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## When Your Deal Needs a Bank that Does More

### Customized Credit Solutions for your Next Business Goal

When you need a credit solution that demands creative thinking, how do you get your deal done faster? Here's our approach to tailored credit at Webster Private Bank:

- You deal directly with local decision-makers, not a long-distance committee. As a result, we usually deliver an interest rate response within twenty-four hours, not three days.
- We also own pricing decisions, including relationship pricing for current clients. That gives you more leeway for advantageous rates and terms.



### Case in Point: Commercial Building Purchase with 0% Down

Existing clients needed **\$3.5M**, or 75% of the building's purchase price. But they didn't want to pay principal down as they were undecided if they would hold or re-market the property.

We looked beyond the deal to consider the totality of their banking relationship—including their investment portfolio. The overall value enabled us to extend a three-year term on an interest-only basis, priced at LIBOR plus 2.25%, with the full repayment of principal at the end of the term.

*“Because we're a local team and not a giant bureaucracy, we can think outside the box, helping you step up to your next business challenge with creative lending solutions.”*

### Case in Point: A Revolving Line of Credit for a Real Estate Investor

A prominent commercial real estate investor approached us to secure a revolving line of credit to make opportunistic investments in real estate within the community. The client owned multiple commercial properties in his portfolio and offered to use one as collateral to secure a **\$15,000,000** revolving line of credit.

Due to the significant net worth and history of success of the investor, we were able to place a second lien, where the combined loan to value was no greater than 70%, to secure a minimum of \$10,000,000 with the additional \$5,000,000 being extended on an unsecured basis. The revolving line was extended for a two-year term at a rate of 30-day LIBOR + 250 basis points.

## Case in Point: Commercial Renovation Using an Equity-Held Interest Credit Line

A New York client approached us to finance the purchase of a commercial property which would be renovated. We recommended two credit facilities to effectuate the transaction:

- The acquisition facility: a two-year term loan for \$6,000,000, as the property had no tenants and was going to be repositioned. It would be priced at a fixed rate of 4.75%, interest-only payments for the two-year term, and secured with a first lien on the property.
- The renovation facility: a \$1,600,000, two-year term, revolving line of credit, priced at PRIME minus 1.25%, secured by marketable securities owned by the client and held at Webster Private Bank. This financing package allowed the sponsor to purchase the property and finance renovations. Once the property is leased, we will combine the two loans and term out under normal repayment guidelines.

We're willing to go farther. Where most lenders have an 80% LTV maximum, we're willing to over-advance against lines of credit. For our customers, we'll go out on a limb, frequently extending credit beyond two years.

## CONCLUSION

### Big deals demand big-picture thinking on financing

At Webster Private Bank, we offer more than traditional credit structures because our clients look to us for capital and liquidity solutions.

Please contact me to discover how Webster Private Bank can help you achieve your business goals, getting your deal done by going farther, looking deeper, and knowing you better.

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