



Private Bank Lending

Tailored Liquidity Solutions

STIFEL

STIFEL BANK & TRUST

Private Bank Lending

Overview

Private Bank Lending provides tailored liquidity solutions to help clients reach their financial goals.

Our Clients

- Ultra-High Net Worth Individuals, Family Offices, and Entrepreneurs (and their respective investment and wealth planning vehicles)
- Key clients of our Wealth Management and/or Investment Bank divisions

Our Team

- Solution-driven team with exclusive mandate to structure loans for our specific client segment
- Dedicated, relationship-focused team primed to understand client's particular objectives, structure custom solutions, and provide continued support throughout the entire loan life-cycle

Our Value Proposition

- Provide tailored liquidity solutions to help our clients utilize their personal balance sheets to unlock liquidity:
 - » Beyond cash flows from distributions or sales of existing assets;
 - » Without disrupting investment portfolios, diluting ownership, or triggering capital gains taxes upfront;
 - » While retaining future upside of collateral assets and value creation potential.

Our Solutions

- Each loan is unique and tailored to the specific needs of the client, making our product a differentiated and value-added offering
- **Tailored Structures:** \$5+ million loan amounts; term loan or revolving credit facility; demand or committed; maturity profiles of up to 5 years (with the ability to be renewed); secured or unsecured; etc.
- **Collateral:** May include multiple forms of collateral, including: public securities, private investments, physical assets, or a combination therefore, among others

Our Approach

- Relationship-driven approach, with lending as a strategic service to our clients (not a commoditized, "off-the-shelf" product offering)
- Collaborative approach working with Financial Advisors, and leveraging product and industry experts across Stifel
- Holistic approach to clients' personal financial profile

Bespoke Solutions to Support a Wide Range of Needs and Uses

Clients use our liquidity solutions to capitalize on financial opportunities as they arise, invest in real estate and businesses, reinvest to diversify wealth, facilitate estate planning objectives, purchase alternative investments and fund capital commitments, purchase lifestyle assets, meet philanthropic commitments, bridge timing of cash flows, and issuing letters of credit, among other diverse uses.



Term:
364-day to 5-year
commitments;
demand loan



Loan Size:
\$5,000,000+



Borrowers:
Individuals,
Trusts, LLCs,
Partnerships,
Corporations



Facility Types:
Revolver, Term,
Letter of Credit

Private Bank Lending

Collateral

Private Bank Lending has structured loans with the following assets as collateral:

Public Securities:

- U.S. and International Securities
- Concentrated Stock
- Restricted Stock
- Real Estate Investment Trust (REIT) Operating Units
- Fixed Income
- Structured Notes
- More

Private Investment Assets:

- Hedge Fund LP Interests
- Private Equity Fund LP Interests
- Private Credit Fund LP Interests
- Exchange Funds
- More

Physical Assets:

- Non-Traditional Commercial Real Estate
- Residential Real Estate (non-consumer)
- Luxury Assets (Yachts, Jets)
- More

Other:

- Private Stock
- Life Insurance Policies
- General Partner Capital Call Facilities (Collateral varies)
- More



Stifel's Banks – Personal and Corporate Banking Services

Stifel became a bank holding company in 2007 with the acquisition of Stifel Bank & Trust. As a Broker-Dealer affiliated Bank, Stifel Bank & Trust works differently than most community or commercial banks. We help clients primarily through a broader Stifel relationship, collaborating with Financial Advisors, Investment Banking, and other Firm colleagues. Together we are able to accommodate our clients' wide-ranging needs with innovative banking solutions. We offer securities-based lending, commercial and residential real estate lending, and treasury management services. Stifel Bank has a specialized team focused on Venture & Fund Banking and Sponsor Finance to serve the innovation community and their private equity sponsors. Stifel now holds several bank and trust charters with combined assets of approximately \$30 billion, as of December 31, 2023.

- Venture Banking & Lending provides early stage financing and treasury management services to venture capital-sponsored companies (Series A through Growth Stage).
- Fund Banking originates subscription lines of credit to closed-end funds across all asset classes (private equity, venture capital, credit, real estate, secondaries, etc.)
- Sponsor Finance offers senior cash flow loans to support the buyout of middle-market companies of private equity sponsors.
- Private Bank Lending structures custom liquidity solutions to address complex requests to entrepreneurs, corporate executives, family offices, sponsor funds, and other investors.

Stifel Financial Corp.

Stifel Financial Corp. (NYSE: SF) is the parent company of Stifel Bank and several other wholly owned subsidiaries. The firm has approximately 9,000 associates in more than 400 offices across the U.S., Canada, and Europe. Since 2005, the firm has executed more than 30 acquisitions, retaining leadership and key associates, and achieved 26 consecutive years of record net revenue.

