

Case Study: FNFA - C\$163 million June 2028 Re-Opening



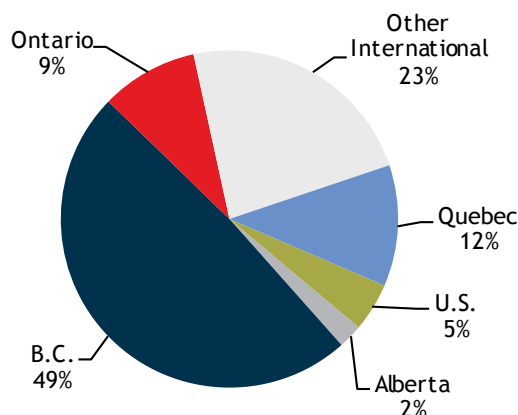
Summary Terms

Pricing date:	October 24, 2019
Settlement date:	October 31, 2019 (T+5)
Deal Size:	C\$163 million
Total Outstanding Now:	C\$427 million
Maturity:	June 1, 2028 (Re-Opening)
Coupon:	3.05%
Term:	9 Year
Rating:	Moody's: A2 S&P: A+
Canada Benchmark:	2.00% June 2028
Re-Offer Spread:	+83.5 bps
Spread vs. Ontario:	+17.0 bps
Issue Price / Yield:	C\$103.98 / 1.504%
Distribution Format:	Underwritten, firm bonds
Lead:	National Bank Financial Inc.

Highlights

- Marked FNFA's 6th financing in the debt capital markets
 - Largest transaction to-date for FNFA
- Follows some recent marketing by FNFA in Toronto and New York
- Re-opening of existing bond helped build up size outstanding to enhance future liquidity in the secondary market
- Capital markets program continues to see growth and traction with investors - Good investor participation in Canada and internationally
 - NBF had to turn away additional demand for the deal due to investor interest exceeding our allocation of bonds
 - NBF had 11 buyers on the deal
- Tightest ever pricing relative to Ontario (+17.0 bps)
 - June 2014: ONT+37 bps, July 2015: ONT+50 bps, June 2016: ONT+58 bps, Oct. 2017: ONT+31 bps, Sept. 2018: ONT+25 bps
- Best performing municipal credit over the last year
 - Now trading very close to "AA/AAA" rated municipal credits

NBF's Sales Distribution by Geography



NBF's Sales Distribution by Buyer Type

