

Industry: Financial Services**GICS Sector/ Sub code: Financials Sector / Banks (GIC Code: 40 / Sub code: 4010)**

Company Summary: Lending Club ('LC', or the Company) is the world's largest online marketplace connecting consumer and small business borrowers with investors. **The Company has automated traditional bank-based lending functions to save time and money and develop better credit granting decisioning. As such, LC has developed a disruptive business model that poses a threat to the traditional banking industry, particularly in today's low interest rate and regulatory environment.** By using technology and automating processes online, Lending Club's platform is able to offer more affordable credit to borrowers and attractive yields to investors. LC generates revenue from transaction fees from matching borrowers with investors to enable loan originations, revenues from servicing loans, and management fees for investment funds and other managed accounts. LC does not assume credit risk or use its own capital to invest in loans. LC has raised \$9.3 billion in unsecured loans since launching in 2007. In 1Q 2015 alone, the Company's platform originated \$1.6 billion in loans, up 107% y-o-y.

Analyst Notes:**Analysis by Bruce Roberts (917) 701-3357 & Allen Gillespie, CFA (864) 288-2849**

- LC recently posted strong 1Q 2015 results, and increased its 2015 sales and adjusted EBITDA guidance. Top-line results were robust and exceeded our estimate, as did revised 2015 revenue guidance, at \$389 million (midpoint) versus our \$380. Driven by higher-than-expected 16% sequential loan originations (\$1.63 billion versus our \$1.56 billion, or 10% sequential growth), quarterly revenues were \$81.0 million, up 105% y-o-y, versus our expectation of a 97% y-o-y increase, to \$76.4 million. Furthermore, LC guided for increased profitability this year, suggesting an 11.1% adjusted EBITDA margin (and ~ 40% long term), up from 10.0% previously. That said, the revised guidance implies slowing y-o-y revenue growth in 2H 2015 (to ~ 70% - 80%), which is in line with our expectations, although as we explain later, we are increasing our long run revenues and earnings estimates. Finally, the Company announced a number of marketing alliances in the quarter. **The key takeaway is that the P2P lender continues to take full advantage of the significant target market opportunity we estimate it enjoys. With the shares down 20% since LC reported 4Q 2014 results, we estimate that valuation, while still lofty in EV / Sales terms has become more attractive. We believe that the current share price provides a reasonable entry point and we are raising our rating to BUY, with the expectation that the shares could appreciate as much as 29.8% over the next 12 months, to \$21.80.** While our DCF and Price / Sales analysis suggests that LC is a BUY, we believe that that LC's relatively high EV / Sales metric makes the shares particularly vulnerable in the event of negative news emanating from LC, or market sentiment regarding the tech space in general and online lenders in particular. **Consequently, the shares are only appropriate for high risk tolerant, long term investors.**
- LC enjoyed a greater-than-anticipated influx of new borrowers in 1Q 2015. Combined with greater marketing efficiencies driven by increasing scale (Sales and Marketing expenses were up just 69.5% y-o-y) and investor mix shift towards individual retail investors (boosting fee income), adjusted EBITDA came to \$10.6 million, or 13.1% of sales, up from 11.4% sequentially, and substantially above our \$6.8 million expectation. Engineering and product development expenses grew 115% y-o-y, and LC expects to double its Engineering headcount this year. The Company's investment in engineering is driving automation-spurred efficiencies. For example, in the quarter, Origination and Servicing costs were 3.1% (annualized), down from 3.7% in 1Q 2014. Lastly, operating revenues / originations, known as 'revenue yield' was higher y-o-y, to 4.96%, from 4.89% in Q1 2014.

**Fintrust Recommendation**

Fintrust Rating:	BUY
Target Price:	\$21.80
Current Share Price	\$16.80
Expected Return	29.8%
52 Week Price Range	\$29.29 - \$16.17

Fintrust Brokerage Services, LLC rates companies a BUY, HOLD, SELL, or SHORT.

- A BUY rating is given when the security is expected to outperform the broad equity market as measured by the S&P 500 on a risk adjusted basis over the next year.
- A HOLD rating is given when the security is expected to perform in line with the broad equity market as measured by the S&P 500 on a risk adjusted basis over the next year.
- A SELL rating is given when the security is expected to perform below the broad equity market as measured by the S&P 500 on a risk adjusted basis over the next year.
- A SELL SHORT is given when the security is expected to decline in value over the next year.

