

The logo for 'vine' is written in a bold, lowercase, green sans-serif font. The letters are thick and rounded, with a slight shadow effect. The 'v' and 'i' are connected, and the 'e' has a small loop at the bottom right.

vine

Commercial Lending Reimagined



A photograph of a business meeting. In the foreground, a person's hands are visible, one holding a pen over a document. Another person's hands are also visible, gesturing. The background shows a blurred office setting with a window and some plants.

Commercial Lending is critical to most institutions

- Relationships with business borrowers matter a lot
- Commercial loans present the most risk to the FI
- Most lenders do these loans manually
 - Usually 3-4 hours of data entry per entity
 - Often multiple entities are involved in each deal
 - Must be done annually or more frequently

The Solution

Vine reduces 3 hours of manual entry to 3 mins.



Vine is an AI-powered end-to-end commercial lending platform



Team

Vine is led by industry veterans with a history of successful fintech exits



David Eads

Co-Founder, CEO

<https://www.linkedin.com/in/eadsd>



John O'Shaughnessy

Co-Founder, CTO

<https://www.linkedin.com/in/johnoshaughnessy>



Justin O'Brien

Senior Sales

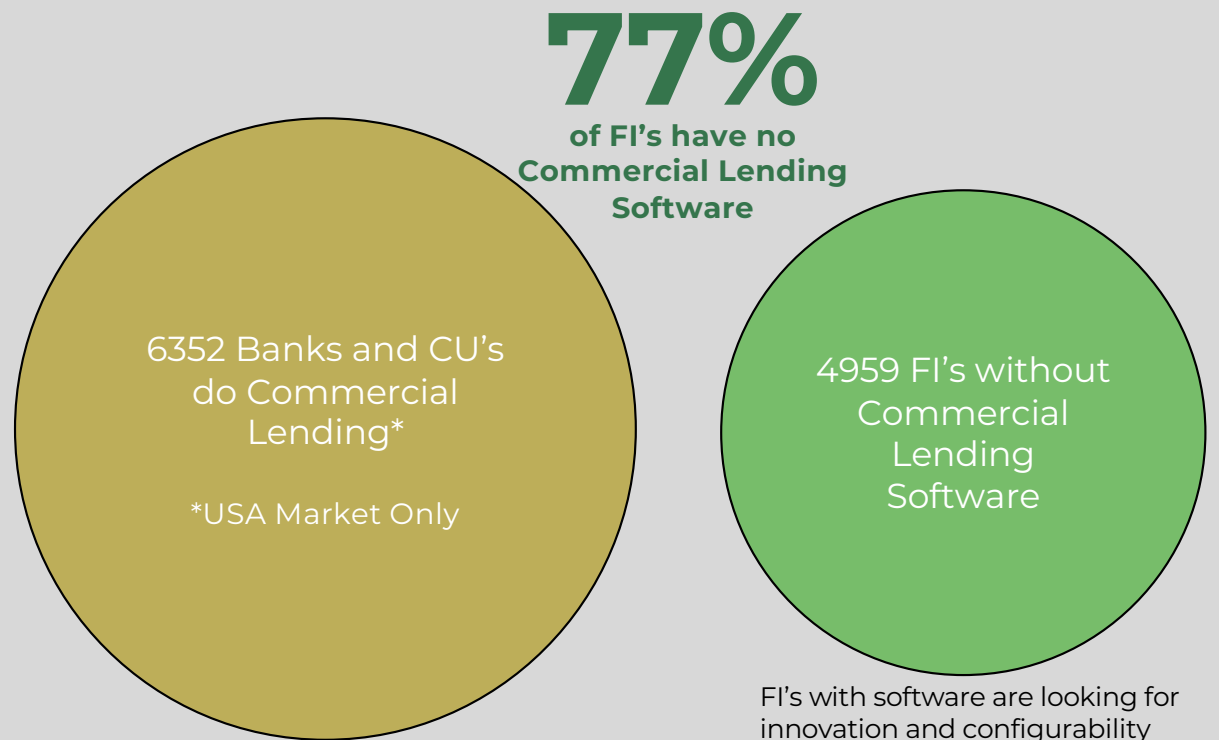
<https://www.linkedin.com/in/justinobt>



The Market

- Banks
- Credit Unions
- Non-Bank Lenders
- Brokers
- Investment Firms
- Venture Capital
- M&A
- Private Equity

