

March 3, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:



acquires



for

\$4,250,000,000

Courtesy of:



The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com



Financial Technology Partners LP
555 Mission St., 23rd Floor
San Francisco, CA 94105
Tel: 415.512.8700

Steve McLaughlin
Managing Partner
Tel: 415.992.8880
steve.mclaughlin@ftpartners.com

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Springleaf Acquires OneMain Financial for \$4.25 bn

Transaction Overview

The combination of Springleaf and OneMain creates the largest subprime lender in the U.S.

Springleaf's stock responded very favorably to the deal, surging 32% on the day of the announcement

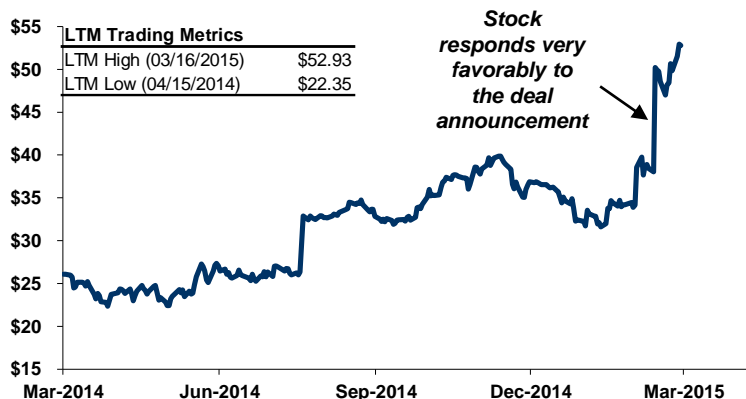
- On March 3, 2015, Springleaf (NYSE: LEAF) announced that it agreed to acquire OneMain Financial for approximately \$4.25 billion in cash from Citigroup
- The \$4.25 bn valuation represents a 7.7x multiple based on OneMain's 3Q14 annualized YTD earnings
- The Company intends to consolidate about 200 branches starting mid-2016
- The combined entity will be led by Springleaf CEO, Jay Levine; Mary McDowell will continue as CEO of OneMain
- The transaction is expected to close in 3Q2015 and is subject to regulatory approval

Transaction Overview

Transaction Rationale

- The combination of Springleaf and OneMain Financial will establish a premier personal finance company; the combined companies will have 2,000 branches and 2.5 million customers
 - This will make Springleaf the biggest subprime lender in the United States
 - Combined entities accounted for 1.6 mm in loan originations in 2014
 - \$14 bn in personal loan receivables at end of 2014
 - 88% of the US population is within 25 miles of a OneMain branch
- Accretion for the deal is estimated to reach approximately \$470 mm in 2017
- Run-rate cost savings estimated at approximately \$300 mm; fully phased-in for 2017
 - One-time implementation costs estimated at \$250 mm
- Estimated combined FY 2017 net income of \$800-900 mm
- Springleaf's stock price reacted very favorably to the deal, increasing from \$38.04 on March 2nd to \$50.23 on March 3rd the day the deal was announced, a sharp 32% increase

Springleaf Performance





Springleaf Acquires OneMain Financial for \$4.25 bn

Commentary



"This is a transformational transaction, bringing together two best-in-class personal finance businesses to create a combined company that we believe is financially strong and optimized for growth. With complementary branch networks, a leading digital presence, and an ongoing commitment to responsible lending practices, we are positioned to serve a significant portion of Americans."

-Jay Levine, President & Chief Executive Officer of Springleaf.

"Buying a franchise at 7.5 times earnings is quite a coup, so well done."

-Henry Coffee, analyst at Sterne Agee



"OneMain is a great business with talented people, who will now become part of a leading personal finance company. While this business didn't fit our strategy, it serves customers who deserve and need credit. Today's announcement is a significant milestone in the simplification of our company and we continue to focus on delivering the potential of our franchise for our clients and shareholders."

-Michael Corbat, Chief Executive Officer of Citi



"We believe this is a compelling transaction, both strategically and financially. It brings together two companies with similar cultures and exceptional management teams, singularly focused on meeting the everyday financing needs of an enormous population of working Americans."

