



PCG Lending Partner Information

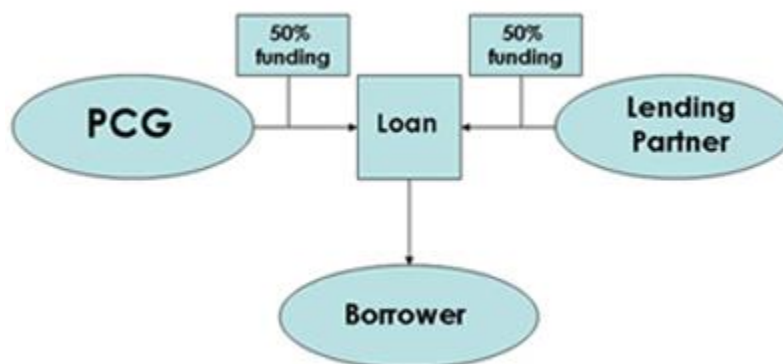
PCG's profile and mission

- A nonprofit community development loan fund and a certified CDFI
- The first wholesale loan participation network in the industry
- A mission to advance economic justice and opportunity
- Partnering with other mission focused lenders to provide capital access for low income communities
- Aeris (CARS) rated AAA for social impact and 2 for financial strength

How can PCG benefit the lending partner?

- Providing access to broader pools of capital
- Enhancing ability to make larger loans and share risk
- Maintaining loan capital liquidity and balance sheet management
- Building capacity to serve targeted sectors through peer learning and information exchange
- Leveraging limited capital to better serve borrowers

Typical participation structure



- In a two-party participation, we share risk with lending partner on a pari passu basis. This means we equally share risk in proportion to the amount of funding provided by each party in loan transaction.
- We will fund 50% of a loan up to our current loan limits.

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Steps to underwriting your loan

- Discussion about the transaction, credit risk, and loan structure with the partner
- Review the borrower's 3 years of audits, current financials, and an appraisal if available
- Analyze the credit memo that is completed by the lead lender
- Underwrite and present loan deal to PCG loan committee
- Issue commitment letter and Participation Agreement to partner
- Send closing check list to partner
- Fund and monitor the loan with partner

Requirements for borrower information

- 3 years of audits, current financials, and an appraisal (if available) before underwriting
- Quarterly financial and other information about the borrower for monitoring purpose
- Annually, a story on social impact, a social impact survey, and some pictures of the borrower

To become a lending partner, please provide PCG with:

- A completed lending partner questionnaire
- Recent Audits
- Underwriting Guidelines
- Loan & Portfolio Management Policies

Please contact:

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