OneMain Financial

OneMain Financial Business Update and Social Bond Framework

NYSE: OMF | August 2024

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Important Information

This presentation contains summarized consolidated information concerning OneMain Holdings, Inc. (the "Company") and the Company's business, operations, financial performance and trends. No representation is made that the information in this presentation is complete. For additional financial, statistical and business-related information, see the Company's and OneMain Finance Corporation's ("OMFC") most recent combined Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission (the "SEC") for the fiscal year ended December 31, 2023 (the "Form 10-K") and combined Quarterly Reports on Form 10-Q filed with the SEC for the quarters ended March 31, 2024 and June 30, 2024, as well as the Company's one OMFC's other reports filed with the SEC from time to time. Such reports are or will be available in the Investor Relations section of the Company's website (https://www.sec.gov). Unless otherwise noted, all financial, operating and other data presented herein are of the Company and its subsidiaries on a consolidated basis and not of OMFC, the issuer of the senior unsecured notes offered hereby. OMFC is a direct wholly-owned subsidiary of the Company.

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, with respect to the financial condition, results of operations and business of the Company and OMFC. You can find many of these statements by looking for words like "anticipates," "appears," "believes," "continues," "continues," "continues," "continues," "continues," "forecasts," "forecasts," "foresees," "goals," "intends," "likely," "objective," "plans," "projects," "target," "trend," "remains," and similar expressions or future or conditional verbs such as "could," "may," "might," "should," "will" or "would" are intended to identify forward-looking statements, but these words are not the exclusive means of identifying forward-looking statements.

Forward-looking statements are not statements of historical fact but instead represent only management's current beliefs regarding future events. 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 forward-looking statements include, without limitation, the following: adverse changes and voletility 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 tends affecting our 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 incidents, war or other disruptions; the adequacy of our credit 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 customer responsiveness to our distribution channels or products; changes in federal, state, or local laws, regulations, or regulatory policies and practices or increased regulatory scrutiny of our business or industry; risks associated with our insurance operations; the costs and effects of any actual or alleged violations of any federal, state, or local laws, rules or regulations; penalties, judgment adequate current sources of funds to satisfy our cash flow requirements; our ability to accept and markets and maintain adequate current sources of funds to satisfy our cash flow requiremen

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.

The information furnished in this presentation includes non-GAAP financial measures that differ from measures calculated in accordance with generally accepted accounting principles in the United States of America ("GAAP"). The presentation of these non-GAAP financial measures is not intended to be considered in isolation from, as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP and may be different from the non-GAAP financial measures used by other companies. In addition, these non-GAAP measures have limitations in that they do not reflect all the amounts associated with the Company's and OMFC's results of operations as determined in accordance with GAAP. The Appendix to this presentation includes tables that reconcile historical GAAP measures to non-GAAP measures.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy any security. The Company and OMFC have filed a registration statement (including a base prospectus) and a related preliminary prospectus supplement with the SEC for the offering to which this presentation relates. Before investing in any such offering, you should read the base prospectus in the registration statement and the preliminary prospectus supplement, together with the information incorporated by reference therein, and the other documents the Company and OMFC have filed with the SEC for more complete information about the Company, OMFC and the offering. You can obtain copies of these documents for free by visiting EDGAR on the SEC website at www.sec.gov. Alternatively, the Company, any underwriter or any dealer participating in the offering will arrange to send you the prospectus if you request it by contacting Barclays Capital Inc., 745 Seventh Avenue, New York, NY 10019, Attn: Syndicate Registration, by telephone: 1-888-603-5847

Business Update

OneMain Financial.

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

OneMain is a trusted partner to nonprime consumers

~18 million

customers served¹

~70 million

data records on individual Americans

~\$200 billion

of originations¹

3.2 million

current customer accounts²

90%

customer satisfaction³

~20%

market share4

Note: Data as of December 31, 2023, unless otherwise noted.

^{1. 2006} to December 31, 2023.

^{2.} As of June 30, 2024.

^{3.} OneMain Financial New Customer Satisfaction Survey, based on 4Q2023 originations.

^{4.} Based on ~\$110bn of nonprime personal loans outstanding. Nonprime defined as VantageScore between 550 to 700. Source: Experian as of March 31, 2024.

We provide responsible access to credit

~631 average FICO

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

~10 years in the same residence

~50% in the same job 5+ years

- 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

Our nationwide branch network provides us with unique capabilities

Unique capabilities



Personalized service



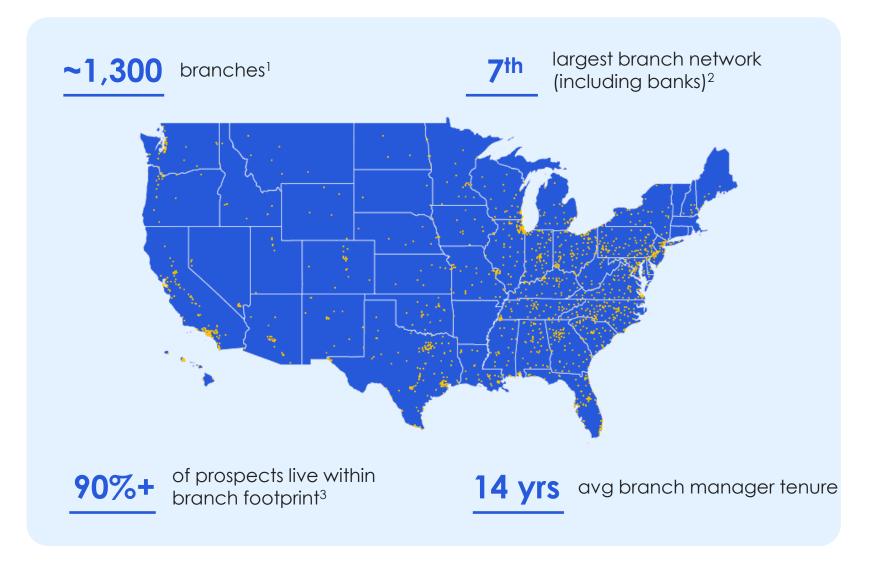
Staff performs both originations and collections



