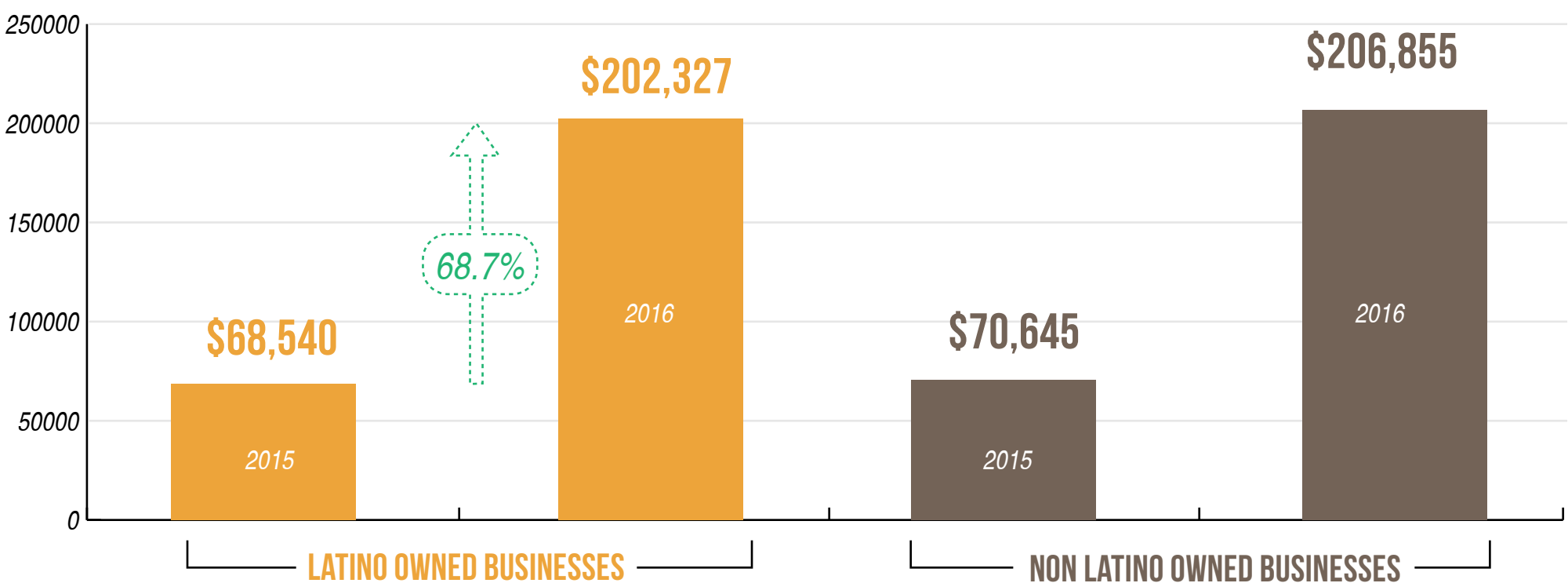


# ANNUAL STUDY IDENTIFIES HIGHER NET INCOMES FOR HISPANIC BUSINESS OWNERS

## AVERAGE ANNUAL REVENUE

A new study of Hispanic-owned businesses found that the number of loan applications by Hispanic entrepreneurs made through online lending marketplace Biz2Credit.com grew by 68.7% in the past 12 months and that Hispanic-owned companies had average annual revenues of \$202,327, up from \$68,540 the previous year.

Meanwhile, non-Hispanic-owned companies had average annual revenues of \$206,855, an increase from \$70,645 in 2015, according to Biz2Credit's study of more than 25,000 small businesses, including over 2,000 Hispanic entrepreneurs who applied for business financing on the online platform in the last year.

