



Lending solutions



Deutsche Bank Wealth Management provides access to a wide range of standard and customized lending solutions for ultra-high-net-worth clients and their various ownership entities, including trusts, foundations and private investment companies.

Lending is one of our core competencies, where the hallmark of our program is creative and confidential professionalism. Our lending specialists are some of the most talented individuals in the business, with extensive years of meaningful credit experience. One distinct advantage we possess is our ability to leverage the balance sheet and intellectual capital of a global institution such as Deutsche Bank.



Real estate lending

- Residential mortgage lending
- Commercial real estate



Structured lending solutions

- Fine art
- Executive aircraft
- Insurance premium financing
- Hedge funds
- ESOP seller loans
- Other non-traditional assets



Securities-backed lending

- Lombard loans
- Regulation U lending
- Regulation T lending
- Concentrated/single stock loans



Non-recourse lending

- Equity financing
- Commercial real estate
- Growth debt
- Direct lending

Real estate lending

Managing your liabilities, such as your mortgage, is just as important as managing your assets. Whether you're buying new real estate, refinancing, or looking for ways to create liquidity, we can help design a solution that takes into account your overall financial strategy and goals.

Residential

Our mortgage lending specialists work directly with clients and their Relationship Managers to customize a lending solution that meets short- and long-term financing needs.

Specific product offerings include a range of adjustable rate mortgages, with varying fixed rate periods, for single family residences, multiple secondary residences, estates, townhouses, condos and New York City co-ops. Interest-only and fully amortizing loans are standard options. Relationship pricing discounts, based on assets held within our firm, are available to certain qualifying clients.

We differentiate ourselves from other lenders based on our ability to offer loans to individuals and entities such as trusts, LLCs and partnerships. We pride ourselves on providing superior service by partnering clients with one of our in-house mortgage lending specialists. From the time an application is submitted to well after the close, clients work side-by-side with this dedicated, single point of contact to ensure a smooth transaction that meets their needs.

Minimum net worth: \$2 million for existing clients and \$3 million for new clients

Minimum liquidity: Based on loan size

Home equity lines of credit (HELOC)

We offer a HELOC, which may be used in addition to a traditional mortgage or as a replacement for an existing standard mortgage.

Commercial

We work with experienced commercial real estate owners and operators to find creative solutions to meet their financing needs. Our commercial real estate lending program provides short-, medium- and long-term loans secured by commercial real estate with personal guarantees.

A highly experienced commercial real estate lending specialist works with you and your Relationship Manager throughout the lending process.

Our capabilities include financing for acquisitions and refinancing of both maturing debt and existing debt for purposes of extracting liquidity and/or equity. Eligible property types include:

- Multi-family rental apartments
- Warehouse: multi-tenanted or investment grade
- Office: multi-tenanted with long-term leases
- Retail: multi-tenanted with strong grocery anchored preferred

We generally do not provide construction loans, land loans or loans for special use properties.

Minimum loan size: \$10 million per property

Minimum net worth: \$100 million and unencumbered liquidity of \$10 million

In addition, we can also facilitate access to Deutsche Bank's global investment banking platform for non-recourse loan options.

Structured lending solutions

We can design lending and credit solutions that support your unique and complex liquidity and investment needs. Our solutions are highly competitive and are not generally available through more traditional lenders. As such, recourse to an individual is required in most instances



Fine art

Through our fine art lending program, clients can obtain loans secured by a diversified collection of paintings, sculptures and drawings.

To participate, we require that individual works of art have a minimum fair market value of \$1 million to be eligible as collateral, and that all appraisals are conducted by Deutsche Bank- approved appraisers.

Clients must have adequate liquidity or cash flow (as tested by covenants) and appropriate levels of insurance. They are also required to provide a guarantee in full. We offer both committed term or revolving credit facilities, and all art pledged for the loan typically remains in the possession of the client or reputable third party, such as a museum.

Minimum loan size: \$10 million

Minimum net worth: \$100 million



Insurance premium financing

We provide an Insurance Premium Financing (IPF) program which offers financing to pay life insurance premiums for our clients. Participants in the IPF program obtain access to the typical benefits of leverage, including i) increased liquidity from borrowing versus paying the premiums “out of pocket,” ii) the opportunity to avoid disposition of the appreciated assets to fund the premium payments, and iii) a flexibility that allows clients to maintain their existing investment strategy.

These loans are secured by the insurance policy’s cash surrender value (CSV), the insurance policy’s death benefit and marketable securities held at Deutsche Bank. All insurance policy carriers need to be A-rated (or better) to be considered for collateral. Typical policies we accept are: i) whole life insurance, ii) universal life insurance, iii) variable universal life insurance, and iv) indexed universal life insurance. The loan amount should be enough to fund target premium payments of \$2 million per annum. IPF loans are structured as committed, non-revolving lines of credit and have an initial loan tenor of up to three years.

