



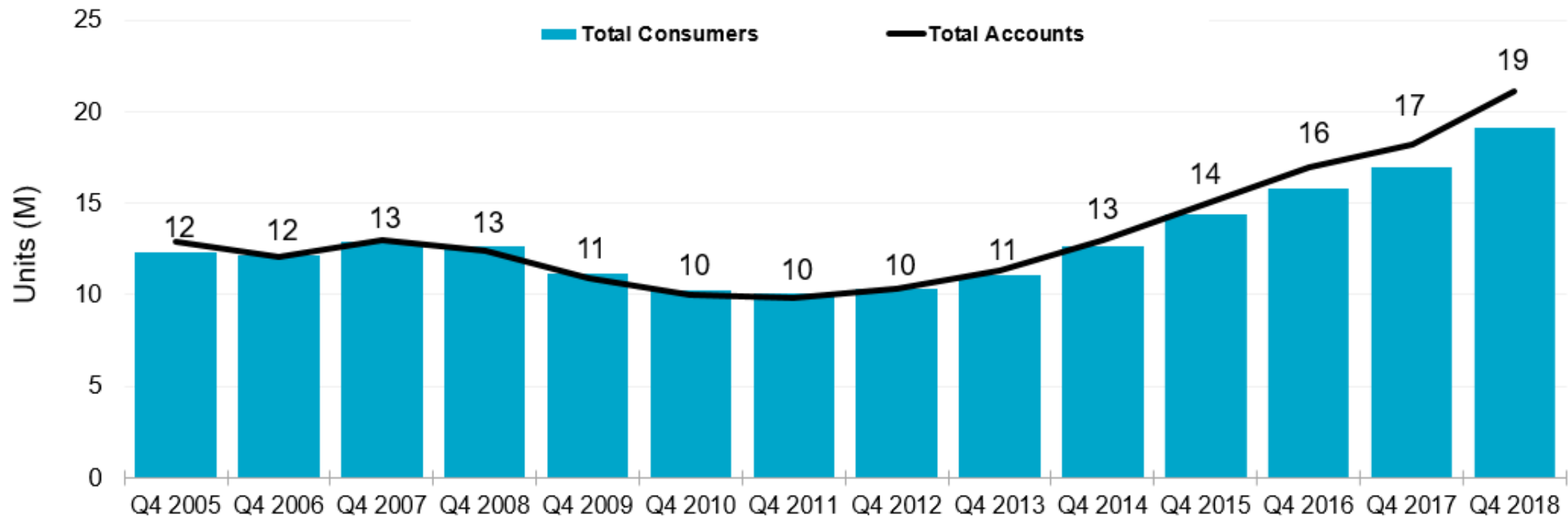
Personal Loan Market Overview





A record 19M consumers hold an unsecured personal loan

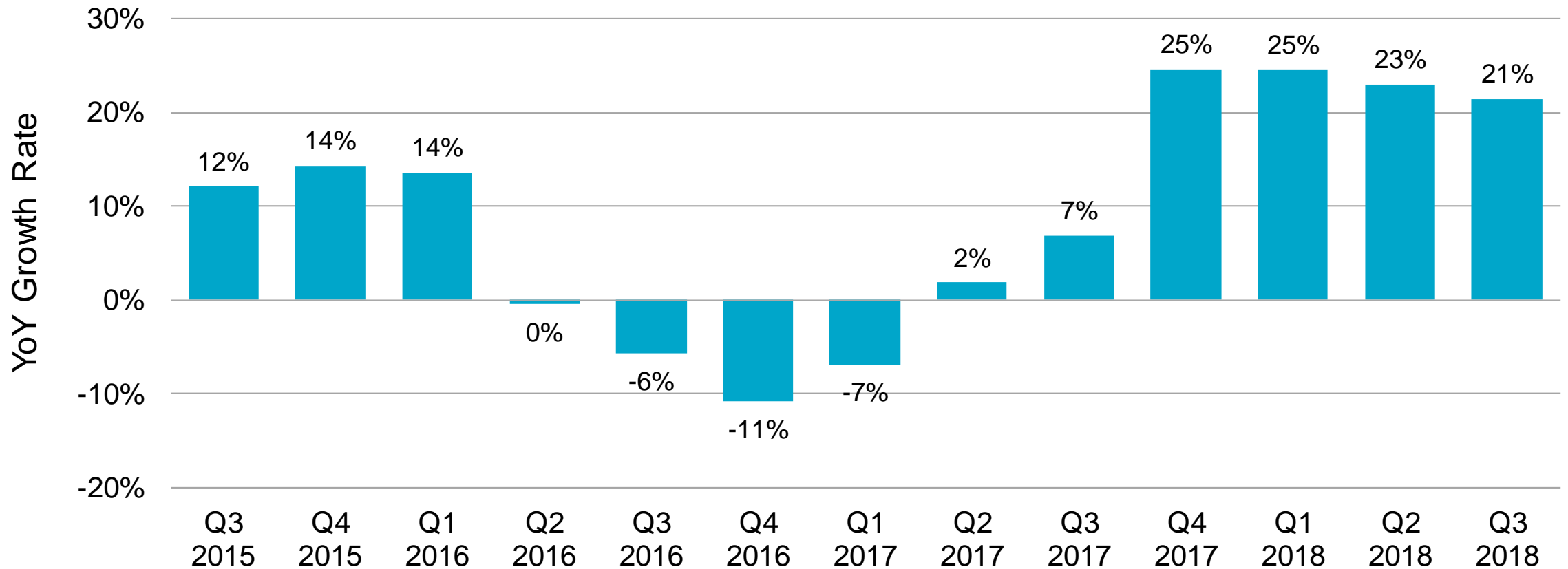
