

TARGET CLIENT

Ideal for clients who may not be able to verify income in a traditional manner.

This mortgage is best suited for self-employed individuals, consultants, contractors and commissioned salespeople.

ADVANTAGES

Qualification is based on the income as declared by the borrowers on the credit application, making home ownership easier for today's changing workforce.

Fast easy approvals with lending ratios up to 65% LTV. Secondary financing from third parties is permitted up to 85%.

Loan Purpose	Purchase/Refinance/Rentals
Loan to Value	Maximum 65%
Maximum Loan Amount	\$1,250,000 (maximum \$1,500,000 exception for the City of Toronto proper)
Lending Areas	Greater Toronto Area, Cambridge, Guelph, Hamilton, Kitchener-Waterloo, Barrie & Ottawa
Debt Service	GDS: Not applicable TDS: Not applicable
Amortization Term	30 Years / 40 Years Amortization* 1 & 2 year terms available
Borrower Qualifications	The qualifying interest rate will be the contract rate of the mortgage
Title Insurance	Title insurance is required
Payment Frequency	Monthly, semi-monthly Monthly on the 1st of the month Semi-monthly on the 1st and 16th of the month
Rate Guarantee	Purchase 60 days Refinance 60 days
Appraisal	Appraisals ordered from the First National approved appraisers list
Prepayment Options	15% + 15% + Double up
Early Payout	Greater of 3 months Interest or Interest Rate Differential (IRD)
Property Type	Residential properties located in major urban centers with demonstrated ongoing resale demand Condos are allowed only in the Greater Toronto and Ottawa area Owner occupied properties up to 4 units Non owner occupied properties (rentals) up to 4 units Maximum 4 properties including principal residence Minimum property size: <ul style="list-style-type: none"> 700 sq.ft. – single-family dwellings 500 sq.ft. – condominiums

Beacon and Credit History	Minimum 570 beacon score Derogatory credit history to be supported with a reasonable explanation Bankruptcy – minimum 6 months past the discharge date Only one major credit occurrence (bankruptcy, consumer proposal, orderly payments of debts, etc.)
Down Payment	Minimum 10% down payment from own resources Secondary financing allowed up to 85% Gifted funds also acceptable
Income	Qualification is based on income as declared by the borrower Proof of business for self-confirmed via one of the following: <ul style="list-style-type: none"> Articles of Incorporation Business License HST/GST return No minimum time requirement for self-employment, however, must provide 2-year employment history (same industry) Proof of income: <ul style="list-style-type: none"> Borrower must provide a signed declaration declaring the income used to qualify
Lender Fees (added to mortgage)	0.5% of mortgage balance Rate Premiums for the following: <ul style="list-style-type: none"> 25 bps for rentals 25 bps for \$1M> 25 bps >30-year amortization* No finders paid to broker Declared Income volume not included in Wizard Rewards Program

TARGET CLIENT

Ideal for several of your smaller investor clients who may be looking for mortgage solutions that can help them purchase or refinance an investment property.

ADVANTAGES

You can work with clients looking at high value properties - up to \$1,500,000 loan amount.