Sources: FDIC, NCUA , FI Navigator



Only 1,393 have commercial lending software.
Often that includes doc-prep point solutions like
Laser Pro, so the opportunity is much larger

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Market Size



\$4.5 Billion TAM



\$9 Billion TAM

TAM is estimated using both nCino (NCNO) investor data and our internal estimates. Our internal TAM calculation comes from our pricing model and US market size data from FDIC, NCUA, and FI Navigator data. Our pricing is on a later slide.

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Price Model

- Annual Fee based on Assets
 - Fee per module
 - Typical ACV by asset size

Asset Size	1M – 500M	500M - 1B	1B - 5B	5B - 10B	10B - 25B	25B+
Annual Fee (EST)	\$75,000	\$130,000	\$250,000	\$425,000	\$700,000	\$1,000,000+

This Pricing is conservative compared to incumbent prices.

Examples:

- \$400M Tennessee Bank - \$180K ACV
- \$5B Texas Bank - \$702K ACV



Traction

- Went to market late 2023 after 4 years of R&D and listening to FIs
- Our early customers are representative of the market
 - Banks, CUs, various sizes, multiple regions
 - Currently 2 banks and 1 CU with signed contracts
 - 1 CU currently in contracts, 1 unsigned broker beta user
 - We provided deep discounts for first clients, future contracts will be much larger.
- We wow prospects, even if they can't move forward yet
 - "You're on to something!"
 - "You take away the grunt work so I can focus on what matters"
- We plan a combination direct sales and channel partner GTM

Margin

- Our solution is ultra-high profit margin
- Cost of Sales is most of our ongoing cost
 - Cost will go down per sale as the word gets out
 - We need to scale up sales & marketing efforts
 - We need to add some customer success folks for client handholding
 - We should add a few developers to deliver updates to feedback even faster and to backfill David so he can spend more time helping close deals
 - AWS costs currently are less than \$250/mo. per customer (sell at \$40k-80k/yr.)

Use of Funds

- Marketing
 - Industry conferences, PR, Analyst/Consultant webinars
- Customer Success Team
 - Add headcount to maximize client success
- Additional Software Developers
 - Backfill David as he spends more time on sales and marketing
 - Additional integration adapter development, which speed up sales velocity in various market sub-segments
 - UI optimization based on customer feedback as we grow

Financials

- We've reduced our burn rate this year vs last year
 - Reduced headcount, cut out ineffectual marketing programs
- Could be cash-flow positive w/ **~8 deals @ \$40K**

Annual Expense Category	Annual Amount (rounded)
G&A	\$35,000
Personnel*	\$192,000
R&D + Hosting	\$10,000
Sales & Marketing*	\$40,000
Total	\$277,000 (\$23k/mo.)

* Projected based on current spending levels. All other categories are rounded based on 2023 actuals

The Ask

- Targeting funding late 2024
- We're seeking \$2MM – \$5MM
 - We can support a number of funding scenarios
 - Growth and Innovation are enhanced with more funding

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SCREEN SHOTS



Demo



<https://share.vidyard.com/watch/SCjXFAj3CaRiEniNjBW2g1>



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Deals



All Active

41 Deals



Name	Description	Deal Type	Last updated	Status	Milestones
Fanshaw South Commercial Real Estate		Commercial Real Estate	Mar 7, 2024, 9:05:14 AM		
Applegate Line of Credit		Line of Credit	Oct 5, 2023, 1:34:14 PM		
Walton Commercial Vehicle Loan		Commercial Vehicle Loan	Feb 19, 2024, 12:24:46 PM		
Biggin Hill Equipment Finance		Equipment Financing	Jul 13, 2023, 4:57:32 AM		
CRE Test 1		Commercial Real Estate	Dec 17, 2023, 3:29:28 PM		
Pewsey Biz Line of Credit		Line of Credit	Feb 19, 2024, 12:34:31 PM		



