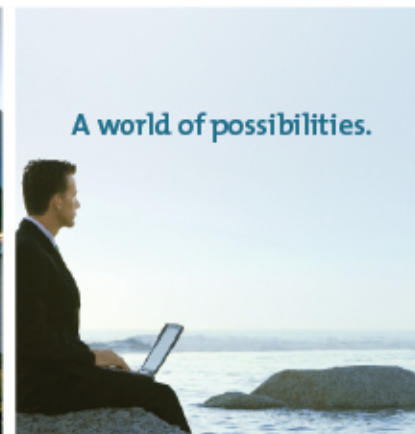
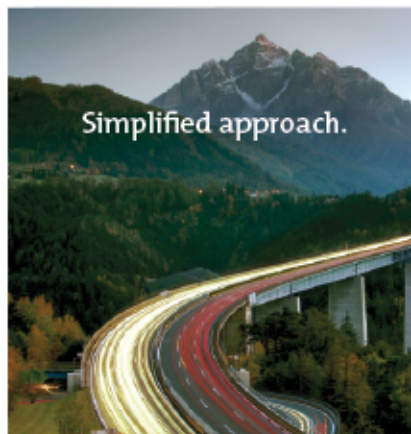


# Third-Party Business Solutions



Team presentation

FOR INVESTMENT SPECIALISTS ONLY

# Third-Party Business Solutions



A handwritten signature in black ink, appearing to read 'M. Gagnon', positioned to the right of the portrait.

**Martin Gagnon**  
Senior Vice-President  
Third-Party Business Solutions

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**“Small enough to care, big enough to deliver.”**

# Our vision

The **Third-Party Business Solutions** team's objective is to be recognized for the singularity of its offer, unparalleled in the financial sector, and for the excellence of its service.

We would like to be known all over Canada as the preeminent team in the financial sector, thanks to integrated thinking and a simplified approach, offering a world of possibilities.

# Unique value proposition

**Integrated thinking.** Simplified approach. A world of possibilities.

Our large team, comprised of different specialized entities, focuses on excellence, client satisfaction, and transparency. Our approach consists in supporting you in your business, steering you to the best resources based on your needs and business model, and offering you personalized service.

# Unique value proposition

Integrated thinking. Simplified approach. A world of possibilities.

One of our priorities is to offer you unparalleled service to help you streamline your activities and free up your time so you can pursue what matters most to you: advising your clients. To assist you, we provide tools and an experienced sales support team. Our diverse offering will simplify your work as will the tools and solutions that are conveniently grouped together.

# Unique value proposition

Integrated thinking. Simplified approach. A world of possibilities.

Our team also provides one of the most complete products and services offer in the industry. From the leading provider of securities services in Canada to a wide range of investment solutions, structured products and financing and banking products, you are sure to find a solution that meets the specific needs of your clients and fits your business model.

# Benefits for you and your clients

## Benefits for you

- > Increase your sales.
- > Save time.
- > Become the single reference point for your clients.
- > Get personalized attention, thanks to our deep knowledge of advisors needs and environment.

## Benefits for your clients

- > A single reference point for all their financial needs, from financing to investing.
- > Access to one of the most complete range of financial products in the industry.

# Business model



## Unique Value Proposition:

Integrated thinking.  
Simplified approach.  
A world of possibilities.

## WE LEVERAGE THE NATIONAL BANK'S EXPERTISE AND CAPACITY

Structured Products	Investments	Financing	Brokerage
<ul style="list-style-type: none"> <li>• Deposit notes</li> <li>• Custom notes</li> <li>• Variable-yield GICs</li> <li>• Closed-end funds</li> <li>• Monetizations</li> <li>• Etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Mutual funds</li> <li>• Third-party fund portfolios</li> <li>• Specialized funds</li> <li>• Fixed-rate GICs</li> <li>• Etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Lines of credit</li> <li>• Mortgage products</li> <li>• Personal loans</li> <li>• RRSP and investment loans</li> <li>• Etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Transactional services</li> <li>• Administrative support</li> <li>• Value-added services (research, syndication, etc.)</li> <li>• Managed account solutions</li> <li>• Etc.</li> </ul>



Thank you!