Unsecured Personal Loan Market





Double-digit origination rates drove rapid market expansion

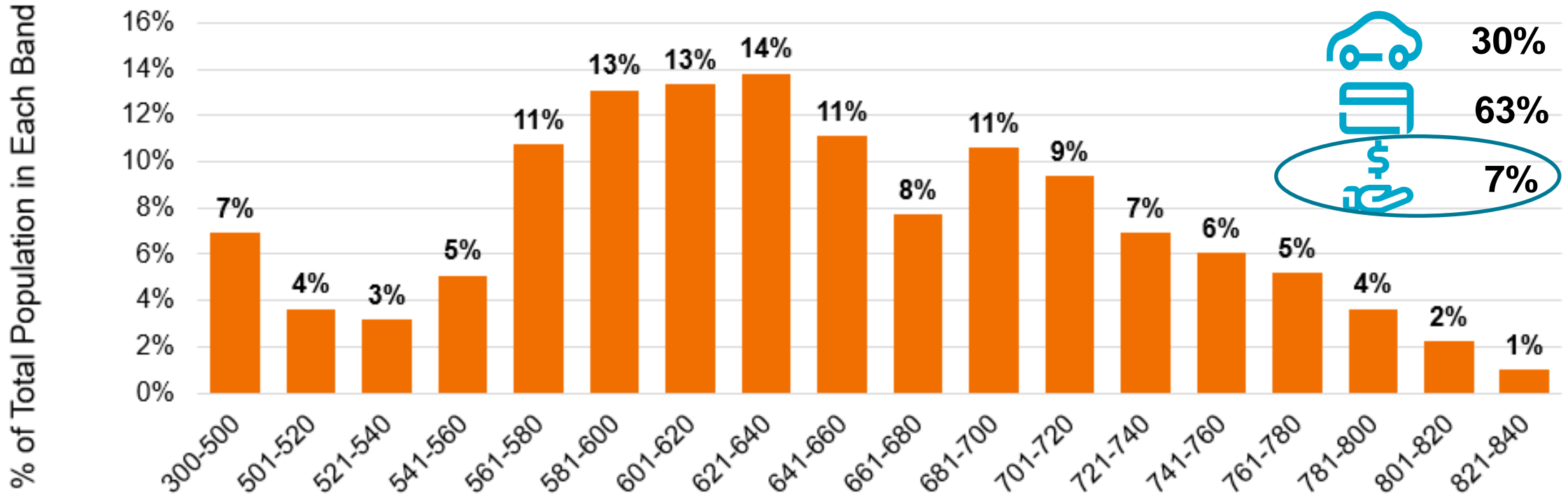
Unsecured Personal Loan Origination Growth





