client has lost their job

LIFE IS CRAZY, AND WE GET THAT.

No one has a magic crystal ball that tells us what the future holds and we know that unplanned events - like a job loss - can leave a person feeling uncertain and not sure where to turn.

WHAT DOES THE NEXTJOB PROGRAM OFFER?

NextJob offers the tools, support, and expertise of a top-tier, professional employment services agency, giving clients access to:

- A personal employment coach
- Conducting an effective job search targeted to their strengths and skills and fields of interest
- Assistance in creating an impactful resume and cover letter that hiring managers want to read
- A customised job search plan
- Expert interview training
- Weekly workshops focused on every aspect of the job search
- How to build online profiles on social media platforms that work for them by showcasing their experience

OFFER YOUR CLIENTS A MORTGAGE PRODUCT THAT COVERS EVERYTHING THEY NEED, NO MATTER WHAT HAPPENS

Learn more about Haventree Bank's NextJob Program and how we work with NextJob by contacting your relationship manager.

*Subject to approval. Conditions may apply.

Haventree Bank's NEXTJOB Program takes some of the weight off your clients' shoulders

WE'RE HERE TO HELP YOUR CLIENTS WHEN THEY NEED IT MOST

While there's never a good time to be out of work, your clients have a definite advantage with a Haventree Bank mortgage. Haventree Bank provides a unique offering that no other mortgage lender offers; financial professionals who genuinely care, and provide a fantastic service to help your client stay in their home.

So we've created a unique program just for our clients who may need that extra helping hand. That means we'll do everything we can to help them get through this challenging time.

OUR NEXTJOB PROGRAM CAN HELP WITH YOUR CLIENT'S MORTGAGE PAYMENTS!

Our NextJob program works with eligible homeowners who may be struggling with their mortgage payments due to unexpected job loss. We can defer their mortgage payments and avoid foreclosure for the time they are out of work and in the NextJob program (Up to 4 months)*.

IS THERE A FEE?

Yes, but we defer that cost as well. The fee for the program is capitalized into their mortgage payments once they start up again.

WHO IS NEXTJOB?

NextJob provides high quality, one-on-one job coaching and multimedia online learning that is highly effective, accountable and affordable to help all job seekers land jobs and avoid the many impacts of unemployment. With the professional services offered, job seekers can improve their ability to find employment by 60%.



**Haventree
Bank**

Web: haventreebank.com

LinkedIn: [/company/haventreebank](https://company/haventreebank)

Facebook: [/haventreebank](https://haventreebank)

Instagram: [@haventreebank](https://haventreebank)

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