Short Demo Link: <https://share.vidyard.com/watch/SCjXFAj3CaRiEniNjBW2gI>

Fanshaw South Commercial Real Estate

LAST UPDATED TODAY : 07/03/2024, 09:05:14

Stage	02. Underwriting 
Loan Officer	Fred Smith
Type	Multi-family 
HMDA Reportable	<input checked="" type="checkbox"/>
Flood Plain report required	<input checked="" type="checkbox"/>
Loan Amount Requested	\$ 1500000
Loan Purpose	New Apartment block



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Ratios							Balance Sheet	Cash Flow	Income Statement
📷	2022		2021		2020				
Category Item	Resolved	Rev %	Resolved	Rev %	Resolved	Rev %			
Revenue	\$907,384	100.00%	\$789,431	100.00%	\$3,343,796	100.00%			
Prev Period Revenue			\$907,384	114.94%	\$789,431	23.61%			
Cost of Goods Sold	\$618,832	68.20%	\$540,721	68.50%	\$2,875,263	85.99%			
Other Income									
Gross Profit	\$288,552	31.80%	\$248,710	31.50%	\$468,533	14.01%			
Compensation of Officers	\$41,115	4.53%	\$45,697	5.79%	\$35,200	1.05%			
Salaries & Wages					\$53,991	1.61%			
Maintenance and Repair	\$11,696	1.29%			\$14,977	0.45%			
Bad Debt									
Rent									
Taxes & Licenses	\$2,738	0.30%	\$22,772	2.88%	\$7,163	0.21%			
Depreciation	\$25,606	2.82%	\$17,215	2.18%	\$44,956	1.34%			
Amortization									
Depletion									
Advertising					\$2,456	0.07%			
Pensions, Profit Sharing, etc.									
Employee Benefits									
Other Expenses (net of Amortization)					\$224,421	6.71%			
Total Operating Expenses	\$81,155	8.94%	\$85,684	10.85%	\$383,164	11.46%			
Operating Profit	\$207,397	22.86%	\$163,026	20.65%	\$85,369	2.55%			
Less: Interest Expense	\$19,165	2.11%	\$6,401	0.81%	\$17,630	0.53%			
Ordinary Business Profit	\$188,232	20.74%	\$156,625	19.84%	\$67,739	2.03%			
Net Rental Real Estate Income									
Other Net Rental Income									

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Ratios	Balance Sheet		Cash Flow		Income Statement	
	2022					
Category Item	Imported	Stated	Adjusted	Resolv...	Rev %	
Revenue	\$907,384			\$907,384	100.00%	
Prev Period Revenue						
Cost of Goods Sold	\$618,832			\$618,832	68.20%	
Other Income						
Gross Profit	\$288,552	\$288,552	\$288,552	\$288,552	31.80%	
Compensation of Officers	\$41,115			\$41,115	4.53%	
Salaries & Wages						
Maintenance and Repair	\$11,696			\$11,696	1.29%	
Bad Debt						
Rent						
Taxes & Licenses	\$2,738			\$2,738	0.30%	
Depreciation	\$25,606			\$25,606	2.82%	
Amortization						
Depletion						
Advertising						
Pensions, Profit Sharing, etc.						
Employee Benefits						
Other Expenses (net of Amortization)						
Total Operating Expenses	\$81,155	\$81,155	\$81,155	\$81,155	8.94%	
Operating Profit	\$207,397	\$207,397	\$207,397	\$207,397	22.86%	
Less: Interest Expense	\$19,165			\$19,165	2.11%	
Ordinary Business Profit	\$188,232	\$188,232	\$188,232	\$188,232	20.74%	
Net Rental Real Estate Income						
Other Net Rental Income						
Guaranteed Payments						
Interest Income						
Dividends						
Royalties						
Other Revenue	\$1,640			\$1,640	0.18%	
Section 179 Deduction						
Charitable Contributions						
Investment Interest Expense						
Other Expenses: Section 59(e)(2)						
Other Deductions	\$93,938			\$93,938	10.35%	
Net Income per Tax Return	\$95,934	\$95,934	\$95,934	\$95,934	10.57%	
Prev Period Net Income per Tax Return						
Expenses on M-1						
Income on M-1						

