# OneMain Financial

# **ABS Investor Presentation**

NYSE: OMF | February 2024

**OneMain** Financial.

## Important Information

#### **Cautionary Note Regarding Forward-Looking Statements**

This document contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Statements preceded by, followed by or that otherwise include the words "anticipates," "appears," "assumes," "believes," "can," "continues," "could," "estimates," "expects," "forecasts," "f

Forward-looking statements are not statements of historical fact but instead represent only management's current beliefs regarding future events, objectives, goals, projections, strategies, performance, and future plans, and underlying assumptions and other statements related thereto. You should not place undue reliance on these forward-looking statements. By their nature, forward-looking statements are subject to risks, uncertainties, assumptions and other important factors that may cause actual results, performance or achievements to differ materially from those expressed in or implied by such forward-looking statements include, without limitation, the following: adverse changes and volatility in general economic conditions, including the interest rate environment and the financial markets; the sufficiency of our allowance for finance receivable losses; increased levels of unemployment and personal bankruptcies; the current inflationary environment and related trends affecting customers; natural or accidental events such as earthquakes, hurricanes, pandemics, floods or wildfires affecting our customers, collateral, or our facilities; a failure in or breach of our information, operational or security systems or infrastructure or those of third parties, including as a result of cyber-attacks, war or other disruptions; the adequacy of our cadit risk scoring models; geopolitical risks, including recent geopolitical actions outside the U.S.; adverse changes in our ability to attract and retain employees or key executives; increased competition or adverse changes in geopolitical actions, or regulations, or our distribution channels or products; changes in federal, state, or local laws, regulations, or regulations; the costs and effects of any fines, penalties, judgments, decrees, orders, inquiries, investigations, subpoenas, or enforcement or other proceedings of any governmental or quasi-governmental agency or authority

If one or more of these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, our actual results may vary materially from what we may have expressed or implied by these forward-looking statements. You should specifically consider the factors identified in this document that could cause actual results to differ before making an investment decision to purchase our securities. Furthermore, new risks and uncertainties arise from time to time, and it is impossible for us to predict those events or how they may affect us.

Forward looking statements included in this presentation speak only as of the date on which they were made. We undertake no obligation to update or revise any forward-looking statements, whether written or oral, to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events or the non-occurrence of anticipated events, whether as a result of new information, future developments or otherwise, except as required by law.

#### Use of Non-GAAP Financial Measures

We report the operating results of Consumer and Insurance using the Segment Accounting Basis, which (i) reflects our allocation methodologies for interest expense and operating costs, to reflect the manner in which we assess our business results and (ii) excludes the impact of applying purchase accounting (eliminates premiums/discounts on our finance receivables and long-term debt at acquisition, as well as the amortization/accretion in future periods). Consumer and Insurance adjusted pretax income (loss), Consumer and Insurance adjusted earnings (loss) per diluted share are key performance measures used to evaluate the performance of our business. Consumer and Insurance adjusted pretax income (loss) represents income (loss) before income taxes on a Segment Accounting Basis and excludes regulatory settlements, net gain or loss resulting from repurchases and repayments of debt, and other items and strategic activities, which include direct costs associated with COVID-19, restructuring charges and the expense associated with cash-settled stock-based awards. We believe these non-GAAP financial measures are useful in assessing the profitability of our segment.

Management also uses pretax capital generation and capital generation, non-GAAP financial measures, as a key performance measure of our segment. Pretax capital generation represents Consumer & Insurance adjusted pretax income, as discussed above, and excludes the change in our Consumer & Insurance allowance for finance receivable losses in the period while still considering the Consumer & Insurance net charge-offs incurred during the period. Capital generation represents the after-tax effect of pretax capital generation.

Management believes that these non-GAAP measures are useful in assessing the capital created in the period impacting the overall capital adequacy of the Company's loss absorption capacity.

Management utilizes these non-GAAP measures in evaluating our performance. Additionally, these non-GAAP measures are consistent with the performance goals established in OMH's executive compensation program. These non-GAAP financial measures should be considered supplemental to, but not as a substitute for or superior to, income (loss) before income taxes, net income, or other measures of financial performance prepared in accordance with GAAP.

# Agenda

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OneMain Financial.

# **Company Overview**

OneMain Financial.

Better Borrowing. Brighter Future.

## Key Takeaways

- We have unique competitive advantages to serve the nonprime consumer, including a 100+ year history, capital, scale and a nationwide branch network
- Our business is specifically designed to provide responsible lending solutions to a large and often underserved market
- Our nationwide branch network enhanced by digital and central capabilities is **stable**, **resilient and cycletested**, generating significant cash flow
- We are continuously enhancing our core business with technology and analytics capabilities

- Our responsible lending practices, statelicensed model and culture of compliance are core to our business model
- We remain vigilant and proactive in the protection of our portfolio

We are investing in new auto finance and credit card businesses to diversify our revenue streams

#### Our vision is to be the lender of choice for the nonprime consumer

# Meet their needs today

**Unsecured loans** 

Secured loans

Auto finance

Credit cards

# OneMain Customers

# Progress to a better future

Financial wellness

Insurance

Bill negotiation

Secured card

## Our nationwide branch network provides us with unique capabilities

#### Unique capabilities



Personalized service



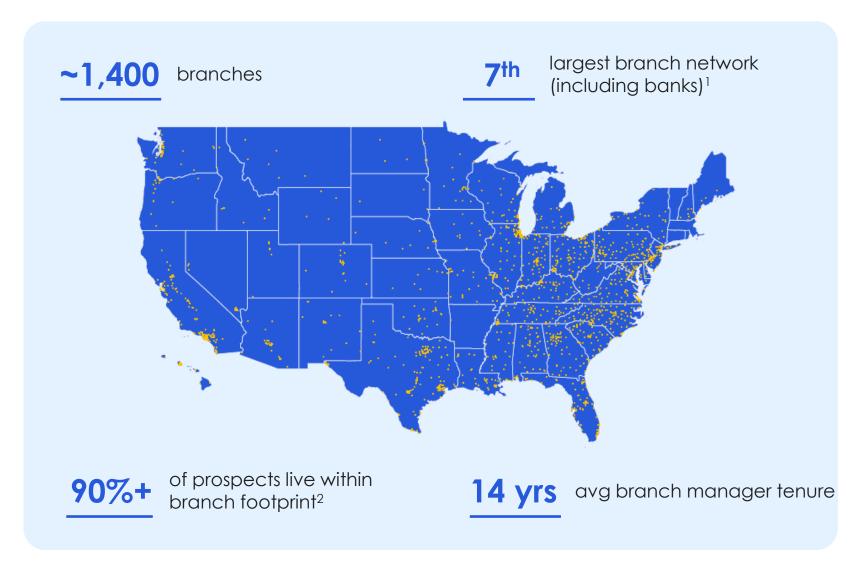
Staff performs both originations and collections