Even with this continued growth, opportunity exists for further expansion across risk tiers

Q4 2018 Unsecured Personal Loan Consumer Penetration



Subprime	Near prime	Prime	Prime plus	Super prime
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VantageScore® 3.0 risk ranges

Subprime = 300–600; Near prime = 601–660; Prime = 661–720; Prime plus = 721–780; Super prime = 781–850

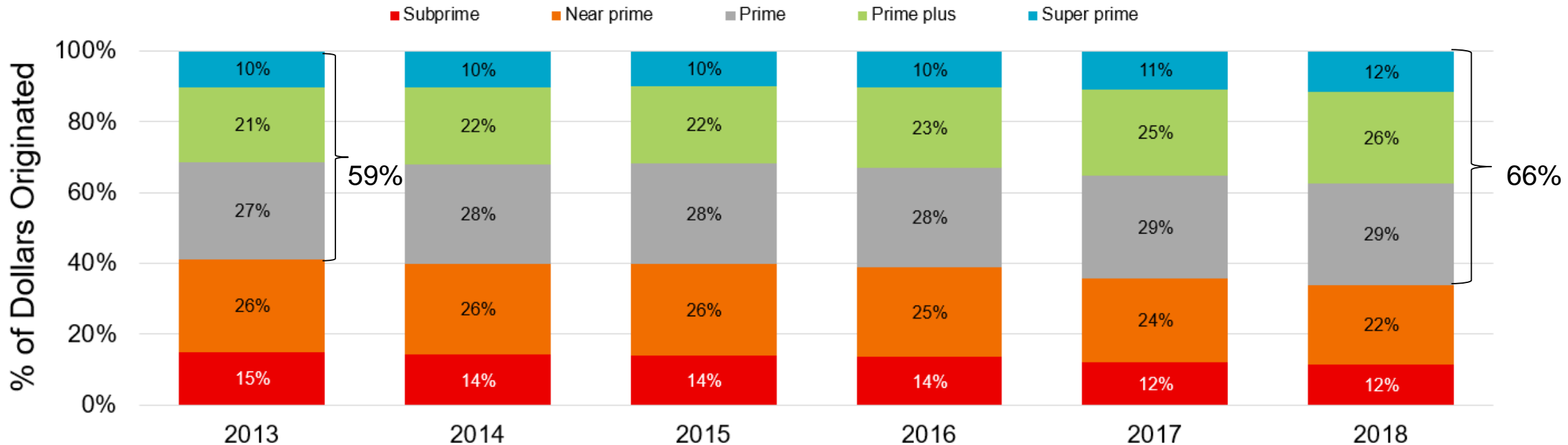


Source: TransUnion consumer credit database



Overall originations shifted toward prime and above consumers in recent years

Unsecured Personal Loan Originations, Q1 -Q3



VantageScore® 3.0 risk ranges

Subprime = 300–600; Near prime = 601–660; Prime = 661–720; Prime plus = 721–780; Super prime = 781-850