Minimum loan size: \$2 million (\$10 million by year five)

Minimum net worth: \$50 million with unencumbered liquidity of \$10 million



Executive aircraft

We have access to the expertise needed to navigate the unique and complex regulations surrounding the purchase or refinancing of new and used corporate jets. We require an appraisal, an annual certification of aircraft status and proper insurance. Clients must also have adequate liquidity or cash flow, as tested via covenants. A guarantee in full is required. We offer loan structures customized to your specific needs, with terms up to seven years.

Minimum loan size: \$10 million

Minimum net worth: \$100 million



Hedge funds

Our hedge fund program provides facilities to individuals secured by their interests in a diversified pool of third-party hedge funds. Borrowers must have substantial liquidity outside of their hedge fund interests. Requirements for a facility include the acknowledgment and consent of each hedge fund's general partner to Deutsche Bank's lien on the specific hedge fund interest.

Minimum loan size: \$10 million

Minimum net worth: \$100 million



ESOP seller loans

We provide loans to individuals who have sold a privately held company to an Employee Stock Ownership Plan and have elected to buy floating rate notes from investment-grade issuers under IRS 1042, commonly called Qualified Replacement Property (QRP). This structure may enable clients to defer capital gains tax until the QRP is sold (consult your tax advisor). The floating rate notes form the basis of the loan collateral against which we lend at advance rates up to 90%. Loan proceeds can be used to liquefy the value held in the bonds, to diversify borrower holdings or as purchase money to buy the bonds outright.

Minimum loan size: \$4 million



Other non-traditional assets

In addition to the lending capabilities already described, we will consider providing financing secured by other types of non-traditional assets on a case-by-case basis. Our lending team will work with clients to customize our lending products based on their needs and the type of assets they are looking to leverage.

Securities-backed lending

When short-term financial needs arise, borrowing against marketable securities might be preferable to liquidating assets and potentially disrupting a well-conceived financial plan. As such, we offer loans backed by marketable securities.

Lombard loans Standard Lombard loans represent an integral part of our lending capabilities. We offer credit facilities secured by marketable securities, allowing clients to separate their liquidity needs from the timing of asset sales and enabling them to adhere to an overall investment strategy.

Lombard loans allow clients the flexibility to pursue investment opportunities which they believe may generate a rate of return in excess of their borrowing costs, as well as offer the potential to defer capital gains taxes on appreciated securities. Borrowing is available in the U.S. dollar, euro, British pound and Japanese yen as well as other currencies, subject to approval.

Minimum loan size: \$2 million

Bank loans We offer both purpose (the purchase of margin stock¹) and non-purpose loans that are governed by Regulation U. Loan values under purpose loans are subject to regulatory maximums, while loan values under non-purpose loans may be higher, depending on assets pledged and the financial strength of the borrower or guarantor.

Minimum loan size: \$2 million

Margin loans We offer purpose loans governed by Regulation T through our registered broker-dealer, Deutsche Bank Securities Inc. Regulation T lending allows for the purchase or non-purchase of marginable securities¹ and other equity instruments at more conservative advance rates. Limited financial information is required and documentation is streamlined. The borrower and pledgor must be the same entity or individual. Loan amounts may vary.

**Concentrated/
single stock
loans** Other types of securities-backed lending include loans secured by concentrated and/or single stock collateral. Loans are subject to regulatory guidelines based on the overall size of the request, the liquidity of the stock, and other factors specific to the borrower and the collateral.

Minimum loan size: \$5 million
Minimum net worth: \$50 million

Non-recourse lending

By leveraging Deutsche Bank's global investment banking platform, we can offer innovative financing solutions that do not require recourse to the borrower.

Our non-recourse capabilities span across equity, corporate, fund, securitization and asset financings, including: commercial real estate, affordable housing, municipals, transportation, infrastructure, energy and aviation.

Equity financing

To finance an equity stake, we can provide fully customizable structures ranging from simple margin to derivatives-based loans, based on the borrower's objectives.

Whether used to help diversify single stock exposure or raise capital, there is no recourse to the borrower's assets besides the equity stake in consideration.

Minimum loan size: \$50 million

Commercial real estate

Deutsche Bank's Commercial Real Estate Group has been a global market leader for years, providing a comprehensive suite of financing solutions to clients who own or are acquiring assets, including multifamily, office, industrial and select retail.

Minimum loan size: Dependent on product suite

Balance sheet: \$50 million

CMBS: \$5 million

Growth debt

Growth debt offers early state growth capital to companies with a revenue track record and profitability potential. Our financing solutions offer flexibility and can be customized to support a company's business model and stage of growth. As companies mature and reach stabilized profitability, they have access to Deutsche Bank's platform of traditional corporate banking products.

Minimum loan size: \$15 million

Direct lending

Our direct lending platform provides financing to positive EBITDA-generating companies primarily in the mid- to late-growth phase, where traditional forms of capital may not be available or efficient to meet the company's needs.