Thoughtful customer budgeting and underwriting



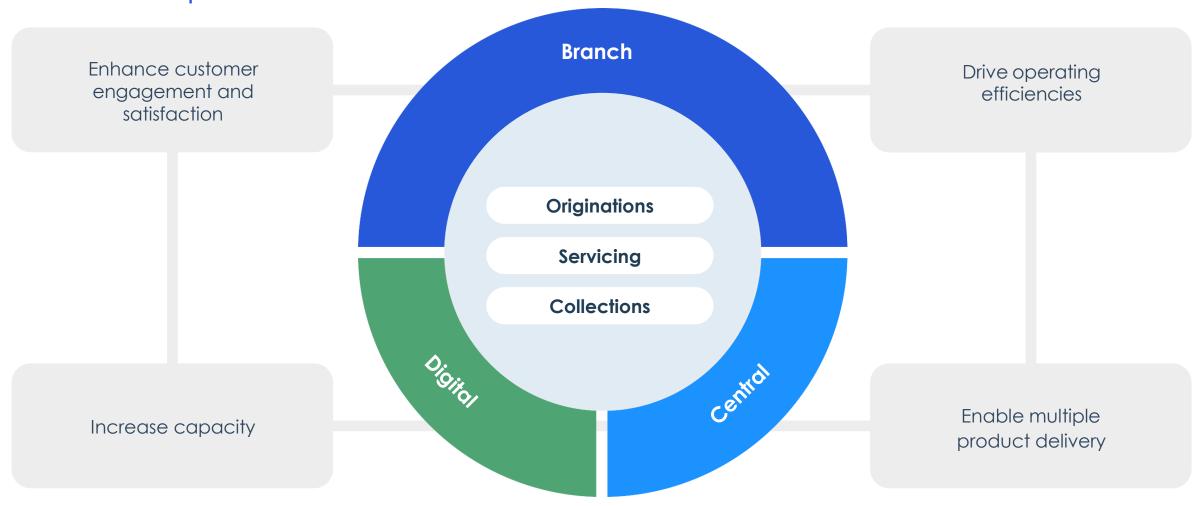
Community presence and local knowledge



<sup>1.</sup> When compared to U.S. banks, Source: S&P Capital IQ Pro. 2. Footprint defined as within 30 miles of a branch.

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Our nationwide branch network is enhanced by digital and central capabilities



Supported by a strong compliance and control culture

#### We have built a differentiated business model



#### **Competitive Advantages**

~18MM
Customers
Served<sup>2</sup>

~\$200B Cumulative Originations<sup>2</sup>

~90% Of New Customer \$8.4B

Receivables\*

Of New Customer
Applications Begin Online

\$7.7B

~50%

More predictable, lower loss return customers

Committed Bank
Capacity

~50%

Of Loans Closed Digitally \$22.2B

C&I Managed Receivables\*

We serve hardworking Americans with a financial need

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<sup>1.</sup> Based on ~\$110B of nonprime personal loans outstanding. Nonprime defined as VantageScore between 550 to 700. Source: Experian as of December 31, 2023.

2. 2006 to December 31, 2023.

## Our customers are hardworking Americans

#### Customer Attributes<sup>1</sup>

~631 average FICO

\$65k to \$70k annual gross income

~10 years in the same residence

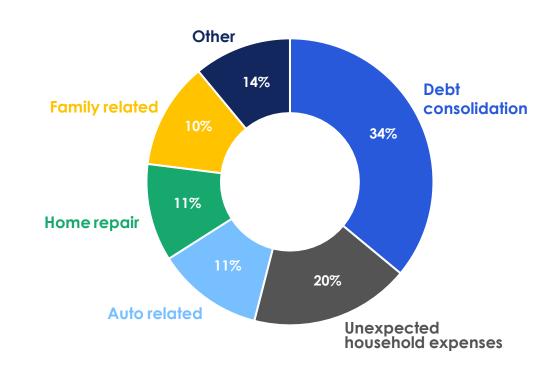
~50% in the same job 5+ years

#### **Employed in stable industries**

#### Top $5^2$ :

- Healthcare & Social Services
- Manufacturing
- Transportation & Warehousing
- Education
- Accounting, Finance, or Insurance

#### Use of Loan Proceeds<sup>2</sup>







### Our personal loan products address our customers' needs

Key Stats:	Unsecured loan	Secured loan >10-year auto age	<b>Direct Auto</b> ≤10-year auto age <sup>1</sup>
Avg. Loan Size	~\$9k	~\$11k	~\$16k
Avg. APR	~28%	~27%	~24%
Avg. Credit Score	647	616	626
Normalized Net Loss	8-10%	4-6%	2-3%
% of Originations	56%	24%	20%

#### **Additional Products**

#### **Auto Finance**

Brightway+® and Brightway® credit cards<sup>2</sup>

Credit Life, Disability, Involuntary Unemployment Insurance

Home & auto membership

Term life

TRIM by OneMain

<sup>1.</sup> ODART securitizations prior to ODART 2021-1 were only loans collateralized by 0-8-year-old titled vehicles.

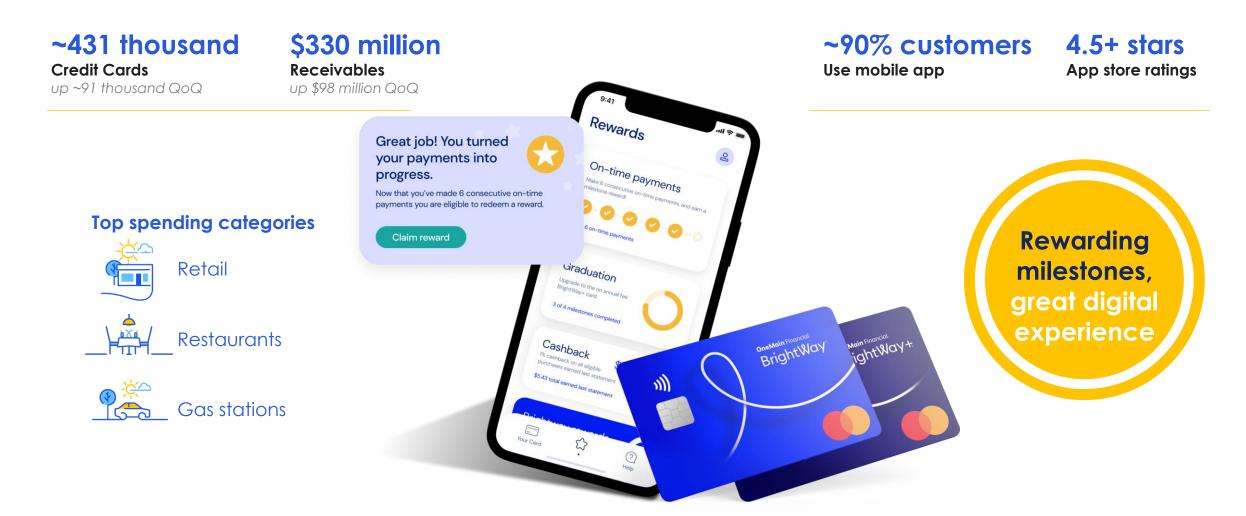
<sup>2.</sup> BrightWay® is a registered trademark of OneMain Financial Holdings, LLC. The BrightWay® credit card is issued by WebBank.

# We provide responsible, affordable and transparent lending

OneMain's mission: improve the financial well-being of hardworking Americans by offering responsible access to credit

- Personalized service through community-based branch network
- Affordable products with transparent, easy-to-understand pricing and terms
- Pressure-free approach with help from empathetic team members
- Consultative, educational approach to help customers manage personal finances

# Targeted & disciplined BrightWay® credit card rollout



Cards expected to be a significant driver of receivables and capital generation growth in the future

# We are extending our footprint and capabilities in auto lending

Leveraging our best-in-class capabilities

Deep experience in underwriting automobile-secured loans

Centralized underwriting and servicing functions

Operational capabilities

(lien perfection, collateral management, etc.)

