FUNDING METRICS
Intelligent Business Decisioning

THE FUTURE OF BUSINESS FUNDING

2022

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WWW.LENDINI.COM
WWW.QUICKFIXCAPITAL.COM
WWW.FUNDINGMETRICS.COM

About Us

COMMISSIONS PAID: $58 MILLION

FUNDED: $565 MILLION+

YEARS IN BUSINESS: 7

EMPLOYEES: 130

Funding Metrics, LLC uses predictive analytics and data modeling to make strong, competitive offers to our partners and merchants. We understand that the livelihood of a merchant's business can sometimes rest on its need for liquid capital for up-front business expenses such as renovations, supplies, inventory, and staffing. That is why we swiftly review funding requests and communicate with you diligently to make sure we have accurate information when making an offer and prepare for funding.
A business cash advance or merchant cash advance is the financial solution for the merchant in need of short-term funding.

Our crafted solutions deliver opportunities for growth, to those merchants who traditionally find it inaccessible. We developed our business model to look at more than just what is on the surface; we analyze the human element. While others underwrite based on the facts of today, we use data modeling and custom underwriting. We also forecast where the business will stand months from now and have the offerings of both the Lendini and Quick Fix Capital portfolios. This provides greater opportunities to merchants across the country, for more working capital.

A Different Type of Underwriting

Funding Metrics, LLC has pioneered a proprietary data model that has evolved over the past few years, each version having its own striking characteristics effectually changing how we do business.

While the business owner's FICO score is part of our custom score, it's not the only significant factor comprising the merchant's model score. Funding Metrics puts more emphasis into evaluating business quality than the credit quality of the business owner. For this reason, it is possible for Funding Metrics to have a high model score when a merchant's personal FICO score is much lower. While both are included, we derive more lift out of evaluating both the past and present business history.

Most of our competitors place more importance on the credit of the business owner. We prefer business profiles that have longer rather than shorter years of credit history; not just time in business. We also like situations where both the owner and the business have not defaulted on merchant funding.

We think about things differently than most funders. This can sometimes make our approvals and denials difficult to explain. In years past, we used a mathematical modeling technique called linear regression. This made it easy to pin-point the reason or reasons for a high or low score. Today, Funding Metrics uses a machine learning technique called ensemble modeling. This makes it nearly impossible to accurately identify the reason or reasons a score is high or low. A quick analysis of a business' outward profile may look like a sure thing. However, many times details emerge below the surface, that will drive a model score up or be the reason for a denial.

Where Does a Model Score Come From and How is it Used?

1

There is no crystal ball for knowing whether a merchant will repay their advance in full, on time and as agreed. Predictive analytics can, however, identify patterns of repayment to create strong assumptions about how a merchant or industry may repay.

This is done by collecting a vast amount of data from both funded and unfunded merchants and using both human and machine learning to analyze various characteristics including but not limited to their time business, seasonality, historical industry performance, credit history, types of credit extended and it's corresponding repayment history, and performance by state as well as by ISO.

Funding Metrics, LLC has used data modeling for many years. Since data and industry trends change our modeling continually evolves to provide merchants strong competitive offers that fit their business and its needs.

2

In respect to the model, each has had striking characteristics and changes, both small and large that determined how model scores were calculated. Funding Metrics' Model is proprietary and exclusive to Lendini and Quick Fix Capital. A new model is rolled out once or twice a year, however, there may be changes or adjustments after the model is implemented.

The model evolves with our product. How merchants pay, industry trends, and credit and payback history as reported to various data sources, such as Experian Business, PayNet, and Factor Trust are all considered.

3

A three-digit model score is assigned to each merchant during underwriting. This number rates the strength and probability of repayment.

A model score is generated based on the historical performance of similar merchants and industries in previous models combined with new information retrieved from various credit sources. The better the historical data performance of the merchant and industry, the higher the model score.

2 Funding Portfolios

Funding Metrics, LLC understands that not all merchants are the same. This is why we have two funding portfolios to cater to a broader range of merchants and better satisfy their funding needs; Lendini and Quick Fix Capital. While we consider all merchants, Lendini can provide the merchant with a more established history, a variety of funding options. Quick Fix Capital has a solution for merchants that do not fit the Lendini portfolio.

