

# Commercial Loan Products Terms & Pricing Matrix



## ***Welcome to Northwind!***

Thank you for your interest in our lending programs. Northwind is a licensed direct private capital provider and financial partner for commercial real estate assets and corporate finance transactions. We fund debt and/or equity structured transactions for unique or difficult situations. We have the ability to directly fund transactions, or based upon the nature of the project, utilize one of our partner funds or capital providers. This flexibility allows us to always evaluate each deal individually and provide the best rate/terms available for the circumstances.

***We do not charge upfront fees.*** We will conduct an initial review and pre-underwrite any transaction at no charge, and provide you with an initial LOI/ Term Sheet for your review.

Here are some of our loan and funding product guidelines:

### **Lending Areas:**

We will provide financing services in the following geographic locations:

#### **United States**

- All 50 states and US Territories (Puerto Rico; US Virgin Islands)
- Top 200 MSA Tier I & Tier II Cities only (*population above 50,000; metropolitan areas; etc.*)

#### **International**

- Europe; Canada; Mexico; Caribbean; most first-world countries
- No black-listed countries by US Dept. of State; No African countries
- No third-world or undeveloped countries
- Check our website for list of currently approved countries

### **Types of Funding Programs Available:**

- |                                                                              |                   |
|------------------------------------------------------------------------------|-------------------|
| • Commercial Hard Money / Bridge Loans                                       | (\$250K - \$750M) |
| • Credit Enhancement Financing ( <i>CE</i> )                                 | (\$5M - \$750M)   |
| • Corporate Financing ( <i>M&amp;A, Expansion, Leveraged Buyouts, etc.</i> ) | (\$5M - \$750M)   |
| • Structured Products & Equity                                               | (\$1M+)           |
| • 144A Bond Securitization                                                   | (\$5M - \$1B+)    |
| • SEC 505, 506(b), 506(c), Reverse Merger, Syndication                       | (\$5M+)           |
| • Acquisition/Development/Construction ( <i>All types</i> )                  | (\$1M - \$750M)   |
| • Sale/Leaseback; Trade Finance; Debt & Equity Capital                       | (\$3M+)           |

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Here is a list of the types of properties and commercial assets that we will finance:

<p><b>Eligible Property Types:</b></p> <ul style="list-style-type: none"> <li>• Multifamily/Apartments</li> <li>• Anchored Retail Shopping Centers</li> <li>• Strip Retail Shopping Centers</li> <li>• Mixed Use (<i>Residential/Commercial</i>)</li> <li>• Office (<i>Class A-C</i>)</li> <li>• Medical Office</li> <li>• Residential Condo Complex / Rehab &amp; Conversion</li> <li>• Student Housing</li> <li>• Warehouses / Distribution / Flex</li> <li>• Industrial &amp; Technology</li> <li>• Hotel / Motel / Resort / Extend-stay</li> <li>• Parking Garage &amp; Surface lots</li> <li>• Self Storage</li> <li>• Mobile Home Parks</li> <li>• Franchises (<i>nationally recognized only</i>)</li> <li>• *Special Use Properties</li> </ul> <p><i>*Special Use: Restaurant/Bar, Car Wash, Gas Station, Golf, Marina, Auto Repair, etc.)</i></p>	<p><b>Other Assets:</b></p> <ul style="list-style-type: none"> <li>• Bank Guarantee/SBLC/LC Instrument Monetization</li> <li>• Bonds/Securities/Treasuries</li> <li>• Technology &amp; Corporate Expansion</li> <li>• Mining, Biofuel, Mineral, Metals</li> <li>• Debtor-In-Possession (DIP)</li> <li>• Condo Unit Inventory Loans</li> <li>• Energy Related Projects (<i>Wind, Solar, Hydro-electric, etc.</i>)</li> <li>• ADC – Acquisition, Development, Construction</li> <li>• Sale/Leaseback Arrangements</li> <li>• Trade Finance (<i>Accounts payable; invoice factoring; delivery contracts; import/export</i>)</li> <li>• Supply Contract Financing</li> <li>• Import/Export Contracts</li> <li>• Oil, Gas, Minerals, Power</li> </ul>
<p><b>Projects We <u>DO NOT</u> Finance:</b></p>	<ul style="list-style-type: none"> <li>• Agricultural projects</li> <li>• Raw land (<i>unless combined with an ADC loan</i>)</li> <li>• Entertainment projects (<i>film, etc.</i>)</li> <li>• Churches or similar</li> <li>• Venture capital</li> </ul>

Our loan programs are broken down into FOUR primary categories:

