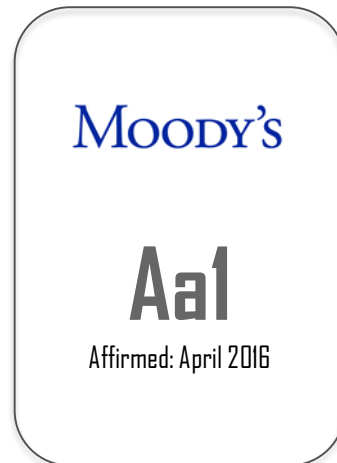


ATB Financial

- Established in 1938, ATB is a Crown Corporation wholly-owned by the Government of Alberta
- Independent Board of Directors
- \$47.9 billion asset value, full-service financial institution headquartered in Edmonton, Alberta⁽¹⁾
- Over 5,200 employees
- Comprised of four primary business units:



As of January 2017

ATB's Primary Business Units

ATB *Corporate
Financial Services™*

ATB *Business &
Agriculture™*



ATB *Financial™*

ATB *Investor Services™*

The oldest and single largest financial institution in Alberta

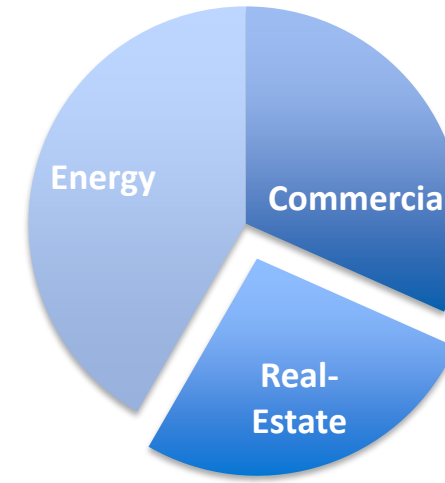
ATB's CFS Real Estate Group

Broad Financing Solutions

- Real Estate financing for both urban and rural properties throughout Alberta:
 - Retail
 - Industrial
 - Multi-residential
 - Home Builders
 - Land Development
 - Hotels
 - Senior's Housing

- Products and Services
 - Construction Financing
 - Land Development Financing
 - Mortgage Refinancing

ATB Portfolio



On a Total Portfolio basis, CFS Real Estate manages over \$6.1 billion of authorized facilities (as at December 2016)

ATB's Real Estate Group provides financing solutions designed to support customers, with terms based on each specific client, project and market

ATB's CFS Real Estate Group

<p>Experienced Team:</p>	<ul style="list-style-type: none"> • Dedicated Real Estate team of professionals with proven Alberta track record of origination, service and execution • 7 Directors (3 Calgary, 4 Edmonton) with over 100 years of combined banking experience • 11 Associate Directors and 5 Credit Officers • Good relationships with highly regarded consultants in the industry (Project Monitors, Appraisers, Solicitors, General Contractors and Environmental & Insurance Consultants) • Comprehensive understanding of the Alberta marketplace
<p>Differentiation:</p>	<ul style="list-style-type: none"> • Local market expertise • Responsive and knowledgeable • Local relationship team and approval process

ATB's has an experienced team of professionals in its Real Estate Group who have local market expertise

Financing Case Study

Construction & Take-Out

- **Location:** Leduc
- **Loan Type:** First mortgage
- **Property Type:** Industrial
- **Purpose:** Construction & Takeout
- **Size:** 200,000 sq. ft.
- **Total Loan Amount:** \$18,000,000
- **LTC:** 65% increasing to 80%
- **Term:** 7 years
- **Rate:** 3.21% interest rate SWAP

- **Challenge 1:** *Single Tenant Building*
- **Challenge 2:** *Land lease*

