# Referral Lending Program (1st from $250,000 to $8,000,000)

**Earn 1.0% for every 0.25% over the Par Spread + Premium from Prepayment Penalty + Loan Fee**

<table>
<thead>
<tr>
<th>Product / Reprice LIBOR Swap Index</th>
<th>Term</th>
<th>Collateral Type</th>
<th>Index Floor</th>
<th>Par Spread</th>
<th>Min DSCR</th>
<th>MAX LTV SBA / Conv</th>
<th>Prepayment Penalty Step-down</th>
<th>Premium from Prepayment Penalty</th>
<th>Loan Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>5 year / 5 year</td>
<td>OWNER-USER</td>
<td>1.00%</td>
<td>2.00%</td>
<td>1.20x</td>
<td>90% / 65%</td>
<td>5.4, 3.2, 1, 5, 5, 5, 5, 5, 5, 5, 4, 3, 2, 1, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1</td>
<td>Minimum 0.50%</td>
<td>Set by and remitted to the lender</td>
</tr>
<tr>
<td></td>
<td>10/25</td>
<td>INVESTOR</td>
<td>2.00%</td>
<td>See Below</td>
<td>65%</td>
<td></td>
<td></td>
<td>1.00%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>7 year / 7 year</td>
<td>OWNER-USER</td>
<td>1.50%</td>
<td>2.00%</td>
<td>1.20x</td>
<td>90% / 65%</td>
<td>7.6, 5, 4, 3, 2, 1, 5, 5, 5, 5, 5, 4, 3, 2, 1, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1</td>
<td>Minimum 0.25%</td>
<td>Set by and remitted to the lender</td>
</tr>
<tr>
<td></td>
<td>10/25</td>
<td>INVESTOR</td>
<td>2.25%</td>
<td>See Below</td>
<td>65%</td>
<td></td>
<td></td>
<td>0.75%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>10 year / 10 year</td>
<td>OWNER-USER</td>
<td>1.75%</td>
<td>2.25%</td>
<td>1.20x</td>
<td>90% / 65%</td>
<td>7.6, 5, 4, 3, 2, 1, 5, 5, 5, 5, 5, 4, 3, 2, 1, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1</td>
<td>Minimum 0.25%</td>
<td>Set by and remitted to the lender</td>
</tr>
<tr>
<td></td>
<td>10/25</td>
<td>INVESTOR</td>
<td>2.50%</td>
<td>See Below</td>
<td>65%</td>
<td></td>
<td></td>
<td>0.75%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>25 year</td>
<td>OWNER-USER</td>
<td>N/A</td>
<td>STARTING RATE 5.50%</td>
<td>1.35x</td>
<td>90% / 65%</td>
<td>5, 5, 5, 5, 5, 5, 4, 3, 2, 1, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1</td>
<td>Minimum 0.25%</td>
<td>Set by and remitted to the lender</td>
</tr>
<tr>
<td></td>
<td>25/25</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0.50%</td>
<td></td>
</tr>
</tbody>
</table>

The initial rate will be the floor rate for the life of the loan. WSJ Prime based rate options with a 4.00% index floor available. Please contact Zions for the current rates when quoting pricing and interest rate locks.

The following link is provided for informational purposes only and rates may vary from Zions’ internal rates.

**Program Notes (504, Owner-User, Investor):**
- Banks, credit unions and approved non-bank lenders are eligible
- Loans <$250,000 will have a 0.50% increase to the Par Rate
- Par spread for semi-generic and special-use properties is 2.75%, Only 5 and 7 year rates are available.
- Owner-User: industrial, office, medical office, office/warehouse and retail
- Conventional loans will have a 20-year balloon
- Max of 60% for semi-generic collateral (daycare, auto repair, schools, auto dealers). LTV max of 50% for special use (self-storage, restaurants).
- 5-Mile population density >50,000
- Minimum FICO score of 675
- 20% reduction of the original principal balance is allowed / year
- Maximum premium is 7% or $350,000, excluding volume incentive.
- The referring lender retains any term origination fee. When applicable, Zions will keep 0.50% to pay the SBA fee for any 504 1st mortgage transaction.
- We are not currently lending in the following states: Alabama, Louisiana, Maine, Massachusetts, Mississippi, and Oklahoma.
- The terms contained herein are not all-inclusive and are subject to change at any time without notice.

**Investor Program:**
- The 25-year fixed rate is not available
- Full-recourse with 25% source of outside repay
- Multi-tenanted properties preferred, underwritten to market rents and vacancies
- Requests must hit stressed rate, DSCR and debt yield

<table>
<thead>
<tr>
<th>DSCR @ 5%</th>
<th>Retail</th>
<th>Office</th>
<th>Credit Tenant</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>1.30</td>
<td>1.35</td>
<td>1.20</td>
</tr>
<tr>
<td>Other</td>
<td>1.25</td>
<td>1.30</td>
<td>1.10</td>
</tr>
</tbody>
</table>

**Additional Premium**
- 0.50
- 1.00
- 1.50
- 2.00

**12 Month Fundings**
- $5 mil
- $12.5 mil
- $17.5 mil
- $25 mil

*25-Year Fixed Rate loans count towards volume funding tier requirements, but do not qualify for the Volume Bonus payout. Par rate can not drop below 2.00%

For more information please contact us at:
Toll Free 800-748-3133
7730 S Union Park Ave, Ste 350 Salt Lake City, Utah 84107
A division of Zions Bancorporation, N.A., Member FDIC
LIBOR + PAR SPREAD + ADDITIONAL SPREAD
(Each increase of 0.25% pays 1.0%) + PREPAYMENT PENALTY + LOAN FEE
(Minus SBA Third Party Participation fee of 0.50%, when applicable)

= FEE INCOME & FUNDED LOAN