Minimum loan size: \$50 million

About Deutsche Bank Wealth Management

Deutsche Bank Wealth Management serves as a trusted partner to wealthy individuals, family offices and select institutions. With practices in the Americas, Europe and Emerging Markets, we are one of the largest wealth managers globally. As a full-service wealth management firm, we offer our clients a comprehensive suite of private banking solutions, including access to the broader financial offering of Deutsche Bank.

We would welcome the opportunity to work with you. For more information please contact your Relationship Manager or visit [deutschewealth.com](https://www.deutschewealth.com)

¹ Marginable securities includes any equity security registered on a national securities exchange such as the New York or American Stock Exchange, OTC security trading on the NASDAQ, debt security convertible into margin stock and most mutual funds.

Important information

The products and services described in this document are not appropriate for everyone, so you should make a decision based on your financial, legal and tax situation after consultation with your tax and legal advisors. Deutsche Bank does not provide accounting, tax or legal advice to its clients. This information is not financial advice or a solicitation.

This is not a commitment by Deutsche Bank AG or any of its subsidiaries or affiliates (collectively referred to as “Deutsche Bank” or “Bank”) to make any loan. Loan transactions are subject to (i) the Bank’s due diligence procedures, including but not limited to “know your customer” policies, (ii) satisfaction with the proposed borrower’s financial position, legal structure, ownership and management, (iii) review and approval by the appropriate credit departments, (iv) internal lending and collateral limits, (v) compliance with applicable laws and regulations in effect from time to time and (vi) the execution and delivery of approved documentation for the transaction in form and substance acceptable to the Bank and its counsel. The Bank’s lending programs are subject to periodic review and change without prior notice. Where applicable, additional loan-related and closing costs may include, but are not limited to, title insurance, document preparation and attorney’s fees.

Before trading in a margin account, investors should be aware of the associated risks, which include but are not limited to (i) margin trading increases your level of market risk; (ii) potential losses are not limited to the collateral value in your margin account; and (iii) a sale and/or purchase of any securities in your account may be initiated without prior notice in order to meet a margin call. Further considerations regarding trading in a margin account: You can lose more funds than you deposit in the margin account.

The firm can force the sale of securities or other assets in your account(s). The firm can sell your securities or other assets without contacting you. You are not entitled to choose which securities or other assets in your account(s) are liquidated or sold to meet margin call. The firm can increase its “house” maintenance margin requirements at any time and is not required to provide you advance written notice. You are not entitled to an extension of time on a margin call.

Availability of alternative investments is subject to regulatory requirements, and is available only for “Qualified Purchasers” as defined by the U.S. Investment Company Act of 1940 and “Accredited Investors” as defined in Regulation D of the 1933 Securities Act. An investment in hedge funds is speculative and involves a high degree of risk. There are certain risks inherent in investing in alternative solutions, which include, but are not limited to, the use of leverage, speculative investment practices that may increase the risk of loss, a certain degree of illiquidity, complex tax structures, lack of regulatory requirements and lack of transparency to the investor.

Unless you are notified to the contrary, the products and services mentioned are not insured by the FDIC (or by any governmental entity) and are not guaranteed by or obligations of Deutsche Bank and are subject to loss of principal.

Deutsche Bank is an equal opportunity lender and does not discriminate based on race, sex, sexual orientation or identity, color, national origin, religion, age, marital status, disability, familial status, military status, the fact that all or part of the applicant’s income derives from any public assistance program; or the fact that the applicant has in good faith exercised any right under the Consumer Credit Protection Act.

“Deutsche Bank” means Deutsche Bank AG and its affiliated companies. Deutsche Bank Wealth Management represents the wealth management activities conducted by Deutsche Bank AG or its subsidiaries. Brokerage services are offered through Deutsche Bank Securities Inc., a broker-dealer and registered investment adviser, which conducts securities activities in the United States. Deutsche Bank Securities Inc. is a member of FINRA, NYSE and SIPC. Banking and lending services are offered through Deutsche Bank Trust Company Americas, member FDIC, and other members of the Deutsche Bank Group.

Deutsche Bank Wealth Management—U.S. may conduct business through the following legal entities:

Deutsche Bank AG, New York Branch; Deutsche Bank AG, Cayman Islands Branch; Deutsche Bank Trust Company Americas; Deutsche Bank National Trust Company; Deutsche Bank Trust Company, N.A.; Deutsche Bank Securities Inc.; Deutsche Bank Trust Company Delaware; DB Private Wealth Mortgage Ltd. and DB Private Clients Corp.

DB Private Wealth Mortgage Ltd. NMLS#: 2230

Deutsche Bank Trust Company Americas NMLS#: 405572 DB Private Clients Corp. NMLS#: 171514

© 2025 Deutsche Bank AG. All rights reserved. Americas (US) WM25030684 030525



March 2025