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## P R E S C R E E N S U M M A R Y

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DATE: 9/18/2024  
TO: Andrew Meitzen, Chief Credit Officer  
FROM: XXXXX/Relationship Manager  
RE: PRE-SCREEN FOR XXXXX

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### **Executive Summary**

#### ***Transaction Overview:***

Nano Banc (the "Banc") has the opportunity to fund a \$700,000 working capital line of credit (the "Loan") secured by accounts receivables to M & S Technologies Group LLC (the "Borrower"). The Loan will have a 100% guarantee from Seneca Hayden and Mahboob "Max" Razaqui (collectively the "Guarantor"), who collectively owns 100% of the Borrower. The Borrower was formed in 2020 and acquired Circle Group, the brand that the Borrower operates under, in 2022, which provides IT managed services, software development and printing solutions for companies, with a focus on Orange County. The main source of income steps from the managed printing services, where the Borrower leases printers to various companies such as Wells Fargo and provides servicing as well.

#### **Proposed Borrower Introduction**

#### **General Borrower Plan and Use of Funds**

#### **Proposed Sponsor Background**

#### **Collateral Overview and Estimated Value**

#### **Terms Overview (bullet point)**

- ***Borrower:***
- ***Guarantor:***
- ***Recourse Type:***
- ***Collateral: Unit Breakdown:***
- ***Loan Term:***
- ***Loan Type:***
- ***Loan Amount: \$***
- ***Maximum Loan Amount (must be based on independent valuation using market data)***
  - ***As Is LTV Constraint***
  - ***As Complete LTV Constraint***
  - ***As Stable LTV Constraint***
  - ***DSCR Constraint***
- ***Holdbacks and/or Earnouts?:***
- ***Index:***
- ***Spread::***
- ***Fixed Period:***
- ***Float Period:***
- ***Loan Fee:***
- ***Deposits:***
- ***Payments:***
- ***Amortization:***

- **DSCR:**
- **Liquidity:**
- **Prepay:**

## **Loan Sizing**

## **Deal Questionnaire**

### **1. Who is the borrower and why do they need credit?**

- Consider and Address
  - Use of Proceeds and need for credit
  - Property/Operating Entity Vesting; Does the Borrower ownership structure present additional risk and does it align with the plans for the Borrower/Property?
  - Who is benefiting
  - Review of organizational documents (you don't have to have this completed, but you must understand and be able to explain and provide an org chart (see below)
  - Background Check Results (use of Clear search), any negative results?

### **2. Does the sponsors financials and expertise serve as a source of additional strength/support for the proposed credit?**

- Will they, their trust, and/or spouse serve as borrower or guarantor?
- Bank PFS form completed?
- What is their expertise in the market area, property type, development expected, and management? (i.e. they own and operate 1000 units of multifamily in the direct market area, or they have developed 1 million square feet of industrial space in a particular region over 20 years).

### **3. How did we source this deal and does that present any potential issues or additional risk?**

- Consider if it is an existing relationship, broker deal, referral etc.

### **4. What is the sponsor/borrower's short term and longer-term business plan?**

- Consider if the plan is feasible considering borrower historic/expected financial and operating performance, market risk, industry norms, etc.
- Consider the intended use and structure of the loan and how it aligns with this plan

### **5. How is the borrower going to service the debt and are current or projected sources sufficient?**

- Consider how recurring operating costs and debt payments will be satisfied, from cash flow, interest reserve, operating reserves, guarantor support, etc
- Consider how strong these sources are individually and/or on a combined basis and if we are reasonably assured recurring debt payments and carry costs are satisfied.

### **6. How is the borrower going to repay the debt and how strong/defined are the potential sources assuming the loan is funded as proposed?**

- Only three ways, amortization, refinance, sale/conversion of assets.
- Foreclosure is related to the sale of assets.

- Consider the borrowers business plan and the feasibility and likelihood for the borrower to repay the loan in any of those three ways based on the structure of the loan, the borrowers business plan, borrower/sponsor financial and operating performance, borrower/sponsor balance sheet characteristics, and the bank's strength/level of collateralization.
- If sale of a property or business is based on improvements to the property or business operations, consider if the budget reasonable/consistent with similar projects, are borrower projections reasonably supported by market data, historical analysis, and in line with industry norms supported by current and/or projected market dynamics.

**7. What key risks are present that must be mitigated?**

- Many risks are present in every deal, but depending on the use of proceeds, borrower/sponsor business plan, borrower/sponsor operating and financial performance, borrower/sponsor balance sheet characteristics, market dynamics, industry norms, regulatory, compliance and/or other external factors/risks a number of key risks must be identified evaluated and mitigated appropriately prior to funding a deal.