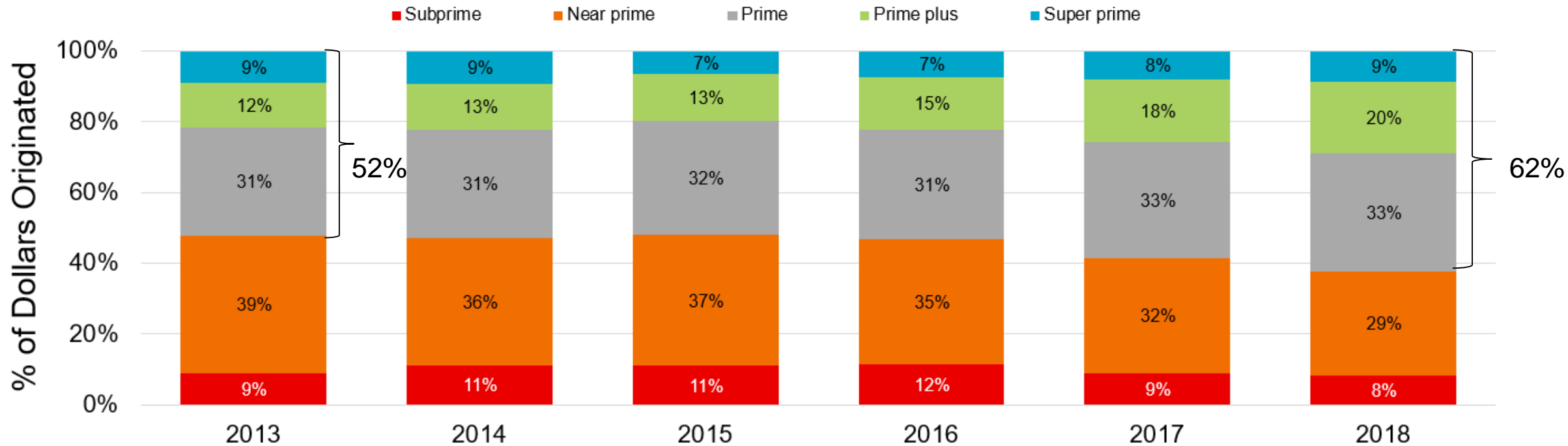
Source: TransUnion consumer credit database

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Overall originations have been shifting toward prime and above consumers in recent years

FinTech Unsecured Personal Loan Originations, Q1 -Q3



VantageScore® 3.0 risk ranges

Subprime = 300–600; Near prime = 601–660; Prime = 661–720; Prime plus = 721–780; Super prime = 781–850



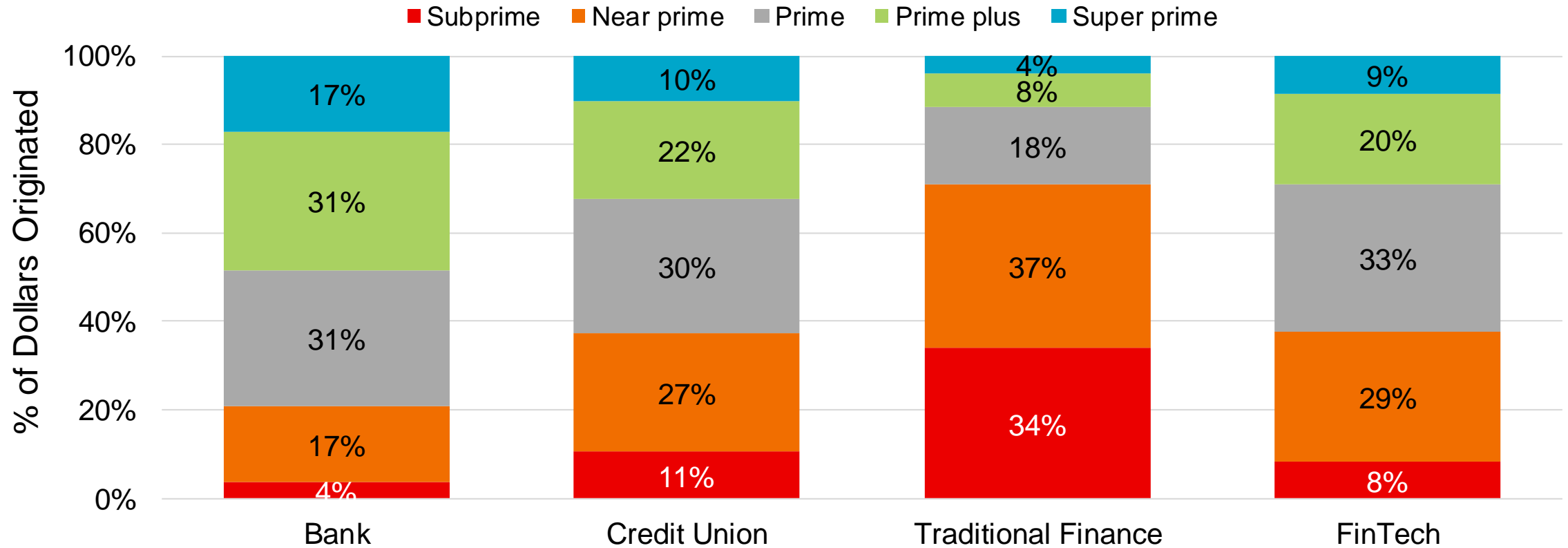
Source: TransUnion consumer credit database

