

SCHEDULE A

2019 COMPENSATION

Eligible properties ¹

- Single-family dwellings, semi-detached dwellings, townhouses, condominiums and secondary residences;
- Residential and multiplex rental properties with eight rental units or fewer that meet the following criteria:
 - Owner-occupied or rental;
 - Holding a maximum of 12 rental units financed by Desjardins;
 - Property with respect to which more than 75% of income comes from residential use or would come from residential use if the entire property was rented out and did not offer related services (e.g. senior's residence offering meal or housekeeping services);
 - Total residential property commitments financed by Desjardins of \$1.25 million or less.
- **Non-Eligible Financing/Property:** ²
 - Land (personal loans)
 - Mobile homes on leased land
 - Commercial loans
 - Subrogated loans (switches)
 - Assumptions
 - Condo hotels

Base compensation³⁻⁴

Term	Commission
12 to 23 months closed	0.30%
24 to 35 months closed	0.60%
36 to 47 months closed	0.70%
48 to 59 months closed	1.10%
60 months or more (fixed, variable or 5-in-1)	1.10%
Versatile Line of Credit ⁵	Linked loans: Above percentages apply according to the selected term. Line of credit: 1.10% of the amount drawn on the line of credit at closing. ⁶

¹ All mortgage loan applications must be submitted exclusively to Desjardins Mortgage Financing Services.

² Financing for non-eligible property types available only at the branch/caisse. Please inform the borrower. **No representation from the broker to the branch/caisse. No compensation is payable for mortgage loan applications submitted to a branch/caisse.**

³ When refinancing properties already financed by Desjardins, the above commission percentages apply only to new money advanced.

⁴ Compensation based on disbursed amount.

⁵ When a Versatile Line of Credit comprises linked loans and a line of credit, compensation is calculated using a weighted rate. For each linked loan and line of credit, the applicable compensation rates are calculated based on the selected term in proportion to the total financing amount. Each compensation rate is then added to obtain the weighted rate. (See the calculation example on page 2.)

⁶ If the client pays back the line of credit portion of the Versatile Line of Credit (VLOC) in full within 180 days after disbursement, and the VLOC was not converted to a linked loan, a clawback of 100% of the commission paid on the line of credit portion will occur. Desjardins may offset this amount due against future payable commissions.

Example of base compensation calculation – Versatile Line of Credit

	Linked loan 1	Linked loan 2	Line of credit	Total financing
Amount	\$100,000	\$50,000	\$100,000	\$250,000
Term	36 months	48 months	N/A	
Weighted rate calculation				
Compensation rate x	0.70%	1.10%	1.10%	
Compensation rate in proportion to total financing amount =	40%	20%	40%	100%
Weighted commission rate	0.28%	0.22%	0.44%	0.28% + 0.22% + 0.44% = 0.94% Compensation rate on payment slip
Example of compensation based on the total amount of financing disbursed				
Linked loans disbursed				\$150,000
Amount expected to be drawn on the line of credit				\$20,000
Total disbursed amount used in the compensation calculation				\$170,000
Total compensation				0.94% x \$170,000 = \$1,598

Special Interest Rate Promotions

Desjardins reserves the right to offer borrowers special interest rates under certain conditions in exchange for a lower mortgage broker commission. These offers will be described in the rate bulletin sent periodically to brokers. Brokers are responsible for reading the bulletin and staying up-to-date.

Products eligible for special rates may change without notice.

Brokers may at no time publicize the rate discounts available.

To obtain a special interest rate, brokers must indicate the option of their choice in the “Lender Notes” section of the Expert mortgage application. If no option is selected, Mortgage Financing Services will apply the interest rate published in the rate bulletin in effect at the time the application is submitted and will apply the corresponding commission.

Effective date

This compensation scale will take effect January 1, 2018, and will apply to all mortgage applications created in the Desjardins Mortgage Financing Application (MFA) on or after that date.

Interim measures for 2017 mortgage applications

- Efficiency bonus:

The efficiency bonus rules will continue to apply to mortgage applications created in the MFA in 2017 and disbursed thereafter. The bonus rate will be calculated based on the financing disbursed in the 12 months preceding December 31, 2017.

- Commission modifiers:

The commission modifier rules in effect as at December 31, 2017, will continue to apply to mortgage applications created in the MFA in 2017.