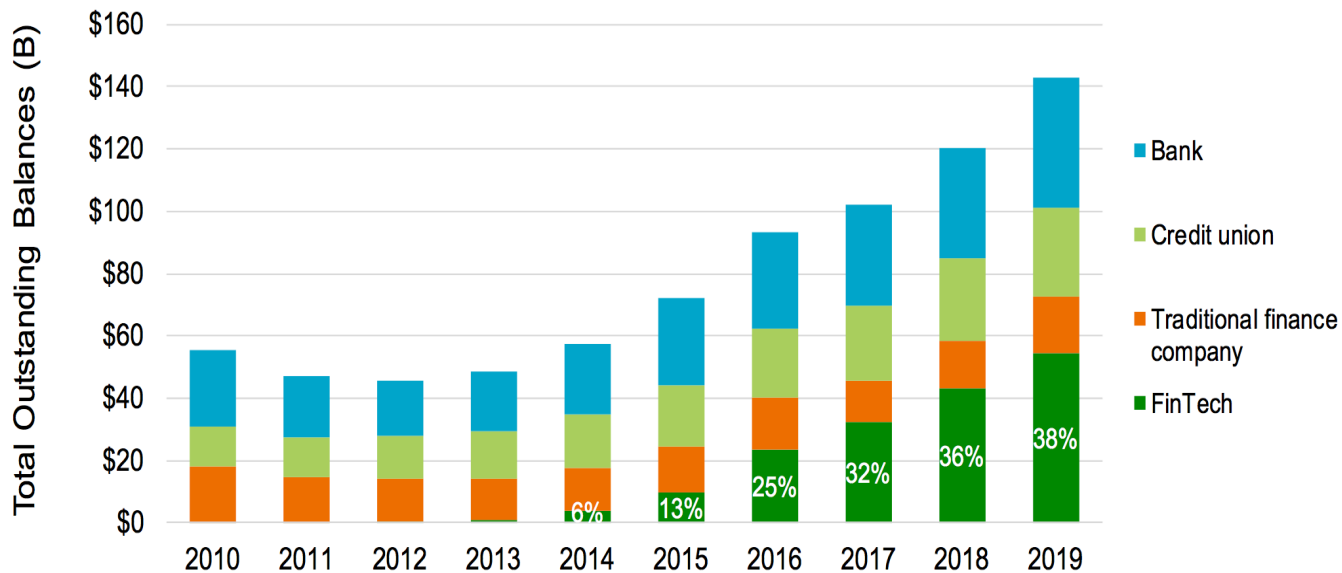


The Future of Consumer Lending

Tom Burnside, CEO



Unsecured Personal Loan Balances, Q1 Each Year





CASH

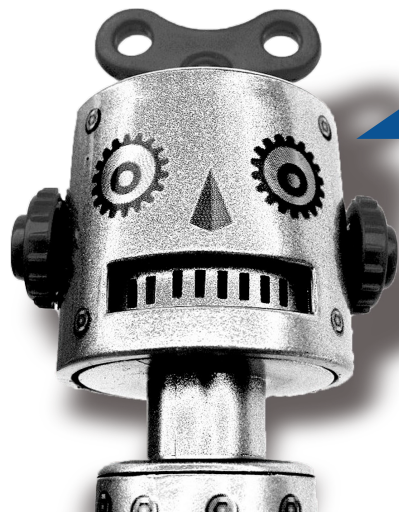
machine



Prediction:
by 2006

"you won't have to visit a local
bank to apply for a loan"





Hello there! Would you like a loan?

I wonder what's in here?



