



Transcript: From passion to success.

[♪ Music plays. ♪]

[The video opens with a scene inside the daycare, followed by Ms. Bahareh Maleki and Mr. Abdolreza Vasseghi facing the camera and introducing themselves. The text “Every business has its story. So does every financing.” then appears, accompanied by the daycare’s logo and the Laurentian Bank logo. The sequence alternates between shots of the daycare, scenes showing Ms. Maleki walking through the facility, and moments where both speak directly to the camera.]

Bahareh Maleki: My name is Bahareh Maleki. My husband is Abdolreza Vasseghi. We both are owners of the daycare *L'univers en moi*. We have eighty children, *poupons* till 5 years old. Well, it was my passion. I really wanted a daycare for the past like 7, 8 years. All my family are teachers, educators, or they have daycares. I really wanted to have one myself.

Abdolreza Vasseghi: When we wanted to come into this business, we realized that there are not many banks that do daycares.

Bahareh Maleki: The previous owner worked with Laurentian Bank.

Abdolreza Vasseghi: And when we started talking to Laurentian, we immediately realized that they know something that nobody else knows.

[The video then highlights Mr. Hamza Oueslati, Senior Account Manager at Laurentian Bank, speaking directly to the camera. The sequence alternates between his remarks and shots of the daycare, showing Ms. Maleki and Mr. Vasseghi working or chatting inside their facility.]

Hamza Oueslati: At Laurentian Bank, we have an expertise in daycare financing. I, myself, have been doing it for several years now. Mr. Vasseghi and Mrs. Maleki, they were very experienced in managing other businesses, but they didn’t have any experience in managing daycares. So, I went there with an Excel sheet and all the information.

Abdolreza Vasseghi: Our Account Manager, he came to our house well prepared because at some stage we felt that, you know, we may not be able to fulfill all the requirements, but he was reassuring us that no, you have everything that we can start the business with.

Hamza Oueslati: Me and my whole team are always getting updated information on the market. We know the business and for the first time someone actually made them feel comfortable with what the daycare could provide.

Abdolreza Vasseghi: The numbers that they showed us, now we can see it was perfect.

Bahareh Maleki: Better than the accountant, I can say [Laughs].

Abdolreza Vasseghi: Yeah.

Bahareh Maleki: Well, we bought the daycare in February 2025. Actually, it was on Valentine's Day [Laughs].

Abdolreza Vasseghi: And obviously, we are now thinking seriously to buy the second one.

Bahareh Maleki: Yeah. And definitely with Laurentian Bank.

[The video concludes with the sentence “From passion to success.” followed by the Laurentian Bank logo.]

[♪ Music ends. ♪]