

FNFA DIFFERENT FINANCING REQUESTS

CORPORATE
PARTNERSHIPS
TRIBAL COUNCILS
FN PARTNERSHIPS

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FNFA
Financing your future.

FNFA FINANCING DIFFERENT REQUESTS

This past year has seen FNFA experience different types of new loan requests from various sources. These requests can significantly impact FN positively or negatively. FNFA has been approached by the following entities;

- FN's and Tribal Councils looking to form partnerships on a variety of projects.
- Corporate Entities looking to sell parts of existing business operations and/or looking for opportunities to partner with FN's on elements of acquiring existing business or creating new businesses together.
- Consultants trying to understand FNFA process.
- Governments trying to understand FNFA process.



WHY IS FNFA EXPERIENCING THESE DIFFERENT REQUESTS

- 🌀 FNFA success is becoming more visible.
- 🌀 Approximately \$1.3 billion in loans in 6.5 years.
- 🌀 FNFA low costs of financing and low interest rates.
- 🌀 Leveragability, 20-30 year amortizations on average.
- 🌀 FNFA owned and operated by FN for FN!
- 🌀 Variety of projects funded.



WHY IS FNFA EXPERIENCING THESE DIFFERENT REQUESTS



- Reconciliation recognized by Governments and also by Corporate Canada doing business in traditional territories.
- Governments, Investors recognizing FN communities are underdeveloped opportunities.
- Our Clients successes are attracting all kinds of interest for FNFA. i.e. other FN's, Provincial / Federal Governments, Corporate Canada and Internationally.
- FN sharing risk as opportunities impact shared traditional territories.
- Clearwater project created attention to all groups previously mentioned.

COMMON QUESTIONS FNFA ASKED DURING REVIEW OF VARIOUS BUSINESS PROJECTS

FNFA USUAL FN ASSESSMENT

- Are FN's scheduled?
- Does FN have FPC?
- Are FN 's FNFA Borrowing Member
- What is financing request for?
- What type of financing is requested?
- Other financing involved?
- How will financing be secured

WHAT IS THE BUSINESS MODEL?

- Ownership structure?
- What Product / Service is it?
- What type of Industry?
- Is Industry Regional, National or International?
- Is Industry stable?
- What are benefits to FN's involved?

UNDERSTANDING THE REVENUE / PROFITABILITY

- Is there a realistic business plan?
- Realistic Financial Projections?
- Total costs? Are these substantiated?
- What are the long term revenues?
- Are there long term contracts in place for revenue streams?

MITIGATING RISK

- What are the possible interruptions to revenues?
- Capacity of existing or new management?
- Appraisals for existing acquisitions?
- Appraisals for asset acquisitions?
- Expansion plans?
- Proper insurances?
- Expense or Expansion clauses?

CLEARWATER SUCCESS WITH FNFA

Why was Clearwater successful in accessing FNFA funding?



- All FN's involved became FNFA borrowing members and were able to spread risk amongst themselves.
- FN's leadership, staff and their professionals had required skills to execute transaction which allowed them to seize significant business opportunity.
- FN's provided a clear, concise, professionally done proposal for all stakeholders involved to make informed decisions.

CLEARWATER SUCCESS WITH FNFA

- FN's partnered with internationally established business partners (Premium Brands) and acquired reputable international business (Clearwater) while securing significant fishing license as assets.
- FNFA able to utilize established revenues from fishing contracts with established company (Clearwater). These revenues are allowed under FNFA mandate.
- FNFA able to intercept guaranteed revenues from Clearwater who leased Fishing License acquired by 7 FN's. This is a long term lease.



FNFA & FN's FUTURE OPPORTUNITIES

- 🌀 FNFA will continue to listen to all inquiries in order to assist FN develop to their full potential.
- 🌀 FN's now have another level of financing available to them through the FNFA. Infrastructure development and Economic development projects are very much intertwined in quite a few of these initiatives.
- 🌀 The success of FNFA FN's will continue to be invaluable in order to allow continued access to the capital markets. Their financial strength must remain and/or improve for the continued success of FNFA.
- 🌀 FNFA has a significant role to play in assisting FN's assess and/or acquire opportunities in order to improve FN quality of life throughout Canada.
- 🌀 We are proud to contribute to the our client's success across Canada.

THANK YOU FOR YOUR TIME



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