

ABS Investor Presentation

December 2020

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 only financial projections we are disclosing relate to the full-year 2020 period C&I net charge-offs. 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 for 2020 or other business goals.

The portfolio pre-loss profitability, liquidity runway, net leverage, and cash adequacy scenarios disclosed on slides 6, 24, 25 and 41 are based on management’s estimates and assumptions for internal strategic planning purposes and do not constitute guidance or financial projections and should not be regarded or relied on as such. The portfolio pre-loss profitability scenario also assumes a severe recession environment similar to years 2008 – 2009 and reflects numerous judgments, estimates and assumptions that are inherently uncertain. 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; 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;

Cautionary Note Regarding Forward-looking Statements

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; a change in the proportion of secured loans may affect our personal loan receivables and portfolio yield; 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 and damage to our reputation; 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 and damage to our reputation; our continued ability to access the capital markets and maintain adequate current sources of 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 the Company's 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.

Key takeaways

1 We have unique competitive advantages to serve the non-prime customer, including capital, scale and a nationwide branch network

2 Our business is specifically designed to provide responsible lending solutions to a large and often underserved market

3 Non-prime customer base and secured lending lead to less volatility in credit through a cycle

4 We conduct all servicing in-house and on-shore, critical during recession

5 We preemptively tightened credit heading into this cycle and have decades of experience prudently assisting borrowers through economic challenges

6 We have market-leading funding and liquidity and created the Personal Loan ABS asset class

COVID Update

We are effectively navigating the evolving landscape

Customer Focused

- Customer demand continues to improve, leading to sequential portfolio growth
- Launched Small Dollar Loan product¹, 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

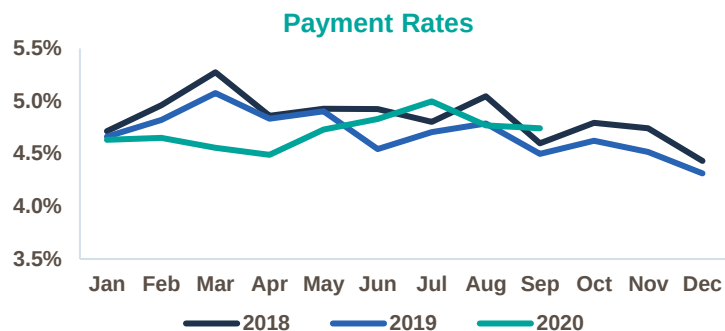
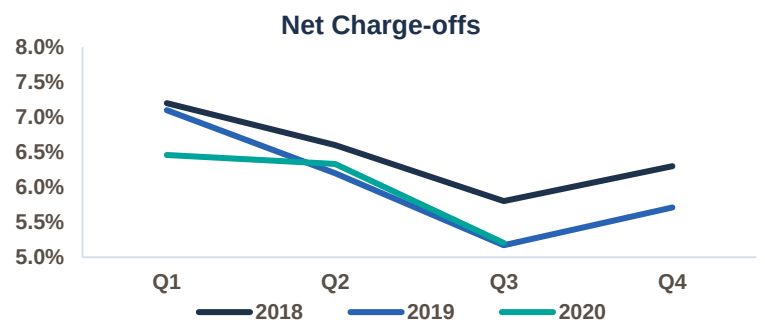
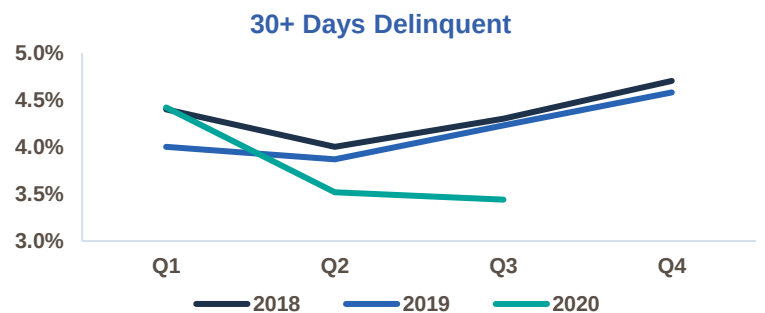
Significant Liquidity and Strong Capital Markets Access

- \$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^{2†}
- Redeemed \$1B December 2020 bond and issued \$1B of 5-year revolving ABS

Credit and collections remain strong

Collateral performance and collections remain very favorable

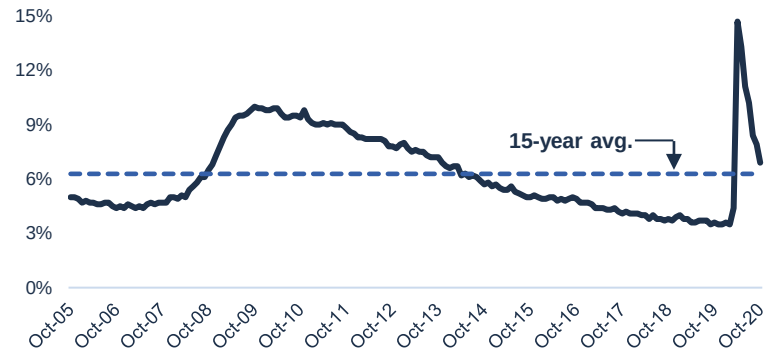
- Deep underwriting and secured lending reduces volatility during stress
- Rigorous in-house servicing with capacity flexibility between branches and central operations
- Well-tested borrower assistance programs focused on partial payments to maintain borrower engagement
- Deleveraging and government stimulus support healthy consumer balance sheet



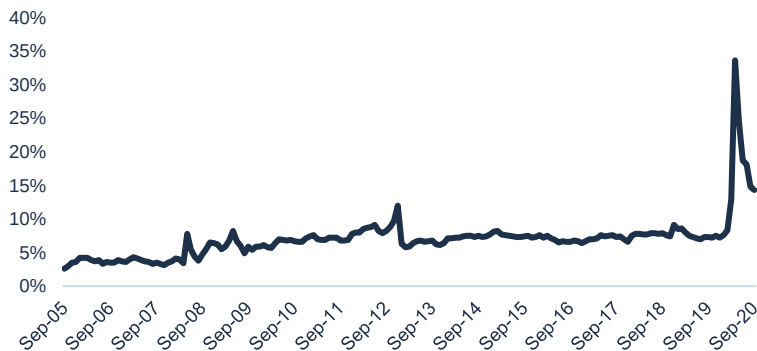
Our customer's household balance sheet is strong

- Stimulus and uncertainty drove spike in savings, resulting in our consumers sitting on larger cash cushion
- Home prices and equity at/above pre-recession levels, much different from '08/'09 when household net worth took a more sustained hit
- Savings from low-rate mortgage re-fi's adding to consumer monthly disposable income

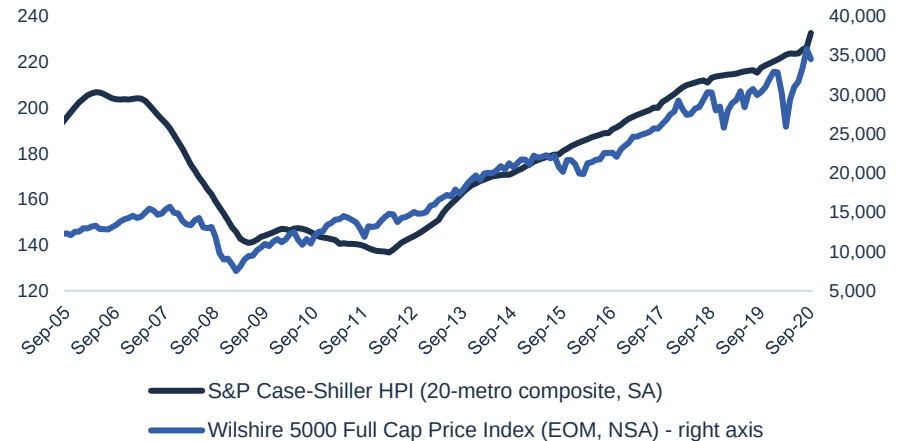
Unemployment has improved from 2Q levels, but remains elevated¹



Personal Savings Rate normalizing but still credit favorable after large cautionary increase early in COVID²



Home/Equity Prices much more resilient than '08/'09, with suburban and rural areas benefiting from deurbanization³



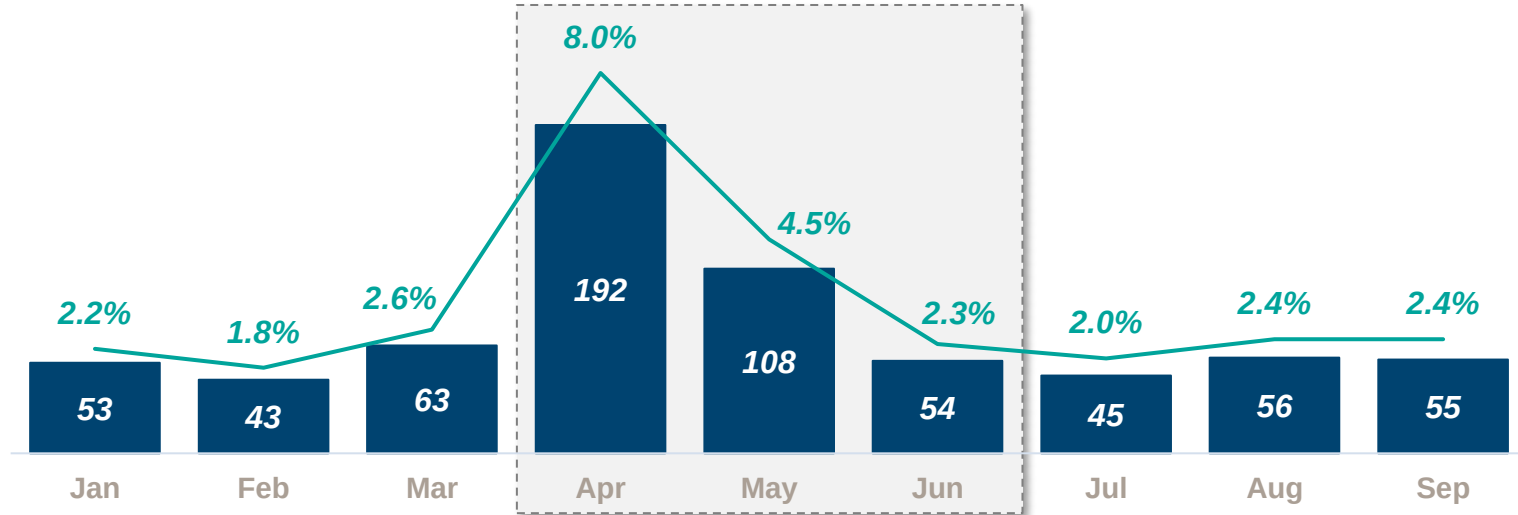
Borrower assistance enrollment trends are normalizing

(units in thousands)

Our borrower assistance tools¹ are tailored to each customer's individual situation and, in most cases, borrowers elect to make a partial payment

Borrower Assistance Enrollments²

(Units and % of Total Units)



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

ABS Overview

ABS program highlights



Credit Enhancement¹

- Structuring to worst case pool provides ~8pts of additional enhancement vs. actual pool
- Actual WAC ~290bps higher and remaining term ~11 months lower than worst case pool



Rapid Deleveraging

- Rapid deleveraging through fixed dollar overcollateralization once amortization begins
- AAAs have ~0.6yr WAL in amortization



Revolving Period

- Top-up deals with additional loans and maintain OC throughout revolving period
- This feature mitigates losses during revolving period



Seasoned Programs

- Seasoned programs with 27 issuances for ~\$19B
- Consistent collateral performance across issuances
- Demonstrated willingness to voluntarily support programs (added OC, removed eligible early-stage DQs in accordance with program guidelines)



First 'AAA' Rated Program

- Created the Consumer Loan asset class in 2013
- First Consumer Loan ABS program to receive 'AAA' from S&P
- Recent deals EU Risk Retention compliant²



Prime Performance from Auto Shelf

- Prime-like performance from non-prime collateral in the ODART shelf
- Income verification and ability-to-pay underwriting major differentiator vs. dealer-sold indirect subprime auto



Trusts Backed in whole or part by, Secured Loans

- Consumer loan asset class often characterized as “subprime unsecured”, while ~26% of our portfolio is prime, ~27% near-prime and more than half secured³

OneMain ABS superior relative value



Long Operating History

100+ years in business



Local Presence

~1,500 branches nationwide



Secured Lending

50%+ of loans are auto secured



Deep Customer Relationships

~50% repeat business, resulting in lower losses



Ability To Pay Underwriting

Custom budget determines if borrower can afford new debt



High Touch Servicing

Customer centric branch servicing with specialized central support



Multiple Product Options

Customer can receive multiple offers (secured / unsecured)



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

Company Overview

Meet OneMain



~1,500

Branches



\$17.8B

Net finance receivables



2.3MM

Customer accounts



3

Lending products



89%

Customer satisfaction²

People:

- Rooted in local communities (44 states)
- Highly experienced (branch managers average 13 years)

Scale:

- Largest branch-based installment lender in the U.S.
- 89% of Americans within 25 miles of a OneMain branch¹
- Strong geographic diversification

Customers:

- Personalized loan solutions underpinned by ability-to-pay analysis
- About half of our customers return for additional borrowing needs (full re-underwriting)

Responsible products:

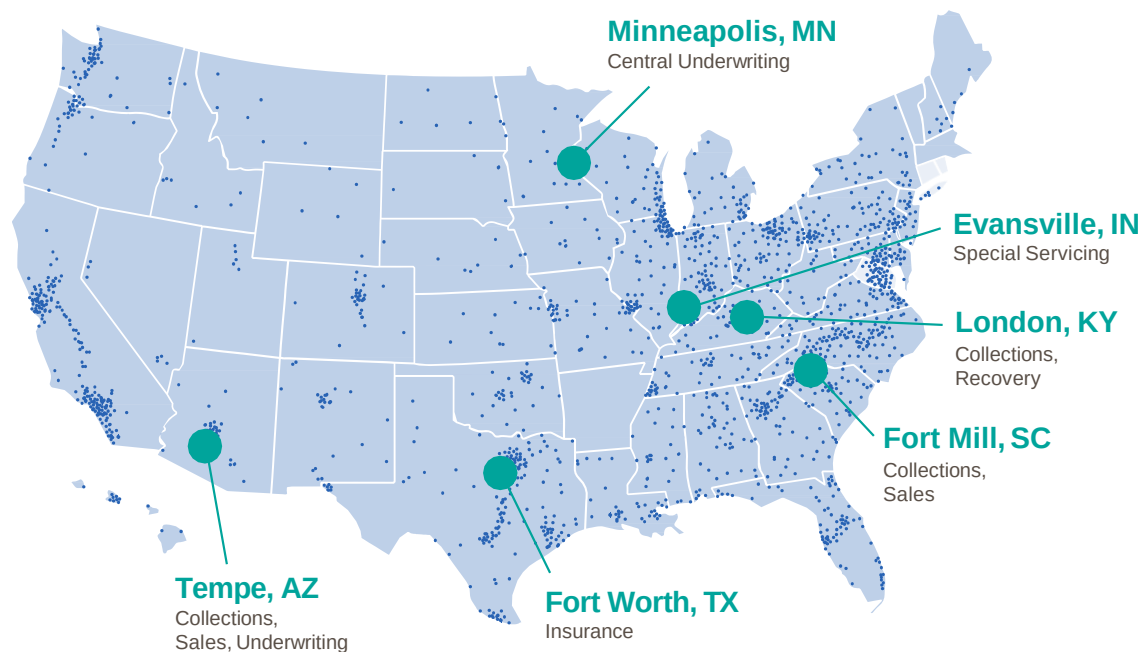
- Straight forward products originated under state-licensed model
- Secured loans broaden prospect base; provide loan size/rate choices
- Strong culture of compliance

Hybrid network:

- Local branch knowledge with specialized in-house central facilities
- Enhancing customer experience and performance using technology and analytics to augment 100+ year lending experience

Largest US installment lender uniquely positioned to responsibly serve cross-section of working Americans

We operate nationally, with a local focus



7th Largest branch network (including banks)¹

Unique combination of local relationships with centralized servicing and underwriting capabilities allow for market-leading servicing and capacity flexibility e.g. for natural disasters

~1,500 branches and six central operations centers across the U.S.