<p>Loan Purpose Purchase/Refinance</p> <p>Maximum LTV Purchase: 80% Refinance: 80%, Beacon score: 680+ Refinance: 75%, Beacon score: <680</p> <p>Maximum Loan Amount \$1,500,000</p> <p>Debt Service Maximum GDS 50% Maximum TDS 50%</p> <p>Amortization Term 30 years 1, 2 & 3 year fixed terms available</p> <p>Borrower Qualifications Qualification will be determined using the greater of the contract interest rate plus 2% or the Qualifying rate</p> <p>Rate Guarantee Purchase 120 days Refinance 90 days</p> <p>Title Insurance Title insurance is required</p> <p>Payment Frequency Weekly, bi-weekly, semi-monthly or monthly</p> <p>Appraisal Appraisals ordered from the First National approved appraisers list</p> <p>Prepayment Options 15% + 15% + Double up</p> <p>Early Payout Greater of 3 months Interest or Interest Rate Differential (IRD)</p> <p>Property Type Rental residential property within our approved lending areas with a population of 25,000 or greater with demonstrated ongoing resale demand. Some restrictions may apply Maximum 5 properties including owner occupied Minimum property size:</p> <ul style="list-style-type: none"> • 700 sq.ft. – single-family dwellings • 500 sq.ft. – condominiums <p>Down Payment Minimum 20% down payment from own resources. Gifted funds also acceptable.</p>	<p>Beacon and Credit History Minimum 600 beacon score</p> <p>Income Standard salaried income guidelines apply for all full-time employment. Business for self requires: Proof of 2 years business for self, confirmed by one of the following:</p> <ul style="list-style-type: none"> • Articles of Incorporation • Valid Business License • Last two years of HST/GST returns • Commission sales letter or employment contract confirming commission arrangement <p>Proof of income requires;</p> <ul style="list-style-type: none"> • Two most recent NOA's or • Borrower must provide a signed affidavit declaring the income used to qualify. • In addition, the declared income must be supported by: <ul style="list-style-type: none"> ○ 6-months bank statements; and; ○ Sales order contracts, invoices or employment contract to confirm income generated <p>Rental Income 100% of the rental income can be added to the gross income Principal and Interest, Property taxes & Heat (PITH) payments included in ratios Documentation:</p> <ul style="list-style-type: none"> • Purchase - Current lease agreement OR Market Rent confirmed via an appraisal • Refinance - Current lease agreement <p>If the lease agreement is not available, rental income can be supported by:</p> <ul style="list-style-type: none"> • Signed acknowledgement from the tenant(s) confirming rental/lease agreement is still in effect; AND • Bank statements confirming rental deposits for the last three months or copies of the last three cancelled cheques
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Excalibur Lending Areas

Area	Inclusions		
Ontario	Acton Ajax Almonte Amherstburg Ancaster Angus Arnprior Arva Aurora Ayr Baden Barrie Beamsville Belle River Belleville Binbrook Bolton Bowmanville Bradford Brampton Brantford Breslau Brooklin Burlington Caledon Caledonia Cambridge Carlton Place Casselman Chatham Claremont Clarington Cobourg Collingwood Concord Cornwall Courtice Cumberland Dorchester Dundas Dunrobin East Gwillimbury Elmira Elora	Guelph Hamilton Heidleberg Holland Landing Ilderton Ingersoll Innisfil Kanata Kemptville Keswick Kingston Kingsville Kitchener Kleinburg Komoka Lakeshore LaSalle Leamington Limoges Lincoln Lindsey London Mannheim Manotick Maple Markham Metcalfe Midhurst Midland Milton Mississauga Morriston Mount Hope Napanee Navan Nepean New Dundee New Hamburg New Tecumseth Newcastle Newmarket Niagara Falls Niagara on the Lake North Bay	Paris Pembroke Penetanguishene Perth Petawawa Peterborough Pickering Renfrew Richmond Hill Rockland Rockwood Russell Sarnia Sault Ste. Marie Scarborough Sharon Shelburne Simcoe Smith Falls Smithville Springwater St. Catharines St. Clements St. George St. Jacobs St. Thomas Stittsville Stoney Creek Stouffville Stratford Strathroy Sudbury Sutton Tecumseh Thornhill Thorold Thunder Bay Timmins Toronto Tottenham Uxbridge Vaughan Wasaga Beach Waterdown

