

# **Investor Presentation**

February 2020

## **Safe Harbor Statement**

### **Cautionary Statement Regarding Risks and Uncertainties That May Affect Future Results**

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 about the business, financial condition and prospects of Enova. These forward-looking statements give current expectations or forecasts of future events and reflect the views and assumptions of Enova's senior management with respect to the business, financial condition and prospects of Enova as of the date of this release and are not guarantees of future performance. The actual results of Enova could differ materially from those indicated by such forward-looking statements because of various risks and uncertainties applicable to Enova's business, including, without limitation, those risks and uncertainties indicated in Enova's filings with the Securities and Exchange Commission ("SEC"), including our annual report on Form 10-K, quarterly reports on Forms 10-Q and current reports on Forms 8-K. These risks and uncertainties are beyond the ability of Enova to control, and, in many cases, Enova cannot predict all of the risks and uncertainties that could cause its actual results to differ materially from those indicated by the forward-looking statements. When used in this release, the words "believes," "estimates," "plans," "expects," "anticipates" and similar expressions or variations as they relate to Enova or its management are intended to identify forward-looking statements. Enova cautions you not to put undue reliance on these statements. Enova disclaims any intention or obligation to update or revise any forward-looking statements after the date of this release.

### **Non-GAAP Financial Information**

In addition to the financial information prepared in conformity with generally accepted accounting principles in the United States ("GAAP"), Enova provides cash flow from operating activities less net loan and finance receivables originated, acquired and repaid and purchases of property and equipment ("free cash flow") and net income excluding depreciation, amortization, interest, foreign currency transaction gains or losses, taxes, stock-based compensation expense, lease termination, relocation and acquisition-related costs, regulator penalty/settlement, and loss on early extinguishment of debt ("Adjusted EBITDA"), which are not considered measures of financial performance under GAAP. Management uses these non-GAAP financial measures for internal managerial purposes and believes that their presentation is meaningful and useful in understanding the activities and business metrics of Enova's operations. Management believes that these non-GAAP financial measures reflect an additional way of viewing aspects of Enova's business that, when viewed with Enova's GAAP results, provides a more complete understanding of factors and trends affecting Enova's business.

Management provides such non-GAAP financial information for informational purposes and to enhance understanding of Enova's GAAP consolidated financial statements. Readers should consider the information in addition to, but not instead of, Enova's financial statements prepared in accordance with GAAP. This non-GAAP financial information may be determined or calculated differently by other companies, limiting the usefulness of those measures for comparative purposes. A table reconciling such non-GAAP financial measures is available in the appendix.



# **Our Mission**

# **MISSION**

Helping hardworking people get access to fast, trustworthy credit

### From the Federal Reserve Board<sup>1</sup>:

39%

of Americans said they didn't have sufficient savings to cover an emergency of

\$400



# **Our Business**



Focus on Non – Prime
Borrowers – a Large,
Expanding Market
Segment



Offerings Serving
Multiple Customer
Groups and Geographies



Multiple Growth Businesses that Deliver Industry Leading Returns



Proven Tech and
Analytics Drive Superior
Results and Create
Competitive Moat



15+ Year History of Profitably Lending Through Various Credit Cycles



Model, with Capital
Allocation Aligned
with Focused Growth
Strategy

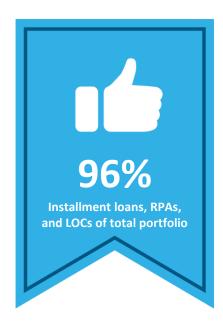


History of Licensed,
Compliant and
Supervised Lending
Operations



# **Strong Execution of Our Strategic Initiatives**

# Q4 2019 Successes



Meeting consumer preferences with diversified product offerings



Exceeded \$1.17B in full-year 2019 Revenue



Priced new NetCredit \$200M term securitization with weighted-average cost of 5.61%



Operational improvements and strengthening demand while maintaining attractive unit economics



<sup>1</sup> From continuing operations using incurred method of accounting in effect through December, 2019.

# **Proven Track Record in FinTech Industry**

# 15+ Years

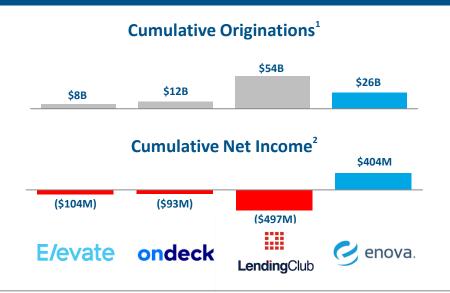
extending credit through economic cycles

# 6+ Million

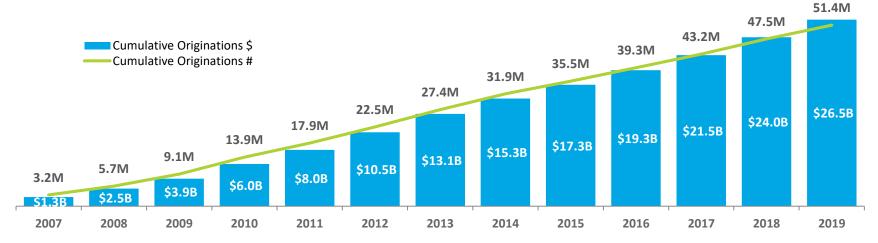
customers served

# **10 Products**

in multiple geographies



## **Cumulative Originations & Key Milestones<sup>3</sup>**



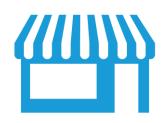
<sup>1</sup> From inception through December 31, 2019 for Enova and Elevate, and from inception through September 30, 2019 for OnDeck and Lending Club. Enova includes originations from discontinued products. 2 From inception through December 31, 2019 for Enova and Elevate, and from inception through September 30, 2019 for OnDeck and Lending Club. Enova includes net income from discontinued products.

