



**SYNOVUS<sup>®</sup>**

COMMERCIAL BANKING

# A Committed and Consultative Financial Partner

January 2022





**Kevin Blair**

President and  
Chief Executive Officer

Since 1888, Synovus's success has been tied to the success of our clients and the communities we serve. Together, we've celebrated good times and weathered periods of stress and uncertainty. And, for those 130 years, we've attributed our success to the power of relationships.

In many ways, we're the same bank we've always been. We believe in the potential of our clients and their businesses. We embrace our roles as advisors and advocates, paving the way for you to make better and smarter financial decisions. But the challenges and opportunities you face as a business executive today differ drastically from what you faced last year, much less decades ago. These changing needs drive us to be better. Synovus is committed to growing and adapting as your financial partner today and for the future by delivering high-tech solutions, with high-touch advice and service.

As Synovus has grown to become one of the largest mid-cap banks in the Southeast, we continue to invest in expertise – top bankers with decades of experience across companies, industries, geographies, and solutions – so you can act with certainty. Our knowledge and know-how mean we can navigate complexity on your behalf with transparency and clarity. Where others see obstacles, we see opportunities. We attract the best of the best in talent because Synovus empowers our team members to act on your behalf and deliver solutions to meet your needs, first. Our goal is to make it easy to do business with us, and that requires continuous improvement, in technology, in processes, in how we interact. As your needs evolve or your situation changes, your Synovus team is always close by, both easy to reach and work with.

On behalf of the Synovus team, we would be honored to have you select us as your financial partner. As you continue to learn more about Synovus and consider doing business with us, I am happy to help answer any questions you may have.

A handwritten signature in black ink that reads "Kevin S. Blair". The signature is written in a cursive, flowing style.

---

## **Our Customer Covenant**

*We pledge to serve every customer with the highest levels of sincerity, fairness, courtesy, respect, and gratitude, delivered with unparalleled responsiveness, expertise, efficiency, and accuracy.*

*We are in a business to create lasting relationships and we will treat our customers like we want to be treated. We will offer the finest personal service and products delivered by caring team members who take 100% responsibility for meeting the needs of each customer.*

A scenic view of a river with large rocks in the foreground and a modern building in the background. The sky is a soft, hazy blue, suggesting dusk or dawn. The building is a multi-story structure with a mix of brick and glass, featuring a prominent glass facade. The river flows through a rocky landscape, with water splashing over the rocks. The overall atmosphere is calm and natural.

SYNOVUS®

# About Us



# The Leading Bank for Business Leaders

**Synovus (NYSE: SNV)** is the largest mid-cap bank in the Southeast, providing a wide range of financial services to corporations, governments, institutions, and individuals. Our industry-leading Wholesale Banking division provides wealth management and investment management services to their executives.

Founded in 1888, Synovus is headquartered in Columbus, Georgia, and has nearly 290 locations throughout the Southeast U.S. and has been named one of America's Best Banks by Forbes<sup>1</sup>. With assets of over \$57.3 billion, \$5.8 billion in capital, we are poised to become the nation's leading regional banking franchise.

The burgeoning economies throughout the Sun Belt, particularly in the Southeast, have experienced explosive growth, contributing to the mutual success of Synovus and the industries

we serve. The Sun Belt is expected to be home to nearly 55% of all Americans by 2030, outpacing non-Sun Belt areas by 16 million people<sup>2</sup>. To support this influx of families and wealthy retirees, business opportunities are growing for multi-family housing developments and office buildings as well as warehousing and distribution centers right here in the southeast—all here for a reason.