*-Wes Edens, Co-Chairman of Fortress Investment Group
(Owner of 73 mm shares of Springleaf)*

Springleaf Acquires OneMain Financial for \$4.25 bn

OneMain Financial Overview

OneMain Overview



CEO: Mary McDowell

Headquarters: Baltimore, MD

Founded: 1912

- OneMain Financial offers secured and unsecured personal loans with fixed rates and fixed payments distributed from neighborhood branches in 43 states
 - Also operates captive insurance business, known as OneMain Assurance
- OneMain operates 1,141 branches in the U.S. with 5,200 employees
- Founded in 1912 by Alexander Duncan as Commercial Credit, which offered installment loans to help people purchase automobiles
 - 1986 Commercial Credit went public and then acquired Primerica Corp.
 - 1992 Primerica bought Travelers Group, which had acquired financial business arms of Shearson-Lehman, Aetna, Security Pacific Financial Services and Salomon Smith Barney, making the Company the nation's third largest investment group at the time
 - 1988 Travelers Group and Citicorp merge to create Citi
 - 1999 Citi purchased Associates First Capital and rebranded it as CitiFinancial
 - Throughout the early 2000's, CitiFinancial acquired The Associates and Washington Mutual Financial
 - 2011 CitiFinancial rebranded its subprime lending division as OneMain Financial to better represent the company's mission

 Commercial Credit



FINANCIAL
TECHNOLOGY
PARTNERS

Product Overview

Unsecured & Secured Personal Loans

- Loans ranging from \$300 - \$15,000
- No Collateral required
- Cancellations allowed within 14 days and no prepayment penalties
- Used for debt consolidation and unexpected expenses, such as home improvement and life events

Apply Online → Visit local branch → Money granted as soon as the next day

Select 2014 Financials ⁽¹⁾

- Combined net interest and noninterest revenue of \$2.3 bn for 12 months ended June 30, 2014
- Operating income of \$447 mm; 14% increase YoY
- Net income of \$287 mm

Other Services

OneMain strives to focus on giving back to the communities its branch offices are located in by sponsoring community events and providing philanthropic investments

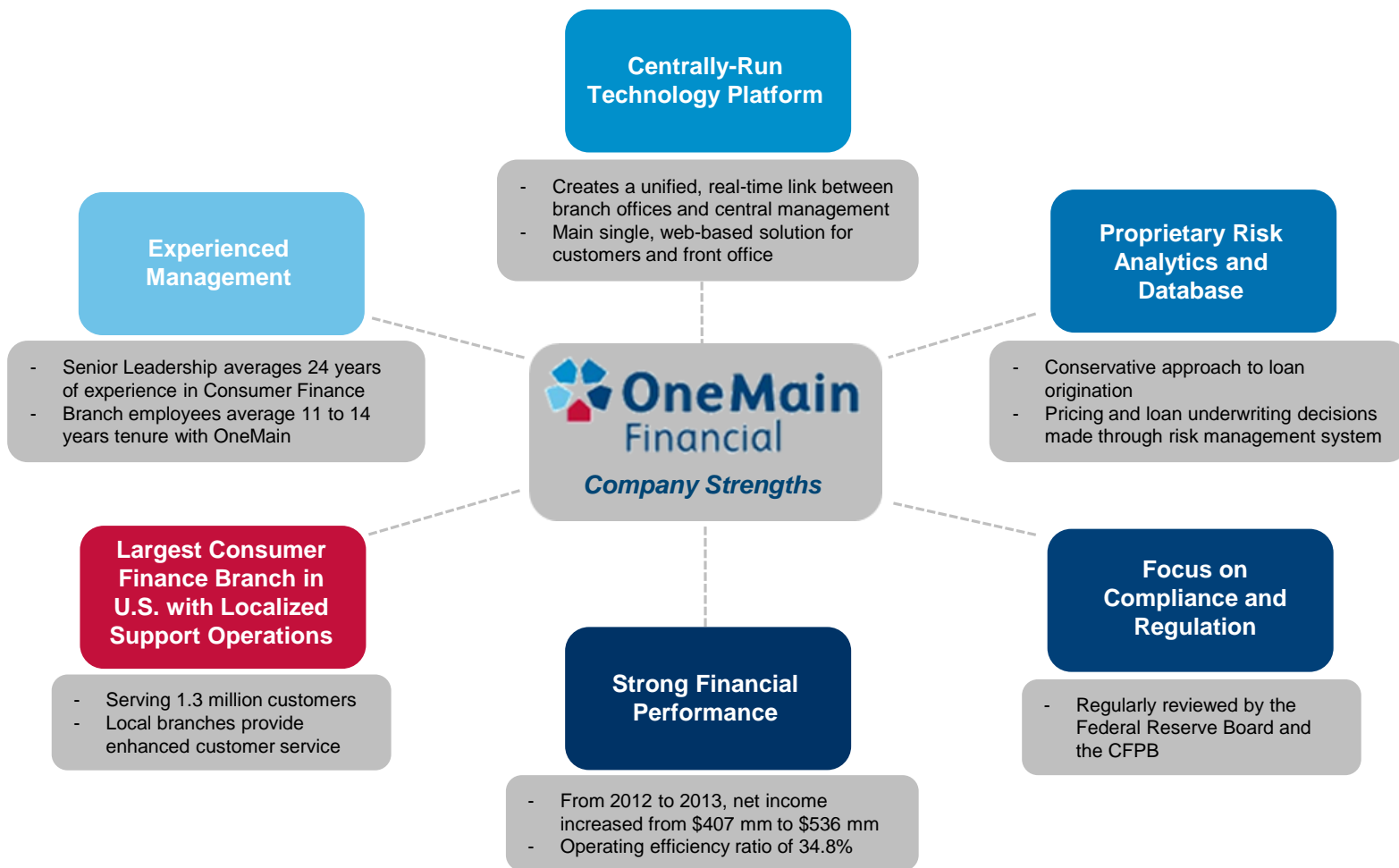
- In 2014, the Company donated \$100,000 to the National Forest Foundation for reforestation projects in Minnesota and California
- In 2015 the Company announced its OneMain Financial Completion Scholarship to help low-income community college students complete their degrees