**8. What have we done structurally to mitigate key risks as part of the proposed structure?**

- Consider loan size, term, amortization, pricing, covenants (financial, affirmative, negative, and reporting), reserve requirements, hold backs, credit enhancements (such as guarantors) earn outs/other hurdles to achieve various items etc.

**9. Are there any potential risks associated with key lending regulations, laws, and internal policies?**

- Consider, underwriting policy minimum/maximums or permissible loan types/products, legal lending limit, OFAC, BSA, CRA, HVRCE, Regulation O, Regulation W, borrowing base exclusions, consumer lending laws, appraisal requirements, approval requirements etc.
- Consider impacts to CRA (in or out of assessment area, small business test, community development test) and impact on portfolio level limits for concentrations (if funded will this impact loans to one borrower, concentration limits by type, geography, etc.)?

**10. Does the market (geographical, product/service segment, industry lifecycle, peer analysis, competitive pressures, SWOT) align with the Borrower's plan for the short and long term for the business or collateral?**

- Consider industry stage (introduction, growth, mature, or decline) and how the proposed plan of the borrower aligns with the industry and what structural elements may be required?
- How does the borrower or property align with industry/market in terms of historical and expected performance (consider peer ratio analysis, market rents, market cap rates, and competitive landscape (i.e. over/under supply, new entrants, recent regulatory shift/changes in approved use at property)).
  - Leverage co-star, existing appraisals of similar properties/locations, and broker/market participants inquiry for recent for developing valuations and assessment of market rents, conditions, supply and other key drivers of RE value.
  - Leverage IBIS world for C&I industry analysis and peer comparative data for key ratio analysis and identifying potential strengths or risks of the borrower's performance and expected performance.

**11. Is the proposed pricing accretive to the Banc and how does it align with the market, loan structure, and overall risk profile?**

- Consider

- proposed loan term
- risk
- Spread over proposed index
- Bank NIM
- Depository requirements for deal

### Sources and Uses

Sources & Uses							
Total Sources	\$	Exposure	%	Total Uses	\$	PSF	%
Gross Loan Proceeds	\$ -	#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!
Borrower Equity		#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!
						#DIV/0!	#DIV/0!
						#DIV/0!	#DIV/0!
						#DIV/0!	#DIV/0!
						#DIV/0!	#DIV/0!
						#DIV/0!	#DIV/0!
						#DIV/0!	#DIV/0!
Total Deal Sources	\$ -	#DIV/0!	#DIV/0!	Total Deal Uses	\$ -	#DIV/0!	#DIV/0!

### Org Chart of Borrowing Entity and Owners of Entity

### Primary Exit Summary

### CRE: Property Cash Flow and Valuation

#### Rent Roll/Lease Terms:

Commercial Unit Mix								Borrower		Appraiser		Lender		
#	Type	Tenant	Lease Type	SF	% Total	Lease Comm.	Lease End	\$/SF/Mo	Monthly \$	\$/SF/Mo	Monthly \$	\$/SF/Mo	Monthly \$	Comments/Assumptions
Type	Quantity			SF	% Total			\$/SF/Mo	Monthly \$	\$/SF/Mo	Monthly \$	\$/SF/Mo	Monthly \$	
Retail	0			0	0.0%			\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	
Office	0			0	0.0%			\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	
Industrial	0			0	0.0%			\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	
Other	0			0	0.0%			\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	
Total	0			0	0.0%			\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	
								\$/SF/Yr	Annual \$	\$/SF/Yr	Annual \$	\$/SF/Yr	Annual \$	
								\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	