<p><b>Loan Categories:</b></p>	
<ul style="list-style-type: none"> <li>• Micro Loan Program</li> </ul>	<p>(\$250,000 – \$2,000,000)</p>
<ul style="list-style-type: none"> <li>• Small Balance Loan Program</li> </ul>	<p>(\$2M – \$10M)</p>
<ul style="list-style-type: none"> <li>• Mid-cap Loan Program</li> </ul>	<p>(\$10M – \$100M)</p>
<ul style="list-style-type: none"> <li>• Large-cap Loan Program</li> </ul>	<p>(\$100M – \$750M)</p>

Each project is unique! Commercial loan terms can vary depending upon the type of project and overall risk associated with the borrower/sponsor. We take great care in evaluating each request from a “common-sense” perspective, and try to make it work. To assist you in planning/submission, here are our **general** guidelines and terms:

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## Micro Loan Program

Designed for small projects and small business purposes.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$250,000	
<b>Maximum Loan Amount</b>	\$2,000,000	
<b>Maximum LTV</b>	75%	<i>80% for some multifamily</i>
<b>Purpose</b>	Purchase Refinance / Development Rehabilitation	<i>Cash-out possible</i>
<b>Lien Position</b>	First position only	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 2-5 days Closing: 3-4 weeks	<i>Varies based upon nature of project</i>
<b>Term</b>	1-3 years interest-only 3,5,7,10-year hybrid or fixed	
<b>Location</b>	US & territories only	
<b>Interest Rates</b>	4.75% - 9.00% 9.00% - 12.00%	<i>Low-rated risk Higher-rated risk Buydowns available</i>
<b>Origination Fees</b>	2-6 points	
<b>Amortization</b>	15, 20, 25 or 30-year or I/O	
<b>Recourse</b>	Full Recourse	
<b>Exit Fee</b>	None	
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	3-5%	<i>As a percentage of balance. May be assumable.</i>
<b>Processing Fees</b>	\$2500 - \$6000	
<b>Borrower Entity</b>	US Citizen; Resident Alien; Corp; LLC; Special Purpose Entity	
<b>Minimum DCSR</b>	1.20+	<i>Based upon project</i>
<b>Minimum Credit Score</b>	650 middle score	<i>No BK No tax liens or federal judgments allowed</i>



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## Small Balance Loan Program

Most common program, designed for most income-producing small projects.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$2,000,000	
<b>Maximum Loan Amount</b>	\$10,000,000	
<b>Maximum LTV</b>	<75% Up to 100%	<i>80% for some multifamily Debt/equity structured</i>
<b>Purpose</b>	Purchase / Refinance ADC Rehabilitation	<i>Limited cash-out possible</i>
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 2-5 days Closing: 3-6 weeks	<i>Varies based upon nature of project</i>
<b>Term</b>	1-3 years interest-only 3,5,7,10-year hybrid or fixed	
<b>Location</b>	US & select international	
<b>Interest Rates</b>	6.00% - 9.00% 9.00% - 14.00%	<i>Low-rated risk Higher-rated risk</i>
<b>Origination Fees</b>	2-5 points	
<b>Amortization</b>	Up to 30-year or I/O	
<b>Recourse</b>	Full Recourse & Non-Recourse	<i>Subject to standard "bad- boy" carve-outs</i>
<b>Exit Fee</b>	None	
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	1-5%	<i>As a percentage of balance</i>
<b>Processing Fees</b>	\$6000 - \$10,000	
<b>Borrower Entity</b>	Corp; LLC; Special Purpose Entity	
<b>Minimum DCSR</b>	Varies	<i>Based upon project</i>
<b>Minimum Credit Score</b>	N/A	<i>No min score; No BK No tax liens or federal judgments allowed</i>



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## Mid-Cap Loan Program

Designed for larger, more complex transactions.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$10,000,000	
<b>Maximum Loan Amount</b>	\$100,000,000	
<b>Maximum LTV</b>	<75% Up to 100%	80% for some multifamily Debt/equity structured
<b>Purpose</b>	Purchase / Refinance ADC Rehabilitation	Limited cash-out possible
<b>Lien Position</b>	First position; some mezz.	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 2-5 days Closing: 4-12 weeks	Varies based upon nature of project
<b>Term</b>	1-5 years interest-only 3,5,7,10-year hybrid or fixed	
<b>Location</b>	US & select international	
<b>Interest Rates</b>	6.00% - 9.00% 9.00% - 14.00%	Low-rated risk Higher-rated risk
<b>Origination Fees</b>	2-5 points	
<b>Amortization</b>	Up to 30-year or I/O	
<b>Recourse</b>	Full Recourse & Non-Recourse	Subject to standard "bad-boy" carve-outs
<b>Exit Fee</b>	None	
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	1-5%	As a percentage of balance
<b>Processing Fees</b>	\$20,000 - \$50,000	
<b>Borrower Entity</b>	Corp; LLC; SPE	
<b>Minimum DCSR</b>	Varies	Based upon project
<b>Minimum Credit Score</b>	Does not apply	No min score; No BK No tax liens or federal judgments allowed