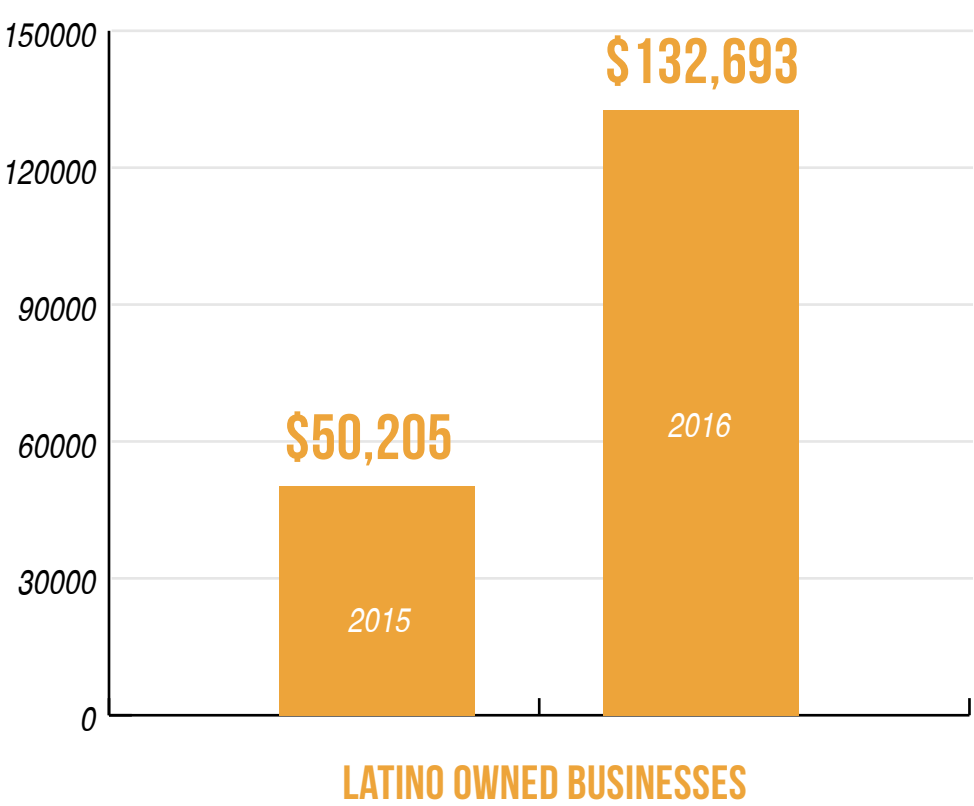


“A major take-away from this study is that small businesses have been performing well in the past year and many of them are looking to expand their operations.

Our analysis also revealed that the gap between non-Hispanic and Hispanic businesses is shrinking considerably.”

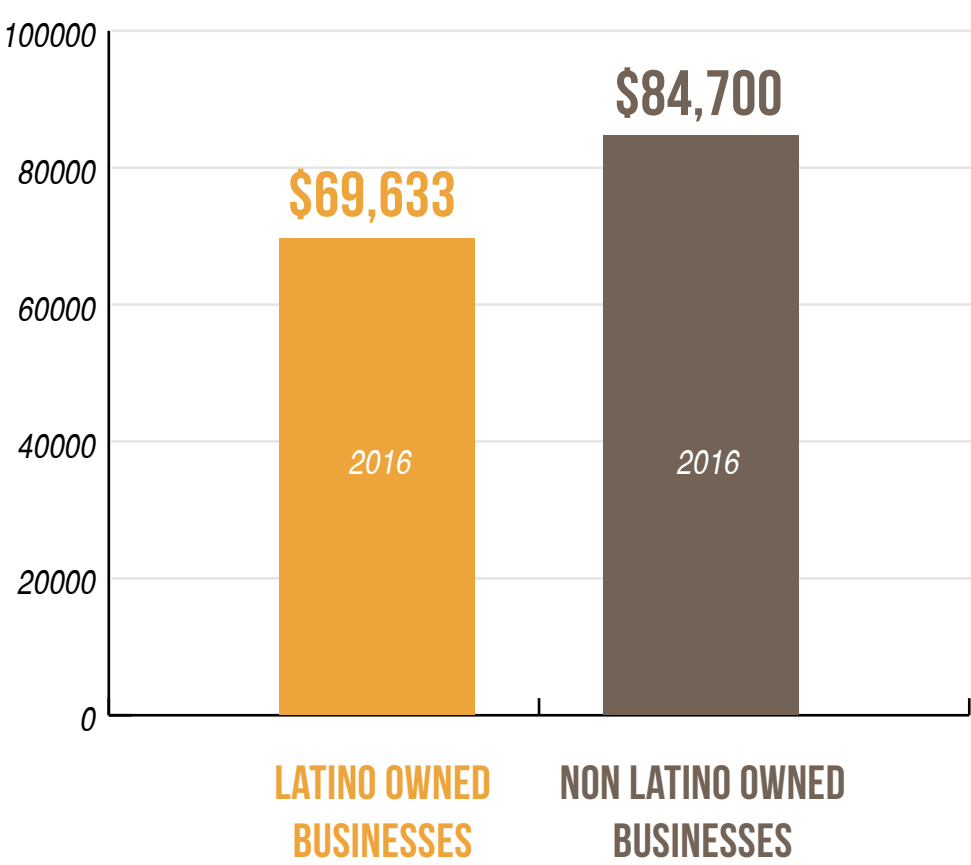
**Biz2Credit CEO Rohit Arora**  
one of the nation's leading experts in small business finance.