	<p>Emburn Erin Etobicoke Fergus Fonthill Fort Erie Georgetown Gloucester Greely Grimsby</p>	<p>North York Oakville Orangeville Orillia Orleans Osgoode Oshawa Ottawa Owen Sound</p>	<p>Waterloo Welland West Carlton West Gwillimbury Whitby Windsor Woodbridge Woodstock</p>
British Columbia	<p>Abbotsford Anmore Belcarra Burnaby Campbell River Chilliwack Colwood Comox Coquitlam Courtenay Cranbrook Delta Duncan Esquimalt Gibsons Kamloops Kelowna Lake Country Langford Langley Maple Ridge</p>	<p>Metchosin Mission Nanaimo New Westminster North Vancouver Oak Bay Osoyoos Parksville Peachland/Summerland Penticton Pitt Meadows Port Coquitlam Port Moody Powell River Prince George Richmond Saanich Central Saanich East Saanich North Saanich West Salt Spring Island</p>	<p>Sechelt Sidney Sooke Squamish Sunshine Coast Surrey Vancouver Vernon Victoria Victoria West View Royal Westbank West Kelowna West Vancouver Whistler White Rock</p>
Alberta	<p>Airdrie Beaumont Calgary Chestermere Cochrane Edmonton Fort Saskatchewan</p>	<p>Grand Prairie Innisfail Leduc Lethbridge Lloydminster Okotoks Medicine Hat Red Deer</p>	<p>Spruce Grove Sherwood Park St Albert</p>
Saskatchewan	<p>Estevan Grand Coulee Lloydminster Martensville Moose Jaw</p>	<p>North Battleford Prince Albert Regina Saskatoon</p>	<p>Swift Current Warman Yorkton</p>
Manitoba	<p>Brandon Headingley Portage La Prairie</p>	<p>Selkirk St. Paul Steinbach</p>	<p>Thompson Winkler Winnipeg</p>

First National Home Equity Secured Mastercard®

Issued by Duo Bank of Canada

EXCALIBUR

TARGET CLIENT

This credit card may be appropriate for:

- Those who want to consolidate debt
- Homeowners that want to take on a home improvement project
- Self-employed clients that want to expand and grow their business
- Families that want to pay for their children's tuition and education

...and where the borrower wants access to additional funds.

ADVANTAGES

Allows borrower access to financing with lower interest rates than other unsecured credit cards by leveraging the equity in their home.

Borrowers with a First National or other Financial Institution mortgages that meet Duo Bank's underwriting and adjudication criteria are eligible for the product.

Loan Purpose Purchase/Refinance

Maximum LTV Maximum 80% LTV including registered mortgages with First National or other financial institutions

First National Home Equity Secured Mastercard portion cannot exceed 65% value of property

Maximum Credit Limit Minimum \$10,000
Maximum \$100,000

Debt Service Maximum TDS 50%

Annual Fee Account Setup Fee 2%
No Annual Fee

Borrower Qualifications Qualified on the limit with the interest rate that is the greater of the contract rate plus (+) 2% or the Bank of Canada benchmark rate amortized over 50 years

All applicants must be on title

Additional card for co-applicant where the co-applicant is also registered on title to the property

Appraisal Appraisals ordered from the First National approved appraisers list

Interest Rate FN Prime plus a variable rate based on LTV and credit score.

Payments Pre-authorized debit is required to cover minimum payments

Protection Mastercard Zero Liability Protection against unauthorized use

Title Insurance Title insurance is required

Property Type Primary owner-occupied residential property located in major urban centres with demonstrated ongoing resale demand.

Maximum 4 units with 1 owner occupied.

Minimum property size:

- 700 sq.ft. – single-family dwellings
- 500 sq.ft. – condominiums

Beacon and Credit History Minimum 580 beacon score

Derogatory credit history to be supported with a reasonable explanation

Bankruptcy – minimum 6 months past the discharge date

Only one major credit occurrence (bankruptcy, consumer proposal, orderly payments of debts, etc.)

Income Standard salaried income guidelines apply for all full-time employment.