3 From inception through December 31, 2019, and includes originations from discontinued operations.



# **Online Advantages Over Store Fronts**





### **Brick and Mortar**



# **Customer Safety and Privacy**



Apply and manage account anytime and anywhere privately from desktop or mobile devices with secure systems to protect sensitive information



Requires travel to physical location, standing in line to apply for funds in public, storage of records in multiple locations and customer re-visits for account management



# **Jnderwriting**



Direct link to Enova technology and analytics with RealView<sup>™</sup> underwriting using advanced algorithms and multiple data sources



Limited Ability to Repay analysis or limited offer based on industry common scoring



# ompliance



Centralized facilities with supervision through electronic tracking and recordings



Costly and difficult supervision and training for multiple locations



# **Enova Covers a Wide Spectrum of Non-Prime Consumers**

# **U.S. Unsecured Consumer "Lendscape"**



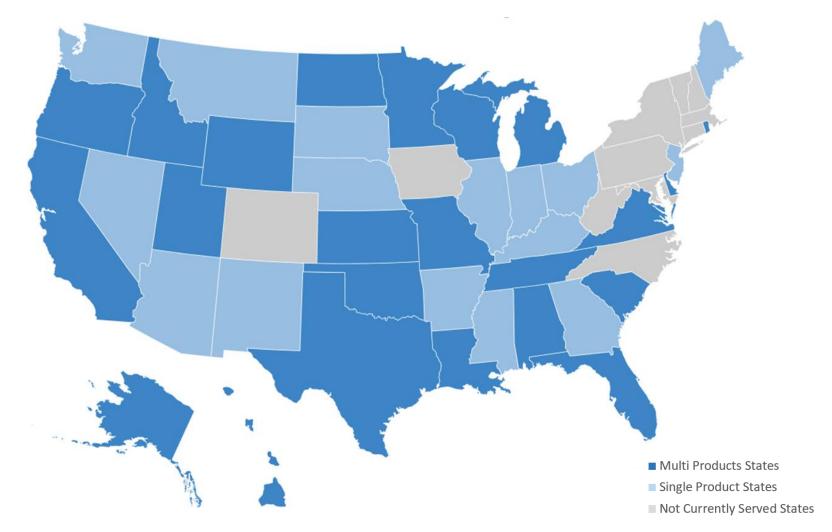
Bank Overdraft
 Enova
 Alternative Lenders
 Check Cashers and Traditional Payday Storefronts

Highlighted region represents Enova's target market



# **Enova's US Consumer Lending Footprint**

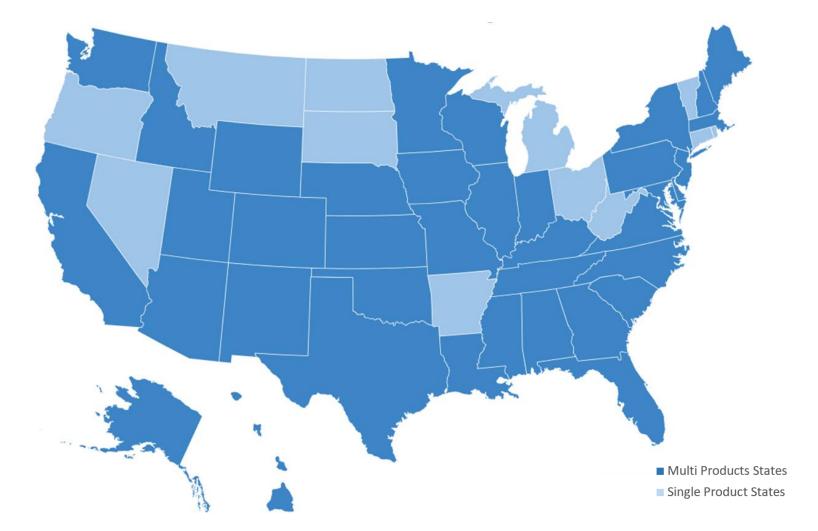
Enova offers various loan products to non-prime consumers in 39 states + D.C. Enova has been successful in delivering growth through multiple state lending law changes.





# **Enova's SMB Lending Footprint**

Enova's SMB Lending operates nationwide, helping small and medium enterprises get access to fast and trustworthy credit