Thoughtful customer budgeting and underwriting

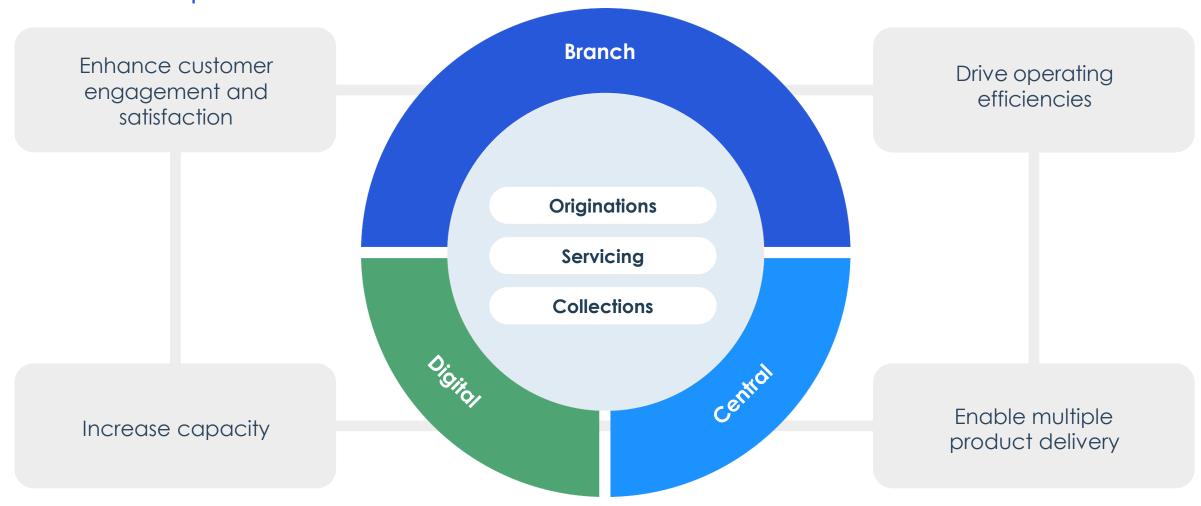


Community presence and local knowledge



^{2.} When compared to U.S. banks. Source: S&P Capital IQ Pro.

Our nationwide branch network is enhanced by digital and central capabilities



<u>Supported</u> by a strong compliance and control culture

We have built a differentiated business model



Competitive Advantages

~18MM
Customers
Served²

~\$200B

Cumulative
Originations²

~90% Of New Customer \$7.9B

Of New Customer Unencumbered Applications Begin Online Receivables*3

~50%

\$8.0B

More predictable, lower loss return customers

Committed Bank
Capacity³

~50%

Of Loans Closed
Digitally

\$23.7B

C&I Managed Receivables*3

We serve hardworking Americans with a financial need

Note: Data as of December 31, 2023, unless otherwise noted.

*See 2Q2024 earnings presentation appendix and earnings release for Non-GAAP Financial Measures reconciliations along with defined terms.

1. Based on ~\$110B of nonprime personal loans outstanding. Nonprime defined as VantageScore between 550 to 700. Source: Experian as of March 31, 2024. 2. 2006 to December 31, 2023.

