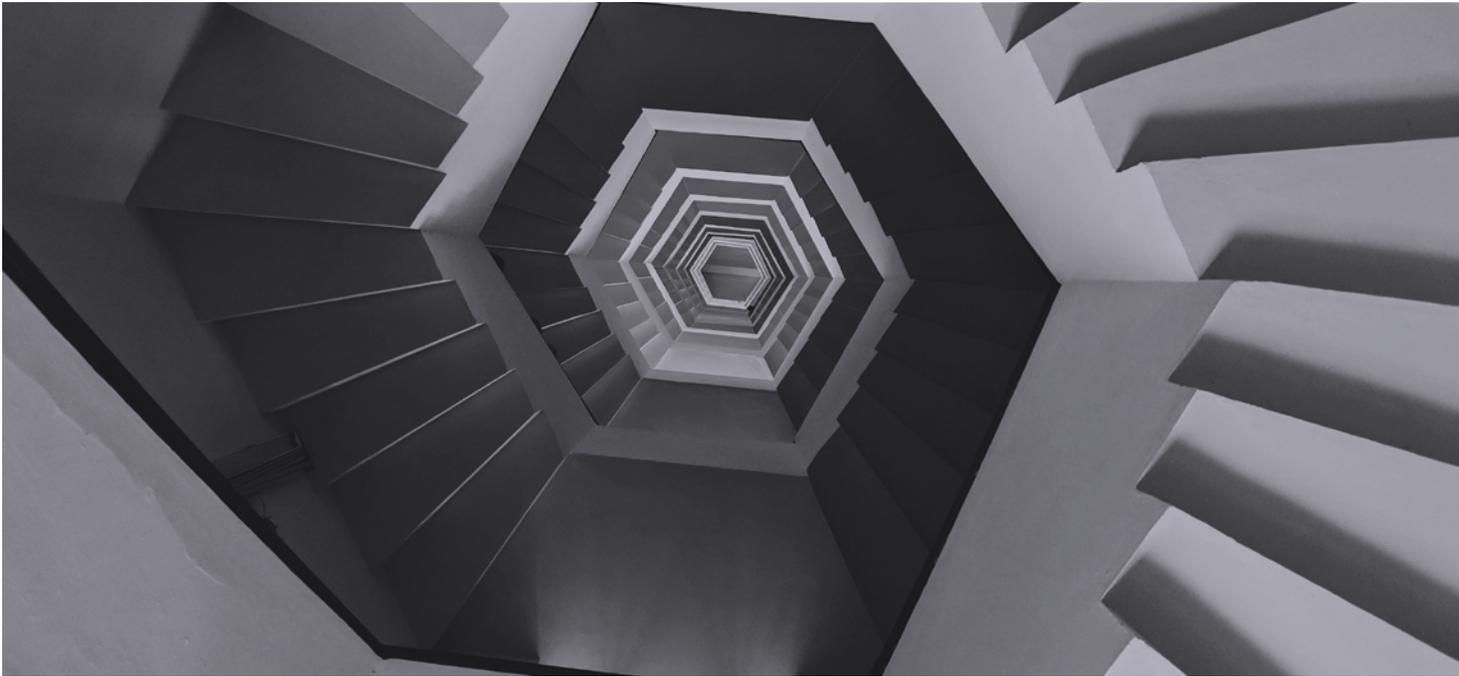




CMHC:

# Maximizing Your Opportunities





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## Not all options are the same

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We know that as a borrower, you are faced with a congested multi-family financing environment when trying to access CMHC's vast array of competitive products. Although the path to CMHC is via an approved lender or an approved correspondent, the outcomes of the CMHC process largely depends on who you choose as your consultant.

Understanding all your options and achieving the best possible solution comes from taking control of your application with the strongest advisor and running a competitive process. Our team of experienced advisors at Canada ICI have prepared a detailed guide to illustrate how we successfully navigate our clients for the best possible outcome on their CMHC applications.

- We are your CMHC advisor
- Strategies underpinned by data and volume
- We are a trusted partner as affirmed by our Approved Lender status with CMHC
- We put you in the driver seat
- Customized approach to obtaining the "best" outcome



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# How to maximize your position

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## Utilize a data-based strategy

First look at the data – the more volume of commercial real estate transactions, the better. When you have complete market-level information, you can make your investment decisions and choose the best funding structure. Most CMHC approved lenders tend to focus primarily on their own funds and ignore market alternatives.

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## Maintain your autonomy

CMHC timelines can span weeks or even months and your needs as a business will evolve. Ensure that you have complete autonomy on where your financing is placed; right up until your certificate of insurance is in hand and until a lender is chosen. Ensure you have the flexibility to select the most accretive lender in the marketplace versus one single source of funds. Any structure that takes you out of the driver seat should be looked at very closely. Chances are you can get the best possible outcome without giving up control.

