




CASH AND LENDING SOLUTIONS

Lending and cash management services tailored to you

RAYMOND JAMES



A woman with dark hair, wearing a bright yellow blazer, is shown from the side, looking down at a document she is holding. The background is a soft, out-of-focus office setting. The right side of the page is a solid olive green color with white text.

Your Raymond James advisor understands the importance of managing both sides of your balance sheet – your immediate need for liquidity without disrupting future investment goals. Raymond James Bank and Raymond James offer a comprehensive menu of lending and cash management solutions and capabilities to address both your short-term and long-term needs.

We provide a full array of lending and cash solutions such as a home mortgage, a Securities Based Line of Credit (SBL), commercial real estate loans, cash management solutions and more. Yet, with all we provide and the breadth of our expertise, we never lose focus on what matters most – seamlessly guiding you in the pursuit of your financial goals.



Lending solutions

You can leverage a variety of lending solutions – such as a mortgage, Securities Based Line of Credit (SBL) or margin account – to meet your financial needs in a holistic way.

With many options when it comes to borrowing, Raymond James Bank dedicates regional banking consultants to help you and your advisor determine the right solution for your unique situation. Together, they can get you started down the right path for applying for a loan or setting up a new account.

Mortgage Lending¹

You'll find competitive mortgage rates and programs available in all 50 states. Focused on serving all your borrowing needs from application to closing, our experienced consultants will be there every step of the way.

FEATURES

RESIDENTIAL LENDING OFFERINGS

Our comprehensive residential lending includes jumbo and conventional loans and a variety of programs in all 50 states.

- Fixed rate
- Adjustable rate
- Interest-only options²
- Pledged Securities Mortgages³ (a unique option)
- Construction lending



Private Wealth Mortgage¹

Qualifying clients may also receive access to our Private Wealth Mortgage channel, staffed with a team of knowledgeable, highly talented consultants. Clients experience a streamlined process with flexible underwriting guidelines, and communications from specialists in complex, ultra-high-net-worth underwriting. Your Raymond James advisor will be happy to connect you with a Private Wealth Mortgage consultant who will provide more details about this exclusive lending program.

FEATURES

QUALIFYING CRITERIA

\$5 MILLION IN LIQUIDITY

- Includes retirement assets or assets pledged to a loan at Raymond James or third party
- Assets must be in your name or under your control/access
- If all \$5 million is at Raymond James at time of closing, the rate will be discounted 25 bps
- \$1 million minimum at Raymond James or its affiliates to receive waiver of \$1,250 closing costs

Did you know?

Mortgage operations, including underwriting and processing, are completed in house. And, Raymond James Bank keeps **more than 80%** of mortgage loans on our balance sheet and only sells off conforming, fixed-rate loans.

94%

Client satisfaction ratings
over Fiscal Year 2018

95%

Advisor satisfaction ratings
over Fiscal Year 2018

Securities Backed Options⁴

We provide choices that enable you to borrow against securities in a few different ways: Securities Based Line of Credit (SBL) and Structured Lending offered through Raymond James Bank, and a Margin account offered through Raymond James.

SECURITIES BASED LINE OF CREDIT (SBL)

Use this program to borrow against one or more eligible Raymond James brokerage accounts for your personal or business needs. Borrowing needs can include renovating a home, paying for tuition, purchasing luxury items, launching or expanding a business, short-term bridge financing and other similar needs. You'll enjoy more flexibility with collateral, though only margin eligible positions are considered for collateral (no hedge funds or private equity).

When you work with your Raymond James advisor and Raymond James Bank to establish an SBL, you gain access to an array of features that make opening and maintaining the account simple.

FEATURES AND BENEFITS

- **Ability to pledge multiple accounts**, which makes this program cost effective and provides flexibility in structure and borrowing power
- **Streamlined application process** that enables you to sign your application and agreement upfront with no closing documents
- **Third-party borrowing option** allows you to pledge personal assets for a business or for others, such as a family member looking to start a business or buy a home
- **Interest rates based on the market value** of pledged assets

- **Check writing, ACH or wire transfers** allow you convenient access to your funds
- **Proceeds can be used for most legal purposes** except for the purchase of securities
- **Easy accessibility to view loan information** through Client Access

Pledged accounts must have a minimum \$100,000 total market value and cannot be used to purchase securities. Pricing is based on the market value of pledged assets (not the loan approval amount), and the turnaround time is up to five days from application to funding.