A Direct Funder You Can Trust

A cash advance provider, also referred to as a "funder," may advance on all risk classifications. However, it is more typical for a funder to consider only one or two paper types and leave the remainder for a subsidiary, sister company, affiliate or competitor. If a cash advance company funds more than one paper type, they most likely have multiple portfolios for risk classification. Funding Metrics, LLC has two funding portfolios, Lendini and Quick Fix Capital. Lendini is more conservative, considering cash advance applicants that are typically B/C. Quick Fix Capital offers funding programs for slightly risker merchants categorized as D.

Risk Classification

Lendini

B

Minimal Risk

General qualities: Long time in business, stable to increasing volume, good credit, clean business banking with few to no NSFs, few to no negative banking days, good average daily balance, strong industry performance with a low risk of default.

Lendini

C

Some Risk

General qualities: A few years in business, stable volume, fair credit, moderate business banking habits with some NSFs, some negative banking days, good average daily balance, average industry performance with a moderate risk of default.

Quick Fix Capital

D

Elevated Risk

General qualities: A few months to a few years in business, fluctuating to stable volume, poor to fair credit, poor business banking habits with multiple NSFs, some negative banking days, fluctuating to lower average daily balance, poor industry performance with an elevated risk of default.

Guidelines

Minimum requirements are displayed as a sample of requirements, however, are not a complete representation of funding guidelines. Requirements and funding guidelines are subject to change at the discretion of Funding Metrics, LLC. *Time in business requirements may vary by industry.

Lendini
FASTEST TO FUND TECHNOLOGY

Buy Rates Starting at 1.25
Up to $300,000
1st to 4th Positions
88-200 Days

- Minimum Model Score: 600
- Minimum Fico: 500
- Minimum Average Daily Balance: $500
- Minimum Monthly Gross Sales: $5,000
- Minimum Monthly Deposits: 3
- Minimum 1 year* in business
- Maximum Negative Days: 6 in the most recent month and 20 collectively in the most recent 3 months.

QuickFix Capital

Buy Rates Starting at 1.35
Up to $100,000
No Funding Positions Limit
44-105 Days

- Minimum Model Score: 600
- Minimum Fico: 500
- Minimum Average Daily Balance: $500
- Minimum Monthly Gross Sales: $5,000
- Minimum Monthly Deposits: 3
- Minimum 8 months* in business
- Maximum Negative Days: 6 in the most recent month and 20 collectively in the most recent 3 months.

ISO Partners

Deciding where to send your merchant applications.

If you are in the business of providing financial products as an agent or broker, many of your small business clients may not meet the guidelines for traditional credit products. By partnering with Lendini and Quick Fix Capital, you can offer working capital products for small businesses.

Funding Metrics, LLC provides unmatched ISO support, access to the ISO partner portal, comprehensive introduction sessions, product and guideline updates. Our departments work side-by-side and collaborate in all areas to offer the best funding option. You will have a direct line of communication to your Account Manager for updates, guidance and support.

Work with your clients, guiding them through the complete funding process. Receive commissions and earn bonuses.

- A dedicated Account Manager is assigned to each ISO. They will assist with adjustment requests, answer questions pertaining to submissions, approvals, denials, and potential renewals.
- Renewal exclusivity for the duration of an open merchant cash advance.
- Full commission on renewals unless downsold.

Competitive Offers, Fast

Offers in as little as three hours texted directly to your mobile device.

- Weekly payment options available to select merchants and industries.
- Buy rates starting at 1.25.
- 15 point commission upsells on qualified Lendini offers.
- Terms up to 9 1/2 months.
- No position cap.
- Approvals up to $300,000.

Process

Submission to Signed Agreement

Submit to:
submissions@lendini.com

Required:

- Application
- 3 Most Recent Business Bank Statements
- MTD Statement Preferred

APPLICATIONS MUST BE SIGNED AND DATED WTIHIN 60 DAYS OF SUBMISSION. WE DO NOT ACCEPT PERSONAL BANK ACCOUNTS. ON THE 10TH OF EACH MONTH, THE PREVIOUS MONTH'S BUSIINESS BANK STATEMENT BECOMES REQUIRED.

