OneMain Financial

OneMain Financial 3Q20 Earnings Presentation

(NYSE: OMF)

October 26, 2020

Important Information

This presentation contains summarized 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 most recent Annual Report on Form 10-K ("Form 10-K") and Quarterly Reports on Form 10-Q ("Form 10-Qs") filed with the U.S. Securities and Exchange Commission (the "SEC"), as well as the Company'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 (www.omf.com) and the SEC's website (www.sec.gov).

Cautionary Note Regarding Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not statements of historical fact but instead represent only management's current beliefs regarding future events. 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. We caution you not to place undue reliance on these forward-looking statements that speak only as of the date on which they were made. We do not undertake any obligation to update or revise these forward-looking statements 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. Forward-looking statements include, without limitation, statements concerning future plans (including statements regarding the timing, declaration, amount and payment of any future dividends), objectives, goals, projections, strategies, events or performance, and underlying assumptions and other statements related thereto.

The liquidity runway and capital generation illustrative scenarios disclosed on slides 4, 13, and 15 are based on management's estimates and assumptions for internal strategic planning purposes and does not constitute guidance or financial projections and should not be regarded or relied on as such. No other information provided herein is intended to be, or should be construed as, guidance or financial projections.

Past performance is not necessarily indicative, or a guarantee, of future results, and there can be no assurance that our strategies will be successful or that we will realize any of our projected financial results or other business goals. Statements preceded by, followed by or that otherwise include the words "anticipates," "appears," "are likely," "believes," "estimates," "expects," "foresees," "intends," "plans," "projects" and similar expressions or future or conditional verbs such as "would," "should," "could," "may," or "will," are intended to identify forward-looking statements. Important factors that could 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 in general economic conditions, including the interest rate environment and the financial markets; risks associated with the COVID-19 pandemic and the mitigation efforts by governments to the pandemic and related effects on us, our customers, and employees; our estimates of the allowance for finance receivable losses may not be adequate to absorb actual losses, causing our provision for finance receivable losses to increase, which would adversely affect our results of operations; increased levels of unemployment and personal bankruptcies; a change in the proportion of secured loans may affect our personal loan receivables and portfolio yield; adverse changes in the rate at which we can collect or potentially sell our finance receivables portfolio; natural or accidental events such as earthquakes, hurricanes, tornadoes, fires, or floods affecting our customers, collateral, or our branches or other operating facilities; war, acts of terrorism, riots, civil disruption, pandemics, disruptions in the operation of our information systems, or other events disrupting business or commerce; risks related to the acquisition or sale of assets or businesses or the formation, termination or operation of joint ventures or other strategic alliances, including increased loan delinquencies or net charge-offs, integration or migration issues, increased costs of servicing, incomplete records, and retention of customers; a failure in or breach of our operational or security systems or infrastructure or those of third parties, including as a result of cyber-attacks, or other cyber-related incidents involving the loss, theft or unauthorized disclosure of personally identifiable information, or "PII," of our present or former customers; our credit risk scoring models may be inadequate to properly assess the risk of customer unwillingness or lack of capacity to repay; adverse changes in our ability to attract and retain employees or key executives to support our businesses; increased competition, or changes in customer responsiveness to our distribution channels, an inability to make technological improvements, and the ability of our competitors to offer a more attractive range of personal loan products than we offer; changes in federal, state or local laws, regulations, or regulatory policies and practices that adversely affect our ability to conduct business or the manner in which we currently are permitted to conduct business, such as licensing requirements, pricing limitations or restrictions on the method of offering products, as well as changes that may result from increased regulatory scrutiny of the sub-prime lending industry, our use of third-party vendors and real estate loan servicing, or changes in corporate or individual income tax laws or regulations, including effects of the Tax Cuts and Jobs Act and the Coronavirus Aid, Relief, and Economic Security Act; risks associated with our insurance operations, including insurance claims that exceed our expectations or insurance losses that exceed our reserves; our inability to successfully implement our growth strategy for our consumer lending business or successfully acquire portfolios of personal loans; declines in collateral values or increases in actual or projected delinquencies or net charge-offs; potential liability relating to finance receivables which we have sold or securitized or may sell or securitize in the future if it is determined that there was a non-curable breach of a representation or warranty made in connection with such transactions; the costs and effects of any actual or alleged violations of any federal, state or local laws, rules or regulations, including any associated litigation; 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 and any associated litigation; our continued ability to access the capital markets and maintain adequate current sources of

Important Information

funds to satisfy our cash flow requirements; our ability to comply with our debt covenants; our ability to generate sufficient cash to service all of our indebtedness; any material impairment or write-down of the value of our assets; the ownership of our common stock continues to be highly concentrated, which may prevent other minority stockholders from influencing significant corporate decisions and may result in conflicts of interest; the effects of any downgrade of our debt ratings by credit rating agencies, which could have a negative impact on our cost of and/or access to capital; our substantial indebtedness, which could prevent us from meeting our obligations under our debt instruments and limit our ability to react to changes in the economy or our industry or our ability to incur additional borrowings; our ability to maintain sufficient capital levels in our regulated and unregulated subsidiaries; changes in accounting standards or tax policies and practices and the application of such new standards, policies and practices; management estimates and assumptions, including estimates and assumptions about future events, may prove to be incorrect; and other risks and uncertainties described in the "Risk Factors" and "Management's Discussion and Analysis" sections of the Company's most recent Form 10-K and Form 10-Qs filed with the SEC and in the Company's other filings with the SEC from time to time.

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 presentation that could cause actual results to differ before making an investment decision to purchase our securities and should not place undue reliance on any of our forward-looking statements. 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.

Use of Non-GAAP Financial Measures

We report the operating results of Consumer and Insurance and Other using the Segment Accounting Basis, which (i) reflects our allocation methodologies for certain costs, primarily interest expense and other expenses, 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 net income (loss), Consumer and Insurance adjusted earnings (loss) per diluted share and Other adjusted pretax income (loss) are key performance measures used by management in evaluating the performance of our business. Consumer and Insurance adjusted pretax income (loss) and Other adjusted pretax income (loss) represent income (loss) before income taxes on a Segment Accounting Basis and excludes direct costs associated with COVID-19, net losses resulting from repurchases and repayments of debt, acquisition-related transaction and integration expenses, net gain on sale of cost method investment, restructuring charges, additional net gain on sale of SpringCastle interests, lower of cost and fair value adjustment on loans held for sale, net loss on sale of real estate loans, and non-cash incentive compensation expense related to the Fortress Transaction. Management believes 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 adjusted pretax income, as discussed above, and excludes the change in our allowance for finance receivable losses in the period while still considering the net charge-offs 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. Management believes that the Company's reserves, combined with its equity, represent 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.

We are effectively navigating the evolving landscape

Customer Focused	• Customer demand continues to improve, leading to sequential portfolio growth • Launched Small Dollar Loan product, utilizing our proprietary data and advanced analytics to better serve our broad customer base • Customer enrollment in Borrower Assistance has normalized to pre-COVID levels
Cycle Tested Hybrid Operating Model	• Continued enhancement of our digital originations, with 33% of customers closing their loan during 3Q20 without coming to a branch • Process preserves hallmarks of OneMain's credit decisioning – rigorous underwriting and Ability-to-Pay budgeting
Sophisticated and Conservative Underwriting	• Enhanced loan decisioning framework with industry and geography-based underwriting • All underwriting generates >20% ROTCE, assuming recessionary stress levels
Significant Liquidity and Strong Capital Markets Access	• $1.7B of available cash, $8.3B of unencumbered loans, and $7.2B of undrawn conduit capacity, resulting in liquidity runway through 2022, even in a downside case[1†] • Redeemed $1B December 2020 bond and issued $1B of 5-year revolving ABS
Significant Capital	• Raised minimum quarterly dividend 36% to $0.45; second increase to our quarterly minimum in the last year, reflecting sustainable, strong capital generation • Board will evaluate dividends above the quarterly minimum in 1Q21, consistent with previously disclosed cadence • Net Leverage* continues to run within lower half of 4-6x range

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** See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations*

1. As of September 30, 2020, under numerous stress and assuming no capital markets access. Assumes maintaining operations and covering all upcoming maturities.

