



UNDERWRITING GUIDELINES

BIG PICTURE

Quality's whole-story underwriting approach seeks to understand these 5 unique factors of each transaction:

- Business History & Guarantor Experience
- Personal & Business Credit History
- Income & Ability to Service Debt
- Liquid Reserves
- Asset Type, Value, & Resale Market

Because Quality Leasing looks at the big picture on every deal, our underwriting guidelines allow borrowers who may be weaker in some areas to qualify by compensating with strengths in other parts of their profile.

CREDIT CRITERIA (FULL PACKAGE SUBMISSIONS)

| | REQUEST AMOUNT | | |
|-----------------------------|--------------------------|---------------------------|------------------------|
| | \$30K up to \$150K | \$150K up to \$250K | \$250K+ |
| Time in Business | 2 Years | 2 Years | 3 Years |
| Minimum Middle CBR | 650 | 650 | 670 |
| Min. # of CBR Accounts | 5 | 5 | 7 |
| Min. Revolving Availability | 25% | 25% | 25% |
| Average Bank Reserves | \$10,000 | \$10,000 | 10% Funding Request |
| Business Tax Returns | Yes | Yes | Yes |
| Guarantor Tax Returns | No | Yes | Yes |
| YTD P&L and Balance Sheet | No | Yes | Yes |
| 2 Years Financials | No | No | Yes |
| Guarantor PFS | No | No | Yes |
| Out of Chapter 7 BK | 3 Years | 3 Years | 3 Years |
| Out of Chapter 11 or 13 BK | 2 Years | 2 Years | 2 Years |

START-UP FUNDING

Quality funds start-up businesses across every industry that we serve. Start-up borrowers must have sufficient experience, credit, and reserves to qualify. Start-up OTR truckers require a minimum of 3 (most recent) years CDL driving experience along with sufficient credit and reserves.

All start-up transactions require a full package submission.