



# ISO UNDERWRITING GUIDELINES

2023

# UW GUIDELINES CHEAT SHEET

TIB	2+ (Construction/Restaurants - 3+, Trucking - 5+)
Preferred Industries	Healthcare/Specialty Trade/Manufacturing
Term Range	up to 24mo., 36/48mo. (preferred healthcare)
Max Points	12 (Standard), 6 (Retention) / 10 on 12mo. Retention
Min Ownership	50%
Min Annual Sales	\$120k (or \$10k/mo. average)
Min Deposits/mo.	5 (exceptions are case-by-case)
Max NSF's & Neg. Days/mo.	4 each (exceptions are case-by-case)
Prepay Discount	30% of the remaining interest is forgiven
Payoff Rule	Must net at least 35-50% (deal specific), max of 2 payoffs, max of \$150k (unless otherwise specified)
Positions	1st and 2nd

FICO	625+
1st page of Tax Return	>\$75k (>\$150k for specific criteria)
Financials	>\$150k (>\$200k for preferred industries and specific criteria)
Payment Frequency	Daily & Weekly, bi-weekly and monthly for preferred industries with additional buy rate points
Credit Pull	Experian (soft pull)
Bankruptcy	Dismissed > 1 year
State Restrictions	No sole props in AR and NY
UCC	Yes for all deals
8821	>\$100k (>\$150k or >\$200k for preferred industries and specific criteria)
Origination Fee	2.5%

# APPROVED INDUSTRIES

## Automotive

General Automotive Repair  
Tire Retreading and Repair  
Transmission Repair  
Glass Replacement  
Top, Body & Upholstery  
Carwashes

## Healthcare

Medical Practices  
(Including Dentists and Chiropractors)  
Pharmacies  
Medical Laboratories  
Nursing Care Facilities  
Home Health Care Services  
Veterinarians  
Medical Equipment & Supplies

## General Contractors

\$150,000 max approval amount

## Manufacturing

Materials & Machine Parts  
Consumables (Food, Beverage and Tobacco)  
Food Product Machinery  
Medical Devices, Instruments and Supplies  
And other manufacturers supporting all approved industry types

## Mining/Oil

## Non-Profits

## Restaurants

\$150,000 max approval amount

## Retail

Hardware Stores  
Lawn & Garden Supplies/  
Landscape Nursery  
Sporting Goods & Bicycle Stores  
Fruit & Vegetable Markets



= HIGH-RISK INDUSTRIES  
terms/amount may be capped



= TOP INDUSTRIES

## Retail (continued)

Meat & Fish Markets

Grocery Stores

Liquor Stores

Tobacco Stores

Convenience Stores

## Services

Accounting, Bookkeeping,  
& Tax Preparation

Insurance Agents

Funeral Services

Landry & Dry-Cleaning Services

Building Cleaning & Maintenance

## High-Risk Services

Hotels & Motels

Gyms

Bowling Alley

Theaters

Dance Studios

## Specialty Trade Contractors

Plumbing, Heating & AC

Roofing & Siding

Electricians

Flooring

Excavation, Wrecking and Demolition

Architectural & Engineering Services

## Trucking

\$100,000 max approval amount

## Wholesale

Auto Parts & Tires

Construction Supplies

Plumbing Supplies

HVAC Equipment & Supplies

Farm & Garden Supplies

Hardware

Sporting & Recreational Goods

Produce, Grain, Meat, Dairy,  
Seafood Products

# RESTRICTED INDUSTRIES

Law Firms

Real Estate/Property Management

Recruiting/Staffing

Farms/Farm Product/Livestock

Credit Repair

Investment Firms

Land and Water Vehicle Dealers

Non-US Companies

Cell Phone Stores

CBD/Marijuana

Insurance/Financial Brokers

Live Animals / Pet Adoption

Online Supplements

Auto Rental

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#### **For Further Assistance with:**

##### **Pricing / Offer on submitted deals**

email salessupport@kapitus.com  
or contact your Sales VP

##### **Merchant questions/issues**

please have them contact  
customersupport@kapitus.com  
or 757-903-4889

##### **Syndication questions/issues**

please contact  
syndication@kapitus.com  
or 757-903-4889