Our products are designed to address our customers' needs

Key Stats:	Collateralizes OMFIT		Collateralizes ODART	Optional products
	Unsecured loan	Secured loan 10+ year auto age	Direct auto <10-year auto age ²	
Avg. loan size	~\$8k	~\$11k	~\$15k	<i>Credit Life, Disability, Involuntary Unemployment Insurance</i> <i>Home & auto membership</i> <i>Term life</i> <i>Guaranteed asset protection</i>
Avg. APR	~29%	~27%	~22%	
Avg. Credit Score	641	612	632	
Net Charge-offs ¹	~9%	~5%	~2%	
% of originations	46%	35%	19%	

Our consultative process helps the customer get the right product for them

Our typical customer is the average American

Target market is ~100MM Americans¹, though not all have current needs or pass our underwriting

Our customers...

OneMain borrower profile



~11 years
In same residence²



~45%
Homeowners²



90% have checking account³
75% have credit card³
50% have auto loan³

...have stable credit attributes...



~\$45,000
Annual net income²



~55%
Same job for 5+ years²



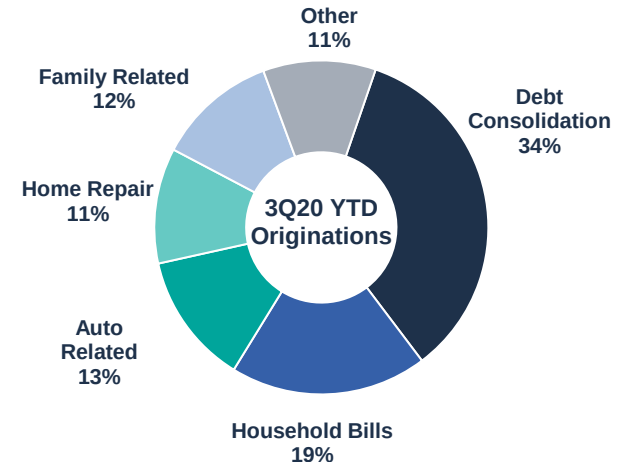
Employed in stable industries³

Top 5 industries:

- Healthcare
- Manufacturing
- Education
- Financial services
- Government

...and financial needs

Reasons for loan³



~90% of the time OneMain offers lowest rate⁴



Same or next day
Customer receive funds

We work closely with customers to develop appropriate solutions to address their financial needs

Ability-to-pay evaluation can generate debt consolidation options that increase disposable income

Verification

- ✓ Income
- ✓ Employment
- ✓ Detailed collateral inspection

Budget worksheet¹

- ✓ Take home pay (net income)
- ✓ Less: Debt payments
- ✓ Less: Living expenses
- ✓ Less: OneMain payment
- ✓ **Net disposable income**

Ability-to-pay

- ✓ Personalized budgeting
- ✓ Assess existing liabilities
- ✓ Solutions that meet customer needs and fit their budget

Product offering

Consistent market-leading credit performance in our segments

		Purpose	Bill Consolidation
Loan option 1		Loan option 2	
Type	Unsecured	Type	Direct Auto
Size	\$5,250	Size	\$13,000
APR	28.63%	APR	16.85%
Term	48 mo.	Term	54 mo.
Monthly payment	\$185	Monthly payment	\$345

Monthly Budget Worksheet		
Calculate Budget	   	
	Before Loan	After Loan
Take-home pay (Net Income)	\$3,750	\$3,750
Less: Debt payments		
Mortgage/rent payment	\$900	\$900
Car loan payment	152	—
Credit card payment	374	—
Less: Expenses		
Expenses	\$412	\$412
Less: OneMain payment		\$345
Net disposable income	\$1,912	\$2,093

~10% more disposable income after our loan, even after meeting current need

Deep customer relationships drive better outcomes

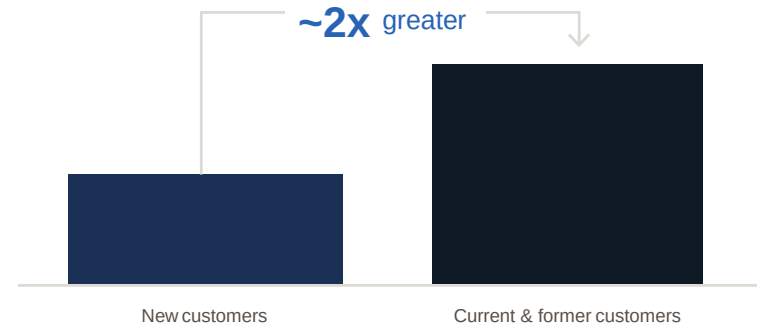
2.3MM customer accounts

~13MM former customers¹

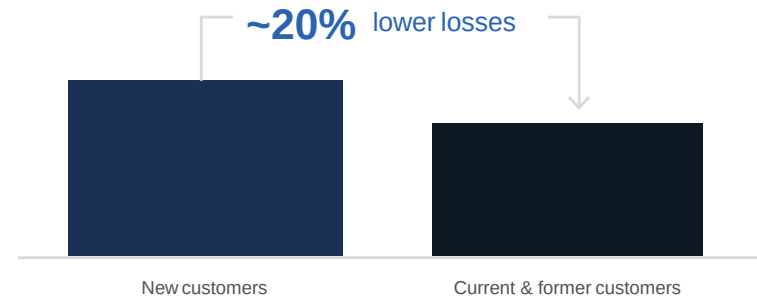
~50% of current and former customers do business with us at least twice

~20% market share²

Better application to book rate



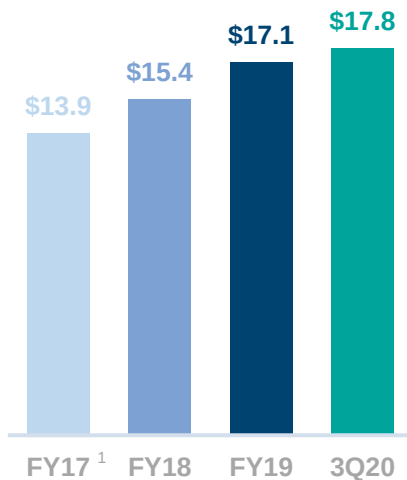
Better credit performance



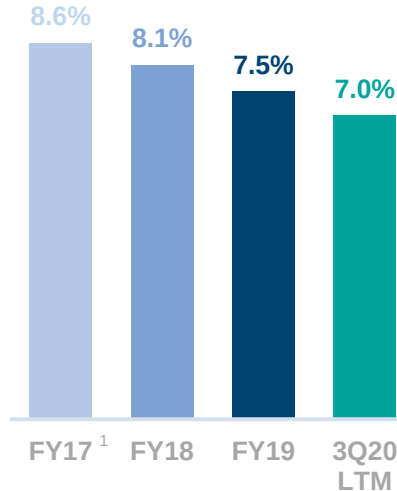
We continue to deliver strong results, even in an uncertain environment

C&I Average Net Receivables*

(\$ in billions)

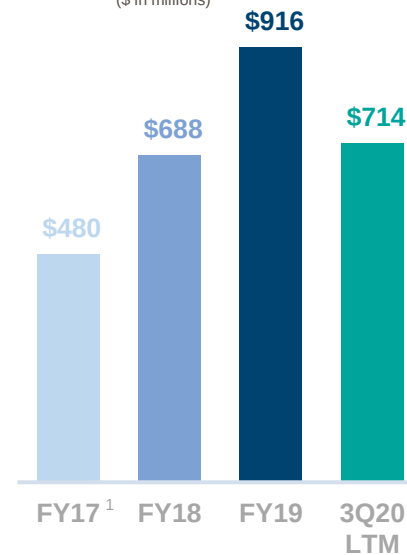


C&I Operating Expense Ratio*

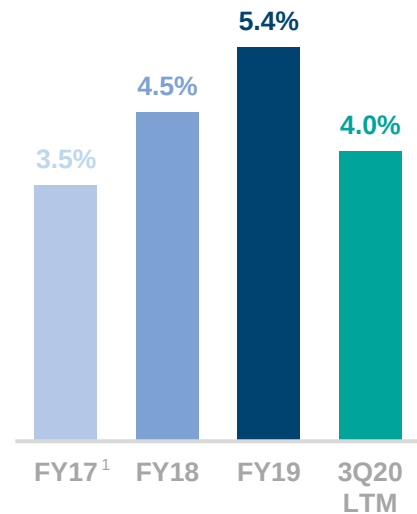


C&I Adjusted Net Income*

(\$ in millions)



C&I Return on Receivables*



Our strong financial performance enables continued investment in the business

Continuing to invest in state-of-art underwriting, servicing, technology and people

C&I^{1,2} 3Q20 LTM

Yield	24.2%
Other net revenue	1.8%
Net charge-offs	(5.9%)
Operating expense	(7.0%)
Interest expense	(5.6%)
Taxes and other	(3.5%)
C&I return on receivables	4.0%

Investing in:

- ✓ Marketing and customer acquisition
- ✓ Technology and automation
- ✓ Omni-channel customer experience
- ✓ Product innovation
- ✓ Advanced analytics
- ✓ People and talent

Strong through-cycle returns allow continued investment in the business and consistent support for our customers

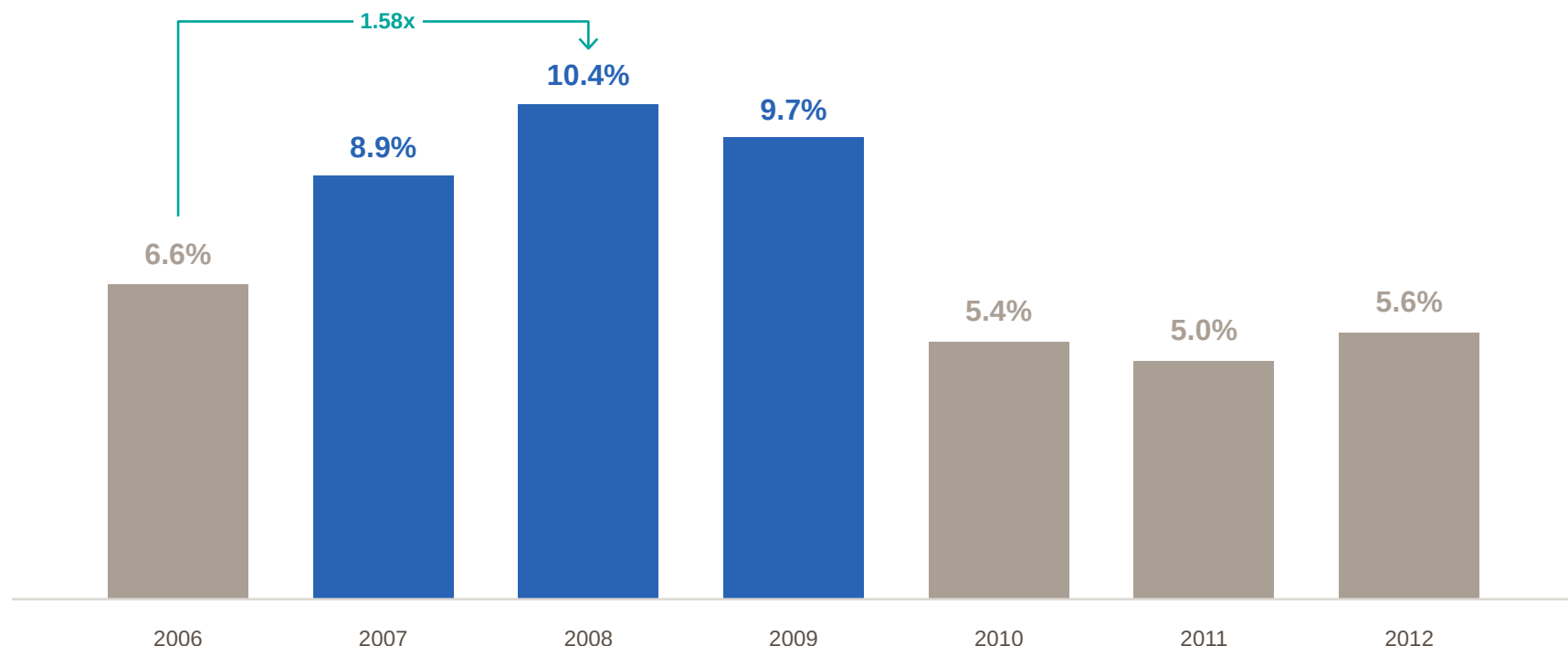
We are better positioned than the last downturn

