



# The Global 4X Loan Program Highlights

## Interest:

- US 12 month LIBOR + 2 (200 basis points) or 3.5%, whichever is higher at closing.
- Interest only structure with interest due quarterly and must be kept up to date.
- Interest payments can be budgeted into the project and made from the credit facility.
- Interest is charged on disbursed funds only. Loan funds remaining in the credit facility (undistributed) are not subject to interest charges.
- There is a reduced “Sovereign Rate” available to government borrowers.

## Term:

- The standard loan term is 48 months from first disbursement and can be extended in 12 month increments as long as the project is in good standing.
- Loan must be open for a minimum of 12 months.
- There are no prepayment penalties.

## Collateral / Security For the Loan

- No personal or corporate guarantees. The loan is secured against the project the loan is being used to finance. If the borrower defaults on the loan, the lender will take over the project.

## Initial Funds Deposit & The Multiples:

- This is a multiples based loan that requires the borrower to bring a minimum of €10M euros to the transaction, known as the the “Initial Funds Deposit” ( or “Deposit”)
- The multiples are determined at underwriting and will be 3 or 4 times the deposit amount.
- Deposit can be in cash or crypto and funds may be sourced via an investor or another lender.
- Acceptable deposit currencies: USD, EURO, GBP, Dubai Dirham, Indian Rupees, Cryptocurrency
- Borrower’s will sign a DEPOSIT AGREEMENT which stipulates that their Initial Funds Deposit cannot be depleted or encumbered, and must remain on deposit until the loan is settled.
- The most straightforward method for Safekeeping is to deposit directly to a fully registered and regulated bond. A bond is a security and represents a formal debt of the bond trustee.
- Our participating Investment Bank is a \$9B Global Financial and Banking Firm who is co-owned by one of the top 25 Banks in the world. The Investment Bank is licensed through the Australian Financial Services License (AFSL, license number 3XXXX2) and is regulated by the Australian Securities and Investments Commission (ASIC). With this Bank as the Bond Trustee and Guarantor, clients are assured that they are transacting with confidence and safety.
- The depositor receives a bond with a 7% per year coupon on their deposit.
- It is possible for your funds to remain in your commercial bank (as long as it is a top 25 bank in a good jurisdiction). There is a specific protocol for using this method which involves an inter-banking discount of 20% on blocked funds which means the minimum deposit for that option is the equivalent of €12.5M euro or approx \$13.1M USD. See Safekeeping in the FAQ

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- **The positioning of the deposit funds must happen within a short time from signing the Deposit Agreement**, otherwise it will be assumed that the Borrower is not proceeding, and the lender could excuse themselves from the deal.

## Timing, Disbursement of Funds and Payment of Closing Costs:

- Upon initiating the application process, the time required to complete a standard deal and begin disbursing funds is approximately 90 – 120 days from first introduction through to the end of the compliance period.
- Once the borrower is ready to proceed, they must request their Final Loan Agreements be developed and wire \$25,000 as a non-refundable deposit against legal closing costs. They will receive confirmation from the assigned Law Firm stating that the lender has arranged for them to engage their file and develop the loan agreements.
- Once the deposit has been positioned and the borrower has initiated the development of the final contracts, the loan package is submitted to the Central Bank Compliance Review Board for approval. This is a 60 day compliance period.
- A typical draw schedule sees the entire credit facility released between 9-12 months, with the exception of large commercial real estate projects which typically have longer draw schedules. Draws are paid monthly according to the approved draw schedule in the contract. Typically the first draw is the smallest, with each subsequent draw increasing in size. The credit facility is fully funded within 12 months, even if the funds are not drawn down that fast. Remember, you are only paying interest on the funds in use.
- The first draw is released after the loan clears compliance. Draw are a month and a day later.
- If a “balloon” is required from the draw schedule, it is possible to start the loan process early and before the funds are needed so as to “stockpile” a few disbursements, and then take a larger draw from the funds that have been accumulating in the credit facility.

## Repayment Options:

The borrower chooses the best repayment option for their situation, prior to the end of the loan term. These are the possibilities:

- (i) Balloon payment
- (ii) Convert to permanent financing with either short or long term mortgage, which the Lender can assume
- (iii) Borrower can offer a structured repayment plan
- (iv) Equity, or Debt-Equity hybrid model
- (v) If at the end of the term you are not yet prepared to repay the loan, you can extend the term for an additional 12 months

## Lender’s Fees and Associated Costs:

- 3% Lending Fee drawn from the credit facility.
- The **Custodian’s Fee** is a small monthly from the time the fund starts until the loan is repaid in full. This is fully outlined in the Term Sheet.



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- The Custodian will oversee the loan disbursements, as well as ensure that the spending matches the drawdown schedule that the borrower has provided and that the project stays on track. This is a requirement of the Lender's Insurer. The insurer assigns an independent 3rd party Custodian who provides oversight on a monthly basis.
- The assigned custodian is PWC and the monthly fee is \$5,000 USD
- The **Legal/Closing Fees** as with any loan, the closing costs are the responsibility of the Borrower. This cost will never exceed 1% of the loan amount, with the high end (1%) only occurring in very complex transactions where appraisals may need to be ordered, multi-jurisdictions, and multiple lawyers becoming involved. In all cases, the borrower is required to make a non-refundable \$25,000 USD deposit against legal closing costs. If the Legal Costs are expected to exceed \$25,000, the Law Firm will itemize the additional fees and the lender will obtain written acceptance from the Borrower to move forward. These fees would then be deducted from the first loan disbursement.

## **Note on Costs:**

During the loan setup process, the Lending Group incurs costs for project assessment and due diligence through Price Waterhouse, and begins to incur legal costs from the point of their Insurance underwriting and the issuance of the Term Sheet. All of these front-end costs are fully borne by them; however, once the Borrower signs the Deposit Agreement and is ready to begin the SafeKeeping/Compliance process, they will ask the borrower to verify in an email their readiness to proceed with having the Loan Agreement developed. Following this confirmation, the Borrower will automatically become responsible for the associated legal/closing expenses from that point forward.

## **weLLcome capital Fees:**

- Standard Engagement Fee is \$5,000 which is due prior to the preparation of your loan application and intake package. Per the Finder's and Financial Agreement, this fee is considered earned income and is only refundable out of the Finder's Fee at closing.
- Finder's Fee is not more than 3% of loan amount; paid out of first draw, less the engagement fee.
- NOTE: Our Mutual Non-Circumvention and Non-Disclosure Agreement (NC/NDA) and Finder's & Financial Agreement both need to be executed at the outset.

**CONTACT Bonnie Walker**

+1.780.919.1872 Talk | Text | Whatsapp | Signal

[bonnie.walker@weLLcomecapital.com](mailto:bonnie.walker@weLLcomecapital.com)

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