† See Cautionary Note Regarding Forward-looking Statements at the beginning of this presentation.

3Q20 Financial Performance Highlights

($ in millions, except per share statistics)

Earnings

	3Q20	3Q19	YoY Chg.
Net Income	$250	$248	1%
C&I Adj. Net Income*[1]	$294	$241	22%
C&I Change in LLR (net of tax)*[1]	$0	$38	NM

- Management runs the business based on C&I Adj. Net Income* excl. C&I change in LLR (net of tax),* which was $294 for 3Q20 and represented a 5% increase vs the prior year period; this includes C&I Net Charge-offs* for the quarter of $232
- Management believes this reflects the capital generation of the business

Credit (C&I)*

	3Q20	3Q19	YoY Chg.
Change in LLR	$0	$50	NM
Net Charge-offs	$232	$227	2%
Provision For Loan Losses	$232	$277	(16%)

- 30-89 delinquency ratio of 1.9%, down 35 bps YoY
- 90+ delinquency ratio of 1.5%, down 44 bps YoY
- Net charge-offs of 5.2%, up 3 bps YoY

Capital

- Raised minimum quarterly dividend 36% to $0.45
- Board will evaluate dividends above the quarterly minimum every Q1 and Q3 consistent with prior quarters and our capital allocation strategy
- Net Leverage* of 4.7x; anticipate Net Leverage* between 4.3 and 4.5x by YE 20 (within lower half of target 4-6x range)

Receivables (C&I)*

- Ending net receivables of $17.8B, up $94 sequentially, essentially flat with 3Q19
- Portfolio secured mix of 53%, up from 51% in 3Q19

** See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations*
1. Assumes statutory tax rate of 25% for 2020 and 24% for 2019.

3Q20 Financial Results

($ in millions, except Average Net Receivables in billions, and per share statistics)

Earnings Summary

	3Q20	2Q20	3Q19
Consumer & Insurance*	$393	$143	$317
Other*	(2)	(1)	(2)
Reconciling Items*	(50)	(24)	(18)
Pretax Income	$341	$118	$297
Taxes[1]	(91)	(29)	(49)
Net Income	**$250**	**$89**	**$248**
Effective Tax Rate[1]	26.8%	24.7%	16.3%
Diluted EPS	$1.86	$0.66	$1.82
Return on Assets	**4.5%**	**1.5%**	**4.5%**

C&I Adjusted Earnings Summary*

	3Q20	2Q20	3Q19
Interest Income	$1,086	$1,074	$1,060
Other Net Revenue	91	54	107
Provision for Loan Losses	(232)	(422)	(277)
Operating Expenses	(302)	(297)	(335)
Interest Expense	(250)	(266)	(238)
Adjusted Pretax Income	$393	$143	$317
Adjusted Net Income[2]	**$294**	**$107**	**$241**
Adjusted Diluted EPS	$2.19	$0.80	$1.77
Avg. Net Receivables (ANR)	$17.7	$17.9	$17.5
Capital Generation	$294	$212	$279
Return on Receivables	**6.6%**	**2.4%**	**5.5%**

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Note: Income Statement ratios may not sum due to rounding.

** See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations*

1. 3Q19 includes $22 of discrete tax benefits.

2. Adjusted Net Income assumes a statutory tax rate of 25% for 2020 and 24% for 2019.

Origination trends are improving (C&I)*

($ in billions unless noted)

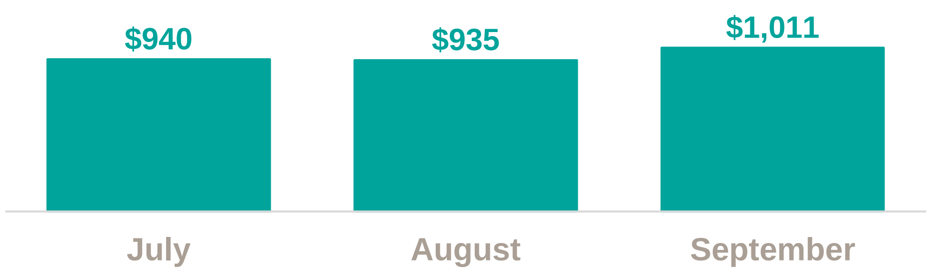
Ending Net Receivables

("ENR")

	3Q19	2Q20	3Q20
ANR	$17.5	$17.9	$17.7
Secured % (ENR)	51%	53%	53%

Originations

($ in millions)



	July	August	September
% YoY change	(29%)	(26%)	(6%)

3Q20 Trends

- Customer demand and loan originations have gradually improved throughout the quarter, resulting in sequential ENR growth of $94MM
- Originations of $2.9 were 53% secured in 3Q20, vs $3.7 and 55% secured in 3Q19
- Portfolio ENR reached 53% secured, up from 51% in 3Q19
- Yield of 24.3%, up from 24.1% in 3Q19

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** See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations*

Using advanced data and analytics to drive business performance

Underwriting

- Algorithms optimized for varying risk dynamics across geographies and employment industries using sophisticated machine learning and AI
- Adjusted underwriting takes into account the impact of heightened forbearance activity on customer credit profiles
- Selectively adjusting credit box by industry and geography

All underwriting generates >20% ROTCE, assuming recessionary stress levels

Digital Originations

- 33% of loans were originated digitally, while continuing to offer personalized assistance with chat, phone, video and co-browsing capabilities
- 100% of applications undergo individualized budgeting and Ability-to-Pay underwriting
- >80% of prospective borrowers initiate applications digitally
- Automated, dynamic routing of applications to maximize conversion

~165,000 loans have been digitally originated since April

New Products

- Advanced analytics, “test and learn” strategy allows us to develop new products in a prudent manner

Small Dollar Loan

- Launched Small Dollar Loan
- Leveraging granular segmentation of applicants, resulting in higher customer conversion with tailored unsecured loan offer

Prime Pricing

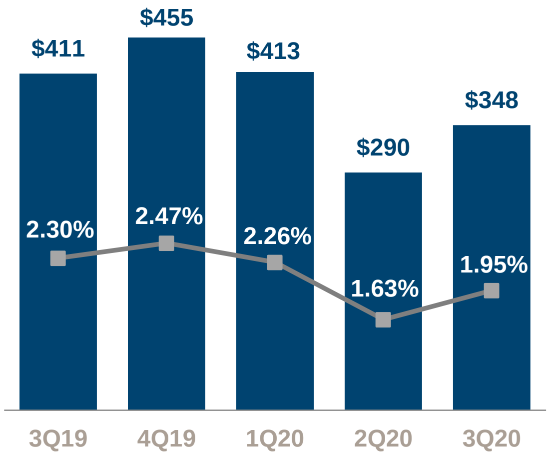
- Testing price elasticity among 650 to 725 FICO applicants

3x higher customer conversion with Small Dollar Loan product

Credit trends remain stable (C&I)*

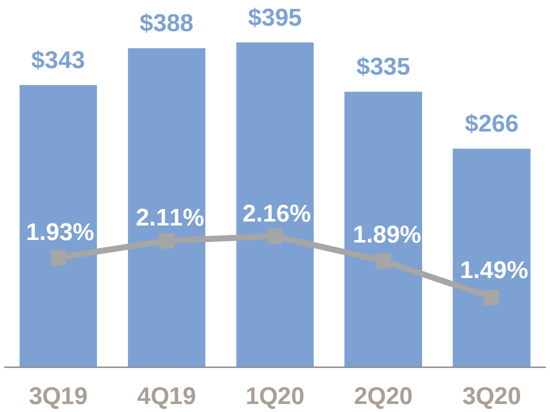
($ in millions)