	2009 pro forma ²	3Q2020	
Improved product mix (C&I) ¹	Portfolio secured mix 32%	Portfolio secured mix 53%	Improved payment hierarchy
Focused growth strategy	2Y CAGR of unsecured portfolio 20% ³	2Y CAGR of unsecured portfolio ~0%	Disciplined growth
Central servicing capability	Virtually none	1,000+ team members focused on collections	Drives lower losses
Attractive pricing	Avg. APR on originations ~24%	Avg. APR on originations ~27% ⁴	Improved margins

We regularly conduct portfolio stress testing

Granular analysis segmented by product, customer type, credit score, loan amount and term

Cumulative C&I gross charge-offs by yearly vintage¹



Even in a severe recession, we expect to remain profitable

Ample cushion against potential losses

	C&I* 3Q20 LTM
Yield	24.2%
Other net revenue	1.8%
Operating expense	(7.0%)
Interest expense	(5.6%)
Pre-loss profitability	~13.4%

Estimated C&I* peak net charge-offs¹

	Annual C&I net charge-offs
Base outlook	~(5.6%)²
Mild recession ('01-'02) - peak year	(7.5 – 8.0%)
Severe recession ('08-'09) - peak year	(9.5 – 10.0%)

Portfolio pre-loss profitability covers losses even in a severe stress case[†]

We have significantly strengthened our funding and liquidity

		2016	3Q20
Ratings	ABS top tranche	A+	AAA
	Corporate / unsecured (S&P / Moody's)	B / B3	BB- / Ba3
Asset-Backed Securities	ABS Transactions	15	27
Capital & liquidity	Net leverage*	7.7x	4.7x
	Undrawn conduits	\$5B	\$7B
	Unencumbered receivables	\$4B	\$8B
	Liquidity runway	12+ months	2022 ^{1†}



The company's funding and liquidity profile is solid. Since the acquisition of OneMain Financial in November 2015, the company has materially improved its funding and liquidity profile. It has eliminated large debt concentrations by laddering its debt maturities and also expanding availability under its secured credit lines and extending their maturities."

Moody's (7/13/20)



The company's **access to diversified funding sources, relatively high net returns, and market position** in the nonprime consumer installment lending market are positive rating factors... Positively, the firm has **well-staggered maturities** and no major concentrations."

S&P (3/6/20)

We are committed to helping our customers and supporting our communities



Providing responsible lending solutions with fair rates and ability-to-pay underwriting to ensure affordability and successful repayment



Prioritizing diversity and inclusion: ~67% female team members and ~36% minority team members; ~57% female customers and ~37% minority customers



Almost 25% of our customers live in “credit insecure” or “credit at risk” counties, as defined by NY Fed



Helped approximately 300,000 affected customers with various borrower assistance tools due to the economic impacts of COVID-19



Between 2016 and 2019, customer enrollment in paperless billing increased 500%



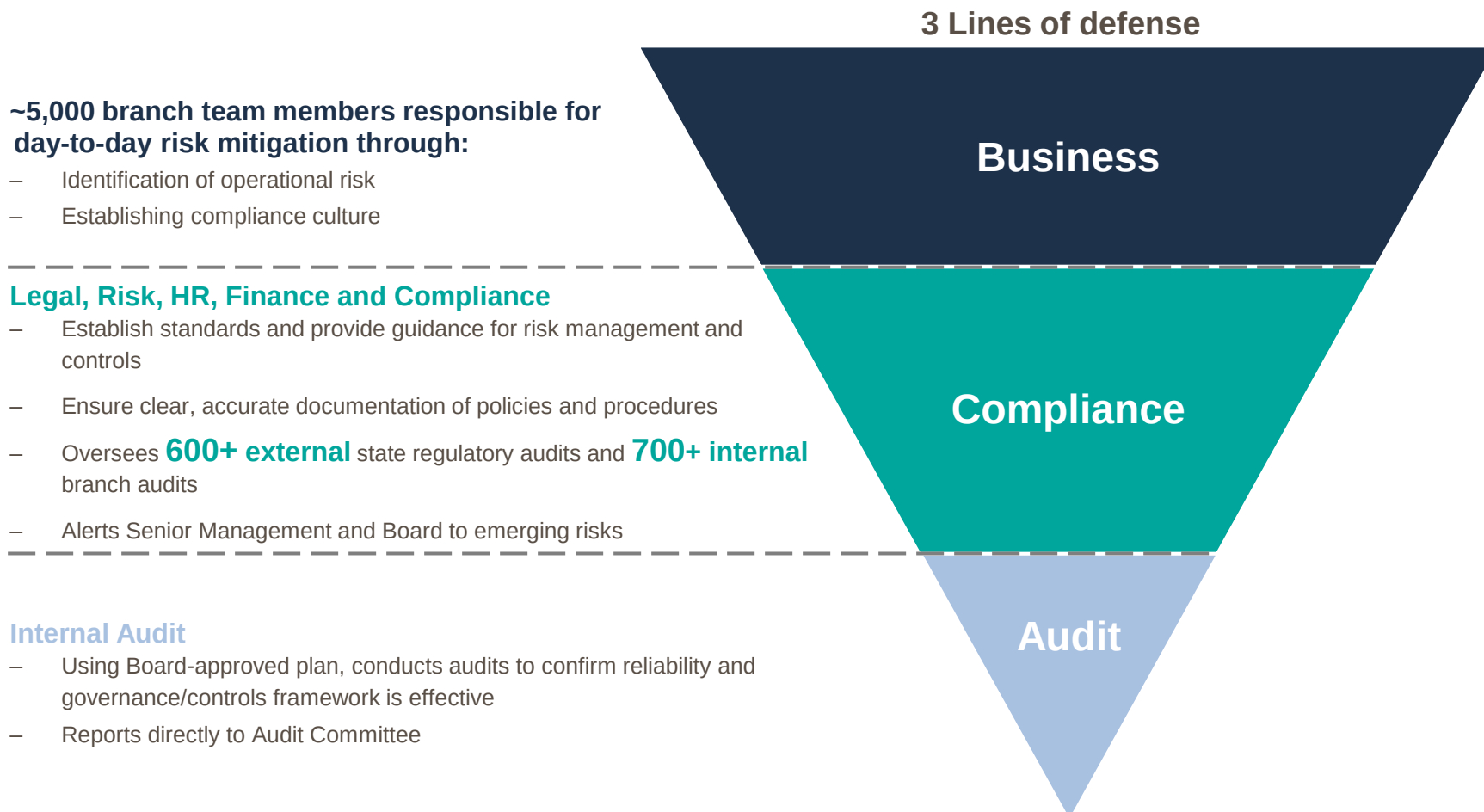
Founding investor in BlackRock's environmentally responsible, Liquid Environmentally Aware Fund (LEAF), which considers environmental criteria for investment

Market leading supporter of D&I broker dealers, with prominent roles on >\$17B of debt issuance since 2016



Strong compliance culture & controls

Seasoned regulatory and compliance teams and strong culture consistent with legacy bank ownership



Underwriting & Servicing

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 often an interest in debt consolidation to simplify their finances or reduce number of monthly debt payments



Application

Online (>80% of new customer apps), over the phone or in person at one of OneMain's ~1,500 branches



Underwriting

Centralized underwriting model with 1,000+ attributes utilizes our decades of through-the-cycle data and sophisticated analytics to return a credit grade



Conditional Approval

Approved applicants provided a list of necessary documentation



Ability-to-pay

Ability-to-pay analysis and income and identity verification creates a solid foundation for assessing borrower credit and appropriate product matching



Loan Disbursed

Customer receives funds as quickly as the same day (most frequently overnight ACH)



Loan Servicing

Loan is serviced in branch until 60+ DQ, then shifted to specialized central servicing; all servicing in-house and on-shore

We utilize a disciplined origination risk / return framework

Portfolio level

Loan level

C&I net charge-offs*

<7%

Stress profitability

Profitable under
severe stress¹

ROTCE*

>20%

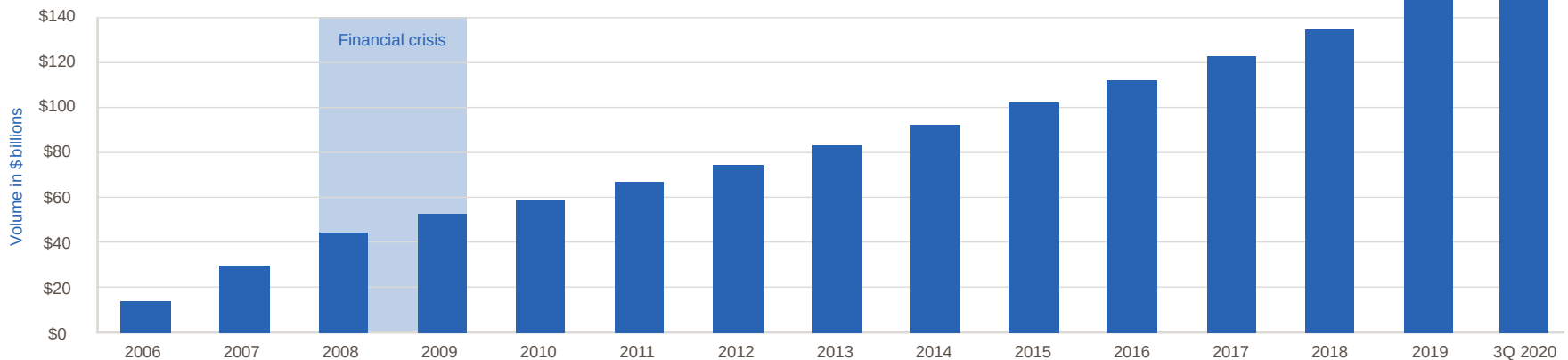
We have unparalleled relationships and experience with non-prime customers

>\$155 B Cumulative originations¹

2.3 MM Current customer accounts

>15 MM Customers served¹

Cumulative originations since 2006

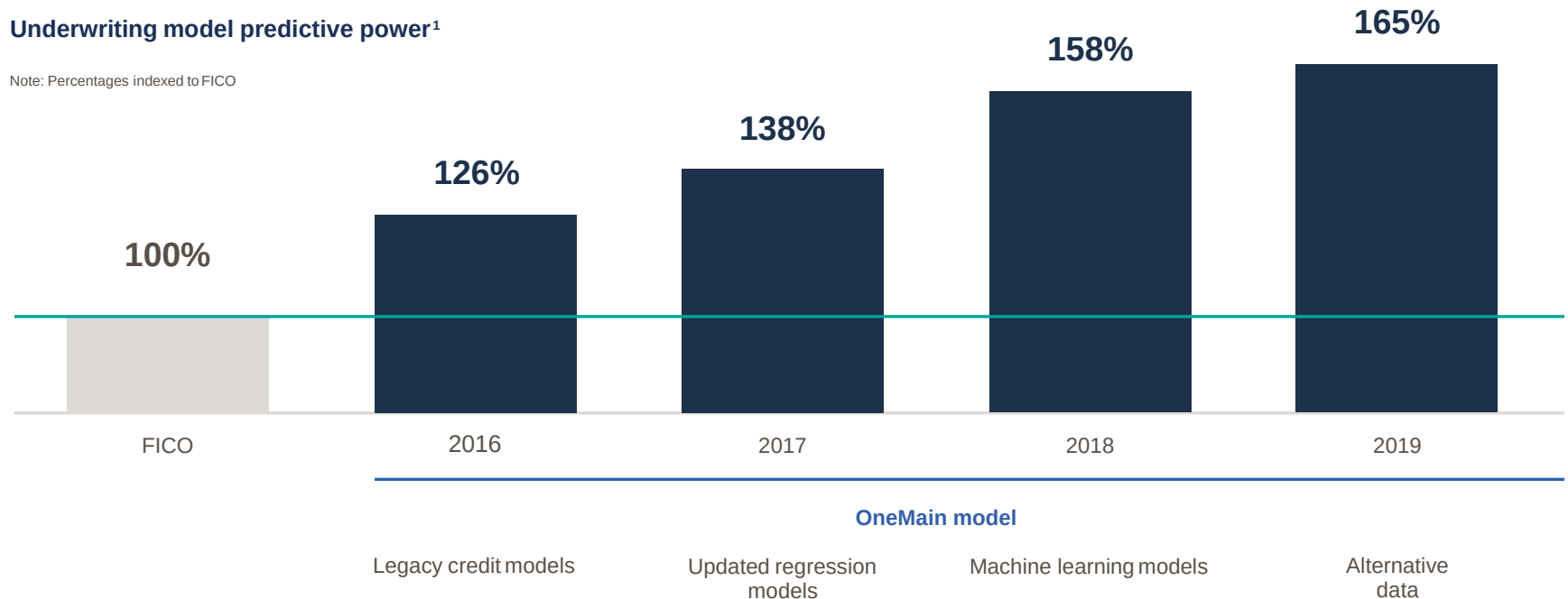


~50% of current and former customers do business with us at least twice

Our decisioning is driven by proprietary data and superior underwriting

Underwriting model predictive power¹

Note: Percentages indexed to FICO



Repeat customers are a core part of business strategy

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

Only performing customers eligible for loan renewals¹

Repeat borrowers fully re-underwritten



Income re-verified



Ability-to-pay recalculated

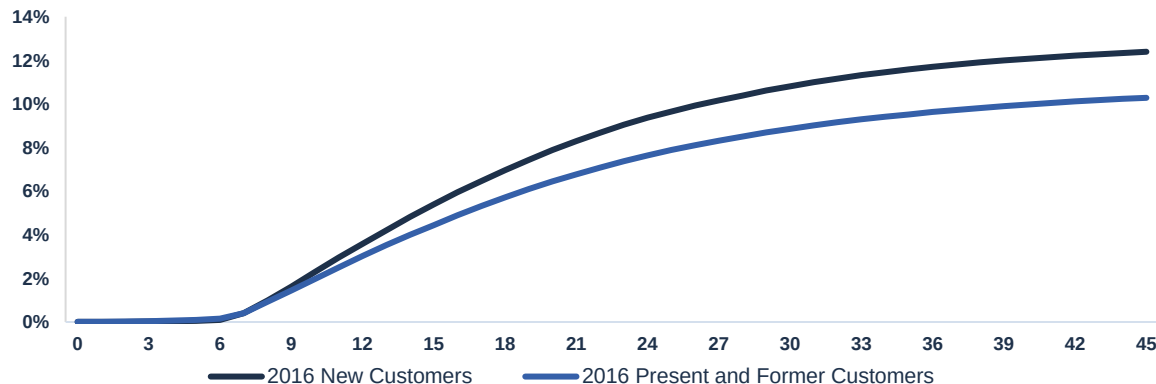


Household budget refreshed



Collateral re-inspected¹

Repeat customers outperform new customers²



~20% lower loss

% repeat business (at least once)