MARGIN

A margin account, collateralized by your Raymond James account, may provide you with a fast and convenient way to access liquidity to meet short-term borrowing needs and investment opportunities, including the purchase of securities.

STRUCTURED LENDING

As a complement to our standard SBL options, Raymond James Bank offers a platform for uniquely qualified clients to use collateral such as control/restricted securities, hedge funds, exchange funds, American Depositary receipts (ADRs), non-investment grade bonds and over advances on typical SBL collateral to borrow at least \$5 million or more.

How Securities-Backed Lending Options Compare

| FEATURES | SECURITIES BASED LENDING | STRUCTURED LENDING | MARGIN |
|--|--|---|---|
| Description | Line of credit through Raymond James Bank | Line of credit through Raymond James Bank | Line of credit through Raymond James |
| Borrowing need | \$600,000 to \$15 million | \$5 million and above | Any amount |
| Minimum market value of pledged assets | \$100,000 | \$5 million | Any amount |
| Minimum initial withdrawal | \$60,000 | \$60,000 | N/A |
| Pricing structures (rate is based on) | Market value of pledged assets plus net value of non-pledged Capital Access account | Market value of pledged assets plus net value of non-pledged Capital Access account or custom pricing based on loan structure/collateral type | Loan debit balance |
| Payments | Payment schedule determined by client | Payment schedule determined by client | Payment schedule determined by client |
| Fees/points | None | Custom structures may carry underwriting/legal fees | None |
| Loan purpose | Most purchases* except securities | Most purchases* except securities | Most purchases* |
| Borrowing potential on diversified portfolio | 65%-90% based on security type | Up to 40% on Hedge Funds Up to 50% on Exchange Funds Up to 80% on Equities Up to 90% on Fixed Income | Up to 50% on equities |
| Collateral types typically accepted | Stocks, bonds and mutual funds held in an eligible Raymond James account(s), plus diversified liquid collateral, concentrated single stock, assets from multiple accounts/entities | Same as SBL plus hedge/exchange funds, restricted/control stock, high-yield debt, ADRs, non-investment grade bonds | Stocks, bonds and mutual funds held in a single Raymond James account |
| Access to funds | Checks, ACH, wire | Checks, ACH, wire | Capital Access, ACH, wire, journals to related account |
| Overdraft protection for Capital Access | N/A | N/A | Yes |
| Approval process | Single application/agreement | Customized underwriting | New account form |

*Proceeds cannot be used to purchase cryptocurrency or invest in marginal businesses, such as marijuana.



Commercial Real Estate Lending

Raymond James Bank offers a comprehensive array of commercial real estate lending programs designed to suit a variety of needs in all 50 states.

FEATURES

COMMERCIAL REAL ESTATE ELIGIBLE PROPERTY TYPES

- Apartment/Multifamily
- Retail
- Hospitality/Lodging
- Office
- Light Industrial/Warehouse/Distribution
- Triple-Net Leased Assets

COMMERCIAL REAL ESTATE GENERAL LENDING GUIDELINES

- Target lending range is \$10 million to \$30 million
- Loan to Value up to 75%
- Typical terms of between three to five years; up to seven years for select asset types
- Amortization of up to 30 years

Cash solutions

Leveraging cash management solutions from Raymond James can seamlessly bring your cash and brokerage accounts together in one, simplified location for a more complete picture of your finances. Working with your Raymond James advisor, you'll learn how our cash management solutions are designed to help you easily and effectively manage both everyday and long-term cash needs.

Capital Access

This convenient cash-management program provides a comprehensive solution for consolidating and handling your day-to-day finances. In addition to online and mobile access to your account(s), a dedicated support team and your Raymond James financial advisor are always available to answer any questions you may have.