Proof of 2 years business for self, confirmed by one of the following;

- Articles of Incorporation
- Valid Business License
- Last two years of HST/GST returns
- Commission sales letter or employment contract confirming commission arrangement

Proof of income requires;

- Borrower must provide a signed affidavit declaring the income used to qualify.
- In addition, the declared income must be supported by:
 - 6-months bank statements; and;
 - Sales order contracts, invoices or employment contract to confirm income generated

Available in Ontario only.

www.firstnational.ca/mastercard

VANCOUVER

1090 Homer Street
Suite 200
Vancouver, BC
V6B 2W9
800.567.8711

CALGARY

800- 5th Avenue SW
Suite 600
Calgary, AB
T2P 3T6
888.923.9194

TORONTO

100 University Ave
Suite 700
Toronto, ON
M5J 1V6
800.465.0039

MONTREAL

2000 Peel Street
Suite 200
Montreal, QC
H3A 2W5
888.499.1733

FIRST NATIONAL

FINANCIAL LP



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DUO-0121

Bruised Credit

EXCALIBUR

TARGET CLIENT

Ideal for clients with a life event that has caused their credit to be impaired

ADVANTAGES

Allows clients with impaired credit to obtain financing while they get their credit issues resolved.

Loan Purpose	Purchase/Refinance
Maximum LTV	80%
Maximum Loan Amount	\$1,500,000
Debt Service	Maximum GDS 50% Maximum TDS 50%
Amortization Term	30 years 1, 2 and 3 year fixed terms available
Borrower Qualifications	Qualification will be determined using the greater of the contract interest rate plus 2% or the Qualifying rate
Rate Guarantee	Purchase 120 days Refinance 90 days
Title Insurance	Title insurance is required
Payment Frequency	Weekly, bi-weekly, semi-monthly or monthly
Appraisal	Appraisals ordered from the First National approved appraisers list
Prepayment Options	15% + 15% + Double up
Early Payout	Greater of 3 months Interest or Interest Rate Differential (IRD)
Property Type	Primary owner-occupied residential property located in major urban centres with demonstrated ongoing resale demand. Maximum 5 properties including owner occupied Minimum property size: <ul style="list-style-type: none">• 700 sq.ft. – single-family dwellings• 500 sq.ft. – condominiums
Down Payment	Minimum 20% down payment from own resources Gifted funds also acceptable

Beacon and Credit History	Minimum 560 beacon score Derogatory credit history to be supported with a reasonable explanation Bankruptcy – minimum 6 months past the discharge date Only one major credit occurrence (bankruptcy, consumer proposal, orderly payments of debts, etc.)
Income	Standard salaried income guidelines apply for all full-time employment. Business for self requires: Proof of 2 years business for self, confirmed by one of the following: <ul style="list-style-type: none">• Articles of Incorporation• Valid Business License• Last two years of HST/GST returns• Commission sales letter or employment contract confirming commission arrangement Proof of income requires: <ul style="list-style-type: none">• Two most recent NOA's or• Borrower must provide a signed affidavit declaring the income used to qualify.• In addition, the declared income must be supported by:<ul style="list-style-type: none">○ 6-months bank statements; and;○ Sales order contracts, invoices or employment contract to confirm income generated

www.firstnational.ca

Provincial restrictions may apply.

Available in Ontario, British Columbia and the Prairies only.

VANCOUVER
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Suite 200
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MONTREAL
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H3A 2W5
888.499.1733

FIRST NATIONAL
FINANCIAL LP 

FSRA License Nos. 10514 & 11252
EBS-0609

Business for Self

EXCALIBUR

TARGET CLIENT

Ideal for self employed borrowers who have demonstrated the ability to operate their business responsibly.

ADVANTAGES

You can work with clients looking at high value properties - up to \$1,500,000 loan amount.

Loan Purpose	Purchase/Refinance
Maximum LTV	80%
Maximum Loan Amount	\$1,500,000
Debt Service	Maximum GDS 50% Maximum TDS 50%
Amortization Term	30 years 1, 2 and 3 year fixed terms available
Borrower Qualifications	Qualification will be determined using the greater of the contract interest rate plus 2% or the Qualifying rate
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Property Type	Primary owner occupied residential property located in major urban centres with demonstrated ongoing resale demand Maximum 5 properties including owner occupied Minimum property size: <ul style="list-style-type: none">• 700 sq.ft. – single-family dwellings• 500 sq.ft. – condominiums
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