The distribution of ratings across Fintrust's entire company universe is 66.7% Buy, 25.0% Hold, 8.3% Sell, and 0% Short

Key Figures

Key figures pricing data reflects previous trading day's closing price. Other applicable data are trailing 12-months unless otherwise specified.

Adj. EBITDA Margin	13.1%
Loans / Assets	74.7%
Payout Ratio	NA
Revenue (000's)	\$392,295
Net Income (000's)	(\$25,639)
Outstanding (mi)	372.1
Shares Short (mil)	24.9
Market Capitalization (\$ mil)	\$6,251
Loans (\$ mil)	\$3,231
Beta	1.25X

Valuation

Sales (14A) (mil)	\$213.4
Sales (15E) (mil)	\$392.2
Sales (16E) (mil)	\$662.1
P/S (14)	29.3x
P/S (15)	15.9x
P/S (16)	9.4x
Est. 2015-2016 Growth	68.4%

Please see pages 8 and 9 of this publication for important certification and disclosure information.

Analyst's Notes....Continued

Key Operating Metrics

(\$ mms)	Q1 2015	Q1 2014	Change
Originations	1,635	791	107%
Operating Revenues	81.0	38.7	109%
Sales & Marketing	34.9	20.6	70%
Origination & Servicing	12.7	7.4	71%
G&A	87.0	46.0	89%
Adjusted EBITDA (%)	1.9 (4.8%)	10.6 (13.1%)	nmf

Source: Company Press Release

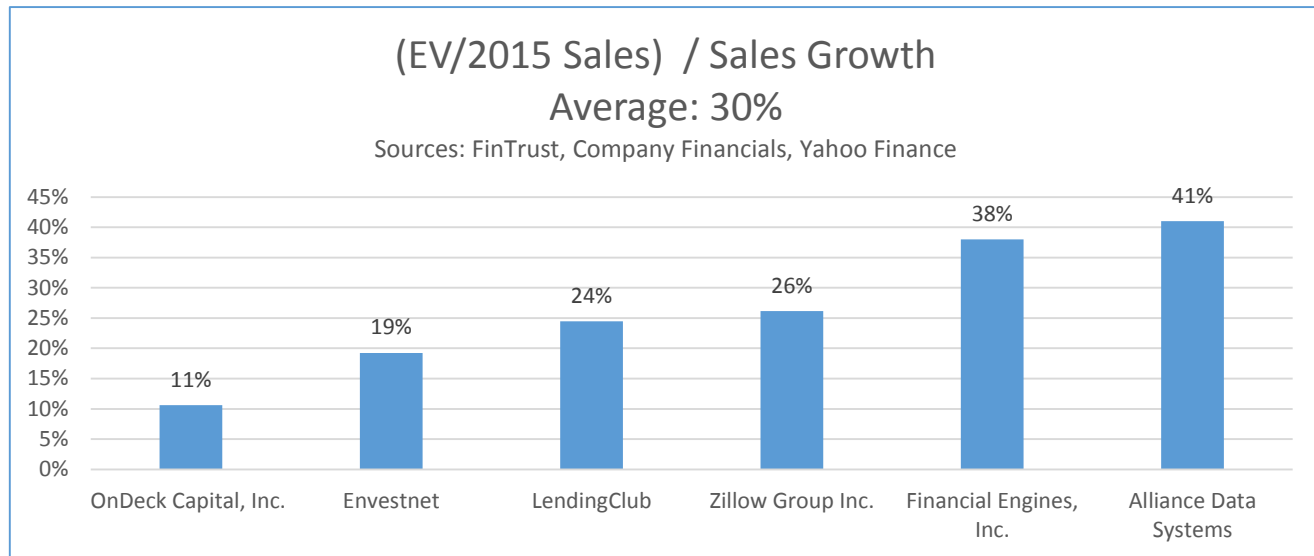
In the quarter, marketing channels outperformed expectations, driven by the continued benefits of the Company's robust 'Network Effects' discussed in our initiation report, resulting in (1) added borrowing and revenue growth and (2) higher profit margins. As LC grows, more data is available to analyze and be used to drive increased credit performance. In turn, this drives increased investor confidence, lowering risk premiums and interest rates demanded by investors, thereby attracting more quality borrowers, and the data needed to optimize the credit scoring process yet again. This process speaks to the advantages of scale that LC, the largest P2P lender enjoys. Prosper Marketplace, the 2nd largest, generated \$1.6 billion in loans generations last year, compared to \$4.4 billion (for LC). The Network Effects positively impacted 1Q 2015 results. LC's expanding and deepening investor base drove standard loan interest rates lower in Q1 2015 which added to borrowing momentum (in the quarter, LC, Prosper marketplace and On Deck Capital (ONDK, \$15.00, BUY), generated \$1.6 billion, \$595 million and \$416 million in loan originations, respectively. **LC's, ONDK's and Prosper Marketplace's origination volumes rose 16%, 13% and 10% sequentially, respectively).**