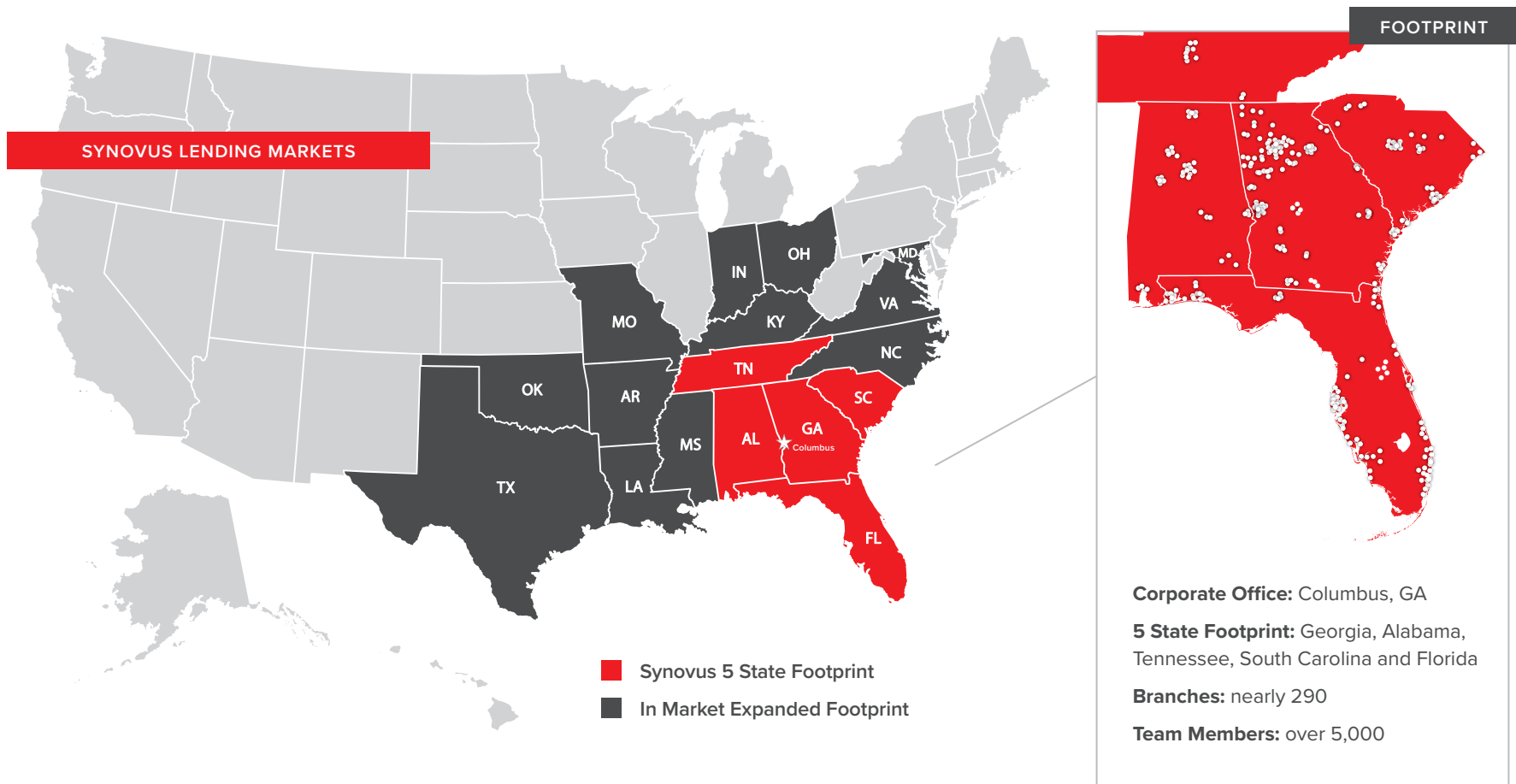
We have a rich history of helping leading businesses thrive while shaping specific sectors, including: commercial real estate, manufacturing, government, marine, aviation, agriculture, housing, and every aspect of caring for seniors, ranging from healthcare to senior living. Our relationship managers' superior industry experience position Synovus to help not only the various industries located here, but those looking to operate out of these economically favorable climates.

By providing an exceptional banking experience, we help companies thrive and communities prosper.