Source: Company website, Nasdaq.com.

(1) Company S-1.

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OneMain Financial Overview



Springleaf Acquires OneMain Financial for \$4.25 bn

OneMain Financial Overview



Business and Growth Strategy:

"Maintain attractive profitability by focusing on fundamental aspects of the business, while growing the business through new capabilities and products"

Profitability:

Customer Centric Strategy

Focus on fair lending principles and improving the customer experience through new technology

Data Driven Approach

Strong data analytics ability drives profitability by linking marketing, financial returns and risk analytics and branch incentives

Variety of Funding Sources

Includes cash flows from operations and capital markets from two personal loan securitizations

Efficient and Scalable Operations

Leverages digital developments to increase expense base and continuously tests branch models and distribution options

Growth:

Increase Personal Loans

Expand outreach to new customers online and in person – increase social media presence and focus on customer referrals

New Capabilities for Digital Strategy

Have launched 20 new "discovery branches" to test new technologies and models

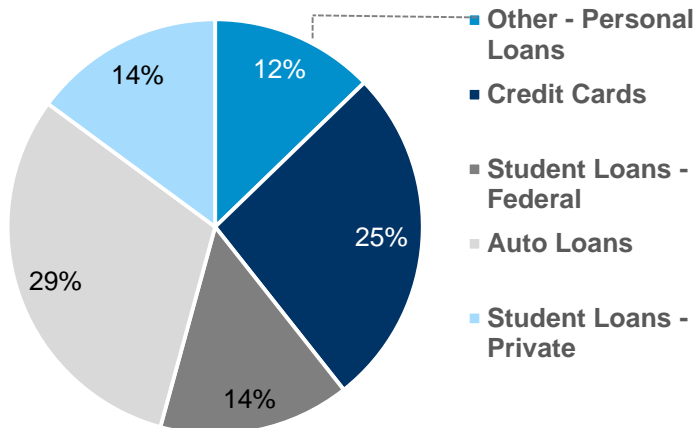
Expand Product Offering

Developing complementary financial products or will distribute third party partner products

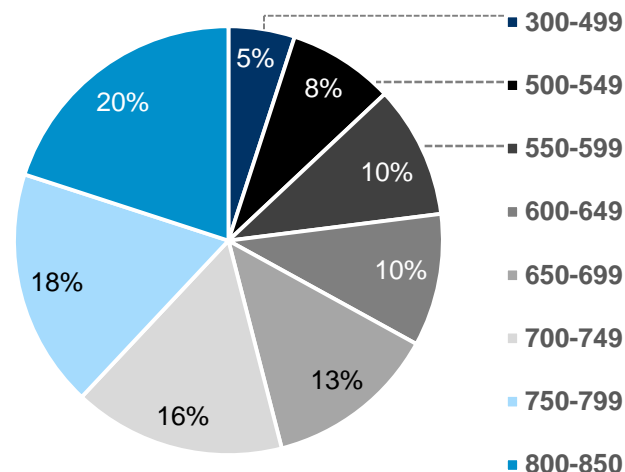
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OneMain Financial Market Overview