Established funding channels in the asset class

Independent dealership strategy

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Auto finance

Franchise dealership strategy<sup>1</sup>



The combined strategies provide access to a ~\$600 billion market<sup>2</sup>

# Our balance sheet is a strength and a competitive differentiator

\$3-4 billion

typical annual debt issuance

OMFIT | ODART | Unsecured notes | Whole loan sale

\$8.4 billion

unencumbered receivables\*

4.9%

interest expense\* % of average net receivables in 2023

Balanced

debt mix

AAA

ABS top tranche

BB/Ba2/BB+

Corporate/Bond (S&P/Moody's/KBRA)

24+ months

liquidity runway<sup>1</sup>

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\$7.7 billion

committed / undrawn bank capacity

4-6x

net leverage\* range

1.5

5.3x as of 4Q2023

# Strong liquidity runway of 24+ months

(\$ in billions)

Liquidity sources		
Undrawn secured credit facilities	\$6.4	
Undrawn unsecured credit facility	\$1.3	
Capital generation* under '08/'09 stress	>\$0.5	
	~\$8.2	
Annual cash uses		
ABS and unsecured maturities	~\$3.5	
Regular dividend (\$4.00 per share)	\$0.5	
	~\$4.0	

16 diverse bank partners provide **\$7.7B** of available credit facilities

#### **Conservative assumptions**

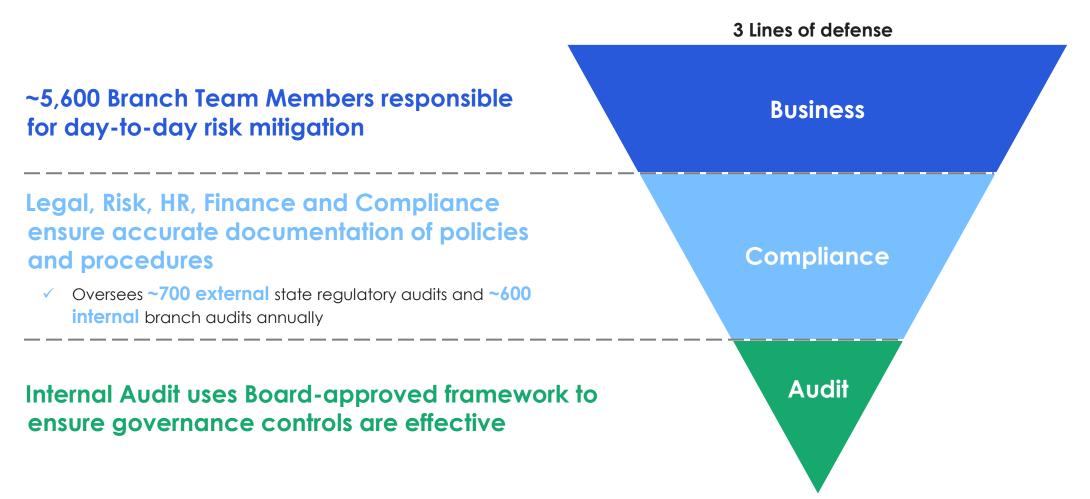
'08/'09 stress test

Bank facilities not renewed

Receivables held flat

## Strong compliance and controls culture

Seasoned regulatory and compliance teams consistent with legacy bank ownership



# Underwriting & Servicing

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#### How we make and service loans

	Marketing	Direct-mail, credit aggregators, email, partnerships and web searches
	Customer Need	Customer has liquidity need (e.g. unexpected repair bill) and/or an interest in consolidating debt to simplify their finances or reduce amount of monthly debt payments
	Application	Begin online ( $\sim$ 90% of new customer apps), over the phone or in person at one of OneMain's $\sim$ 1,400 branches
	Underwriting	Centralized underwriting model with 2,500+ attributes utilizes our decades of through-the-cycle data and sophisticated analytics to return a credit grade
$\bigcirc$	Conditional Approval	Approved applicants provided a list of necessary documentation
(\$)	Ability-to-pay	Ability-to-pay analysis and income and identity verification is foundation to borrower credit assessment and appropriate product match
<b>⑤</b>	Loan Disbursed	Customer receives funds as soon as same day (most frequently overnight ACH)
$\bigcirc$	Loan Servicing	Most servicing in-house and on-shore; loan is serviced in branch; until 60+ DQ shifted to specialized central servicing

# Superior credit risk management underpinned by four key pillars

#### **Proprietary Scoring**



- Diverse data sources
- Models enhanced with third party data
- Decades of history
- Manually review credit bureau information

#### **Al Techniques Evaluated**



- Gradient-boosted models
- Random forest
- Logistic regression

#### **Ability-to-Pay**



- Determined using verified income sources
- Offer loans customers can afford

#### **OneMain**

#### **Collateral/Verification**



- Identity/Employment/Income
- Collateral inspection
- Transfer of title perfected
   ~99% of the time

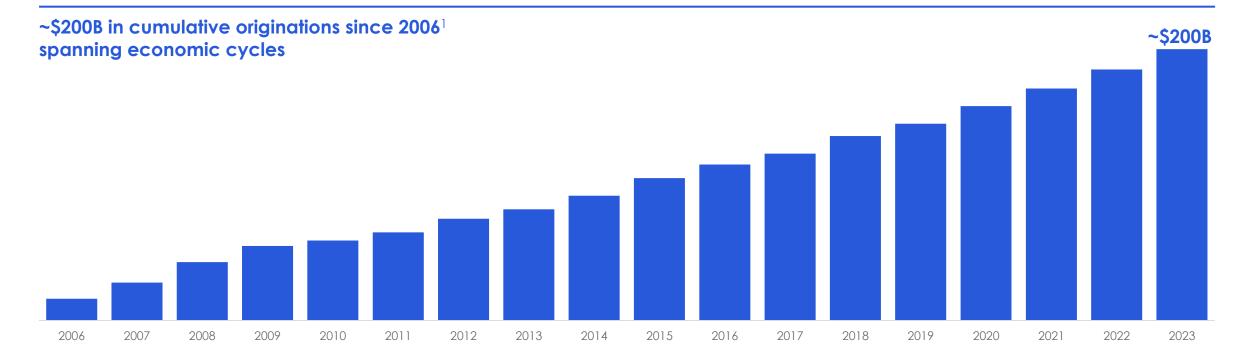
## We have unparalleled experience and proprietary data

~80% of the time we have proprietary data on customers prior to loan origination

3.0 million current customer accounts

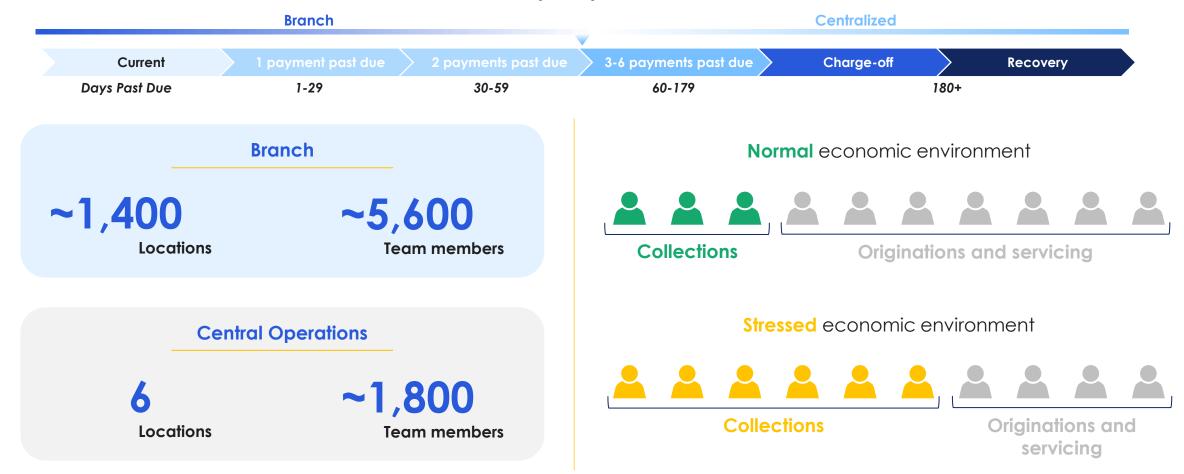
~18 million

130+ million previous credit inquiries



#### Extensive servicing resources

#### **Delinquency Timeline**



A branch model with built-in flexibility that adjusts to a changing economic environment