Learn how our company was founded on a simple act of kindness at [synovus.com/history](https://synovus.com/history)

1. Forbes.com, America's Best Banks 2021. 2. Moody's Analytics. Q1 2019. Note: The 18 states in the Sun Belt include: Alabama, Arkansas, Arizona, California, Colorado, Florida, Georgia, Kansas, Louisiana, Mississippi, North Carolina, New Mexico, Nevada, Oklahoma, South Carolina, Tennessee, Texas, & Utah.

# Synovus Positioned for Growth

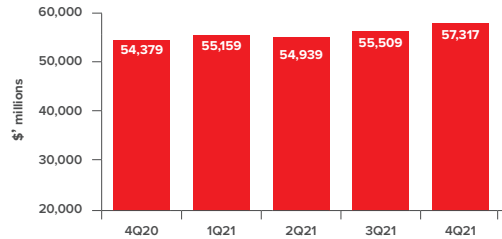


## Charting the course:

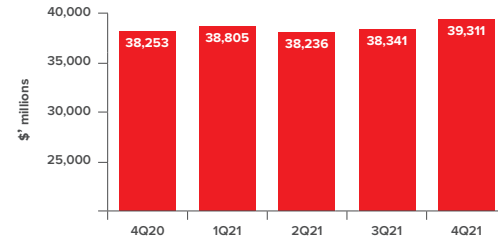
For over 130 years Synovus has served markets in the Southeast through its twenty-eight franchise banks, providing convenience, stability and resources for our clients. In 2018, those twenty-eight banks became one brand, one bank, Synovus. In 2019, Synovus completed its acquisition of Florida Community Bank solidifying our position in South Florida. The future looks bright for 2021 and beyond!

# Synovus Business Overview

## Assets



## Loans



## Our growth:

- Total Assets: **\$57.3 bn**
- Total Deposits: **\$49.4 bn**
- Loans: **\$38.9 bn**
- Capital: **\$5.8 bn**

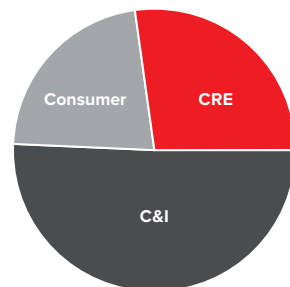
## Financial Trend Highlights

Financial Trend Highlights					
\$'000	4Q20	1Q21	2Q21	3Q21	4Q21
Net Income	150,408	187,092	186,200	186,773	200,401
Core ROAA	1.25%	1.41%	1.37%	1.33%	1.44%
Efficiency Ratio	60.32%	55.01%	55.24%	53.34%	57.85%
ROATCE	14.00%	17.85%	17.41%	16.85%	18.14%

## Ratings Summary

Synovus Financial	S&P	Fitch
Rating Date	5/24/2021	5/18/2021
Long-Term Issuer	BBB-	BBB
Ratings Outlook	Stable	Stable
Synovus Bank		
Long-Term Issuer	BBB	BBB
Certificate of Deposit	-	BBB+

## Current Loan Portfolio



### C&I

Specialty Lending 19.1%  
Direct Middle Market and  
Commercial Banking 30.7%

### Consumer

Consumer Real Estate Related 16.2%  
Consumer Non Real Estate 6.2%

### Commercial Real Estate

Residential Construction, Development  
and Land 1.6%  
Other CRE Property  
Types 6.4%  
Multi-Family 5.4%  
Office Building 6.4%  
Shopping Centers 4.2%  
Hotels 3.9%





SYNOVUS®

# Best In Class

Commercial Banking

# Commercial Banking Overview

Custom-tailored, industry-specific financing solutions for the following market segments:



## Owner-Occupied Real Estate

A dedicated team provides financial solutions for owner-occupied real estate development and acquisition opportunities. We offer expert guidance, a variety of loan terms and flexible repayment plans for:

- Facility Purchase
- Land Purchase
- Refinance
- Renovation
- Construction



## Equipment Financing

Our lending professionals help businesses buy or lease equipment, vehicles and furnishings. With a variety of financing options, we'll help determine the best solutions to reach cash and accounting goals.