30-89 Days Delinquent



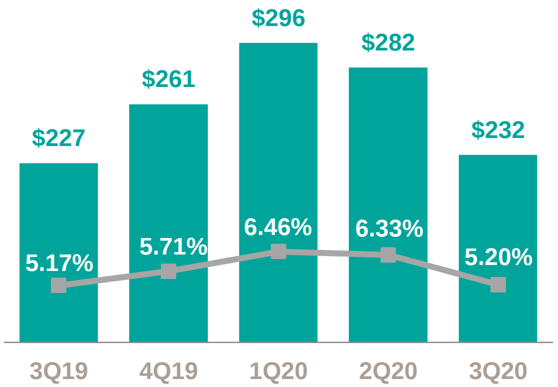
30-89 delinquency down 35 bps YoY, reflecting strong payment trends

90+ Days Delinquent



90+ delinquency down 44 bps YoY, reflecting strong payment trends

Net Charge-offs



Net charge-offs up 3 bps YoY, reflecting stability in the portfolio

Expect FY20 Net Charge-offs ~5.6%, down from previous outlook of 5.8 – 6.0%

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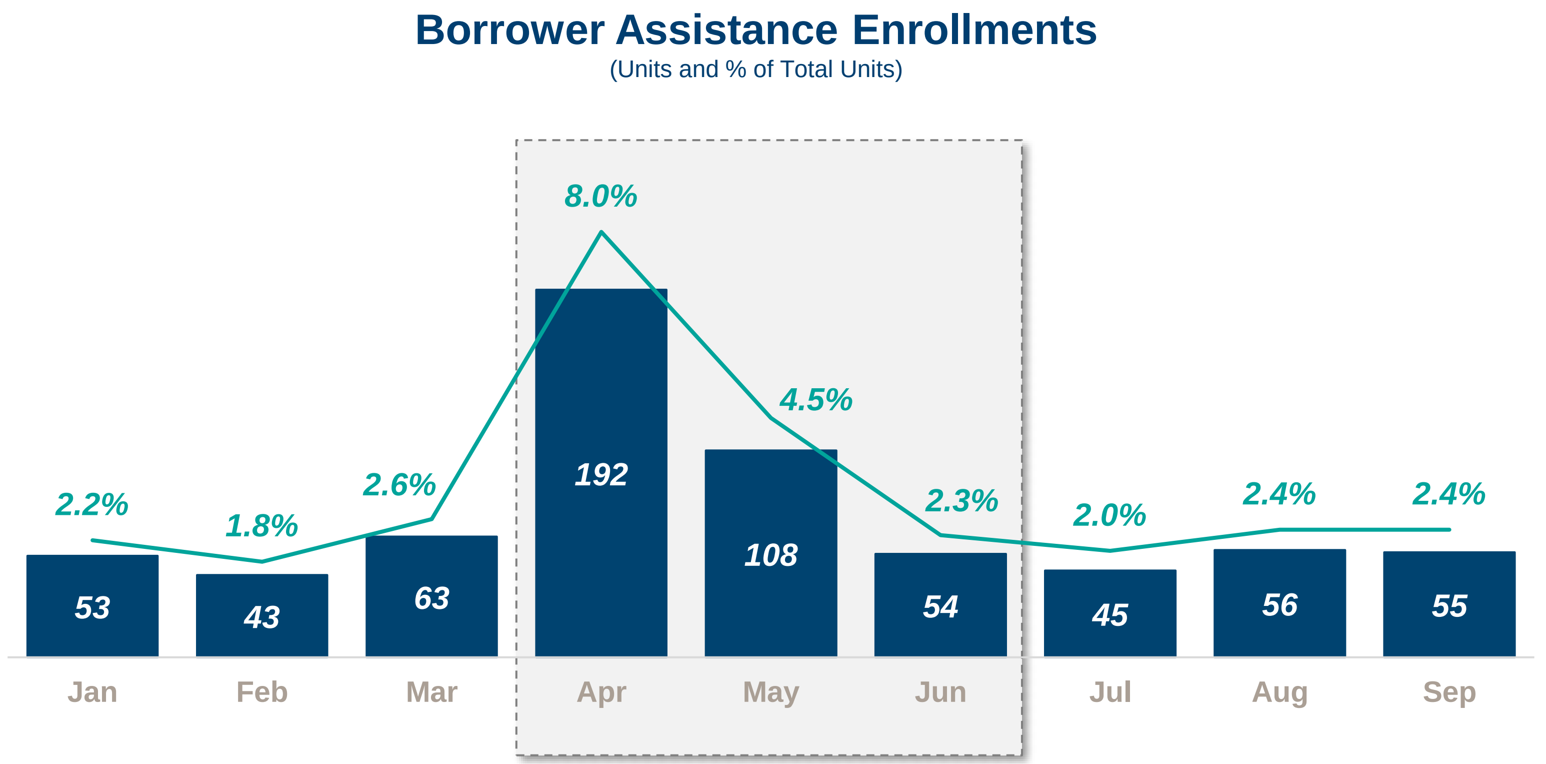
Borrower assistance enrollment trends are normalizing

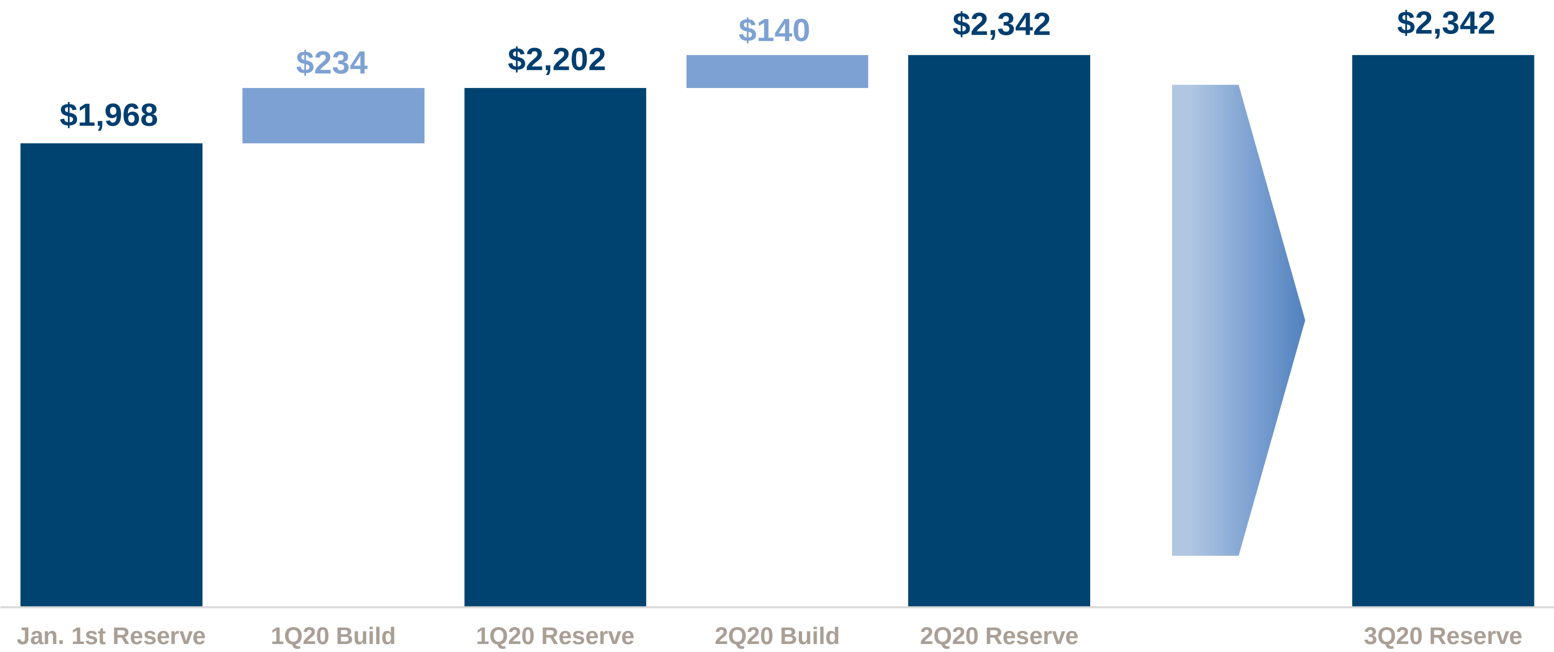
(units in thousands)