In turn, higher customer activations (conversion rates) drove lower Sales and Marketing and Origination and Servicing costs, which together declined 28% basis points y-o-y, as a percentage of loan originations, saving the Company over \$4 million in expense. LC's broadening borrowing base drove a higher proportion of higher-fee paying retail investors in the quarter, adding ~\$1.2 million in operating revenues. Another metric attesting to the Network Effect is borrower demographics. In 2009, 53% of borrowers were 18 – 35 years old; today 75% of total borrowers are 35 years or older.

In addition to posting robust financial metrics, in the quarter, the marketplace lender enjoyed significant strategic accomplishments:

- Early in the first quarter of 2015, LC announced three strategic partnerships with Google, Alibaba and BancAlliance, a national consortium of 200 community banks (partnership contribution margins expected to be similar to current levels).
- More recently, LC announced two *exclusive* alliances focused on the P2P lender's nascent small-to-medium (SMB) business lending initiatives. The alliances, in addition to creating origination volumes, are expected to assist LC in customer acquisition and enable LC to have access to SMB financial data with which LC can build and optimize its SMB lending analytics capabilities.
 1. HomeAdvisor, an online home improvement marketplace where homeowners can connect with pre-screened local home repair and improvement professionals. Under this multi-year agreement, LC will be the exclusive partner providing access to loans for consumers seeking home improvement project financing through the HomeAdvisor website, with rates starting as low as 3.99% (4.99% APR).
 2. Newtek Business Services Corp., an internally managed business development company (BDC), announced that that it has entered into an exclusive partnership with LC, to allow Newtek to expand its lending product menu and offer business loans to its customer base through the Lending Club platform. Since 1999, Newtek has provided state-of-the-art, cost-efficient products and services and efficient business strategies to over 100,000 SMB accounts across all 50 States to help them grow their sales, control their expenses and reduce their risk.

Analyst's Notes....Continued



Earnings Revisions and Valuation

Based on the Company's loan origination acceleration and newly formed alliances, we increased our 2014 – 2019 Transaction Fee CAGR to 47.3% (from \$197 million last year, to \$1.2 billion in 2019), from 44.5%. We also marginally increased our 2019 adjusted EBITDA margin to 21.1% from 18.7% to reflect greater G&A expense scaling as reflected in 1Q 2015.

Our key DCF valuation assumptions are that (1) LC's WACC rate is 12.5% (up from 11.5% reflecting our increased estimate of the shares' beta) and that (2) the Company's exit growth multiple is 10X. We calculated LC's beta, which came to 1.25X, yielding a WACC range of between 12.0% and 13.0%. Our model indicated that the shares' target price is \$21.80, or 34% upside. As the following DCF Share Price Matrix illustrates, **the target price is sensitive to very modest changes in WACC or perpetual growth rate assumptions.**

		DCF Valuation Matrix: LendingClub				
		WACC				
		11.50%	12.00%	12.50%	13.00%	13.50%
Perpetual Growth Rate	8.50%	\$ 19.0	\$ 16.2	\$ 14.1	\$ 12.5	\$ 11.2
	9.00%	\$ 22.6	\$ 18.7	\$ 16.0	\$ 13.9	\$ 12.3
	9.50%	\$ 27.9	\$ 22.2	\$ 18.4	\$ 15.7	\$ 13.7
	10.00%	\$ 36.8	\$ 27.4	\$ 21.8	\$ 18.1	\$ 15.5
	10.50%	\$ 54.5	\$ 36.2	\$ 27.0	\$ 21.5	\$ 17.8
	11.00%	\$ 107.8	\$ 53.6	\$ 35.6	\$ 26.5	\$ 21.2
	11.50%		\$ 105.9	\$ 52.7	\$ 35.0	\$ 26.1

