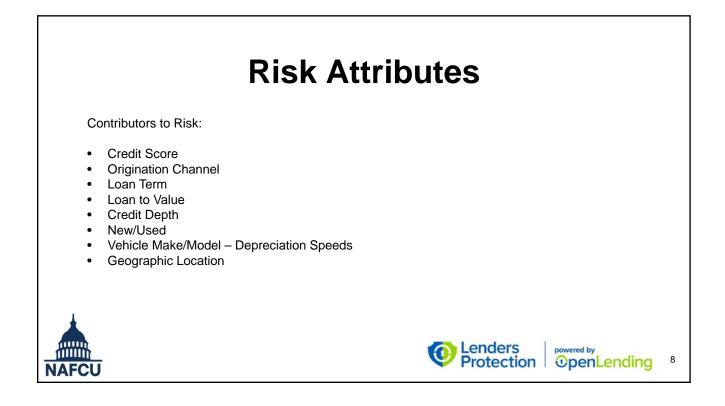
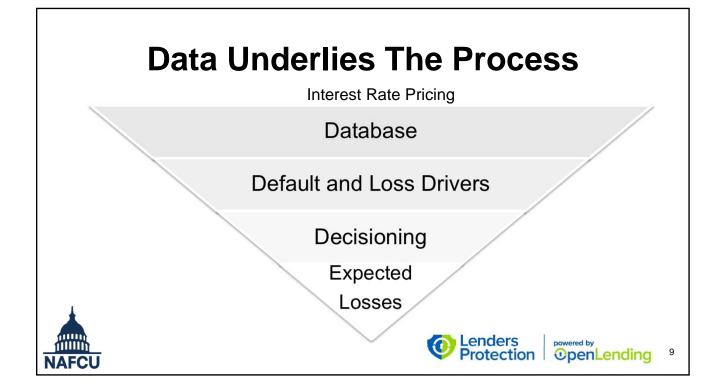


