# LendingClub

Third Quarter 2025 Results
October 22, 2025

### Disclaimer

Some of the statements in this presentation, including statements regarding our competitive advantages, loan and financial performance, business outlook, and demand for our loan programs, are "forward-looking statements." The words "anticipate," "believe," "estimate," "expect," "intend," "may," "outlook," "plan," "predict," "project," "will," "would" and similar expressions may identify forward-looking statements, although not all forward-looking statements contain these identifying words. Factors that could cause actual results to differ materially from those contemplated by these forward-looking statements include: our ability to continue to attract new and retain existing borrowers and platform investors; competition; overall economic conditions; the interest rate environment; the regulatory environment; default rates and those factors set forth in the section titled "Risk Factors" in our most recent Annual Report on Form 10-K as filed with the Securities and Exchange Commission, as well as in our subsequent filings with the Securities and Exchange Commission. We may not actually achieve the plans, intentions or expectations disclosed in forward-looking statements, and you should not place undue reliance on forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in forward-looking statements. We do not assume any obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

This presentation contains non-GAAP financial measures relating to our performance — Risk-Adjusted Revenue, Pre-Provision Net Revenue and Tangible Book Value Per Common Share and Return on Tangible Common Equity. Our non-GAAP financial measures have limitations as analytical tools, are not prepared under any comprehensive set of accounting rules or principles and should not be considered in isolation or as a substitute for our results under accounting principles generally accepted in the United States (GAAP). We believe these non-GAAP financial measures provide management and investors with useful supplemental information about the financial performance of our business, enable comparison of financial results between periods where certain items may vary independent of business performance, and enable comparison of our financial results with other public companies. You can find the reconciliation of these non-GAAP financial measure to the most directly comparable GAAP measures on pages 13, 19, 20, and 21, as applicable, of this presentation.

We do not provide a reconciliation of the forward-looking Pre-Provision Net Revenue and Return on Tangible Common Equity, as disclosed on page 18 of this presentation, to the most directly comparable GAAP reported financial measure on a forward-looking basis because we are unable to predict future provision expense and goodwill, respectively, with reasonable certainty without unreasonable effort.

LendingClub Corporation (NYSE: LC) is the parent company of LendingClub Bank, National Association, Member FDIC.



## Award-Winning, Member-Focused Digital Marketplace Bank

Members<sup>1</sup>

5+
Million

\$100+Billion

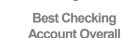






**Best High Yield** 

**Savings Account** 





Best Personal Loan for Debt Consolidation

Average Customer Review<sup>2</sup>

4.83

Out of 5 stars

Net Promoter Score (NPS)<sup>3</sup>

81











- 1) Total members and originations based on lifetime volume across all consumer products as of March 31, 2025. "Members" defined as consumers who have taken a LendingClub product or service.
- 2) Based on over 68,000 reviews collected and authenticated by BazaarVoice.
- 3) LendingClub internal data as of September 30, 2025. NPS measures customers' willingness to not only return for another purchase or service but also make a recommendation to their family, friends or colleagues.

## Historically Large Total Addressable Market

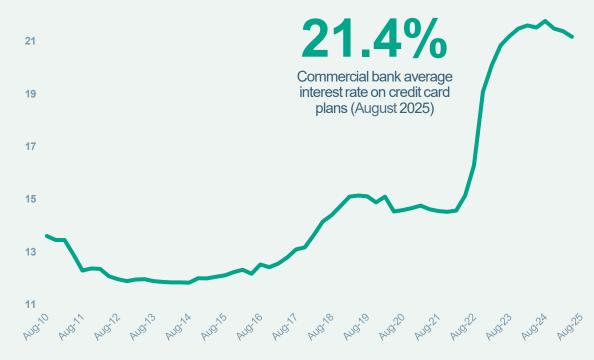
## Historically High Outstanding Revolving Consumer Credit<sup>1</sup>

(in thousands; August 2010 to August 2025, seasonally adjusted)



## Historically High Credit Card Interest Rates<sup>2</sup>

(August 2010 to August 2025)





<sup>1)</sup> Revolving Consumer Credit Owned and Securitized, seasonally adjusted, G.19 Release, Federal Reserve Bank of St. Louis, October 2025.

