

## APEX

Keep in mind in regulated states like California and New York, guidelines may be a little tighter, only larger/cleaner files will be approved for the time being.

The main decline reasons we have are Industry, Position and Revenue.

### **Revenue**

We rarely make offers on businesses doing under 125k-150k per month (Depending on industry. Some industries 100k is enough but in more risky ones, we're looking for 150k monthly).

The minimum funding amount on new deals is 25K

The revenue must obviously be real, we do not count funding, transfers or any kinds of returns etc.

### **Position**

We are not a first position lender, we do not like first positions and generally will not make an offer unless the revenue is around 1 million per month or higher.

If a first position merchant is doing high revenue we will run background and credit UP FRONT and if it passes those checks we will make an offer.

But generally we are most aggressive in the 3rd - 6th position space.

2nd, 3rd position and up, we are mainly looking at payment history so credit is less of an issue, if a merchant has a lot of good pay history in the MCA space, that is where we are most aggressive.

We do not consider any monthly payments or lines of credits to be MCA's or count them as payment history. Positions we count are weekly or daily only.

Quick Stacking / Short Payment history - If a merchant just got his first position in the past few days or weeks, we will probably decline it. Or if the merchant has stacked up more than 2 or 3 deals in the last month or so, we will probably decline it.

Daily Balances - If a merchant has more than 4 or 5 NSF's per month with no overdraft protection and items are getting returned, then we may decline it as well.

If balances are sub \$1,000 we will consider those NSF's.

## **RESTRICTED INDUSTRIES**

### **TRUCKING**

Extremely selective.

### **REAL ESTATE**

Very selective

### **SOLAR**

We almost do not fund at all

## **SEAFOOD**

Referring to seafood companies like fisheries (not restaurants)  
We almost do not fund at all

## **AUTO SALES**

We almost do not fund at all

## **RESTAURANTS**

We stopped funding restaurants at the beginning of covid but we are starting to ease back into it.

We may not be as aggressive on these but there are always exceptions.

## **RESTRICTED STATES**

### **NEW YORK**

We are set up, we are more strict than unregulated states.

We may require proof of 2 offers being proposed to a merchant upon docs request.

### **CALIFORNIA**

We are set up, we are more strict than unregulated states.

We may require proof of 2 offers being proposed to a merchant upon docs request.

### **VIRGINIA**

We just got licensed but havent funded anything here yet, not sure yet how we are proceeding with this state.

### **UTAH**

Waiting on licensing

## **PRICING AND COMMISSIONS**

In general we mostly do not use buy rates,

We have fixed sell rates that apply 95% of the time

There may be exceptions on select deals but this is the general sell rate rules:

1.499 pays 12

1.45 pays 10

1.42 pays 9

1.399/1.4 pays 8

1.37 pays 6 (with 4% bank fee - with a lower bank it may pay 5)

Any lower sell rate is on a deal by deal basis - feel free to ask on any deal if something special is needed.

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I hope this helps you understand our model a little better and if you have any more questions do not hesitate to ask.

Thanks,