# **High Quality Products to Close the Credit Gap**

### Consumer



### Sub-Prime Single Pay Loans or Advances, Installment Loans, and Lines of Credit

**Size** \$150 - \$4,000

Varies from 2 weeks to 24 months,
installment amortizes and LOC with

principal paydown

Pricing Fee based or interest – 100% to 450% annualized

### **Customer Demographics**

US Non – Prime<sup>1</sup> \$41k Avg. Income 42 Avg. Age 32% Homeowners



### **Near-Prime Installment Loans**

**Size** \$1,000 - \$10,500

**Term** 6 – 60 months, amortizing

Pricing 34% - 155% annualized

### **Customer Demographics**

US Near-Prime<sup>1</sup> \$58k Avg. Income 45 Avg. Age 46% Homeowners

### **Small Business**



### **HEADWAY** CAPITAL

# Lines of Credit and Receivable Purchase Agreements

**Size** \$5,000 - \$200,000

Term LOC Open-ended with principal paydown; RPA 6 – 24 months

Pricing Interest or discounts – 40% - 80% annualized

### **Customer Profiles**

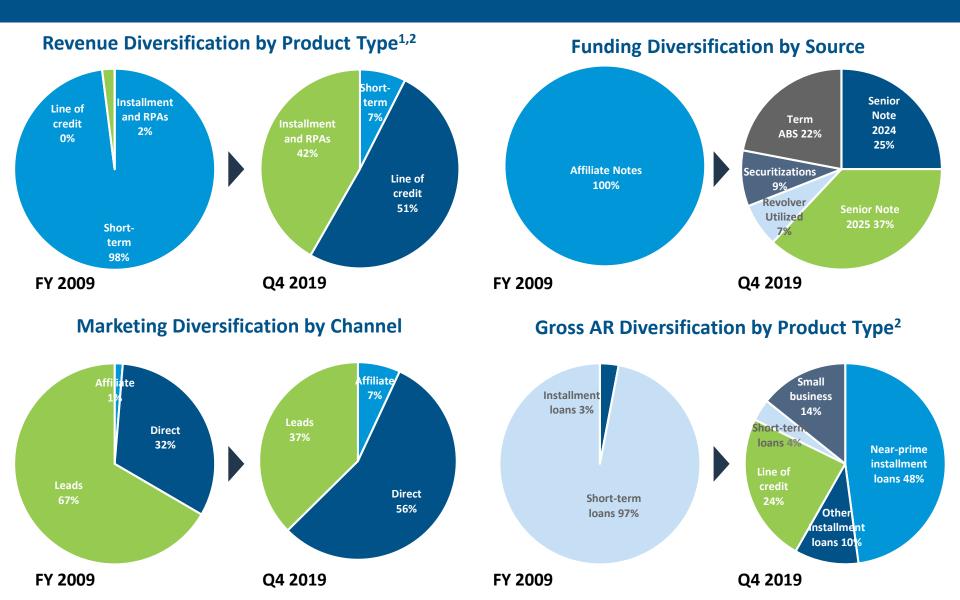
LOCs<sup>1</sup>
Avg. 7 Yrs. old
& \$473k
revenue

RPAs<sup>1</sup>
Avg. 15 Yrs. old
& \$1.9M
revenue





# **Successful Product Diversification Efforts**



<sup>1</sup> Excludes revenue from Enova Decisions.

<sup>2</sup> Numbers representative of continuing operations.

# **Proprietary Real-Time Analytics and Technology**

# The Colossus<sup>TM</sup> Analytics Engine creates powerful competitive advantage

### **External Data Sources**

- Social Data
- **Credit Report Data**
- **Banking Data**
- **Real-Time Feeds**
- **Public Records**
- **Device Data**

### **Internal Data Sources**



16 TB **Enova Customer Records** 



Data from over 300 million unique **Customer Interactions** 



- Predictive models
- Pattern recognition
- Machine learning
- 500K transactions / hour
- 1,000+ variables for underwriting
- 100+ algorithms running
- Models built in SAS®, R, and Python™

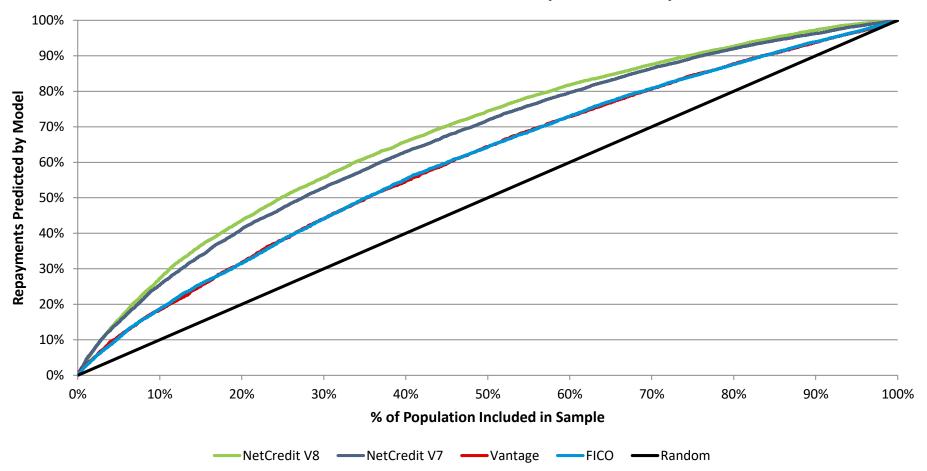
# **Applications**

- RealView™ risk based Ability-to-Repay credit decisions
- Marketing optimization
- **Smart ACH**
- **ID** verification
- Collections optimization



# **Enova's RealView™ Underwriting Outperforms Competitors**

### **Predictive Model Performance (ROC Curves)**<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> ROC Curves - Receiver Operating Characteristic Curves (True Positives versus False Positives at various levels). This graph should not be considered to be an indicator of future performance. Depiction of Enova study using a random sample from its NetCredit applicant pool (the "population"). As one moves up the Y axis and along the X axis, more of the population is included. The population is ordered by perceived creditworthiness so that at the bottom left of the graph, only the most creditworthy customers are included in the population. At the top right, 100% of the population is included, with the least creditworthy parts of this population being the last included.

**Continuing Our Success...** 

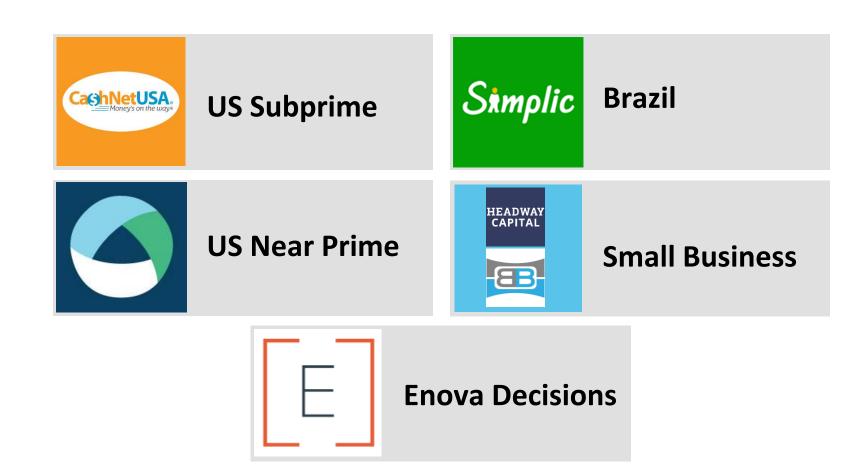
# Helping hardworking people get access to fast, trustworthy credit