Source: FinTrust estimates

In addition, we compared LC to several other 'Fin-Tech' companies to assess EV / sales multiples versus projected 2015 – 2016 sales growth. This is our variation of the commonly used PEG ratio. The group is trading for 30% of sales growth, while LC is trading for 24%, suggesting that the shares have become attractive. We note that On Deck Capital (ONDK, \$15.68, BUY), the other significant publicly traded on line lender, is trading for 11% of sales growth (and 3.0X 2016E sales). LC is trading at 9.1X 2016E sales, versus the group average of 5.3X. While our DCF and P/Sales analysis suggests that LC is a BUY, we believe that the Company's group-high EV / Sales metric makes the shares particularly vulnerable in the event of negative news emanating from LC, or market sentiment regarding the tech space in general and online lenders in particular. Consequently, the shares are only appropriate for high risk tolerant, long term investors.

Risks include, but are not limited to (1) an evolving regulatory and competitive environment (2) uncertainty involved in the introduction of new products and entry into new geographies (3) the challenge to effectively scale the Company's digital platform and credit scoring analytics and (4) increasing its base of borrowers, investors and revenues in the face of vigorous online banking services competition from both new entrants (who may already offer Internet-based services to large existing customer bases) and from traditional banking entities.

Analyst's Notes....Continued

Summary Income Statement, Balances and Ratio Analysis

Lending Cub LLC		Summary Financials							
(\$ in thousands)									
Income Statement	2013	2014	2015E	2016E	2017E	2018E	2019E	14-19 CAGR	
Transaction Fees	\$85,830	\$197,124	\$356,484	\$594,380	\$889,971	\$1,181,268	\$1,367,094	47.3%	
Servicing Fees	3,951	11,534	24,310	43,221	66,700	91,508	110,519	57.1%	
Management Fees	3,083	5,957	10,545	22,230	34,979	48,968	60,609	59.0%	
Other revenue (expense)	5,111	-1,203	0	2,296	2,296	2,296	2,296		
Total Operating Revenues	97,975	213,412	392,295	662,127	993,947	1,324,041	1,540,518	48.5%	
Net Interest Income	27	-2,284	806	-1,248	-1,248	-1,248	-1,248		
Net Total Revenues	98,002	211,128	393,101	660,879	992,699	1,322,793	1,539,270	48.8%	
Operating Expenses:									
Sales and Marketing	39,037	87,278	168,676	276,968	406,103	527,914	598,915	47.0%	
Origination and Servicing	17,217	38,286	58,025	90,942	126,676	155,570	165,637	34.0%	
G&A	34,440	117,068	190,672	300,729	421,941	522,562	561,902	36.8%	
Total Operating expenses	90,694	242,632	417,372	668,639	954,720	1,206,045	1,326,453	40.5%	
EBT	7,308	(29,220)	(25,077)	(6,512)	39,227	117,995	214,064		
Income Taxes	0	(1,390)	(1,368)	(310)	(9,495)	(29,187)	(53,204)		
Net Income	\$7,308	(\$27,830)	(\$23,709)	(\$6,202)	\$48,721	\$147,182	\$267,268		
Basic EPS	\$0.00	(\$0.44)	(\$0.07)	(\$0.02)	\$0.08	\$0.24	\$0.43		
Cash (NON-GAAP) EPS	\$1.18	\$0.28	\$0.12	\$0.23	\$0.41	\$0.64	\$0.88	25.5%	
Interest Income	187,507	357,242	578,841	1,221,456	1,921,950	2,690,549	3,330,143	56.3%	
Adjusted EBITDA	\$15,242	\$21,301	\$43,166	\$84,966	\$152,128	\$238,337	\$324,430	72.4%	
Adjusted EBITDA Margin	15.6%	10.1%	11.0%	12.9%	15.3%	18.0%	21.1%	15.9%	
Loan Originations	\$2,064,626	\$4,377,104	\$8,042,100	\$13,408,678	\$20,076,956	\$26,648,355	\$30,840,423	47.8%	
Whole Loan Sales	446,224	1,691,982	3,184,881	5,363,471	8,030,782	10,659,342	12,336,169	48.8%	
Loan Growth	1,047,827	969,463	1,747,042	3,597,492	4,669,961	5,123,992	4,263,963	34.5%	
Loan Yield	10.3%	12.8%	15.00%	15.00%	15.00%	15.00%	15.00%		
Loans at Fair Value	1,829,042	2,798,505	4,545,547	8,143,039	12,813,000	17,936,992	22,200,954	51.3%	
Assets Under Management	-	1,014,901	1,772,763	3,175,785	4,997,070	6,995,427	8,658,372	53.5%	
Shareholders Equity	68,094	973,219	820,112	846,142	918,425	1,058,687	1,274,063	5.5%	
Total Assets	1,943,395	3,890,054	5,493,610	9,143,793	13,905,905	19,183,235	23,668,859	43.5%	
Y-o-Y Growth									
Net Total Revenues	118.5%	115.4%	83.8%	68.1%	50.2%	33.3%	16.4%		
Loan Originations	187.0%	112.0%	83.7%	66.7%	49.7%	32.7%	15.7%		
Loans at Fair Value	143.5%	53.0%	62.4%	79.1%	57.3%	40.0%	23.8%		
Shareholder's Equity	30.4%	1329.2%	-15.7%	3.2%	8.5%	15.3%	20.3%		
Assets	128.4%	100.2%	41.2%	66.4%	52.1%	38.0%	23.4%		
Margin / ROE									
OpEx / Total Net Revenues	92.5%	114.9%	106.2%	101.2%	96.2%	91.2%	86.2%		
EBT / Total Net Revenues	7.5%	-14.9%	-6.2%	-1.2%	3.8%	8.8%	13.8%		
ROE	na	na	-2.9%	-0.7%	5.3%	13.9%	21.0%		