**Operating Income and Cash Flow:**

PROPERTY CASHFLOW (STABILIZED)		BORROWER IN PLACE		APPRAISER		LENDER	
		AMOUNT	\$/SF	AMOUNT	\$/SF	AMOUNT	\$/SF
<b>Revenue:</b>							
Commercial		\$0	#DIV/0!	\$0	#DIV/0!	\$0 1	#DIV/0!
Recoveries		\$0	#DIV/0!	\$0	#DIV/0!	\$0 2	#DIV/0!
Less: Vacancy:		\$0	#DIV/0!	\$0	#DIV/0!	\$0 3	#DIV/0!
Less: Collection Loss:		\$0	#DIV/0!	\$0	#DIV/0!	\$0 3	#DIV/0!
<b>Effective Gross Income (EGI):</b>		\$0 #DIV/0!	#DIV/0!	\$0 #DIV/0!	#DIV/0!	\$0 #DIV/0!	#DIV/0!
<b>Expenses:</b>							
Less: Operating Expense		\$0	#DIV/0!	\$0	#DIV/0!	\$0 3	#DIV/0!
Less: Insurance		\$0	#DIV/0!	\$0	#DIV/0!	\$0 3	#DIV/0!
Less: RE Taxes		\$0	#DIV/0!	\$0	#DIV/0!	\$0 4	#DIV/0!
Less: Management Fee		\$0	#DIV/0!	\$0	#DIV/0!	\$0 3	#DIV/0!
<b>Total Expenses:</b>		\$0 #DIV/0!	#DIV/0!	\$0 #DIV/0!	#DIV/0!	\$0 #DIV/0!	#DIV/0!
<b>Net Operating Income (NOI):</b>		\$0	#DIV/0!	\$0	#DIV/0!	\$0	#DIV/0!
<i>NOI Margin:</i>		#DIV/0!		#DIV/0!		#DIV/0!	
Less: Tenant Improvements:		\$0	#DIV/0!	\$0	#DIV/0!	\$0 5	#DIV/0!
Less: Leasing Commissions:		\$0	#DIV/0!	\$0	#DIV/0!	\$0 5	#DIV/0!
<b>Adjusted Net Operating Income:</b>		\$0	#DIV/0!	\$0	#DIV/0!	\$0	#DIV/0!
<i>Adjusted NOI Margin:</i>		#DIV/0!		#DIV/0!		#DIV/0!	
Cap Valuation	4.25%	\$0	#DIV/0!	\$0	#DIV/0!	\$0	#DIV/0!
	4.50%	\$0	#DIV/0!	\$0	#DIV/0!	\$0	#DIV/0!
	4.75%	\$0	#DIV/0!	\$0	#DIV/0!	\$0	#DIV/0!
Debt Service I/O (8.50%)		\$ 63,515		\$ 63,515		\$ 63,515	
Debt Service P&I (8.50%, 30 Year Amortization)		\$ 68,744		\$ 68,744		\$ 68,744	
Debt Yield		0.00%		0.00%		0.00%	
<b>DSCR I/O (*if contractual)</b>		0.00x		0.00x		0.00x	
<b>DSCR PERM</b>		0.00x		0.00x		0.00x	

DSCR Stress - Appraiser												
Appraiser NOI	\$0											
Baseline Interest Rate	8.50%											
Bank DSCR Requirement	1.25x	<i>*Bank Covenant</i>										
Amortization (years)	30	<i>*Contractual</i>										
		Interest Rates										
		8.50%	8.75%	9.00%	9.25%	9.50%	9.75%	10.00%	10.25%	10.50%	10.75%	11.00%
NOI	0.00%	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x
	-2.50%	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x
	-5.00%	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x
	-7.50%	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x
	-10.00%	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x
	-12.50%	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x	0.00x

1

2

### Valuation and Market Analysis:

#### Concluded Internal Value:

- **Purchase Price/Contract Price:** \$XX ( \$XX/SF; \$XX/Unit)
- **As Is:** \$XX ( \$XX/SF; \$XX/Unit)
- **As Complete:** \$XX ( \$XX/SF; \$XX/Unit)
- **As Stable:** \$XX ( \$XX/SF; \$XX/Unit)

#### Summary Valuations Details: Describe the internal valuation process and how you concluded the Banc estimated value

- Leverage co-star, existing appraisals of similar properties/locations, and broker/market participants inquiry for recent for developing valuations and assessment of market rents, conditions, supply and other key drivers of RE value.
  - **Must talk to at least one broker or market participant**
  - **Must pull and document review of three lease comps and three sale comps**

#### Sales Comparables

Comp #	PROPERTY	1	2	3
Address				
Property Type	Multifamily			
Name/Title				
Buyer Name				
Seller Name				
Year				
# Units	0			
Avg Unit Size (SF)	0			
Size (NSF)	0	0	0	0
Parking Ratio	#/1,000 OR #/Unit			
Sale Price				
Sale Date				
\$/NSF	\$0	\$0	\$0	\$0
\$/Unit	\$0	\$0	\$0	\$0
Cap Rate	4.50%			
Occupancy				
Image				
Location Comments				
Quality Comments				
Other Comments				