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## Large-Cap Loan Program

Designed for large scale projects, including resort development, etc.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$100,000,000	
<b>Maximum Loan Amount</b>	\$750,000,000+	
<b>Maximum LTV</b>	<75% Up to 100%	<i>Conduit only CE/Bond/Securities structure only</i>
<b>Purpose</b>	Purchase / Refinance ADC / Rehabilitation Infrastructure, etc.	
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 7-10 days Closing: 3-6 months	<i>Varies based upon nature of project</i>
<b>Term</b>	3-5 year interest-only 7,10,15-year hybrid or fixed	
<b>Location</b>	US & select international	
<b>Interest Rates</b>	4.00% - 7.00%  7.00% - 14.00%	<i>Conduit; CE; Bond/Securities  Hard-money; Private</i>
<b>Origination Fees</b>	2-5 points 10-14 points	<i>CE/Bond – 100% LTV</i>
<b>Amortization</b>	Up to 30-year or I/O	
<b>Recourse</b>	Non-Recourse	<i>Subject to standard “bad- boy” carve-outs</i>
<b>Exit Fee</b>	Varies	
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	Varies	<i>Yield maintenance</i>
<b>Processing Fees</b>	\$50,000 +	
<b>Borrower Entity</b>	Corp; LLC; SPE	
<b>Minimum DCSR</b>	None	
<b>Minimum Credit Score</b>	Does not apply	



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## ADC Loan Programs

Used for Acquisition, Development and Construction projects.

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<b>Minimum Loan Amount</b>	\$2,000,000	
<b>Maximum Loan Amount</b>	\$750,000,000+	
<b>Maximum LTV</b>	<75% Up to 100%	<i>CE/Bond/Securities structure only</i>
<b>Purpose</b>	Development Rehabilitation	<i>Up to 36 month construction period allowed</i>
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 7-10 days Closing: 3-6 months	<i>Varies based upon nature of project</i>
<b>Term</b>	1-5 year interest-only	
<b>Location</b>	US & select international	
<b>Interest Rates</b>	4.00% - 7.00%  7.00% - 14.00%	<i>Conduit; CE; Bond/Securities</i>  <i>Hard-money; Private</i>
<b>Origination Fees</b>	2-5 points 10-14 points	<i>CE/Bond – 100% LTV</i>
<b>Amortization</b>	Interest-only	
<b>Recourse</b>	Recourse or Non-Recourse	<i>Subject to standard “bad-boy” carve-outs</i>
<b>Exit Fee</b>	Varies	
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	Varies	<i>Yield maintenance</i>
<b>Processing Fees</b>	\$6,000 +	
<b>Borrower Entity</b>	Corp; LLC; SPE	
<b>Minimum DCSR</b>	None	
<b>Minimum Credit Score</b>	Does not apply	



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## Credit Enhancement

We are a provider of registered Tier I and Tier II bank instruments, including SBLC's, LC's, BG's. These can be fresh-cut, leased and used for monetization, or project-based collateral.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Amount</b>	\$10,000,000	
<b>Maximum Loan Amount</b>	\$500,000,000	
<b>Monetization LTV</b>	40% - 85%	<i>Varies based upon issuing bank</i>
<b>Purpose</b>	Any legal permitted purpose.	<i>1 year + 1 day issue</i>
<b>Timing</b> <i>(estimated)</i>	Issuance: 3-10 days Monetization: 15+ days	<i>Varies based upon issuing bank</i>
<b>Term</b>	366-day renewable	
<b>Location</b>	US & select international	
<b>Bank Fees</b>	10% + 2%	
<b>Recourse</b>	Non-Recourse	<i>Subject to standard "bad-boy" carve-outs</i>
<b>Processing Fees</b>	\$200,000 +	
<b>Entity</b>	Individual; Corp; SPE	<i>Subject to KYC and due diligence checks</i>