### **Workplace Solutions**

Our workplace professionals help businesses successfully address employee financial needs. We offer employee checking, as well as retirement planning and deferred compensation design and administration.



### **Healthcare Banking**

This division focuses on the special needs of medical organizations, including operating capital, equipment financing and more. We'll work hard to help identify appropriate financing.



### **Merchant Services**

The Synovus Merchant Services team will partner with you to select and implement the right, industry-leading POS technology for your business needs. Training and equipment setup, clear and concise statements, and next-day funding<sup>1</sup> are included.



### **Franchise Financing**

More than just bankers, our trusted advisors will personally guide franchisees to the right financial, operational and cash management solutions for growth and expansion.

1. Merchants on certain processing programs are not eligible for next-day funding; funding may be delayed by TSYS' Credit or Risk departments at any time. All accounts subject to credit approval; some restrictions and exclusion apply to all offerings.



### **Small Business Lending**

Provides stability and growth for small businesses. As an SBA-preferred lender, our professionals are skilled in the needs of small businesses, and can help to identify funding for day-to-day operations, as well as expansions.



### **Agriculture & Timber Banking**

Our Agricultural Lending team helps support the capital needs of farmers, agribusiness, and forestry and timber operators. With many years of industry expertise, we'll tailor a solution to address your unique growth and expansion goals.



### **Asset-Based Lending**

This niche lending division at Synovus serves asset-rich companies seeking improved cash flow. Synovus' seasoned banking team also helps higher-risk borrowers leverage their assets (including equipment, inventory and/or accounts receivable) to gain access to capital.



### **Capital Markets**

Skilled professionals help businesses achieve the right balance of capital preservation, liquidity and yield. We assist with evaluating new opportunities, underwriting, active trading and other services to address capital needs.

1. Merchants on certain processing programs are not eligible for next-day funding; funding may be delayed by TSYS' Credit or Risk departments at any time. All accounts subject to credit approval; some restrictions and exclusion apply to all offerings.



# Commercial Banking

Growing your business requires in-depth knowledge and reliable access to capital. Synovus Commercial Banking offers specialized industry expertise, practical solutions and a personalized approach to help reach your goals faster and more efficiently.

As a trusted financial partner to hundreds of organizations across the Southeast, we are vested in our clients' success. Helping you overcome challenges while taking advantage of financial opportunities is our priority.

Synovus can assist your business with securing working capital, financing, growth and expansion, treasury management and any other financial needs you may have. Our skilled relationship managers are tasked with proactively understanding your business and cash flow needs to ensure timely access to funds for real estate acquisitions, site buildouts, equipment purchases and more.

Whatever your business goals, we're here to help you position your company for success now and in the future.



## Customized solutions – personal attention

Stay ahead of competitors and adapt to shifting market conditions and technologies. Synovus is well-versed in helping clients navigate the complexities of a constantly evolving financial and technological landscape. Our relationship managers focus on the intricacies of your business, evaluating the pros and cons of Synovus solutions, to make the best possible recommendation to meet your objectives, including:

- **Growth and Expansion**
- **Improved Profitability and Expense Control**
- **Risk Management**
- **Business Continuity and Succession Planning**

## Expertise in and services tailored for:

Manufacturers, Distributors, Wholesalers, Retailers, Service Industries, Healthcare, Senior Housing, Asset Based Lending, Premium Finance Lending, REITs, Commercial Real Estate, Government Entities, Home Owners Associations, Aviation, and Marina.

## World-class technologies

You'll never have to sacrifice when it comes to banking while using the latest technologies. With Synovus' online banking, mobile apps, and digital treasury management services, you save time while taking care of business.

