WESTWOOD FUNDING

Encountering a submission that slightly deviates from our standard underwriting criteria or risk appetite? Reach out to us for a conversation. We're open to exploring exceptions when the opportunity aligns.

UNDERWRITING GUIDELINES

- ✔ **Time in Business:** Minimum 1 year in business* (DEPENDING ON INDUSTRY)
- ✔ **Credit Score** must be over 500
- ✔ **Average Monthly Revenue:** $45,000+ per month
- ✔ **Average Number of Deposits:** 5+ per month
- ✔ **NSFs**: Cannot have 4 or more consecutive negative days per month
- ✔ Must have recourse (national bank, credit card processor or AR aging report), if not this will fall under the high risk profile.
- ✔ No prior defaults
- ✔ All businesses factoring deposits will be considered high risk
- ✔ **No open bankruptcies**
  - ➤ **If dismissed,** must wait 1 year before funding
  - ➤ **If discharged,** we can fund the next day
- ✔ All large liens and judgments must be resolved or in a payment plan
- ✔ Must have majority ownership, 100% ownership is preferred however we will accept over 51%.

INDUSTRY SPECIFIC GUIDELINES

Transportation Industry

- ✔ Must have minimum of **$75K per month**
- ✔ Must have at least 3 years in business with **5 trucks / 5 drivers minimum**
- ✔ Must have **commercial AR**

Construction Industry

- ✔ Must have minimum of **$75K per month** unless business is specialty construction **(HVAC, electrical,plumbing, roofing etc.)**
- ✔ Must have at least **2 years in business**
- ✔ Must have **commercial AR**

PREFERRED INDUSTRIES

- •Medical
- •E-Commerce
- •Information Technology
- •Specialty Construction
  (plumbing, HVAC, electrical,roofing, etc.)
- •Security
- •Retail
- •Fast Food/Restaurants
- •Grocery Stores
- •Convenience Stores
- •Automotive Repair
- •Truck Repair
- •Commercial Cleaning
- •Cannabis Related Industries
- •Service Related Industries

Please send submissions to
UNDERWRITING@WESTWOODFUNDING.COM
954-350-0331
WWW.WESTWOODFUNDING.COM

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RISK PROFILES

PREMIUM PROFILE

For Premium pricing, the following requirements must be met:

- 700+ credit
- 3+ years in business
- 14% total withhold
- National Bank / credit cards
- Buy Rate – 1.29-1.34 with 12 pt. upsell
  (max upsell is contingent on funding amount)
- Max Term - 12 months

PRIME PROFILE

For Prime pricing, the following requirements must be met:

- 625+ credit
- 3+ years in business
- 16-18% withhold
- National Bank / credit cards
- Buy Rate: 1.30-1.34 with 12 pt. upsell
  (max upsell is contingent on funding amount)
- Max Term – 8 months

HIGH RISK

For High-Risk pricing, the following requirements must be

- 500+ credit
- 3+ years in business
- National Bank / credit cards
- Buy Rate: 1.38-1.42 with 10 pt. upsell
  (max upsell is contingent on funding amount)
- Max Term – 6 months

Due to competition in the MCA industry, riskier businesses can offer an "in and out" methodology when funding. Meaning - if we are funded, will the company go out of business in the next 4 months.

High risk is determined by the following:

- Excess withhold with current positions
- Poor industry
- Poor credit
- Businesses with no recourse
- New businesses
- Factored businesses
- Must have strong daily ending balances
- All high-risk businesses must have daily ending balances and must be able to support our debit.

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