Source: Financials and FinTrust Brokerage estimates

Analyst's Notes....Continued

LendingClub												
Income Statement												
(\$ in thousands)												
	1Q 2014	2Q 2014	3Q 2014	4Q 2014	FY2014	% of Total	1Q 2015	2Q 2015	3Q 2015	4Q 2015	FY2015E	% of Total
Transaction Fees	35,412	45,801	52,622	63,289	197,124	93.4%	72,482	83,361	94,198	106,444	356,484	90.7%
Servicing Fees	1,780	1,468	3,053	5,233	11,534	5.5%	5,392	5,598	6,274	7,046	24,310	6.2%
Management Fees	1,094	1,461	1,608	1,794	5,957	2.8%	2,215	2,465	2,763	3,102	10,545	2.7%
Other revenue (expense)	416	(109)	(745)	(765)	(1,203)	-0.6%	956	0	0	0	956	0.2%
Total Operating Revenues	38,702	48,621	56,538	69,551	213,412	101.1%	81,045	91,424	103,235	116,592	392,295	99.8%
Net Interest Income	16	(396)	(474)	(1,430)	(2,284)	-1.1%	187	196	206	216	806	0.2%
Net Total Revenues	38,718	48,225	56,064	68,121	211,128	100.0%	81,232	91,620	103,441	116,808	393,101	
Operating Expenses:												
Sales, Marketing and Customer Service	20,582	19,225	21,001	26,470	87,278	41.3%	34,884	39,305	44,376	50,111	168,676	42.9%
Origination and Servicing	7,402	8,566	10,167	12,151	38,286	18.1%	12,680	13,816	15,082	16,447	58,025	14.8%
G&A	18,033	28,981	31,848	38,206	117,068	55.4%	39,415	44,436	50,169	56,652	190,672	48.5%
Total Operating expenses	46,017	56,772	63,016	76,827	242,632	114.9%	86,979	97,557	109,627	123,209	417,372	106.2%
EBT	(7,299)	(8,547)	(6,952)	(8,706)	(31,504)	-14.9%	(5,747)	(5,937)	(6,186)	(6,401)	(24,271)	-6.2%
Income Tax (Expense) benefit	0	(640)	(419)	(331)	(1,390)	-0.7%	(627)	(237)	(247)	(256)	(1,368)	-0.3%
Net income	(7,299)	(9,187)	(7,371)	(9,037)	(32,894)	-15.6%	(6,374)	(6,174)	(6,433)	(6,657)	(25,639)	-6.5%
Net income per common share:												
Basic	(\$0.26)	(\$0.32)	(\$0.12)	(\$0.07)	(\$0.44)		(\$0.02)	(\$0.02)	(\$0.02)	(\$0.02)	(\$0.07)	
Diluted	(\$0.26)	(\$0.32)	(\$0.12)	(\$0.07)	(\$0.44)		(\$0.02)	(\$0.02)	(\$0.02)	(\$0.02)	(\$0.07)	
Adjusted EBITDA / Share	\$0.07	\$0.14	\$0.13	\$0.06	\$0.28		\$0.03	\$0.02	\$0.03	\$0.04	\$0.12	
Weighted average shares outstanding:												
Basic	27,890,322	28,985,590	59,844,394	127,859,281	75,573,742		371,959,312	371,959,312	371,959,312	371,959,312	371,959,312	
Diluted	27,890,322	28,985,590	59,844,394	127,859,281	75,573,742		371,959,312	371,959,312	371,959,312	371,959,312	371,959,312	
	1Q 2014	2Q 2014	3Q 2014	4Q 2014	FY2014		1Q 2015	2Q 2015	3Q 2015	4Q 2015	FY2015E	