Proprietary data and advanced analytics drive performance across the business

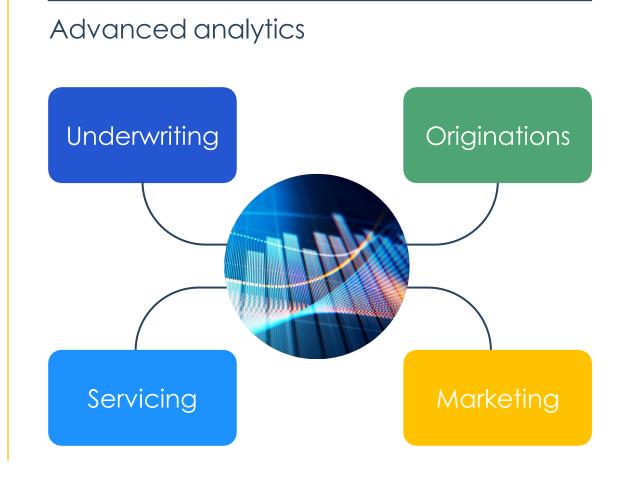
Proprietary data

~\$200B cumulative originations

3.2MM current customer accounts²

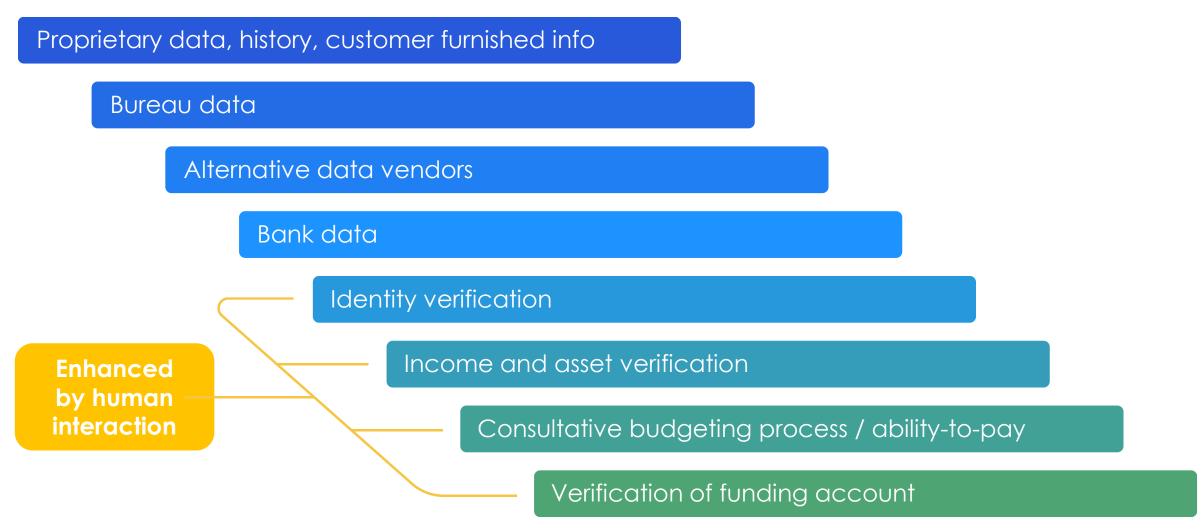
~18MM customers served1

~50% customers do business with us at least twice³



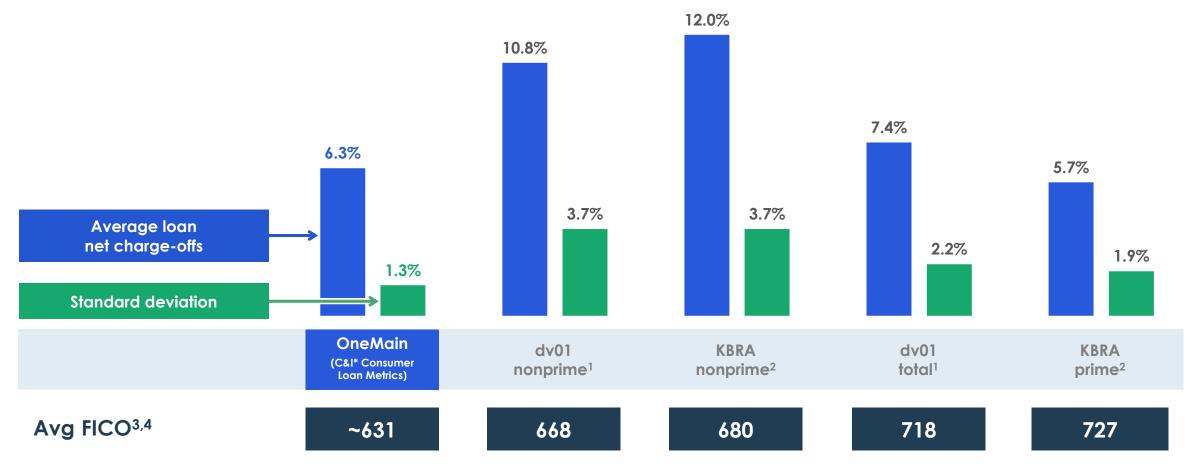
^{2.} As of December 31, 2023

Our unique underwriting combines advanced analytics with human interaction



We deliver superior credit results through the cycle

Quarterly credit performance since 4Q 2016



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^{*}See 2Q2024 earnings presentation appendix and earnings release for Non-GAAP Financial Measures reconciliations along with defined terms.

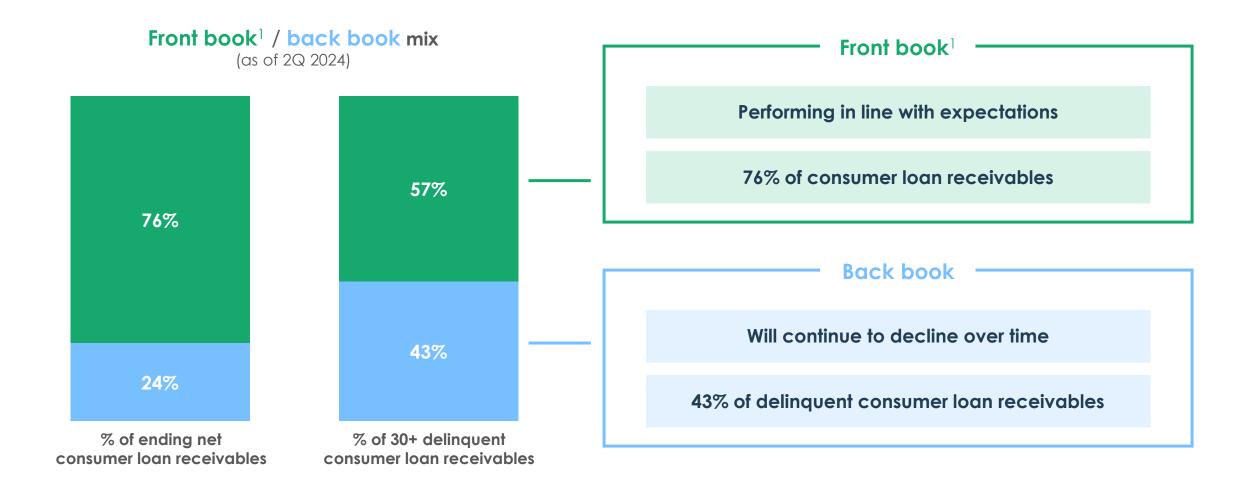
^{1.} Represents dv01's Consumer Unsecured Benchmark; nonprime is credit score 550 to 700.

