

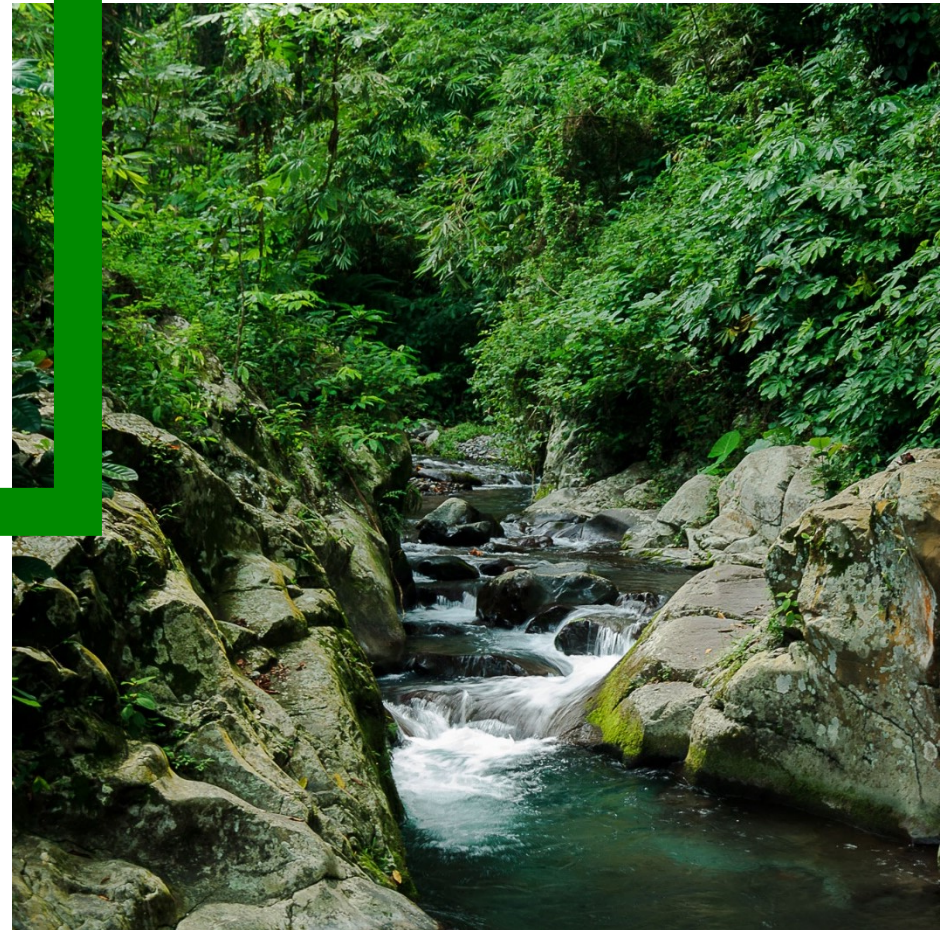


# Financing Options on First Nations Land

Discussion on Land Code

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# Introduction



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# History



TD has long championed the economic success and self-sufficiency of Indigenous Peoples and communities by taking a comprehensive and creative approach to provide solutions to meet their unique and sometimes complex banking needs.

The Indigenous Banking Group is led by Doris Bear, VP, Indigenous Banking Group who oversees a national team of regional managers who are highly engaged members in Indigenous communities, locally and regionally.

- Work closely with all our internal partners to provide a comprehensive approach to service clients from the Indigenous community;
- Committed to engaging in meaningful and respectful consultations and cultivating strong relationships while serving each community's economic development and wealth accumulation needs;
- Provide support and coaching to TD employees on Indigenous Peoples and financial needs.
- We also pride ourselves on serving remote and rural communities, which are often underserved by the financial services sector.

At TD, we recognize there is more work to be done on our collective journey towards Truth and Reconciliation. That's why, we're applying our business, people and philanthropy to help create a more inclusive and sustainable tomorrow for Indigenous Peoples across Canada. We believe this is a key step forward on our journey towards Truth and Reconciliation.

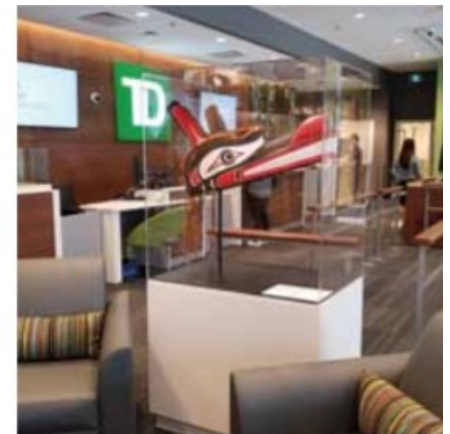
# Our Commitment



TD proudly banks many Indigenous Peoples, businesses and communities across Canada. Our goal is to be the bank of choice for families, business and communities from all diverse backgrounds. We are being innovative and flexible in tailoring our services around the diverse needs of Indigenous Peoples and communities. TD is working hard to earn the trust and confidence of Indigenous Peoples from coast to coast.

We appreciate the opportunity to share and demonstrate our capacity and desire to serve your needs. Our 'TD and Indigenous Communities in Canada' report further demonstrates our wider commitment to the Indigenous market.

<https://www.td.com/corporate-responsibility/indigenous/index.jsp>



# Land Code



- TD understands each land code is unique
- Financing options for communities and individuals are tailored solutions
- A First Nation may enter into a mortgage of lease in accordance with their land code for residential or commercial development
- Head Lease and Sub Lease required where applicable
- Offer maximum potential for economic development



# Land Code Considerations



- Land codes are unique and custom to the needs of each community
- Evolving process, revisit and update as community needs progress
- Factors to consider when reviewing land codes:
  - Any restrictions: example members only financing; age restrictions
  - Length of leasing terms, new forms of 125 year terms to enable remainder 99 years of term in event of sale of sublease
  - Terms of leases - Amortization required to match/less than lease terms (month to month not available)

# Process



Connect with one of our Regional Manager Indigenous Banking to open the conversation

Programs and facilities are accommodated through our Commercial Banking Centres

Engage in discussions early factoring in timing for the credit application process, financing package compilation and preparation as well as signing of other related documents.

# Final Thoughts



- TD has experience with leased land lending to First Nations and individuals
- As with all programs and facilities, we welcome discussions to explore new approaches or solutions to your needs.
- Banking is a fast-evolving environment, improvements to programs and delivery will be made possible with open dialogue and ongoing relationships
- Commercial financing is facilitated through our Centres of Excellence Commercial banking Centres
- Designated Commercial banking centres work closely with our Regional Managers Indigenous banking to deliver on all banking relationships



# Indigenous Banking Group



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# Home Financing Options



## First Nation Home Loan Program

Single family dwelling facility in conjunction with community banking relationship

## CMHC Insured Ministerial Guarantee (Previously known as Section 10)

Single family dwelling or mutli unit residential buildings to individuals or First Nation – requires CMHC insurance, BCR (band council resolution) and MLG (ministerial loan guarantee)

## On Reserve Non-Profit Housing Program (Section 95)

Non profit rental housing solution for First Nation Governments – requires CMHC Insurance, BCR and MLG

(not an exhaustive list, please connect with your Regional Manager Indigenous Bank to discuss further)