<sup>2)</sup> Commercial Bank Interest Rate on Credit Card Plans, G.19 Release, Federal Reserve Bank of St. Louis, October 2025.

## Compelling Value Proposition for Consumers



## Historically Large TAM Totaling \$1.3T<sup>1</sup>

48% of American households carry revolving debt<sup>2</sup>

Since November 2021, average credit card rates have increased by over 650bps to more than 21%<sup>3</sup>

A quarter of Americans direct **20-40% of their paycheck** toward paying off credit card debt<sup>4</sup>

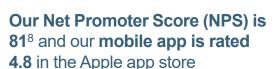
## LendingClub Delivers Compelling Value

Members save on average over 30% when they consolidate credit card debt through LendingClub<sup>5</sup>

Members who consolidate debt see an average **35-point improvement in their credit score**<sup>6</sup>

~90% of loans require no human intervention and applications can be funded in under 24 hours<sup>7</sup>

#### And Our Members Love Us for It



**87% of our members feel more confident** managing their debt after joining us<sup>4</sup>

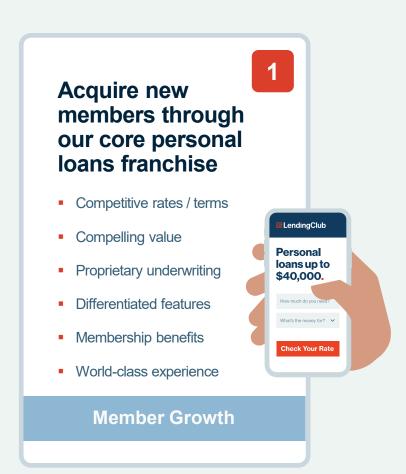
83% of our members want to do more with us

1. Revolving Consumer Credit Owned and Securitized, seasonally adjusted, G.19 Release, Federal Reserve Bank of St. Louis, October 2025. 2. Bankrate's 2025 Credit Card Debt Survey 3. Commercial Bank Interest Rate on Credit Card Plans, G.19 Release, Federal Reserve Bank of St. Louis, October 2025. 4. LendingClub Consumer Debt Survey conducted with Propeller Insights of 1,013 consumers May 13-21, 2024.5. On average, prime Personal Loans from LendingClub Bank are offered at an APR of 14.3%, based an analysis of historical borrower data between April 2024 and June 2024. This is compared to an average credit card APR of 21.8% for August 2024, according to Commercial Bank Interest Rate on Credit Card Plans, G.19 Release, Federal Reserve Bank of St. Louis. 6. Between Jan 2025 to March 2025, borrowers who took out a LendingClub loan to refinance at least 51% of their qualifying debt where LendingClub paid their creditors directly saw an average FICO score increase of 35 points within three months of taking out the personal loan. Individual results are not guaranteed and vary based on multiple factors, including but not limited to payment history and credit utilization. 7. LendingClub internal data as of September 30, 2025, and based on review of loans funded within 24 business hours from the time loan funding is approved. 8. LendingClub internal data as of September 30, 2025. NPS measures customers' willingness to not only return for another purchase or service but also make a recommendation to their family, friends, or colleagues.





## Consumer Strategy: Building Lifetime Lending Relationships



**Drive** member engagement with compelling products, tools, and features Mobile app combining lending and deposits LendingClub Tools like DebtlQ™ **DebtIQ** to increase transparency and highlight value High-engagement products like LevelUp Savings and LevelUp Checking **Member Performance** 

3 Offer additional products and features to meet their evolving needs Highlight existing products LendinaClub Launch new products that uniquely meet Offers member needs Offer an integrated system of products that work together to unlock Continue additional member value

**Deeper Relationship** 

## **Products Designed to Deeply Engage Members & Improve Financial Outcomes**

## **LevelUp Savings**



Award-winning high yield savings account that rewards members for positive savings behavior

Competitive base APY with a higher rate for members who contribute at least \$250 per month

Over 65K accounts totaling \$2.8 billion in deposits since August 2024 launch<sup>1</sup>

75% of LevelUp Savings account holders, representing ~95% of total balances, are meeting the \$250 monthly savings threshold<sup>1</sup>

LevelUp Savings customers visit us on average nine times per month, a 30% increase over our prior savings product<sup>1</sup>