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FinTechs exhibit a target risk profile similar to credit unions

Distribution of Unsecured Personal Loan Originations, Q1-Q3 2018



VantageScore® 3.0 risk ranges

Subprime = 300–600; Near prime = 601–660; Prime = 661–720; Prime plus = 721–780; Super prime = 781–850



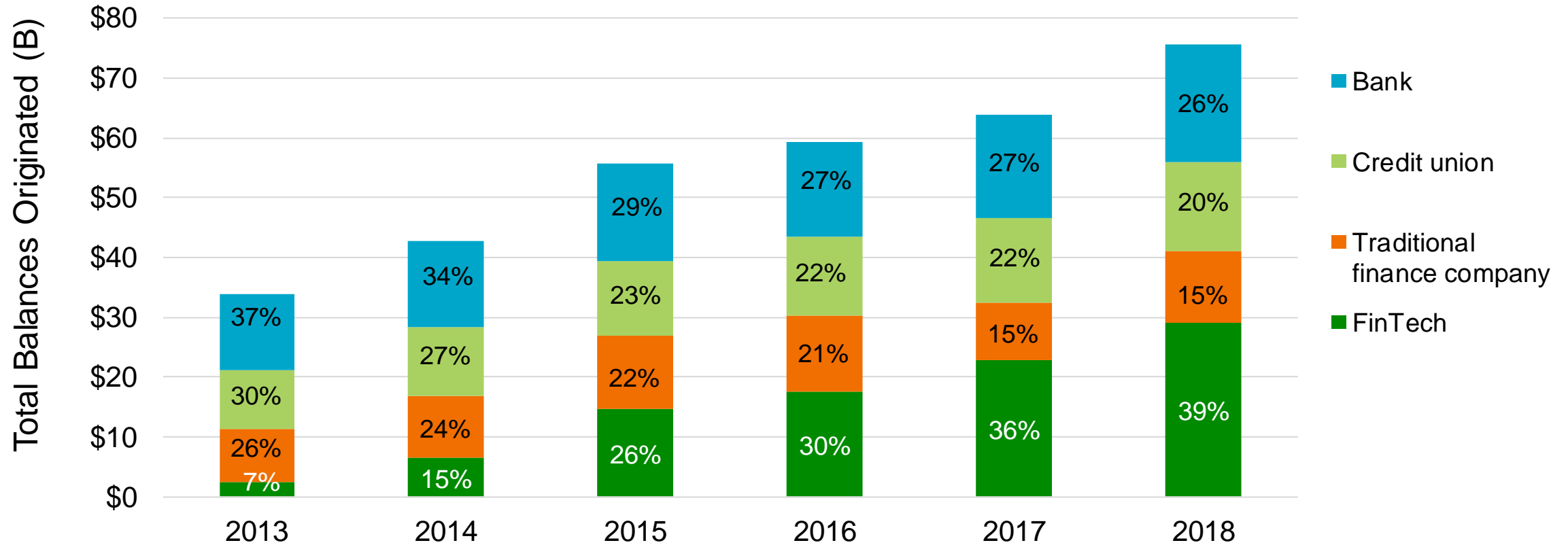
Source: TransUnion consumer credit database

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Although FinTechs captured most of the new growth, other lenders continue to compete

Unsecured Personal Loan Balances Originated, Q1-Q3 Each Year



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TransUnion's Prama suite of solutions.