~50%

Secured lending performance driven by frequency of default

2016 Cumulative unit loss %¹

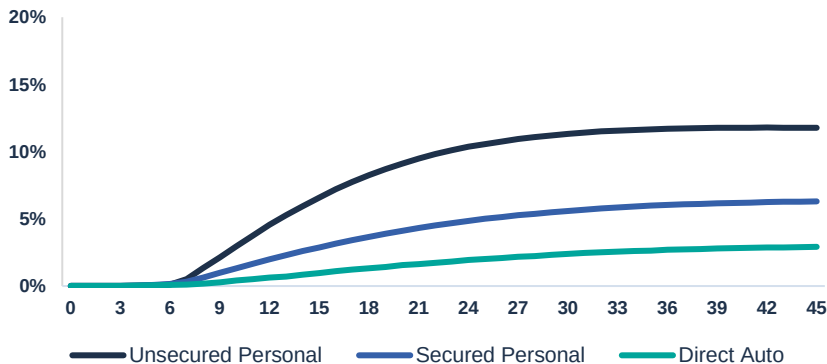


“Frequency” of loss is primary driver of materially stronger secured loan loss performance

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

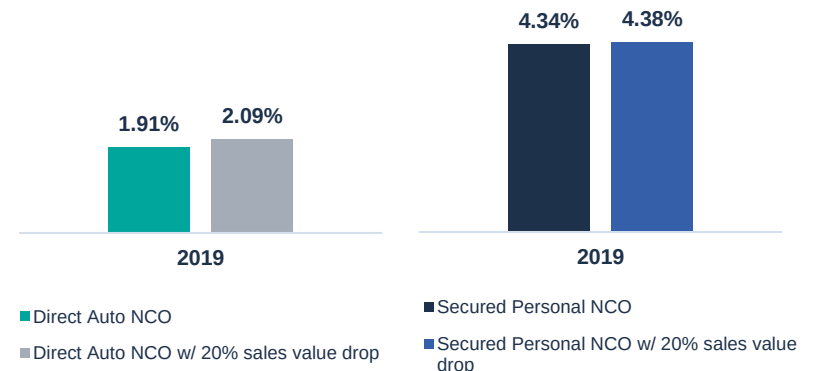
Better recoveries for secured vs. unsecured (“severity”) helpful, but not main loss driver

2016 Cumulative net charge-off¹

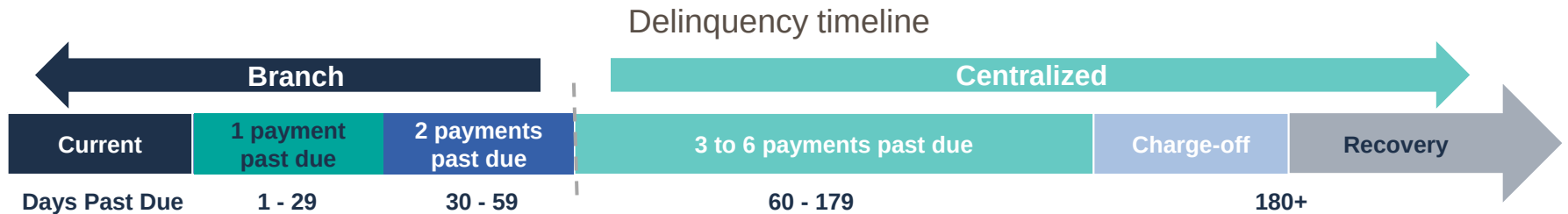


Secured loss sensitivity to used car values^{1,2}

18 bps higher Direct Auto and 4 bps higher Secured PL losses with 20% stress on our actual 2019 car recovery values



Our extensive servicing resources are especially critical in downturn

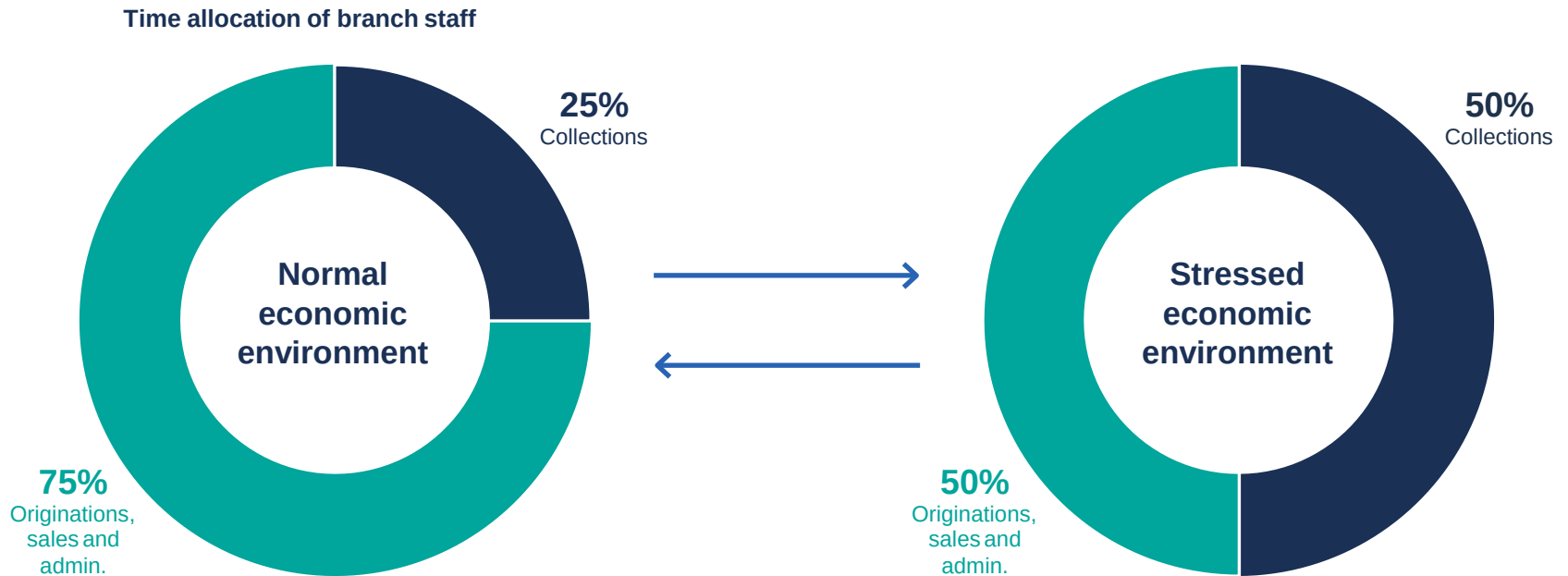


		Branch	Central Operations ¹	Impact
People & places	# of locations	~1,500	5	High-touch customer engagement
	# of team members	~5,000	~1,500	
	Initial contact	✓	✓	
Roles & responsibilities	Underwriting / decisioning	—	✓	Superior credit performance
	Verification & loan closing	✓	✓	
	Servicing / collections	Early-stage delinquency	Late-stage delinquency, charge-off and recovery	Higher customer life-time value
	Local relationships	✓	—	

In-house, on-shore servicing reduces disruption risk

Servicing model flexibility can quickly respond to a changing economic environment

All servicing in-house, on-shore; critical to control servicing capacity in a downturn
We can double collections capacity by shifting ~1,250 team members within 48 hours¹



Borrower assistance programs

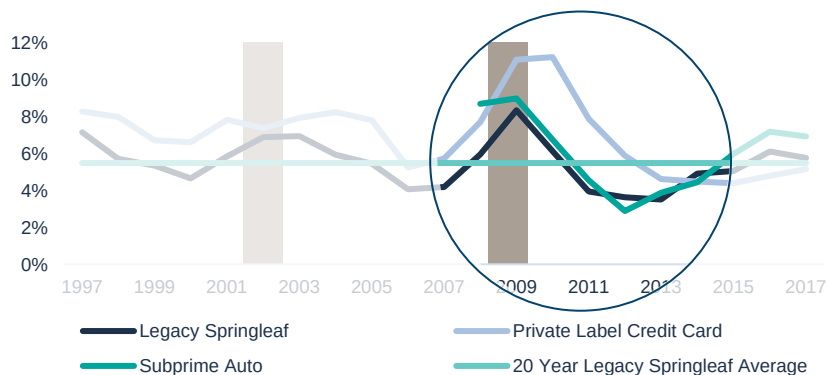
	Description	Criteria	% of FY2019 Units ¹
Deferral	Advance of due date with partial payment; resolves a short term cash flow issue	2 in a rolling 12 months ² Customers typically make a partial payment	1.6%
Modification	Provides relief to customer for ongoing/higher severity issues; involves changed loan terms (rate and/or tenor) Modifies loan to meet new financial situation of the borrower	Temporary modification: Payment and rate reductions (3 or 6-month duration with ability to extend to 12 months) Permanent modification: Leverages term extension and/or rate reduction to meet borrower payment affordability Centrally approved	0.3%
Re-age	Loan brought current after customer demonstrates ability to resume consistent payments after temporary hardship (e.g. job loss)	3 full payments required 1 in a rolling 12 months Centrally approved	0.1%

Deep history with non-prime customers through prior cycles

Secured lending and ability-to-pay underwriting lowers losses and dampens volatility through economic cycles

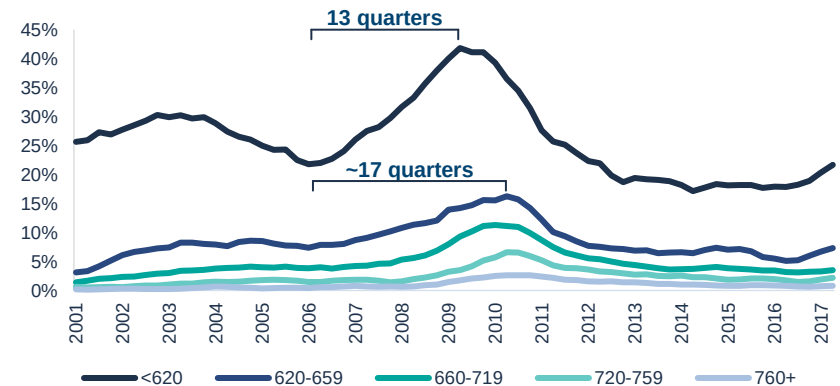
Non-prime customer performance typically less volatile during economic stress periods

Legacy Springleaf vs industry charge-off performance¹



Annual Losses	Avg.	Min	Max
Legacy Springleaf	5.5%	3.5%	8.4%
Private Label Credit Card	7.0%	4.4%	11.3%
Subprime Auto	6.0%	2.9%	9.0%

Credit Card balances rolling to serious delinquency²



FICO Band	Multiple, Trough to Peak	
<620	1.9x	Our target market
620-659	2.2x	
660-719	2.9x	
720-759	4.5x	
760+	6.2x	

Our results compare favorably across consumer finance

Deep underwriting and servicing...

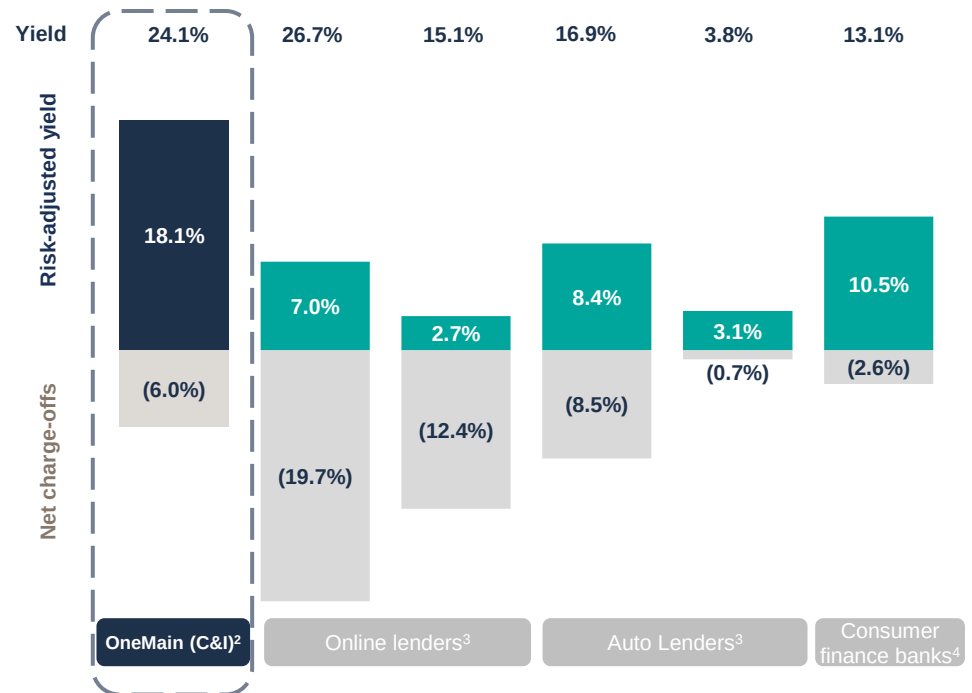
...drive superior performance

Process

- ✓ Proprietary data from originating >\$155B of loans since 2006
- ✓ Machine learning and AI modeling
- ✓ Alternative data sources
- ✓ 1,000+ attributes included in underwriting model

Results

- ✓ 65% more predictive than FICO¹
- ✓ 27% fewer defaults vs competitors for borrowers with FICO <650¹



Securitization Programs “OMFIT” & “ODART”

ABS funding



Funding & Collateral



Securitization a critical component of Company's funding strategy (target ~50%)

Balanced mix of ABS/ corporate bonds provides flexibility in changing market conditions

