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

Loan Purpose	Purchase, Refinance
	Up to 80% LTV owner occupied and rentals
	Up to 75% LTV apartment condo rentals (unlocked at Silver level)
	Minimum mortgage amount: \$100,00 (owner occupied First mortgages)
	Minimum mortgage amount: \$50,000 (owner occupied Second mortgages)
LTV / Loan Amount	Maximum mortgage amount: \$2,000,000 (subject to sliding scale – refer to p.2)
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
	1, 2, 3, 5 - year fixed terms
	12-month convertible terms
Term	open term second mortgages
Borrower Qualifications	The greater of the benchmark rate OR the contract interest rate +2%
	1% on fixed term and convertible mortgages
	2% on open term mortgages
Lender Fee	(can be capitalized into fixed and open term mortgage if not >80% LTV - cannot exceed sliding scale)
	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS
	Alternatively, appraisals can be requested from our Approved Appraisers List
Appraisal	AVM options available when applicable
	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)
Property Type	Refer to our RPM Product for more details on Rentals





Lending Guidelines FOR MORTGAGE BROKER USE ONLY

Product Details (Continued)

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

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

At \$1.5M a sliding scale applies*:



^{*}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





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.

Loan Purpose	Purchase, Refinance
Morgage Type	First mortgages only
	Up to 80% LTV Minimum mortgage amount: \$100,000
LTV/ Loan Amount	Maximum mortgage amount: \$2,000,000 (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	The greater of the benchmark rate OR the contract interest rate +2%
Lender Fee	1%
Broker commission	50 bps
	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS
	Alternatively, appraisals can be requested from our Approved Appraisers List
Appraisal	AVM options available when applicable
FICO	No Minimum FICO (except for bank statement approach and apartment condo rentals – 550 Minimum FICO)
Title Insurance	Required



12-Month Convertible Mortgage FOR MORTGAGE BROKER USE ONLY

Product Details (Continued)

	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
Restrictions	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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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.

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)
	Maximum 45 GDS / 45 TDS (stressed)
Debt Services	No non-conforming loans available for second mortgages
Amortization	Up to 35 years
	Open - 6 months
	If the first mortgage has a term of 24 months or less, the second mortgage must be coterminous.
Term	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.
	Any major financial institution
	(no MICs, reverse mortgages or private lenders)
First Mortgage	Can go behind first mortgage HELOC or collateral charge (using registered amount)
	The greater of the benchmark rate OR the contract interest rate +2%
Borrower Qualifications	B-20 Stress Test on second mortgage only (existing first mortgage does not require B-20 Stress Test)
	Up to 80% CLTV owner occupied
	Minimum mortgage amount: \$50,000
	Maximum mortgage amount: \$750,000
	Total combined exposure cannot exceed \$2,000,000
CLTV / Loan Amount	No exception to policy on second mortgages
	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS
	Alternatively, appraisals can be requested
Appraisal	from our Approved Appraisers List AVM options available when applicable





Seconds+ Mortgage

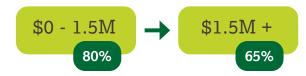
FOR MORTGAGE BROKER USE ONLY

Product Details (Continued)

	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 Wi	nnipeg)
	Apartment Con	dos	
	Minimum 650 s	sg ft (500 sg feet in the G	reater Montreal,
Property Type	Greater Toronto	and Greater Vancouver	areas)
	Minimum 640	FICO	
FICO and	Prior consume	r proposal and bankrup	tcy
Credit history	discharged co	nsidered	•
	Commitment can be issued 90 days prior to funding		
	90 - day rate hold for purchases		
Rate Guarantee	60 - day rate hold for refinances		
Title Insurance	Required		
	No bona fide sale clause		
	Open - no penalty		
	Closed - greater of 3 months interest or IRD		
Early Payout	(prepayment c	alculator available at w	ww.haventreebank.com)
	20% prepayme	ent available on mortgag	re anniversary date
Pre-Payment Options	20% increase i	n payment on anniversa	ary date
		- 1	
	Open Term - 5	0 bps	
	Closed Term	6 - 17 months	50 bps
		18 - 29 months	65 bps
		30 - 41 months	80 bps
Commission		42 + months	110 bps

^{*}Mortgage approval is subject to our policies and guidelines. Terms and conditions subject to change without notice.