2Q20 vintage performing 50% better than historical borrower assistance vintages

3Q20 loan loss reserve unchanged from 2Q20 (C&I)*

($ in millions)



	Jan. 1st Reserve	1Q20 Reserve	2Q20 Reserve	3Q20 Reserve
Reserve (% of ENR)	10.7%	12.0%	13.2%	13.1%
FY19 NCO Coverage	1.9x	2.1x	2.3x	2.3x

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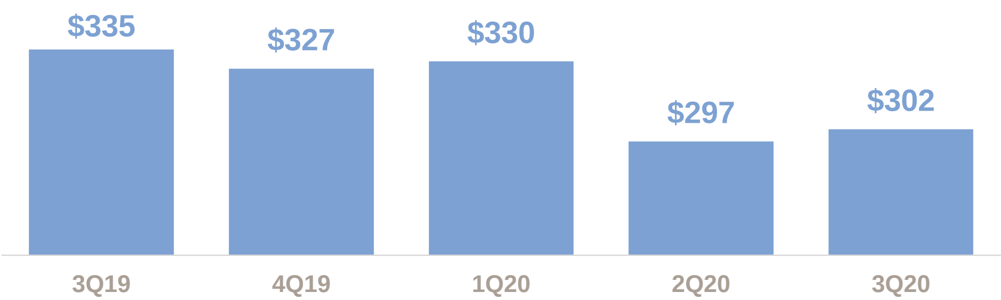
Maintaining operating expense discipline (C&I)*

(Operating Expenses $ in millions, ANR $ in billions)

Quarterly Operating Expenses



	3Q19	4Q19	1Q20	2Q20	3Q20
ANR	$17.5	$18.1	$18.4	$17.9	$17.7
Opex/ ANR	7.6%	7.1%	7.2%	6.7%	6.8%

3QYTD Operating Expenses

	YTD 2019	YTD 2020
ANR	$16.7	$18.0
Opex/ ANR	7.7%	6.9%

Expect FY20 operating expense to be below FY19 levels

Note: YTD figures may not sum due to rounding.

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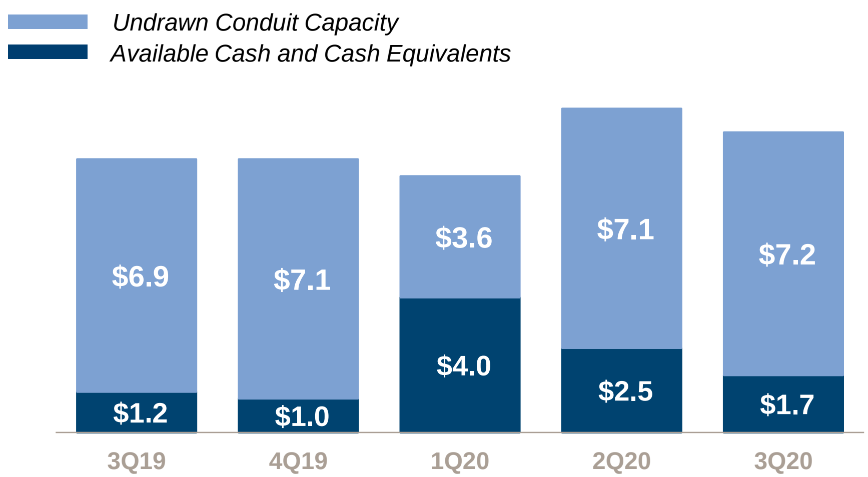
Maintaining our strong balance sheet & robust liquidity

($ in billions unless noted)

Key Highlights

- Issued $1.0 of 5-year revolving ABS at record low 2.0% coupon; redeemed $1.0 of 8.25% unsecured bonds due December 2020
- Sufficient liquidity through 2022 under numerous stress scenarios[1†]
- Net Leverage* of 4.7x; anticipate Net Leverage* between 4.3 and 4.5x at YE20

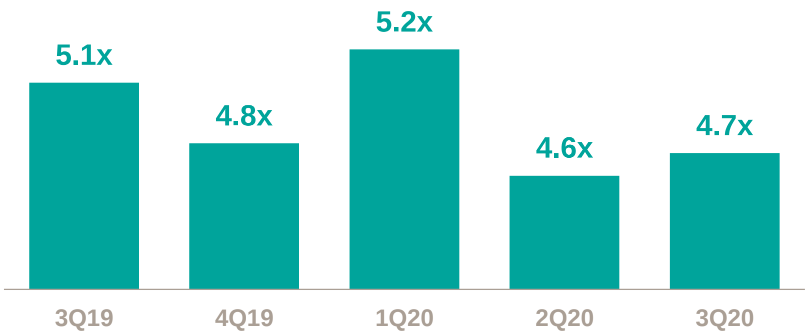
Liquidity



	3Q19	4Q19	1Q20	2Q20	3Q20
Unencumbered Loans	$8.5	$9.9	$6.1	$8.7	$8.3

Net Leverage*

(Net Adjusted Debt to Adjusted Capital)



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* See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations

1. As of September 30, 2020, assumes maintaining operations and covering all upcoming maturities, and no access to capital markets.

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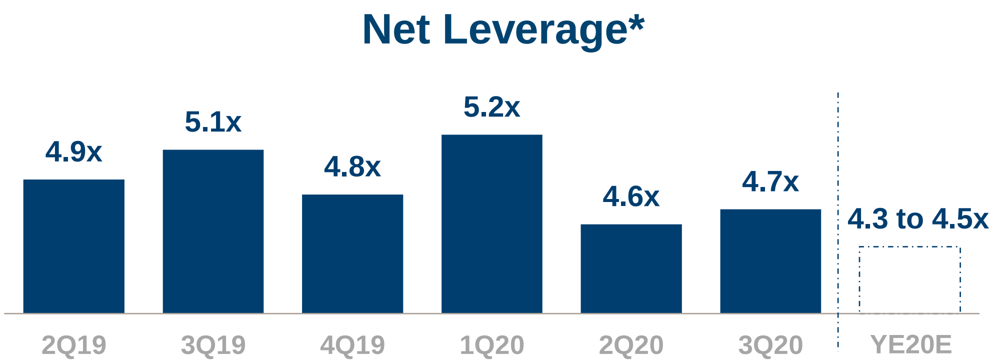
Fortifying our capital adequacy



Currently operating in the lower part of 4-6x target range

Raising minimum quarterly dividend 36% to $0.45

Board will evaluate dividends above the quarterly minimum every Q1 and Q3 consistent with prior quarters and our capital allocation strategy

Significant capital generation power of the business enables simultaneous reinvestment in the business, deleveraging and capital returns

