

Lesson 7: Peer-to-Peer Lending

Module 1: FinTech Fundamentals

Digital Finance

P2P Lending Model

Disintermediation

- Direct lender-borrower match
- Platform intermediation
- Lower cost structure
- Higher returns potential

P2P Lending vs Traditional Banking

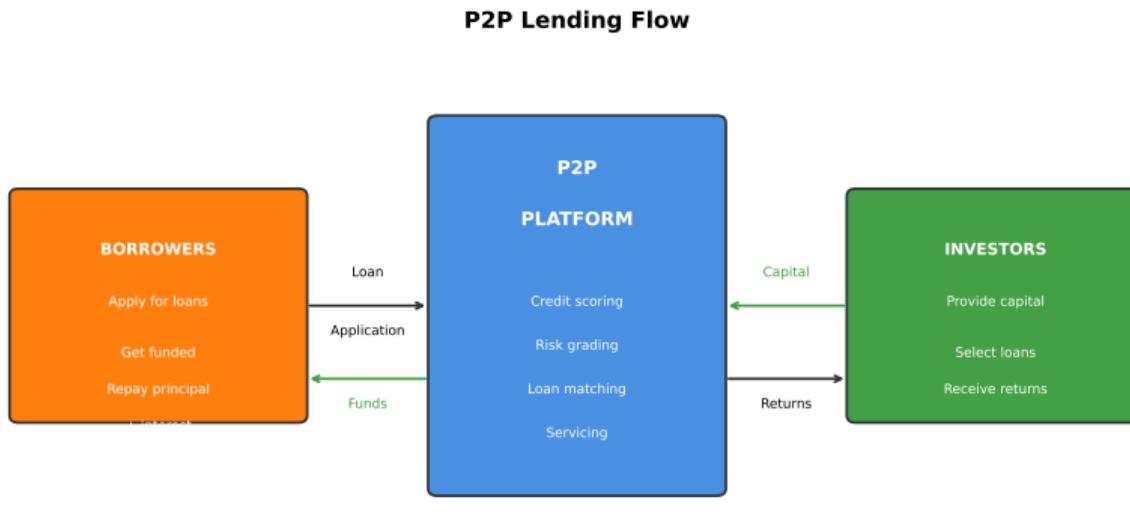
Traditional Bank	
Intermediary:	Bank holds deposits, lends own capital
Cost structure:	Branches, staff, compliance overhead
Interest spread:	3-6% spread between deposit/loan rates
Approval time:	Days to weeks
Minimum loan:	Often \$5,000+

P2P Platform	
Marketplace:	Connects borrowers directly to investors
Cost structure:	Tech platform, lower overhead
Interest spread:	Platform takes 1-3% fee
Approval time:	Minutes to hours (automated)
Minimum loan:	\$1,000 or less

P2P Value: Better rates for borrowers | Higher returns for investors | Faster decisions

Typical Rates (2024):
Bank personal loan: 10-24% APR
P2P personal loan: 7-20% APR
Bank savings: 4-5% APY
P2P investor return: 5-10%
Source: Bankrate, LendingClub

P2P Lending Flow



[CONCEPTUAL FLOW DIAGRAM]

Market Evolution

Growth Trajectory

- 2005: Zopa launch (UK)
- 2007: LendingClub (US)
- 2023: \$580B global volume
- China: 80% market share



LendingClub Case Study

US Market Leader

- Founded: 2007
- \$80B loans originated
- 2020: Bank acquisition
- Became regulated bank

LendingClub Evolution: P2P to Bank



P2P Marketplace Era (2007-2020)

Pure marketplace connecting borrowers/investors
Originated \$60B+ in loans | Peak: 98% retail investors

Digital Bank Era (2021+)

Full-service digital bank with lending
Balance sheet lending | Lower cost of capital

Source: LendingClub SEC filings, company announcements

Platform Business Model

P2P Platform Unit Economics

(Per \$10,000 loan originated)

REVENUE			COSTS		
Origination fee:	3-5%	\$300-500	Customer acquisition:	-	\$150-300
Servicing fee:	1% annually	\$100/year	Credit underwriting:	-	\$30-50
Late fees:	Variable	\$20-50	Servicing costs:	-	\$50-100
Investor fees:	0-1%	\$0-100	Default losses:	3-8%	\$300-800
Total Revenue: \$420-750			Total Costs: \$530-1,250		

Margin Analysis:
Break-even requires: Low CAC + Low defaults + Scale
Profitable loans: Prime borrowers, repeat customers
Challenging: Subprime, high marketing spend

Source: Industry analysis, LendingClub/Prosper disclosures [ILLUSTRATIVE]