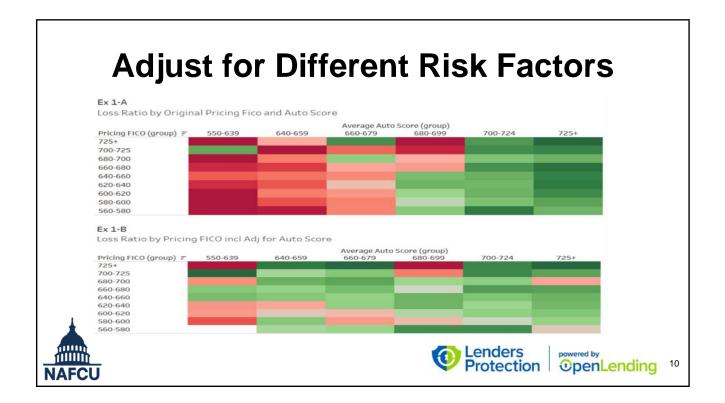
Lenders

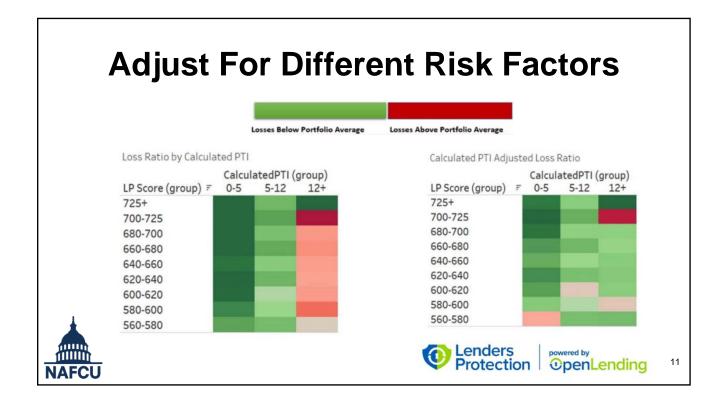
powered by Protection OpenLending 7

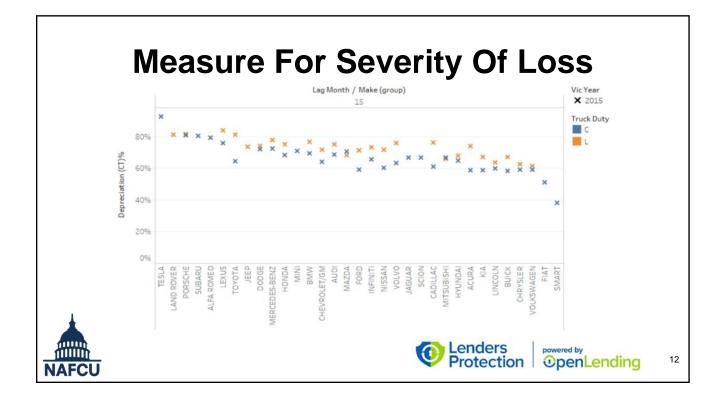


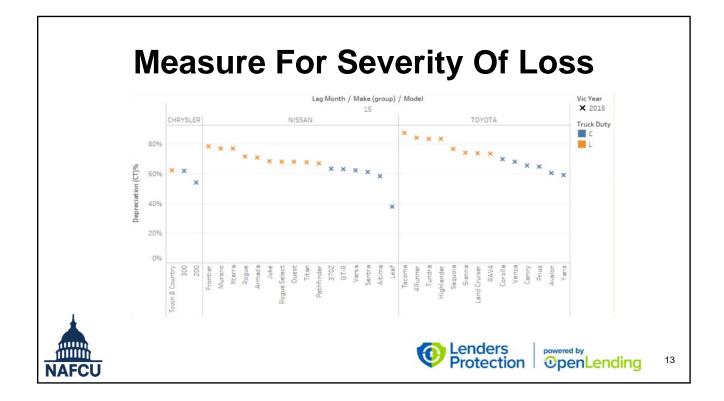


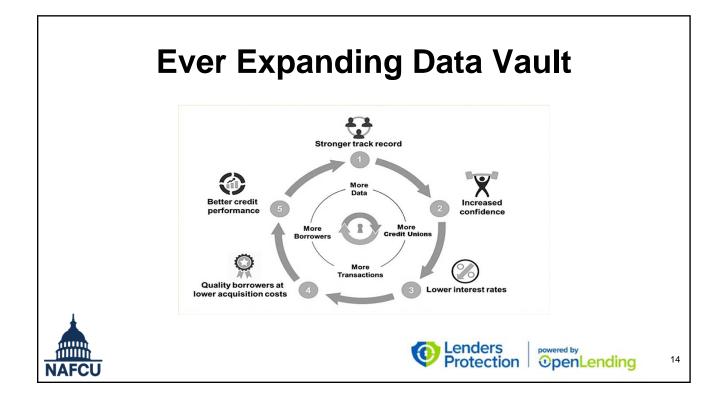












FIND THE 1	HIGHEST RISK (	)F DEFAULT
640	$\overline{6000}$	<sup>Borrower</sup> 560
Credit score	Credit score	Credit score
125% Loan to Value	115% Loan to Value	125% Loan to Value
72 Month Term	72 Month Term	72 Month Term
Used Vehicle	Used Vehicle	Used Vehicle
Indirect Channel	Indirect Channel	Direct Channel
Default Rate	Default Rate	Default Rate
		O Lenders   powered by Protection □ OpenLendin

FI	ND THE HIGH	IEST RISK OF DI	EFAULT
6	40		Borrower 560
	Loan to Value	Credit score	Credit score
	Month Term	72 Month Term	72 Month Term
Use	ed Vehicle	Used Vehicle	Used Vehicle
Indire	rect Channel	Indirect Channel	Direct Channel
	18%	26%	24%
NAFCU		O Ler Pro	otection <sup>powered by</sup> <b>OpenLending</b>

FIND THE H	IGHEST RISK C	F DEFAULT
Borrower <b>580</b>	600	Borrower <b>580</b>
Credit score	Credit score	Credit score
95% Loan to Value	110% Loan to Value	115% Loan to Value
72 Month Term	60 Month Term	72 Month Term
Used Vehicle	New Vehicle	Used Vehicle
Thick File	Normal File	Thin File
Default Rate	Default Rate	Default Rate
	(	Lenders Protection OpenLending