## **LevelUp Checking**

The first checking product in market to offer cash back for on-time loan payments

Offers 2% cash back for on-time LendingClub loan payments made from the LevelUp Checking account and 1% cash back when using the LevelUp debit card for qualifying gas, grocery, and pharmacy purchases<sup>2</sup>

Since launch in June 2025, LevelUp Checking has driven a 7X increase in account openings over our prior product<sup>3</sup> with nearly 60% of those accounts coming from borrowers<sup>4</sup>

- 2. Visit lendingclub.com for terms and conditions
- 3. Daily account openings May 2025 vs. Sep. 2025
- 4. As of Oct. 15, 2025





## **Strategically Positioned for Long-term Success**

			<b>Example 1</b> LendingClub <sup>1</sup>	Fintechs	Traditional Banks
	Ability to efficiently serve a broad range of customers	Industry-leading marketing efficiency; 5M members	$\checkmark$	<b>√</b>	X
Economico	Capital-light, high-ROE marketplace earnings stream	\$107.8M Non-Interest Income	✓	<b>√</b>	X
Economics	Profitable earnings via high NIM loan portfolio	\$158.4M Net Interest Income / 6.18% NIM	✓	X	<b>√</b>
	Lower-cost deposit funding	3.79% avg. cost of interest-bearing deposits	✓	X	✓
Soolo	National digital-first consumer footprint	Multi-award-winning digital experience	✓	<b>√</b>	X
Scale	Vast data advantage from serving millions of PL customers	150B+ cells of data; 2K+ attributes; 15+ years	✓	X	X
& Scalability	Unencumbered by high-cost branches or legacy systems	Tech-first highly automated marketplace platform	✓	<b>√</b>	X
	Bank balance sheet growth	37% CAGR since bank acquisition in Q1'21	✓	X	✓
	Recurring revenue stream	66% recurring revenue (NII + Loan Servicing Fees)	✓	X	<b>√</b>
Resiliency	Stability of funding	Lower-cost deposits (88% insured) and diverse investigation funding; with \$3.9B in additional borrowing capacity a		X	✓
	Clear and consistent regulatory framework	Strong, scalable governance and compliance infrastr	ucture 🗸	X	<b>√</b>



LendingClub 1) Data as of September 30, 2025; all financials quarterly unless otherwise noted.

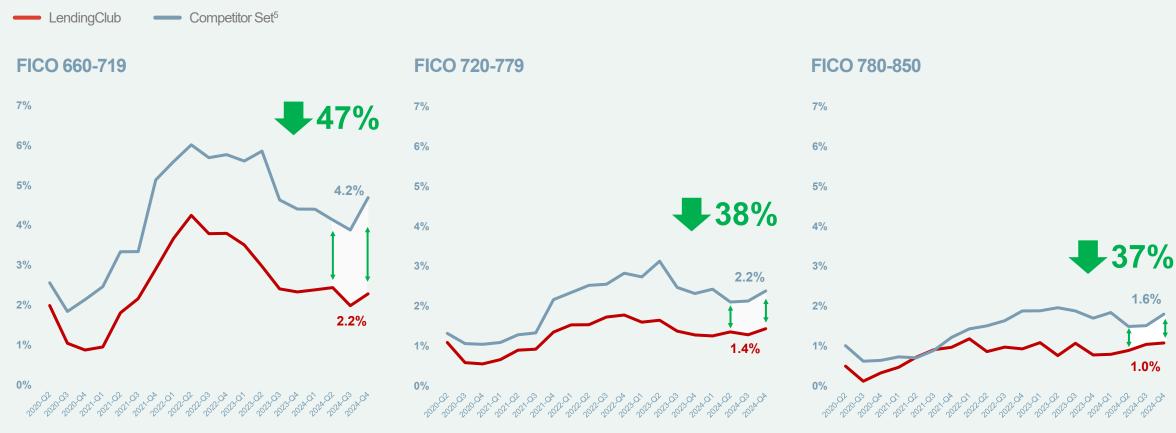
## **3Q25 Highlights: Exceeded Financial Targets**