Consumer Finance Industry Breakdown ⁽¹⁾



U.S FICO Score Distribution ⁽²⁾



\$3.1 trillion in Outstanding Consumer Loans

- With 1,141 branch offices and \$8.2 bn in loans outstanding, OneMain continues to be one of the largest consumer lenders
- Following the acquisition, the new entity will be able to capture an even larger portion of the market given Springleaf's additional offering of auto loans

OneMain Financial's Average Customer has a FICO Score Between 550 and 749

- This accounts for 49% of the population with credit
- OneMain and Springleaf both strive to provide financial services to underbanked populations

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Springleaf Overview

Springleaf Overview



CEO: Jay Levine

Market Cap: \$5,723 mm

Headquarters: Evansville IN

Founded: 1920

- **Springleaf is a consumer finance company providing loans to customers through its branch network and internet lending platform**
 - Secured and unsecured personal loans
 - Two insurance subsidiaries provide customers with credit and non-credit insurance policies covering customers and the property pledged as collateral for the personal loans
- **Serves consumers with limited access to credit from banks, credit card companies and other lenders**
- **The business model revolves around an effective origination, underwriting, and servicing process that leverages each branch office's local presence in these communities along with the personal relationships developed with customers**
- **The Company currently maintains 831 branch offices in 26 states with over 3,500 employees**
- **Has provided over \$10 billion in personal loans to approximately 3.5 million customers**



Products

■ Personal Loans

- Secured by consumer goods, automobiles and other personal properties;
- Loans offered between \$1,500 and \$6,000

■ Auto Loans

- Purchase a vehicle using a Springleaf loan
- Cash out refinancing from car equity
- Loans range from \$1,500 to \$20,000

■ Insurance Products

- Credit life, credit accident and health, credit related property and casualty, credit involuntary unemployment
- Home security and auto security membership plans, and home warranty service contracts

■ Community Improvement Tools

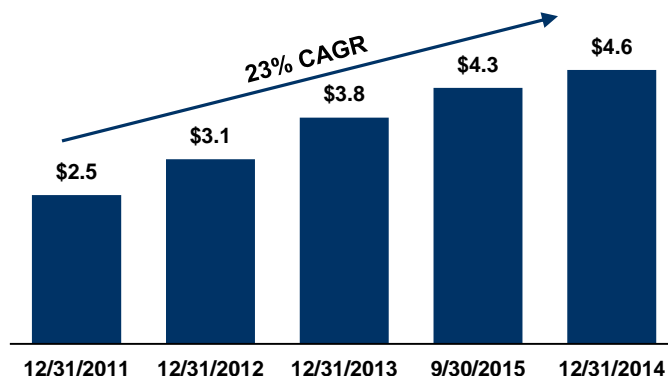
- The Company's website offers online personal budget tools such as a loan calculator, articles on the LEAF Blog and credit education videos through Springleaf TV

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Springleaf Overview (cont.)

Consumer Receivables Per Branch

(in millions)



- Origination volume of \$3.6 bn in 2014
- Approximately 919k customer accounts
- Full year 2014 new customer volume sourced online up 40%

Direct Auto Loan Originations

(\$ in millions)

	2Q14 ⁽¹⁾	3Q14	4Q14	FY 2014
Auto Volume	\$5.5	\$84.2	\$159.9	\$249.6

	Personal Loan		Auto Loan
	Unsecured ⁽²⁾	Hard Secured	
Avg. Loan Size	\$3.8k	\$5.4k	\$12.2k
Avg. APR	31%	29%	19%
Avg. Vehicle Age	na	~9 yrs	~5 yrs
Avg. Term	41 mos.	44 mos.	50 mos.

