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First Quarter 2016 Results
May 9, 2016

## Safe Harbor

This presentation contains forward-looking statements. All statements other than statements of historical facts contained in this presentation, including statements regarding LendingClub Corporation's ("LendingClub" or the "Company") future results of operations and financial position, financial targets, business strategy, plans and objectives for future operations, are forward-looking statements. The Company has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that it believes may affect its financial condition, results of operations, business strategy, short term and long-term business operations and objectives. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described under the heading "Risk Factors" in the Annual Report on Form 10-K for the year ended December 31, 2015 and in other public filings filed with the Securities and Exchange Commission (the "SEC"). Moreover, the Company operates in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for Company management to predict all risks, nor can the Company assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements the Company may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

You should not rely upon forward-looking statements as predictions of future events. The Company cannot guarantee that the future results, performance or events and circumstances reflected in the forward-looking statements will be achieved or occur. Moreover, neither the Company nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. Except as required by law, the Company undertakes no obligation to update publicly any forward-looking statements for any reason after the date of this presentation.

This presentation includes certain non-GAAP financial measures. These non-GAAP financial measures are in addition to, and not a substitute for or superior to, financial measures prepared in accordance with GAAP. See the Appendix for a reconciliation of the non-GAAP measures used in this presentation to the most directly comparable GAAP measures.

Gf Our mission is to transform the banking system to make credit more affordable and investing more rewarding. נj

## Consistent and Disciplined Growth

## Marketplace Loan Originations

(\$ in millions)


## An Online Marketplace



## Business Model Driving Lower Costs

## Traditional Lender

Operating Expense ${ }^{1}: 5-7 \%$


## : : LendingClub Operating Expense ${ }^{2}$ : ~2\%

Technology and business model drive cost down


## Providing Value to Both Borrowers and Investors





 (Source: Lending Club)

## Investor Mix Across the Lending Club Platform

In Q1 we executed a quick ramp of banks and self directed retail investor funding sources, which represented $49 \%$ of total funding.

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## Performance Trends

Performance has been stable for A-C grade loans, which represent 75\% of standard program loan volume. We addressed pockets of D-G grade underperformance with a combination of credit cuts and rate increases.

## Cumulative Gross Charge-Off Rate 12 Months After Issuance ${ }^{(1)}$

By Monthly Vintage for A-C and D-G Grades

Cumulative Gross Charge-Off Rate 12 Months


A-C Cumulative Gross Charge-Off Rates
~75\% of all Prime Loans
$\Delta$ D-G Cumulative Gross Charge-Off Rates
~25\% of all Prime Loans

- Grades A-C have shown stable performance over time
- Pockets of underperformance in grades D-G have been addressed by:
- Increased rates by a weightedaverage total of 220bps from December 2015 through April 2016
- Eliminated $\sim 15 \%$ of loan volume from credit policy starting April 2016


## Efficient Regulatory Framework

## Consumer Protection

## Capital Efficiency



## Financials

## Rapid and Steady Origination Growth

Annual (1)


Quarterly ${ }^{(1)}$


## Driving Equally Robust Operating Revenue Growth



## Expenses that Impact Contribution Margin(2)

Annual (1)

| (\$ in millions) |  |  |
| :---: | :---: | :---: |
|  |  |  |

Quarterly ${ }^{(1)}$

| (\$ in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |

(1) There may be differences between the sum of the quarterly results and the total annual results due to rounding.
(2) Excludes stock-based compensation expense. See Appendix for a reconciliation of this Non-GAAP measure.

