

Generating ROI in SMB Lending

Six hundred community banks funded \$72B of small and medium business (SMB) loans in the fourth quarter of 2021 alone. Many more banks are struggling to fully tap into this market where demand for capital remains strong. However, with the right technology, financial institutions (FIs) can supercharge their SMB business and drive profitable growth.

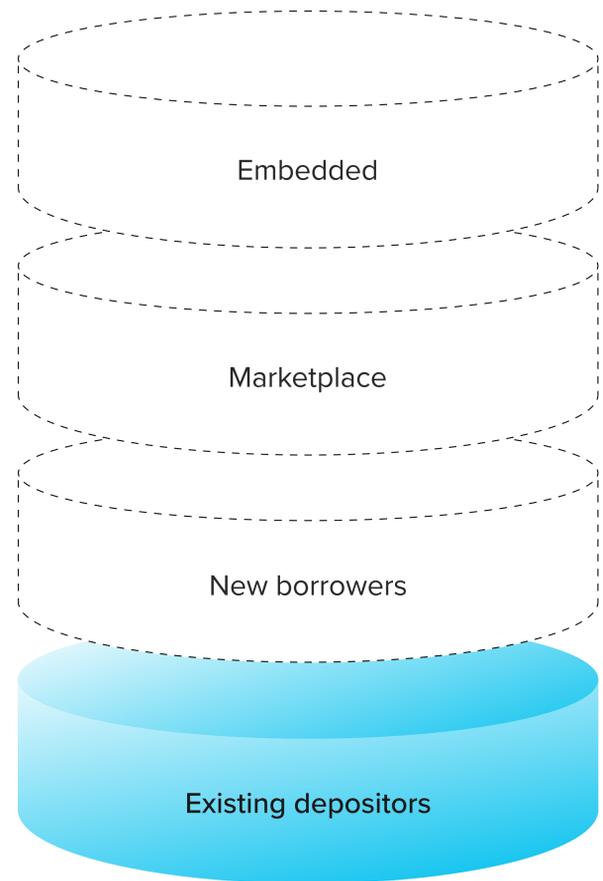


Lenders are leaving a small business-sized gap.

Underwriting a \$50,000 unsecured loan costs a lender the same amount of time and resources as a \$1M loan. This dramatically erodes the net interest margin (NIM) associated with smaller loans. As a result, lenders focus their time and resources on larger, more profitable loans, which is often beyond what the small business owners need. This is creating a gap between lenders and borrowers.

Lendio Intelligent Lending opens up new markets and lending opportunities.

Intelligent Lending enables FIs to expand their market reach and discover new customers. Lendio achieves this by incorporating lenders into the Lendio Marketplace and Embedded Lending partners' ecosystems.



Here's what Intelligent Lending does for you:



Pre-qualifies existing depositors for loan products



Creates optionality for borrower sourcing



Applies your rules through its decision engine



Accelerates the underwriting of small business loans

Compare lender operations with and without Intelligent Lending.

Lenders can leverage Intelligent Lending to increase loan volume, boost revenue, and accelerate deployment of capital.

Current state for your institution*

Capital for deployment
\$50,000,000

Average loan size
\$100,000

Average revenue per loan
5%

Estimated underwriting cost
\$4,000

Average time to underwrite
60 min

Average approval rate
40%

Current ROI

Loans approved per day	1
Gross revenue per day	\$20,000
Net revenue per day	\$18,240
Days to fully deploy capital	125

ROI with Lendio Intelligent Lending

Loans approved per day	48
Gross revenue per day	\$600,000
Net revenue per day	\$547,200
Days to fully deploy capital	4

[To learn more about your growth opportunities, check out the Intelligent Lending ROI Calculator to determine how much time and money you can save.](#)



About Lendio

Lendio is the nation's leading small business financial solutions provider. With its diverse network of lenders and financial SaaS products, Lendio has facilitated more than 330,000 small business loans for more than \$12 billion in total funding. Lendio is a values-driven organization striving to provide equal access to capital to underserved communities and America's smallest businesses.



*The results shown in the calculator are for hypothetical purposes only. The results provided by this calculator are intended as an estimate, and is a guarantee of performance of the Intelligent Lending product. All information provided in this page is presented to you without warranty.