Avg. Receivables per Branch (\$ mm)	Branch Distribution by Average Receivables					
	2012		2013		2014	
	#	%	#	%	#	%
< 3	498	60%	258	31%	84	10%
3 - 4	206	25%	306	37%	267	32%
4 - 5	83	10%	156	19%	244	194%
>5	47	5%	113	13%	233	29%
Total Branches	834		833		828	

Branches managing \$5 mm+ have doubled since 2013

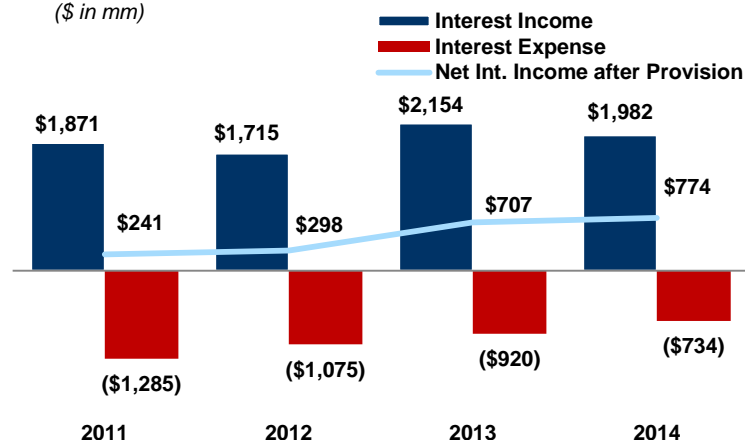
Branches managing under \$3 mm have declined by 67%

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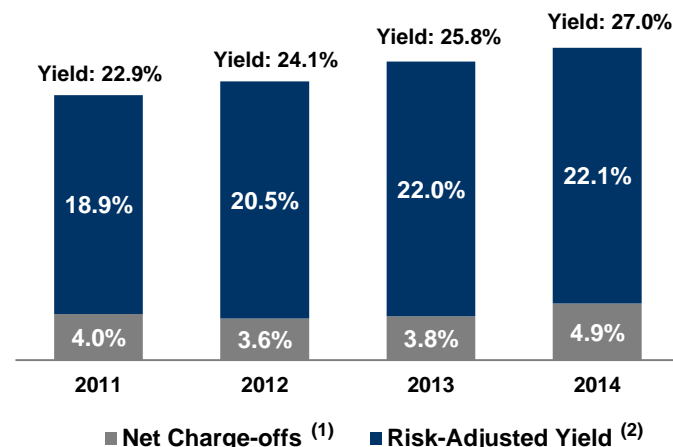
Springleaf Financial Overview

Interest Income / Expense/ NI after Provision for Loss

(\$ in mm)

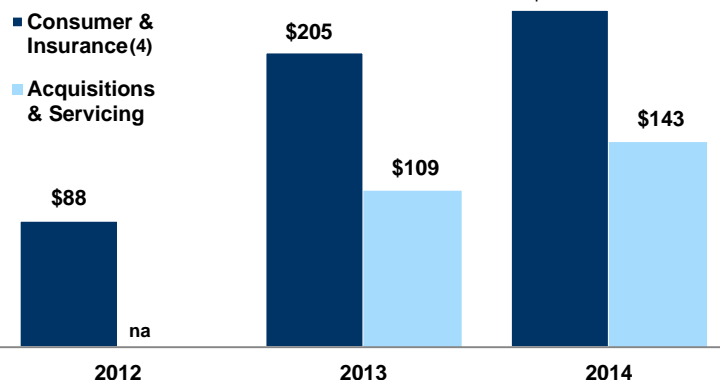


Consumer Credit Performance

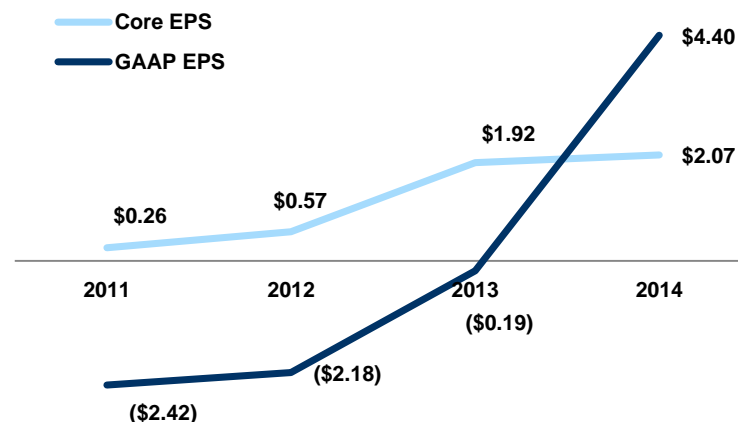


Pretax Core Earnings by Business Segment (3)

(\$ in mm)



Core EPS / GAAP EPS



Source: Company 10-K, 4Q13 Earnings Presentation, 4Q14 Earnings Presentation.

