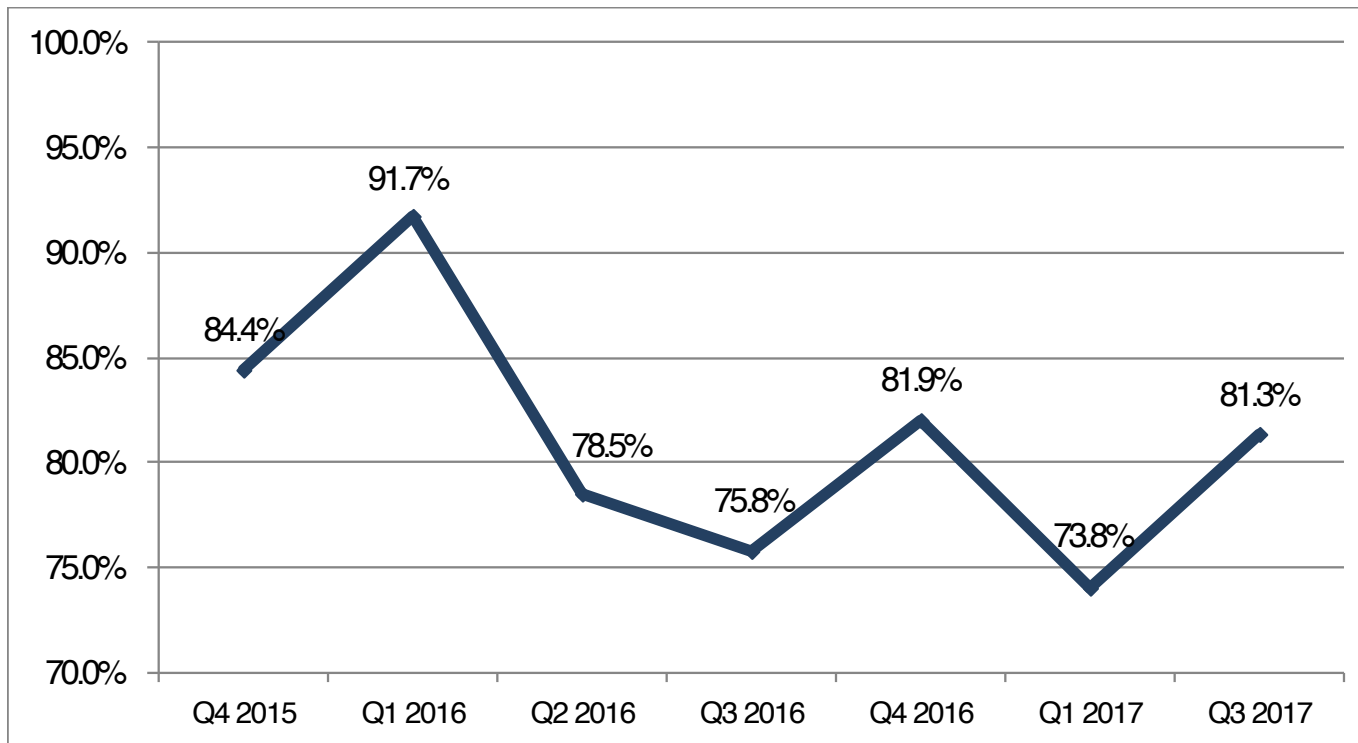


# CEO Confidence Index



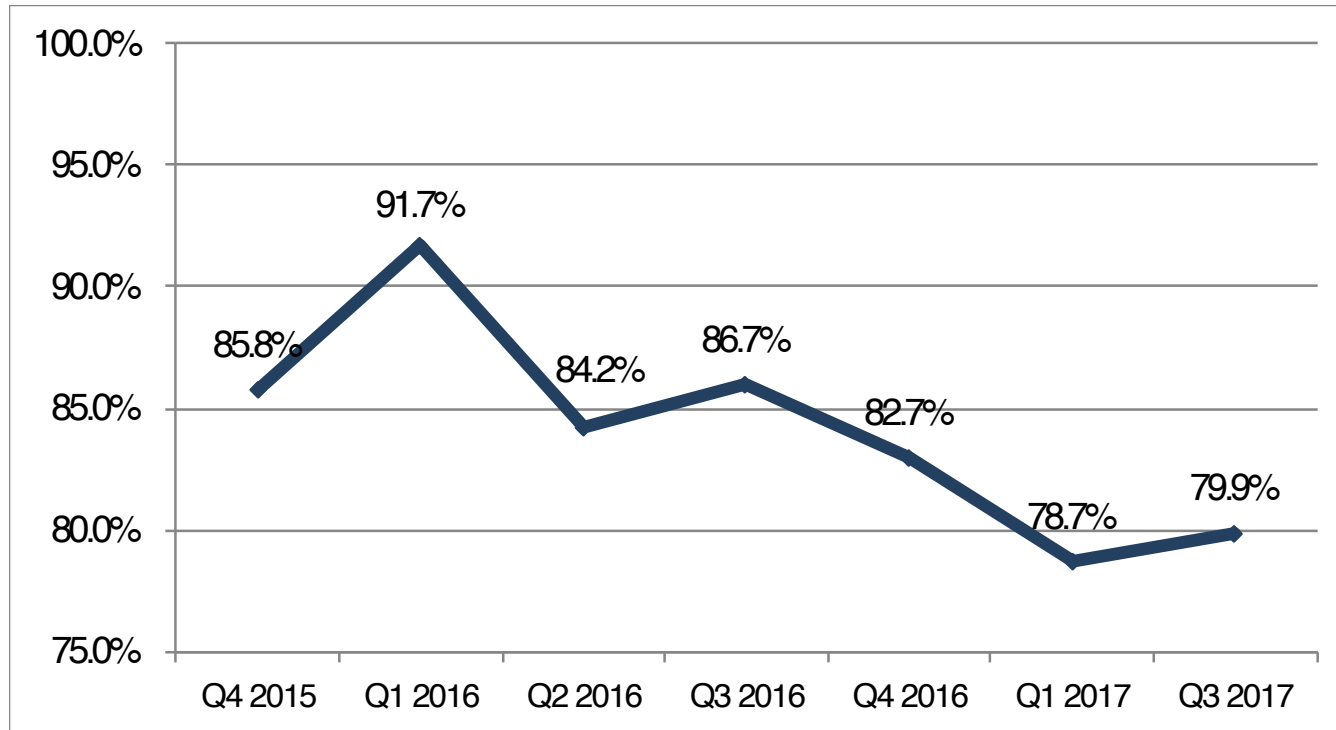
*What is your overall confidence level in the continued success of the small business lending / MCA industry over the next 12 months?*