Submission

Our Submissions and Bank Analysis teams will review data supplied on the application and do an in depth analysis of the business bank statements provided.

PreApproval

Underwriters will obtain and review credit, industry, and model reports. They will use them in conjunction with the bank analysis to make an offer.

Signed Agreement

ISO confirms the offer will meet the merchant's needs and notifies us when the offer is accepted. Agreements are sent via Docusign to each business owner for signature acceptance.

Process

Background to Funding

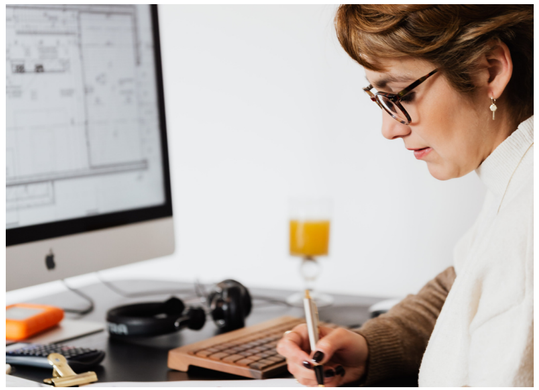
Required Stipulations:

- State or Federal Photo Identification
- Voided check

Common Stipulations:

- Account Receivables
- Recent Tax Return
- SS4
- K1

BACKGROUND REPRESENTATIVES WILL DO THEIR BEST TO USE CREDIT AND INDUSTRY REPORTS, AS WELL AS CLEAR BACKGROUND REPORTS AND PUBLLIC DOCUMENTS TO VERIFY THE EXISTANCE OF THE BUSINESS AND OWNERSHIP BEFORE REQUESTING ADDITIONAL STIPULATIONS.



Background

Background representatives will use all reports, websites and documents at their disposal to verify ownership, business existence and undisclosed disqualifiers.

Merchant Interview

An Underwriter may call the business owner to discuss their operations, practices, plans for growth, intended impending closures and if any promises were made by the ISO.

Funding

An Underwriter will verify the authenticity of the bank analysis and business bank statements. Processing will complete the funding with the business owner. The advance will be originated and funding wired.

Funding Information

Merchant disbursements are sent via wire for Lendini and Quick Fix Capital advances.

- Advances must originate before 3:00 PM EST for the disbursement to be sent the same business day; if not, the disbursement will be sent the next business day, unless otherwise specified.
- If you receive a funding email after 3:00 PM EST, the advance will originate the next business day, unless otherwise specified.
- Although most banks deposit disbursements within one business day, banks requiring special wire instructions may take longer.
- Funding that occurs on a bank holiday will originate the following business day.
- Funding and origination cutoff times are typically earlier the business day preceding a bank holiday.
- ISO commission is sent via ACH deposit and typically received the business day following origination.

Requesting Agreements

Argreements are sent using Docusign unless otherwise requested.

- The ISO Representative submitting the application will receive the preapproval offer.
- If a change is needed, contact your Account Manager or submit the change request using the Change Request button or by email.
- The preapproval text and email includes a Request Contract button. Once Request Contract is selected, an email will be sent via DocuSign to the ISO Representative.

Restrictions

Restrictions are subject to change. This is not a complete representation of Funding Metrics, LLC restricted or reduced industry and entity requirements.

Industries

- Accounting
- Adult XXX
- ATM Rentals
- Attorneys
- Auction
- Auto Sales
- Brokers
- Check Cashing
- Collection Agency
- Consulting
- Credit Card Processing
- Credit Protection/Repair
- Employment Agencies/Staffing
- Financial Services
- Fire/Water Restoration
- Gas Stations
- Gun Dealers
- Insurance
- Motorcycle Sales
- Pawn Shop
- Payroll Processing
- Property Management
- Protective Services
- Real Estate
- Recruiting
- Repossession
- Tobacco, Firearms & Alcohol
- Transportation
- Vape Shop
- Wholesale Produce

Industry Specific Time in Business Requirement

- Construction 18+ Months
- Restaurant 18+ Months

Additional Restrictions

- Non-Profit, Not-for-Profit
- California- Sole Proprietorships, Import/Export
- Virginia