Company Overview

- Headquartered in San Francisco
- Founded 2006
- Headcount of 1,627
- NYSE listed since 2014: LC
- Largest marketplace lender, and largest provider of personal loans in US
- $28B loans funded through Q2 2017
- Personal loans, auto loans, & small business loans

1. As of June 30, 2017
All Loans originated and issued by our federally regulated issuing bank partners.
1. Operating expenses as a percentage of outstanding loan balance. The analysis used Q3 2015 data for Citi, Wells Fargo & Co., Capital One Financial, Discover Financial Services, Bank of America and JPMorgan. 2. Estimated operating expenses on a “run rate” basis based on operating expenses for the quarter ended September 30, 2015 annualized, assuming no growth in monthly rate of origination volume.
Personal Loans

Who They Are
Avg. 699+ FICO
Avg 17 years of credit history

Why They Borrow
Pay off credit card
Major purchase
Home improvement

~$14,000
Average loan

4.8%
Annual Savings\(^1\)

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1. Based on responses from 7,715 borrowers in a survey of 122,975 randomly selected borrowers conducted from 1/1/16 - 3/31/17. Borrowers who received a loan to consolidate existing debt or pay off their credit card balance reported that the interest rate on outstanding debt or credit cards was 20% and average interest rate on loans via Lending Club is 15.2%. 

Confidential
Who They Are
Avg $1 million in annual revenue
7 out 10 not otherwise accessing affordable capital

Why They Borrow
Working capital
Business expansion
Equipment purchase

~$32,000
Average loan

Low Interest
Convenient

Borrower averages as of December 31, 2015. Average loan size based on total Q4 2016 Small Business loan originations and total loans. All loans originated and issued by WebBank, a Utah-chartered industrial bank, member FDIC.
Bank Partnerships

Investor Distribution

- 31% Self-Managed Individuals
- 13% Managed Accounts
- Other Institutional
- Banks

Bank Partnerships Benefits to banks

▪ Say Yes to More Customers
▪ Deliver a First Rate Customer Experience
▪ Generate Loan Growth and Diversification
▪ Compete with Larger Banks

Bank Partnerships Benefits to bank customers

▪ Improve Access to Credit
▪ Simple, Attractive Digital Experience
▪ Avoid High Cost Alternative Products
▪ Bank Locally

Source: LendingClub, as of 2Q17.
Proprietary Risk Assessment Engine

Borrowers
- Individual Pricing at Lower Rates
- Superior Experience

Investors
- Track Record of Attractive Risk-Adjusted Returns
- Easy Access to a Large Pool of Graded Loans

Data
- Current Credit Situation
- Behavioral
- Credit History
- Employment
- Online Footprint
- Income

Credit Model
- Targeting Model
- Fraud Model
- Behavioral Model
- Pricing Model
- Behavioral

Online Footprint

Employment

Credit History

Behavioral

Current Credit Situation

Application
Credit Modeling, Data, and Financial Inclusion

LendingClub Identifies borrowers that FICO would overlook or overprice

Low correlation with FICO


Outperforms FICO at sloping risk

Source: LendingClub
Fintech lending is filling a void where traditional banks are pulling back

- Fintech is providing better prices

- Improved credit decisioning is increasing financial inclusion