## AVERAGE NET INCOME



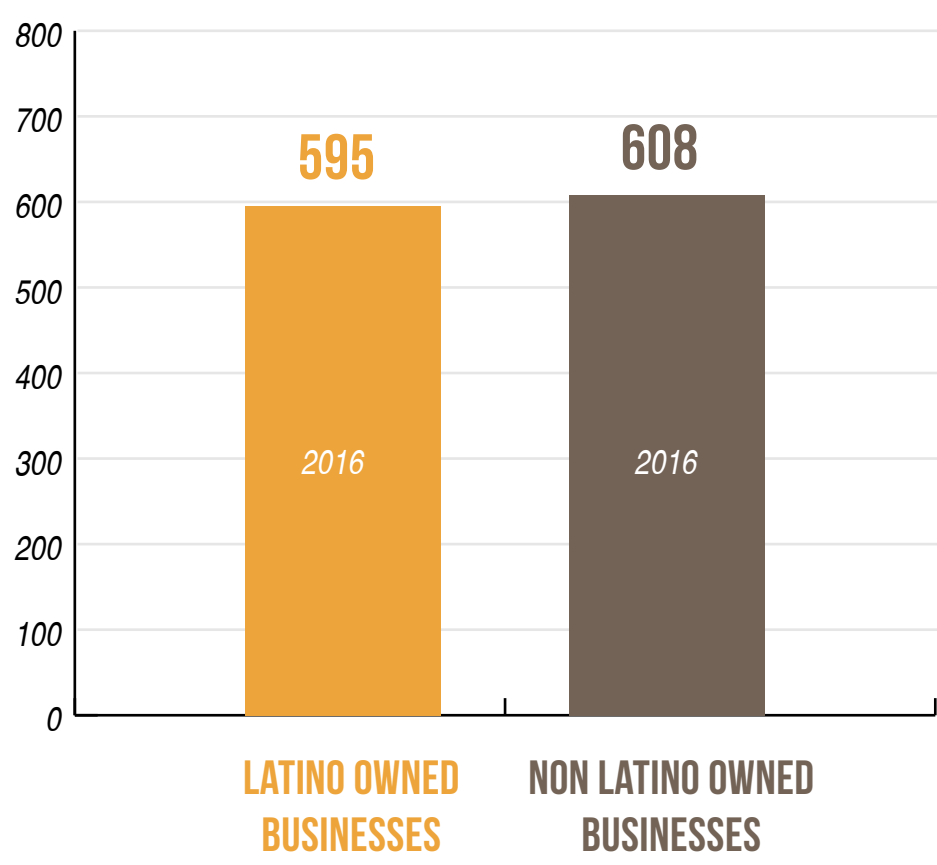
Average net income for Hispanic businesses grew substantially in a year-to-year comparison, jumping from an average of \$50,205 in 2015 to \$132,693 in 2016. In comparison, non-Hispanic business owners' average annual net incomes were approximately 8 percent lower in 2016.