^{2.} Represents KBRA Marketplace Lender Indices, Tier 1 (prime) and Tier 2 (nonprime).

^{3.} Represents weighted-average FICO for outstanding balances as of June 30, 2024.

^{4.} OneMain average FICO as of December 31, 2023.

Credit performance underpinned by strong front book



We are expanding our products to meet more customer needs



2Q24 New Products Highlights

(\$ in millions)

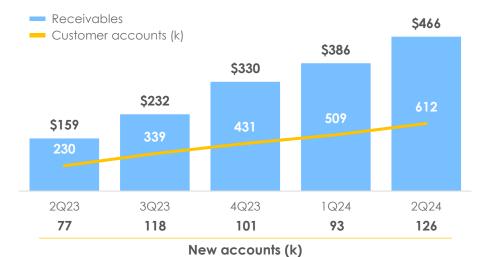
BrightWay® Credit Cards

Everyday transactions

- Digital first offering that rewards good credit behavior
- Targeted and disciplined rollout / conservative underwriting
- Highly rated app with strong customer engagement and usage metrics



Receivables & Accounts



Auto Finance

Financing at the point of purchase

 More than a decade of experience in secured lending with best-in-class capabilities and strong

credit performance

- Acquired Foursight on April 1, 2024; strategic acquisition of full-service auto finance platform
- Expanded reach to \$600 billion nonprime addressable market¹ serving both independent and franchise dealers

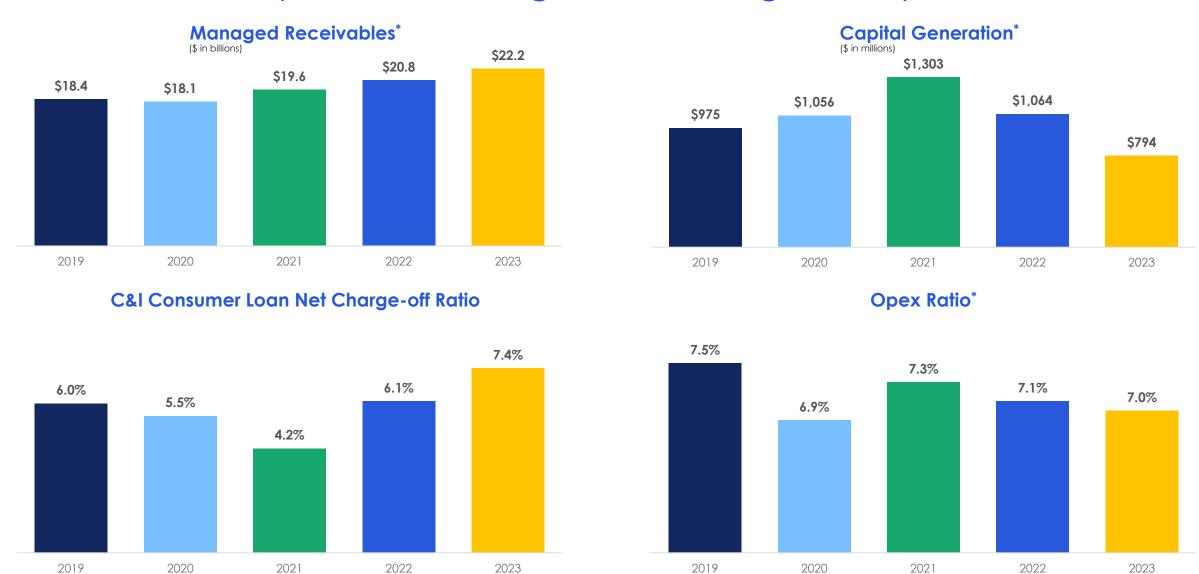


Managed Receivables*



Originations

Business model produces strong results through the cycle



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Our balance sheet is a strength and a competitive differentiator

\$3-4 billion

annual debt issuance

OMFIT | ODART | Unsecured notes | Whole loan sale

4.2 years

weighted-average bond maturity

\$0

unsecured debt maturities until March 2026

Balanced

debt mix

AAA

ABS top tranche

\$1.1 billion

April ABS issuance

24+ months

liquidity runway¹

\$8.0 billion

total bank capacity

4-6x

net leverage* range

Strong liquidity runway of 24+ months

(\$ in billions)

Liquidity sources	
Undrawn secured credit facilities	\$6.7
Undrawn unsecured credit facility	\$1.3
Capital generation* under '08/'09 stress	>\$0.5
	~\$8.5
Annual cash uses	
ABS and unsecured maturities	~\$3.5
Regular dividend (\$4.16 per share)	\$0.5
	~\$4.0