	3Q25 Guidance Targets	Actuals	Commentary
Total Originations	\$2.5B to \$2.6B	\$2.6B +37% YoY	<ul> <li>Total originations of \$2.6B consisting of approximately:</li> <li>\$594M of held-for-investment loans</li> <li>\$600M of held-for-sale extended seasoning loans</li> <li>\$874M loans sold through structured certificates program</li> <li>\$554M of marketplace whole-loan sales</li> </ul>
Pre-Provision Net Revenue (PPNR) <sup>1</sup>	\$90M to \$100M	\$103.5M +58% YoY	<ul> <li>Pre-Provision Net Revenue Growth driven by:</li> <li>Higher Net Interest Income from lower deposit funding costs and expanding net interest margin</li> <li>Higher Non-Interest Income driven by higher marketplace originations, loan sale pricing improvement and improved fair value of the Held-for-sale loan portfolio</li> <li>Strong operating leverage with year-over-year revenue growth of 32% compared to expense growth of 19%</li> </ul>



## Ongoing Credit Outperformance vs. Competitor Set

LendingClub vs. Competitor Set: 30-day+ Delinquencies & Hardships at Month on Book 9 by Quarterly Vintage 1,2,3,4

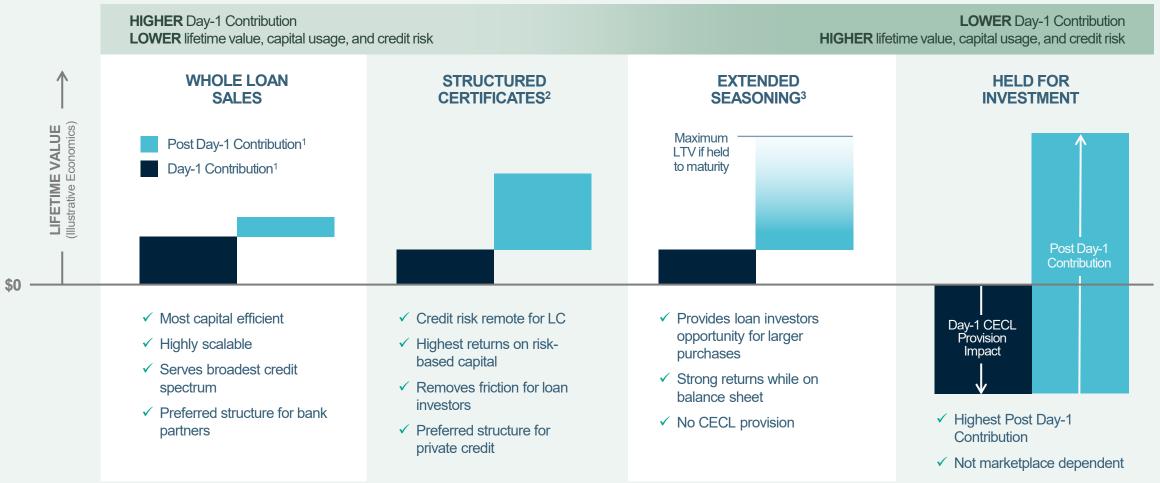


- 1) This data is provided by dv01 to be used for informational purposes only. dv01 is not liable for use of this data. The data is the property and confidential information of dv01. Distribution outside of this presentation is prohibited.
- 2) Delinquencies include 30+ day delinquencies for each respective quarterly vintage at month on book 9, including loans that are actively in hardship plans.
- 3) Numbers quoted are an average of the most recent 3 quarterly vintages.

**LendingClub** 

- 4) There may be differences in the outperformance calculations due to rounding.
- 5) Competitor set includes information with respect to marketplace lenders and direct competitors as reported by dv01's Marketplace Personal Loan benchmarking data as of end-of-month August 2025.