Revolving ABS provides fixed rate prefunding for future originations

Significant unencumbered assets (~\$8B at Q320) provide additional options



Liquidity/ Conduits



Forward liquidity covering all cash needs (assuming no access to capital markets) through the end of 2022^{1†}

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

- Significant undrawn committed capacity provides long liquidity runway in case of protracted capital market dislocation
- \$7.2B undrawn as of September 30, 2020



Personal Loan ABS Program (“OMFIT”)



22 Personal Loan securitizations since 2013²

- 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
- Transactions feature a 2, 3, 5 or 7-year revolving structure, given fast payment rates of underlying assets



Direct Auto ABS Program (“ODART”)



5 Direct Auto securitizations since 2016

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

Best in class investor transparency

Quick reference landing page

- Pool balances
- Key metrics
- Tranche balances
- Credit enhancement

Most recently added Post-Close Amendments Summary

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

Transaction Click to View	Current Pool Information				Monthly Servicer Reports	
	Notes Table	Loan Principal Balance	WAC	WART		
ODART 2019-1-PPM	Click to view	750,061,202	19.34%	42	-- Select PDF -- ▾	-- Select XLSX -- ▾
ODART 2018-1-PPM	Click to view	768,497,948	19.03%	39	-- Select PDF -- ▾	-- Select XLSX -- ▾
ODART 2017-2-PPM		Terminated			-- Select PDF -- ▾	-- Select XLSX -- ▾
ODART 2017-1-PPM		Terminated			-- Select PDF -- ▾	-- Select XLSX -- ▾
ODART 2016-1-PPM		Terminated			-- Select PDF -- ▾	-- Select XLSX -- ▾

Class of Notes	Initial Note Balance	Current Balance	Interest Rate	Maturity Date	CUSIP	Credit Enhancement	
						Initial	Current
A	533,250,000.00	533,250,000.00	3.63%	9/14/2027	68267EAA2	29.40%	29.40%
B	89,630,000.00	89,630,000.00	3.95%	11/14/2028	68267EAB0	17.45%	17.45%
C	59,620,000.00	59,620,000.00	4.19%	11/14/2028	68267EAC8	9.50%	9.50%
D	54,380,000.00	54,380,000.00	4.68%	4/14/2031	68267EAD6	2.25%	2.25%

Date of Issue: 3/15/2019	End of Revolving Period: 3/31/2024
Underwriters: Barclays, Deutsche Bank Securities, Natixis	Servicer: Springleaf Finance Corporation
Co-Managers: CastleOak Securities, L.P., Mizuho Securities	Back-Up Servicer: Wells Fargo Bank, N.A.
	Indenture Trustee: Wells Fargo Bank, N.A.

<http://investor.onemainfinancial.com>



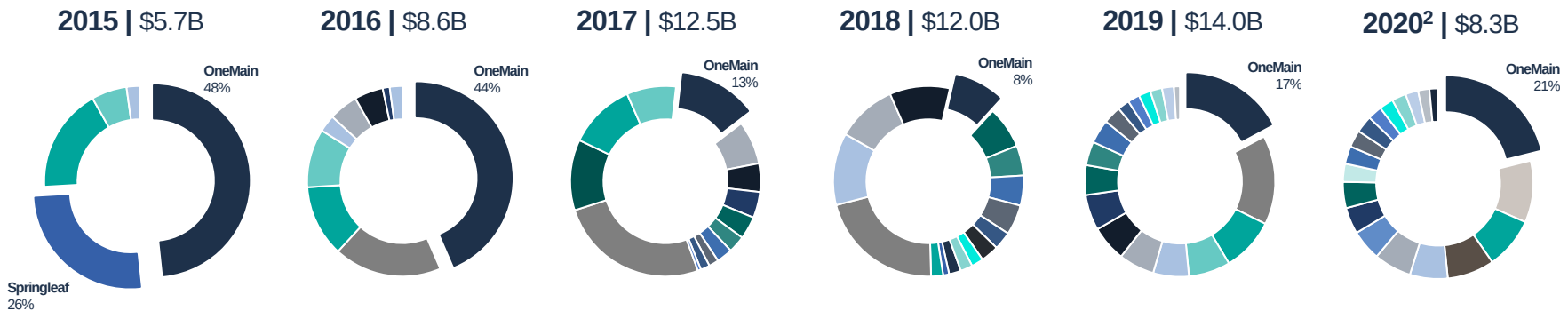
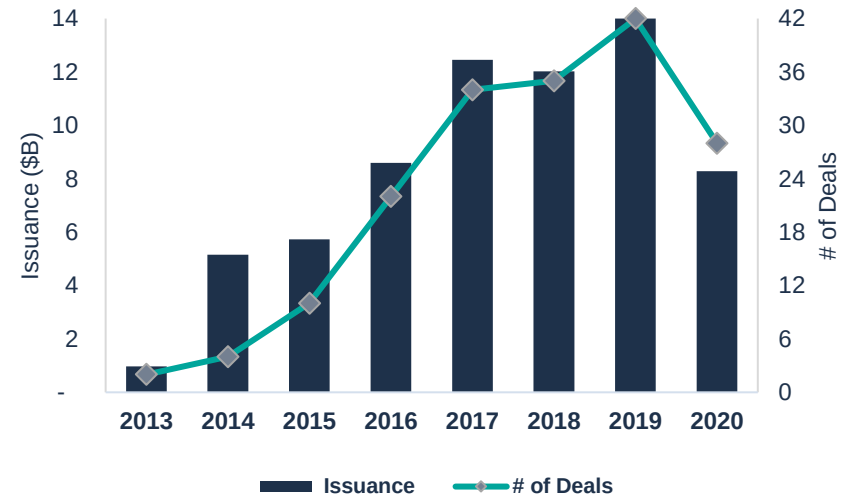
Asset-Backed Securities

Secured & Unsecured Personal Loans “OMFIT” Program

U.S. Consumer Loan ABS

- ✓ Created Consumer Loan ABS asset class in 2013
- ✓ Issuer of **27** ABS transactions¹
- ✓ Top tranche rating of **AAA**
- ✓ Issued \$1.8B **2 & 5-year** revolving in 2020
- ✓ Planned programmatic issuance of **2, 3, 5, 7-year** revolving transactions

Consumer Loan ABS new issue supply (2013–2020)²



Major differences in business model, underwriting, servicing etc. across CL issuers

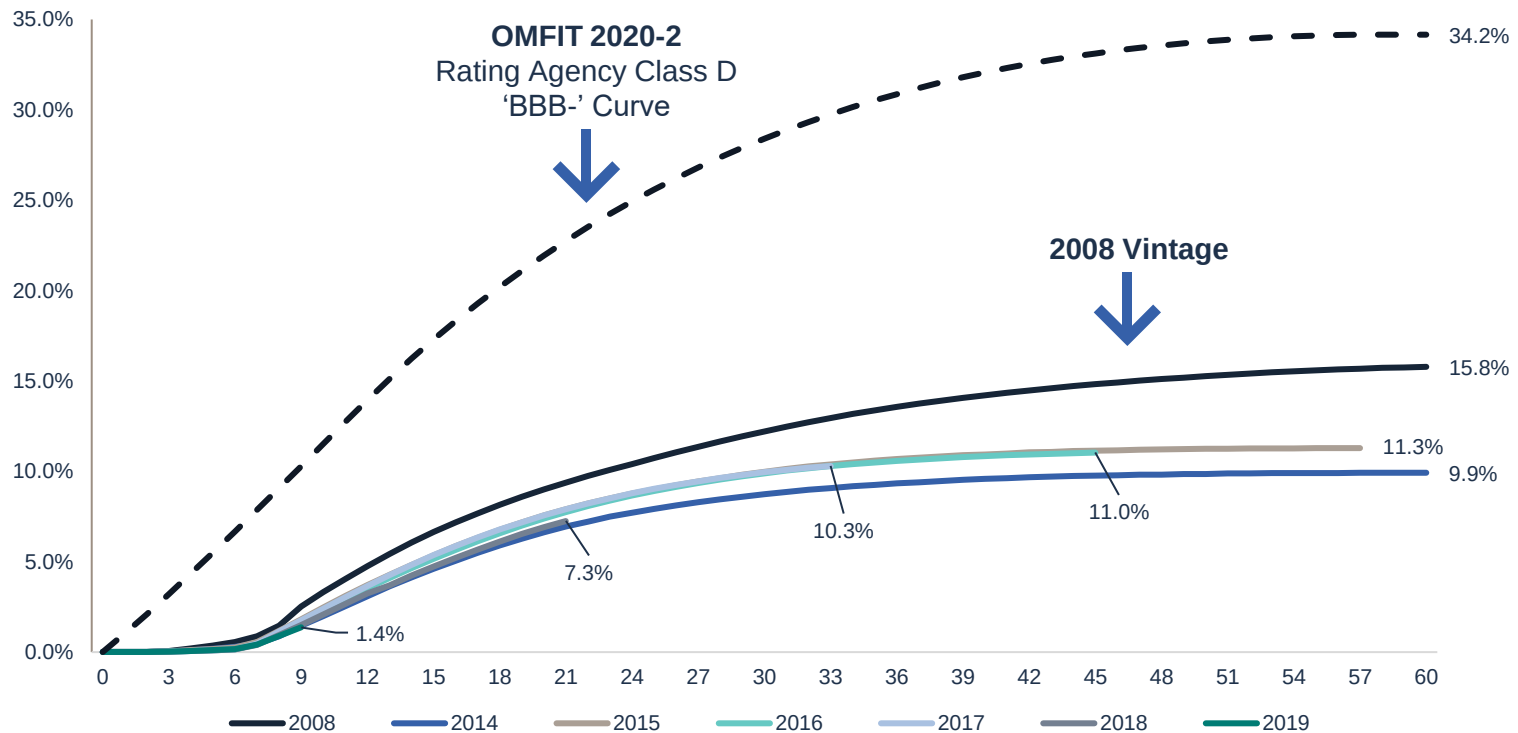
Personal loan cumulative net loss

OneMain vintage CNL performance well below worst Financial Crisis vintage (2008)

All vintages a fraction of lowest tranche class D rating agency (BBB-) 34% stress first dollar loss scenario¹

OMFIT AAA bond would require cumulative net loss to exceed ~55% for principal loss¹

OneMain combined PL annual vintage cumulative net loss²



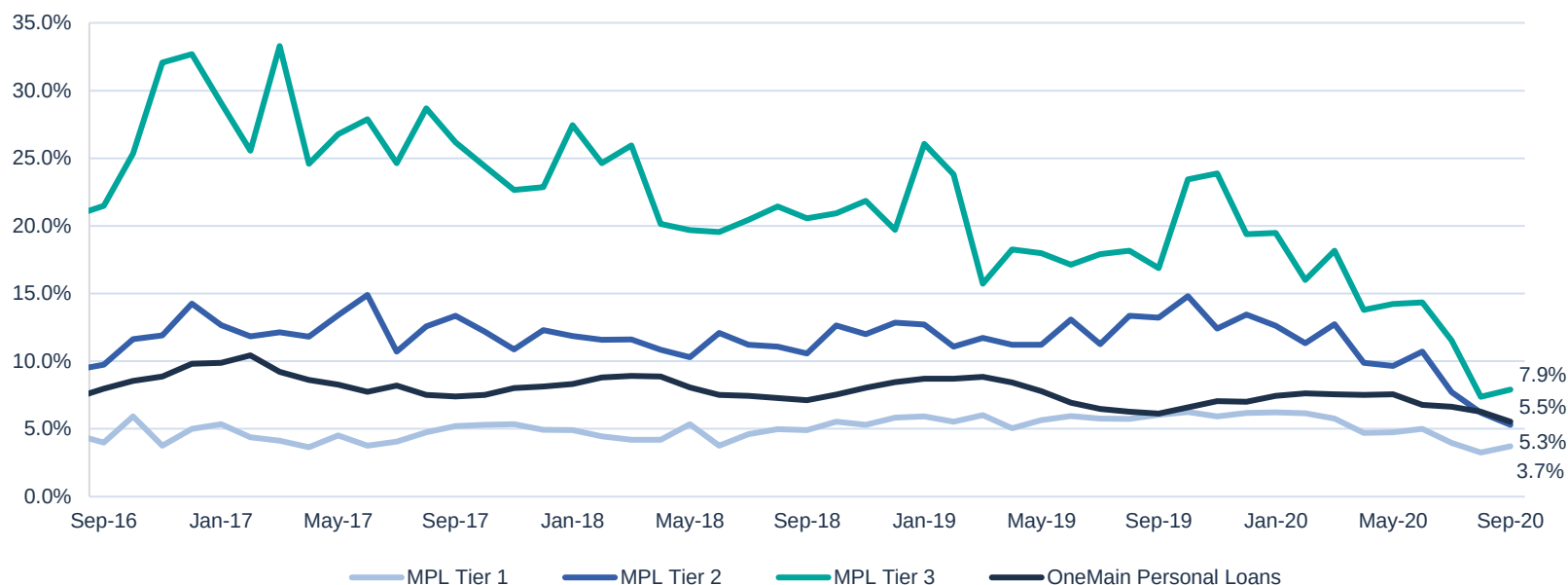
OneMain CL ABS performance vs Fintech/MPL

Deeper ability-to-pay underwriting than instant decision algorithms, plus income, identity and employment verification

Loss performance comparable to prime borrowers and significantly better than non-prime competitors

OMFIT performance bolstered by secured collateral composition (~45% secured in OMFIT 2020-2)

KBRA Marketplace index: annualized net loss rates¹



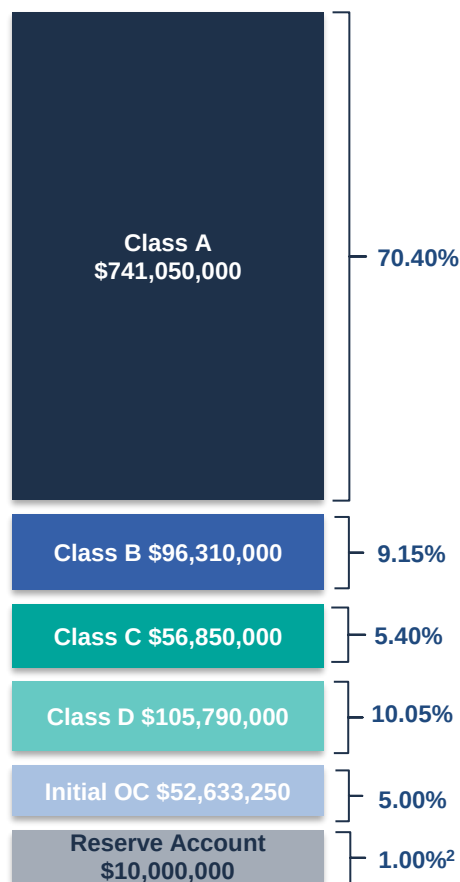
Consumer Loan ABS comps

OneMain's focus on ability-to-pay-underwriting, thorough verification, secured lending, lower-loss repeat customers, and high-impact servicing are key differentiators