[FOCUSED]

GR WTH



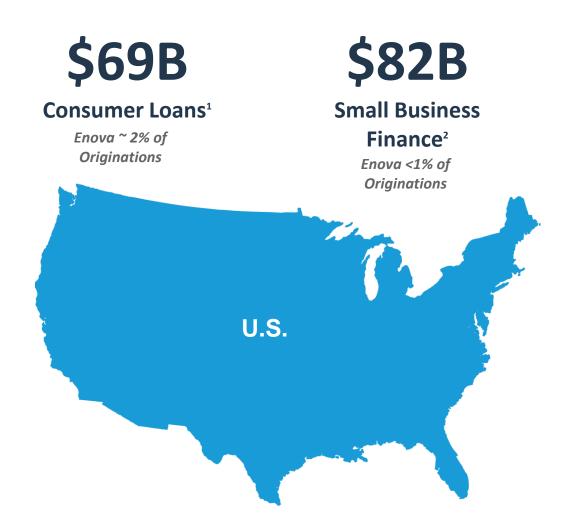
# **Multiple Growth Businesses**



# Large markets with LARGE opportunities



# **Large Markets with Large Non – Prime Lending Opportunities**



\$80B

### Consumer Loans<sup>3</sup>

Enova <1% of Originations



NOTE: Consumer estimates refer to Non-Prime portion of unsecured personal loans and SMB refers to small business standby line of credit below \$100k



<sup>1 &</sup>quot;The State of Short-Term Credit Amid Ambiguity, Evolution and Innovation (2016)," John Hecht, Jefferies LLC, March, 2016 & Enova Management estimates

<sup>2 &</sup>quot;Small Business Lending in the United States (2016)", Office of Advocacy U.S. Small Business Administration

<sup>3 &</sup>quot;2016 Brazil Lending Market Report", Creditas, defined as all payroll, personal, credit card, and overdraft originations.

# **US Consumer Subprime: Delivering Growth in 2019**

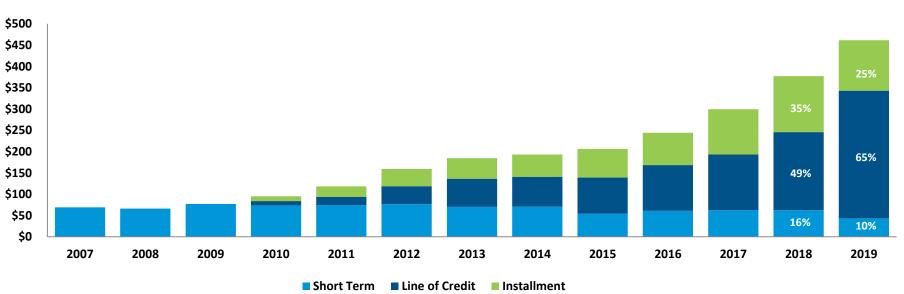
# CashNetUSA.

Consumer Unsecured Short Term, Installment, and Line of Credit Loans

### **Operational Excellence Drives Product Diversification**

- Self-funding business with significant growth opportunities
- Well known brand with multi-channel customer acquisition and relationship marketing
- Advanced analytics and flexible tech infrastructure enables swift adaptation to final CFPB rules
- Product differentiation via speed of funds, ease of use, added services/features, and superior customer service







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(\$ in Millions)

# **US Near Prime: Consumers Demand High Quality Products**

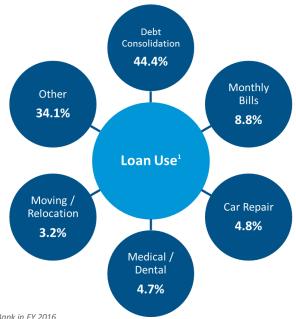


# Average Gross Income \$58k 45 Average Age 46% Homeowners

Near-Prime consumers that are improving their ability and willingness to pay back loans faster than traditional credit scoring systems recognize – creating an opportunity to increase market share

### **Product features tailored to Near-Prime**

- Limited fees
- Flexible amounts and terms
- Rate reduction and credit improvement opportunity 43k+ customers have moved from CNU loan to lower rate NC loan
- Bi-monthly and monthly payment dates
- Reporting to Credit Reporting Agencies
- Financial literacy program pilot



<sup>1</sup> Figures represent customer submitted loan uses at time of application, and includes all new customer loans funded by Enova and Republic Bank in FY 2016.



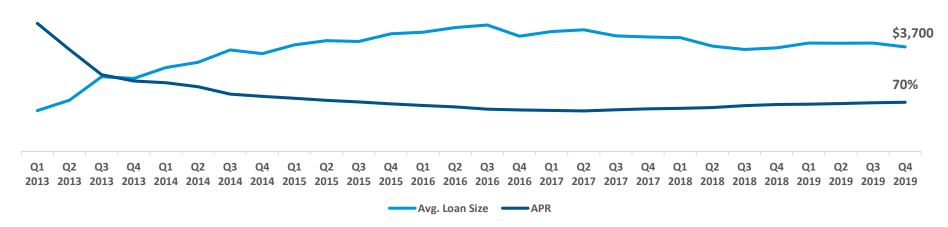
# **US Near Prime: Strong Growth Through Portfolio Diversification**

(\$ in Millions)

# **NetCredit Cumulative Originations**<sup>1</sup>



# Average Loan Size and Average APR<sup>2</sup>



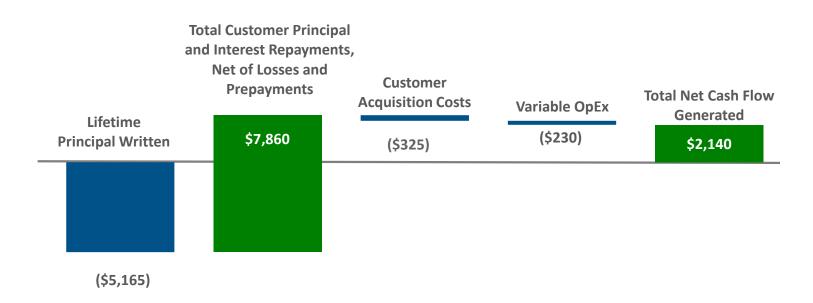
<sup>1</sup> Originations beginning in Q1 2016 through the present include loans originated by both Enova and as part of the Republic Bank program, including those loan not yet repurchased from Republic. 2 Average loan sizes are indicative of all loans originated by month and Average APRs are weighted by loan amount