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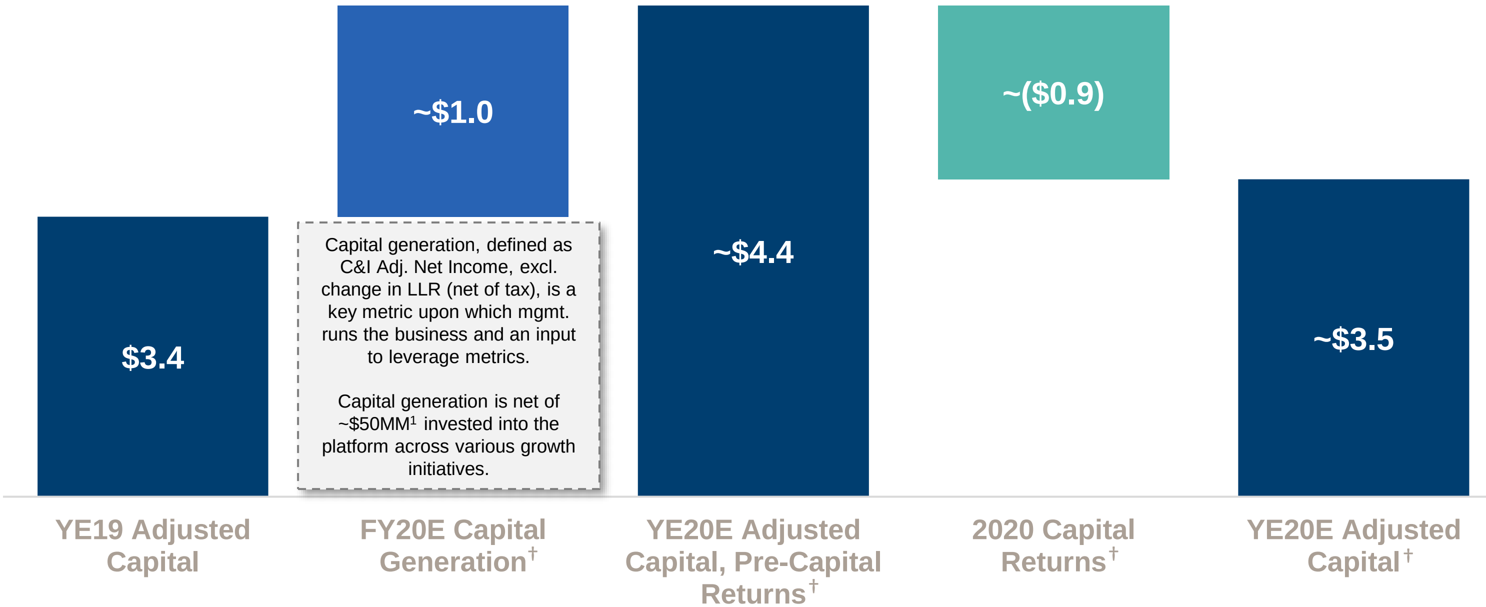
1. Capital returns refers to dividends paid or plan to be paid in the represented quarter per share. This is not inclusive of stock buybacks.

Strong Capital Generation enables investment in growth initiatives while also returning capital*

($ in billions unless noted)



	YE19 Adjusted Capital	FY20E Capital Generation†	YE20E Adjusted Capital, Pre-Capital Returns†	2020 Capital Returns†	YE20E Adjusted Capital†
Net Adjusted Debt	$16.0		--		$15.6 - $15.8
Net Leverage	4.8x		< 3.5x		4.3 - 4.5x

Strong capital generation positions OneMain to continue investing in growth initiatives including data, analytics, technology, new products and digital distribution, while also returning significant capital to shareholders

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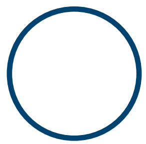
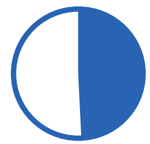
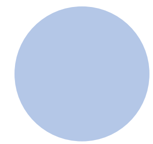
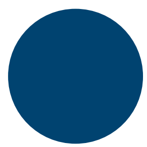
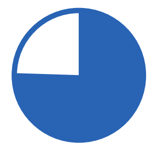
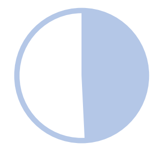
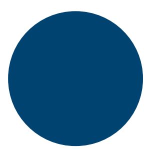
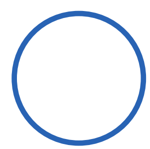
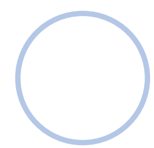
1. Investment spend is pre-tax and before the impact of capitalization.

Well positioned compared to our peers…

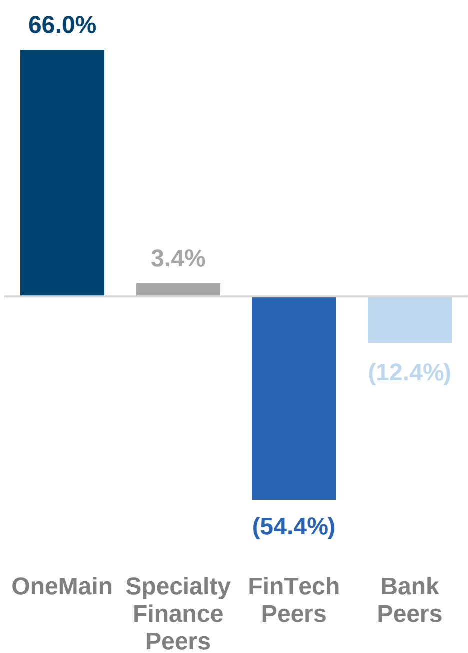
	OneMain	Specialty Finance/ FinTech Peers	Banks	Commentary
Exposure to Interest Rates				OneMain balance sheet is insensitive to changes in interest rates
Return on Assets				OneMain generated 4.5% ROA in 3Q20 & has significant operating leverage on growth
Capital Return Flexibility				OneMain generates significant excess capital: $5.74 / share of LTM dividends (~15% dividend yield) with significant flexibility on capital returns

OneMain is well positioned relative to the broader financial services landscape to drive outperformance

Note: Specialty Finance Peers include ALLY, CACC, COF, DFS, SC, and SYF. FinTech Peers include ELVT, ENVA, GSKY, and LC. Bank Peers represent the S&P 500 Banks Industry Group GICS Level 2 Index (S5BANKX).

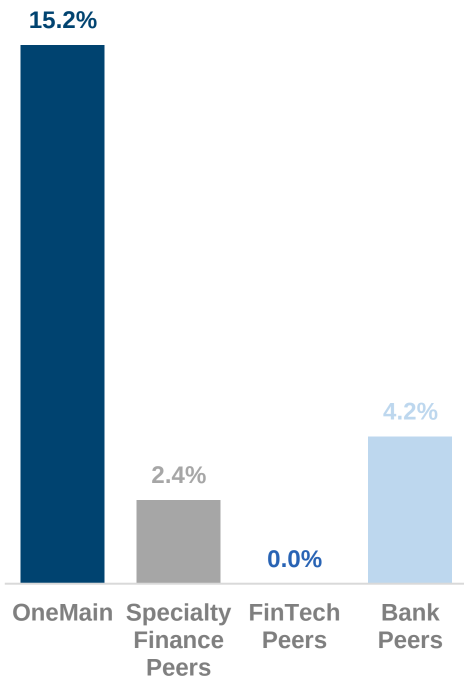
…and offer significant relative value

Total Equity Return (2Y)[1]



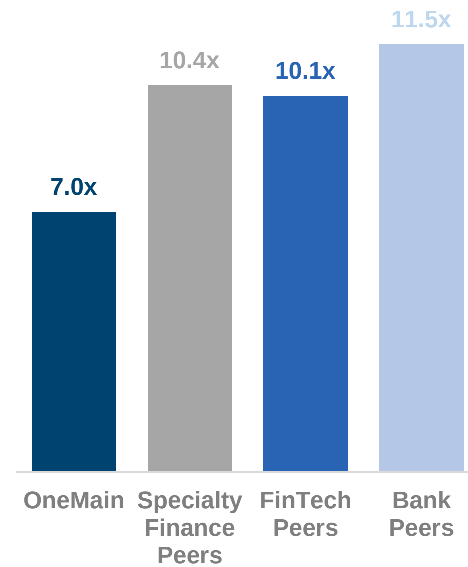
We have generated the highest equity returns

LTM Dividend Yield[2]



Our strong capital generation supports attractive dividends

NTM P/E Multiple[3]



Our stock continues to trade at attractive valuation levels

OneMain Financial.

Note: Specialty Finance Peers include ALLY, CACC, COF, DFS, SC, and SYF. FinTech Peers include ELVT, ENVA, GSKY, and LC. Bank Peers represent the S&P 500 Banks Industry Group GICS Level 2 Index (S5BANKX). All data as of 10/23/20.

1. Source: Bloomberg and S&P Market Intelligence. Total equity return represents dividend reinvested returns since 10/23/18.