	Branch Based Lender					Non-prime			Prime			
	OneMain Financial	OPORTUN	Lendmark Financial Services	MARINER FINANCE	REGIONAL MANAGEMENT	AVANT	LendingClub	LENDINGPOINT	LendingClub	SoFi	PROPER	MARLETTE FINANCIAL
	OMFIT 2020-2	OPTN 2020-1	LFT 2020-2	MFIT 2020-A	RMIT 2020-1	AVNT 2020-REV1	CLUB 2018-NP1	LP 2020-REV1	CLUB 2020-P1	SCLP 2020-1	PMIT 2019-4	MFT 2020-2
Collateral Characteristics												
Avg. Loan Bal	\$7,482	\$3,254	\$5,545	\$3,478	\$5,227	\$5,471	\$7,301	\$11,552	\$16,049	\$30,691	\$11,856	\$13,987
WA APR/WAC	26.9%	30.9%	25.9%	26.5%	29.8% ¹	25.4% ¹	27.0%	21.1%	11.2%	11.3% ²	14.3%	13.3%
WA FICO	626	679 ⁴	623 ³	631	639	648	639	674	713	753	715	724
WA Orig Term (months)	57	35	49	40	49	35	38	44	46	53	46	47
WA Rem Term (months)	47	25	45	40	40	32	34	39	44	49	38	42
Secured %	44.9%	0.0%	65.2%	34.1%	2.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Senior Bond Statistics												
Total Bonds Sold (\$mm)	\$1,000	\$188	\$275	\$325	\$180	\$328	\$287	\$175	\$240	\$372	\$132	\$257
Senior Bond Rating (S&P / KBRA)	AAA / AAA	NR / A-	A / AA ⁵	AA- / AA-	A / AA ⁵	NR / A-	NR / A-	NR / A-	NR / A+	AAA / AAA	NR / A-	NR / AAA
Hard Credit Enhancement	30.6%	22.9%	26.2%	29.9%	29.5%	45.4%	49.5%	54.3%	35.5%	25.7%	33.3%	55.5%
WAL	5.64	0.61	5.62	3.52	3.63	1.84	0.44	2.48	0.83	1.28	0.89	0.86
RA Loss Assumption												
Kroll Base Case Loss	9.6 - 11.6%	8.3% - 10.3%	10.8% ⁵	12.4% - 14.4%	11.0% ⁵	16.9% - 18.9%	19.4% - 21.4%	18.0% - 20.0%	7.4% - 9.4%	4.8% - 6.8%	11% - 13%	9.6% - 11.6%
KBRA Loss Cum./Ann.	Annualized	Cumulative	Annualized ⁵	Annualized	Annualized ⁵	Cumulative	Cumulative	Cumulative	Cumulative	Cumulative	Cumulative	Cumulative

OMFIT 2020-2 overview

Capital structure



OMFIT 2020-2 represents the 16th transaction from the OMFIT shelf since the program's inception in 2013

Compliant with EU Risk Retention requirements¹

Notes issued from a discrete trust with a 5-year revolving period

- Subject to strict eligibility criteria and concentration limits

Issuer can exercise optional redemption at 101% of the Aggregate Note balance on or after the September 2025 Payment Date, coinciding with the end of the revolving period in August 2025

If optional redemption not exercised, the Notes will amortize sequentially

Credit enhancement consists of subordinated Notes, overcollateralization, a cash reserve account and excess spread

- Total Hard Credit Enhancement (% of Assets):
 - Class A: 30.55%
 - Class B: 21.40%
 - Class C: 16.00%
 - Class D: 5.95%
- Initial excess spread for the transaction estimated to be 20.20% per annum
- Added option/ability to increase enhancement via increasing OC and/or reserve account

Direct Auto Loans “ODART” Program

Unique direct-to-consumer auto product

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

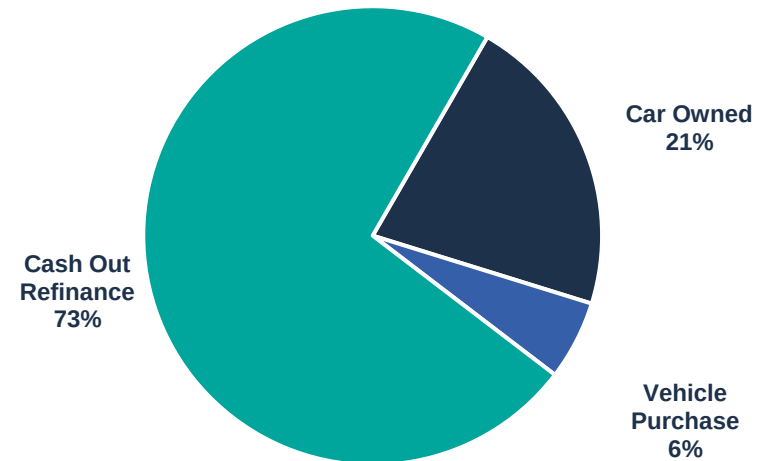
Over \$11B in originations since 2014¹

Payment history with former lender is an important underwriting consideration / loss predictor

Direct vs Indirect auto

	Direct Auto	Indirect Auto
Purpose	Predominantly cash-out refinance	Vehicle purchase
Interest Rate	Interest rate set centrally (no branch input)	Dealer may mark-up or choose highest fee
Underwriting	Custom budget based on free cash-flow	Score based lending, significant competition
Verification	100% income verification	Sporadic verification
Closing	Loan closes directly with borrower	Loan closes at dealer

Product type²



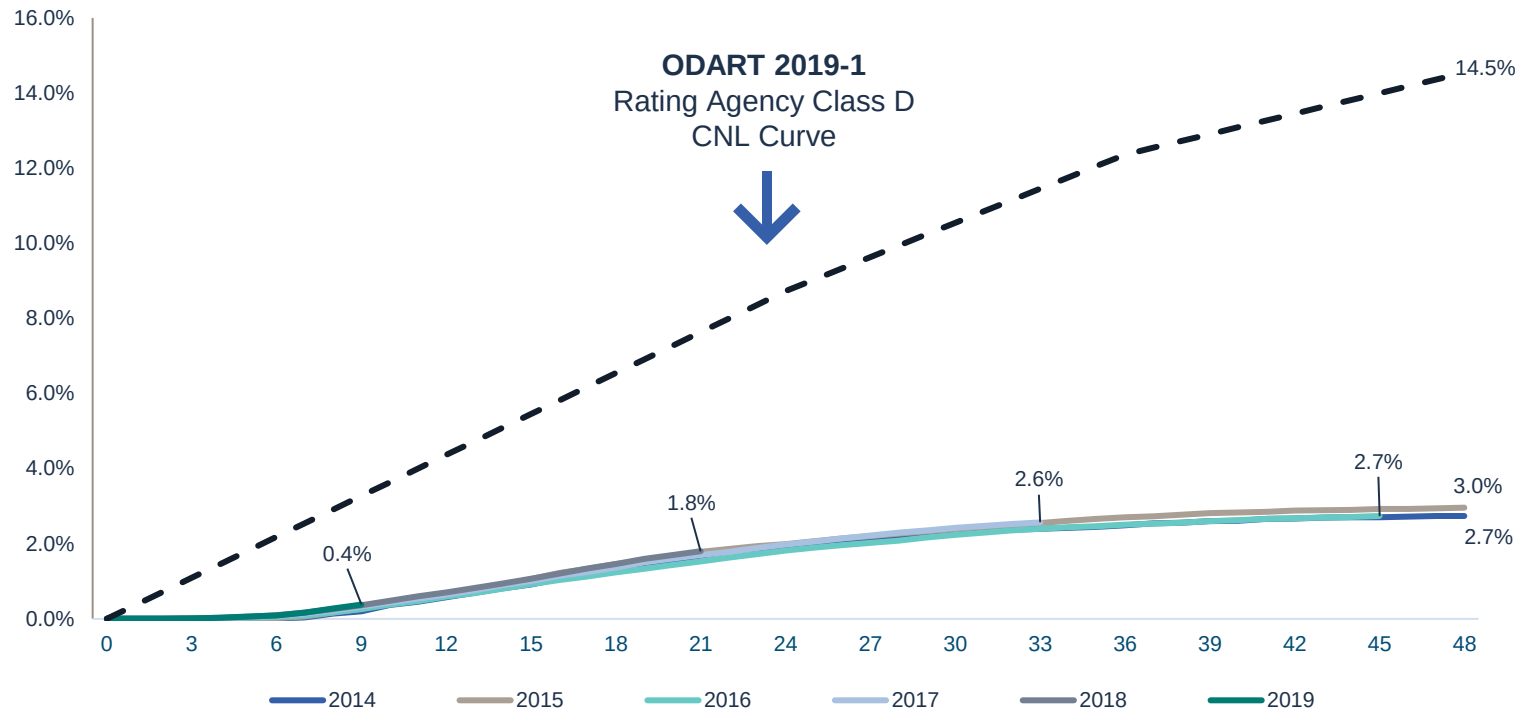
Direct Auto cumulative net loss performance

OneMain performance highly consistent across vintages

All vintages substantially below lowest tranche class D rating agency (BBB) 14.5% stress first dollar loss scenario¹

ODART AAA would require cumulative gross loss to exceed ~57% for principal loss¹

OneMain Direct Auto cumulative net loss^{2,3}

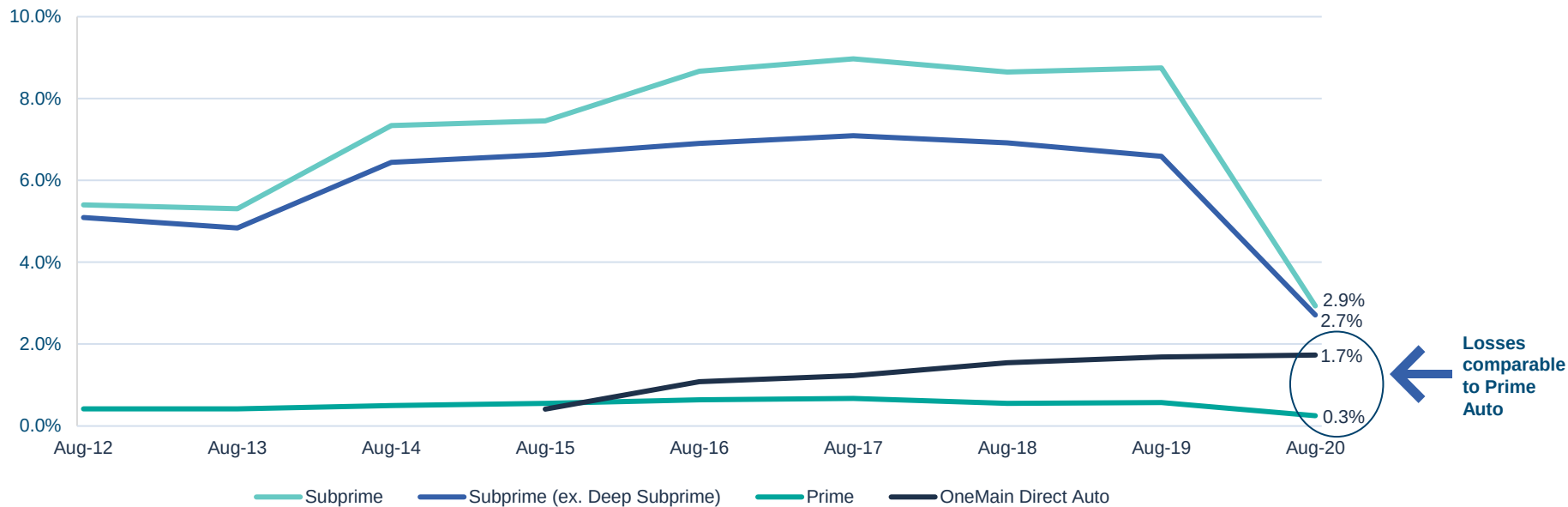


OneMain Direct Auto vs other auto issuers

Significant percent of lower-loss, return customers and no dependencies on dealer sourced data accuracy

Robust customer relationships closing loan directly with borrower, with budget-based underwriting, 100% income verification and centrally-set interest rates

S&P index: annualized net loss rates^{1,2}



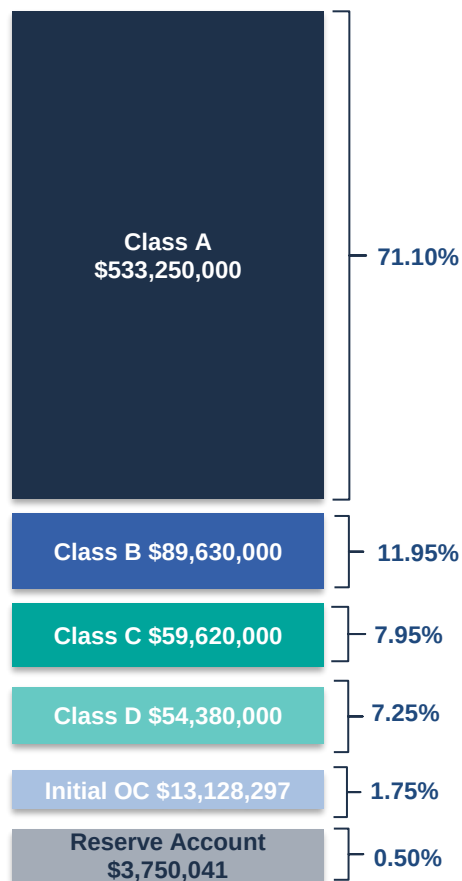
U.S. non-prime auto industry comps

OneMain Direct Auto is unique in the predominantly indirect non-prime auto industry