# Strong performance of repeat customers informs business strategy

Only performing customers eligible for renewals

Repeat borrowers re-underwritten

Strong payment track record with OneMain may qualify customer for larger loan



Income re-verified<sup>1</sup>

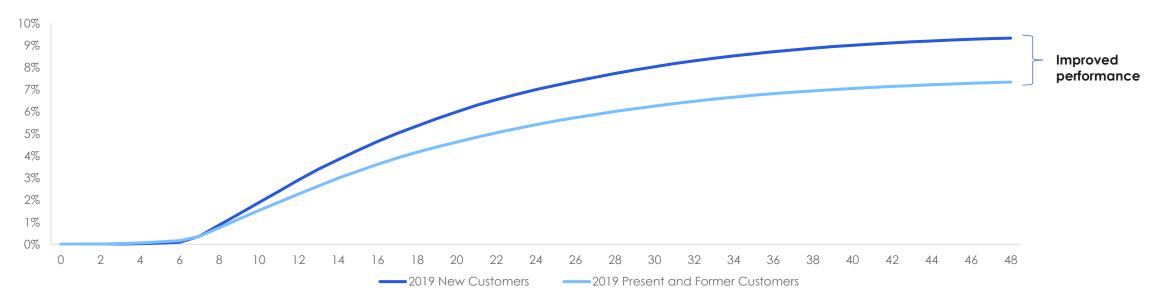


Collateral re-inspected



Affordability re-evaluated

#### Repeat customers outperform new customers<sup>2</sup>



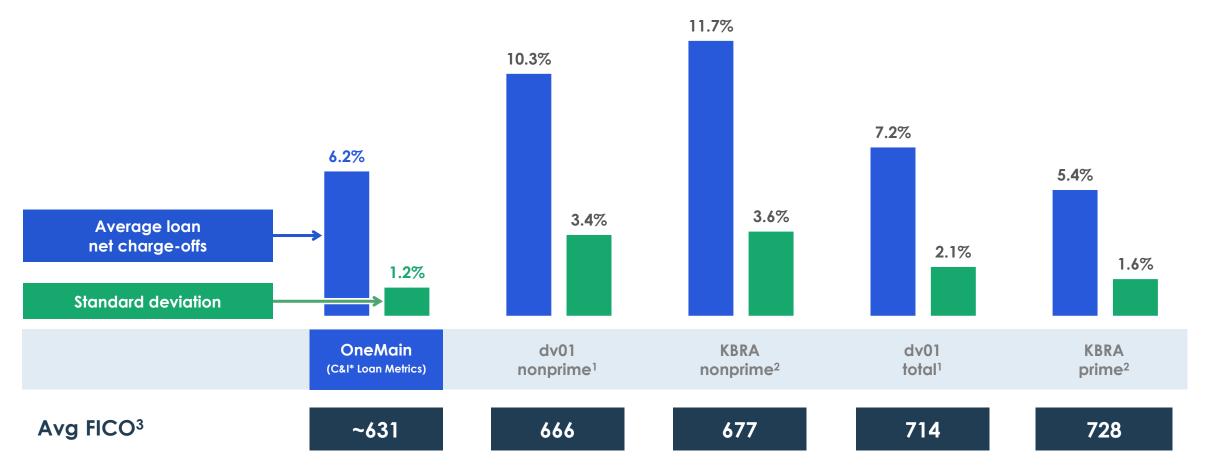
Note: Rare exceptions may apply; Portfolio renewal data as of December 31, 2023.

<sup>1.</sup> Stated income with employment verification may be used in certain limited circumstances.

<sup>2.</sup> Represents gross charge-off for 2019 originations.

## We deliver superior credit results through the cycle

#### Quarterly credit performance since 4Q 2016



Note: Data through December 31, 2023.

<sup>\*</sup>See 4Q2023 earnings presentation appendix and earnings release for Non-GAAP Financial Measures reconciliations along with defined terms.

<sup>1.</sup> Represents dv01's Consumer Unsecured Benchmark; nonprime is credit score 550 to 700.

<sup>2.</sup> Represents KBRA Marketplace Lender Indices, Tier 1 (prime) and Tier 2 (nonprime).

<sup>3.</sup> Represents weighted-average FICO for outstanding balances as of December 31, 2023.

# ABS Overview

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# OneMain ABS superior relative value

	Long Operating History	100+ years in business
	Seasoned Programs	Seasoned programs with 37 issuances for ~\$27B  Consistent collateral performance across issuances
<u></u>	Program Liquidity	Numerous dealers offer liquidity across all tranches
#	Conservative Rating Assumptions	Rating Agency pre-stress base case loss assumptions similar to our stressed 2008-2009 performance
	Additional Enhancement	Structuring to worst case pool in revolving deals provides additional enhancement vs. actual pool
C/1	Trusts Backed in whole/part by Secured Loans	Consumer loan asset class often characterized as "subprime unsecured", while ~50% of our portfolio is prime/near-prime and half is auto secured <sup>1</sup>
	Prime Performance from Auto Shelf	Prime-like performance from nonprime collateral in the ODART shelf
		Income verification and ability-to-pay underwriting major differentiator vs. dealer-sold indirect subprime auto
1-4		We created the Consumer Loan asset class in 2013
ΔŮ	First AAA CL Program	First Consumer Loan ABS program to receive 'AAA' from S&P
		Recent deals EU/UK <sup>2</sup> Risk Retention compliant
		Top-up deals monthly with fresh collateral to account for customer paydowns/payoffs/charge-offs
5	Revolving Period	This feature mitigates losses during revolving period
	Panid Deleveraging	Rapid deleveraging through fixed dollar overcollateralization once amortization begins
	Rapid Deleveraging	AAAs have <1.0yr WAL in amortization

## Revolving structure relative value

#### **Amortizing** Revolving Monthly top-ups provide ability to Fixed collateral pool Flexibility to Manage manage collateral pool quality, · No ability to replenish pool with higher **Transactions** accounting for charge-offs, prepays and quality collateral matured loans Naturally less CE due to rating agency More CE due to rating agency **Credit Enhancement** assumptions based on an actual assumptions based on the worst-case (CE) collateral pool pool (actual pools far better) Less relative spread with immediately More relative spread due to longer WALs Spread amortizing structure and shorter WAL and more curve exposure Bonds can support more stress for longer **Performance During** Bonds can support less stress for shorter Example: losses could go up ~250% and **Economic Downturn** durations due to structurally less CE still not break OMFIT 2023-2 Class D

#### Revolving structure provides attractive relative value compared to amortizing structures

#### ABS Funding





As of December 31, 2023, OneMain had principal debt balances of ~\$20.1 billion, ~58% of which was secured

Balanced mix of ABS, corporate bonds and whole loan sales provides flexibility in changing market conditions

Revolving ABS provides fixed rate prefunding for future originations<sup>1</sup>

Significant unencumbered receivables\* (\$8.4B at 4Q23) which provide additional flexibility

2. As of December 31, 2023, Includes SLFT securitizations

As of December 31, 2023.



Liquidity/ Conduits



Significant forward liquidity runway

16 diverse conduit banks with multi-year commitments and no financial covenants or MACs

- Committed capacity provides long liquidity runway in case of protracted capital market dislocation
- \$7.7B total bank capacity as of December 31, 2023





#### 29 Personal Loan securitizations since 2013<sup>2</sup>

- OMF created the Consumer Loan asset class in 2013, with consistent performance since
- First AAA in asset class
- Backed by a mix of both secured and unsecured loans (vs. unsecured marketplace lenders)
- Transactions feature a

   3, 5 or 7-year
   revolving structure, given fast payment rates of underlying assets



# Direct Auto ABS Program ("ODART")



## 8 Direct Auto securitizations since 2016<sup>3</sup>

- Direct Auto has higher loan yields, shorter terms and much lower losses vs. typical Indirect (dealer-originated) nonprime auto
- Amortizing, 1, 2, 3 and 5-year revolving periods to date
- Major credit differentiators include ability-to-pay underwriting, income verification and evaluation of performance with existing auto lenders
- Perfected first priority security interest on all collateral preclosing

<sup>\*</sup>See 4Q2023 earnings presentation appendix and earnings release for Non-GAAP Financial Measures reconciliations along with defined terms.

