

Intro Kit 2023



Product and Position

Revenue-Based Financing

Position



2/3 Position*
B/C Paper

Funding Range



\$5K - \$300K

Term Range



3 - 12
months

Payment Frequency



Daily/Weekly

Approach to Renewals

- **Customer meets eligibility criteria:**
 - ◆ 60% repaid on their advance
 - ◆ Good payment history
- **Forward will consider renewals outside these criteria:**
 - ◆ Could be as early as 50% repaid
 - ◆ Must demonstrate very good payment history
- **TIP:** Always inform us when customers ask for more funding, regardless of repaid percentage; we would love to help!



*Forward entertains 1st positions w/ challenged credit history, as well as positions beyond 2/3, depending on file variables and total RBF gross %.

Programs, Rates, and Terms

Buy Rate Range



1.15 - 1.46

**Total Factor Rate
(TFR) Cap = 1.595**

Averages by Program Type

*New Deals Only; L3M Ave (Dec 2022 - Feb 2023)

Program	Avg. Buy Rate (weighted)	Avg. Term (weighted)	Avg. Deal Size
Starter	1.45	3.6	\$7,817
Core	1.39	5.1	\$14,026
Standard	1.36	7.1	\$25,461
Low Risk	1.34	9.1	\$39,481
Premium	1.31	10.9	\$67,146

Processing Fees

Contract Amount	Fee
\$5,000 - \$10,000	\$495
\$10,001 - \$25,000	\$695
\$25,001 - \$50,000	\$895
\$50,001 - \$100,000	\$1,295
\$100,001 - \$200,000	\$1,995
\$200,001 - \$300,000	\$2,995

Point Splits

- Max upsell is 15 points
- Forward splits points (1 for 1)
 - After 5-point upsell on Starter
 - After 8-point upsell on Core, Standard, Low Risk, and Premium

Example

- Offer – Low Risk Program
- \$90K / 8 months / 1.30 BR
- ISO upsells 10 points
- Forward adds another 2 points into TFR
- TFR is 1.42, not 1.40



Pre-Qualification

Auto-Decline Criteria



Eligibility Requirements

≥ 12	Months in business*
≥ 500	Credit score
≥ \$10K	Monthly revenue
≤ 40%	Total gross reserve (includes Forward position)
≤ 5	Average negative days per month

***TIB:** DO NOT send apps with 10-11 months TIB. Forward will NOT round up and will decline.

Restrictions

No	Previous declines in last 30 days
No	Late mortgage payments in last 2 months
No	Dismissed bankruptcy in last year
No	History of financial or egregious criminal filings
No	Datamerch default flags or default history
No	Late payments on multiple tradelines
No	Prohibited industry

Pre-Qualification

Industry Auto-Denial Criteria



- Adult entertainment
- Auto sales
- Auction
- Lottery and gaming
- Bail bonds
- Multi-level marketing
- Cannabis-related
- Non-profit and religious
- Drug paraphernalia
- Pawn shops
- Firearms, guns, ammunition manufacturer and sales
- Commodity-based (precious metals)
- Cryptocurrencies (Bitcoin and other digital currency-related businesses)
- Lending or financing firm (equipment finance)
- Publicly traded companies
- Debt collection and bankruptcy lawyer
- Real estate investment
- Check cashing and money wiring
- Oil and gas exploration

Underwriting

Industry Risk Classification



Low Risk	Moderate Risk		High Risk	
Accounting & Tax Services	Automotive Services*	Other Business Services	(Capped at \$100K / 8 Months and not eligible for Premium, unless UW Manager override)	
Education / Schools / Daycare		Other Consumer		
Home-Healthcare / Senior Care*	Convenience Stores, Markets & Delis/Bakeries	Real Estate / Insurance Brokers		
Law firms*	Electricians, Plumbing & HVAC*	Restaurants & Bars*		
Medical Professionals*				
Pharmacies	Furniture & Home Furnishings	Retail Businesses*		
Wine & Liquor Stores	Gas Stations & Fuel Services			Salons & Spas
	Gyms/Fitness	Security Guard Services		
	Hotels / Motels / Hospitality	Staffing Agencies		
	Jewelry	Sub-contractor		
	Manufacturing	Travel Agencies		
				Farming & Agriculture
				General Contractor
			Janitorial & Cleaning Services	
			Landscaping & Lawn Services	
			Recycling	
			Ticket / Concert Venues	
			Trucking & Transportation	
			Wholesale & Distribution	

Other Industries Forward Funds: CBD and vaping companies

***Preferred Industries:** Forward has found these industries are performing exceptionally well and like seeing more of them