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Page: 1/5

Form **1120-S**

Department of the Treasury
Internal Revenue Service

U.S. Income Tax Return for an S Corporation

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.

Go to www.irs.gov/Form1120S for instructions and the latest information.

OMB No. 1545-0123

2022

For calendar year 2022 or tax year beginning , 2022, ending , 20

<p>A S election effective date 01/01/2010</p>	<p>TYPE OR PRINT</p>	<p>Name Auto Body Shop, Inc.</p> <p>Number, street, and room or suite no. If a P.O. box, see instructions. 1120 Repair Street</p> <p>City or town, state or province, country, and ZIP or foreign postal code Austin TX 78758</p>	<p>D Employer identification number 11-1111111</p> <p>E Date incorporated 01/01/2010</p> <p>F Total assets (see instructions) \$ 397,554.</p>
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C Check if Sch. M-3 attached

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions. Yes No

H Check if: (1) Final return (2) Name change (3) Address change (4) Amended return (5) S election termination

I Enter the number of shareholders who were shareholders during any part of the tax year 1


J Check if corporation: (1) Aggregated activities for section 465 at-risk purposes (2) Grouped activities for section 469 passive activity purposes

Caution: Include **only** trade or business income and expenses on lines 1a through 21. See the instructions for more information.

	Income	Deductions (see instructions for limitations)	Total	Total
1a	Gross receipts or sales		1a 914,457.	
b	Returns and allowances		1b 7,073.	
c	Balance. Subtract line 1b from line 1a			1c 907,384.
2	Cost of goods sold (attach Form 1125-A)			2 618,832.
3	Gross profit. Subtract line 2 from line 1c			3 288,552.
4	Net gain (loss) from Form 4797, line 17 (attach Form 4797)			4
5	Other income (loss) (see instructions—attach statement)			5 1,640.
6	Total income (loss). Add lines 3 through 5			6 290,192.
7	Compensation of officers (see instructions—attach Form 1125-E)			7 41,115.
8	Salaries and wages (less employment credits)			8
9	Repairs and maintenance			9 11,696.
10	Bad debts			10
11	Rents			11
12	Taxes and licenses			12 2,738.
13	Interest (see instructions)			13 19,165.
14	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)			14 25,606.
15	Depletion (Do not deduct oil and gas depletion.)			15
16	Advertising			16
17	Pension, profit-sharing, etc., plans			17
18	Employee benefit programs			18
19	Other deductions (attach statement)			19 93,938.
20	Total deductions. Add lines 7 through 19			20 194,258.
21	Ordinary business income (loss). Subtract line 20 from line 6			21 95,934.
22a	Excess net passive income or LIFO recapture tax (see instructions)		22a	

Ratios						Balance Sheet	Cash Flow	Income Statement
Category Item	Imported	Stated	Adjusted	Resolved	Rev %	2022		
Revenue	\$907,384			\$907,384	100.00%			
Prev Period Revenue								
Cost of Goods Sold	\$618,832			\$618,832	68.20%			
Other Income								
Gross Profit	\$288,552	\$288,552	\$288,552	\$288,552	31.80%			
Compensation of Officers	\$41,115			\$41,115	4.53%			
Salaries & Wages								
Maintenance and Repair	\$11,696			\$11,696	1.29%			
Bad Debt								
Rent								
Taxes & Licenses	\$2,738			\$2,738	0.30%			
Depreciation	\$25,606			\$25,606	2.82%			
Amortization								
Depletion								
Advertising								
Pensions, Profit Sharing, etc.								
Employee Benefits								
Other Expenses (net of Amortization)								
Total Operating Expenses	\$81,155	\$81,155	\$81,155	\$81,155	8.94%			
Operating Profit	\$207,397	\$207,397	\$207,397	\$207,397	22.86%			
Less: Interest Expense	\$19,165			\$19,165	2.11%			
Ordinary Business Profit	\$188,232	\$188,232	\$188,232	\$188,232	20.74%			
Net Rental Real Estate Income								
Other Net Rental Income								