The firm's primary broker-dealer subsidiary, Stifel, Nicolaus & Company, Incorporated ("Stifel"), is a premier wealth management and investment banking firm founded in 1890. Stifel serves clients through approximately 2,400 financial advisors, making it the nation's seventh largest full-service investment firm in terms of number of financial advisors. Stifel also has more than 600 investment banking professionals and was named Investment Bank of the Year five of the last 10 years by Mergers & Acquisitions magazine, and 2023 U.S. Mid-Market Equity House of the Year by Thomson Reuters' International Financing Review. Stifel and affiliate Keefe, Bruyette & Woods (KBW) comprise one of the industry's largest equity research platforms with more than 2,000 global stocks under coverage.

Our subsidiaries also include:

Stifel Independent Advisors, LLC – Our independent contractor broker-dealer

Keefe, Bruyette & Woods, Inc. – A full-service boutique investment bank and broker-dealer specializing in the financial services sector

Miller Buckfire – A specialized investment bank providing strategic corporate restructuring and recapitalization services

Eaton Partners – A leading global fund placement agent and advisor to private equity, private credit, real estate, real assets, and hedge funds

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Contact the Team

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Stifel's banking and lending services are provided by Stifel Bank, Member FDIC, and Stifel Bank & Trust, Member FDIC, Equal Housing Lender, NMLS# 375103 (collectively, "Stifel Banks"). Trust and fiduciary services are provided by Stifel Trust Company, N.A., Member FDIC, and Stifel Trust Company Delaware, N.A., Member FDIC (collectively, "Stifel Trust Companies"). Stifel Banks and Stifel Trust Companies are affiliated with Stifel, Nicolaus & Company, Incorporated, Member SIPC & NYSE, each a wholly owned subsidiary of Stifel Financial Corp. Unless otherwise specified, references to "Stifel" may mean Stifel Financial Corp. and/or any of its subsidiaries. **Unless otherwise specified, products purchased from or held by Stifel, Stifel Banks, and/or Stifel Trust Companies are not deposits or other obligations of Stifel, Stifel Banks, or Stifel Trust Companies, are not guaranteed by Stifel, Stifel Banks, and/or Stifel Trust Companies, and are subject to investment risks, including possible loss of the principal invested.** None of Stifel, Stifel Banks, or Stifel Trust Companies provide legal or tax advice.

Residential mortgage lending services for clients of Stifel, Nicolaus & Company, Incorporated are performed exclusively by Stifel Bank & Trust. The financial advisors of Stifel, Nicolaus & Company, Incorporated do not offer mortgage loans, provide mortgage loan information, or accept residential mortgage loan applications. Stifel, Nicolaus & Company, Incorporated may compensate your Financial Advisor in connection with the origination of any mortgage loan, where permissible by law.

Understanding the potential risks of a Stifel Pledged Asset (SPA) Line of Credit

Speak with your Financial Advisor about your risk tolerance level, market fluctuations, and specifically the potential risks associated with a Stifel SPA Line of Credit.

Securities-based lines of credit involve risk and are not appropriate for all borrowers. The SPA Line of Credit is a full recourse, demand loan using the assets in a brokerage account as collateral and can be called at any time. An increase in interest rates will affect the overall cost of borrowing. The return on your securities must be higher than your financing cost in order for you to generate a positive return in your securities account. The market value of your securities may decline, which may result in the value of that collateral no longer covering the outstanding loan amount. In either event, the borrower may be required to post additional collateral and/or repay part or all of any outstanding loan, and Stifel Bank & Trust may call the loan and sell or force the sale of the assets in the collateral account, or any other collateral, without contacting the borrower. The borrower can lose more assets than the borrower is required to deposit in the collateral account. The borrower is responsible for satisfying any amount not covered by the collateral.

Stifel Bank & Trust can increase its collateral maintenance requirements at any time. Stifel Bank & Trust may, in its sole and absolute discretion, demand full or partial payment of the SPA Line of Credit at any time, without notice to cover the loan balance and any interest. The borrower is not entitled to an extension of time to meet a collateral maintenance call.

If pledged securities need to be sold, they may be sold without notice, the borrower may not be offered a chance to deposit cash or additional collateral, and the borrower may not be able to pick which securities will be sold, which can interrupt the borrower's long-term investment strategy. If pledged securities are sold, this could trigger an unfavorable taxable event for the borrower. Neither Stifel Bank & Trust nor our affiliates provide tax or legal advice. Borrower should consult with a tax professional.

The borrower is entitled to draw against their SPA Line of Credit only if loan terms and collateral requirements are met and the draw request is approved by Stifel Bank & Trust.

There may be alternative ways of borrowing funds that are less expensive and involve less risk. Your Financial Advisor may receive compensation for balances on SPA loans. Your Financial Advisor benefits when the borrower uses the available balance on his or her loan to meet liquidity needs in lieu of selling securities or other investments.

