

# ISOs ON FDR Credit Policy Requirements Matrix

CREDIT REQUIREMENTS	UNQUALIFIED/UNACCEPTABLE BUSINESS	HIGH RISK	BUSINESS TO BUSINESS	REGULAR (LOW OR MOD RISK)
<b>Definition</b>	<p><b>Do Not Solicit as these accounts are outside of Credit Policy Guidelines.</b></p> <ul style="list-style-type: none"> <li>• All Sexually Oriented or Pornographic merchants including:               <ul style="list-style-type: none"> <li>• Adult Book Stores</li> <li>• Adult Telephone Conversations or video text</li> <li>• Companion/Escort Services/Dating Services</li> <li>• Massage Parlors</li> <li>• Topless bars/clubs</li> <li>• Modeling agencies</li> <li>• Misc entertainment (not elsewhere classified)</li> </ul> </li> <li>• Aggregators (third party payment processors)</li> <li>• Audio/video text</li> <li>• Airlines</li> <li>• Cruise Lines</li> <li>• Any Illegal products/services or any service or product providing peripheral support of illegal activities</li> <li>• Auction Houses</li> <li>• Bail Bondsmen</li> <li>• Cellular Phone/Beepers (Services, not equipment)</li> <li>• Chain Letters</li> <li>• Charities (other than well known)</li> <li>• Check Cashing</li> <li>• Collection agencies or firms involved in recovering/collection past due receivables</li> <li>• Credit Repair</li> <li>• Credit Card Protection or Identity Theft Services</li> <li>• Currency Exchanges</li> <li>• Drug Paraphernalia</li> <li>• Extended Warranty Companies</li> <li>• Flea Markets (with no lease and phone availability) (<i>Virtual terminal/Wireless consider High Risk</i>)</li> <li>• Fortune Tellers</li> <li>• Merchants offering free gifts, prizes, sweepstakes or contests as an inducement to purchase a product/service</li> <li>• Get Rich Quick Schemes</li> <li>• Health Membership Clubs (Extended Memberships)</li> <li>• Import/Export (Non Mag Stripe or MO/TO)</li> <li>• Investment Programs/ Opportunities</li> <li>• Non face-to-face pharmacy sales (non-institutional)</li> <li>• Non face-to-face tobacco/cigarette sales</li> <li>• Lotteries, Gambling, internet Gambling, contests or sweepstakes</li> <li>• Sports forecasting or odds making</li> <li>• Mortgage Reduction Services</li> <li>• Taxi/Limousines (singletons) <i>Virtual terminal/Wireless consider High Risk</i></li> <li>• Pseudo-pharmaceuticals (anti-aging, sex nutrients, etc.)</li> <li>• Prepaid Cards/quasi cash</li> <li>• Real Estate Seminars</li> <li>• Shippers/forwarding Brokers</li> <li>• Timeshare</li> <li>• Travel Agents/Tour Operators/Travel Clubs               <ul style="list-style-type: none"> <li>• Merchants engaged in Door to Door Sales</li> <li>• Pyramid or multi-level marketing distribution</li> <li>• Third party order fulfillment</li> <li>• Merchants engaged in Outbound Telemarketing</li> <li>• Infomercial merchants or other inbound telemarketers engaged in upsell</li> <li>• Merchants offering rebates or special incentives</li> </ul> </li> </ul>	<p><b>High Risk businesses with at least 21% or more in Advanced Sales or extended delivery of product/service or, High Risk Industries or Internet processing of Bankcard transactions</b></p> <ul style="list-style-type: none"> <li>• Antiques</li> <li>• Camera</li> <li>• Charities/political organization (well know only- must be not for profit)</li> <li>• Coin, Stamp, Collectable Dealers</li> <li>• Computer</li> <li>• Electronics</li> <li>• Flea markets (Indoor and not defined as unacceptable)</li> <li>• Furniture</li> <li>• General Agents/Brokers</li> <li>• Health Membership Clubs (Monthly)</li> <li>• Home Based Companies where Principal owns the residence <b>-(NOTE 1-this applies only to face to face transactions, if non face to face, see MOTO &amp; Internet Requirements) (Note 2- this does not include professional and licensed professionals which are considered Regular).</b></li> <li>• Home Furnishings</li> <li>• Insurance Agents/Brokers</li> <li>• Internet-(Over 1 year longevity)</li> <li>• Lawyers/Law firms engaged principally in the practice of Bankruptcy Law</li> <li>• Limousines/Taxi (Multi-Vehicles only)</li> <li>• Mail/Telephone Order (Over 1 Year business longevity)</li> <li>• Misc. Education</li> <li>• Pawnbrokers/Pawn Shops (Multi Outlet chains or single outlets)</li> <li>• Real Estate Agents/ Brokers</li> <li>• Resort Reservations (no travel arrangements)</li> <li>• Sports membership Clubs (Golf, Tennis Country Clubs)</li> <li>• Subscription Services</li> <li>• Tanning Salons</li> <li>• Theatre</li> <li>• Used Car Dealers</li> </ul>	<p><b>80% Business to Business Sales and must be part of the approved BxB MCC Codes. If not applicable MCC then account is not BxB and will fall under another category. No exceptions.</b></p> <ul style="list-style-type: none"> <li>• All BxB MCC's only. No Exceptions</li> </ul>	<p><b>80% or more POS Transactions defined by Face to Face Transactions or Low to Moderate risk industries. Includes licensed professionals (Plumber, Doctor, etc).</b></p> <ul style="list-style-type: none"> <li>• All Low and Moderate SIC's except those previously categorized</li> </ul>

