



AnyCore AG

Agricultural Loan Origination System

Enhancing the Digital Lending Experience for
Your Customers and Your Lenders

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Executive Summary

ProAG Bankware Technologies is an innovative provider of fully integrated and customizable credit facilitation solutions for financial institutions. Our AnyCore AG product uses the latest technology to help financial institutions deliver the very best digital consumer experience available in the marketplace today while providing the lender with all the tools needed to make a sound lending decision. Built by Ag lending professionals, AnyCore AG helps lenders work more closely with their farming customers to make smart credit decisions. Everything is easier including financial statements, financial spreads and credit analysis, user-defined risk ratings, secured email communications, and more. Our unique borrower portal makes the entire process (even renewals) painless and is a value-added service for your farmer.

Problem

These days, Fintech solutions can automate just about any lending process. But no technology has ever focused on how to make it easier for borrowers, or to finally solve the challenge of connecting farmers and their lenders seamlessly by using the same lending platform. Additionally, there has been no new development in agricultural lending software using the latest technology available. Existing companies, and their underlying products, were developed using outdated technology which does not take advantage of recent technological advances. They have simply repackaged their old technology to make it appear to be something new and exciting, but it is still the same outdated product, which is difficult to use, and difficult to understand.

Solution

Our agricultural lending solution, AnyCore Ag, is an Ag-centric lending platform that makes the loan process simple for Ag lenders AND your borrowers. We leveraged more than four decades of ag lending and risk management expertise to build our product focused on ease of use for the farmer and a seamless lending tool for lenders. AnyCore Ag was built using the most up to date technology. It is a cloud-based software-as-a-service (SaaS) and is designed to be easy for users. It also eliminates technology support challenges. Our unique customer portal allows your customer to easily share financial data, quickly apply for initial loans, and subsequent loans, and access analytics to better understand their financials. Our lender portal provides all the tools necessary for the lender to perform a complete credit analysis and loan underwriting for an informed and documented loan decision. It is a better solution for lenders by making technology easy and credit decisioning less complicated.

Farmer Portal:

AnyCore Ag was built with the farmer in mind. Farmers easily provide all financial information, tax schedules and supporting documents online. No paper, no driving, no waiting. Saving the farmer a lot of time, money, and headaches. This fundamentally changes how lenders and borrowers work together to speed loan decisions and cultivate deeper business relationships. Other borrower portal features include:

- **Guided Interview Process** - provides guided interview type interface to make it simple for farmers to input financial data for loan requests.
- **10 Minute Subsequent Loan Applications** - made possible by letting borrowers clone previous year financials and quickly updating last year's numbers.
- **Required Documents** – any type of documented can be easily uploaded and attached to a loan application.
- **Valuable Financial Tools** – historical data, what-if and trend analysis, and financial analytics provide value-add planning tools to assist the borrower becoming more successful.
- **Complete Transparency** – everyone sees what is going on and keeps the ball rolling throughout the process.
- **24/7 accessibility** – anytime, anywhere access better fits a farmer's schedule and allows them to apply for a loan or provide other financial data without taking away time from when they should be farming.

Lender Portal:

Once the borrower completes the information to apply for a loan and submits the application it flows seamlessly into the lender portal. If the lender decides to not have the borrower input their own financial data then the lender can complete it for them. Once the financial data is collected, the lender portal provides the lender with a broad range of loan analysis and underwriting tools. Additionally, as the loan moves through the review process the status of the application is updated in the borrower portal so the farmer knows where the application is at in the review process without having to call the lender. The lender portal is easy to use, and a new lender can be fully trained in its use in less than 4 hours. Key features of our underwriting and analysis tools include:

- **Balance Sheet Schedules and Summary** – detailed information on how the values on the balance sheet were arrived including a detailed machinery and equipment schedule which can be printed off and used for UCC and other security filings. The Balance Sheet can also be viewed in a summary format if a detailed view is not needed.
- **Income Expense Schedules and Summary** – detailed information on how the values for income, expenses, debt payments, family living expenses, and balance available to pay debt were arrived at. The Income and Expense (cashflow) can also be viewed at a summary level making it easy to determine if the farming operation is generating a positive cashflow and how much they have available to make debt payments.
- **Spreading Document** – provides the lender with historical financial trends for up to 5 years, averages of key financial information and a comparison of the current cashflow and balance sheet to those averages. The spreading document also provides the lender ratios covering profitability, solvency, efficiency, and liquidity.
- **Loan Narrative** - a detailed loan narrative covering all key points of the farming operation.

- **Collateral Analysis** – provides the lender with a simple method to select items to be taken as collateral from the balance sheet schedules. Once completed, it provides the collateral margin, collateral coverage ratio, and loan to value ratio.
- **Loan Package** – gives the lender the ability to customize a loan package for each borrower and for each loan for the borrower. The lender simply determines which documents and analysis is needed for a loan package and the package is the automatically generated.
- **Configurable Risk Rating Scorecard** – the risk of a loan is determined by a risk rating scorecard based on a review of 300 scorecards used by agricultural lenders and in consultation with Dr. David Kohl of Virginia Tech. The scorecard is completely configurable by the lender, or it can use the default values based on extensive research.
- **Required Documents** – any documents that need to be included as part of the loan file can easily be uploaded and attached. The system accepts any document type.
- **Security** – the system is currently Fed Ramp compliant and has the highest security available on both the data storage and transmission. Data is stored on Amazon Web Services HIPAA Compliant servers.
- **Consolidations** – for farmers who have split their farming operation into several entities for tax and FSA program payment purposes the system allows you to easily consolidate the financial information from each of those entities into one consolidated financial statement for credit analysis.
- **Required Documents** – in addition to the farmer being able to upload and attach documents to an application, the lender also can upload and attach any type of document. These documents, uploaded by either the farmer or lender, can then be printed out as part of a loan package.
- **Preservation of Farmer Submission** – the application and financials submitted by the farmer are preserved. The lender can go into either the balance sheet summary or the income and expense summary and make adjustments to create a banker adjusted value. The spreading document is based on the banker adjusted value allowing a loan decision to be made on financials the lender is comfortable with while preserving the borrower financials as they were submitted.

Conclusion:

ProAg Bankware was founded by a group of veterans in agricultural lending and financial services technology to make lending technology easier for ag lenders by automating the many manual steps still ingrained in the loan process. The founders believe technology does not have to be complicated or expensive and should help make ag lending data collection and loan analysis easy and more efficient. The company has set these bars high for itself and believes its AnyCore Ag solution is a testament of these philosophies. Additionally, we were recently selected by the American Bankers Association to participate in their Banking Innovation Showcase highlighting innovative solutions in the banking and lending industry. We were selected for our customer portal, our ease of use and the transparency we create in the lending process.