



SBA RECENTLY CLOSED TRANSACTION

- Purchase price: \$5,750,000
- Stock purchase of SaaS business, learning software with recurring revenues
- Provided \$600,000 in term and revolving working capital to support seasonality
- \$1MM equity check from multiple investors with ownership less than 20% each
- No personal guarantees required from investors
- Over \$3MM Goodwill financed, no additional collateral required
- EBITA: \$821,000
- DSC: 1.60

SBA 7a Term Loan Structure

Loan #1 Use of Proceeds	Total Project Cost	Borrower Cash Injection	Seller Carry	7a
Business Acquisition- Intangible	\$5,750,000	\$1,000,000	\$1,550,000	\$3,200,000
Working Capital	\$500,000	\$0	\$0	\$500,000
SBA Gty Fee	\$104,713	\$0	\$0	\$104,713
Packaging Fee	\$2,500	\$0	\$0	\$2,500
Closing Cost Est.	\$4,787	\$0	\$0	\$4,787
Total	\$6,362,000	\$1,000,000	\$1,550,000	\$3,812,000
	100%	16%	24%	60%

SBA Express Line of Credit Structure

Loan #2 Use of Proceeds	Total Project Cost	Borrower Cash Injection	7a- Express
Working Capital	\$100,000	\$0	\$100,000
SBA Gty Fee	\$0	\$0	\$0
Packaging Fee	\$500	\$500	\$0
Closing Cost Est.	\$0	\$0	\$0
Total	\$100,500	\$500	\$100,000

For more information about our SBA program please contact:

Pattie Ehsaei, Senior Director, M&A Lending
(310) 930-0883 – Pattie.Ehsaei@bancofcal.com