									
	ODART 2019-1 ¹	AFIN 2018-2	CPS 2020-C	CRVNA 2020-N1	AMCAR 2020-3	FCAT 2020-4	FIAOT 2020-1	DRIVE 2020-2	SDART 2020-4
Origination Channel									
Direct	100.0%	0.0%	0.0%	0.0%	0.0%	26.6%	40.1%	0.0%	0.0%
Indirect	0.0%	100.0%	100.0%	100.0%	100.0%	73.4%	59.9%	100.0%	100.0%
Collateral Characteristics									
Loan Bal	\$14,048	\$11,917	\$16,945	\$17,428	\$21,216	\$16,253	\$15,837	\$19,368	\$23,096
WA APR/WAC	19.7%	8.5%	19.3%	19.2%	12.1%	15.6%	14.6%	19.0%	14.8%
WA FICO	631	649	572	554	585	591	580	583	612
WA LTV ²	136.1%	104.9%	114.3%	101.8%	106.0%	120.4%	127.6%	110.6%	106.9%
WA Orig Term (months)	57	71	69	71	72	70	70	71	71
RA CNL Assumption									
S&P	6.0%	4.0% - 4.2%	--	--	--	13.3% - 13.8%	10.8% - 11.3%	28.0% - 29.0%	--
Moody's	--	4.3%	23.0%	18.8%	11.5%	--	--	27.0%	18.0%
Fitch	--	--	--	--	--	--	--	--	18.0%
DBRS	5.1%	--	18.6%	--	9.4%	11.9%	--	--	--
Kroll	2.9% - 4.9%	--	--	16.0% - 18.0%	--	--	10.4% - 10.9%	--	--

ODART 2019-1 overview

Capital structure



ODART 2019-1 represented the 5th transaction from the ODART shelf since the program's inception in 2016

Notes issued from a discrete trust with a 5-year revolving period

- Subject to eligibility criteria and concentration limits

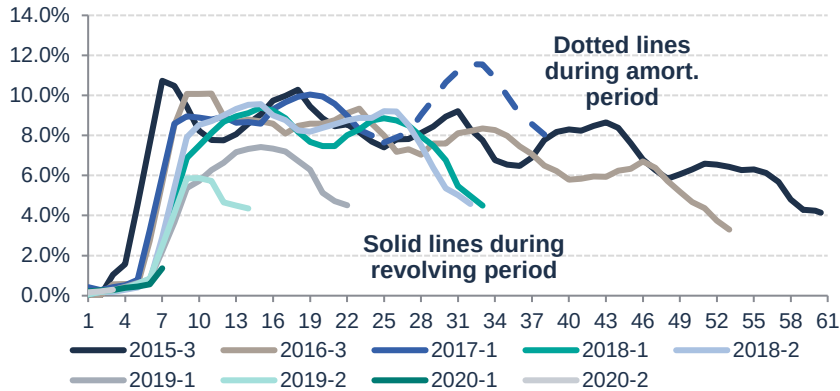
Credit enhancement consists of subordinated notes, overcollateralization, a cash reserve account and excess spread

- Total Hard Credit Enhancement (% of Assets):
 - Class A: 29.40%
 - Class B: 17.45%
 - Class C: 9.50%
 - Class D: 2.25%
- Initial excess spread for the transaction estimated to be 13.5% per annum