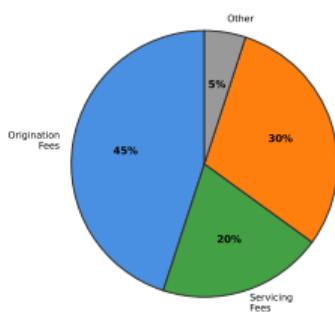
Revenue Structure

Fee Types

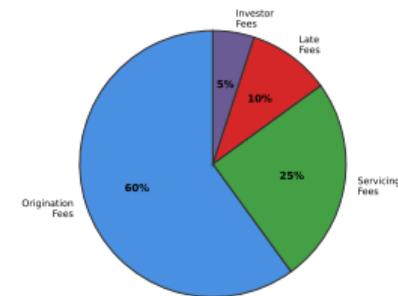
- Origination: 1-6% borrower
- Servicing: 1% annual
- Late fees: \$15-35
- Institutional placement fees

P2P Platform Revenue Breakdown

LendingClub (Post-Bank)



Pure P2P Marketplace

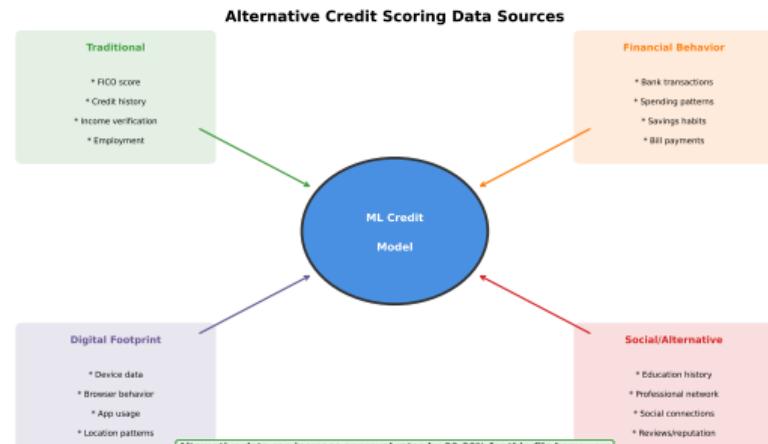


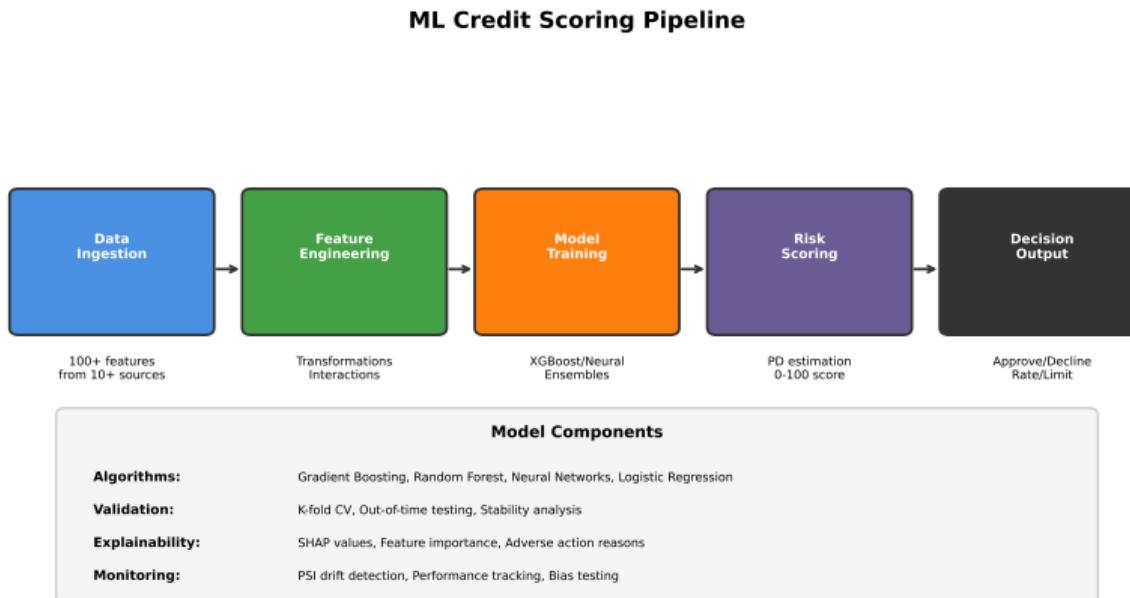
Note: Bank model includes interest income from balance sheet lending | Source: Company filings (ILLUSTRATIVE)

Alternative Credit Scoring

Data Sources

- Traditional FICO score
- Bank transaction data
- Social media footprint
- Education/employment