# **Illustrative NetCredit Unit Economics**



# Targeted Customer<sup>1</sup> Cash Flow Waterfall



<sup>1</sup> Loans depicted above are weighted average for NC portfolio. The average customer takes out more than one loan. Customer behavior, such as default performance, prepayment rates, and retention rates are based on NetCredit loan data accrued over time. Customer acquisition costs reflect marketing costs. Variable OpEx includes servicing, underwriting, and funding/debiting costs per loan. This chart is not indicative of future loan performance and is based on targets set by Enova management.



# **Brazil: Leverage First Mover Advantage**



Consumer Unsecured
Installment Loans

### **Leverage First Mover Advantage to Lead Industry**

- Large addressable market, 74 million Class C and D consumers<sup>1</sup>
- Strengthening direct relationship with Central Bank while expanding market channels and improving portfolio marketing
- Current macroeconomic environment allows for continuous optimization of the credit models and data collection

### **Gross Accounts Receivable<sup>2,3</sup>**



<sup>1</sup> Credit Market – Overview, FEBRABAN – June 2014, The World Bank, CDE, Brazilian Census, and Enova Management Estimates.



<sup>2</sup> Q1 2017 Gross Accounts Receivable includes a one-time, non-recurring accounting adjustment.

<sup>3</sup> Q2 2018 decline in A/R driven by FX rate movement.

# **US Small Business: Meet Middle Market Demand**

### **HEADWAY** CAPITAL.



Unsecured Line of Credit

Unsecured Receivables Purchase Agreement, Installment, and access to other specialty lenders and banks through Funding Advisors

### **Unmet SMB Demand for Flexible Credit**

- Strengthening demand and attractive unit economics
- Online product features ease of use and real-time approval decisions
- Over 70% of SMBs are looking for loans under \$250k and more than 60% want loans under \$100k<sup>1</sup>

### **Gross Accounts Receivable**



1 Based on the 2017 Small Business Credit Survey conducted by the Federal Reserve Bank of New York.



# **Enova Decisions: Real-Time Analytics for Data Driven Decisions**



# **Colossus**<sup>™</sup> Real-Time **Analytics Platform**

with

**Customizable Scores and Decisions** 

### **Industries**

- Financial services
- Telecommunications
- For-profit education
- Insurance
- Real estate

### **Solutions**

- Enova Decisions Smart Credit™
- Smart ACH™
- Enova Decisions Smart Offers™
- Smart Retention™
- Smart Collections™
- Enova Decisions Smart Alerts™
- Smart Verification™

# Best in Class Technology

- Packages the power of the Colossus<sup>™</sup> platform and Enova's decision management system
- Flexible models deployable in SAS®,
   R, Python™, and other analytics
   platforms and environments
- Handles thousands of transactions per hour with sub-second decisioning times



# **Proactive Global Compliance Capabilities**

### **Compliance Infrastructure**

- Licensed where required; reduces regulatory risk and is a barrier to entry
- Central team led by professional bank compliance officer reporting to Board of Directors
- Regulatory framework built into technology platform and the business model
- Rapidly update products and business rules for changes in regulatory requirements and laws

### **Regulatory Environment**



### **National and 50 States**

Primary Federal regulator, CFPB, published final rules 6/7/19 postponing mandatory underwriting provisions until 11/19/20. Payment provisions effective 8/19/20

State regulations generally stable, subject to political process of state legislatures



### **National**

Brazil – National regulator

Regulatory matters are coordinated with our Brazilian-based banking partner

Potential opportunity to obtain direct lending (fintech) license to operate without banking partner



# **U.S. CFPB Small Dollar Lending Rules**

# CFPB published a Final Rule on June 7, 2019, postponing the effective date of the mandatory underwriting provisions of the 2017 Final Rule until November 19, 2020

- The proposed rule leaves the payments and record-keeping provisions unchanged it is a UDAAP (unfair, deceptive or abusive acts or practices) to debit a consumer's account after a second consecutive failed debit attempt without obtaining a new authorization.
- The effective date for the payments and record-keeping provisions was August 19, 2019. However, implementation of the Rule was stayed by a Federal District Court in Texas. The next status hearing in that case will be in April 2020.

### CFPB may conduct additional rulemakings relating to the Small Dollar Rule regarding:

- whether to impose ability to repay requirements if in the future it has an appropriate factual and legal justification to do so
- whether to exempt debit card payments from the rule's payment provisions
- whether to delay the effective date for the payments provisions



