

## CARTA CAPITAL CALL LINES OF CREDIT

# Our best offer, for everyone

Carta's creating clear and transparent capital call lines ("CCLs"). This starts with pricing. Everyone gets our best offer from the get-go, including fair and transparent terms. Getting a CCL from a traditional bank has historically advantaged those with the time and resources to spend weeks (even months) negotiating over price and legal terms. Some banks require the borrower to pay a fee to just start the application and credit diligence process. Hefty legal fees are incurred on both sides.

If the borrower then passes credit underwriting, the bank may charge a facility fee to set up the CCL, ongoing unused line fees for keeping the facility available, and a draw-down fee when the borrower requests an advance. All this before calculating interest on the actual advance.

Carta is doing away with complicated fees. We charge an annual subscription fee—\$2,000 per \$1 million borrowed, and a one-time \$3,000 closing fee. Our subscription fees are fixed and don't change, regardless of how many drawdowns you make.

Interest rate is a key point of negotiation in historical CCL sales cycles. Well-established, large, and successful funds get the best borrowing terms - usually below Prime. Emerging or micro-funds typically borrow at significantly higher rates - around Prime plus 1.00% (or higher). That's a significant cost difference. Usually, those fund managers and CFOs spend a lot of time trying to negotiate lower rates. That's valuable time not spent with founders and operating companies or making deals.

Carta now allows VC and PE funds to borrow at market-leading rates—Prime minus 0.50% with deposits at Coastal Community bank or prime minus 0.25%. We're not a bank, so we're simply passing through our cost of financing. We don't charge any fees to start the CCL application process (unlike some banks). We've simplified the process, so start by seeing if you're eligible.

We also don't like wasting your time negotiating legal docs, so we've standardized our loan documentation. Just like our pricing, you'll find our market-leading terms on our site.

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Fund administration clients are not subject to this pricing.

Lines of credit through a strategic partnership with Coastal Community Bank, Member FDIC; Coastal will be your lender. Carta Financial is not providing legal, financial, accounting or tax advice or any other professional advice or service.

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