## Multiple Loan Disposition Channels Available to Optimize In-Period Earnings and Return on Capital



Graphic is for illustrative purposes only

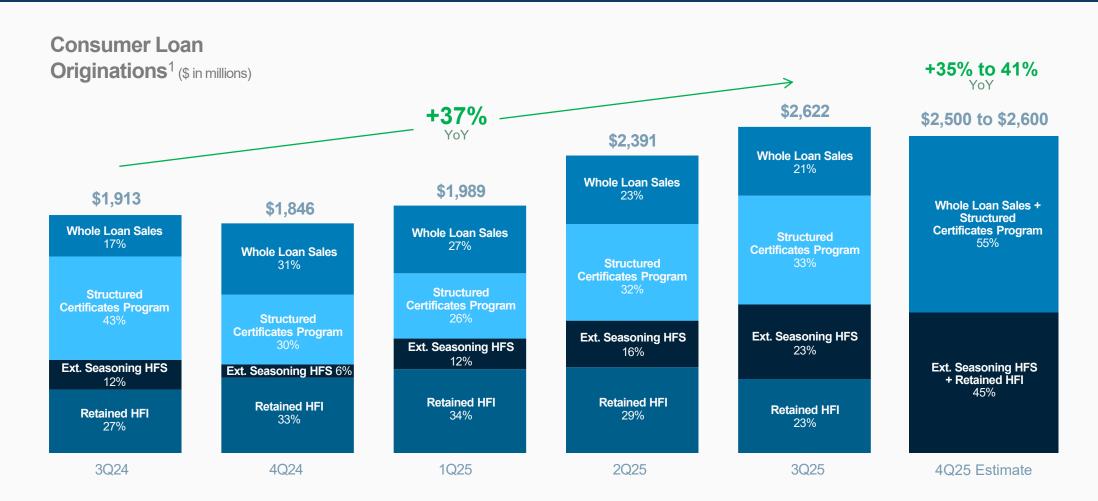
**LendingClub** 

- 1) Day-1 Contribution = Day-1 Revenue variable expenses provision for loan losses; Post Day-1 Contribution = Total net revenue variable expenses provision for loan losses Day-1 Contribution.
- 2) Structured Certificates lifetime value is representative of agreements where LendingClub retains the senior security.
- 3) Loans in Extended Seasoning are categorized as Held for Sale; It is the Company's intention to sell these loans before maturity, but for comparative purposes the above chart depicts lifetime economics.

11

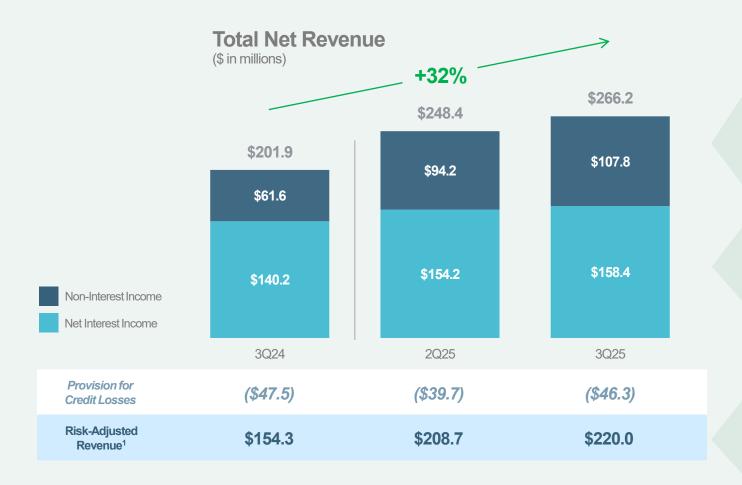
## **Driving Strong Originations Growth**

Structured Certificates and Extended Seasoning HFS Increase Driven by Growing Investor Demand





### 32% Revenue Growth Year-Over-Year



#### **NON-INTEREST INCOME**

75% year-over-year increase driven by higher marketplace originations, loan sale pricing improvement and improved fair value of the Held-for-sale loan portfolio

#### **NET INTEREST INCOME**

13% year-over-year increase in Net Interest Income driven by lower deposit funding costs and expanding net interest margin

#### **RISK-ADJUSTED REVENUE<sup>1</sup>**

43% year-over-year increase driven by revenue growth described above



<sup>1)</sup> Risk-Adjusted Revenue is a non-GAAP financial measure and is equal to Total Net Revenue less Provision for Credit Losses, as reflected and reconciled above to Total Net Revenue (the most directly comparable GAAP measure). We believe Risk-Adjusted Revenue is an important measure reflecting the credit risk-adjusted financial performance of our business operations.