## Seasonality in Sales \& Marketing Expenses

Q1 and Q4 are seasonally less efficient quarters from a sales and marketing expense perspective

Sales and Marketing Expense ${ }^{(1)}$


## Contribution Margin(2)



## Expenses that Impact Adjusted EBITDA Margin(2)

## Annual ${ }^{(1)}$

(\$ in millions)

## Quarterly ${ }^{(1)}$

(\$ in millions)

(1) There may be differences between the sum of the quarterly results and the total annual results due to rounding.
(2) Excludes stock-based compensation, depreciation and amortization, amortization of intangible assets and acquisition related expenses. See Appendix for a reconciliation of this Non-GAAP measure

## Adjusted EBITDA Margin(2)

Annual ${ }^{(1)}$


Quarterly ${ }^{(1)}$

(1) There may be differences between the sum of the quarterly results and the total annual results due to rounding.
(2) Adjusted EBITDA is a non-GAAP financial measure that we calculate as net income (loss), excluding net interest expense (income) and other adjustments, acquisition and related expense, depreciation and amortization, amortization of intangible assets, stock-based compensation expense and income tax expense (benefit). Adjusted EBITDA margin is calculated as adjusted EBITDA divided by total operating revenue. See Appendix for a reconciliation of this Non-GAAP measure.

Appendix: Financial Recons \& Metrics

## GAAP to Non-GAAP Reconciliation

## Operating Expenses

| (in thousands, except percentages) (unaudited) | Year Ended Dec. 31, |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 |
| Total Operating Revenue | \$213,412 | \$426,697 | \$ 81,045 | \$ 96,119 | \$ 115,062 | \$ 134,471 | \$151,265 |
| GAAP Sales \& Marketing | \$ 85,652 | \$ 171,526 | \$ 34,470 | \$ 39,501 | \$ 44,018 | \$ 53,537 | \$ 66,575 |
| Stock-based Compensation Expense | 5,476 | 7,250 | 1,508 | 1,713 | 2,283 | 1,746 | 1,904 |
| Non-GAAP Sales \& Marketing | \$ 80,176 | \$ 164,276 | \$ 32,962 | \$ 37,788 | \$ 41,735 | \$ 51,791 | \$ 64,671 |
| \% Total Operating Revenue | 37.6\% | 38.5\% | 40.7\% | 39.3\% | 36.3\% | 38.5\% | 42.8\% |
| GAAP Origination \& Servicing | \$ 37,326 | \$ 61,335 | \$ 12,201 | \$ 14,706 | \$ 16,732 | \$ 17,696 | \$ 19,198 |
| Stock-based Compensation Expense | 1,653 | 2,735 | 606 | 719 | 662 | 748 | 746 |
| Non-GAAP Origination \& Servicing | \$ 35,673 | \$ 58,600 | \$ 11,595 | \$ 13,987 | \$ 16,070 | \$ 16,948 | \$ 18,452 |
| \% Total Operating Revenue | 16.7\% | 13.7\% | 14.3\% | 14.6\% | 14.0\% | 12.6\% | 12.2\% |
| GAAP Engineering \& Product Development | \$ 38,518 | \$ 77,062 | \$ 13,898 | \$ 18,214 | \$ 21,063 | \$ 23,887 | \$ 24,198 |
| Stock-based Compensation Expense | 6,445 | 11,335 | 1,798 | 2,943 | 3,145 | 3,449 | 3,723 |
| Depreciation \& Amortization | 5,194 | 13,820 | 2,744 | 3,261 | 3,808 | 4,007 | 4,493 |
| Non-GAAP Engineering \& Product Development | \$ 26,879 | \$ 51,907 | \$ 9,356 | \$ 12,010 | \$ 14,110 | \$ 16,431 | \$ 15,982 |
| \% Total Operating Revenue | 12.6\% | 12.2\% | 11.5\% | 12.5\% | 12.3\% | 12.2\% | 10.6\% |
| GAAP Other G\&A | \$ 81,136 | \$ 122,182 | \$ 26,410 | \$ 28,247 | \$ 32,280 | \$ 35,245 | \$ 38,035 |
| Stock-based Compensation Expense | 23,576 | 29,902 | 7,681 | 7,111 | 7,389 | 7,721 | 8,648 |
| Depreciation | 1,166 | 2,426 | 404 | 524 | 708 | 790 | 906 |
| Acquisition and Related Expenses | 3,113 | 2,367 | 294 | 403 | 937 | 733 | 293 |
| Amortization of Intangibles | 3,898 | 5,331 | 1,545 | 1,274 | 1,256 | 1,256 | 1,256 |
| Non-GAAP Other G\&A | \$ 49,383 | \$ 82,156 | \$ 16,486 | \$ 18,935 | \$ 21,990 | \$ 24,745 | \$ 26,932 |
| \% Total Operating Revenue | 23.1\% | 19.3\% | 20.3\% | 19.7\% | 19.1\% | 18.4\% | 17.8\% |