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> **Collateral**

> **Borrower(s) / Applicant(s)**

> **Guarantor(s)**

Global Spreading

> **Ticklers**

> **Commercial Real Estate Documents**

Term sheet

[Term sheet](#)

1/23/2024, 7:42:17 AM



Credit Memo

[Credit Display Template](#)

2/21/2024, 11:35:49 AM



Term sheet 2024-01-23T13-42-17.188Z

Home Insert Draw Design Layout References Mailings Review View Table Design Layout

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Office Update To keep up-to-date with security updates, fixes, and improvements, choose Check for Updates. Check for Updates

Loan Term Sheet

This Term Sheet expresses the present intent of the parties to enter into a Transaction based on the principal terms and conditions set forth herein. Notwithstanding anything to the contrary contained herein, this Term Sheet shall not be binding on the parties until negotiation and execution of a binding Letter of Intent and Purchase Agreement.

Term	Definition						
Financier	Peter Jenkins of First Peoples Financial Website: www.primewayfcu.com Contact details: Phone: +447757144934 Email: loanofficer01@theoshaughnessys.com						
Loan Details	Amount Requested: \$1500000 Type: Construction (CRE) Terms: Subject to signing within 30 days Purpose: Notes here						
Project	Fanshaw South Commercial Real Estate						
Collateral	<table border="1"> <thead> <tr> <th>Type</th> <th>Description</th> <th>Est Value</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Type	Description	Est Value			
Type	Description	Est Value					

Page 1 of 3 619 words English (United States) Focus 186%



First Name	Last Name
Business Email	Mobile Phone
Organization	
Loan Type	Estimated Loan Amount
Commercial Real Estate	Less than \$50,000

By clicking submit, you agree to the [Terms and Conditions](#) of this site including agreeing to mutual confidentiality and non-disclosure of the details of this financial inquiry.

Submit

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NOTE: This is not a financial institution site. This is a demonstration site for lending software for purchase by financial institutions.

[Column icon created by Bert Flint](#)

English ▾



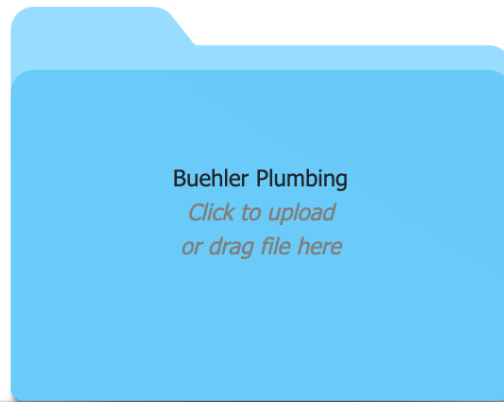
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Data Rooms

DATA ROOMS > BUEHLER PLUMBING & SUPPLY



Name





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Jenkins

Reports



Reports

Loan Pipeline Report

Loans by stage

All deals ▾



Corporate and Personal Guarantors.

Shows personal guarantor credit score and corporate guarantor credit rating

All deals ▾



All Corporate Guarantors

Guarantor Credit Score for Permanent and Construction Loans

All deals ▾



All My Deals

All deals ▾



Needs List

Important items to complete before deal closure

All deals ▾



Closed Loans with low Guarantor credit score

All deals with a Deal Status of Open

All deals ▾



All Open Deals

All deals with a Deal Status of Open

All deals ▾



Personal Guarantors with Credit Score below 700

Shows personal guarantors with a credit score below 700

All deals ▾

