

**WELLS
FARGO**

**Wealth & Investment
Management**

Custom Credit Solutions

Offered through Wells Fargo Bank, N.A.

Liquid secured financing



Investment and Insurance Products are:

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate**
- **Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested**

Liquid secured financing

Leverage liquid assets — including cash, cash alternatives, marketable securities, and fixed income holdings — to secure financing than to liquidate them.

Consider leveraging your liquid assets to:

- Manage financial obligations over periods of uneven cash flow
- Cover a material expense, such as taxes
- Make a large capital purchase
- Provide bridge financing between capital events
- Finance expected or unexpected short- or long-term needs



Liquid secured financing

Using liquid securities as collateral for financing can provide many benefits.

Flexible: Funds can be used to cover a variety of needs.

Stable: The investment portfolio and level of diversification may remain intact. Tax

efficient: Capital gains taxes can potentially be avoided or deferred.

Cost effective: The loan terms and collateral can help relatively lower lending costs.

Convenient: Flexible and timely access to funds.

Liquid secured financing

A custom solution to help meet a range of needs:

Wells Fargo's custom credit specialists have the experience and resources to help tailor these loans offered through Wells Fargo Bank, N.A. with terms that fit your situation. Maintain control of your liquid assets while meeting financial needs, without having to sell securities amid market uncertainty. And because the collateralized assets are potentially more liquid than many other investments, loans are relatively simple and straightforward.



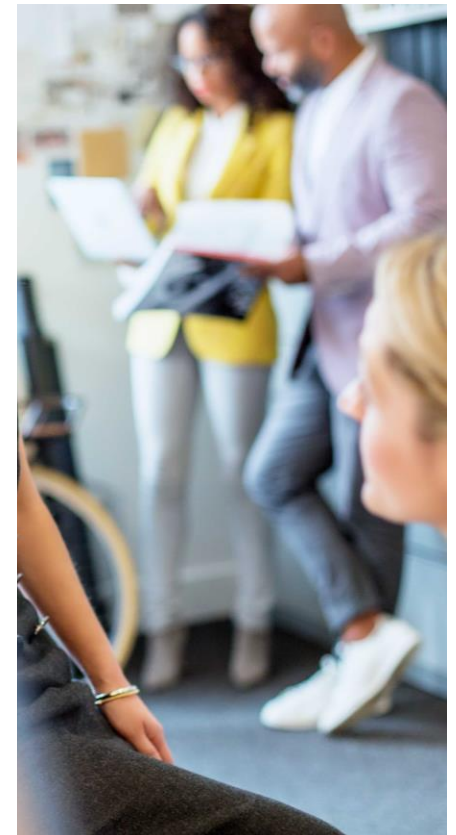
Cash and cash alternatives (CDs, money market accounts, etc.)



Marketable securities (stocks, bonds, and mutual funds)



In some cases, non-standard securities such as floating rate notes



Liquid secured financing

A scenario: Improving liquidity for a private family foundation

A multi-generational family has a foundation that is intended to preserve wealth across many generations while advancing its stated mission.

The goal: With the foundation's assets nearly fully invested, it needs financing to provide working capital for daily operations and grant payments, as well as for occasional liquidity gaps in the investment portfolio. This would give access to capital quickly so it would not have to sell portfolio assets to cover financial needs.



The strategy: Wells Fargo's custom credit specialists may establish a revolving line of credit for the foundation's working capital needs and augment this with bridge capital for the investment portfolio. Short-term financing may be appropriate, given the nature of the collateralized assets.



The result: A revolving line of credit and bridge financing may provide required liquidity with added flexibility. Insights and advice from the custom credit specialists can help the family to make well-informed decisions for this loan and for future growth opportunities. Ultimately, this could make the foundation better positioned to meet the needs of the family as well as the community that it serves.

Deposit products offered by Wells Fargo Bank, N.A. Member FDIC.

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