## How to maximize your position

- Base your strategy on data
- Maintain your autonomy



# Why choose Canada ICI

Canada ICI is both an advisor and approved CMHC lender with a multi-billion-dollar mortgage asset management infrastructure. We are your advisor first and foremost by working together on the CMHC application, lender selection, and the funding of the loan. We're market-makers in the CMHC space, and we're aligned with you to obtain the best terms.

## Advisory First

Our DNA since 1993 is rooted in advisory. This is how we built and maintained our business for the last 30 years. Our advisory practice is complemented by our institutional serviced capital as an approved CMHC Lender. Optionality, transparency, and market-leading strategies underpin the toolkit of what we equip our clients with when tackling a CMHC application.

## National Perspective Backed by Data

By working with our advisory, you will benefit from our pan-Canadian platform that is supported by our regional-level data which is the foundation of our presentations to CMHC. We know the markets we operate in at a granular level and we use this data to support the applications we make to CMHC, which ultimately lead to positive outcomes for our clients. Having a real-time pulse on structure and pricing is the key to being in the driver seat – Canada ICI is best positioned in the market to do this.

## Optionality and Access

Although we have a similar offering to other CMHC lenders in the market, we differ in that we are not restricted to a single source of CMHC products. When you choose to make your CMHC application with the guidance of our Canada ICI advisors, you will have more options. We are not only well-versed in CMHC's mortgage loan insurance products (including both the Standard and Select programs), but are experienced in a consulting capacity with the full suite of programs available through the Federal Government including the Rental Construction Financing Initiative (RCFI), Seed Funding and the National Housing Co-Investment Fund.

When it comes to choosing an appropriate lender, Canada ICI has access to a dozen groups over and above our internal CMHC funds, which provide you with market-leading insights to which lenders are most competitive when you need to fund a loan. You want to have autonomy and control to choose the best lender once CMHC approval occurs. Having access and running a competitive process allows you to do just that.

## Why choose Canada ICI

- **Advisory first:** focused on achieving the best possible outcome
- **National perspective and volume of data:** removes the bias
- **Optionality and access:** maximizes your autonomy



# Why Trust Canada ICI

## Efficiency

After funding \$2.5B of CMHC-insured loans in 2021 and numerous MLI Select applications in 2022, Canada ICI experts are well-versed in the CMHC process and the documents required for a successful application. This experience allows us to provide the most comprehensive submission packages to help navigate through the CMHC queue more efficiently than others who don't have the benefit of our volume of work.

## Approved Lender

Canada ICI undertook to obtain our approved lender status with CMHC in 2021. This designation is held by some of the country's most prominent and durable lending institutions in the market. We did this in an effort to bring different CMHC products to the market on behalf of our institutional investor clients, and also to affirm our deep-rooted relationship with CMHC.

- **Efficient:**  
Easily navigate CMHC process
- **Approved lender:**  
Credible partner



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# Our Approach

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One thing that we've learned over our 30 years is that a single CMHC product can't be everything to everyone – Canada ICI provides its clients with complete visibility on the “best” financing in the marketplace. The definition of “best” breaks down into the following:

- 1 Pricing/Fees
- 2 Duration
- 3 Forward fix-interest rate hedges
- 4 Escrow funding
- 5 Rate-lock flexibilities
- 6 Commitment approval timelines
- 7 Funding timelines

The market for long-term CMHC money is very dynamic. It's imperative to have autonomy, flexibility, and transparency on where the market is at any given time.

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# The Steps

01

Our Canada ICI advisors work with you on an appropriately structured loan strategy

02

Once a suitable CMHC product is chosen, we work together to build out a robust application directly with CMHC as an approved Lender

03

Certificate of Insurance (COI) obtained.

04

After CMHC approval, we receive quotes from the lending market and choose the most suitable lender(s) for the project.

05

We provide seamless funding and ongoing loan management

06

Manage the renewal and ensure competitive pricing from incumbent lender. Opportunity to assign COI if not competitive.

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# Moving forward

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Our goal is to ensure you get the most optimal loan structure with CMHC and that you get the best available financing at the time of the issuance of the COI.

Decide if flexibility is important to you. If it is, you need to run an unbiased, competitive process for your financing application. Let your Canada ICI advisor guide you through the steps.

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# We're ready to take you where you want to go.

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Some lenders don't have a pulse on the market and that can be costly. Canada ICI has the knowledge, data, and expertise to get you the best possible terms. We're here to advise you first. We'll walk you through a competitive process for your financing so you can feel confident at the end of the day you received the very best outcome for your unique situation.

Canada's most active multi-family developers and landlords have leveraged Canada ICI's infrastructure and approach to their advantage in order to secure the **most accretive** financing in the marketplace. If you're ready to go, we're ready to help.

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**Disclaimer:** Using the terms "advise", "advisor" and/or "advisory" Canada ICI signifies the action or verb of providing a service based on experience and is not referencing a specific title or industry authority.