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## 144A Bond / Securities

We arrange for the issuance of 144A bond securitization issues, as well as private securities issues. This type of funding is available for a wide range of projects both in the US and internationally.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$5,000,000	
<b>Maximum Loan Amount</b>	\$1,000,000,000+	
<b>Maximum LTV</b>	Up to 100%	<i>Debt/equity structure</i>
<b>Purpose</b>	Any purpose	
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 7-10 days Closing: 2-6 months	<i>Varies based upon nature of project</i>
<b>Term</b>	1,3,5,7-year term issue	
<b>Location</b>	US & select international	
<b>Interest Rates</b>	5.00% - 7.00%	
<b>Origination Fees</b>	2 points 10 points	<i>Bond/Securities Dealers</i>
<b>Amortization</b>	Interest-only; coupon rate	
<b>Recourse</b>	Non-Recourse	<i>Subject to standard "bad-boy" carve-outs</i>
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	Varies	<i>Yield maintenance</i>
<b>Processing Fees</b>	\$200,000 +	
<b>Borrower Entity</b>	Corp; LLC; SPE	
<b>Minimum DCSR</b>	None	
<b>Minimum Credit Score</b>	Does not apply	



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## Franchise Loan Program

Northwind will finance nationally-known franchise operations for purchase or expansion.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$1,000,000	
<b>Maximum Loan Amount</b>	\$30,000,000	
<b>Maximum LTV</b>	Up to 80%	<i>Debt only</i>
<b>Purpose</b>	Purchase, refinance, expansion	<i>National chains only – Pizza Hut, DQ, Subway, 7-11, Ace Hardware, Hertz, Hotels, etc.</i>
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 7-10 days Closing: 1-2 months	
<b>Term</b>	3 to 10-year term issue	
<b>Location</b>	US only	
<b>Interest Rates</b>	6.00% - 12.00%	
<b>Origination Fees</b>	2-4 points	
<b>Amortization</b>	Interest-only, adjustable or fixed	
<b>Recourse</b>	Recourse	
<b>Processing Fees</b>	\$6,000 +	
<b>Borrower Entity</b>	Individual, Corp; LLC; SPE	
<b>Minimum DCSR</b>	None	
<b>Minimum Credit Score</b>	620 middle score for Principals	



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## International Construction

Northwind will finance international construction projects in selected areas.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$10,000,000	
<b>Maximum Loan Amount</b>	\$750,000,000+	
<b>Maximum LTV</b>	<75% Up to 100%	<i>Debt structure Debt/equity structure</i>
<b>Purpose</b>	ADC	
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 7-10 days Closing: 1-2 months	<i>Varies based upon nature of project</i>
<b>Term</b>	1 to 5-year term	
<b>Location</b>	Select international	
<b>Interest Rates</b>	7.00% - 14.00%	<i>Varies dependent upon country and LTV.</i>
<b>Origination Fees</b>	2-6 points 10-14 points	<i>Debt only Over 75% LTV/LTC</i>
<b>Amortization</b>	Interest-only	
<b>Recourse</b>	Recourse	
<b>Extensions</b>	Yes	
<b>Extension Fee</b>	Varies	
<b>Prepayment Fee</b>	Varies	<i>Yield maintenance</i>
<b>Processing Fees</b>	\$25,000 +	
<b>Borrower Entity</b>	Corp; LLC; SPE	
<b>Minimum DCSR</b>	None	
<b>Minimum Credit Score</b>	Does not apply	



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## Trade Finance / Supply Contract

Northwind is a direct conduit for international trade & supply-chain financing. This can be done in US or internationally.

<b>Guidelines:</b>	<b>Terms</b>	<b>Notes</b>
<b>Minimum Loan Amount</b>	\$3,000,000	
<b>Maximum Loan Amount</b>	\$500,000,000	
<b>Maximum LTV</b>	Up to 100%	<i>Varies based upon risk</i>
<b>Purpose</b>	Any purpose	<i>Contracts required</i>
<b>Lien Position</b>	First position	
<b>Timing</b> <i>(estimated)</i>	Term Sheet: 2-5 days Closing: 1-2 weeks	
<b>Term</b>	Up to 3-year term	
<b>Location</b>	US or international	
<b>Interest Rates</b>	varies	
<b>Origination Fees</b>	2-4 points	
<b>Amortization</b>	Interest-only	
<b>Recourse</b>	Recourse	
<b>Processing Fees</b>	\$6,000 +	
<b>Borrower Entity</b>	Individual, Corp; LLC; SPE	
<b>Minimum DCSR</b>	N/A	
<b>Minimum Credit Score</b>	N/A	

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