Interest Income	\$73,048	\$85,212	\$94,038	\$104,944	\$357,242		\$121,150	\$135,438	\$151,795	\$170,458	\$578,841	
Loan Originations	\$791,348	\$1,005,946	\$1,165,226	\$1,414,584	\$4,377,104		\$1,635,260	\$1,880,548	\$2,125,020	\$2,401,272	\$8,042,100	
LC	\$776,872	\$857,388	\$994,498	\$1,202,397	\$3,831,155		\$1,474,972	\$1,598,466	\$1,806,267	\$2,041,081	\$6,920,786	
Springstone, other	\$14,476	\$148,558	\$170,728	\$212,188	\$545,950		\$160,288	\$282,082	\$318,753	\$360,191	\$1,121,314	
Principal Payments on Loans at FV	\$204,950	\$246,453	\$288,102	\$304,041	\$1,043,546		\$369,379	\$419,986	\$469,520	\$526,223	\$1,785,108	
Whole Loans Sold	\$265,653	\$366,306	\$462,523	\$597,500	\$1,691,982		\$622,145	\$752,219	\$850,008	\$960,509	\$3,184,881	
Fair Value Adjustments	\$27,428	\$30,241	\$32,938	\$35,471	\$126,077		\$47,820	\$45,229	\$50,564	\$56,670	\$200,283	
Addition to Loans at Fair Value	\$278,841	\$214,388	\$210,935	\$265,385	\$969,550		\$435,628	\$381,032	\$436,175	\$497,680	\$1,750,514	
Assets Under Management	\$807,900	\$845,400	\$918,857	\$1,014,901	\$1,014,901		\$1,259,958	\$1,408,560	\$1,578,668	\$1,772,763	\$1,772,763	
/ Loans at Fair Value	38.3%	36.3%	36.3%	36.3%	36.3%		39.0%	39.0%	39.0%	39.0%	39.0%	
AUM - Annual Management Fee	0.5%	0.7%	0.7%	0.7%	-		0.7%	0.7%	0.7%	0.7%	0.7%	
Servicing Fee / Loans @ FV + Whole Loans	0.07%	0.05%	0.10%	0.16%	-		0.16%	0.16%	0.16%	0.16%	0.2%	
Adjusted EBITDA	\$1,866	\$4,002	\$7,517	\$7,916	\$21,301		\$9,912	\$9,174	\$11,022	\$13,057	\$43,166	
Adjusted EBITDA Margin	4.8%	8.3%	13.4%	11.6%	10.1%		12.2%	10.0%	10.7%	11.2%	11.0%	
Yield Analysis on Average Balances												
Loans	13.85%	14.65%	14.85%	15.00%	12.77%		15.00%	15.00%	15.00%	15.00%	15.00%	
Revenue Yield												
Total Non-Interest Revs / Loans Originated	4.89%	4.83%	4.85%	4.92%	4.88%		4.96%	4.86%	4.86%	4.86%	4.88%	
Loan Origination Fee Yield												
Average Loan Orig. Fee / Loans Originated	4.50%	4.60%	4.50%	4.47%	-		4.43%	4.43%	4.43%	4.43%	4.47%	
Margin												
Sales & Marketing / Net Total Revenues	53.16%	39.87%	37.46%	38.80%	41.34%		42.90%	42.90%	42.90%	42.90%	42.91%	
Origination & Servicing / Net Total Revenues	19.12%	17.76%	18.13%	17.80%	18.13%		15.58%	15.08%	14.58%	14.08%	14.76%	
G&A / Net Total Revenues	46.58%	60.10%	56.81%	56.00%	55.45%		48.50%	48.50%	48.50%	48.50%	48.50%	
EBT / Net Total Revenues	-18.85%	-17.72%	-12.40%	-12.78%	-14.92%		-7.07%	-6.48%	-5.98%	-5.48%	-6.17%	
Tax Rate	0.00%	7.49%	6.03%	3.80%	4.41%		10.91%	4.00%	4.00%	4.00%	5.64%	