At \$1.5M a sliding scale applies*:



^{*} 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





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

	Purchase, Refinance
Loan Purpose	First Mortgage Second Mortgage
	Up to 80% LTV owner occupied and rentals
	Up to 75% LTV for apartment condo rentals (unlocked at Silver level)
	Minimum mortgage amount: \$100,000
	Maximum mortgage amount: \$2,000,000
LTV / Loan Amount	(subject to sliding scale – refer to p.2)
Debt Services	Maximum 50 GDS / 50 TDS
Amortization	Up to 35 years
	1, 2, 3, 5 - year fixed terms
Term	12-month convertible terms
Borrower Qualifications	The greater of the benchmark rate OR the contract interest rate +2%
	1% on fixed term mortgages (can be capitalized into the mortgage if not >80% LTV - cannot exceed sliding scale)
Lender Fee	1% on convertible mortgages
	Request via our preferred independent providers Solidifi, Value Connect, RPS or NAS
	Alternatively, appraisals can be requested from our Approved Appraisers List
Appraisal	AVM options available when applicable
	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)
Property Type	Refer to our RPM Product for more details on Rentals
	Minimum 550 FICO required for bank statement approach
FICO and Income	No minimum FICO required for confirmable income













Business for Self Mortgage

FOR MORTGAGE BROKER USE ONLY

Product Details (Continued)

	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	
Income & Expenses	Qualifying = Business Business Expenses	
	Commitment can be issued 90 days prior to funding	
	90 - day rate hold for purchases	
Rate Guarantee	60 - day rate hold for refinances	
Title Insurance	Required	
	No bona fide sale clause	
	Greater of 3 months interest or IRD (prepayment calculator available at www.haventreebank.com)	
	Portable	
Early Payout	Blend and extend available	
	20% prepayment available on mortgage anniversary date	
Pre-Payment Options	20% increase in payment on anniversary date	

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

At \$1.5M a sliding scale applies*:

*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







Unlocked at SILVER Level

Product Details

Broker Commission

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

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



FOR MORTGAGE BROKER USE ONLY

Unlocked at SILVER Level

Product Details (Continued)

FICO	No Minimum FICO (except for apartment condo rentals – 550 Minimum FICO)				
	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				
Documents	If Holding Company, all relevant corporate documents				
Required	(contact your relationship manager for details)				
	Commitment can be issued 90 days prior to funding				
	90 - day rate hold for purchases				
Rate Guarantee	60 - day rate hold for refinances				
Title Insurance	Required				
	No bona fide sale clause				
	Greater of 3 months interest or IRD (prepayment calculator available at www.haventreebank.com)				
	Portable				
Early Payout	Blend and extend available				
	20% prepayment available on mortgage anniversary date				
Pre-Payment Options	20% increase in payment on anniversary date				

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At \$1.5M a sliding scale applies*:





^{*} 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

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: • 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







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.



STATUS RECOGNITION

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











	-	-		-	1
Elite Loyalty Points Required	50	1,000	2,500	5,000	10,000
ELITE LOYALTY POINTS EARNED	WITH EACH DE	EAL			
FICO score < 640	100	200	300	400	500
FICO score > 640	50	100	150	200	250
Exclusive level-based pricing for Gold, Platinum, and Diamond status Brokers*			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.







Haventreebank.com

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

Elite Loyalty
-Pragram-

Haventree

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

<u>FREE</u> for the term of the Mortgage.

24/7 Claim Service

Fast And Easy Repairs

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

To learn more:

encompasshomeservice.com/Haventree/

helpme@encompasshomeservice.com







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

Haventree Bank

Home Systems Warranty

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/

helpme@encompasshomeservice.com

Q When can I start using the services?

Α 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?

- 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).
- Do I pay for the repair services myself and then get reimbursed? Q
- Α No. You'll pay only the \$50 consultation fee.

Q What kind of services are included?

Α 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 condominims 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?

- 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:

 - 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.







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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.

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)*.

ISTHERE 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%.



Web: haventreebank.com

LinkedIn: /company/haventreebank

Facebook: /haventreebank Instagram: @haventreebank

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