

For investors in alternative investments such as hedge, private equity or real estate funds, capital commitments require an ongoing liquidity strategy to fund investments on someone else’s schedule. Even those with the most significant balance sheets want to avoid harvesting investments on short notice, which can lead to the disruption of investment strategies and tax objectives.



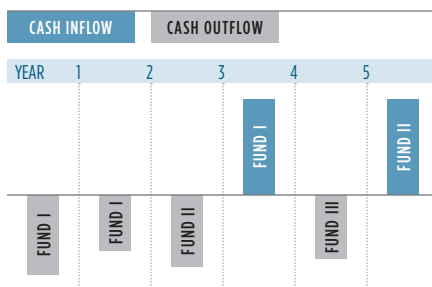
### MEET CHARLOTTE

- Uses an investment advisor
- Significant net worth
- Active alternative(s) investor
- Investment assets with low tax basis
- Generally liquid, but fully invested portfolio

### CHARLOTTE’S CHALLENGES

- Sporadic ongoing capital call requests
- Short notice (5- to 15-day) funding requirements
- Unpredictable distributions
- Raising cash from existing investments
- Timing taxable gains

### FIVE-YEAR INVESTMENT



### PROACTIVE CASH PLANNING

*Charlotte made two capital commitments in year one, the first to a special situations fund, and the second to a real estate mezzanine finance fund. Shortly thereafter, the first of multiple capital calls are requested by the fund sponsor. Throughout this time frame she must maintain a liquidity cushion in order to ensure adequate cash to meet the next call, although she would like to stay invested in her core portfolio.*

*Instead of selling off assets, Charlotte has established a plan for liquidity that provides the cash she needs, while also maintaining her liquid investment portfolio.*

*“It’s a safety net that allows our clients to commit to a long-term alternatives plan and know that they have the ability to meet a capital call whenever it comes in without altering their overall investment portfolio or creating any unplanned tax consequences.”*

– President, multi-family office services organization

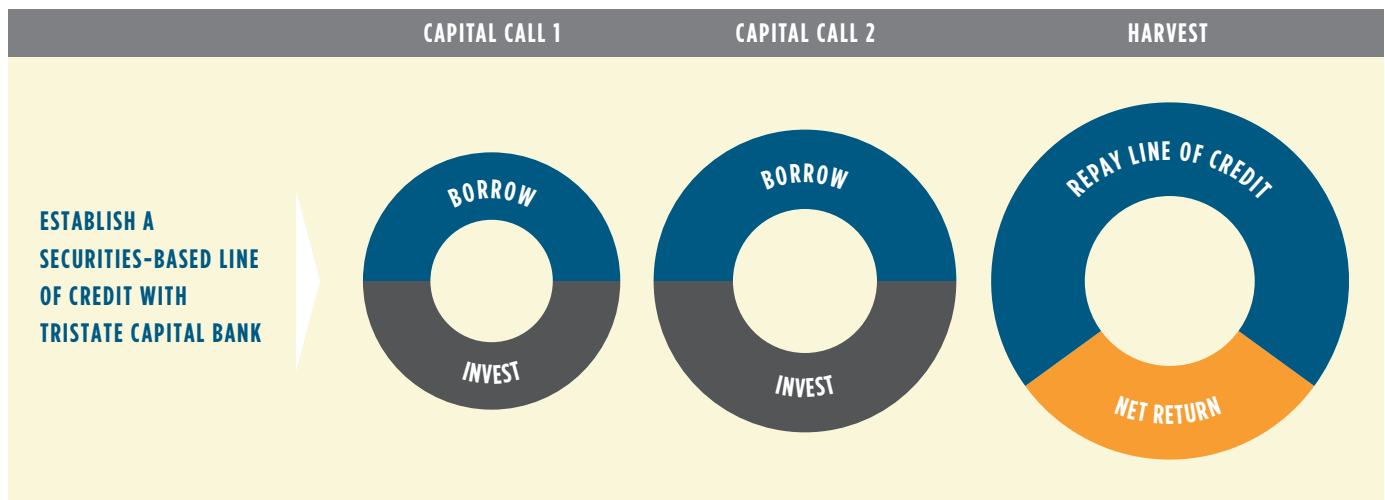
## Maintaining a Full Investment Strategy

By utilizing a securities-based line of credit from TriState Capital, private equity investors can have access to considerable amounts of liquidity without derailing their carefully crafted investment strategy.

- Create cash capacity to plan for future capital calls and invest at the same time.
- Draw as needed with no fees; repay with no maturity dates; and pay interest only on what is used.
- Utilize a streamlined process and robust lending platform that enables a quick delivery through an exceptional and secure digital experience.
- Maintain a conservative approach to borrowing and provide peace of mind that capital call(s) can be met, whenever they come in.
- Resolve short-term liquidity needs by borrowing eligible securities without using assets.
- Enjoy the flexibility of using multiple portfolios as collateral, with individuals, entities and trusts all eligible to borrow and pledge.
- Choose a floating rate line of credit with the flexibility to swap to fixed rate.

## KEEPING CASH INVESTED OVER TIME

An SBLOC allows investors to establish borrowing capacity at the onset of a fund commitment, secured by non-retirement liquid assets. As capital calls occur, the line can be drawn on quickly to meet capital calls while continuously maintaining the balance until a liquidity event or paydown is desired.



An SBLOC is a lending product based on the approach of pledging marketable securities as collateral while the portfolio and eligible custodian(s) remain intact. Should they need it, clients can strategically borrow against the value of the securities in their holdings to free up available cash for capital calls and continued investment without being fully borrowed, or disturbing current custodians.

## A True Partner

At TriState Capital, we take our role in helping advisors work with their clients quite seriously and strive to maximize flexibility. We do so by building strong relationships based on exceptionally personalized service, going to great lengths to gain your trust as a valuable resource.

We strive to deliver innovative solutions to help meet the credit and liquidity management needs of advisors and their clients. Our experienced team has the expertise to analyze complex situations and propose the right lending mix to meet the goals that have been set.

Let us put our high level of client-driven service to work for you. Talk to a TriState Capital Private Banker to learn more about how an AccessTSC securities-based line of credit can leverage the value of investments for capital calls without the need for liquidation.



**FIND YOUR BANKER**

We believe banking is personal. It's about relationships and exceptional people working together. To search for dedicated bankers specific to your banking needs, industry, and location visit [tscbank.com/find-a-banker](https://tscbank.com/find-a-banker)

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Securities-based lending is a non-purpose margin loan secured by eligible, marketable securities. It is non-purpose because the proceeds of the line of credit cannot be used to purchase securities. Securities-based lending has special risks and is not suitable for all investors. The risk of securities-based lending include: (i) market fluctuations that may cause the value of pledged assets to decline, (ii) a decline in the value of the pledged securities that could result in selling the securities to maintain equity, and (iii) possible adverse tax consequences as a result of selling securities.

TriState Capital bank is a Pennsylvania-chartered bank.