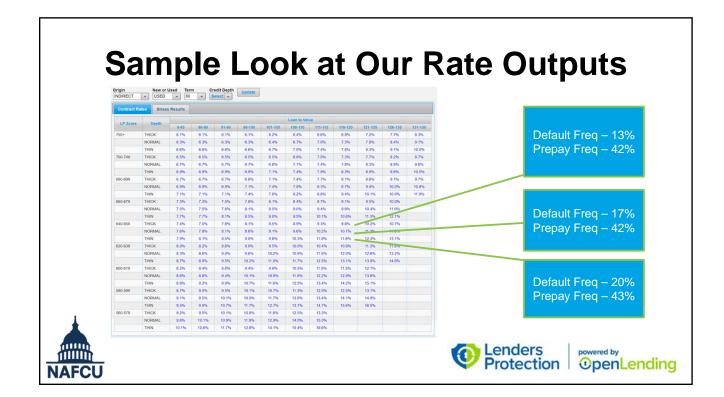
FIND THE	HIGHEST RISK	OF DEFAULT
Borrower 580	Borrower 600	Borrower <b>580</b>
Credit score	Credit score	Credit score
72 Month Term	60 Month Term	72 Month Term
Used Vehicle	New Vehicle	Used Vehicle
Thick File	Normal File	Thin File
15%	33%	32%
NAFCU		Lenders Protection Protection

FIN	ID THE HIG	HEST RISK O	F DEFAULT
	<sup>rower</sup>	640	640
	t score	Credit score	Credit score
125% Loa	an to Value	125% Loan to Value	125% Loan to Value
72 Mon	th Term	72 Month Term	72 Month Term
Used	Vehicle	Used Vehicle	Used Vehicle
Thic	k File	Normal File	Thin File
Defau	lt Rate	Default Rate	Default Rate
		¢	Lenders Protection OpenLendir

FIND TH	E HIGHEST RISK	OF DEFAULT
Borrower 640 Credit score	Borrower 640 Credit score	Borrower 640 Credit score
125% Loan to Value	125% Loan to Value	125% Loan to Value
72 Month Term	72 Month Term	72 Month Term
Used Vehicle	Used Vehicle	Used Vehicle
Thick File	Normal File	Thin File
15%	20%	23%
NAFCU		Lenders Protection powered by OpenLending