16 diverse bank partners provide **\$8.0B** of available credit facilities

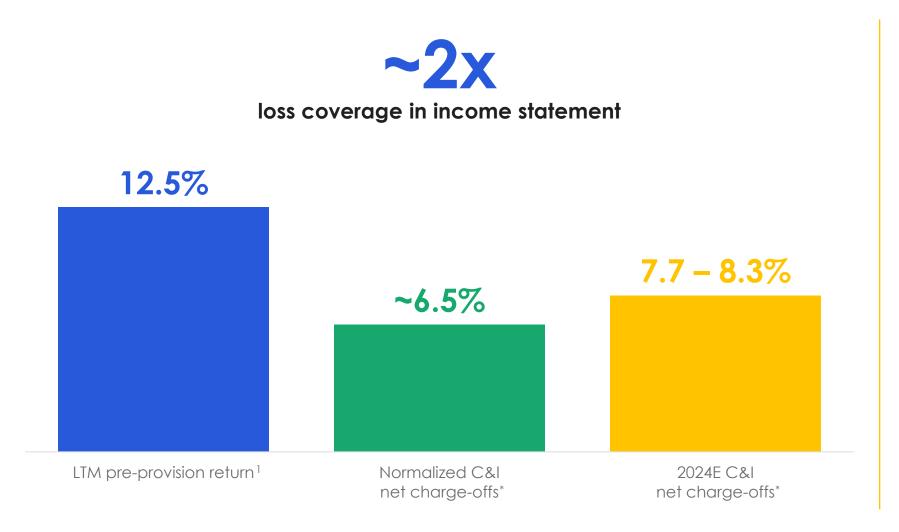
Conservative assumptions

'08/'09 stress test

Bank facilities not renewed

Receivables held flat

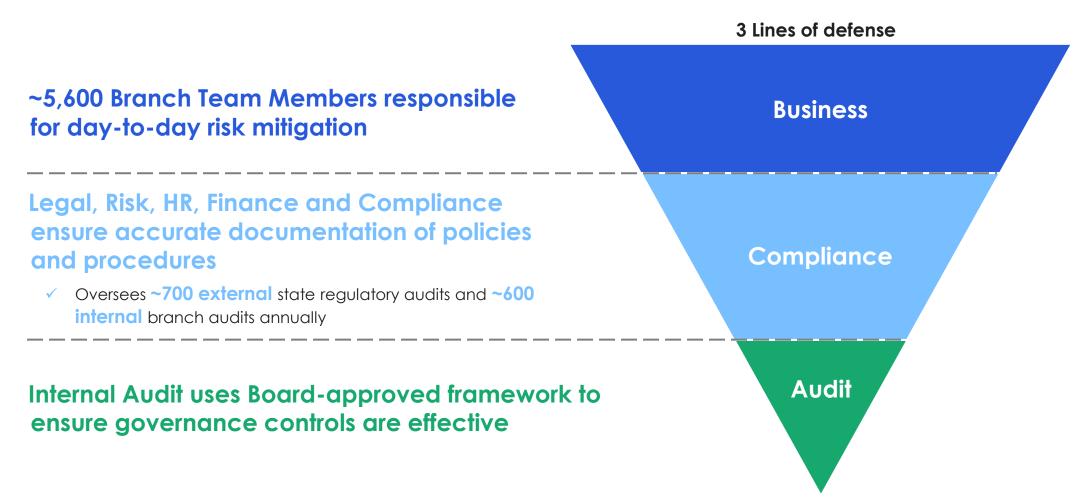
Economic model protects capital in changing economic conditions





Strong compliance and controls culture

Seasoned regulatory and compliance teams consistent with legacy bank ownership



OneMain Impact

We are a socially responsible company

Underserved communities

Large presence in credit-at-risk communities¹

- Racial minorities and female borrowers
- Rural communities



Financial wellness

Bill negotiation, subscription cancellation, budgeting, and transaction tracking tool

Free to all customers



Community engagement

Expanding our free financial education program nationwide for high school students

- 3,800+ high schools nationwide
- 350,000+ students nationwide



Certified a "Most Loved Workplace®" by the Best Practice Institute for the third year in a row



We are committed to our people, customers, and 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 in 2021: about a quarter of our customers live in credit disadvantaged counties, as defined by NY Fed. Issued Social ABS in 2022 collateralized by customers residing in rural communities¹



Credit Worthy by OneMain Financial distributed free, digital financial education to over **3,800** schools, reaching over **350,000** 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 **41%** 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)²



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



Certified a "**Most Loved Workplace**®" by the Best Practice Institute for the third year in a row





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

We focus on financial literacy, online and in our communities

Featured Articles



How to Pay Off Several Bills with Debt Consolidation

Guidebooks



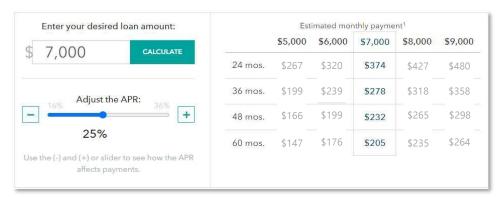
Financial Education Workshops



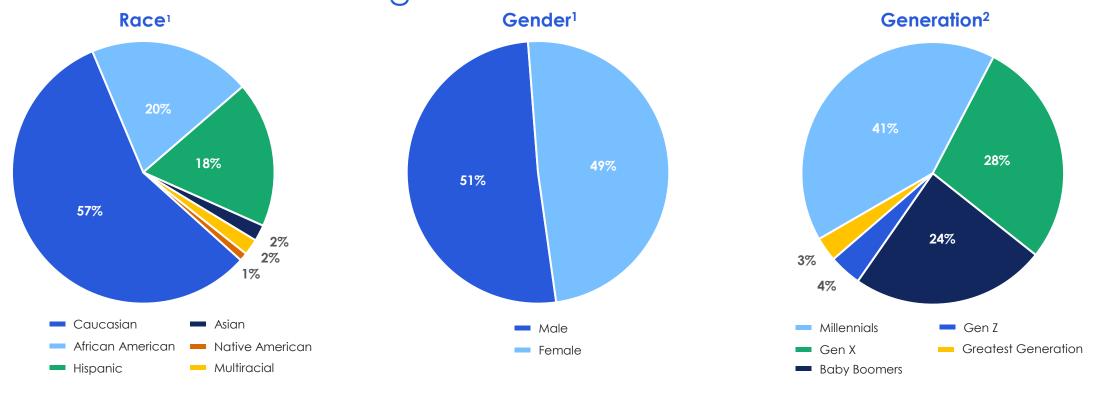
Family Resource Center



Budgeting Tools



Our customers reflect the diversity of Americans and often come to us with a need that isn't being met





As a single mother, Breana had things she wanted to do for her son, and OneMain heard her loud and clear:

"Everything started to hit at once, a perfect storm of bills and expenses. I needed a little extra money and applied to OneMain. It was just the thoroughness of the process, the ability to ask questions and feel like you're being heard. When I received the news that my car loan was being paid off, doors were opening financially for me. Being involved with OneMain, it gives me hope."