# **History of Revenue and Profit Growth**

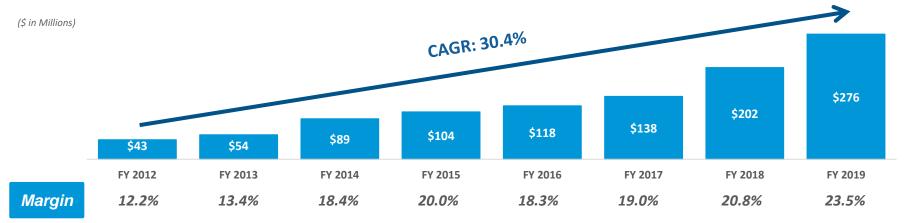


# Brand Level EBITDA<sup>3</sup> Established<sup>1</sup> and Newer<sup>2</sup> Brands





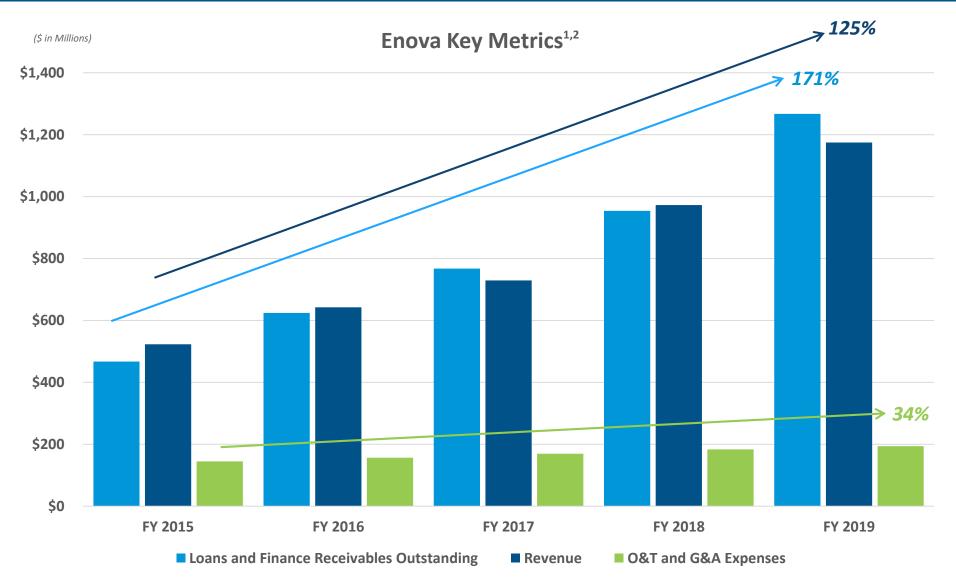
### Adjusted EBITDA and Margin<sup>4,5</sup>



- 1. Established Brands include: CashNetUSA and NetCredit (starting FY 2019), and discontinued products: QuickQuid, Pounds to Pocket, Dollars Direct Canada, Dollars Direct Australia, Debit Plus and Primary Innovations.
- 2. Newer Brands include: NetCredit (prior to FY 2019), Headway Capital, The Business Backer, OnStride, Enova Decisions, Simplic, Billfloat, and discontinued China operations.
- Excludes corporate overhead.
- 4. Adjusted EBITDA defined as earnings excluding depreciation, amortization, interest, foreign currency transaction gains or losses, taxes, stock-based compensation, and lease termination, relocation and acquisition related costs, and loss on early extinguishment of debt.
- From continuing operations using incurred method of accounting in effect through December, 2019.



# **Online Business Model Provides Operating Leverage**



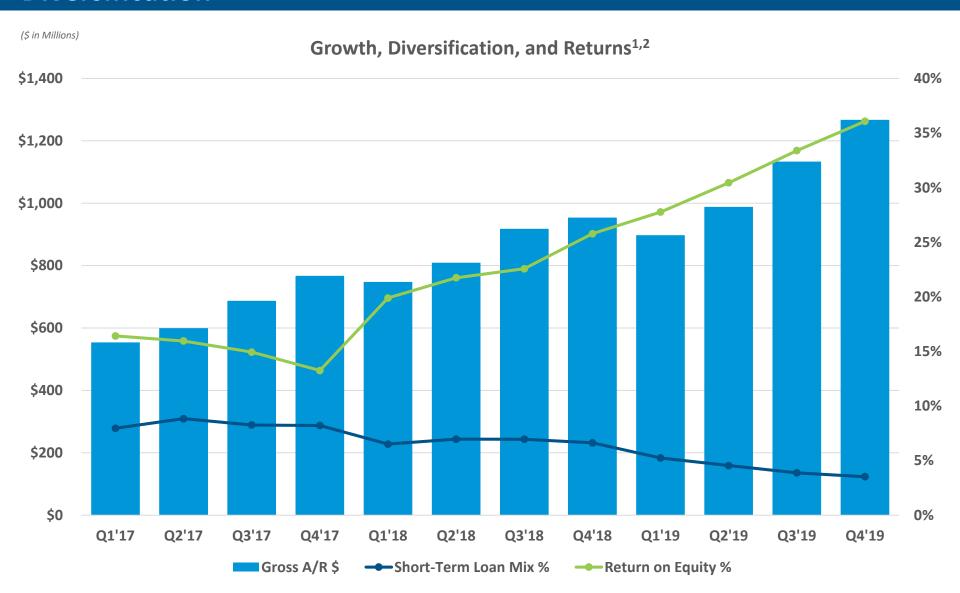
<sup>1</sup> Gross loan and finance receivables balances outstanding include loan arrangements extended by unrelated third parties.

<sup>2</sup> From continuing operations using incurred method of accounting in effect through December, 2019.





# Achieving Increasing Returns While Growing the Business Through Diversification



<sup>1</sup> ROE is based on trailing twelve months Adjusted Net Income.

29 — February 12, 2020 © Enova International, Inc.



<sup>2</sup> From continuing operations using incurred method of accounting in effect through December, 2019.

