



## Our Company

Summit Financial Resources is a commercial finance company headquartered in Salt Lake City, Utah. Summit was founded in 1987 and is privately-held by an investment partnership which has owned the company since 1996. The company's investors come from a diversified investment background including financial services, real estate and various operating companies.

Summit is a nationwide company focused on providing alternative working capital financing to small and medium-sized companies unable to obtain commercial bank financing. The financial strength of its investors and senior lending partners creates a level of financial stability that is rare in the commercial finance industry.

## Our Markets

Summit has office locations throughout the country in major markets and continues to seek new ones. Our success results from a focus on building strong working relationships with local commercial banks in each of our markets. These relationships serve the interests of the commercial banks and businesses, by providing immediate cash flow to growing businesses while preserving the bank relationship.

We serve a diverse market of companies ranging in annual sales from \$1,000,000 to \$30,000,000. Our portfolio currently includes clients operating in a variety of industries involved in manufacturing, wholesaling, staffing, transportation, distribution and service, among others.

## Our Products

Summit provides working capital financing secured by the accounts receivable and inventory assets of our clients. The typical portfolio company is not qualified for conventional bank financing for reasons usually related to high growth, high balance sheet leverage, or recent operating losses. Companies experiencing such financial issues have specialized needs requiring a specific structured and managed approach to meet their cash flow needs. The company's portfolio has been built on successfully identifying companies with these needs and developing solutions that are workable for both client and lender.

## Our People

Summit's management team has extensive experience in the commercial finance industry. This collective experience extends over all key areas: sales and marketing, credit underwriting, portfolio management, and finance.

**For more information, or to refer a client, please contact** your local Business Development Officer or call 800.531.0137.

	FACTORING	ABL FLEX	ABL	INVENTORY	TERM
<b>Facility Limits</b>	\$100M-\$4MM	\$100M-\$4MM	\$100M-\$4MM	<\$1MM	<\$250M
<b>Advance Rates</b>	Up to 90% of A/R	Up to 85% of A/R	Up to 85% of A/R	Up to 50% of Inventory Cost	Up to 60% of Equipment Value
<b>Risk Profile</b>	Higher, with Underwritten Collateral & Controls	Medium, Good Reporting & Management	Lower, Strong Reporting & Management	Higher with Underwritten Exit	Higher, Short-Term, with Underwritten Exit
<b>Pricing Components</b>	Collateral Mgmt Fee + Interest	Interest + Admin Fee	Interest + Various Fees	Admin Fee + Interest	Admin Fee + Interest
<b>Notes</b>	Receivables Purchase	Revolving Loan; Ledged Collateral	Borrowing Base Certificate	Add-on only	Add-on only



SUMMIT FINANCIAL RESOURCES  
[www.summitfr.com](http://www.summitfr.com)

# Turning Assets into Working Capital