## **Risk Based Pricing Design**

Min LP Score	Cost of Funds	Servicing	Target ROA	Target Yield	Sale Proceeds	Repo Fees	Origination Fees	Origination Exp	Repo Fee Linear	Origination Fee Linear
750	0.70%	0.80%	2.00%	3.50%	75.00%	\$700.00	\$0.00	0.00%	۲	
700	0.70%	0.80%	2.25%	3.75%	75.00%	\$700.00	\$0.00	0.00%		
680	0.70%	0.90%	2.50%	4.10%	75.00%	\$700.00	\$0.00	0.00%	8	۲
660	0.70%	1.00%	3.00%	4.70%	75.00%	\$700.00	\$0.00	0.00%		
640	0.70%	1.10%	3.00%	4.80%	75.00%	\$700.00	\$0.00	0.00%	2	2
620	0.70%	1.20%	3.25%	5.15%	75.00%	\$700.00	\$0.00	0.00%		2
600	0.70%	1.30%	3.25%	5.25%	75.00%	\$700.00	\$0.00	0.00%		۲
1000	0.70%	1.40%	3.50%	5.60%	75.00%	\$700.00	\$0.00	0.00%	8	2
580					(	1		(		-
560	0.70%	1.50%	3.50%	5.70%	75.00%	\$700.00	\$0.00	0.00%	Repo	☑
560 Indirect	1.1	1.50%	3.50% Target ROA	5.70% Target Yield	Sale Proceeds	Repo Fees	Origination Fees	Origination Exp		0rigination Fee
560 Indirect	Cost of Funds	Servicing	Target ROA	Target	Sale Proceeds	Repo Fees	Origination	Origination Exp	Repo Fee Linear	Origination Fee Linear
560 Indirect Min LP Score	Cost of Funds	Servicing	Target ROA ☐ (%)	Target Yield	Sale Proceeds	Repo Fees	Origination Fees	Origination Exp (%)	Repo Fee Linear	Origination Fee Linear
560 Indirec Min LP Score 750	Cost of Funds (%) 0.70%	Servicing (%) 0.80%	Target ROA (%) 2.00%	Target Yield 3.50%	Sale Proceeds (%) 75.00%	Repo Fees (\$) \$700.00	Origination Fees (\$) \$0.00	Origination Exp (%)	Repo Fee Linear	Origination Fee Linear
560 Indirect Min LP Score 750 700	t Yields Cost of Funds ☐ (%) 0.70% 0.70%	Servicing (%) 0.80%	Target ROA (%) 2.00% 2.25%	Target Yield 3.50% 3.75%	Sale Proceeds (%) 75.00%	Repo Fees (\$) \$700.00 \$700.00	Origination Fees (\$) \$0.00 \$0.00	Origination Exp (%) 0.00%	Repo Fee Linear	Origination Fee Linear
560 Indirect Min LP Score 750 700 680	Cost of Funds     (%)       0.70%     0.70%       0.70%     0.70%	Servicing (%) 0.80% 0.80%	Target ROA (%) 2.00% 2.25% 2.50%	Target Yield 3.50% 3.75% 4.10%	Sale Proceeds (%) 75.00% 75.00%	Repo Fees (\$) \$700.00 \$700.00 \$700.00	Origination Fees (\$) \$0.00 \$0.00 \$0.00	Origination Exp (%) 0.00% 0.00%	Repo Fee Linear	Origination Fee Linear
560 Indirect Min LP Score 750 700 680 660	t Yields Cost of Funds (%) 0.70% 0.70% 0.70%	Servicing (%) 0.80% 0.90% 1.00%	Target ROA (%) 2.00% 2.25% 2.50% 3.00%	Target Yield 3.50% 3.75% 4.10% 4.70%	Sale Proceeds (%) 75.00% 75.00% 75.00%	Repo Fees (5) \$700.00 \$700.00 \$700.00 \$700.00	Origination Fees (\$) \$0.00 \$0.00 \$0.00 \$0.00	Origination Exp (%) 0.00% 0.00%	Repo Fee Linear	Origination Fee Linear
560 Indirect Min LP Score 750 700 680 660 660 640	E Yields Cost of Funds ○ (%) ○ .70% ○ .70% ○ .70% ○ .70% ○ .70% ○ .70% ○ .70%	Servicing (%) 0.80% 0.90% 1.00% 1.10%	Target ROA (%) 2.25% 2.50% 3.00% 3.00%	Target Yield 3.50% 3.75% 4.10% 4.70% 4.80%	Sale Proceeds (%) 75.00% 75.00% 75.00% 75.00%	Repo Fees (\$) \$700.00 \$700.00 \$700.00 \$700.00 \$700.00	Origination Fees (\$) \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Origination Exp (%) 0.00% 0.00% 0.00%	Repo Fee Linear	Origination Fee Linear V V V V
560 Indirect Min LP Score 750 700 680 660 640 620	E Yields Cost of Funds □ (%) □ 0.70% □ 0.70% □ 0.70% □ 0.70% □ 0.70% □ 0.70% □ 0.70% □ 0.70%	Servicing (%) 0.80% 0.90% 1.00% 1.10% 1.20%	Target ROA (%) 2.00% 2.25% 3.00% 3.00% 3.25%	Target Yield 3.50% 3.75% 4.10% 4.70% 4.80% 5.15%	Sale Proceeds (%) 75.00% 75.00% 75.00% 75.00% 75.00% 75.00%	Repo Fees (\$) \$700.00 \$700.00 \$700.00 \$700.00 \$700.00	Origination Fees (\$) \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Origination Exp (%) 0.00% 0.00% 0.00% 0.00% 0.00% 0.00%	Repo Fee Linear	Crigination Fee S S S S S S S S S S S S S S S S S S