(1) Charge-off rate excludes impact of \$14.5 mm of additional charge-offs recorded in March 2013 related to Springleaf's change in charge-off policy and \$22.7 mm of recoveries on charged-off personal loans resulting from a sale of its previously charged-off finance receivables in June 2013, net of \$2.7 mm adjustment for the subsequent buyback of certain personal loans

(2) Risk Adjusted Yield = Yield less Net Charge-Off Rate.

(3) Pretax core earnings are non-GAAP measures using Push-Down Accounting.

(4) Excludes impact of charges related to early retirement of debt and restructure costs.

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Relevant Publicly Traded Comparables

Company Name	Price 03/20/15	% MTD Change	% LTM High	Market Value (\$ mm)	Multiples		Growth Rates			Book Value		ROE	P / E / G CY 15E
					Price / Earnings		Revenue		EPS				
					CY 15E	CY 16E	CY 15E	CY 16E	LT	P / B	P / TBV		
Consumer Lending													
LendingClub	\$ 20.09	(1)%	69 %	\$ 8,445	nm	nm	80 %	56 %	20 %	8.7 x	9.8 x	(6)%	na
Springleaf	53.27	39	100	6,129	21.5	20.4	6	5	8	3.3	3.1	33	2.7
Provident Financial	41.27	1	96	5,653	18.1	16.3	9	10	15	6.2	8.3	34	1.2
Aaron's	28.23	(5)	77	2,052	14.2	11.8	17	10	14	1.7	5.7	7	1.0
International Personal Finance	6.99	8	74	1,615	12.7	10.4	(2)	14	19	3.0	3.1	19	0.7
Rent-A-Center	28.10	2	75	1,490	13.3	11.3	4	5	8	1.1	(24.0)	7	1.8
First Cash Financial Services	48.71	1	81	1,401	17.1	14.4	7	9	15	3.1	8.2	20	1.1
World Acceptance	93.36	14	100	878	8.7	8.4	(5)	(5)	9	2.8	2.9	32	1.0
Enova International	23.67	3	74	781	8.5	7.4	(4)	12	na	5.1	nm	61	na
Cash America	25.49	18	50	728	26.1	21.0	(35)	5	7	0.6	1.4	(1)	4.0
EZCORP	10.48	0	80	712	8.5	7.0	(1)	8	13	0.8	1.5	4	0.7
Median		2 %	77 %		13.8 x	11.5 x	4 %	9 %	14 %	2.9 x	3.1 x		1.1 x
Mean		7	80		14.9	12.8	7	12	13	3.1	2.0		1.6
Other Specialty Lenders													
CIT Group	\$ 45.31	(2)%	90 %	\$ 7,974	13.5 x	11.1 x	17 %	10 %	11 %	0.9 x	0.9 x	12 %	1.3 x
Credit Acceptance	201.75	10	97	4,215	15.0	14.2	6	5	10	6.0	6.0	37	1.4
OnDeck	22.26	15	77	1,755	nm	49.9	65	50	na	5.7	5.7	(11)	na
Marlin Business Services	20.84	11	89	262	12.9	12.0	0	6	12	1.5	1.5	11	1.1
Consumer Portfolio Services	6.88	(1)	84	221	6.6	5.8	30	16	20	1.7	1.7	27	0.3
Nicholas Financial	14.74	(1)	93	185	na	na	na	na	na	1.2	1.2	11	na
Median		5 %	89 %		13.2 x	12.0 x	17 %	10 %	11 %	1.6 x	1.6 x		1.2 x
Mean		5	88		12.0	18.6	24	17	13	2.8	2.8		1.0
Specialty Banks													
American Express	\$ 82.70	1 %	86 %	\$ 84,773	15.1 x	14.4 x	2 %	1 %	12 %	4.1 x	5.0 x	29 %	1.3 x
Capital One	81.13	3	95	45,098	10.7	10.1	6	5	7	1.0	1.5	10	1.6
Synchrony Financial	32.25	1	95	26,889	12.5	12.0	(14)	7	5	2.6	3.0	26	2.5
Discover Financial Services	59.41	(3)	89	26,574	11.1	10.4	4	5	8	2.4	2.7	21	1.3
Bancorp Bank	9.21	(1)	46	347	25.6	9.8	(14)	23	na	1.0	1.0	2	na
Median		1 %	89 %		12.5 x	10.4 x	2 %	5 %	8 %	2.4 x	2.7 x		1.5 x
Mean		0	82		15.0	11.3	(3)	8	8	2.2	2.6		1.7

