

## Executive Summary

### Tech Enabled Lending Brokerage w/Proprietary Software

**INDUSTRY**

Lending Platform

**LOCATION**

Los Angeles, CA

**ESTABLISHED**

2017

**EMPLOYEES**

2 owners / 9 Part-time

**OWNER HOURS**

Full time

**NON-COMPETE**

10 years / Globally

**TRAINING**

4 weeks at 20 hrs/week

**LEASE/BUILDING**

Office

**LEASE**

\$ 2,370/mo

**SIZE**

TBD

**INVENTORY**

N/A

**ACCOUNTS RECEIVABLE**

N/A

**WORKING CAPITAL**

TBD

**EARNEST MONEY**

\$100k

**ASKING**

\$1.75M

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**SUMMARY**

In addition to their robust transactional lending revenue stream, this disruptive loan platform automates the front-end underwriting and lender matching process for commercial, residential, business and personal loans at a 95% match rate. The software's artificial intelligence (AI) component can scan personal financial statements and tax returns, thus replacing data input, while auto populating loan application data. These automations allow users to reduce 80% of the time to complete loan applications and thus reliance on a loan officer's role, while allowing a focus shift to business development.

This fintech company's SAAS software helps to match banks, lenders, brokers, RE agents, consultants and consumers efficiently find the right loan. The company's database, which is syndicated with over 300 leading lenders, has funded \$850M+ in loans. It's estimated that their system allows brokers to increase their productivity tenfold while quickly shopping the closest matches and virtually eliminating inaccurate loan quotes. The software's intuitive interface allows the portal to provide instant access hundreds of lenders, solidifying its relationships with brokers, realtors, banks and consumers. The platform has generated \$350M in Loans, has a \$38M pipeline, and its clients hold \$1.3B in assets.

Since its December 2022 launch, the recurring SAAS revenue has exceed \$50k since its first year in the market, with an 80%+ adoption rate and 55% growth.

**FACILITIES / ASSETS**

This company operates out of an office with a full staff of experienced lending professionals, software developers and operations personnel. Given the nature of the opportunity, buyers may relocate or embrace a virtual or hybrid model.

**COMPETITION**

This platform stands out from lead aggregators such as Lendio and Lending Tree that strictly work on a referral only basis. Alternately, while Numerated, Turnkey-Lender or Ncino also provide a lender dashboard they don't offer full spectrum lending or uncapped requests. No competitors boast the OCR technology this enterprise possesses that's helped it to achieve a 95% funding rate.

FINANCIALS	2023 Income Statement	2022 Income Statement	2021 Tax Return
Revenue	\$ 829k	\$ 1.2M	\$ 518k
COGS	\$ 128k	\$ 732k	\$ 1.2k
Payroll	\$ 35k	\$ 80k	\$ 129k
Net Income	\$ 522k	\$ 779k	(\$ 187k)
Adjusted CF *	\$ 522k	\$ 779k	\$ 262k

**GROWTH OPPORTUNITIES**

- ✓ Scale SAAS model to position for IPO or be acquired by Fintech strategic
- ✓ Expand horizontally across all lending markets (e.g. residential)
- ✓ Focus on a B2C model and directly brokerbusinesses and consumer loans
- ✓ License private labeled software to broker, bank or alternative lenders