## Adjusted EPS Reconciliation

- Adjusted EPS is a non-GAAP financial measure that we calculate as net income (loss), excluding acquisition and related expense, amortization of intangible assets, income tax expense (benefit), and stock-based compensation expense.

| (in thousands, except per share data) (unaudited) | Year Ended Dec. 31, |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 |
| GAAP Net Income (Loss) | \$ $(32,894)$ | \$ $(4,995)$ | \$ (6,374) | \$ (4,140) | \$ 950 | \$ 4,569 | \$ 4,137 |
| Acquisition and Related Expense | 3,113 | 2,367 | 294 | 403 | 937 | 733 | 293 |
| Amortization of Intangible Assets | 3,898 | 5,331 | 1,545 | 1,274 | 1,256 | 1,256 | 1,256 |
| Stock-based Compensation Expense | 37,150 | 51,222 | 11,593 | 12,486 | 13,479 | 13,664 | 15,021 |
| Income Tax Expense | 1,390 | 2,833 | 627 | 389 | 1,233 | 584 | 151 |
| Adjusted Net Income | \$ 12,657 | \$ 56,758 | \$ 7,685 | \$ 10,412 | \$ 17,855 | \$ 20,806 | \$ 20,858 |
| Weighted-average GAAP Diluted Shares | 75,574 | 374,872 | 371,959 | 372,842 | 401,935 | 402,634 | 392,398 |
| Weighted-average Diluted Effect of Preferred Stock Conversion ${ }^{(1)}$ | 235,745 | - | - | - | - | - | - |
| Weighted-average Other Dilutive Equity Awards | 40,767 | 26,717 | 38,166 | 32,808 | - | - | - |
| Non-GAAP Diluted Shares ${ }^{(2)}$ | 352,086 | 401,589 | 410,125 | 405,650 | 401,935 | 402,634 | 392,398 |
| Adjusted EPS - Diluted | \$0.04 | \$0.14 | \$0.02 | \$0.03 | \$0.04 | \$0.05 | \$0.05 |

(1) Gives effect to the conversion of convertible preferred stock into common stock as though the conversion had occurred at the beginning of the period under the "if converted" method.
(2) Net of shares repurchased in the first quarter of 2016under the Company's share repurchase program.

## Contribution Definition and Reconciliation

- Contribution is a non-GAAP financial measure that we calculate as net income (loss), excluding net interest expense (income) and fair value adjustments, general and administrative expense, stock-based compensation expense and income tax expense (benefit). Contribution margin is calculated by dividing contribution by total operating revenue.

|  | Year Ended Dec. 31, |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except percentages) (unaudited) | 2014 | 2015 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1 Q16 |
| Net Income (Loss) | \$ $(32,894)$ | \$ (4,995) | \$ (6,374) | \$ (4,140) | \$ 950 | \$ 4,569 | \$ 4,137 |
| Net Interest Expense (Income) and Fair Value Adjustments | 2,284 | $(3,246)$ | (187) | (798) | $(1,214)$ | $(1,047)$ | $(1,029)$ |
| General \& Administrative Expense (GAAP): |  |  |  |  |  |  |  |
| Engineering \& Product Development | 38,518 | 77,062 | 13,898 | 18,214 | 21,063 | 23,887 | 24,198 |
| Other G\&A | 81,136 | 122,182 | 26,410 | 28,247 | 32,280 | 35,245 | 38,035 |
| Stock-based Compensation Expense ${ }^{(1)}$ : |  |  |  |  |  |  |  |
| Sales \& Marketing | 5,476 | 7,250 | 1,508 | 1,713 | 2,283 | 1,746 | 1,904 |
| Origination \& Servicing | 1,653 | 2,735 | 606 | 719 | 662 | 748 | 746 |
| Income Tax Expense | 1,390 | 2,833 | 627 | 389 | 1,233 | 584 | 151 |
| Contribution Income ${ }^{(1)}$ | \$ 97,563 | \$ 203,821 | \$ 36,488 | \$ 44,344 | \$ 57,257 | \$ 65,732 | \$ 68,142 |
| Total Operating Revenue | \$ 213,412 | \$ 426,697 | \$ 81,045 | \$ 96,119 | \$ 115,062 | \$ 134,471 | \$ 151,265 |
| Contribution Margin ${ }^{(1)}$ | 45.7\% | 47.8\% | 45.0\% | 46.1\% | 49.8\% | 48.9\% | 45.0\% |