Loans to Go

Get approved in 10 minutes



Peter Thiel



Steve Chen



Elon Musk



Max Levchin

Paypal
Founders

NEW

Millenium



The Pioneers

PROSPER

 **LendingClub**



2005

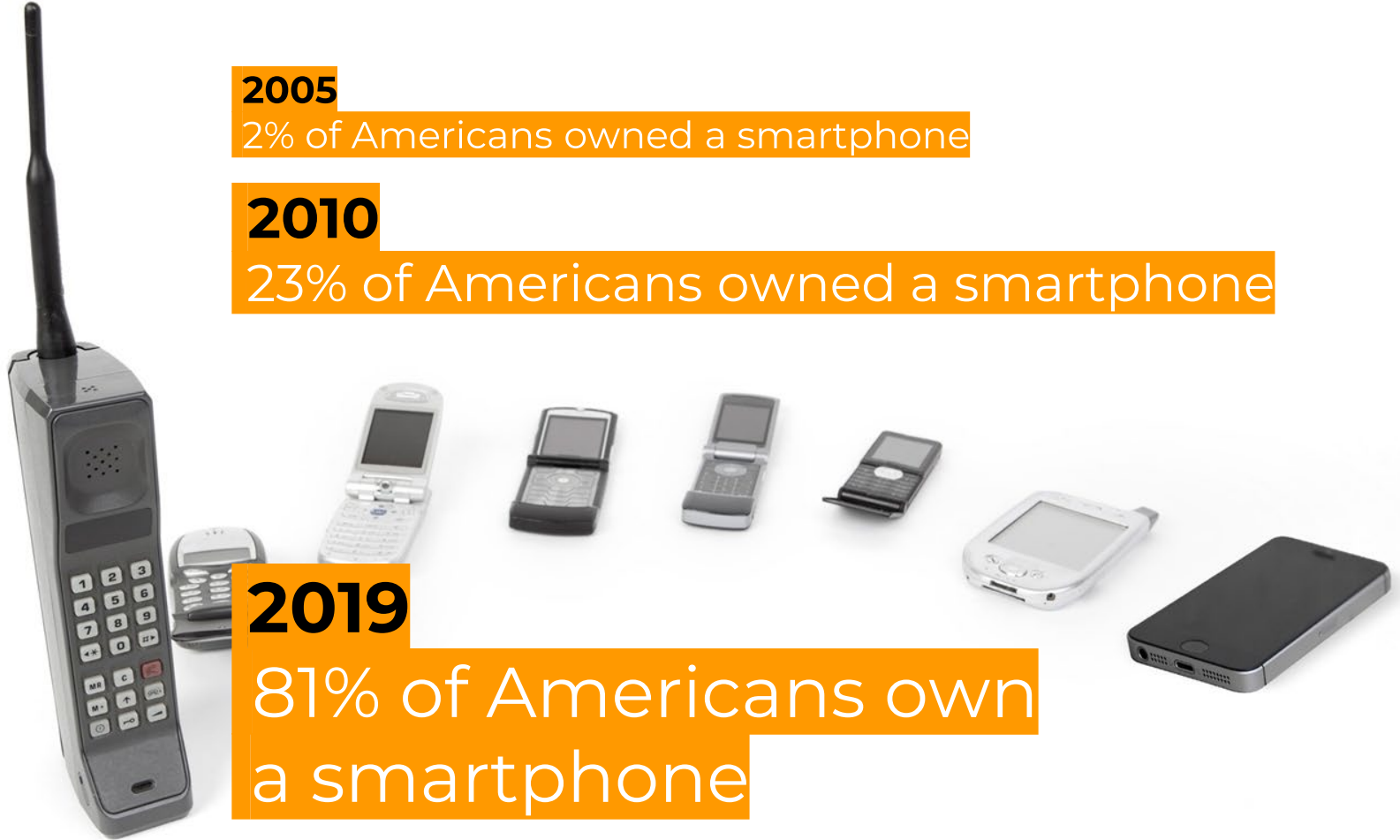
2% of Americans owned a smartphone

2010

23% of Americans owned a smartphone

2019

81% of Americans own
a smartphone



NEWS

fear

economic turmoil

Oil

Perception

