

Craving Opportunity

Life Company Seeks to Increase Deal Volume

Investor Profile:

One of Canada's largest and most iconic life companies.

Canada ICI Mandate:

ICI's Asset Management Group strives to increase the visibility of deal flow across Canada. One goal was to become more competitive on deals requiring less conservative loan to value ratios.

Background:

As one of Canada's most prolific term lenders, this life company wanted to increase deal volume across all major asset classes and markets across Canada. As a strategic initiative, the company looked to partner with Canada ICI on structured financing solutions where ICI would fund B-Notes behind the primary financing or structured loan sharing agreements as one commercial loan offering to the client.

Canada ICI was also instrumental in collaborating to develop a commercial construction program which was a completely new product for the life company.

Investor Quote:

"Canada ICI is currently our firm's largest mortgage origination/servicing relationship in Canada, and this relationship has certainly assisted our in-house origination team in surpassing its annual volume objectives over the years.

Canada ICI has brought creative solutions such as B-Notes complementing our A-Note financing preference saving loan opportunities that would have otherwise been lost to the market.

The relationship developed over the years has generated a mutual trust and respect allowing the opportunity to share valuable market information and insights from a national perspective ... a competence which is very much appreciated in challenging times to assist in making prudent decisions."