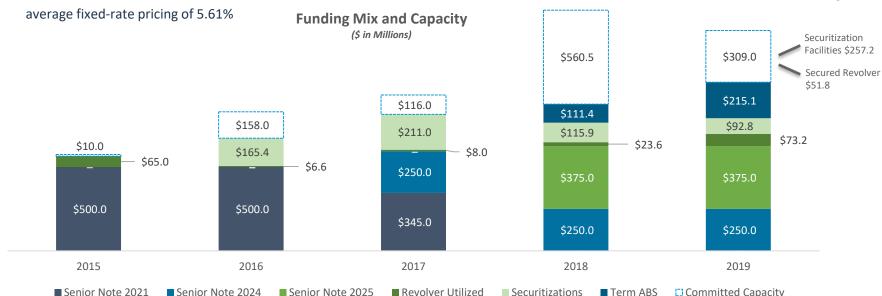
# **Access to External Capital**

### As of December 31, 2019, Enova had total outstanding debt of \$1,006M<sup>1</sup>

- Total outstanding term debt of \$840M includes \$625M of unsecured notes and \$215M of securitization notes
- Total outstanding revolving debt of \$166M includes \$164.8M drawn on Enova's revolving credit facility and warehouse securitization facilities, and \$1.2M in letters of credit on Enova's secured revolving credit facility. Commitments for Enova's revolving facilities total \$475M
- In June 2019, Moody's Investors Service upgraded Enova International, Inc.'s corporate family and senior unsecured debt ratings to B2 from B3

### In October 2019, Enova issued a \$200 million term asset-backed securitization

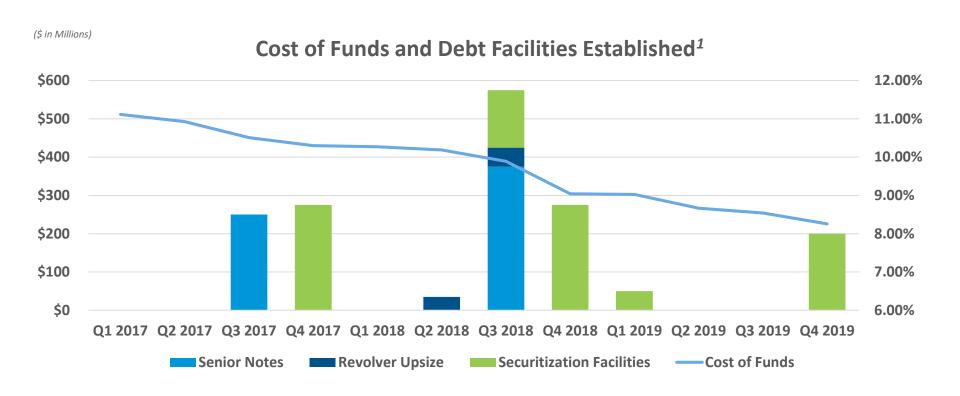
- Enova's second term asset-backed securitization provided additional funding to meet strong demand for NetCredit installment loans
- The transaction consisted of \$138.8 million of Class A Notes, \$44.5 million of Class B Notes and a \$16.7 million of Class C Notes, with weighted



Total Debt outstanding at December 31, 2019 of \$1,006M (face value; excludes debt discount and debt issuance costs), including \$1.2M Letters of Credit in the Revolver. Funding sources do not include LTM operating cash flow of \$858.2M (of which, \$800.1M is from continuing operations) and cash/cash equivalents of \$47.3M as of December 31, 2019



# **Proven Ability to Lower Cost of Capital**



# Enova continues to access new markets in larger capacity and expand investor base while further driving cost of debt facilities down

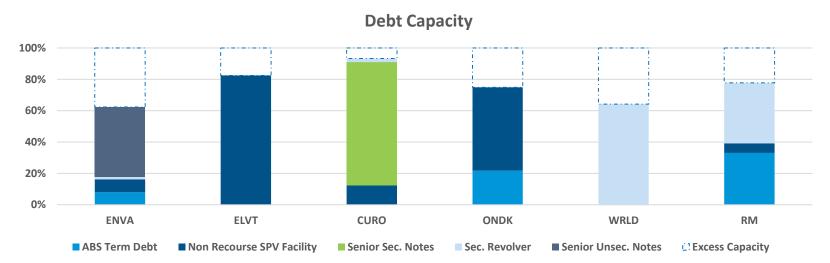
Lower cost of funds contributed to ~\$1.9 million in additional pretax income in Q4 2019 compared to Q4 2018



<sup>1</sup> Debt facilities includes Senior Notes issuance, revolver upsizes, and the establishment of new or expanded securitization facilities.

# Debt and Capital Structure<sup>1</sup>

Enova has significant financing capacity and is well positioned to grow over the next few years with no significant debt instrument maturities until 2024





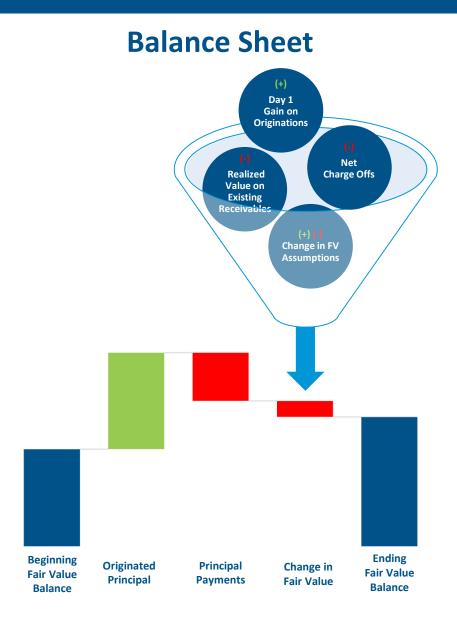


# Accounting for Receivables Using Fair Value Began January 1, 2020

COMPLIANCE	DECISION	KEY CHANGES		
<ul> <li>FASB required adoption of life of loan loss accounting on January 1, 2020 for public companies with a public float of greater than \$250M</li> <li>In May 2019, FASB included fair value accounting as an option for compliance</li> </ul>	<ul> <li>Enova adopted fair value accounting for the entire receivables portfolio beginning January 1</li> <li>This accounting policy best reflects the value of our receivables portfolio and its future economic performance and more closely aligns with our marginal decision-making processes that rely on risk-based pricing and discounted cash flow methodologies</li> </ul>	<ul> <li>A one-time, non-cash gain to retained earnings of approximately \$100M after-tax will be recognized to covert the exiting portfolio to fair value on January 1</li> <li>Gross profit and gross profit margin will be replaced with net revenue and net revenue margin as the provision for loan losses is replaced by the change in fair value of the portfolio</li> <li>Certain marketing expenses will no longer be deferred and recognized over the life of receivables</li> </ul>		