## Growing Balance Sheet with Net Interest Margin Expanding to 6.2%

	Average Balances <sup>3</sup>			Average Yield <sup>3</sup>			J <sub>3</sub>			
	3Q24	4Q24	1Q25	2Q25	3Q25	3Q24	4Q24	1Q25	2Q25	3Q25
Cash and Other Interest-Earning Assets <sup>1</sup>	\$940	\$1,194	\$893	\$680	\$604	5.30%	4.76%	4.30%	4.19%	4.23%
Securities Available for Sale at Fair Value	\$3,047	\$3,390	\$3,398	\$3,411	\$3,565	6.89%	6.76%	6.63%	6.49%	6.31%
Loans Held for Sale at Fair Value	\$899	\$673	\$724	\$1,062	\$1,199	13.49%	12.30%	12.05%	12.24%	12.56%
Unsecured Consumer Loans	\$3,045	\$3,081	\$3,097	\$3,177	\$3,268	13.57%	13.50%	13.53%	13.57%	13.48%
Secured Consumer and Commercial Loans	\$1,058	\$1,023	\$1,012	\$999	\$1,070	5.86%	5.55%	5.62%	5.83%	6.01%
Loans Held for Investment at Fair Value	\$973	\$1,153	\$921	\$723	\$553	10.83%	10.49%	11.04%	10.94%	11.08%
Total Interest-Earning Assets	\$9,962	\$10,514	\$10,045	\$10,052	\$10,258	9.65%	9.15%	9.24%	9.44%	9.43%
Interest-Bearing Deposits	\$8,037	\$9,020	\$8,521	\$8,577	\$8,700	4.79%	4.33%	3.91%	3.87%	3.79%
All Other Interest-Bearing Liabilities <sup>2</sup>	\$487	\$1	\$0	\$0	\$12	2.69%	nm	nm	nm	4.61%
Total Interest-Bearing Liabilities	\$8,524	\$9,021	\$8,521	\$8,577	\$8,713	4.67%	4.33%	3.91%	3.87%	3.80%
Net Interest Margin						5.63%	5.42%	5.97%	6.14%	6.18%

\$600M of retained loans partially offset by \$250M sale from extended seasoning portfolio

Lower deposit costs supporting Net Interest Margin expansion

<sup>3)</sup> There may be differences between the sum of the quarterly results due to rounding.



<sup>1)</sup> Includes cash, cash equivalents, restricted cash and all other interest-earning assets.

<sup>2)</sup> In 3Q24, the seller provided low-cost short-term financing to support the \$1.3B loan portfolio purchase of previously issued LendingClub loans.

## **Improving Efficiency Ratio**

Disciplined expense management delivering expanding operating leverage while investing in customer acquisition

#### **Efficiency Ratio** (Non-Interest Expense as a % of Net Revenue) ----Efficiency Ratio Non-Interest Expense Less Marketing Marketing as % of Net Revenue 67.5% 65.8% 66.1% 62.3% 61.1% 55.0% 54.6% 52.7% 48.8% 45.8% 15.3% 13.4% 13.5% 13.0% 10.8% 3Q24 4Q24 1Q25 2Q25 3Q25

#### Total Non-Interest Expense<sup>1</sup>

(\$ in millions)

	3Q24	4Q24	1Q25	2Q25	3Q25
Compensation & Benefits	57.4	58.7	58.4	62.0	60.8
Marketing	26.2	23.4	29.2	33.6	40.7
Equipment & Software	12.8	13.4	14.6	14.5	13.5
Depreciation & Amortization <sup>2</sup>	13.3	19.7	13.9	15.5	16.9
Professional Services	8.0	9.1	9.8	10.3	10.9
Occupancy	4.0	4.0	4.3	4.8	5.2
Other Non-interest Expense	14.6	14.5	13.6	14.1	14.7
Total Non-Interest Expense	136.3	142.9	143.9	154.7	162.7

**III** LendingClub

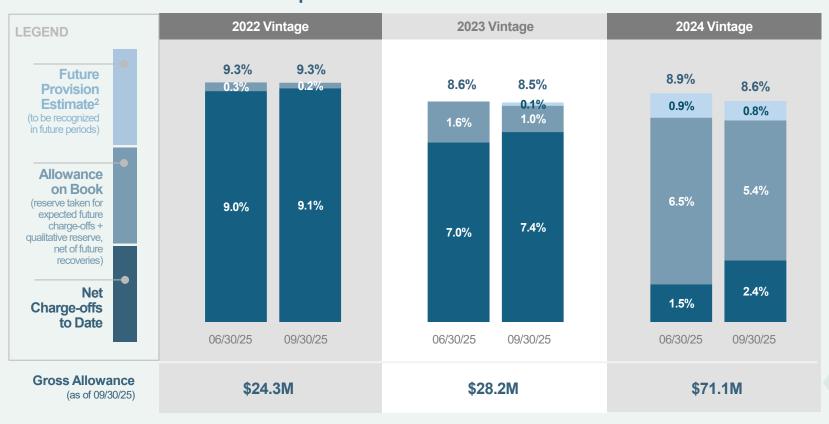
<sup>1)</sup> There may be differences between the sum of the quarterly results due to rounding.