## Contribution as a \% of Originations

- Contribution is a non-GAAP financial measure that we calculate as net income (loss), excluding net interest expense (income) and fair value adjustments, general and administrative expense, stock-based compensation expense and income tax expense (benefit). Contribution margin is calculated by dividing contribution by total operating revenue.

| (in thousands, except percentages or as noted) (unaudited) | Year Ended Dec. 31, |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1 Q16 |
| Loan Originations (\$ mm) | \$ 4,378 | \$ 8,362 | \$1,635 | \$ 1,912 | \$ 2,236 | \$ 2,579 | \$ 2,750 |
| Total Operating Revenue | \$ 213,412 | \$ 426,697 | \$ 81,045 | \$ 96,119 | \$ 115,062 | \$ 134,471 | \$ 151,265 |
| \% of Loan Originations | 4.88\% | 5.10\% | 4.96\% | 5.03\% | 5.15\% | 5.21\% | 5.50\% |
| Non-GAAP Sales \& Marketing ${ }^{(1)}$ | \$ 80,176 | \$ 164,276 | \$ 32,962 | \$ 37,788 | \$ 41,735 | \$ 51,791 | \$ 64,671 |
| Non-GAAP Origination \& Servicing ${ }^{(1)}$ | \$ 35,673 | \$ 58,600 | \$ 11,595 | \$ 13,987 | \$ 16,070 | \$ 16,948 | \$ 18,452 |
| Total Non-GAAP Sales \& Marketing and Origination \& Servicing ${ }^{(1)}$ | \$ 115,849 | \$ 222,876 | \$ 44,557 | \$ 51,775 | \$ 57,805 | \$ 68,739 | \$ 83,123 |
| \% of Loan Originations | 2.65\% | 2.67\% | 2.73\% | 2.71\% | 2.59\% | 2.67\% | 3.02\% |
| Contribution Income ${ }^{(1)}$ | \$ 97,563 | \$ 203,821 | \$ 36,488 | \$ 44,344 | \$ 57,257 | \$ 65,732 | \$ 68,142 |
| \% of Loan Originations | 2.23\% | 2.44\% | 2.23\% | 2.32\% | 2.56\% | 2.55\% | 2.48\% |

## Adjusted EBITDA Definition and Reconciliation

- Adjusted EBITDA is a non-GAAP financial measure that we calculate as net income (loss), excluding net interest expense (income) and fair value adjustments, acquisition and related expense, depreciation expense, amortization of intangible assets, stock-based compensation expense and income tax expense (benefit). Adjusted EBITDA margin is calculated as adjusted EBITDA divided by total operating revenue.