# CEO Confidence Index

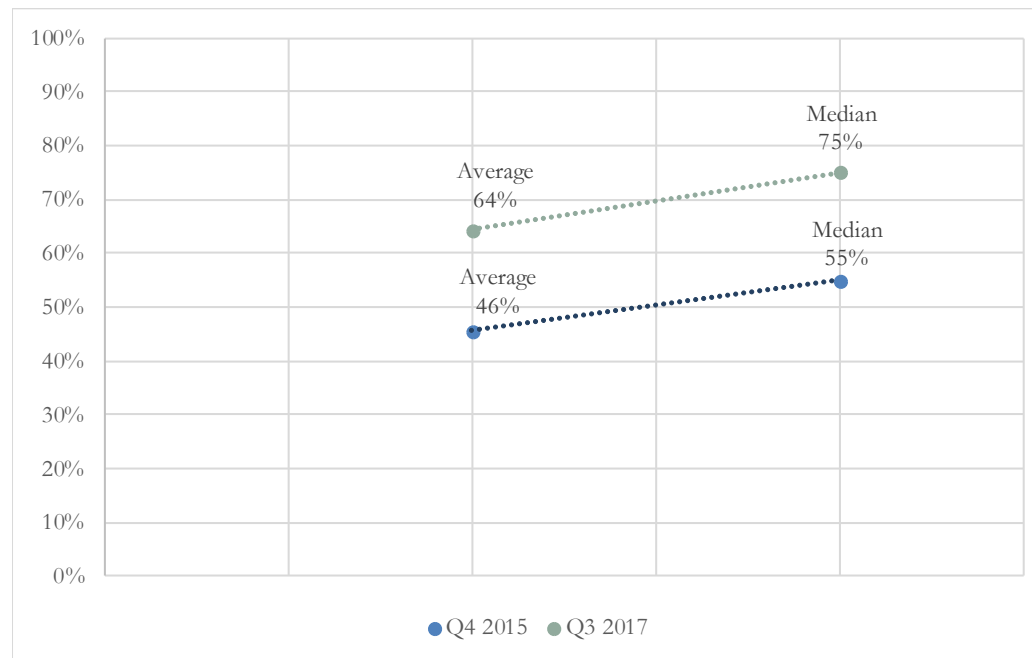


*What is your confidence level that you can access the capital needed at reasonable costs to continue to grow over the next 12-24 months?*



# Where is Business Sourced?

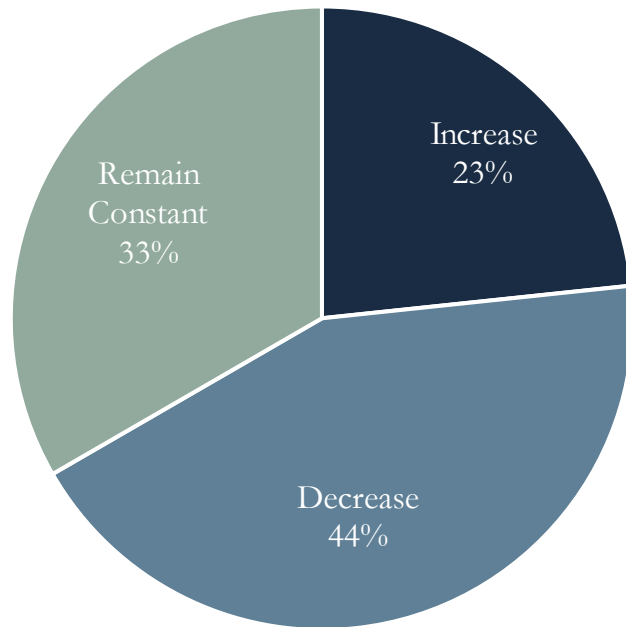
CEOs: *What percentage of your originations come from external/ISOs versus internal marketing?*



## Where is Business Sourced?

CEOs: Do you expect the percentage of external/ISO originations to increase or decrease?

### Q4 2015



### Q3 2017