2. Source: Bloomberg and S&P Market Intelligence. Represents the quotient of (i) LTM Dividends Announced and (ii) Closing Share Price on 10/23/20. Bank Peers dividend yield represents average dividend yield from 4Q19 to 3Q20.

3. Source: Bloomberg and S&P Market Intelligence. P/E multiple represents operating or adjusted EPS estimates. Bank Peers P/E multiple represents the CY 2021 Est.

Appendix

Consolidated Income Statements

(unaudited, $ in millions, except per share statistics)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Interest Income	$1,089	$1,077	$1,106	$1,107	$1,065	$4,127	$3,658
Interest Expense	(255)	(271)	(255)	(252)	(244)	(970)	(875)
Provision for Finance Receivable Losses	(231)	(423)	(531)	(293)	(282)	(1,129)	(1,048)
Net Interest Income after Provision for Finance Receivable Losses	**603**	**383**	**320**	**562**	**539**	**2,028**	**1,735**
Insurance	109	109	117	119	117	460	429
Investment	17	29	9	24	21	95	66
Portfolio Servicing Fees from SpringCastle (1)	7	4	4	5	4	28	33
Net Loss on Repurchases and Repayments of Debt	(38)	0	0	0	(2)	(35)	(9)
Net Gain on Sale of Real Estate Loans	0	0	0	0	0	3	18
Other (2)	6	6	11	14	16	71	37
Total Other Revenues	**101**	**148**	**141**	**162**	**156**	**622**	**574**
Operating Expenses (3)	(320)	(323)	(350)	(336)	(351)	(1,367)	(1,493)
Insurance Policy Benefits and Claims	(43)	(90)	(68)	(44)	(47)	(185)	(192)
Total Other Expenses	**(363)**	**(413)**	**(418)**	**(380)**	**(398)**	**(1,552)**	**(1,685)**
Income before Income Taxes	**341**	**118**	**43**	**344**	**297**	**1,098**	**624**
Income Taxes (4)	(91)	(29)	(11)	(83)	(49)	(243)	(177)
Net Income	**$250**	**$89**	**$32**	**$261**	**$248**	**$855**	**$447**
Weighted Average Number of Diluted Shares	134.5	134.4	136.1	136.5	136.4	136.3	136.0
Diluted EPS	$1.86	$0.66	$0.24	$1.91	$1.82	$6.27	$3.29
Book Value per Basic Share	$23.25	$23.61	$22.73	$31.82	$30.09	$31.82	$27.97
Return on Assets	4.5%	1.5%	0.6%	4.6%	4.5%	3.9%	2.2%
Provision for Finance Receivable Losses	$231	$423	$531	$293	$282	$1,129	$1,048
Less: Net Charge-offs	(231)	(281)	(296)	(263)	(228)	(1,031)	(991)
Change in Allowance for Finance Receivable Losses	**$0**	**$142**	**$235**	**$30**	**$54**	**$98**	**$57**

(1) 3Q20 and FY19 include an additional net gain on the sale of the SpringCastle interests.
(2) 3Q20, FY19 and FY18 include fair value impairment of the remaining loans in finance receivables held for sale. FY19 also includes a gain on sale related to an investment held at cost.
(3) FY18 includes $106 of incentive compensation expense associated with the Fortress Transaction, this expense was non-cash, equity neutral and not tax deductible. See slide 13 of the 2Q18 Earnings presentation for more information.
(4) 3Q19 and FY19 includes $22 of discrete tax benefits.

Consolidated Balance Sheets

(unaudited, $ in millions)	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
Cash and Cash Equivalents	$1,944	$2,740	$4,203	$1,227	$1,393
Investment Securities	1,882	1,862	1,800	1,884	1,779
Net Finance Receivables	17,817	17,721	18,269	18,389	17,791
Unearned Insurance Premium and Claim Reserves	(778)	(791)	(797)	(793)	(762)
Allowance for Finance Receivable Losses	(2,324)	(2,324)	(2,182)	(829)	(798)
Net Finance Receivables, Less Unearned Insurance Premium and Claim Reserves and Allowance for Finance Receivable Losses	**14,715**	**14,606**	**15,290**	**16,767**	**16,231**
Restricted Cash and Cash Equivalents	497	487	575	405	434
Goodwill	1,422	1,422	1,422	1,422	1,422
Other Intangible Assets	315	324	334	343	352
Other Assets [(1)]	1,082	1,067	1,069	769	799
Total Assets	**$21,857**	**$22,508**	**$24,693**	**$22,817**	**$22,410**
Long-Term Debt	$17,531	$18,010	$20,443	$17,212	$17,021
Insurance Claims and Policyholder Liabilities	620	630	633	649	646
Deferred and Accrued Taxes	55	124	68	34	37
Other Liabilities	528	573	497	592	612
Total Liabilities	**18,734**	**19,337**	**21,641**	**18,487**	**18,316**
Common Stock	1	1	1	1	1
Additional Paid-In Capital	1,651	1,648	1,645	1,689	1,686
Accumulated Other Comprehensive Income (Loss)	79	65	(6)	44	38
Retained Earnings	1,392	1,457	1,412	2,596	2,369
Total Shareholders' Equity	**3,123**	**3,171**	**3,052**	**4,330**	**4,094**
Total Liabilities and Shareholders' Equity	**$21,857**	**$22,508**	**$24,693**	**$22,817**	**$22,410**

(1) Effective 1Q20, the Finance Receivable Held for Sale are included within 'Other Assets'. Prior periods' balance sheet presentations have been revised to conform with this new alignment.

Balance Sheet Metrics

(unaudited, $ in millions)	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
Long-Term Debt	$17,531	$18,010	$20,443	$17,212	$17,021
Less: Junior Subordinated Debt	(172)	(172)	(172)	(172)	(172)
Adjusted Debt	**$17,359**	**$17,838**	**$20,271**	**$17,040**	**$16,849**
Less: Available Cash and Cash Equivalents	(1,711)	(2,500)	(4,022)	(1,045)	(1,163)
Net Adjusted Debt	**$15,648**	**$15,338**	**$16,249**	**$15,995**	**$15,686**
Total Shareholders' Equity	$3,123	$3,171	$3,052	$4,330	$4,094
Less: Goodwill	(1,422)	(1,422)	(1,422)	(1,422)	(1,422)
Less: Other Intangible Assets	(315)	(324)	(334)	(343)	(352)
Plus: Junior Subordinated Debt	172	172	172	172	172
Adjusted Tangible Common Equity	**$1,558**	**$1,597**	**$1,468**	**$2,737**	**$2,492**
Plus: Allowance for Finance Receivable Losses, net of tax (1)	1,742	1,742	1,637	630	607
Adjusted Capital	**$3,300**	**$3,339**	**$3,105**	**$3,367**	**$3,099**
Net Leverage (Net Adjusted Debt to Adjusted Capital)	**4.7x**	**4.6x**	**5.2x**	**4.8x**	**5.1x**

Note: See "Important Information" slide regarding Use of Non-GAAP Financial Measures.
(1) Income taxes assume a 25% statutory tax rate for 2020 and a 24% statutory tax rate for 2019 periods.