1. With the exception of floating rate tranche in OMFIT 2017-1, OMFIT 2021-1, ODART 2022-1 and OMFIT 2023-2.

#### Best in class investor transparency

- Quick reference landing page
  - Pool balances
  - Key metrics
  - Tranche balances
  - Credit enhancement
- Most recently added Post-Close Amendments Summary with respect to revolving deals
- Full monthly servicer report history (exportable through Excel)
- Private Placement Memorandums
- Latest ABS investor presentation
- Trust data summaries to simplify surveillance
- Historical capital structures

#### **Investor Friendly Resources**

investor mentity resources										
Transaction Click to View			Current Pool Information				Monthly Servicer Reports			
		Notes Table	Loan Principal Balance	WAC	WART	-				
OMFIT 2023-2	PPM	Click to view	1,566,063,334	24.69%	48	Sele	ct PDF ▼	Sele	ect XLSX ▼	
OMFIT 2023-1	PPM	Click to view	920,306,234	24.89%	46	Sele	ct PDF ▼	Sele	ect XLSX ▼	
OMFIT 2022-3-	-PPM	Click to view	1,090,391,860	24.65%	45	Sele	ct PDF ▼	Sele	ect XLSX ▼	
Class of Notes	T-9	tial Note Balanc	e Current Balance	Interest	Deta	Maturity Date	CUSIP	Credit E	nhancement	
Class of Notes	11111	tiai Note Balanc	e Current Balance	Interest	kate	Maturity Date	COSIP	Initial	Current	
A-1	540,00	00,000.00	540,000,000.00	5.84%		9/15/2036	68269HAA3	36.45%	36.45%	
A-2	462,23	30,000.00	462,230,000.00	SOFR + 1.50	%	9/15/2036	68269HAE5	36.45%	36.45%	

6.17%

6.74%

7.52%

Date of Issue: 8/22/2023

D

Lead Underwriters: Citigroup, Deutsche Bank Securities, Goldman Sachs & Co. LLC, NatWest Markets, Societe Generale, TD Securities

148,770,000.00

95,530,000.00

153,470,000.00

Co-Managers: Academy Securities

148,770,000.00

95,530,000.00

153,470,000.00

End of Revolving Period: 8/31/2026

9/15/2036

9/15/2036

9/15/2036

68269HAB1

68269HAC9

68269HAD7

26.95%

20.85%

11.05%

26.95%

20.85%

11.05%

Servicer: OneMain Finance Corporation

Indenture Trustee: HSBC Bank USA, N.A.

http://investor.onemainfinancial.com -> Asset-Backed Securities

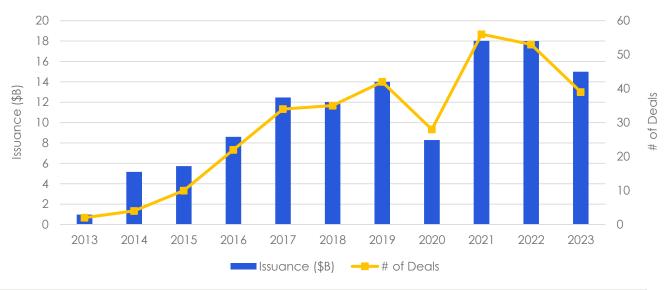
# Secured & Unsecured Personal Loans "OMFIT" Program

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#### U.S. Consumer Loan ABS

- ✓ We created Consumer Loan ABS asset class in 2013
  - ✓ Asset class developed into a large, diverse class over past ~10 years with a liquid secondary supply
- ✓ Issuer of 29 ABS transactions<sup>2</sup>
- ✓ Top tranche rating of AAA
- ✓ Programmatic issuance of 2, 3, 5, 7-year revolving transactions

#### Consumer Loan ABS new issue supply (2013-2023)<sup>1</sup>



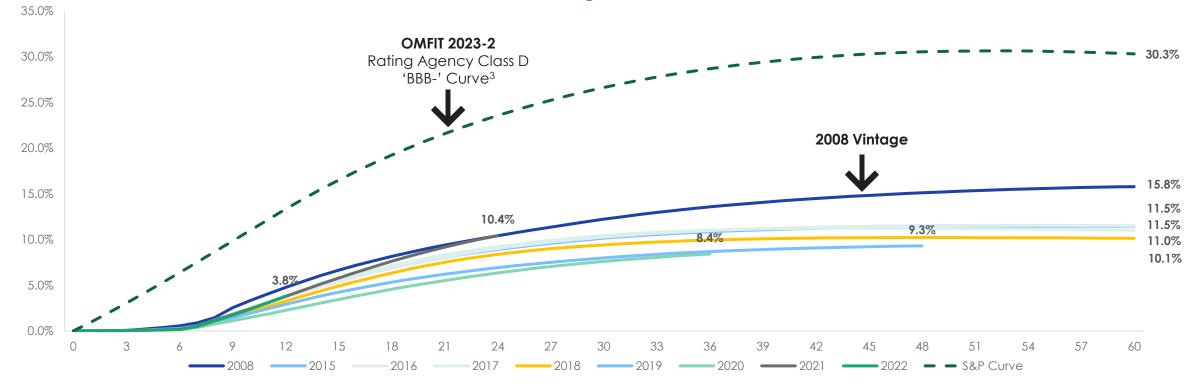


Major differences in business model, underwriting, servicing, funding strategy across consumer loans issuers

#### Personal loan cumulative net loss

- OneMain vintage CNL performance well below worst Financial Crisis vintage (2008)
- All vintages a fraction of lowest tranche class D rating agency (BBB-) 30.3% first dollar loss stress<sup>1</sup>
- OMFIT 2023-2 AAA bond would require cumulative net losses to exceed ~50% for any principal loss<sup>1</sup>

#### OneMain PL vintage cumulative net loss<sup>2</sup>



Source: Internal Company Analysis.

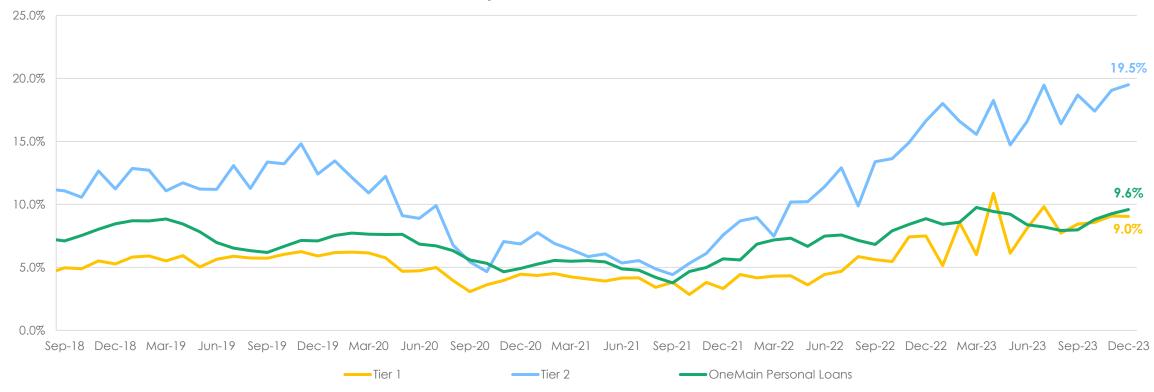
<sup>2.</sup> Combined annual "OMH" Personal Loan (Unsecured and Secured Personal) Cumulative Net Loss; Legacy OneMain "OMFH" reflects Gross Loss until system conversion (1Q2017).