health care,

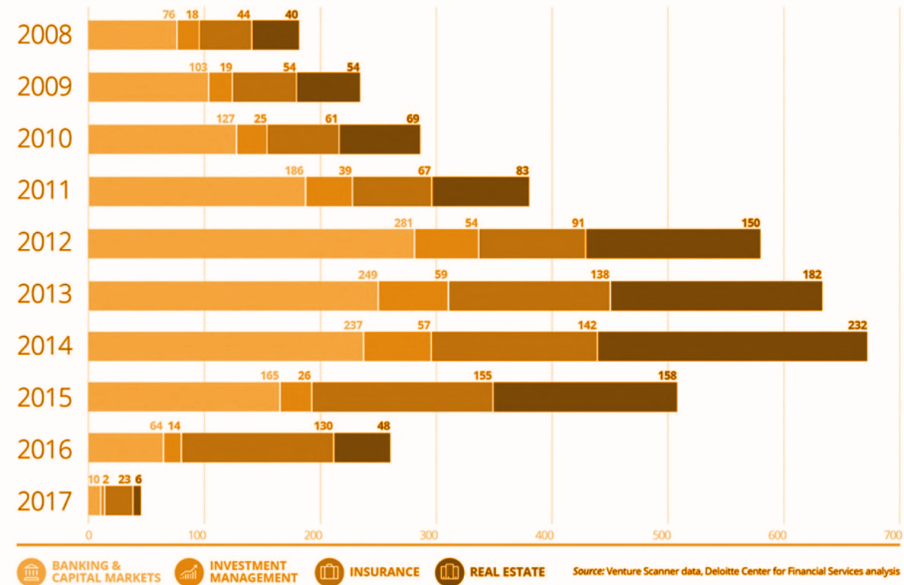
2008

Banks focused on survival



Fintech

Figure 1: Fintech companies founded by year, 2008-2017 YTD





Sustainable

Built to Last

CREDIT FOCUSED

PROFITABLE

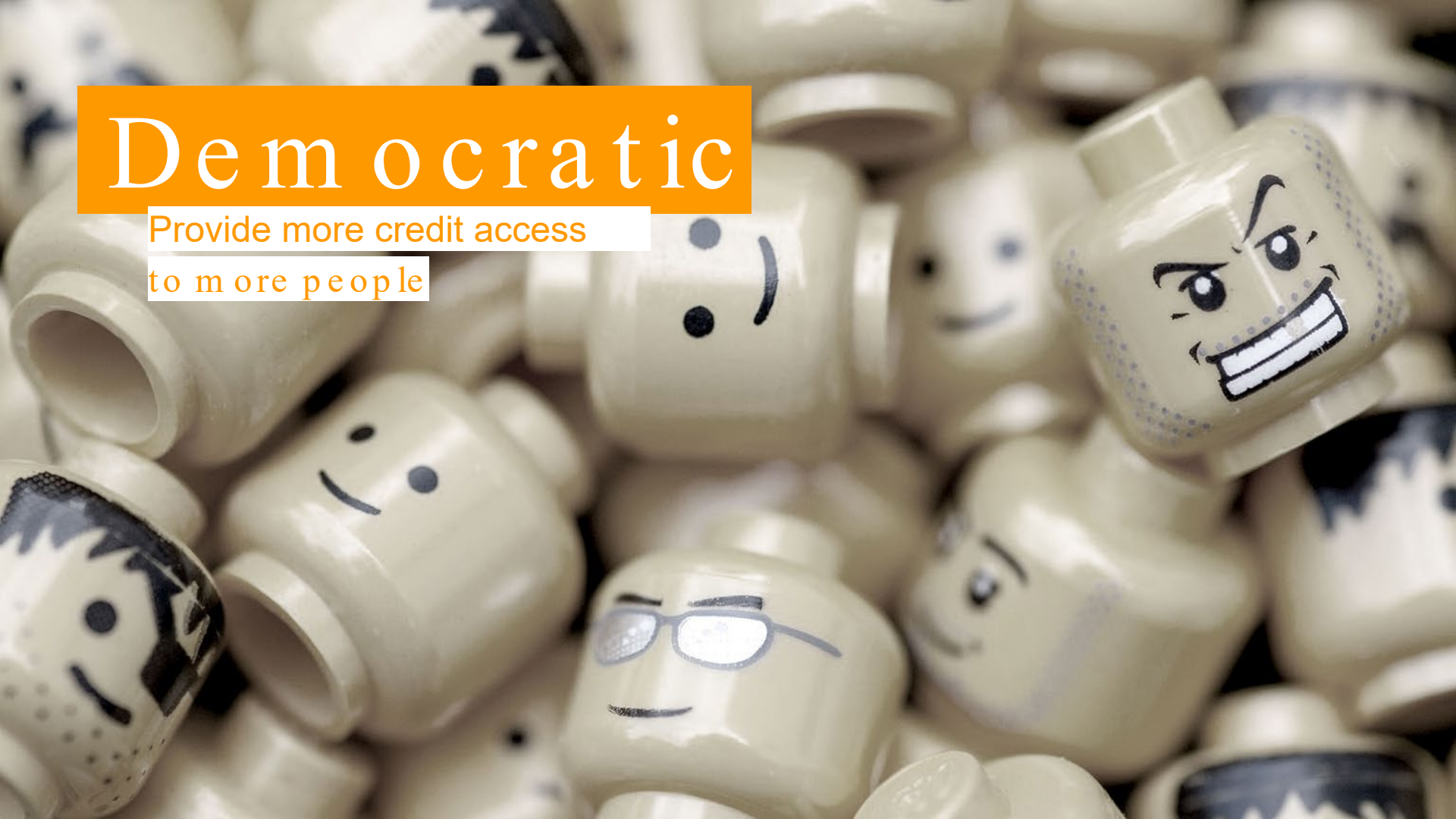
RECESSION PROOF

Democratic



Democratic

Provide more credit access
to more people



Responsible

“WE CAN

do good

while doing

WELL”