# **Key Changes to Financial Reporting Under Fair Value**



### **Income Statement**

Revenue

- Change in Fair Value

**Net Revenue** 

Net Revenue Margin %

Net Revenue margin %

- (+) Higher originated principal (at consistent mix)
- (+) Lower credit losses and loss expectations
- (+) Lower customer prepayments versus expectations

- (-) Higher new customer mix
- (-) Higher credit losses and loss expectations
- (-) Higher customer prepayments versus expectations

Net Revenue margin %

# **Appendix**



# **Consolidated Income Statements**

Consolidated Statements of Income (in millions) (unaudited)	12 Mo. Ended December 31, 2015 <sup>1</sup>	12 Mo. Ended December 31, 2016 <sup>1</sup>	12 Mo. Ended December 31, 2017 <sup>1</sup>	12 Mo. Ended December 31, 2018 <sup>1</sup>	12 Mo. Ended December 31, 2019 <sup>1</sup>
Revenue	\$523	\$642	\$729	\$973	\$1,175
Cost of Revenue	205	301	353	503	603
Gross Profit	318	341	375	469	572
Expenses					
Marketing	82	72	77	96	115
Operations and technology	48	61	70	78	84
General and Administrative	96	95	100	105	109
Depreciation and amortization	17	14	13	14	15
Total Expenses	244	243	259	294	324
Income from Operations	75	98	116	176	248
Interest expense, net	(53)	(66)	(74)	(79)	(76)
Foreign currency transaction (loss) gain	(1)	2	0	(2)	(0)
Loss on early extinguishment of debt	-	-	(23)	(25)	(2)
Income before Income Taxes	21	33	20	69	170
Provision for income taxes	8	13	2	5	42
Net Income	\$13	\$20	\$18	\$64	\$128

<sup>1</sup> Financials are reflective of continuing operations using the incurred method of accounting.



# **Consolidated Balance Sheets**

Consolidated Balance Sheets (in millions) (2018-2019 - unaudited)	December 31, 2015	December 31, 2016	December 31, 2017	December 31, 2018 <sup>2</sup>	December 31, 2019 <sup>2</sup>
Assets					
Cash	\$42	\$40	\$69	\$28	\$47
Loans and finance receivables, net	435	562	705	780	1,063
PP&E, net	48	47	49	46	55
Goodwill and Intangible assets, net	274	272	271	270	269
Other assets	42	57	67	93	141
Assets from discontinued operations		-	-	111	-
Total Assets	\$841	\$978	\$1,159	\$1,328	\$1,574
Liabilities and Stockholder's Equity					
Debt <sup>1</sup>	\$542	\$650	\$789	\$858	\$991
Other liabilities	93	86	89	115	207
Liabilities from discontinued operations		-	-	8	-
Total Liabilities	635	736	878	980	1,198
Total Stockholder's Equity	206	242	282	348	377
Total Liabilities and Stockholder's Equity	\$841	\$978	\$1,159	\$1,328	\$1,574

<sup>1</sup> Debt shown is net of deferred loan issuance costs.



<sup>2</sup> Financials for 2018 and 2019 are reflective of continuing operations using the incurred method of accounting. Years prior to 2018 include discontinued operations.

# **Reconciliation of Non-GAAP Financial Measures**

Net Income to Adjusted EBITDA (in millions) (unaudited)	12 Mo. Ended December 31, 2015 <sup>5</sup>	12 Mo. Ended December 31, 2016 <sup>5</sup>	12 Mo. Ended December 31, 2017 <sup>5</sup>	12 Mo. Ended December 31, 2018 <sup>5</sup>	12 Mo. Ended December 31, 2019 <sup>5</sup>
Net income	\$12.9	\$20.0	\$17.6	\$63.6	\$128.0
Lease termination and relocation costs <sup>1</sup>	3.3	-	-	-	0.4
Regulatory penalties and settlements <sup>2</sup>	-	-	-	0.6	-
Acquisition related costs <sup>3</sup>	-	(3.3)	(2.4)	-	-
Interest expense, net	53.0	66.5	74.0	79.4	75.6
Provision for income taxes	7.8	13.2	2.1	5.3	42.1
Depreciation and amortization	16.9	14.4	13.3	14.2	15.1
Foreign currency transaction loss (gain)	0.9	(1.6)	(0.4)	2.3	0.2
Stock-based compensation expense	9.6	8.5	11.3	11.7	12.0
Loss on early extinguishment of debt 4		-	22.9	25.0	2.3
Adjusted EBITDA	\$104.4	\$117.7	\$138.4	\$202.0	\$275.6

<sup>1</sup> In the first quarter of 2019, the Company recorded a \$0.4 million (\$0.3 million net of tax) impairment charge to operating right-of-use lease assets related to its decision to cease use and sublease a portion of a leased office



<sup>2</sup> Represents the amount paid in connection with civil money penalties assessed by the Consumer Financial Protection Bureau, which is nondeductible for tax purposes.

<sup>3</sup> Represents fair value adjustments booked in Q4 2016 and Q4 2017 to contigent consideration related to a prior year acquisition.

<sup>4</sup> In the third and fourth quarters of 2017 and the first, third and fourth quarters of 2018, the Company recorded \$14.9 million (\$9.2 million net of tax), \$8.0 million (\$8.5 million net of tax) and \$7.8 million (\$6.0 million net of tax) losses on early extinguishment of debt related to the repurchase of \$155.0 million principal amount of senior notes, the redemption of \$160.9 million in securitization notes, the repurchase of \$50.0 million principal amount of senior notes, the repurchase of \$178.5 million principal amount of senior notes, respectively.

<sup>5</sup> Financials are reflective of continuing operations using the incurred method of accounting.



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