## Enterprise-level Wholesale Banking:

- **Deposit Services and Business Checking**

- » Corporate Savings Account
- » Commercial Money Market Account
- » Certificates of Deposit
- » Business Internet Banking
- » Commercial Analysis Checking
- » Preferred Business Checking
- » Interest on Lawyer Trust Accounts
- » Interest on Trust Accounts

- **International Banking**

- » International Letters of Credit
- » Documentary Collections
- » Foreign Exchange
- » Currency Risk Management Strategies

- **Tailored Financing Solutions**

- » Working Capital
- » Capital Expenditure Financing
- » Commercial Real Estate Financing

- **Tailored Financing Solutions (cont.)**

- » Merger and Acquisition Financing
- » Accordion Financing

- **Additional Solutions**

- » Institutional Trust
- » Interest Rate Hedging
- » Business Valuation and Succession Planning
- » Insurance Premium Financing
- » Asset-Based Lending
- » Corporate Aircraft Loans
- » Franchise Financing
- » Escrow Accounts
- » Retirement Plan
- » Foundation & Endowment Services
- » Insurance Capital Management



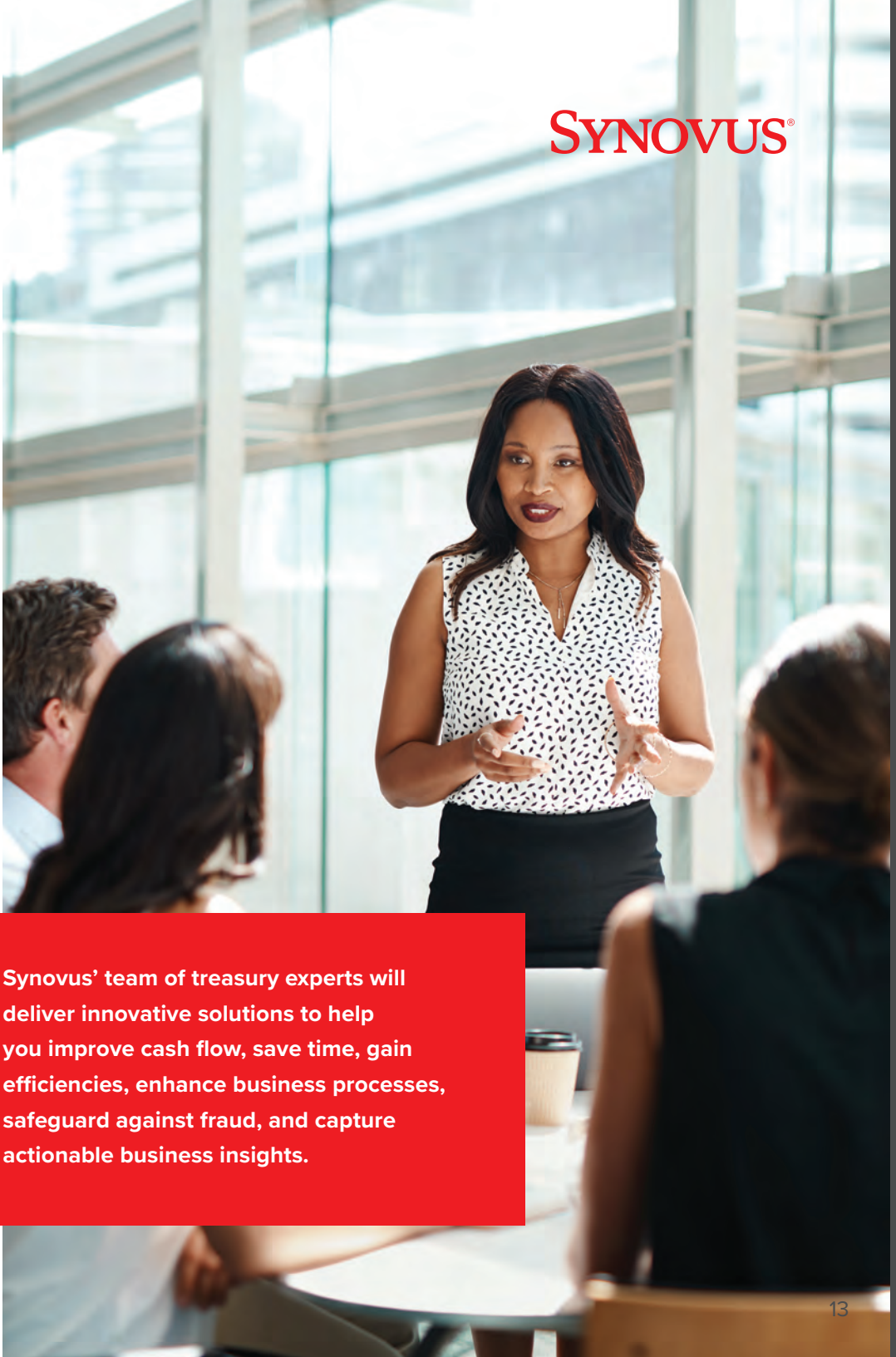


# Treasury & Payment Solutions

## Keeping your business running smoothly

Synovus delivers a full suite of scalable Treasury Management solutions to help you manage and grow your business. Our experts are committed to gaining a clear understanding of your cash cycle, and will provide valuable insights and customized solutions to meet your business goals, no matter how unique or complex. From deposit services to integrated solutions, Synovus has your business covered.

- Receivables Management
- Disbursement Services
- Fraud Protection Services
- Information Reporting
- Reconciliation Services
- International Treasury Management Services
- International Trade Services
- Expense Management
- Merchant Services
- Online Services and Information Reporting



Synovus' team of treasury experts will deliver innovative solutions to help you improve cash flow, save time, gain efficiencies, enhance business processes, safeguard against fraud, and capture actionable business insights.

# World-Class Treasury and Payment Technologies

**SYNOVUS®**

## Receivables Services

- ACH Origination for Direct Payment
- Remote Express Deposit
- Lockbox Services
- Remote Vault Deposit
- Check Recovery Services

## Disbursement Services

- ACH Origination for Direct Deposit