<sup>2) 4</sup>Q24 included a non-cash \$4.4 million pre-tax impairment of internally-developed software which became obsolete due to the Tally code-base acquisition.

## Held for Investment Personal Loan Credit Performance by Vintage

Continue to expect marginal ROEs exceeding 20% for all annual vintages

#### Expected Personal Loans Lifetime Net Loss Rate<sup>1,3</sup>



- 2022, 2023, and 2024 vintages continue to have stable credit performance
- Excluding qualitative reserves, the expected lifetime net loss rate for 2024 is lower than earlier vintages

Total allowance for loan losses in 2022, 2023, and 2024 is \$94M, comprised of gross allowance of \$124M for future estimated charge-offs on existing portfolio balances, net of \$30M of estimated recoveries on previously charged-off loans

<sup>3)</sup> There may be differences between the sum of the quarterly results due to rounding.

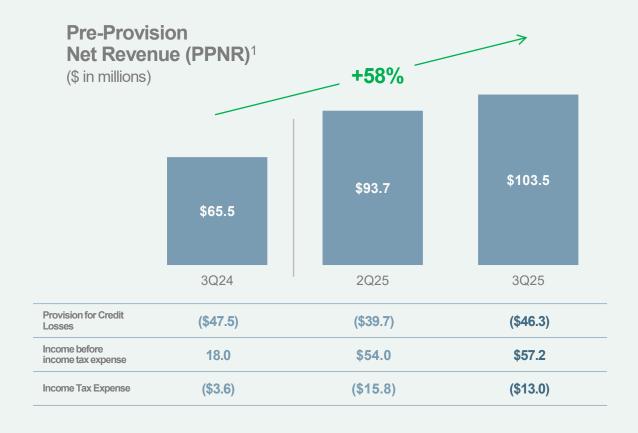


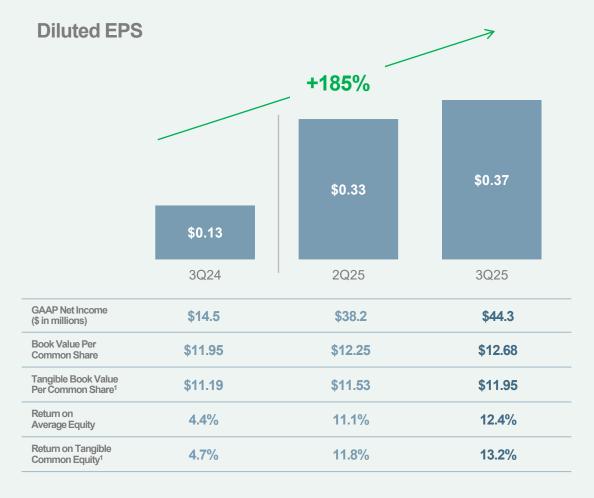
<sup>1)</sup> Estimates at 09/30/25 reflect current loss forecast expectations, including qualitative loss estimates; future results could differ materially from estimates, including impacts from economic outlook

<sup>2)</sup> Future provision estimate primarily reflects ongoing recognition of provision expense for discounted lifetime losses at origination (using discounted CECL methodology)

## **Nearly Tripled Diluted EPS Year-over-Year**

Expanding profitability and increasing book value per share







<sup>1)</sup> Pre-Provision Net Revenue, Tangible Book Value per Common Share and Return on Tangible Common Equity are non-GAAP financial measures. Please see pages 2, 19, 20, and 21 for additional information on our use of non-GAAP financial measures and a reconciliation of such measures to the nearest GAAP measures.

