

\$500MM FINANCING REPORT



\$500MM
of Wealth Management Loans

ARE BACKED BY

\$76.9B
in Borrower AUM

FINANCING UTILIZED



Conventional: 92%
SBA: 8%

FUNDING STRUCTURES



Bank Financing + Buyer Equity (cash) 6%



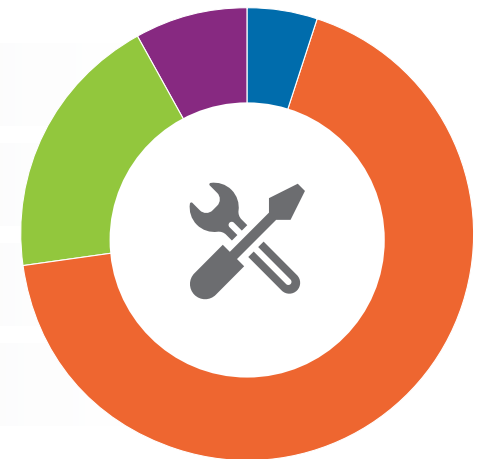
100% Bank Financing 70%



Bank Financing + Buyer Equity + Seller Note 15%

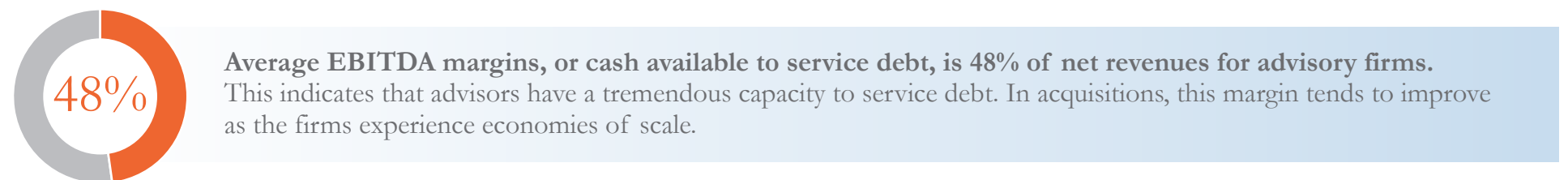
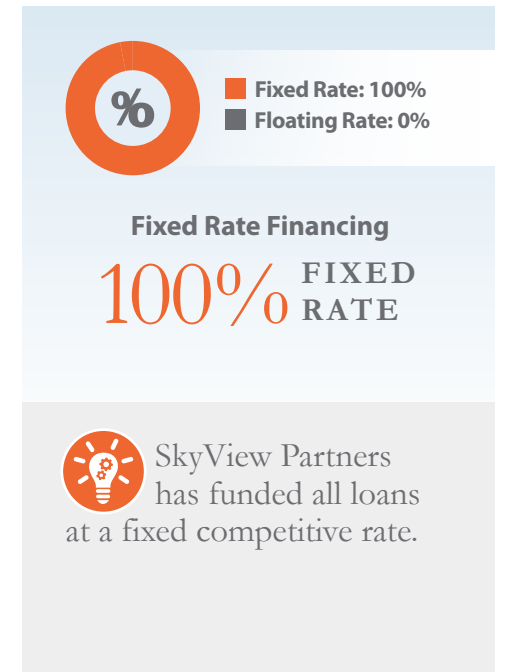
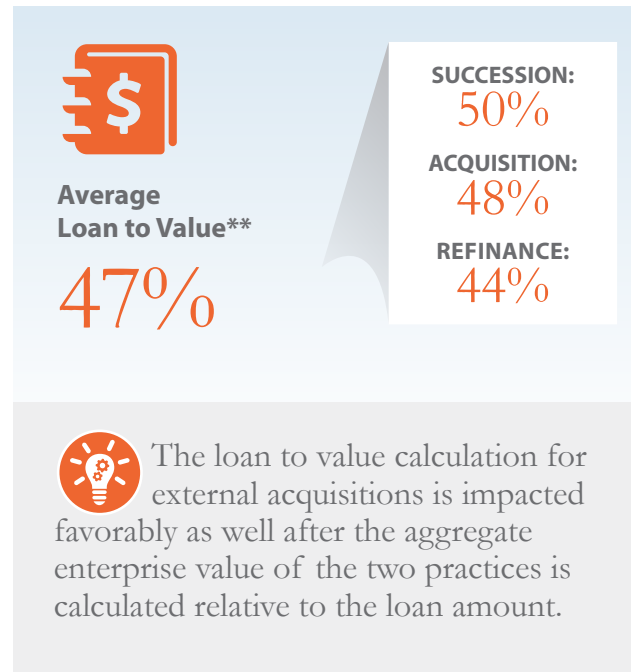
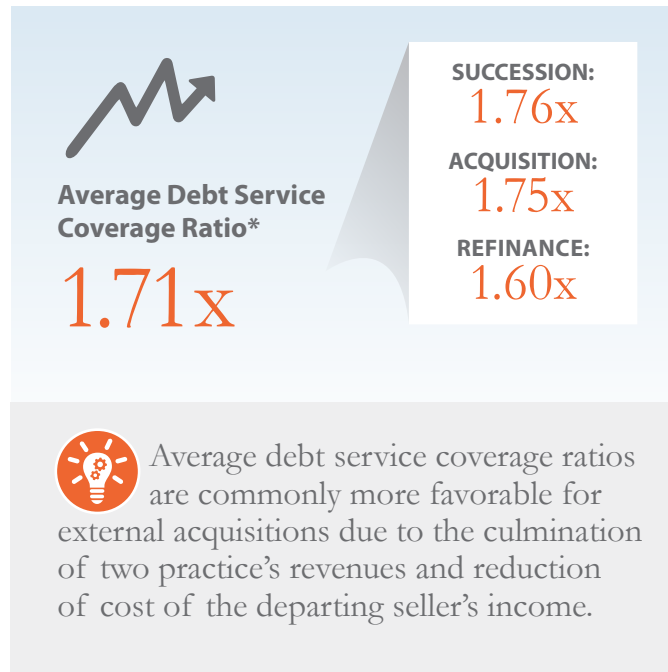


Bank Financing + Seller Note 9%





FINANCING STATISTICS



*Debt service ratio represents cash available to pay interest, principal and other payments. It is utilized to measure an entity's ability to produce enough cash to cover incremental principal and interest payments for requested financing.
 **Loan to value are ratios utilized by lenders to assess the financing requested relative to the enterprise value of the wealth management practice.