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^{1.} The determination as to race is consistent with applicable internal reporting guidelines that utilize Bayesian Improved Surname Geocoding (BISG) methodology to calculate probable race. The BISG methodology uses publicly available 2020 U.S. Census Bureau data as an input to derive a protected class probability based upon the borrower's last name and residence zip code as stated in the credit application. See, e.g., https://files.consumerfinance.gov/f/201409_cfpb_report_proxy-methodology.pdf. The determination as to gender utilizes a proxy method to calculate probable gender. The proxy method uses publicly available Social Security Administration data as an input to derive a gender probability based upon the borrower's first name as stated in the credit application. Race and gender are calculated at the time an application is entered into the system. The BISG determination of race was based on a probability of at least 80%, in the aggregate, that the individual is from a racial minority per the federal protected class definition of race. A probability of at least 80% was used in the

Longstanding support for D&I brokers



"Academy is honored to be a partner to OneMain Financial. We applaud their effort supporting customers in underserved communities by facilitating access to loans, guiding individuals through personal budgets, and helping to create financial literacy. A Social Bond framework complements their business model by prominently incorporating a diverse banking group as underwriters. Our mission at Academy Securities is to hire, mentor, and train military veterans. The opportunities for partnership between Academy and OneMain over the past few years have allowed us to continue to reinvest in our team and social mission, enabling us to better serve our clients."

- Chance Mims | CEO Academy Securities



"What has resonated most profoundly since our very first interaction with the OneMain Financial team is how deep and authentic their commitment to supporting diversity and inclusion firms really is. Beyond just working with firms owned by women, veterans and diverse professionals on their transactions they have given D&I firms a seat at the table to be a part of the conversation around driving social impact across OneMain's businesses. This social bond framework is the culmination of years of discussion with OneMain on how to completely align the commitment they have always shown to community outreach and supporting the underserved and underrepresented with their business objectives. Seelaus is proud to be a part of this ground breaking and important transaction."

- Annie Seelaus | CEO R. Seelaus & Co., LLC



"We are proud to partner with OneMain on this social bond initiative which will provide much-needed financing in underserved areas. As the nation's largest and oldest Hispanic-owned investment bank, we share with OneMain a common goal of creating stronger, more financially resilient communities through equity and inclusion. We applied their work in engaging with constituents of all types to promote philanthropy, financial literacy education and volunteerism."

- Sam Ramirez Jr. | Senior Partner & Director, Ramirez & Co., Inc. President & CEO, Ramirez Asset Management Ramirez & Co., Inc.



"Siebert Williams Shank, the only U.S. investment bank certified as both woman-owned and minority-owned, applauds OneMain Financial's commitment to helping individuals secure better financial futures and management's intentionality toward working with diverse financial partners. We are honored to be an underwriter on this social bond offering from OneMain as well as its 2021 social bond and to again help OneMain expand access to capital in underserved communities. OneMain's dedication to improving the financial well-being of everyday citizens aligns with our firm's mission to leave a lasting impact on the communities and corporations we serve."

- Suzanne Shank | President and CEO Siebert Williams Shank & Co., LLC

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Social Bond Framework

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Better Borrowing. Brighter Future.

OneMain Social Bond Framework

Use of Proceeds

 OMFC intends to allocate an amount equivalent to the net proceeds from this offering to finance or refinance, in part or in full, a portfolio of new or existing loans that meet the eligibility criteria of our Social Bond Framework (the "Framework"). Pending such allocation, OMFC intends to use the net proceeds from this offering for general corporate purposes, which may include debt repurchases or repayments

Eligibility Criteria

- The Loan Portfolio will be comprised of loans ("Eligible Loans") to individuals residing with mailing addresses in those counties identified as 'Credit-At-Risk' or 'Credit Insecure' counties ("Credit Insecure Areas")
- Furthermore, at least 75% of Eligible Loans will be made to racial minorities (per the federal protected class definition of race) and/or women
 - The determination as to race or gender will be consistent with applicable internal reporting guidelines that utilize BISG² which encompasses Social Security Administration and the US Census Bureau data to calculate probable race and gender
- OneMain will use a probability of at least 80% for its determination of race and/or gender

Loan Evaluation & Selection Process

• Governed by a subcommittee of OneMain's Management Risk Committee (the "Committee"), comprised of representatives from compliance, accounting, treasury, public policy, and impact departments

Management of Proceeds

- The look-back period for an Eligible Portfolio will be 12 months before the date of a Social Bond issuance
- OneMain's intention is to fully allocate the net proceeds of Social Bonds within 12 months of any issuance
- Pending such allocation, OMFC intends to use the net proceeds from this offering for general corporate purposes, which may include debt repurchases or repayments

Reporting

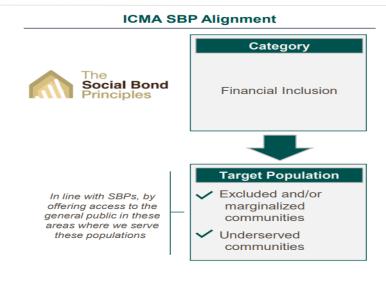
- OneMain intends to make reporting for any future issuance of Social Bonds under this Framework readily available at OneMain's Investor Relations website until maturity of such Social Bonds
- OneMain will request a qualified independent external reviewer to verify and provide third-party assurance with respect to the allocation of the Social Bond net proceeds with the OneMain Social Bond Framework