- Controlled Disbursement
- Domestic and International Online Wire Transfers

## Fraud Protection Services

- ACH Positive Pay
- Check Positive Pay
- Payee Check Positive Pay
- Reverse Positive Pay
- IBM® Security Trusteer Rapport

## Information Reporting

- Synovus One View
- Imaging Access Services
- BAI Balance Reporting
- 822 Electronic Statement
- Electronic Data Interchange (EDI)
- Commercial Online Banking
- Statements & Documents
- Deposit Escrow Sub Accounting

## International Trade Services

- Export Letter of Credit
- Import Letter of Credit
- International Standby Letter of Credit
- Documentary Collections Services

## International Treasury Management Services

- International Wire Transfers
- SWIFT International Balance Reporting
- International Check Processing and Foreign Collection
- Foreign Banknotes
- Foreign Exchange Forward Contracts
- FX Online

## Reconciliation Services

- Full Reconciliation
- Partial Reconciliation
- Deposit Reconciliation





# Merchant Services

Customers expect quick, secure transactions when they do business with you. Positive experiences can mean the difference between customers choosing your business or your competitors. Synovus Merchant Services delivers an integrated solution that is not only good for customers, but also helps efficiently manage your payment operations. Plus, next-day funding ensures you have reliable cash flow.<sup>1</sup>

## Convenient Payment Types

Securely accept a range of payment types—onsite or online—including the most popular digital wallet services.

- Debit, Credit and Chip Cards
- ACH
- Gift and Loyalty Cards
- Apple Pay®, Google Pay™ and Samsung Pay®\*

*All marks are the property of their respective owners. All rights reserved.*

## Sleek Countertop and Mobile Devices

No matter the size, design or location of your business, our contemporary equipment fits right in.



- Process EMV® and NFC from a single system
- Fully mobile, smartphone-compatible device gives you freedom to accept payments conveniently and securely, anywhere your customers want to pay
- Protect transactions and customer data with fraud prevention tools



## Powerful Business Management Capabilities

Our payment solution features the back-office tools, reporting and insights you need to effectively oversee sales and payment processing.