Analyst's Notes....Continued

LendingClub													
Income Statement													
(\$ in thousands)													
	FY2014	% of Total	FY2015E	% of Total	FY2016E	% of Total	FY2017E	% of Total	FY2018E	% of Total	FY2019E	% of Total	,14 - 19 CAGR
Transaction Fees	197,124	93.4%	356,484	90.7%	594,380	89.9%	889,971	89.7%	1,181,268	89.3%	1,367,094	88.8%	47.3%
Servicing Fees	11,534	5.5%	24,310	6.2%	43,221	6.5%	66,700	6.7%	91,508	6.9%	110,519	7.2%	57.1%
Management Fees	5,957	2.8%	10,545	2.7%	22,230	3.4%	34,979	3.5%	48,968	3.7%	60,609	3.9%	59.0%
Other revenue (expense)	(1,203)	-0.6%	956	0.2%	2,296	0.3%	2,296	0.2%	2,296	0.2%	60,609	0.1%	0.1%
Total Operating Revenues	213,412	101.1%	392,295	99.8%	662,127	100.2%	993,947	100.1%	1,324,041	100.1%	1,540,518	100.1%	48.5%
Net Interest Income	(2,294)	-1.1%	806	0.2%	(1,248)	-0.2%	(1,248)	-0.1%	(1,248)	-0.1%	(1,248)	-0.1%	-11.4%
Net Total Revenues	211,128	100.0%	393,101	100.0%	660,879	100.0%	992,699	100.0%	1,322,793	100.0%	1,539,270	100.0%	48.8%
Operating Expenses:													
Sales, Marketing and Customer Service	87,278	41.3%	168,676	42.9%	276,968	41.9%	406,103	40.9%	527,914	39.9%	598,915	38.9%	47.0%
Origination and Servicing	38,286	18.1%	58,025	14.8%	90,842	13.8%	126,676	12.8%	155,570	11.8%	165,637	10.8%	34.0%
G&A	117,068	55.4%	190,672	48.5%	300,729	45.5%	421,941	42.5%	522,562	39.5%	561,902	36.5%	36.8%
Total Operating expenses	242,632	114.9%	417,372	106.2%	668,639	101.2%	954,720	96.2%	1,206,045	91.2%	1,326,453	86.2%	40.5%
EBT	(31,504)	-14.9%	(24,271)	-6.2%	(7,760)	-1.2%	37,979	3.8%	118,747	8.8%	212,816	13.8%	0.0%
Income Tax (Expense) benefit	(1,390)	-0.7%	(1,368)	-0.3%	(310)	0.0%	(9,495)	-1.0%	(29,187)	-2.2%	(53,204)	-3.5%	
Net income	(32,894)	-15.6%	(25,639)	-6.5%	(8,070)	-1.2%	28,484	2.9%	87,560	6.6%	159,612	10.4%	
Net income per common share:													
Basic	(\$0.44)		(\$0.07)		(\$0.02)		\$0.08		\$0.24		\$0.43		
Diluted	(\$0.44)		(\$0.07)		(\$0.02)		\$0.08		\$0.24		\$0.43		
Adjusted EBITDA / Share	\$0.28		\$0.12		\$0.23		\$0.41		\$0.64		\$0.88		
Weighted average shares outstanding:													
Basic	75,573,742		371,959,312		370,100,000		370,100,000		370,100,000		370,100,000		
Diluted	75,573,742		371,959,312		370,100,000		370,100,000		370,100,000		370,100,000		