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CREDIT REQUIREMENTS	UNQUALIFIED/UNACCEPTABLE BUSINESS	HIGH RISK	BUSINESS TO BUSINESS	REGULAR (LOW OR MOD RISK)
<b>Merchant Application &amp; Agreement</b>	N/A	Application must be signed by a minimum of 1 Owner/Officer	Application must be signed by a minimum of 1 Owner/Officer	Application must be signed by a minimum of 1 Owner/Officer
<b>Visitation</b>	N/A	Yes-Completed by Salesperson.	Yes-Completed by Salesperson	Yes-Completed by Salesperson.
<b>Voided Check</b>	N/A	Business Check or Typed letter on Bank Letterhead.	Business Check or Typed letter on Bank Letterhead	Business Check or Typed letter on Bank Letterhead
<b>Federal ID#</b>	N/A	Fed ID Required (Corp), SS# Required for Partnership or Sole Owner for ALL Accounts.	Fed ID Required (Corp), SS# Required for Partnership or Sole Owner for ALL Accounts.	Fed ID Required (Corp), SS# Required for Partnership or Sole Owner for ALL Accounts.
<b>Principal Information</b>		Name, Address and SS# required for all principals. Not required for well known Not-for profits must have at least 50 employees, public companies and Government entities.	Name, Address and SS# required for all principals. Not required for well known Not-for profits must have at least 50 employees, public companies and Government entities.	Name, Address and SS# required for all principals. Not required for Not-for profit, public companies and Government entities.
<b>Longevity</b>	N/A	None Required, except MO/TO & Internet merchants which have a 1 year longevity requirement.	None required; except Card Not Present merchants which have a 1 year longevity requirement.	None
<b>Trade Suppliers</b>	N/A	Required a minimum of 2 industry Related Trades. 3 Trades Recommended	Required a minimum of 2 industry Related Trades. 3 Trades Recommended	Not Required, unless \$2MM or more in Bankcard Sales. If \$2MM or Over in bankcard Sales, minimum of 2 Industry related trades. 3 recommended.
<b>Personal Guarantee</b>	N/A	Required for ALL MO/TO & Internet. MO/TO & Internet must have good credit. Highly Recommended, although not required for all other accounts.	Required for merchants with less than 1+ years longevity. Required for all Card Not Present Merchants.	Recommended, not required
<b>2 year Financials (Most Recent)</b>	N/A	Only required with \$1MM or Over in Bankcard Sales	Required with \$1MM or Over in Bankcard Sales	Not Required, unless \$2MM or more in Bankcard Sales.
<b>Brochures Advertisements catalogs</b>	N/A	Required where 21% or more of Bankcard Sales are MO/TO or Internet. Website Address, marketing Material, brochures, etc.	Marketing materials, product Description, etc., required.	Not Required.
<b>Processing Statements</b>	N/A	Required for MO/TO and Internet (3) months	Not Required	Not Required
<b>ACH Delay</b>	N/A	Credit has option to require	Credit has option to require	Credit has option to require
<b>Reserve</b>	N/A	Reserve upon Request from Credit	Reserve upon Request from Credit	Reserve upon Request from Credit