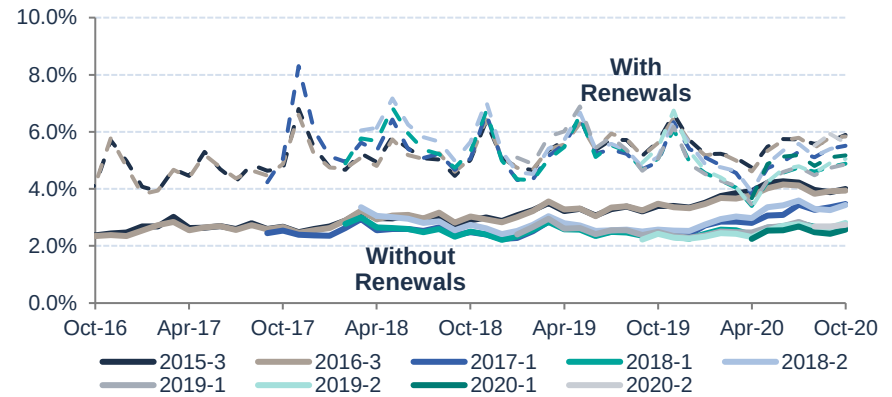
Data Supplement

OMFIT key performance metrics

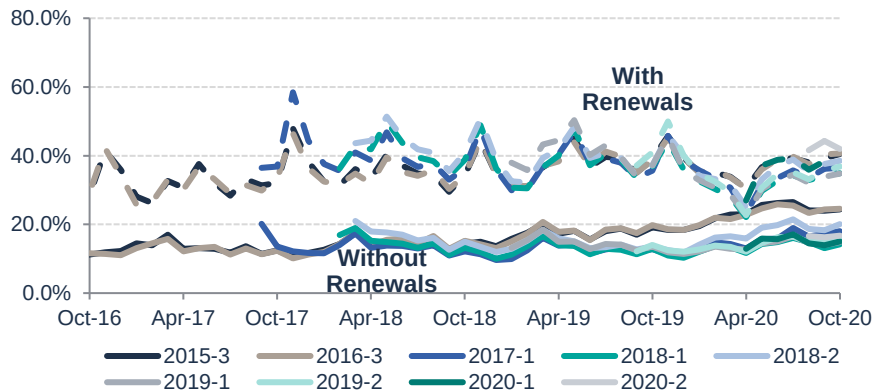
3-month net annualized loss¹



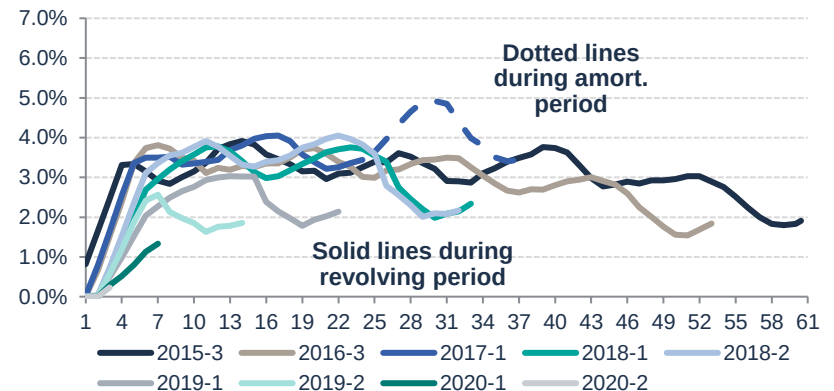
Monthly payment rate²



Prepays (CRR)^{3,4}

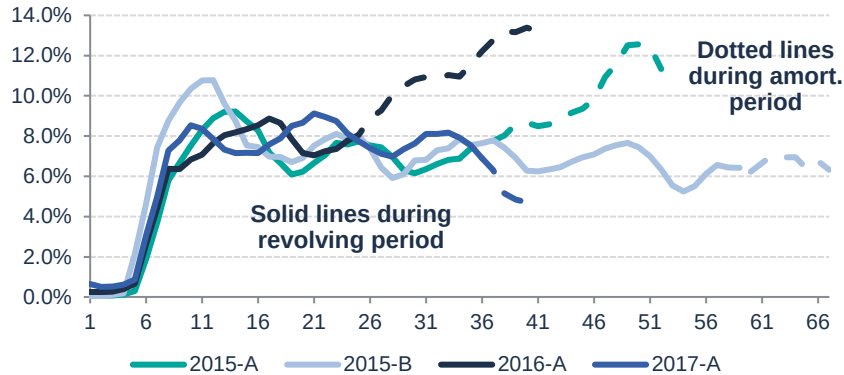


60+ Delinquency

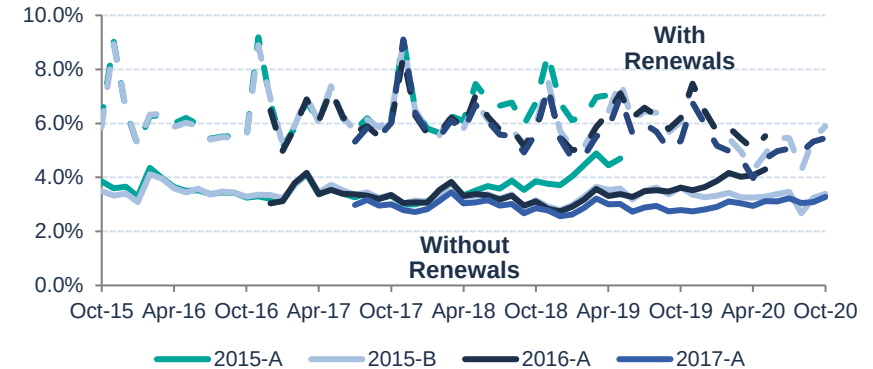


SLFT key performance metrics

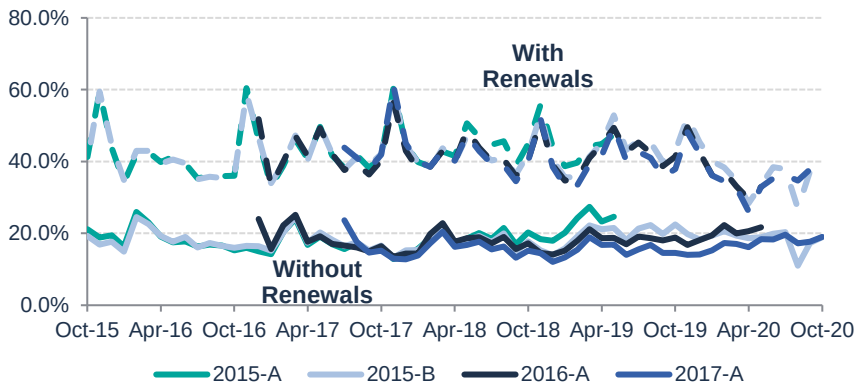
3-month net annualized loss¹



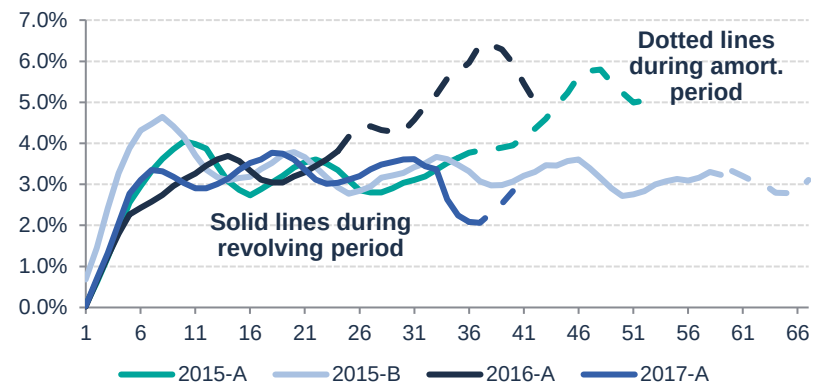
Monthly payment rate²



Prepays (CRR)^{3,4}

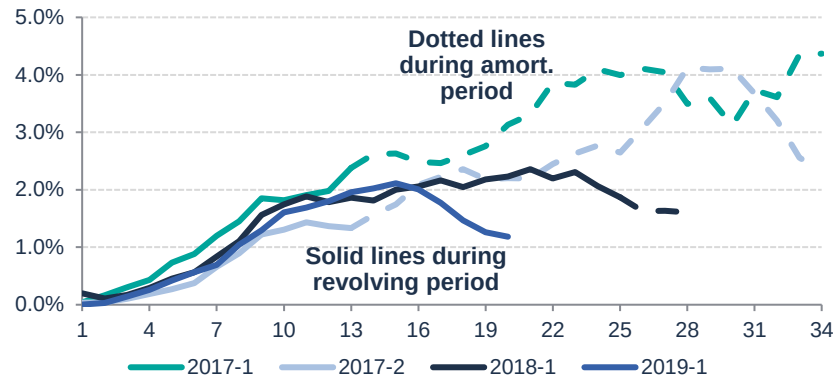


60+ Delinquency

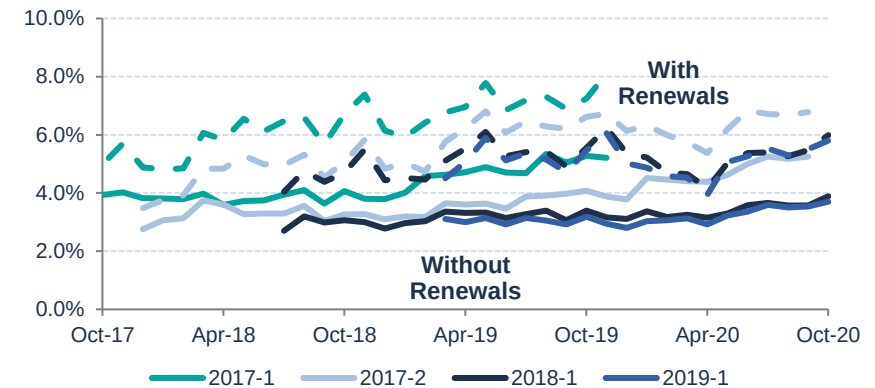


ODART key performance metrics

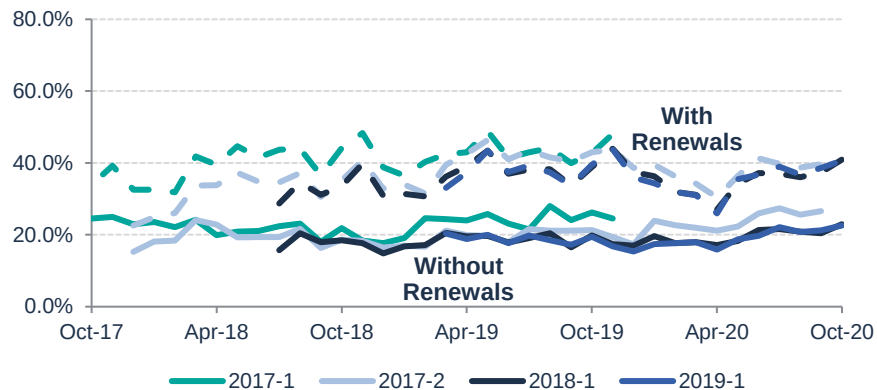
3-month net annualized loss¹



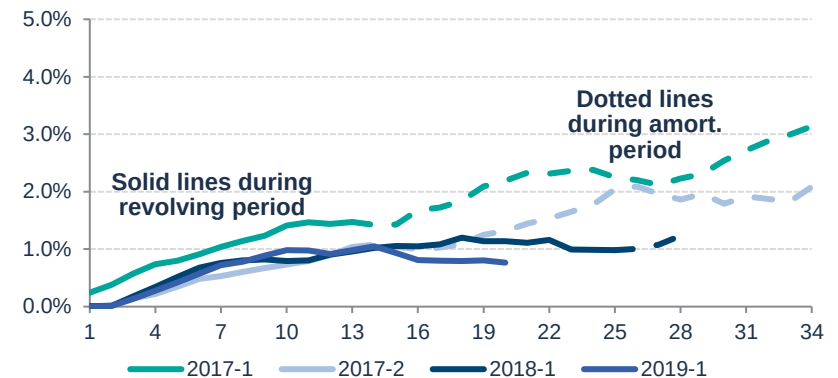
Monthly payment rate²



Prepays (CRR)^{3,4}

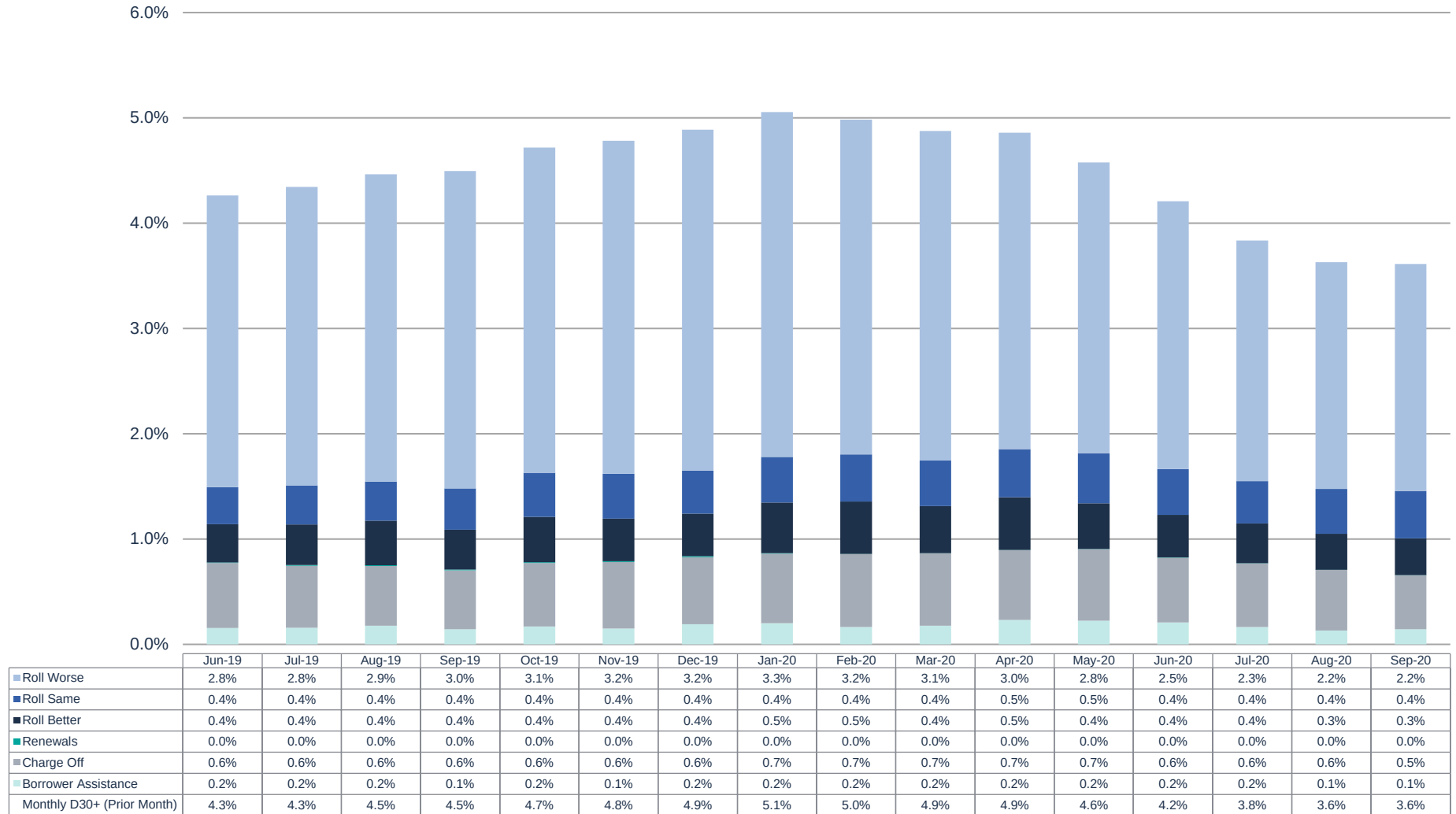


60+ Delinquency



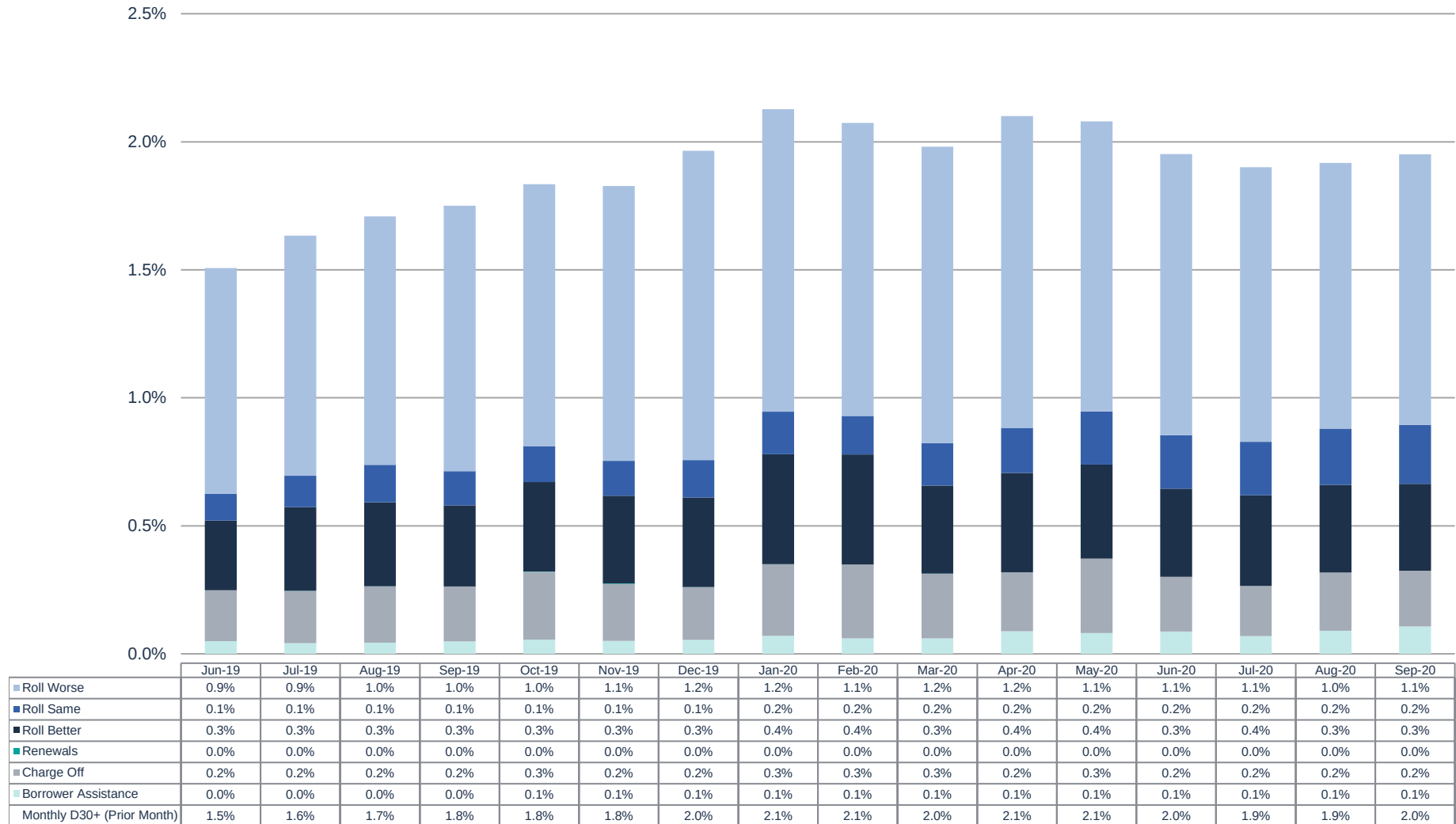
Personal Loan 30+ day delinquency outcomes

(Company portfolio)¹



Direct Auto 30+ day delinquency outcomes

(Company portfolio)¹



Combined portfolio performance history by product type (data updated annually)

	<i>\$ in millions</i>	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total OMH	Origination Volume	\$12,056	\$13,767	\$16,137	\$14,395	\$8,318	\$6,688	\$7,218	\$7,206	\$8,653	\$9,430	\$10,585	\$9,455	\$10,537	\$11,923	\$13,803
	FICO of Originations	627	627	629	625	620	635	631	627	626	626	625	628	630	629	626
	APR at Origination	23.0%	23.2%	23.4%	23.3%	23.9%	25.3%	25.9%	26.8%	27.9%	28.0%	27.3%	26.1%	26.2%	26.8%	27.1%
	Portfolio Receivables	\$12,518	\$14,169	\$17,360	\$18,509	\$15,125	\$12,976	\$11,735	\$11,152	\$11,342	\$12,243	\$13,572	\$13,455	\$14,820	\$16,195	\$18,421
	Portfolio 60+ DQ	3.6%	3.5%	3.9%	5.1%	4.7%	5.4%	4.0%	3.6%	3.0%	3.5%	3.0%	3.6%	3.4%	3.3%	3.1%
	Portfolio Net Charge-off	7.8%	5.5%	6.2%	8.4%	11.8%	10.2%	9.0%	6.6%	5.7%	5.8%	7.0%	7.1%	7.0%	6.5%	6.0%
Unsecured	Origination Volume	\$7,456	\$8,853	\$11,275	\$10,152	\$5,436	\$4,067	\$4,387	\$4,843	\$6,302	\$6,819	\$7,331	\$5,529	\$5,659	\$6,009	\$6,245
	Percent of Total Originations	62%	64%	70%	71%	65%	61%	61%	67%	73%	72%	69%	58%	54%	50%	45%
	FICO of Originations	638	638	640	636	628	642	639	634	634	634	634	636	635	635	635
	APR at Origination	23.5%	23.7%	23.8%	23.5%	24.0%	25.6%	26.4%	27.1%	28.2%	28.5%	28.3%	27.8%	28.2%	29.0%	29.4%
	Portfolio Receivables	\$7,700	\$8,909	\$11,716	\$12,848	\$10,253	\$8,506	\$7,461	\$7,326	\$7,964	\$8,748	\$9,502	\$8,544	\$8,519	\$8,504	\$8,907
	Percent of Total Receivables	62%	63%	67%	69%	68%	66%	64%	66%	70%	71%	70%	64%	57%	53%	48%
	Portfolio 60+ DQ	3.3%	3.5%	3.8%	5.3%	4.7%	5.7%	4.2%	3.7%	3.1%	3.8%	3.4%	4.5%	4.4%	4.6%	4.3%
	Portfolio Net Charge-off	9.3%	5.8%	6.8%	9.2%	13.6%	11.5%	10.3%	7.4%	6.2%	6.5%	8.1%	8.7%	9.4%	9.0%	8.8%
Personal Loan Secured	Origination Volume	\$4,601	\$4,914	\$4,862	\$4,242	\$2,881	\$2,622	\$2,831	\$2,363	\$2,351	\$2,362	\$2,181	\$2,206	\$2,520	\$3,123	\$4,632
	Percent of Total Originations	38%	36%	30%	29%	35%	39%	39%	33%	27%	25%	21%	23%	24%	26%	34%
	FICO of Originations	610	608	604	598	604	622	619	610	607	605	604	610	613	613	611
	APR at Origination	22.1%	22.3%	22.4%	22.7%	23.6%	24.8%	25.1%	26.1%	27.1%	27.6%	27.8%	27.6%	28.0%	28.0%	27.3%
	Portfolio Receivables	\$4,818	\$5,260	\$5,644	\$5,661	\$4,872	\$4,470	\$4,275	\$3,826	\$3,378	\$3,258	\$3,060	\$2,938	\$3,309	\$3,925	\$5,389
	Percent of Total Receivables	38%	37%	33%	31%	32%	34%	36%	34%	30%	27%	23%	22%	22%	24%	29%
	Portfolio 60+ DQ	4.1%	3.5%	4.2%	4.8%	4.6%	4.7%	3.7%	3.6%	2.9%	3.0%	2.8%	2.7%	2.6%	2.5%	2.5%
	Portfolio Net Charge-off	5.4%	4.8%	5.0%	6.6%	7.9%	7.4%	6.6%	5.2%	4.6%	4.2%	5.1%	5.1%	5.0%	4.9%	4.4%
Direct Auto	Origination Volume										\$249	\$1,073	\$1,719	\$2,358	\$2,791	\$2,926
	Percent of Total Originations										3%	10%	18%	22%	23%	21%
	FICO of Originations										608	608	627	636	633	629
	APR at Origination										18.6%	19.4%	18.6%	19.5%	20.8%	21.7%
	Portfolio Receivables										\$237	\$1,010	\$1,973	\$2,992	\$3,766	\$4,125
	Percent of Total Receivables										2%	7%	15%	20%	23%	22%
	Portfolio 60+ DQ										0.1%	0.9%	1.0%	1.0%	1.1%	1.3%
	Portfolio Net Charge-off										0.0%	0.5%	1.2%	1.5%	1.7%	1.9%