

# Investment Loan Program

At B2B Bank, we offer a comprehensive suite of investment loan products that provides exceptional value, simple administration and a broad range of options. It's part of our commitment to make it easy for you to meet all of your clients' investment borrowing needs.

## Highlights

- Loan amounts up to \$300,000<sup>1</sup> allow you to consolidate all of your client's loans with a single loan supplier.
- Less paperwork<sup>2</sup> for all loans up to \$100,000 means your client's loans will be funded and invested quickly.
- Highly competitive loan interest rates have a greater market appeal.
- Broad fund eligibility with a majority of Canadian investment industry assets qualifying as eligible collateral.
- Easy-to-use online application, EASE (Electronic Application Submission Entry), that saves you time with pre-populated forms. Paper application forms can also be submitted, by fax and mail.
- Status notifications are sent within seconds of submitting an online application and throughout the adjudication and funding process.

## Loan programs

### B2B Bank Distribution Alliance Loan Program (DAP)

For mutual and segregated fund investment loans at preferred pricing. With this program, the fund collateral must all be from the same family of eligible funds offered by one Distribution Alliance fund manufacturer.

### B2B Bank Select Loan Program

For mutual fund investment loans at discounted pricing. This program allows you to submit a single investment loan application for eligible mutual fund collateral from multiple B2B Bank distribution alliances.

### B2B Bank Standard Loan Program

For mutual fund investment loans at B2B Bank standard rates. This program allows you to submit a single investment loan application for any eligible mutual fund collateral identified on our broad fund eligibility list.

## Investment loan rates\*

For all investment loan products

Loan Amount	DAP	Select	Standard
\$10,000 - \$99,999	Prime + 1.00%	Prime + 1.25%	Prime + 1.50%
\$100,000 - \$300,000	Prime + 0.75%	Prime + 1.00%	Prime + 1.25%

\*Rates are applicable to Interest Only or Principal & Interest monthly payment types. The annual percentage rate (APR) is the same as the posted rate and is based on a twenty-year term. Prime Rate means the annual interest rate announced by B2B Bank from time to time as being its reference rate then in effect (the "Prime Rate"). All rates are subject to change without notice. For current interest rates, please visit [b2bbank.com](http://b2bbank.com).

## Program overview

Loan Details	100%	3 For 1	2 For 1	1 For 1
Loan amount	\$10,000 - \$300,000 <sup>1</sup>			
Call type	Margin call and no margin call options.			
Monthly payment	Interest Only or Principal & Interest payment.			
Loan-to-value (LTV) at approval	100%	75%	66.6%	50%
Margin warning (if applicable)	110%	85%	75%	75%
Margin call (if applicable)	120%	95%	85%	85%
Excess collateral release <sup>3</sup>	< 100%	< 75%	< 66.6%	< 50%
Conversion to Principal & Interest payment <sup>4</sup> (For no margin call, Interest Only loans)	LTV ≥ 125%	LTV ≥ 100%	LTV ≥ 100%	LTV ≥ 100%
Proof of income and assets	Refer to required income and asset document list available at <a href="http://b2bbank.com/loandocs">b2bbank.com/loandocs</a> .			
TDSR	40%	TDSR will be calculated but will not solely determine credit decision.		
Eligible fund collateral <sup>5</sup>	B2B Bank lends on a majority of available Canadian investment industry assets.			
Net worth minimum	1 x loan amount if ≤ \$100,000  1.5 x loan amount if > \$100,000  2 x loan amount if > \$250,000	Not applicable	Not applicable	Not applicable
Credit history	All obligations must be up-to-date and paid as agreed. No bankruptcies, collections or judgments.			
Application submission	Online and paper applications are welcome. Applications are typically reviewed within one business day.			
Funding	Funding typically occurs within one business day upon receipt and verification of original documentation.			

For more information, call **1.800.263.8349** or visit [b2bbank.com](http://b2bbank.com).

<sup>1</sup>Loan applications for amounts greater than \$300,000 are welcome, however, credit qualification criteria, documentation requirements and processing time may vary. <sup>2</sup>Additional documents may be requested at the discretion of B2B Bank. <sup>3</sup>For GMWB segregated funds, excess collateral can only be released when the LTV ratio is: < 80% for 100% Loans, < 67.5% for 3 For 1 Loans, < 66.6% for 2 For 1 Loans, and < 50% for 1 For 1 Loans. GMWB funds can only be selected for pledge or purchase if the funds meet B2B Bank's collateral eligibility criteria and a Distribution Alliance agreement is in place with the life insurance company. The LTV ratio of the loan must remain below the values shown after collateral is released. A credit bureau may be obtained prior to collateral release. <sup>4</sup>Will occur once the LTV ratio is equal to or greater than 125% for 100% Loans or 100% for 3 For 1, 2 For 1 or 1 For 1 Loans. If after 3 months, the LTV ratios fall below 125% for 100% Loans and 100% for 3 For 1, 2 For 1 and 1 For 1 Loans, the borrower may request in writing to resume the Interest Only payments. <sup>5</sup>Certain criteria apply, such as funds must be traded electronically, valued at least weekly and in Canadian dollars. Retail Venture Capital, and Alternative Strategies are not eligible as loan collateral. B2B Bank is a wholly-owned subsidiary of Laurentian Bank of Canada. B2B Bank does not provide investment advice to individuals or advisors and does not endorse nor promote any investment products. The dealer and advisor, not B2B Bank, are responsible for determining the suitability of investments for their clients and for informing them of the risks associated with borrowing to invest. B2B Bank acts solely in the capacity of lender and loan account administrator. Any loan approval by B2B Bank should not be construed as an endorsement of any investment choice, program or strategy. All loans are subject to credit approval and borrowed monies are due and payable regardless of the performance of the investments purchased. B2B Bank reserves the right to request additional information or documentation at its sole discretion. The B2B Bank Investment Loan Program is available exclusively through licensed financial advisors. Commissions, trailing commissions, management fees, and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated. **Special note for Segregated Fund Investments:** The costs of the registration, renewal and/or discharge of the security under applicable personal property security legislation will be applied to the borrowers' loan payment at the time of the occurrence. B2B Bank will take an assignment on the individual variable insurance contract, which will be held as collateral. Advisors should be aware that a segregated fund policy or any other investment product with a principal guarantee feature or other guaranteed benefits could be surrendered by B2B Bank to repay the loan. Investors cannot depend on any principal repayment guarantees or other guaranteed benefits until such time as all conditions for the payment of guarantees or benefits are satisfied. Any surrenders made by B2B Bank to repay the loan may affect guarantees or benefits, may result in a loss of original invested capital and/or other guaranteed benefits, including but not limited to guaranteed minimum withdrawal benefits, and may have tax consequences. <sup>6</sup>B2B BANK is a registered trademark of B2B Bank.

For advisor information only