

# VenSource Capital

## VenSource Transaction Parameters

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| <b>Specialization:</b>    | Equipment financing for US-based emerging growth and venture capital-backed startup companies. The majority of the companies we finance have completed one or more venture capital rounds exceeding \$5 million in total with major VC sponsors, have introduced their products or services and can demonstrate revenue traction. Many customers we serve are approaching, but are not yet cash-flow positive. |
| <b>Types:</b>             | Equipment leases and loans   |
| <b>Amounts:</b>           | Equipment financing lines of \$750,000 and over; amounts over \$3 million are usually syndicated with our syndication partners   |
| <b>Terms:</b>             | 24 to 48 months, depending on the underlying assets and customer credit profile; average term is 36 months   |
| <b>Warrants:</b>          | Usually not required.  |
| <b>Drawdowns:</b>         | Transactions can be staged or drawn down in increments of \$100,000 or more under a master financing agreement. Drawdown periods of up to one year.  |
| <b>Client industries:</b> | We are generalists, but prefer software, medical technology, IT services, telecommunications, Internet, clean technology, and other technology markets.  |
| <b>Credit Profile:</b>    | VC-backed startup companies<br>A-stage VC round and beyond<br>Startups already generating revenues; however, select pre-revenue companies are acceptable<br>Startups that have at least 6 – 12 months of operating cash on hand<br>Headquarters and assets located in US<br>In business for at least 2 years<br>Strong management teams and VC sponsorship   |
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