Weighted Aves.	\$	Qty	Valuation
\$/NSF	\$ -	0	\$ -
\$/Unit	\$ -	0	\$ -
\$/AC	\$ -	0.00	\$ -
Focused Comp(s):	\$	Qty	Valuation
\$/NSF		0	\$ -
\$/Unit		0	\$ -
\$/AC		0.00	\$ -
Comments on Focused Comp(s)			
Used for Comparable Valuation:			

Median	\$	Qty	Valuation
\$/NSF	\$ -	0	\$ -
\$/Unit	\$ -	0	\$ -
\$/AC	\$ -	0.00	\$ -
Focused Comp(s):	\$	Qty	Valuation
\$/NSF		0	\$ -
\$/Unit		0	\$ -
\$/AC		0.00	\$ -
Comments on Focused Comp(s)			
Used for Comparable Valuation:			

## Lease Comparables

Comp #	PROPERTY	1	2	3
Property Type	Multifamily			
Address				
Space SF				
Bldg. SF				
Bldg. Year				
Parking Ratio				
Beds				
Baths				
\$/SF/Mo.				
\$/SF/Yr.				
Rent/Month				
Image				
Location Comments				
Quality Comments				
Other Comments				



## C&I: Borrower Financial Analysis

### Cash Flow

	Historical Operations			Current Period	FN	Borrower Budget	Banc UW
	CY-2	CY-1	CY	TTM		Year 1	Year 1
<b>Borrower Cash Flow</b>							
<b>Year Beginning</b>							
<b>Revenues:</b>							
					1		
Other					2		
					3		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -
<b>COGS</b>							
Consultant Pay					4		
Referral Costs					5		
<b>Gross Profits (margin%)</b>	\$ - #DIV/0!	\$ - #DIV/0!	\$ - #DIV/0!	\$ - #DIV/0!		\$ - ##	\$ - #DIV/0!
Other Operating Income	\$ -	\$ -	\$ -	\$ -			
<b>Operating Expenses</b>							
SG&A	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	6		
Depreciation and Amort					7		
Interest					8		
Tax					9		
Other Expense					10		
<b>Total Operating Expenses (%)</b>	\$ - #DIV/0!	\$ - #DIV/0!	\$ - #DIV/0!	\$ - #DIV/0!	11	\$ -	\$ -
<b>Net Income</b>	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -
Interest	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -
Taxes	\$ -	\$ -	\$ -	\$ -			
Depreciation & Amortization	\$ -	\$ -	\$ -	\$ -			
<b>EBITDA</b>	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -
Adjustments					12		
<b>Adjusted EBITDA</b>	\$ -	\$ -	\$ -			\$ -	\$ -
<b>Historical Coverage Analysis</b>							
Interest Coverage Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	#DIV/0!
DSCR Historical							
UCA Cash Flow Coverage							
<b>Subject Debt Coverage Analysis (Full Utilization @ Start Rate and Other LTD)</b>							
Interest Coverage Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		0.00	0.00
DSCR Reasonable Amort.	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	#DIV/0!
Required CF Sweep							
DSCR After CF Sweep	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	#DIV/0!
UCA Cash Flow Coverage							
<b>Debt Details</b>							
Subject DS I/O							
Subject DS @REASONABLE AM							
CPLTD of Other LTD (#)							
Other Interest Expense (#)							

DSCR Stress - Appraiser													
Appraiser NOI	\$0												
Baseline Interest Rate	0.00%												
Bank DSCR Requirement	1.25x	<i>*Bank Covenant</i>											
Amortization (years)	0	<i>*Contractual</i>											
		Interest Rates											
		0.00%	0.25%	0.50%	0.75%	1.00%	1.25%	1.50%	1.75%	2.00%	2.25%	2.50%	
NOI	0.00%	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!
	-2.50%	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!
	-5.00%	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!
	-7.50%	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!
	-10.00%	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!
	-12.50%	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!	#NUM!