	FY2014	FY2015E	FY2016E	FY2017E	FY2018E	FY2019E	,14 - 19 CAGR
Interest Income	\$357,242	\$578,841	\$1,221,456	\$1,921,950	\$2,690,549	\$3,330,143	56.3%
Loan Originations	\$4,377,104	\$8,042,100	\$13,408,678	\$20,076,956	\$26,648,355	\$30,840,423	47.8%
LC	\$3,831,155	\$6,920,786	\$11,397,377	\$17,065,412	\$22,651,102	\$26,214,359	46.9%
Springstone, other	\$545,950	\$1,121,314	\$2,011,302	\$3,011,543	\$3,997,253	\$4,626,063	53.3%
Principal Payments on Loans at FV	\$1,043,546	\$1,785,108	\$2,181,863	\$3,908,659	\$6,150,240	\$8,609,756	52.5%
Whole Loans Sold	\$1,691,982	\$3,184,881	\$5,363,471	\$8,030,782	\$10,659,342	\$12,336,169	48.8%
Fair Value Adjustments	\$126,077	\$200,283	\$254,551	\$456,010	\$717,528	\$1,004,472	51.4%
Addition to Loans at Fair Value	\$969,550	\$1,750,514	\$3,597,492	\$4,669,961	\$5,123,992	\$4,263,963	34.5%
Assets Under Management / Loans at Fair Value	\$1,014,901	\$1,772,763	\$3,175,785	\$4,997,070	\$6,995,427	\$8,658,372	53.5%
AUM - Annual Management Fee	36.3%	39.0%	0.7%	39.0%	39.0%	39.0%	1.5%
Servicing Fee / Loans @ FV + Whole Loans	-	0.2%	0.32%	0.32%	0.32%	0.32%	0.7%
Adjusted EBITDA	\$21,301	\$43,166	\$84,966	\$152,128	\$238,337	\$324,430	72.4%
Adjusted EBITDA Margin	10.1%	11.0%	12.9%	15.3%	18.0%	21.1%	
Yield Analysis on Average Balances							
Loans	12.77%	15.00%	15.00%	15.00%	15.00%	15.00%	
Revenue Yield							
Total Non-Interest Revs / Loans Originated	4.88%	4.88%	4.94%	4.95%	4.97%	5.00%	
Loan Origination Fee Yield							
Average Loan Orig. Fee / Loans Originated	-	4.47%	4.43%	4.43%	4.43%	4.43%	
Margin							
Sales & Marketing / Net Total Revenues	41.34%	42.91%	41.91%	40.91%	39.91%	38.91%	
Origination & Servicing / Net Total Revenues	18.13%	14.76%	13.76%	12.76%	11.76%	10.76%	
G&A / Net Total Revenues	55.45%	48.50%	45.50%	42.50%	39.50%	36.50%	
EBT / Net Total Revenues	-14.92%	-6.17%	-1.17%	3.83%	8.83%	13.83%	
Tax Rate	4.41%	5.64%	4.00%	-25.00%	-25.00%	-25.00%	

Y-o-Y Change	FY2014	FY2015E	FY2016E	FY2017E	FY2018E	FY2019E
Transaction Fees	129.6%	80.8%	66.7%	49.7%	32.7%	15.7%
Servicing Fees	228.3%	110.8%	77.8%	54.3%	37.2%	20.8%
Management Fees	93.2%	77.0%	110.8%	57.3%	40.0%	23.8%
Net Total Revenues	115.4%	86.2%	68.1%	50.2%	33.3%	16.4%
Interest Income	90.5%	62.0%	111.0%	57.3%	40.0%	23.8%
Loan Originations	112.0%	83.7%	66.7%	49.7%	32.7%	15.7%
Adjusted EBITDA	39.8%	102.6%	96.8%	79.0%	56.7%	36.1%

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