



STALWART

CONTRACT FINANCE, LLC

CONTRACT FINANCING CHECKLIST

Yes No ***Is there a component of equipment necessary to fulfill the contract?***
What is equipment? _____

Yes No ***Deal Size:*** _____
Does the PV of the payments = \$500,000.00+? (multiple takedowns OK)

Parties to the Deal:

Lessee/Service (equipment) Provider _____

End User _____

Yes No Is the End User a larger credit worthy company? (investment grade or has an annual gross revenue of \$10M - \$500M)

Type of Contract: _____

Yes No Is it signed?

Yes No If so, will we be able to obtain addendum if necessary to make it assignable?

Yes No Are fixed, non-cancelable minimum payments possible?
How are End User Payments computed? _____

Term/Structure of Contract:

Yes No Is the contract term at least two years? Length: _____
Minimum Payment _____

Is this a new acquisition, refi/sale-leaseback or both? _____

Yes No Do minimum payments cash flow debt/lease payments? _____

Service Provider Management:

Yes No Is the service provider willing to go to the end user to negotiate or re-negotiate the contract verbiage?

Yes No Is the service provider open to the possibility of giving something up in order to gain end user agreement? (i.e. a discount, special rights, term modification, etc.)

Motivation of end user: _____

Yes No Is this a unique product or service? _____

Yes No Is the end user in need of an off-balance sheet transaction?

Yes No Is there strong motivation for the end user to enter into the contract?