## Balance Sheet

BUSINESS NAME Balance Sheet				
	TYPE OF FS DATE	TYPE OF FS DATE	TYPE OF FS DATE	TYPE OF FS DATE
<b>ASSETS:</b>				
<b>Current Assets:</b>				
Cash & Cash Equivalents				
Marketable Securities				
Misc. Cash	\$ -	\$ -	\$ -	\$ -
<b>TOTAL CASH/LIQUIDITY:</b>	\$ -	\$ -	\$ -	\$ -
Accounts Receivable				
Inventory				
Pre-Paid Expenses				
Allowance for Bad Debt				
Other Current Assets				
<b>TOTAL CURRENT ASSETS:</b>	\$ -	\$ -	\$ -	\$ -
<b>Fixed Assets (Net)</b>				
Real Estate				
Vehicles				
Machinery & Equipment				
Furniture & Fixtures				
Misc. Fixed Assets				
<b>Total Fixed Assets:</b>				
Less: Accumulated Depreciation				
<b>NET FIXED ASSETS:</b>	\$ -	\$ -	\$ -	\$ -
Intangible Assets	\$ -			
Less: Amortization				
<b>NET INTANGIBLE ASSETS:</b>	\$ -	\$ -	\$ -	\$ -
<b>Other Assets:</b>				
Deposits				
Convertible Notes Receivable				
Other Assets				
Other Assets				
<b>TOTAL OTHER ASSETS</b>	\$ -	\$ -	\$ -	\$ -
<b>TOTAL ASSETS:</b>	\$ -	\$ -	\$ -	\$ -
<b>LIABILITIES</b>	DATE	DATE	DATE	DATE
<b>Current Liabilities:</b>				
Accounts Payable				
Short Term Notes Payable/LOC				
Credit Cards Payable				
Accrued Commissions				
Accrued Expenses				
Accrued Salaries				
Payroll Tax Liability				
Nano Banc RLOC				
Other Current Liabilities				
Other Current Liabilities				
<b>TOTAL CURRENT LIABILITIES:</b>	\$ -	\$ -	\$ -	\$ -
<b>Long Term Liabilities</b>				
Nano Banc RLOC		\$ -	\$ -	\$ -
Interest Payable			\$ -	\$ -
Real Estate Debt -				
Real Estate Debt -				
Real Estate Debt -				
Equipment Loan -				
Equipment Loan -				
Equipment Loan -				
Equipment Loan -				
Vehicle Loan -				
Vehicle Loan -				
Vehicle Loan -				
Other LT Liabilities				
PPP Loan - LT				
Other LT Liabilities				
Other LT Liabilities				
<b>TOTAL LONG TERM LIABILITIES:</b>	\$ -	\$ -	\$ -	\$ -
<b>TOTAL LIABILITIES:</b>	\$ -	\$ -	\$ -	\$ -
<b>EQUITY</b>				
Capital Stock				
Dividends/Distributions				
Retained Earnings				
Net Income/(Loss)				
<b>TOTAL EQUITY:</b>	\$ -	\$ -	\$ -	\$ -
<b>TOTAL LIABILITIES &amp; EQUITY</b>	\$ -	\$ -	\$ -	\$ -
<b>Working Capital</b>	\$ -	\$ -	\$ -	\$ -
<b>Current Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>Quick Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>Liquidity Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>Debt-to-Equity Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>Tangible Net Worth</b>	\$ -	\$ -	\$ -	\$ -

DSCR Stress - Lender												
Lender NOI	\$498,692											
Baseline Interest Rate	8.50%											
Bank DSCR Requirement	1.25x	<i>*Bank Covenant</i>										
Amortization (years)	7	<i>*Contractual</i>										
		Interest Rates										
		8.50%	8.75%	9.00%	9.25%	9.50%	9.75%	10.00%	10.25%	10.50%	10.75%	11.00%
NOI	0.00%	3.73x	3.70x	3.68x	3.65x	3.62x	3.59x	3.56x	3.53x	3.51x	3.48x	3.45x
	-2.50%	3.64x	3.61x	3.58x	3.56x	3.53x	3.50x	3.47x	3.44x	3.42x	3.39x	3.36x
	-5.00%	3.55x	3.52x	3.49x	3.46x	3.44x	3.41x	3.38x	3.36x	3.33x	3.30x	3.28x
	-7.50%	3.45x	3.43x	3.40x	3.37x	3.35x	3.32x	3.29x	3.27x	3.24x	3.22x	3.19x
	-10.00%	3.36x	3.33x	3.31x	3.28x	3.26x	3.23x	3.20x	3.18x	3.15x	3.13x	3.11x
	-12.50%	3.27x	3.24x	3.22x	3.19x	3.17x	3.14x	3.12x	3.09x	3.07x	3.04x	3.02x

## Narrative Conclusion and Analysis:

### IBIS World Analysis

- Industry Overview
- SWOT
- Lifecycle Summary
- Ratio Analysis of key ratios
  - Cash Conversion/turn (AR/Inv)
  - Operating Margins
  - Profitability
  - Debt/Leverage
  - Liquidity

Include BBC Sizing if applicable

## ***Sponsor Financial Summary***

### ***Balance Sheet:***

### ***Cash Flow:***