

What is Lenders Protection?

The Lenders Protection program is designed to help lenders approve and fund a wider range of loans that serve more members and earn higher yields, while mitigating risk with "A" rated default insurance.

The program costs are built into the interest rate to the member and recovered thru the interest income generated on this new segment of loans.

The credit union controls everything.

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To date, we have expected 21,415 defaults and have experienced 21,579.

(99.2% accurate at predicting defaults)



Where Lenders Protection Fits

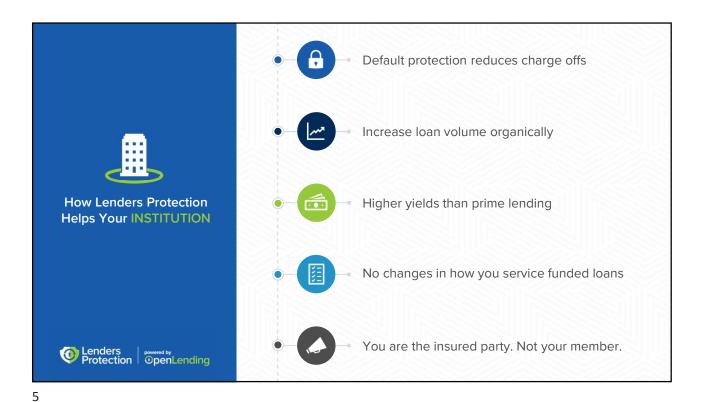
Retail LTV Trade LTV	≤ 75% ≤ 90%	≤ 80% ≤ 95%	≤ 85% ≤ 100%	≤ 90% ≤ 105%	≤ 95% ≤ 110%	≤ 100% ≤ 115%	≤ 105% ≤ 120%	≤ 110% ≤ 125%	≤ 115% ≤ 130%	≤ 120% ≤ 135%	≤ 125% ≤ 140%	≤ 130% ≤ 145%	Approval Rates
700 - 749													75.5%
680 - 699													79.8%
660 - 679													80.1%
640 - 659													77.9%
620 - 639													72.6%
600 - 619													66.7%
580 - 599													61.3%
560 - 579													53.7%

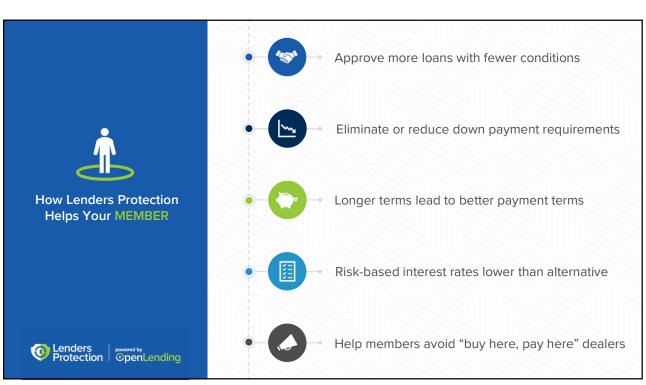
Average Financial Institution Advance Additional Advance with Lenders Protection

*Chart shows maximum advance for direct loans (indirect advances are reduced by 10% across all tiers)

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Policy pays difference between loan balance at default and greater of: 80% of wholesale trade value of repossessed vehicle at default OR amount received from sale of repossessed vehicle Repo sold ABOVE 80% book value Repo sold BELOW 80% book value LOAN BALANCE AT TIME OF DEFAULT \$20,000 \$10,000 \$10,000 Greater of: (A) Amount realized from \$8,000 \$8,000 B=80% B=80% (B) 80% NADA Trade or KBB Wholesale Financial Institution Loss without Lenders \$13,000 \$11,000 Protection \$11,000 Claim Payment (Plus 60 days interest) \$12,000 Financial Institution Loss with Lenders \$0 \$1,000* Protection $^*\mbox{Uninsured}$ losses can be priced for using our Custom Risk Based Pricing Tool

Thank You!

OpenLending
Say YES to more automotive loans.

Matt Roe
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