## AVERAGE OPERATING EXPENSES

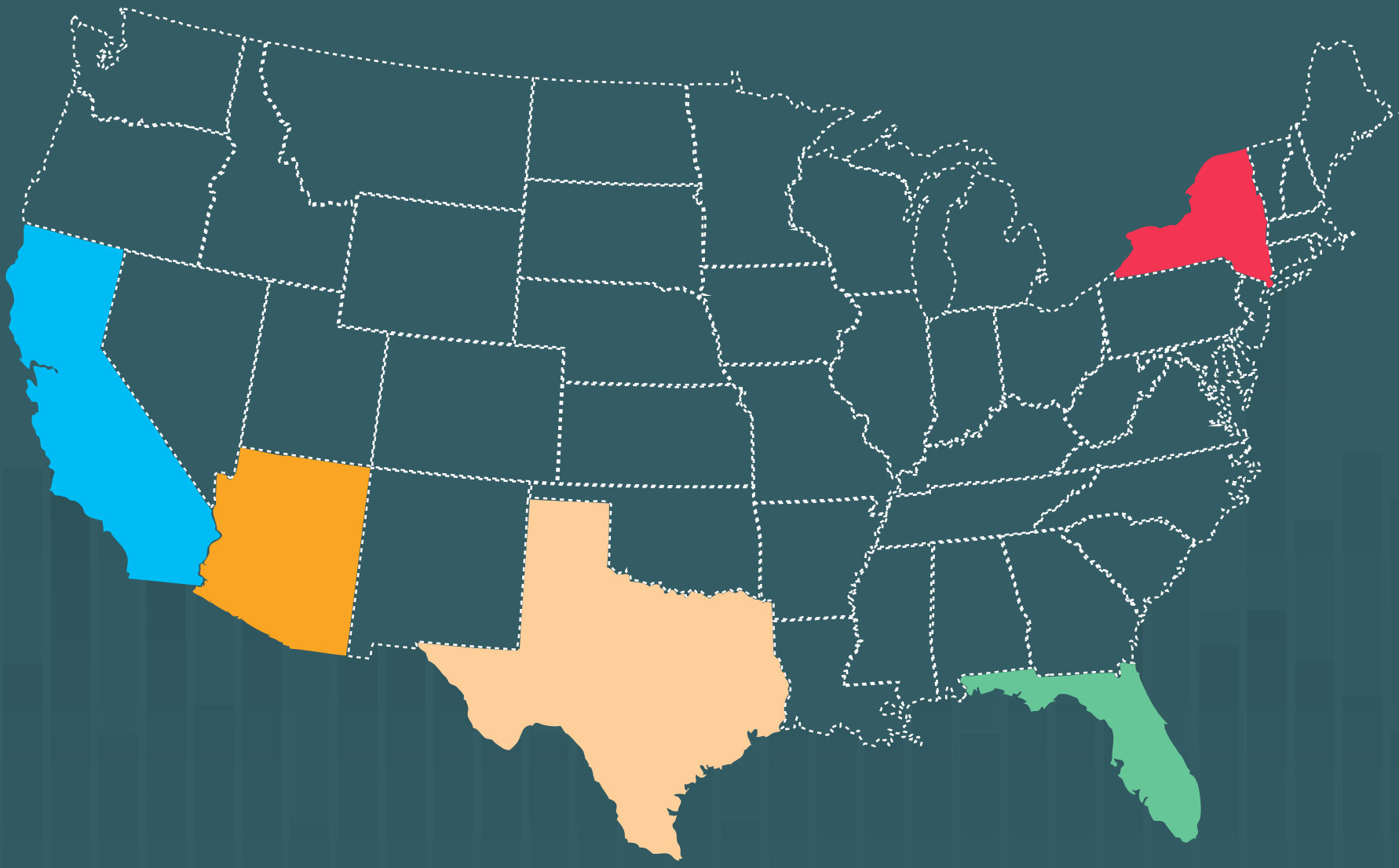


Average operating expenses represented 34 percent (\$69,633) of the revenue of Hispanic-owned companies, while non-Hispanic companies had average operating expenses of 41 percent (\$84,700) of their revenues.

## AVERAGE CREDIT SCORE



Hispanic entrepreneurs had a lower average credit score (595) than non-Hispanic business owners (608), and their companies were younger in terms of months in operation (28 months), vs. 30 months in operation on average for all other companies.



## TOP 5 STATES FOR HISPANIC-OWNED SMALL BUSINESS LOAN APPLICATIONS

- CALIFORNIA (23%)
- TEXAS (19.7%)
- NEW YORK (9%)
- FLORIDA (8.1%)
- ARIZONA (3.8%)

## TOP INDUSTRIES FOR HISPANIC ENTREPRENEURS.

Retail trade (15.3%), accommodations/food services (13.2%), and construction (10.2%) were the three most common industries for Hispanic entrepreneurs.



### ABOUT THE BIZ2CREDIT HISPANIC SMALL BUSINESS CREDIT STUDY

Biz2Credit, a leading online marketplace lender analyzed the financial performance of 2,000 Hispanic-owned businesses and 25,000 other companies with less than 250 employees and less than \$10 million in annual revenues from across the country from start-ups to established businesses. Those businesses were compared with 20,000+ companies owned by non-Hispanics.