Ending cumulative net loss after recoveries of 29 1%

## OMF CL ABS performance vs. FinTech/MPL

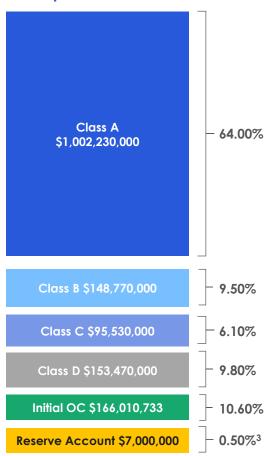
- Deeper ability-to-pay underwriting vs. instant decision algorithms, with income, identity and employment verification
- Loss performance comparable to prime borrowers and significantly better than nonprime competitors
- OMFIT performance bolstered by secured collateral composition (~40% secured in OMFIT 2023-2)

#### KBRA Marketplace index: annualized net loss rates<sup>1</sup>



#### OMFIT 2023-2 overview

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



- OMFIT 2023-2 represents the 21st transaction from the OMFIT shelf since the program's inception in 2014
- Compliant with US Risk Retention and EU/UK<sup>2</sup> Risk Retention requirements
- The Notes are issued from a discrete trust with a 3-year revolving period
  - Subject to eligibility criteria and concentration limits
- All Notes, with the exception of the A-2 Note, will be fixed rate Notes. The Class A-2 Notes will be floating rate SOFR Notes
- The Notes may be optionally called by the Issuer on or after the Payment Date occurring in September 2026 at a redemption price equal to 101% of the Aggregate Note Balance plus accrued interest, coinciding with the end of the revolving period August 31, 2026
- If optional redemption not exercised, the Notes will amortize sequentially
- Credit enhancement will consist of subordinated Notes, overcollateralization, a cash reserve account and excess spread
  - Total Hard Credit Enhancement (% of Collateral):
    - Class A: 36.45%
    - Class B: 26.95%
    - Class C: 20.85%
    - Class D: 11.05%
  - In addition, initial excess spread for the transaction is estimated to be 14.25% per annum

<sup>1.</sup> Shown as a percentage of total collateral balance.

<sup>2.</sup> Article 6(3)(d) retention/No Article 7 compliance.

<sup>3.</sup> Percent of initial note balance.

# Direct Auto Loans "ODART" Program

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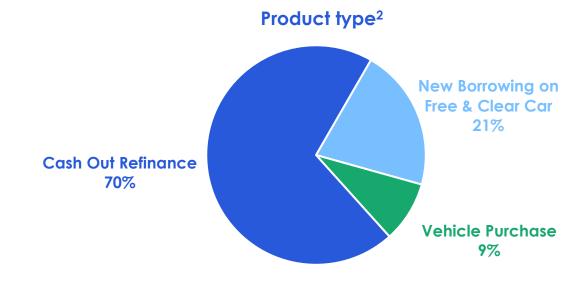
Better Borrowing. Brighter Future.

## Unique direct-to-consumer auto product

 Direct Auto product is an extension of our successful Secured Personal Loan product, offering borrowers a lower rate, larger loan option



- Direct Auto must pass standard OneMain ability-to-repay underwriting as well as traditional auto underwriting
- ~\$22.0B in originations since 2014<sup>1</sup> product initiation
- Payment history with former lender is an important underwriting consideration / loss predictor



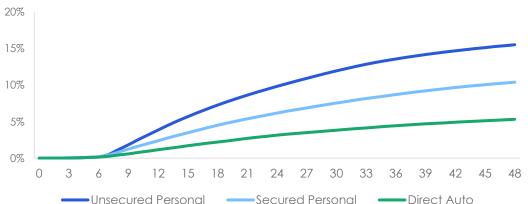
Direct Auto					
Purpose	Predominantly cash-out refinance				
Interest Rate	Interest rate set centrally (no branch input)				
Underwriting	Ability to pay underwriting				
Verification	Income verified				
Closing	Loan closes directly with borrower				

<sup>1.</sup> Represents total Direct Auto originations for OneMain Holdings, Inc. as of December 31, 2023.

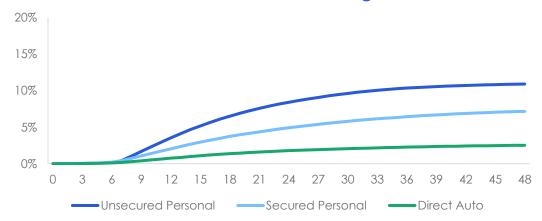
<sup>2.</sup> Represents total Direct Auto originations for OneMain Holdings, Inc. LTM as of December 31, 2023.

# Secured lending performance driven by frequency of default

2019 Cumulative unit loss %1



#### 2019 Cumulative net charge-off<sup>1</sup>



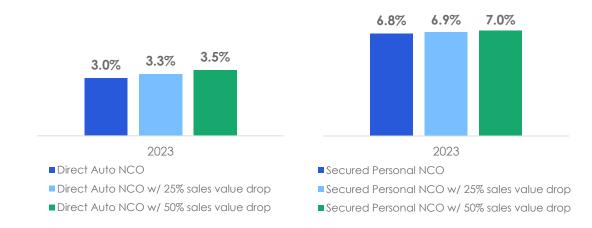
# "Frequency" of loss is primary driver of our materially stronger secured loan loss performance

 Lower unit defaults reflect borrowers' need of their vehicles to live/work and therefore their prioritization of their car payments

Better recoveries for secured vs. unsecured ("severity") helpful, but not main loss driver

#### Secured loss sensitivity to used car values<sup>1,2</sup>

30 bps higher Direct Auto and 10 bps higher Secured PL losses with 25% stress on our actual 2023 car recovery values



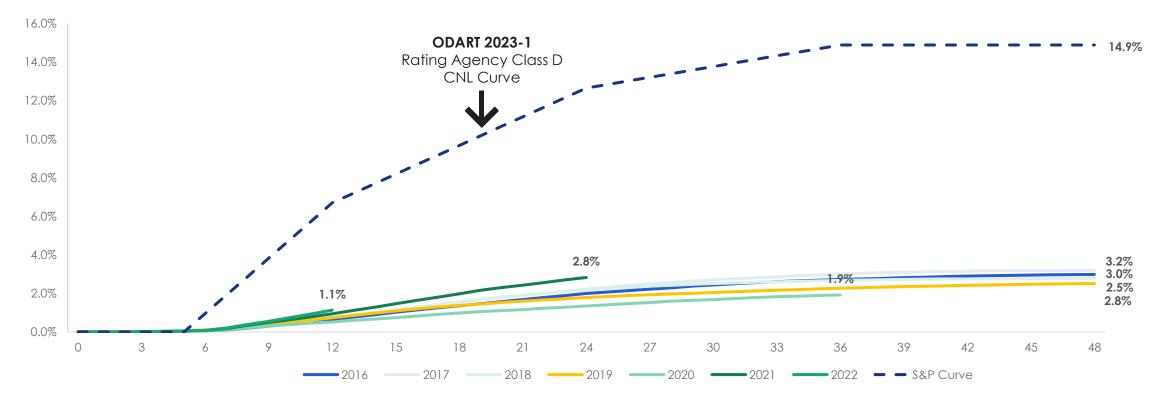
<sup>1.</sup> OneMain Direct Auto: Vehicles 0-10 years old only.

<sup>2.</sup> Represents annualized losses based on 2022 vehicle proceeds.

## Direct Auto cumulative net loss performance

- OneMain performance highly consistent across vintages
- All vintages substantially below lowest tranche class D rating agency (BBB) 14.9% stress first dollar loss scenario
- ODART AAA would require cumulative gross loss to exceed ~60% for any principal loss<sup>1</sup>

#### OneMain Direct Auto cumulative net less<sup>2,3</sup>



<sup>1.</sup> Source: Internal Company Analysis.