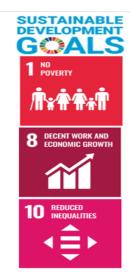
OneMain's Social Bond Framework

Eligibility Criteria

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- Furthermore, at least 75% of Eligible Loans will be made to racial minorities (per the federal protected class definition of race) and/or women
- OneMain will use a probability of at least 80% for its determination of race and/or gender

Aligns with ICMA Principles² and **UN Goals**³





- 1.4 By 2030, ensure that all men and women, the poor and the vulnerable, have equal rights to economic resources, as well as access to basic services, ownership and control over land and other forms of property, inheritance, natural resources, appropriate new technology and financial services, including microfinance
- 8.10 Strengthen the capacity of domestic financial institutions to encourage and expand access to banking, insurance and financial services for all
- 10.2 By 2030, empower and promote the social, economic and political inclusion of all, irrespective of age, sex, disability, race, ethnicity, origin, religion or economic or other status

^{2,} https://www.icmagroup.org/assets/documents/Sustainable-finance/2023-updates/Social-Bond-Principles-SBP-June-2023-220623.pdf

^{3.} https://sdgs.un.org/goals

S&P Global Ratings – Framework Alignment Opinion

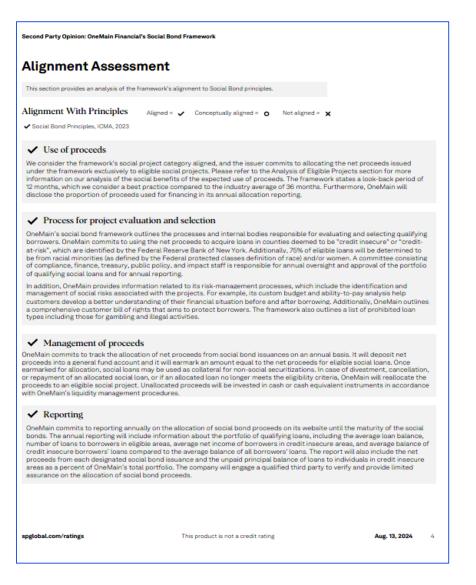
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Through its social bond framework, OneMain intends to support socioeconomic progress and the financial empowerment of borrowers in underserved areas that face credit-restrictive lending options and many of whom are lower-income individuals. OneMain works to improve financial inclusivity through a diversified product suite with multiple personalized loan offerings, fairer loan terms, and personalized customer service to protect borrowers against financial illiteracy.

The framework states a look-back period of 12 months, which we consider a best practice compared to the industry average of 36 months

We consider the framework's social project category aligned, and the issuer commits to allocating the net proceeds issued under the framework exclusively to eligible social projects.

S&P Global Ratings (8/13/24)



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What is the Fed Credit Insecurity Index?

Higher index scores identify communities with a larger share of residents unlikely to obtain 'credit at choice'

The index score is based on measures of two populations:

- 1 Individuals not included in the formal credit economy (i.e. not connected to mainstream credit institutions and dependent on non-traditional sources for their credit needs)
 - 10.5% of U.S. adults were not included in the formal credit economy as of 4Q'18
- Adults in the formal credit economy but with credit histories that mark them as higher risks:
 - No revolving credit product
 - Fully or over-utilized credit limits
 - "Deep subprime" credit scores (i.e. an Equifax Credit Risk score of 580 or less)
 - Blemished payment histories (i.e. chronically delinquent or overdue on payments during the past five quarters on any debt obligation)

Economic Indicators for U.S. Counties Grouped by Credit Insecurity Index Tiers, 2018 Q4

2018 Q4		Demographics and Diversity Indicators					Human Capital Indicators		Financial Well-Being Indicators				
Credit Insecurity Index Tiers	Number of counties	% of U.S. adult pop.	% change in adult pop., 2007–2018	% of pop. in rural counties	% of pop. that is non- white	% of pop. that is Black or African American*	% of pop. that is Hispanic or Latino	% of adults w/o HS diploma	% of adults (16+) not in workforce	Avg. of median household income ratios**	% of U.S. adult pop. below poverty level	% of formal credit economy with a subprime credit score	% of adult pop. not in the formal credit economy
Credit-Assured Counties (<19)	685	26.4	10.9	10.0	26.8	6.1	10.9	8.9	33.6	1.03	9.4	22.3	5.0
Credit-Likely Counties (19-23)	611	23.7	12.2	11.4	32.5	10.1	13.2	10.9	36.1	0.94	13.2	28.4	9.0
Mid-Tier Counties (24-28)	717	30.6	12.5	11.3	46.4	14.0	24.0	14.7	37.2	0.90	16.1	34.0	11.8
Credit-At-Risk Counties (29-35)	643	14.4	11.3	23.2	47.3	18.8	22.0	16.7	38.9	0.83	19.5	39.5	15.5
Credit-Insecure Counties (≥36)	426	5.0	9.7	36.1	54.6	25.2	21.6	18.6	44.3	0.74	24.9	44.4	24.2
U.S.	-	-	11.7	14.2	38.5	12.3	17.6	12.8%	36.6	_	14.6	30.5	10.5

^{*}The percentage of the population that is Black or African American listed under the Not Hispanic or Latino classification in the U.S. Census 2013–17 5-Year American Community Survey.