BENEFITS

- View your holistic financial picture
- Easily access cash in your account
- Leverage cash balances for investment opportunities
- Manage and optimize your cash and everyday spending more effectively

FEATURES

ACCESSIBILITY:

- Direct deposit or direct payment using ACH
- Travel benefits including low foreign exchange rate and ATM reimbursements for international travel
- Unlimited check writing with no minimums
- ATM access and fee reimbursements of \$200 per year (unlimited ATM reimbursement for relationships with market value over \$500,000)
- 24/7 online access and client support

ONLINE & MOBILE:

- Visa® debit card enabled for Apple, Samsung, and Google Pay
- Online bill pay
- Mobile check deposit

SAFETY:

- 24/7 zero liability fraud protection*
- Optional, customizable debit card alerts
- Overdraft protection through Margin
- Interest-bearing cash sweep program providing either FDIC insurance or SIPC and excess SIPC protection
- EMV chip-enabled Visa® debit card

**Certain conditions and limitations may apply.*



Cash Sweeps⁵

Cash is an important part of every financial plan, but there is no reason it should sit idle when it can earn income. Our cash sweep programs help diversify your cash holdings the same way we help diversify your investments. We offer two types of programs to choose from, both offering competitive interest rates, while also offering either FDIC insurance or SIPC and excess SIPC protection.

RAYMOND JAMES BANK DEPOSIT PROGRAM (RJBDP)

Available cash in your Raymond James account is automatically deposited into interest-bearing accounts at up to 20 banks for a maximum of \$3 million in combined FDIC deposit insurance.

CLIENT INTEREST PROGRAM (CIP)

CIP is a short-term alternative for funds awaiting investment. Raymond James separates CIP funds held for the exclusive benefit of clients from funds used in the company's business operations. CIP balances are included in the coverage provided by SIPC and excess SIPC.

Cash Strategies Consulting

Whether you've experienced a significant liquidity event or you prefer to manage a large cash position, your advisor can work with the Cash Strategies team to navigate our many cash and cash alternative offerings and develop the best strategy for you.

Cash Strategies Consulting exists to assist your advisor and better cater to your sophisticated cash allocation needs.

Credit Cards

Accepted worldwide, our credit card options provide the purchasing freedom you need, the financial control you want, and the quality rewards you deserve. We offer a suite of credit cards for a variety of needs, including consumer, premium and business cards.



CONSUMER:

Great rewards and smaller or no annual fees.



PREMIUM:

Offered to higher-income clients who want benefits such as 0% foreign transaction fees, lounge credits, travel protection and concierge benefits.



BUSINESS:

Allows business owners to separate expenses, track spending, and provide customized credit lines for employees; earn rewards along with easier reporting and enhanced cash-flow management.

FEATURES

- Rewards programs including cash back and discount travel
- EMV chip
- Zero liability fraud protection*
- Apple Pay, Google Pay, Samsung Pay and MasterPass enabled

**Certain conditions and limitations may apply.*

The creditor and issuer of these cards is Elan Financial Services, pursuant to separate licenses from Mastercard International Incorporated and American Express. Mastercard is a registered trademark, and the circles design is a trademark of Mastercard International Incorporated. American Express is a federally registered service mark of American Express.



Raymond James Bank is not in any way responsible for the debts issued by or obligations of an affiliate of Raymond James.

Products, terms, and conditions subject to change. Subject to standard credit criteria.

MORTGAGE DISCLOSURES:

1. Raymond James Associates, Inc., and your Raymond James Financial Advisor do not solicit or offer residential mortgage products and are unable to accept any residential mortgage loan applications or to offer or negotiate terms of any such loan. You will be referred to a qualified Raymond James Bank employee for your residential mortgage lending needs.

The proceeds from a Mortgage cannot be (a) used to purchase or carry securities; (b) deposited into a Raymond James investment or trust account; (c) used to purchase any product issued or brokered through an affiliate of Raymond James, including insurance; or (d) otherwise used for the benefit of, or transferred to, an affiliate or Raymond James.

Property insurance is required. Flood insurance is required if property is in a designated flood zone of 'A' or 'V'.