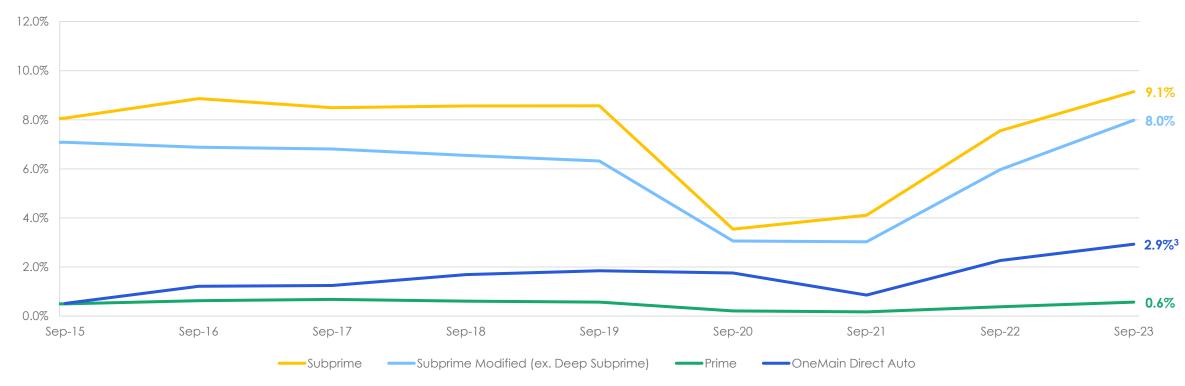
<sup>2.</sup> OneMain Direct Auto: Vehicles 0-10 years old only.

<sup>3.</sup> Combined annual "OMH" Direct Auto Cumulative Net Loss; Legacy OneMain "OMFH" reflects Gross Loss until system conversion (1Q2017).

### OneMain Direct Auto vs other auto issuers

- Significant percentage of lower-loss, returning customers and no dependencies on dealer sourced data accuracy
- Robust customer relationships, ability to pay underwriting, income verified and centrally-set interest rates

#### S&P Index: annualized net loss rates<sup>1,2</sup>



<sup>1.</sup> OneMain Direct Auto: Vehicles 0-10 years old only.

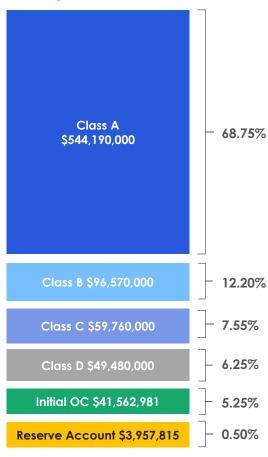
**OneMain** Financial.

<sup>2.</sup> Source: S&P U.S Auto Loan ABS Tracker: September 2023 Performance.

<sup>3.</sup> Represents OneMain Direct Auto annualized net loss rate as of December 31, 2023.

### ODART 2023-1 overview

#### **Capital Structure**



- ODART 2023-1 represents the 8th transaction from the ODART shelf since the program's inception in 2016
- Compliant with US Risk Retention and EU/UK<sup>1</sup> Risk Retention requirements
- The Notes are issued from a discrete trust with a 3-year revolving period
  - Subject to eligibility criteria and concentration limits
- The Notes are subject to clean-up call at 20% of the initial note principal balance
- If clean-up call is not exercised, the Notes will continue to amortize sequentially
- Credit enhancement will consist of subordinated Notes, overcollateralization, a cash reserve account and excess spread
  - Total Hard Credit Enhancement (% of Assets):
    - Class A: 31.75%
    - Class B: 19.55%
    - Class C: 12.00%
    - Class D: 5.75%
  - In addition, initial excess spread for the transaction is estimated to be 13.67% per annum

# OneMain Impact

OneMain Financial.

Better Borrowing. Brighter Future.

### We are committed to our customers & communities

#### Our approach is guided by our three priorities:

Building trust and strong relationships with our stakeholders

Providing responsible lending solutions with affordable rates and ability-to-pay underwriting

Contributing to our communities through education, financial wellness and volunteerism



Issued first-of-its kind Social Bond: about a quarter of our customers live in credit disadvantaged counties, as defined by NY Fed. Issued Social ABS collateralized by customers residing in rural communities<sup>1</sup>



Credit Worthy by OneMain Financial distributed free, digital financial education to over **3,400** schools, reaching over **275,000** students nationwide since program inception



**\$50 million** dollar commitment to support minority depository institutions and a military veteran owned and operated investment bank supporting job placement and transition services for veterans



Named as a Morningstar Sustainalytics ESG Industry Top Rated Company in 2023



Focused on diversity, with **68%** female team members and **40%** team members who are racially and ethnically diverse. This diversity is also reflected in our Board of Directors (**50%** of directors diverse by race and ethnicity and **25%** diverse by gender)<sup>2</sup>



Approximately **73%** of our customers are enrolled in paperless billing as of December 2023



Certified a "Most Loved Workplace®" by the Best Practice Institute in 2022 and 2023





Formalized our Board's oversight of Impact policies and practices and formed the Impact Executive Council, which consists of a diverse group of five senior executives that coordinate internal resources and report to the Board on relevant Impact topics

### OneMain Social Bond & Social ABS Overview

# Issued \$750MM Social Bond in 2021... first by a U.S.-based High Yield issuer

# Issued \$600MM 3-year Revolving Social ABS in 2022... first Social ABS by a U.S.-based issuer

#### **Offering Terms**

- \$750MM bond with 2027 maturity at 3.50% coupon
- Issued in 2Q21

- \$600MM 3-year revolving Social ABS at 4.30% coupon
- Issued in 2Q22

# Use of Proceeds<sup>1</sup>

- Proceeds financing a portfolio of loans to customers residing in counties identified as 'Credit Insecure' or 'Credit-At-Risk' by the Federal Reserve Bank of New York
- Furthermore, at least 75% of such eligible loans determined to be from racial minorities and/or female

- Proceeds acquire a portfolio of OMF loans with customers residing in rural communities as identified by Claritas PRIZM Premier methodology's urbanicity model
- Furthermore, at least 75% of loan portfolio made to borrowers who have annual net incomes that are less than or equal to \$50,000

#### **Underwriters**

- Long-standing D&I broker partners Academy Securities, Ramirez, Seelaus and Siebert Williams served prominent roles
- Long-standing D&I broker partners Academy Securities and Seelaus served prominent roles

#### Second Party Opinion

 S&P Global Ratings provided a Framework Alignment Opinion confirming our Framework aligns with ICMA's Social Bond Principles (2020)  S&P Global Ratings provided a Second Party Opinion confirming our Framework aligns with ICMA's Social Bond Principles (2021)

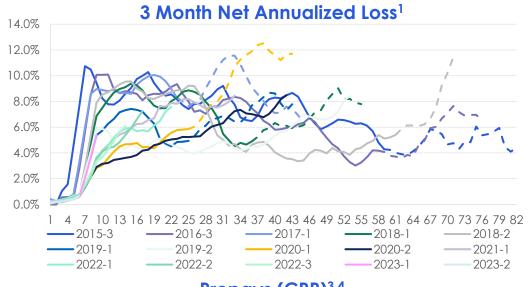
# Data Supplement

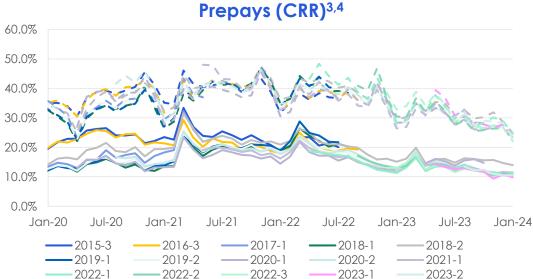
# OneMain Financial.