Reconciliation of Non-GAAP Measures

(unaudited, $ in millions)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Consumer & Insurance	$351	$128	$51	$354	$312	$1,168	$787
Other	(2)	(1)	(1)	(1)	(2)	(3)	(131)
Segment to GAAP Adjustment	(8)	(9)	(7)	(9)	(13)	(67)	(32)
Income Before Income Taxes - GAAP basis	**$341**	**$118**	**$43**	**$344**	**$297**	**$1,098**	**$624**
Pretax Income - Segment Accounting Basis	$351	$128	$51	$354	$312	$1,168	$787
Direct Costs Associated with COVID-19	4	6	3	0	0	0	0
Acquisition-Related Transaction and Integration Expenses	2	2	6	(2)	2	14	47
Net Loss on Repurchases and Repayments of Debt (1)	35	0	0	0	2	30	63
Net Gain on Sale of Cost Method Investment	0	0	0	0	0	(11)	0
Restructuring Charges	1	7	0	0	1	5	8
Consumer & Insurance Adjusted Pretax Income (non-GAAP)	**$393**	**$143**	**$60**	**$352**	**$317**	**$1,206**	**$905**
Pretax Loss - Segment Accounting Basis	($2)	($1)	($1)	($1)	($2)	($3)	($131)
Additional Net Gain on Sale of SpringCastle Interests	(4)	0	0	0	0	(7)	0
Lower of Cost or Fair Value Adjustment (2)	4	0	0	0	0	0	0
Net Loss on Sale of Real Estate Loans (3)	0	0	0	0	0	1	6
Non-Cash Incentive Compensation Expense (4)	0	0	0	0	0	0	106
Other Adjusted Pretax Loss (non-GAAP)	**($2)**	**($1)**	**($1)**	**($1)**	**($2)**	**($9)**	**($19)**
Springleaf Debt Discount Accretion	($4)	($5)	($5)	($5)	($5)	($21)	($24)
OMFH LLR Provision Catch-up	0	(2)	(2)	(3)	(4)	(22)	(15)
OMFH Receivable Premium Amortization	0	(1)	(1)	(2)	(2)	(13)	(50)
OMFH Receivable Discount Accretion	2	4	5	3	4	12	22
Other	(6)	(5)	(4)	(2)	(6)	(23)	35
Total Segment to GAAP Adjustment	**($8)**	**($9)**	**($7)**	**($9)**	**($13)**	**($67)**	**($32)**
Reconciling Items (5)	**($50)**	**($24)**	**($16)**	**($7)**	**($18)**	**($99)**	**($262)**

(1) Amounts differ from those presented on "Consolidated Income Statements" slide as a result of purchase accounting adjustments that are not applicable on a Segment Accounting Basis.
(2) In 3Q20 the carrying value of our remaining real estate loans classified in finance receivables held for sale exceeded their fair value and accordingly, the loans have been marked to fair value with an impairment being recorded in other revenue.
(3) In FY19 and FY18 any gain on the sale associated with real estate loans sold has been combined with the resulting fair value impairment of remaining loans in held for sale.
(4) Incentive compensation expense associated with the Fortress Transaction, this expense was non-cash, equity neutral and not tax deductible. See slide 13 of the 2Q18 Earnings presentation for more information.
(5) Reconciling Items consist of Total Segment to GAAP Adjustment less the adjustments to Pretax Income (Loss) – Segment Accounting Basis as detailed above.

Reconciliation of Non-GAAP Measures (cont'd)

(unaudited, $ in millions)	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
Consumer & Insurance	$17,826	$17,732	$18,283	$18,421	$17,825
Other	0	0	0	0	0
Segment to GAAP Adjustment	(9)	(11)	(14)	(32)	(34)
Net Finance Receivables - GAAP basis (1)	**$17,817**	**$17,721**	**$18,269**	**$18,389**	**$17,791**
Consumer & Insurance	$2,342	$2,342	$2,202	$849	$822
Other	0	0	0	0	0
Segment to GAAP Adjustment	(18)	(18)	(20)	(20)	(24)
Allowance for Finance Receivable Losses - GAAP basis (1)	**$2,324**	**$2,324**	**$2,182**	**$829**	**$798**

(1) As a result of the adoption of ASU 2016-13, all purchased credit impaired finance receivables were converted to purchased credit deteriorated finance receivables in accordance with ASC Topic 326, which resulted in the gross-up of net finance receivables and allowance for finance receivable losses of $15 on January 1, 2020.

Consumer & Insurance Segment (Non-GAAP)

(unaudited, $ in millions, except per share statistics)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Interest Income	$1,086	$1,074	$1,101	$1,101	$1,060	$4,114	$3,677
Interest Expense	(250)	(266)	(249)	(247)	(238)	(947)	(844)
Provision for Finance Receivable Losses	(232)	(422)	(530)	(289)	(277)	(1,105)	(1,047)
Net Interest Income after Provision for Finance Receivable Losses	**604**	**386**	**322**	**565**	**545**	**2,062**	**1,786**
Insurance	109	109	117	119	117	460	429
Investment	17	29	9	24	21	96	71
Other	8	6	10	15	16	63	58
Total Other Revenues	**134**	**144**	**136**	**158**	**154**	**619**	**558**
Operating Expenses	(302)	(297)	(330)	(327)	(335)	(1,290)	(1,247)
Insurance Policy Benefits and Claims	(43)	(90)	(68)	(44)	(47)	(185)	(192)
Total Other Expenses	**(345)**	**(387)**	**(398)**	**(371)**	**(382)**	**(1,475)**	**(1,439)**
Adjusted Pretax Income (non-GAAP)	**393**	**143**	**60**	**352**	**317**	**1,206**	**905**
Income Taxes [1]	(99)	(36)	(15)	(84)	(76)	(290)	(217)
Adjusted Net Income (non-GAAP)	**$294**	**$107**	**$45**	**$268**	**$241**	**$916**	**$688**
Weighted Average Number of Diluted Shares	134.5	134.4	136.1	136.5	136.4	136.3	136.2
C&I Adjusted Diluted EPS	$2.19	$0.80	$0.33	$1.96	$1.77	$6.72	$5.06
Net Finance Receivables	$17,826	$17,732	$18,283	$18,421	$17,825	$18,421	$16,195
Average Net Receivables	$17,750	$17,921	$18,397	$18,136	$17,469	$17,089	$15,401
Yield	24.34%	24.09%	24.07%	24.09%	24.07%	24.07%	23.88%
Origination Volume	$2,887	$2,047	$2,589	$3,685	$3,657	$13,803	$11,923

Note: Consumer & Insurance is presented on an adjusted Segment Accounting Basis. See "Important Information" slide regarding Use of Non-GAAP Financial Measures.
(1) Income taxes assume a 25% statutory tax rate for 2020 and a 24% statutory tax rate for 2019 and 2018 periods.

Consumer & Insurance Segment Metrics (Non-GAAP)

(unaudited, $ in millions, except per share statistics)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Revenue [1]	26.4%	25.3%	25.6%	26.6%	26.5%	26.6%	26.2%
Net Charge-off	(5.2%)	(6.3%)	(6.5%)	(5.7%)	(5.2%)	(6.0%)	(6.5%)
Risk Adjusted Margin	**21.2%**	**19.0%**	**19.1%**	**20.8%**	**21.3%**	**20.6%**	**19.8%**
Operating Expenses	(6.8%)	(6.7%)	(7.2%)	(7.1%)	(7.6%)	(7.5%)	(8.1%)
Unlevered Return on Receivables	**14.4%**	**12.3%**	**11.9%**	**13.7%**	**13.7%**	**13.0%**	**11.7%**
Interest Expense	(5.6%)	(6.0%)	(5.5%)	(5.4%)	(5.4%)	(5.5%)	(5.5%)
Change in Allowance	0.0%	(3.2%)	(5.1%)	(0.6%)	(1.1%)	(0.4%)	(0.3%)
Income Tax Expense [2]	(2.2%)	(0.8%)	(0.3%)	(1.8%)	(1.7%)	(1.7%)	(1.4%)
Return on Receivables	**6.6%**	**2.4%**	**1.0%**	**5.9%**	**5.5%**	**5.4%**	**4.5%**

Note: Consumer & Insurance financial information is presented on an adjusted Segment Accounting Basis. All ratios are shown as a percentage of C&I average net finance receivables. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Ratios may not sum due to rounding.
(1) Revenue includes interest income on finance receivables plus other revenues less insurance policy benefits and claims.
(2) Income taxes assume a 25% statutory tax rate for 2020 and a 24% statutory tax rate for 2019 and 2018 periods.