2. The benefit of certain mortgage options may vary depending on market conditions, your financial situation and other circumstances. When the principal and interest payment period commences, monthly payments will be higher. The principal balance will not be reduced during the period that interest-only payments are made. Interest payments are calculated based on the outstanding principal balance. A client will pay more interest over the life of the loan if they choose to make interest only payments exclusively than they would under a traditional loan with the same interest rate featuring principal and interest payments. When your interest-only period ends, your monthly mortgage payment will be recalculated to include full principal repayment over the remaining years left on the loan. Your payment may rise significantly based on the shorter remaining term and if you have an upward rate adjustment on an adjustable rate mortgage. During the interest-only period, without making principal payments towards your outstanding loan balance, home price appreciation is the only way your equity will grow. The equity in your home is the difference between its market value and the amount owed on loans secured by the property. There is also a risk that, by not paying down the balance of your loan, you may be in a situation where you owe more on your property than you could sell it for if your home value declines.

3. The Pledged Securities Mortgage is not suitable for everyone. The proceeds from a Pledged Securities Mortgage cannot be (a) used to purchase or carry securities; (b) deposited into a Raymond James investment or trust account; (c) used to purchase any product issued or brokered through an affiliate of Raymond James, including insurance; or (d) otherwise used for the benefit of, or transferred to, an affiliate of Raymond James. Raymond James Bank does not accept RJF stock or any securities of Raymond James as pledged securities towards a Pledged Securities Mortgage. A loan client may be at risk of losing money in their collateral account due to market volatility. This may require the deposit of additional equity into the collateral account, which could result in further losses. Though Raymond James Bank will typically contact the client or their Financial Advisor prior to liquidating pledged assets, Raymond James Bank reserves the right to sell pledged assets of its choosing without contacting the client, if needed to maintain equity in the collateral account. If a loan client defaults (stops making monthly payments) on their mortgage, they could lose both their house and the securities they have pledged.

SBL, STRUCTURED LENDING AND MARGIN DISCLOSURES:

4. A line of credit backed by securities, such as a securities based line of credit or a structured line of credit, or Margin account may not be suitable for all clients and investors. Borrowing on securities backed lending products or Margin accounts and using securities as collateral may involve a high degree of

risk including unintended tax consequences and the possible need to sell your holdings, which may lead to a significant impact on long-term investment goals. An investor can lose more funds than he or she deposited in the account. Market conditions can magnify any potential for loss. If the market turns against the client, he or she may be required to quickly deposit additional securities and/or cash in the account(s) or pay down the loan to avoid liquidation. Clients and investors may not be entitled to choose which securities or other assets in his or her account are liquidated or sold to meet a Call. The firm can increase its maintenance requirements at any time and is not required to provide advance written notice. Clients and investors may not be entitled to an extension of time on Calls. The securities in the Pledged Account(s) may be sold to meet the Collateral Calls and the securities in a Margin account can be sold to meet Margin Calls; the firm can sell the client's securities without contacting them. Increased interest rates could also affect LIBOR rates that apply to your line of credit causing the cost of the credit line to increase significantly. The interest rates charged on a line of credit are determined by (i) the market value of pledged assets and the net value of the client's non-pledged Capital Access account or (ii) the line of credit amount. The interest rates charged on Margin accounts are determined by the amount borrowed. Please visit sec.gov/investor/pubs/margin.htm for additional information.

The proceeds from a securities based line of credit or a structured line of credit cannot be (a) used to purchase or carry securities; (b) deposited into a Raymond James investment or trust account; (c) used to purchase any product issued or brokered through an affiliate of Raymond James, including insurance; or (d) otherwise used for the benefit of, or transferred to, an affiliate of Raymond James. Raymond James Bank does not accept RJF stock or any securities issued by affiliates of Raymond James Financial as pledged securities towards a line of credit. Lines of credit are provided by Raymond James Bank. Securities based line of credit and structured line of credit provided by Raymond James Bank, N.A., Raymond James & Associates, Inc. and Raymond James Financial Services, Inc. are affiliated with Raymond James Bank, N.A., a federally chartered national bank.

CASH SWEEPS DISCLOSURES:

5. Diversification of investments does not guarantee a profit nor protect against loss. All funds held at Raymond James Bank and participating banks in the Bank Deposit Program are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per depositor, per insured bank, for each account ownership category. Additional information can be found at fdic.gov or by calling 877.ASK.FDIC (877.275.3342).

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RAYMOND JAMES®

INTERNATIONAL HEADQUARTERS: THE RAYMOND JAMES FINANCIAL CENTER

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Investment products are: not deposits, not FDIC/NCUA insured, not insured by any government agency, not bank guaranteed, subject to risk and may lose value.

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