| (in thousands, except percentages) (unaudited) | Year Ended Dec. 31, |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 |
| Net Income (Loss) | \$ $(32,894)$ | \$ (4,995) | \$ (6,374) | (\$4,140) | \$ 950 | \$ 4,569 | \$ 4,137 |
| Net Interest Expense (Income) and Fair Value Adjustments | 2,284 | $(3,246)$ | (187) | (798) | $(1,214)$ | $(1,047)$ | $(1,029)$ |
| Acquisition and Related Expense | 3,113 | 2,367 | 294 | 403 | 937 | 733 | 293 |
| Depreciation Expense: |  |  |  |  |  |  |  |
| Engineering \& Product Development | 5,194 | 13,820 | 2,744 | 3,261 | 3,808 | 4,007 | 4,493 |
| Other G\&A | 1,166 | 2,426 | 404 | 524 | 708 | 790 | 906 |
| Amortization of Intangible Assets | 3,898 | 5,331 | 1,545 | 1,274 | 1,256 | 1,256 | 1,256 |
| Stock-based Compensation Expense | 37,150 | 51,222 | 11,593 | 12,486 | 13,479 | 13,664 | 15,021 |
| Income Tax Expense | 1,390 | 2,833 | 627 | 389 | 1,233 | 584 | 151 |
| Adjusted EBITDA | \$ 21,301 | \$ 69,758 | \$ 10,646 | \$ 13,399 | \$ 21,157 | \$ 24,556 | \$ 25,228 |
| Total Operating Revenue | \$ 213,412 | \$ 426,697 | \$ 81,045 | \$ 96,119 | \$ 115,062 | \$ 134,471 | \$ 151,265 |
| Adjusted EBITDA Margin | 10.0\% | 16.3\% | 13.1\% | 13.9\% | 18.4\% | 18.3\% | 16.7\% |

## Servicing Portfolio Recurring Revenue

Servicing Portfolio Balance ${ }^{(1)}$
(\$ in millions)

Adjusted Servicing and Management Fee Revenue ${ }^{(2)}$
(\$ in thousands)

(1) Servicing Portfolio Balance represents outstanding principal balance of loans that we serviced at the end of the periods indicated, and financed with notes, certificates and whole loans sold
(2) Adjusted Servicing and Management Fee is a non-GAAP financial measure that we calculate that excludes the impact of changes in fair value of our servicing asset/liability, over the life of the loan.

## Adjusted Servicing and Management Fee

- Adjusted Servicing and Management Fee is a non-GAAP financial measure that we calculate that excludes the impact of changes in fair value of our servicing assets/liabilities, over the life of the loan.

| (in thousands, except percentages or as noted) (unaudited) | Year Ended Dec. 31, |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2015 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 |
| Originations (\$ mm) | \$ 4,378 | \$ 8,362 | \$1,635 | \$ 1,912 | \$ 2,236 | \$ 2,579 | \$ 2,750 |
| Servicing Portfolio Balance (\$ mm) | \$4,726 | \$8,970 | \$5,595 | \$6,548 | \$7,698 | \$ 8,970 | \$ 10,178 |
| Servicing Fees | \$ 11,534 | \$ 32,811 | \$ 5,392 | \$ 6,479 | \$ 8,999 | \$ 11,941 | \$ 16,942 |
| Management Fees | 5,957 | 10,976 | 2,215 | 2,548 | 2,900 | 3,313 | 3,545 |
| Total Servicing and Management fees | \$17,491 | \$43,787 | \$ 7,607 | \$ 9,027 | \$ 11,899 | \$ 15,254 | \$ 20,487 |
| As a \% of Originations | 0.40\% | 0.52\% | 0.47\% | 0.47\% | 0.53\% | 0.59\% | 0.74\% |
| Less Change in Fair Value of Servicing Assets/Liabilities | $(\$ 1,420)$ | (\$1,391) | (\$497) | (\$552) | (\$403) | \$61 | $(\$ 2,310)$ |
| Total Adjusted Servicing and Management fees | \$ 16,071 | \$ 42,396 | \$ 7,110 | \$ 8,475 | \$ 11,496 | \$ 15,315 | \$ 18,177 |
| As a \% of Originations | 0.37\% | 0.51\% | 0.43\% | 0.44\% | 0.51\% | 0.59\% | 0.66\% |
| As a \% of Average Servicing Portfolio Balance | 0.46\% | 0.62\% | 0.14\% | 0.14\% | 0.16\% | 0.18\% | 0.19\% |
| Change in Fair Value of Servicing Assets/Liabilities as \% of Originations | (0.03\%) | (0.02\%) | (0.03\%) | (0.03\%) | (0.02\%) | (0.00\%) | (0.08\%) |

(1) Servicing Portfolio Balance represents outstanding principal balance of loans that we serviced at the end of the periods indicated, and financed with notes, certificates and whole loans sold.
:RendingClub

