

## Key Guidelines for Borrowers - Target Market and Risk Criteria

- Business Growth Finance only - working capital, equipment finance, infrastructure finance and business acquisition finance.
- For SME's (corporate entities only) including professional services, general services, manufacturers, wholesalers and retailers excluding finance companies.
- Broad Target Market is:
  - a. "Top Up" finance beyond bank lending based on LVR considerations for established and profitable SME's;
  - b. Start up companies with industry experienced directors who can evidence a strong net tangible asset position;
  - c. Short, medium or long term construction finance, acquisition finance and general finance.
- Loans typically from \$50k to \$300k although larger loans may be considered.
- Interest rates generally between 14% to 18% p.a. Loans are typically Principal and Interest term loans from 24 to 60 months with full early repayment accepted on any repayment date without additional costs or interest charges.
- Financial spreadsheet showing adequate debt service coverage, interest coverage and positive current and projected cash flows.
- Businesses should have available up to date BAS returns, no overdue ATO debt, quarterly managements accounts and no history of defaults.
- All information need to be backed up by evidence, such as tax returns, audited or accountant certified financials, bank account statements etc.
- Security may include real estate however, will always include a first charge over the business assets recorded on the PPSR and personal guarantees of all directors.
- Quite simply if you feel you have the capacity and willingness to repay the loan on a principal and interest basis, we will consider eligibility for listing on the ThinCats Australia platform.