



2017 Metrics and Results

In 2017, List Ventures and FAJ Consulting served 18 firms with sales over \$5M. Total loan value realized for these growth firms was over \$16M, with the loan amount average under \$1M (therefore qualifying as small loans in the bank's portfolio). In addition, List selected a cohort of 11 firms with annual sales under \$5M as our 2017 portfolio companies, of which half were startups. Each received extensive management advisory services as well as financial oversight and accounting. Loan value realized by these smaller firms was over \$2M.

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PARTNERSHIPS

We partner with FAJ Consulting to provide access to capital to firms selling \$5M+ per year.

Total loan value realized by FAJ partner companies	\$16,434,060
Average loan value realized by FAJ partner companies	\$864,951
Number of loans funded	19
Number of FAJ partner companies	18
Percentage of loans guaranteed by US Small Business Administration	26%

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OUTCOMES

We work closely with our portfolio companies with one key metric: access to capital.

Total loan value realized by portfolio companies	\$2,348,000
Average loan value realized by portfolio companies	\$335,428
Number of loans funded	7
Number of portfolio companies	11
Percentage of loans guaranteed by US Small Business Administration	100%

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DEMOGRAPHICS

We focus on serving underrepresented entrepreneurs.

Percentage of minority-owned firms served	71%
Percentage of woman-owned firms served	17%
Percentage of Hispanic-owned firms served	49%
Percentage of black-owned firms served	22%

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PERFORMANCE

We prioritize profitability over revenue for small businesses.

Total aggregate sales of portfolio companies	\$20,452,656
Total aggregate net profit realized by portfolio companies	\$1,311,885
Average operating margin of portfolio companies	9.32%
Average book value of portfolio companies	\$884,133