- Cloud-based access from any browser
- Captures customer data with comprehensive reporting and analytics
- Intelligent inventory management and dynamic pricing control

## One Complete Solution for Every Business

With Synovus Merchant Services, businesses and organizations of all kinds can reliably accept customer payments for increased retention, while reducing card processing costs.

- |                                   |                    |
|-----------------------------------|--------------------|
| • Retail and Wholesale            | • Hotels           |
| • Healthcare                      | • Nonprofit        |
| • Government                      | • Higher Education |
| • Professional/Specialty Services | • Restaurants      |

1. Merchants on certain processing programs are not eligible for next-day funding; funding may be delayed by TSYS' Credit or Risk departments at any time. All accounts subject to credit approval; some restrictions and exclusions apply to all offerings.

## Expense Management Solutions to Meet Your Company's Needs

Effectively managing expenditures is key to business success. Synovus Corporate, Purchasing and Fleet Credit Cards offer greater control, transparency and reporting of your expenses. Our card programs can also be integrated with AP Solutions for a comprehensive approach to expense management.



### Synovus Visa® Corporate Credit Card<sup>1,2</sup>

Manage and monitor travel, entertainment and other business spending by multiple cardholders.



### Synovus Visa® Purchasing Credit Card (P-Card)<sup>1,2,3</sup>

Allow employees to make business purchases within your organization's policies.



### Synovus Mastercard® Corporate Fleet Credit Card<sup>1</sup>

Provide drivers with a means to pay for gasoline, maintenance, and select expenses.

1. All credit cards are subject to credit approval. 2. Certain terms, conditions, and exclusions apply. In order for coverage to apply, you must use your enrolled Visa card to secure transactions. More information about these benefits is included in the Visa Guide to Benefits, which is provided when the card account is opened. 3. Additional balances and/or fees may apply for Treasury Management products and services.

Credit cards are issued by Synovus Bank, 1111 Bay Avenue, Columbus, Georgia 31901, which is also the creditor for credit card accounts. Banking products are provided by Synovus Bank, Member FDIC and Equal Housing Lender.



## Building Value for Corporations and Executives

At Synovus, our goal is to provide expertise and value that transcends our corporate banking services into an array of offerings for you and your executives.

---

*“Without the support from Synovus, we would not be able to make significant and impactful changes to our campus. These capital projects help us make tomorrow happen for the next generation of community leaders and we are grateful to Synovus for their commitment to our mission.”*

– Grant H. Cornwell, President, Rollins College



## Private Wealth Management

Our Private Wealth Management team at Synovus provides bespoke financial solutions to meet the unique needs of high net worth individuals:

### Lending<sup>1</sup> and Depository Services

- Partner buy-in and capital contribution loans with customized structures
- Customized mortgage solutions—Portfolio, Conventional, FHA, VA Mortgages
- Home Equity Lines Of Credit
- Unsecured and securities-backed lines of credit
- Checking, Savings, Money Market Accounts, and CDs

### Financial Planning, Investments, Insurance, and Trust Services<sup>2</sup>

- Personal Financial Planning and Investments
- Synovus Asset Navigator
- Personal Trust and Estate Services
- Insurance

## The Family Office at Synovus

Your dedicated Family Office Advisor at Synovus will assist you in sustaining your values, managing your assets and leaving a lasting legacy. We focus on assisting your family articulate and fulfill its vision by continually engaging our experienced specialists and coordinating with your other advisors.