## Fourth Quarter 2025 Guidance: Strong Year-over-Year Growth

Total Originations

Pre-Provision Net Revenue (PPNR)

**ROTCE** 

\$2.5B to \$2.6B +35% to +41% YoY \$90M to \$100M +21% to +35% YoY

+222% to +270% YoY

#### **Outlook Context**

- Strong YoY growth momentum in originations; expecting normal
   Q4 seasonal headwinds
- Investments in marketing in Q4 to support 2026 growth
- Assumes a stable economic operating environment and two interest rate cuts in the quarter



## Reconciliation of GAAP to Non-GAAP Measures: Pre-Provision Net Revenue<sup>1</sup>

For th	ne three	months	ended
--------	----------	--------	-------

In thousands	September 30, 2025	June 30, 2025	September 30, 2024
GAAP Net Income	\$ 44,274	\$ 38,178	\$ 14,457
Less: Provision for Credit Losses	(46,280)	(39,733)	(47,541)
Less: Income Tax Expense	(12,964)	(15,806)	(3,551)
Pre-Provision Net Revenue	\$ 103,518	\$ 93,717	\$ 65,549

#### For the three months ended

In thousands	September 30, 2025	June 30, 2025	September 30, 2024
Non-Interest Income	\$ 107,792	\$ 94,186	\$ 61,640
Net Interest Income	158,439	154,249	140,241
Total Net Revenue	266,231	248,435	201,881
Non-Interest Expense	(162,713)	(154,718)	(136,332)
Pre-Provision Net Revenue	\$ 103,518	\$ 93,717	\$ 65,549
Provision for Credit Losses	(46,280)	(39,733)	(47,541)
Income Before Income Tax Expense	57,238	53,984	18,008
Income Tax Expense	(12,964)	(15,806)	(3,551)
GAAP Net Income	\$ 44,274	\$ 38,178	\$ 14,457



## Reconciliation of GAAP to Non-GAAP Measures: Tangible Book Value Per Common Share<sup>1</sup>

In thousands, except share and per share data.	Septem	September 30, 2025 June 30, 2025		lune 30, 2025	<b>September 30, 2024</b>	
Tangible Common Equity:						
GAAP Common Equity	\$	1,462,213	\$	1,406,035	\$	1,342,895
Less: Goodwill		(75,717)		(75,717)		(75,717)
Less: Customer Relationship Intangible Assets		(8,206)		(7,068)		(9,439)
Tangible Common Equity	\$	1,378,290	\$	1,323,250	\$	1,257,739
Book Value Per Common Share:						
GAAP Common Equity	\$	1,462,213	\$	1,406,035	\$	1,342,895
Common Shares Issued And Outstanding		115,301,440		114,740,147		112,401,990
Book Value Per Common Share	\$	12.68	\$	12.25	\$	11.95
Tangible Book Value Per Common Share:						
Tangible Common Equity	\$	1,378,290	\$	1,323,250	\$	1,257,739
Common Shares Issued And Outstanding		115,301,440		114,740,147		112,401,990
Tangible Book Value Per Common Share	\$	11.95	\$	11.53	\$	11.19



### Reconciliation of GAAP to Non-GAAP Measures: Return On Tangible Common Equity<sup>1</sup>

In thousands, except ratios.	September 30, 2025 June 30, 2025		Septem	<b>September 30, 2024</b>	
Average Tangible Common Equity:					
Average GAAP Common Equity	\$	1,424,538	\$ 1,381,199	\$	1,307,521
Less: Average Goodwill		(75,717)	(75,717)		(75,717)
Less: Average Customer Relationship Intangible Assets		(6,722)	(7,423)		(9,866)
Average Tangible Common Equity	\$	1,342,099	\$ 1,298,059	\$	1,221,938
Return On Average Equity:					
Annualized GAAP Net Income	\$	177,096	\$ 152,712	\$	57,828
Average GAAP Common Equity	\$	1,424,538	\$ 1,381,199	\$	1,307,521
Return On Average Equity		12.4%	11.1%		4.4%
Return On Tangible Common Equity:					
Annualized GAAP Net Income	\$	177,096	\$ 152,712	\$	57,828
Average Tangible Common Equity	\$	1,342,099	\$ 1,298,059	\$	1,221,938
Return On Tangible Common Equity		13.2%	11.8%		4.7%



# LendingClub