NEWITY

#1 SBA 7(A) FACILITATOR | **$12.0B** LOANS SECURED | **125K+** BUSINESSES SERVED

Growth Term Loan (GTL)

Conventional term financing for established small businesses.

CONVENTIONAL

PROGRAM AT A GLANCE

LOAN SIZE	INTEREST RATE	TERM	MIN. DSCR, OVER $200K	MIN. CREDIT SCORE
$50K–$500K	**~14–22%**	**10 Years**	**1.10x**	**680 FICO**
Capped at 40% of borrower revenue	Varies with credit strength and risk model factors	120-month term loan	No DSCR requirement on loans up to $200K	All beneficial owners, 20%+ ownership

THE PRODUCT

GTL is a conventional term loan delivering $50,000 to $500,000 in growth capital to established small businesses.

- Loan sized to 40% of annual revenue, up to $500,000
- All existing MCA financing must be refinanced and closed at funding

THE BORROWER

The target borrower is an established operating business with a revenue and cash flow track record a bank can underwrite to.

- Minimum 2 years in operation; 4 years for construction businesses
- Minimum $175,000 in annual revenue
- All 20%+ owners provide a full, unlimited personal guaranty

CORE CREDIT CRITERIA

Applicant Screening & Credit

- ✓ **680 minimum FICO** for all beneficial owners
- ✓ **$175,000 minimum** annual revenue
- ✓ **2 years minimum** time in business (4 years construction)
- ✓ **Positive EBITDA** per most recent business tax return
- ✓ No felony conviction within **3 years**

Cash Flow & Capacity

- ✓ **1.10x minimum DSCR** on loans over $200K; no DSCR requirement up to $200K
- ✓ No more than **25% revenue decline** base period to current
- ✓ Maximum **5 NSFs** in trailing 6-month bank statements
- ✓ 6-month average cash balance ≥ **3 months** of loan payments

Business & Structure Requirements

- ✓ All active MCAs **refinanced and closed** at funding
- ✓ Maximum **2 active MCAs** pre-refinance to qualify
- ✓ **Trucking excluded**; construction requires 4-year tenure
- ✓ Must be an **operating company**, organized for-profit, located in the U.S.

3rd	2	25%	3 Mo.
MAX LIEN POSITION, STANDARD	MAX ACTIVE MCAS	MAX REVENUE DECLINE TOLERATED	MIN CASH RESERVE VS PAYMENTS

Collateral & Guaranty

- ✓ **UCC-1** filed against all business assets at closing
- ✓ Standard cap **3rd lien position**; 4th lien requires **1.10x DSCR** at any loan size
- ✓ **Full, unlimited personal guaranty** from all 20%+ owners
- ✓ Closing-stage bank statement review confirms no undisclosed debt

Key Eligibility Screens

- ✓ No active bankruptcy; none filed within **5 years**
- ✓ No liens or judgments within **5 years**
- ✓ No active litigation against the business or any guarantor
- ✓ Financial misconduct, false statement, or violent felonies disqualify regardless of age

Prepared for prospective referral partners. Summary for discussion purposes only. Criteria subject to change.