- Long-term assets—Family business consulting, succession planning, concentrated stock holdings, land management

- Investments—Investment planning, policy statements, manager selection and monitoring, integrated reporting and analysis
- Family legacy—Family leadership planning, family dynamics consulting, family governance and preservation
- Fiduciary and financial services—Financial/tax/estate planning, risk management, custody and trust services, private banking

## Securities & Investments

An experienced Financial Advisor from Synovus has the knowledge and expertise to be your trusted advisor, providing comprehensive, customized solutions based on your unique financial priorities and goals:

- Planning for retirement or saving for your child's college education
- Choosing investment vehicles with your goals in mind such as mutual funds, stocks, bonds, etc.
- Protecting your family or business with risk management solutions
- Creating lifetime income strategies
- Saving for a special purpose (such as a wedding, vacation, second home, etc.)
- Assessing your family's insurance needs (life, long-term care, disability, etc.)

## Trust Services

### Institutional

- Retirement Plans
- Foundation & Endowment Services
- Insurance Capital Management

### Personal

- Estate Planning and Settlement
- Asset Management
- Trust Administration

1. Subject to credit approval. 2. Investment products and services provided by Synovus are offered through Synovus Securities, Inc("SSI"), Synovus Trust Company, N.A. ("STC"), GLOBALT, a separately identifiable division of STC and Creative Financial Group, a division of SSI. Trust services for Synovus are provided by Synovus Trust Company, N.A. The registered broker-dealer offering brokerage products for Synovus is Synovus Securities, Inc., member FINRA/SIPC and SEC registered Investment Advisor. Investment products and services are not FDIC insured, are not deposits of or other obligations of Synovus Bank, are not guaranteed by Synovus Bank and involve investment risk, including possible loss of principal amount invested. Synovus Securities, Inc. is a subsidiary of Synovus Financial Corp and an affiliate of Synovus Bank and Synovus Trust. Synovus Trust Company, N.A. is a subsidiary of Synovus Bank. The Family Office at Synovus is a division of the Synovus Trust Company, N.A.



## Here Matters

The best way to ensure the long-term health of our bank is to help ensure the health of the communities we serve. That means more than taking deposits, providing loans, or earning the right to do the next transaction. It also means serving with our time, talent, and resources.

At Synovus, we express our commitment to communities through *Here Matters*, our community outreach program. *Here Matters* builds on a century-plus legacy of service to local communities as the *bank of here*, focusing Synovus' volunteer and financial contributions in three areas: education, needs-based opportunities, and health and wellness.



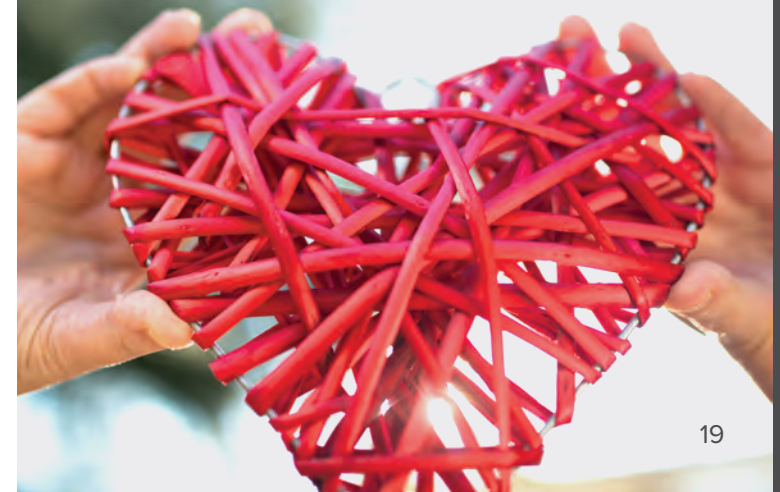
*By developing stronger communities, we achieve meaningful milestones together.*

### *Want to apply for a corporate donation?*

Donation applications are taken each year during the third quarter (August 1st through September 30th) for funding in the following calendar year. Community organizations who mirror our three main areas of support may apply at:

**[synovus.com/about-us/donations](https://synovus.com/about-us/donations)**

Submissions are open during this limited time with funding decisions communicated to requesting organizations by mid-January.







SYNOVUS®

[synovus.com](https://synovus.com)



Synovus Bank, Member FDIC.

January 2022