Consumer & Insurance Capital Metrics (Non-GAAP)

(unaudited, $ in millions)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Provision for Finance Receivable Losses	$232	$422	$530	$289	$277	$1,105	$1,047
Less: Net Charge-offs	(232)	(282)	(296)	(261)	(227)	(1,028)	(998)
Change in C&I Allowance for Finance Receivable Losses (non-GAAP)	**0**	**140**	**234**	**28**	**50**	**77**	**49**
Adjusted Pretax Income (non-GAAP)	393	143	60	352	317	1,206	905
Pretax Capital Generation (non-GAAP)	**393**	**283**	**294**	**380**	**367**	**1,283**	**954**
Capital Generation, net of tax [1] (non-GAAP)	**$294**	**$212**	**$221**	**$289**	**$279**	**$975**	**$725**

	3Q20	2Q20	1Q20	4Q19	3Q19
Beginning Adjusted Capital	**$3,339**	**$3,105**	**$3,367**	**$3,099**	**$3,095**
Capital Generation, net of tax [1] (non-GAAP)	**$294**	**$212**	**$221**	**$289**	**$279**
Less: Common Stock Repurchased and Retired	0	0	(45)	0	0
Less: Cash Dividends	(315)	(44)	(388)	(34)	(308)
Capital Returns	**($315)**	**($44)**	**($433)**	**($34)**	**($308)**
Less: Adjustments to C&I, net of tax [1], [2]	(43)	(17)	(12)	(4)	12
Less: Change in the Assumed Tax Rate [1]	0	0	(8)	0	0
Less: Withholding Tax on Share-based Compensation	0	0	(6)	0	0
Less: Adjusted Other Net Loss, net of tax [1] (non-GAAP)	(1)	(1)	(1)	(1)	(2)
Plus: Other Comprehensive Income (Loss)	14	71	(50)	6	10
Plus: Purchased Credit Deteriorated Finance Receivables Gross-up, net of tax [1], [3]	0	0	11	0	0
Plus: Other Intangibles Amoritization	9	10	9	9	10
Plus: Share-based Compensation Expense, net of forfeitures	3	3	7	3	3
Other	**($18)**	**$66**	**($50)**	**$13**	**$33**
Ending Adjusted Capital	**$3,300**	**$3,339**	**$3,105**	**$3,367**	**$3,099**

Note: Consumer & Insurance is presented on an adjusted Segment Accounting Basis. See "Important Information" slide regarding Use of Non-GAAP Financial Measures.
(1) Income taxes assume a 25% statutory tax rate for 2020 and a 24% statutory tax rate for 2019 and 2018 periods.
(2) Includes the effects of purchase accounting adjustments excluding loan loss reserves.
(3) As a result of the adoption of ASU 2016-13, all purchased credit impaired finance receivables were converted to purchased credit deteriorated finance receivables in accordance with ASC Topic 326, which resulted in the gross-up of net finance receivables and allowance for finance receivable losses of $15 on January 1, 2020.

Consumer & Insurance Credit Metrics (Non-GAAP)

(unaudited, $ in millions)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Gross Charge-offs	$274	$322	$337	$299	$263	$1,172	$1,127
Gross Charge-off Ratio	6.15%	7.22%	7.36%	6.53%	5.98%	6.86%	7.32%
Recoveries	$42	$40	$41	$38	$36	$143	$129
Recovery Ratio	0.95%	0.89%	0.90%	0.82%	0.81%	0.84%	0.84%
Net Charge-offs	$232	$282	$296	$261	$227	$1,028	$998
Net Charge-off Ratio	5.20%	6.33%	6.46%	5.71%	5.17%	6.02%	6.48%
30-89 Delinquency	$348	$290	$413	$455	$411	$455	$393
30-89 Delinquency Ratio	1.95%	1.63%	2.26%	2.47%	2.30%	2.47%	2.43%
30+ Delinquency	$614	$625	$808	$843	$754	$843	$758
30+ Delinquency Ratio	3.44%	3.52%	4.42%	4.58%	4.23%	4.58%	4.68%
60+ Delinquency	$398	$456	$562	$570	$508	$570	$527
60+ Delinquency Ratio	2.23%	2.57%	3.07%	3.09%	2.85%	3.09%	3.26%
90+ Delinquency	$266	$335	$395	$388	$343	$388	$365
90+ Delinquency Ratio	1.49%	1.89%	2.16%	2.11%	1.93%	2.11%	2.25%
Non-TDR Allowance	$1,998	$1,998	$1,876	$557	$558	$557	$563
TDR Allowance	344	344	326	292	264	292	210
Allowance [1]	**$2,342**	**$2,342**	**$2,202**	**$849**	**$822**	**$849**	**$773**
Non-TDR Net Finance Receivables	$17,083	$16,982	$17,539	$17,700	$17,159	$17,700	$15,640
TDR Net Finance Receivables	743	750	744	721	666	721	555
Net Finance Receivables [1]	**$17,826**	**$17,732**	**$18,283**	**$18,421**	**$17,825**	**$18,421**	**$16,195**
Non-TDR Allowance Ratio	11.70%	11.77%	10.70%	3.15%	3.25%	3.15%	3.60%
TDR Allowance Ratio	46.33%	45.92%	43.88%	40.46%	39.72%	40.46%	37.73%
Allowance Ratio	**13.14%**	**13.21%**	**12.05%**	**4.61%**	**4.61%**	**4.61%**	**4.77%**

Note: Delinquency ratios are calculated as a percentage of C&I ending net finance receivables. Charge-off and recovery ratios are calculated as a percentage of C&I average net finance receivables. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Ratios may not sum due to rounding.
(1) For reconciliation to GAAP, see "Reconciliation of Non-GAAP Measures (continued)" slide.

Other (Non-GAAP)

(unaudited, $ in millions)	3Q20	2Q20	1Q20	4Q19	3Q19	FY19	FY18
Interest Income	$1	$1	$2	$3	$2	$9	$17
Interest Expense	(1)	(1)	(1)	(1)	(1)	(5)	(17)
Provision for Finance Receivable Losses	0	0	0	0	0	0	5
Net Interest Income after Provision for Finance Receivable Losses	**0**	**0**	**1**	**2**	**1**	**4**	**5**
Other Revenues	4	4	4	5	5	26	33
Other Expenses	(6)	(5)	(6)	(8)	(8)	(39)	(57)
Adjusted Pretax Loss (Non-GAAP)	**($2)**	**($1)**	**($1)**	**($1)**	**($2)**	**($9)**	**($19)**
Net Finance Receivables Held for Sale (1)	**$54**	**$61**	**$63**	**$66**	**$70**	**$66**	**$103**

Note: Other is presented on an adjusted Segment Accounting Basis. See "Important Information" slide regarding Use of Non-GAAP Financial Measures.

(1) Effective 1Q20, the Net Finance Receivable Held for Sale are included within 'Other Assets' on our Consolidated Balance Sheet. Prior periods' balance sheet presentations have been revised to conform with this new alignment.

Glossary

Select Calculations:

- **Adjusted Capital =** Adjusted Tangible Common Equity + Allowance for Finance Receivable Losses (ALLL) + Deferred Tax Asset on Allowance
- **Adjusted Debt** = Long-Term Debt – Junior Subordinated Debt
- **Adjusted Tangible Common Equity (TCE)** = Total Shareholders' Equity – Goodwill – Other Intangible Assets + Junior Subordinated Debt
- **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
- **C&I Adjusted Diluted EPS** = C&I Adjusted Net Income (Non-GAAP) / Weighted Average Diluted Shares
- **C&I Operating Expense (Opex) Ratio** = Annualized C&I Operating Expenses / C&I Average Net Receivables
- **Capital Generation** = C&I Adjusted Net Income – Change in C&I Allowance for Finance Receivable Losses, net of tax
- **Net Adjusted Debt** = Adjusted Debt – Available Cash and Cash Equivalents
- **Net Leverage** = Net Adjusted Debt / Adjusted Capital
- **Other Net Revenue** = Other Revenues - Insurance Policy Benefits and Claims Expense
- **Pretax Capital Generation** = C&I Pretax Adjusted Net Income – Change in C&I Allowance for Finance Receivable Losses
- **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