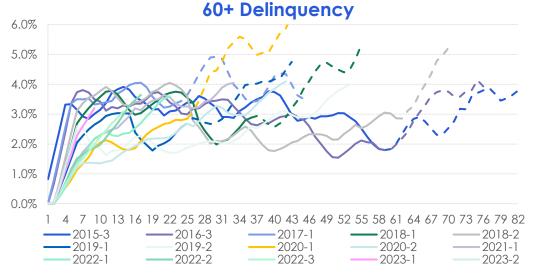
# Borrower assistance programs

	<b>Description</b>	% of LTM Units <sup>1</sup>
Deferment	<ul> <li>Allows customer to remain current with partial payment; addresses a short-term cash flow issue</li> </ul>	3.0%
Modification	<ul> <li>Provides relief to customer for ongoing cash flow challenges; could involve adjustment to loan terms</li> </ul>	0.5%
Re-age	<ul> <li>Loan brought current after customer demonstrates consistency of payments after prior cash flow challenge</li> </ul>	0.4%

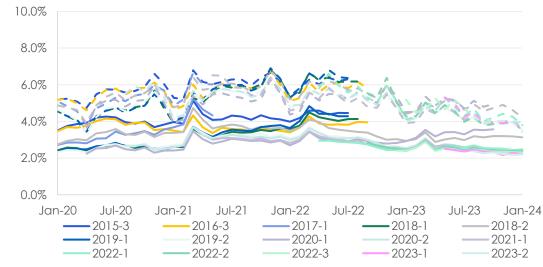
### **OMFIT Key Performance Metrics**







#### Monthly Payment Rate<sup>2</sup>

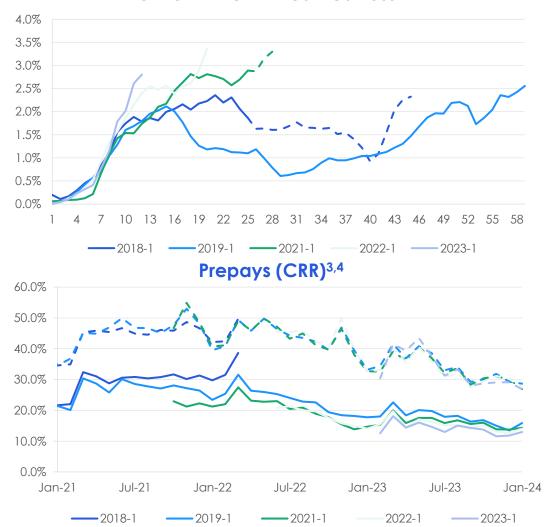


As of February 2024 Payment Date.

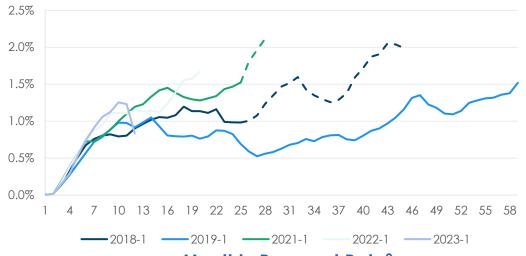
- 1. Elevated losses occur during amortization period because of declining denominator while losses in the numerator are on a 6-month lag.
- 2. Payment rate = Principal collections divided by beginning of period balance.
- 3. Renewals remain in transaction during the revolving period and are treated as full payoff during the amortization period.
- 4. Scheduled principal calculated based on trust weighted averages.

## **ODART Key Performance Metrics**

#### 3 Month Net Annualized Loss<sup>1</sup>



#### **60+ Delinquency**



#### Monthly Payment Rate<sup>2</sup>



As of February 2024 Payment Date.

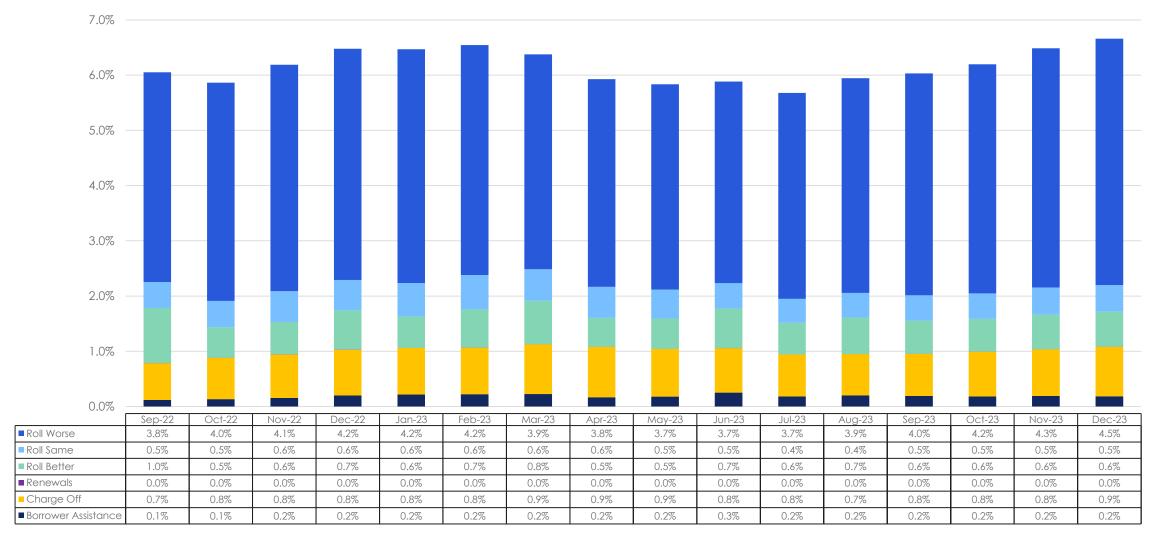
<sup>1.</sup> Elevated losses occur during amortization period because of declining denominator while losses in the numerator are on a 6-month lag.

<sup>2.</sup> Payment rate = Principal collections divided by beginning of period balance.

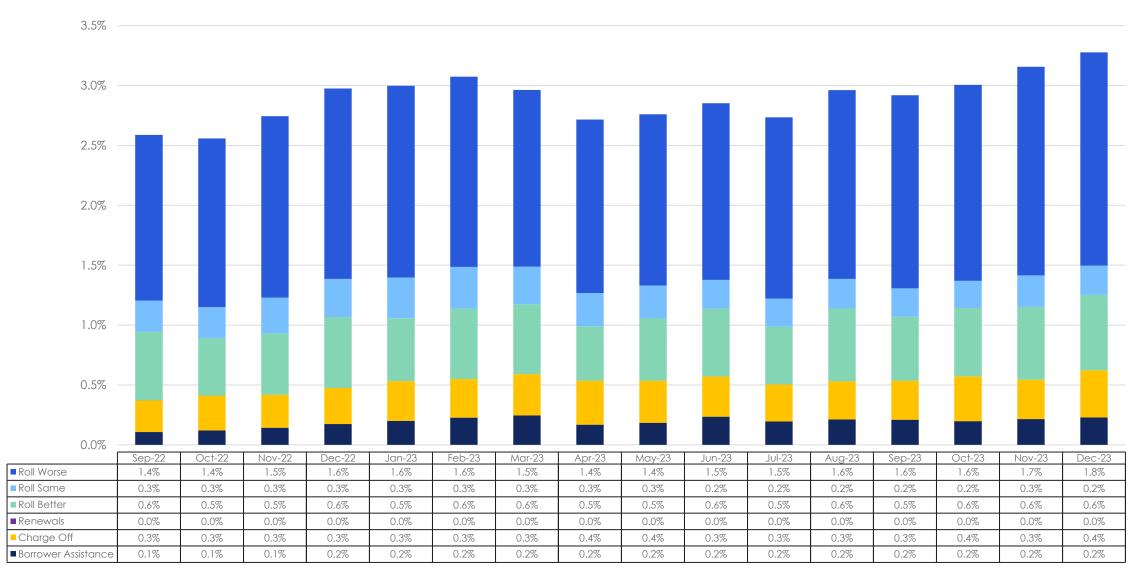
<sup>3.</sup> Renewals remain in transaction during the revolving period and are treated as full payoff during the amortization period.

<sup>4.</sup> Scheduled principal calculated based on trust weighted averages.

## Personal Loan 30+ day delinquency outcomes (Company portfolio)<sup>1</sup>



# Direct Auto 30+ day delinquency outcomes (Company portfolio)<sup>1</sup>



# Thank you

Please reach out with any questions

#### Contacts

David Schulz Treasurer

David.Schulz@omf.com

(212) 359-2426

Ryan Gamble
Assistant Treasurer

Ryan.Gamble@omf.com

(212) 359-2429

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