Algorithmic Accountability Act 2019

Accountability in Algorithmic Decision Making



Alternative Data



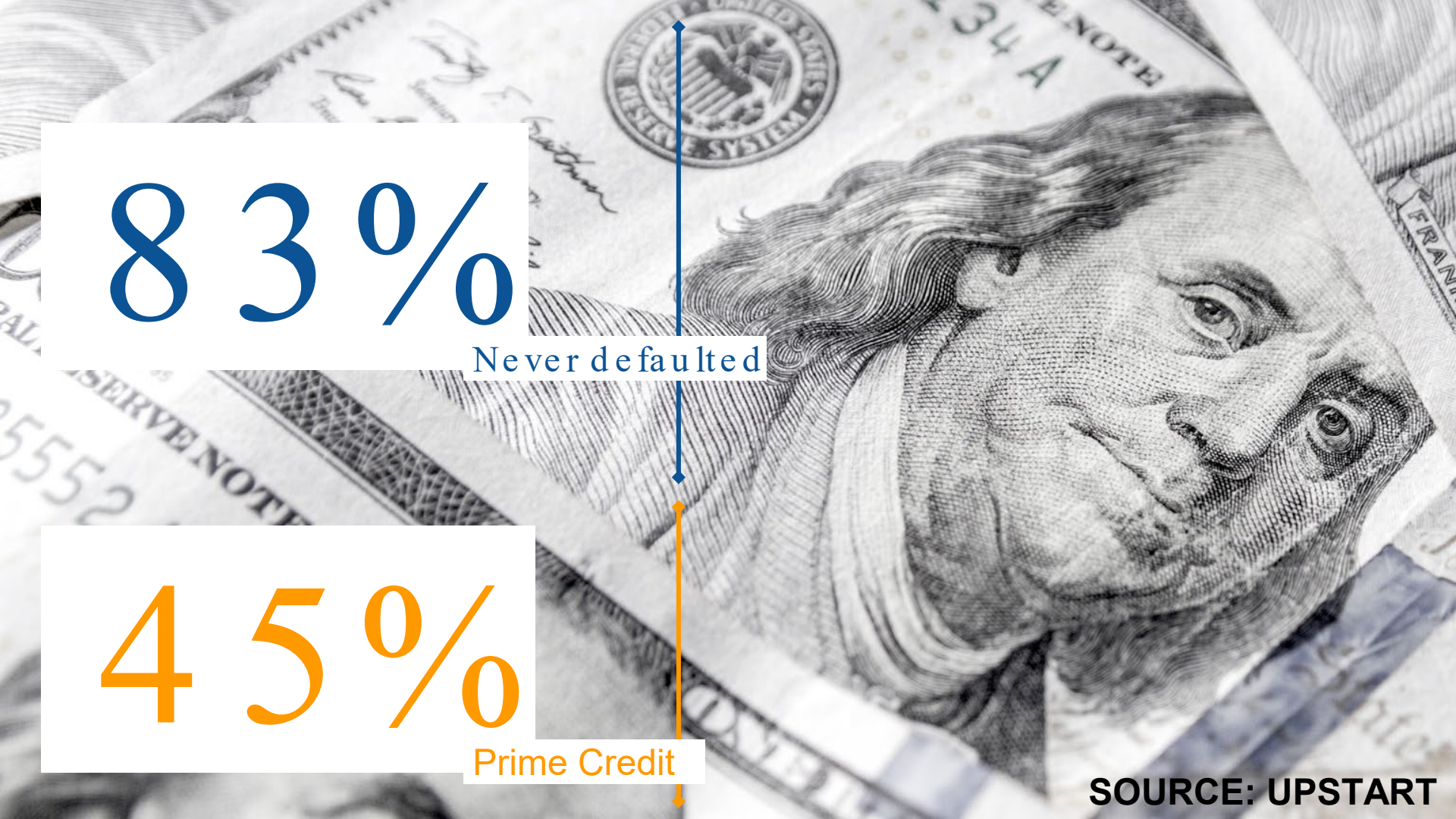
Social media

Educational background

Mobile phone bills

Magazine subscriptions

Rental payments...



83%

Never defaulted

45%

Prime Credit

SOURCE: UPSTART



\$10,000

Paris, France

\$2,000

Paris, Texas

The future will require
a sharp focus on

Sustainability,

Democratization,

Responsibility