Sources: FRBNY Consumer Credit Panel/Equifax, U.S. Census Population Estimates Program, U.S. Census 2013-17 5-Year American Community Survey

Just under half of the credit insecurity in America is made up of adults not in the formal credit economy, while the remainder is due to credit outcomes that make it difficult for individuals to access credit in general, or at a competitive cost¹

^{**}The average of ratios of the county median household income to its state median household income

Fair and affordable terms to all borrowers

OneMain is committed to the communities in which our team members live and work; evidenced in part by our portfolio being over indexed to underserved areas¹



A loan you can afford:

• Our ability-to-pay analysis results in low delinquency and charge-off rates that demonstrate our focus on affordability. This analysis begins with our customer's net/take-home income then subtracts expenses to calculate net disposable income, ensuring sufficient free cash flow remains for everyday life.



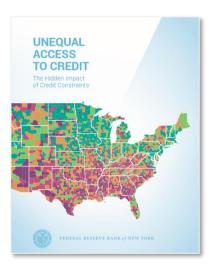
Help when you need it:

• Life happens to all of us, often at less than convenient times. We understand that and offer high quality customer service including various borrower assistance programs with an empathetic ear from a live person.



Customer satisfaction guarantee:

Our relentless commitment to treating our customers the right way leads to high customer satisfaction scores.



Selected attributes as of 6/30/24:	Total OMF Population ²	Social Bond Population ²			
Loan Balance	\$8,659	\$8,386			
Payment	\$321	\$315			
Rate	24.5%	24.5%			
Term	58	57			
Net Annual Income	~\$50,000	~\$47,000			
FICO Score FICO Distribution	631	630			
<620	40%	41%			
620-659	32%	31%			
>=660	28%	27%			

Appendix

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Reconciliation of Non-GAAP Measures

(unaudited, \$ in millions)	2Q24	FY23	FY22	FY21	FY20	FY19
Consumer & Insurance	\$145	\$845	\$1,169	\$1,788	\$1,021	\$1,168
Other	-	(6)	-	(7)	(9)	(3)
Segment to GAAP adjustment	(53)	1	(14)	(40)	(35)	(67)
Income before income taxes - GAAP basis	\$92	\$840	\$1,155	\$1,741	\$977	\$1,098
Consumer & Insurance pretax income	\$145	\$845	\$1,169	\$1,788	\$1,021	\$1,168
Restructuring charges	-	-	7	-	7	5
Net loss (gain) on repurchases and repayments of debt	12	-	26	70	36	30
Acquisition-related transaction and integration expenses	2	-	-	-	11	14
Regulatory settlements	-	26	-	-	-	-
Net gain on sale of cost method investment	-	-	-	-	-	(11)
Other ¹	4	3	4	60	17	-
Consumer & Insurance adjusted pretax income (non-GAAP)	\$163	\$874	\$1,206	\$1,918	\$1,092	\$1,206
Consumer & Insurance adjusted pretax income (non-GAAP)	\$163	\$874	\$1,206	\$1,918	\$1,092	\$1,206
Provision for finance receivable losses	515	1,721	1,399	587	1,313	1,105
Net charge-offs	(496)	(1,536)	(1,186)	(768)	(998)	(1,028)
Pretax capital generation (non-GAAP)	\$182	\$1,059	\$1,419	\$1,737	\$1,407	\$1,283
Capital generation, net of tax ² (non-GAAP)	\$136	\$794	\$1,064	\$1,303	\$1,056	\$975

For additional references, defined terms, and other information regarding other non-GAAP measures please refer to the respective periods' earnings supplemental information, earnings releases, and earnings presentations as posted on our investor website.

^{1.} Other adjustments includes strategic activities and other items.

^{2.} Income taxes assume a 25% tax rate.

Defined Terms

- Adjusted capital = adjusted tangible common equity + allowance for finance receivable losses (ALLL), net of tax
- Auto Finance = financing at the point of purchase through a network of auto dealerships
- Available cash and cash equivalents = cash and cash equivalents cash and cash equivalents held at our regulated insurance subsidiaries or is unavailable for general corporate purposes
- Average assets = average of monthly average assets (assets at the beginning and end of each month divided by two) in the period
- Average managed receivables = C&I average net receivables + average receivables serviced for our whole loan sale partners
- C&I adjusted diluted EPS = C&I adjusted net income (non-GAAP) / weighted average diluted shares
- Capital generation = C&I adjusted net income change in C&I allowance for finance receivable losses, net of tax
- Capital generation return on receivables¹ = annualized capital generation / C&I average net receivables
- Consumer loans = consist of personal loans and auto finance
- Finance receivables serviced for our whole loan sale partners = unpaid principal balance plus accrued interest of loans sold as part of our whole loan sale program
- Managed receivables = C&I net finance receivables + finance receivables serviced for our whole loan sale partners + auto finance loans originated by third parties
- Net adjusted debt = long-term debt junior subordinated debt available cash and cash equivalents
- Net charge-off ratio¹ = annualized net charge-offs / average net receivables
- Net leverage = net adjusted debt / adjusted capital
- Opex ratio = annualized C&I operating expenses / average managed receivables
- Other net revenue = other revenues insurance policy benefits and claims expense
- Personal loans = loans secured by titled collateral or unsecured and offered through our branch network, central operations, or digital platform
- Return on assets (ROA) = annualized net income / average total assets
- Return on receivables (C&I ROR) = annualized C&I adjusted net income / C&I average net receivables
- Total Revenue = C&I interest income + C&I total other revenue
- Unencumbered receivables = unencumbered unpaid principal balance of our personal loans and credit cards. For precompute personal loans, unpaid principal balance is the gross contractual payments less the unaccreted balance of unearned finance charges. Credit cards exclude billed interest, fees, and closed accounts with balances

Thank you

Please reach out with any questions

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