

## GENERAL LENDING GUIDELINES

### Equipment - New

- 90% of purchase price or value (whichever is lower) maximum repayment term of 5 years.

### Equipment – Used

- 80% of purchase price or current value (whichever is lower) maximum loan term of 5 years.

### Land and Buildings

- 90% against independent appraised value with maximum term of repayment at two 5 year terms.

### Inventory

- 75% of cost or current wholesale value with maximum repayment term of 2 years.

### Working Capital

- 0% margining Any working capital advances to be secured by other fixed assets. Term of repayment to be tied to cash flow with maximum repayment on a working capital loan at 3 years.

### Goodwill

- 0% margining typically, unless supported by outside assets.

### Accounts Receivable

- Up to 50% of good quality receivables under 60 days and 75% for current receivables.

### Specialized Equipment

- Including computers, software, etc. Depending upon the nature of the asset and the history of liquidation, values of such assets and advance of anywhere from 50-75% may be considered with terms of repayment tied to the life expectancy of the asset.

### Operating Funds

- Normally, not more than 25% of the financing requested is to be used for operating funds.