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							<b>T</b> 's a <b>4</b>	<b>T</b> ' <b>2</b>	<b>T</b> ' <b>D</b>	<b>T</b> 1	<b>T F</b>		717	<b>T</b> 0	<b>T</b> ' 0	<b>T</b> <sup>1</sup>
Lender		Ave	rage S	r		rket Share MARKET SHAR	Tier 1	Tier 2	Tier 3	Tier 4 600-619	Tier 5	Tier 6 640-659	Tier 7	Tier 8 680-699	Tier 9 700-749	Tier
Market Tota	als	670	**		4.736.068	100.00%	18.58%	16.53%	14.58%	12.67%	10.78%	9.26%	7.67%	6.62%	5,36%	4.28
			1		,,											
Market Totals		670	**	670	4736068	100.00%	18.58%	16.53%	14.58%	12.67%	10.78%	9.26%	7.67%	6.62%	5.36%	4.28
ALLY		651	**	651	334032	7.05%	13.00%	12.40%	11.78%	10.98%	10.35%	9.74%	9.06%	8.25%	7.15%	5.56
CAPITAL ONE AU	JTO FINANCE	649	**	649	331919	7.01%	17.17%	16.18%	15.17%	13.78%	12.42%	10.98%	9.61%	8.30%	6.29%	4.70
	EALER SERVICES	693	**	693	158237	3.34%	11.47%	10.94%	10.18%	9.44%	8.66%	7.93%	7.22%	6.52%	5.64%	4.80
CREDIT ACCEPT		560	**	560	142401	3.01%	22.19%	22.08%	21.96%	21.90%	21.75%	21.57%	21.01%	20.96%	19.42%	17.6
CARMAX AUTO	FINANCE NSUMER FINANCE	680 585	**	680 585	135631 135079	2.86%	13.35%	12.32% 20.33%	11.69% 19.68%	11.00% 19.71%	10.21% 19.30%	9.49% 18.81%	8.64%	7.72%	6.27% 14.75%	4.37
DANTANDER CO	NJOWIEN HINAINCE	202	1	202	133079	2.03%	21.2470	20.3376	13.06%	19./176	13.30%	10.0170	17.33%	10.93%	14./370	10.7
LP Score	Depth									Loan to Value						
LP Score	Depui	0-85		86-90	91	1-95 96-	100	101-105	106-110	111-1	15 1	6-120	121-125	126-1	30 13	31-135
750+	NORMAL	6.3%		6.3%	6	3% 6.	3%	6.4% 6.	6.7%	7.09	6	7.3%	7.8%	8.4%	6	9.1%
700-749	NORMAL	6.7%		6.7%	6	7% 6.	7%	6.8%	7.1%	7.49	6	7.8%	8.3%	8.9%	6	9.6%
680-699	NORMAL	6.9%		6.9%	6	9% 7.	1%	7.4%	7.8%	8.39	6	8.7%	9.4%	10.09	16 1	0.8%
660-679	NORMAL	7.5%		7.5%	7.	8% 8.	1%	8.5%	9.0%	9.49	6	9.9%	10.4%	11.09	16	
640-659	NORMAL	7.6%		7.8%	8	1% 8.	6%	9.1%	9.6%	10.2	36 1	0.7%	11.3%	11.99	6	
620-639	NORMAL	8.3%		8.6%	9	0% 9.	6%	10.2%	10.9%	11.5	% 1	2.0%	12.6%	13.29	16	
600-619	NORMAL	8.6%		8.8%	9	4% 10	.1%	10.8%	11.5%	12.2	96 1	2.9%	13.6%			
580-599	NORMAL	9.1%		9.5%	10	.1% 10	.9%	11.7%	12.6%	13.4	96 1	4.1%	14.8%			
560-579	NORMAL	9.6%		10.1%	10	.9% 11	9%	12.9%	14.0%	15.0	06					



**Credit Union Benefits** 

- Family Loyalty
- Local, serve communities
- By serving the near and non prime consumer, CU's earn expanded business
- More Applications and Stronger Ties with Dealers
- Sale of More Ancillaries (for direct lending)
- A
- A