Overview of FT Partners

Strong Domain Expertise in Alternative Lending / Financial Technology


<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p> <p>F2ST P2Y</p> <p><i>in its growth financing with</i></p> <p>OAK HC/FT</p> <p><i>for total consideration of approximately</i></p> <p>\$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p> <p>BlueTarp Financial</p> <p><i>in its financing, including investment from</i></p> <p>HIGHLAND CAPITAL PARTNERS</p> <p>longridge</p> <p>TRINITY VENTURES</p> <p>FLYBRIDGE</p> <p><i>for approximately</i></p> <p>\$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>Is pleased to announce its role as advisor to</i></p> <p>CIBC</p> <p><i>in its strategic investment in</i></p> <p>DYNEXIS</p> <p><i>with additional participation from</i></p> <p>MasterCard</p> <p>Bain Capital Ventures</p> <p><i>for total consideration of approximately</i></p> <p>\$ 70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p> <p>TRANSFIRST</p> <p><i>in its sale to</i></p> <p>Vista Equity Partners</p> <p><i>for total consideration of approximately</i></p> <p>\$ 1,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>
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Overview of FT Partners

Recent FT Partners' Alternative Lending Research ([click to view](#))

February 19, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
Lending Club IPO: Post Quiet Period Review


NYSE: LC

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Steve McLaughlin
Managing Partner
Tel: 415.512.8100
Fax: 415.512.8100
steve.mclaughlin@ftpartners.com


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Lending Club IPO: Post Quiet Period Review

February 19, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
OnDeck IPO: Post Quiet Period Review


NYSE: ONDK

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Steve McLaughlin
Managing Partner
Tel: 415.512.8100
Fax: 415.512.8100
steve.mclaughlin@ftpartners.com

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OnDeck IPO: Post Quiet Period Review

December 4, 2014
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:


raises
\$225,000,000
in Series D Financing led by

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Steve McLaughlin
Managing Partner
Tel: 415.512.8100
Fax: 415.512.8100
steve.mclaughlin@ftpartners.com

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Avant Credit Raises \$225 mm in Series D Financing Led by Tiger Global

February 3, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:


raises
\$200,000,000
in Series D financing led by

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Managing Partner
Tel: 415.512.8100
Fax: 415.512.8100
steve.mclaughlin@ftpartners.com

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Sofi Raises \$200 mm in Series D Financing Led by Third Point Ventures

February 11, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:


(Formerly known as Progreso Financiero)
raises
\$90,000,000
in financing led by

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Managing Partner
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Fax: 415.512.8100
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Oportun Raises \$90 mm in Financing Led by Fidelity Investments

November 13, 2014
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:
Enova Spin-off from Cash America


NYSE: ENVA

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Managing Partner
Tel: 415.512.8100
Fax: 415.512.8100
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Enova Spin-off from Cash America

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Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

- | | |
|------|--|
| 2014 | <ul style="list-style-type: none"> ■ Equity Financing Deal of the Year ■ Professional Services Deal of the Year, Above \$100mm |
| 2012 | <ul style="list-style-type: none"> ■ Dealmaker of the Year ■ Professional Services Deal of the Year, Above \$100 mm |
| 2011 | <ul style="list-style-type: none"> ■ Boutique Investment Bank of the Year ■ Deal of the Decade ■ <i>10 Deal of the Year Nominations Across 9 Categories</i> |
| 2010 | <ul style="list-style-type: none"> ■ Upper Middle Market Deal of the Year, Above \$500 mm ■ IT Services Deal of the Year, Below \$500mm ■ Cross-Border Deal of the Year, Below \$500mm |
| 2007 | <ul style="list-style-type: none"> ■ Dealmaker of the Year – Steve McLaughlin ■ Business to Business Services Deal of the Year ■ Computer and Information Technology Deal of the Year, Above \$100mm ■ Financial Services Deal of the Year, Above \$100mm |



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| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
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Middle Market Financing Awards

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| 2008 | <ul style="list-style-type: none"> ■ Equity Financing Dealmaker of the Year – Steve McLaughlin ■ Information Technology Deal of the Year ■ Financial Services Deal of the Year |
| 2006 | <ul style="list-style-type: none"> ■ Financing Professional of the Year – Steve McLaughlin ■ <i>Financing Deal of the Year - Equity</i> ■ <i>Financing Deal of the Year - Debt</i> |