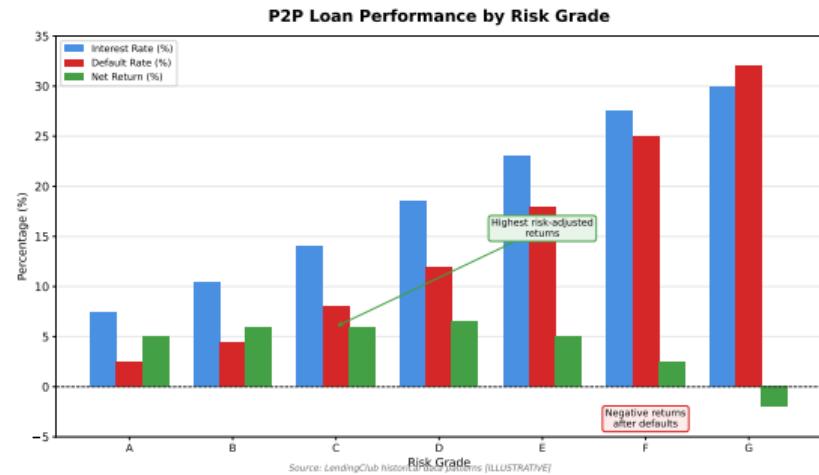


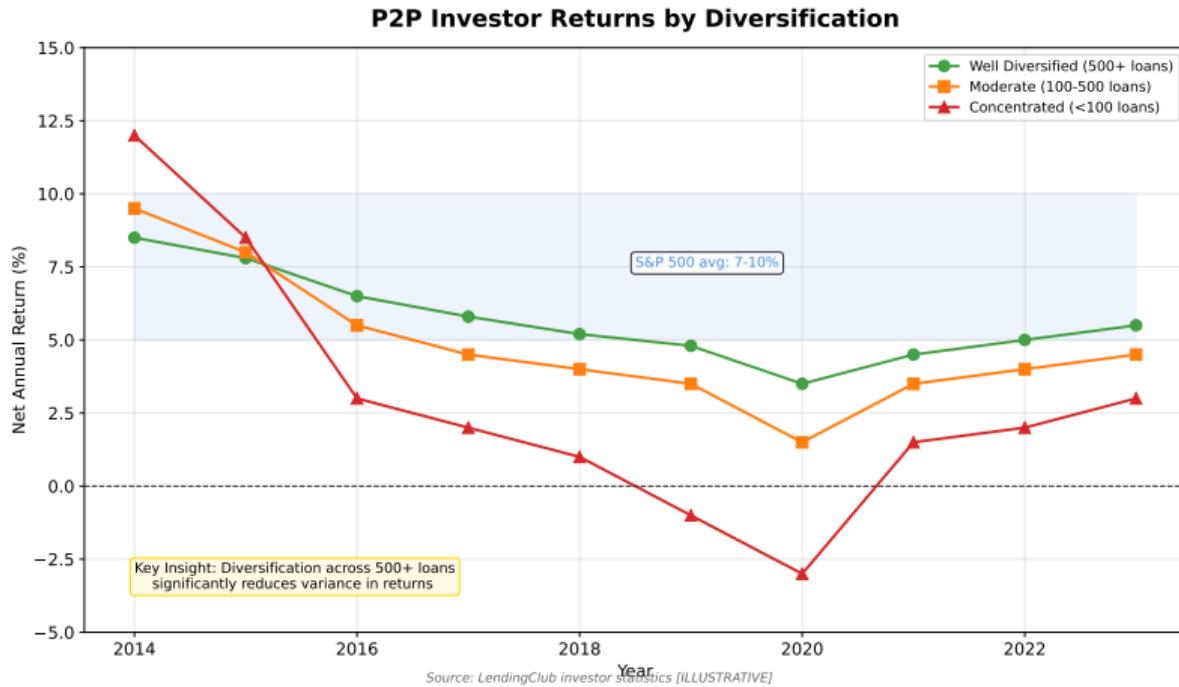
[CONCEPTUAL ARCHITECTURE]

Risk Grading System

LendingClub Grades (A-G)

- Grade A: 7-9% APR
- Grade D: 18-22% APR
- Grade G: 28-31% APR
- Default rate correlation

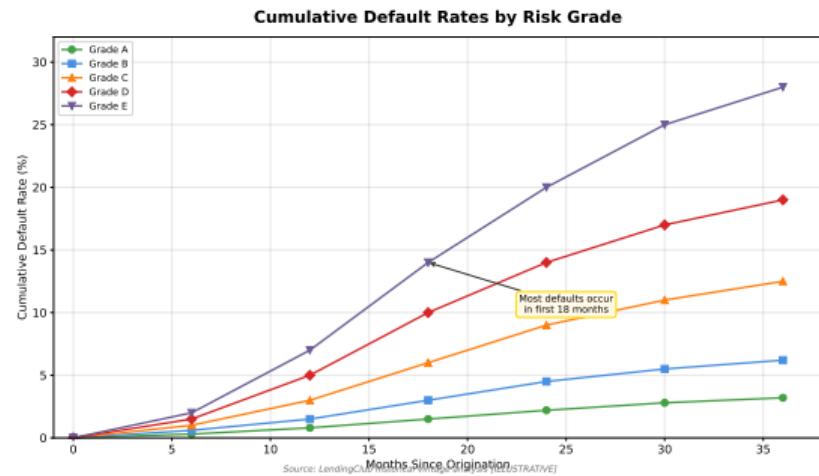




Default Rates by Grade

Historical Performance

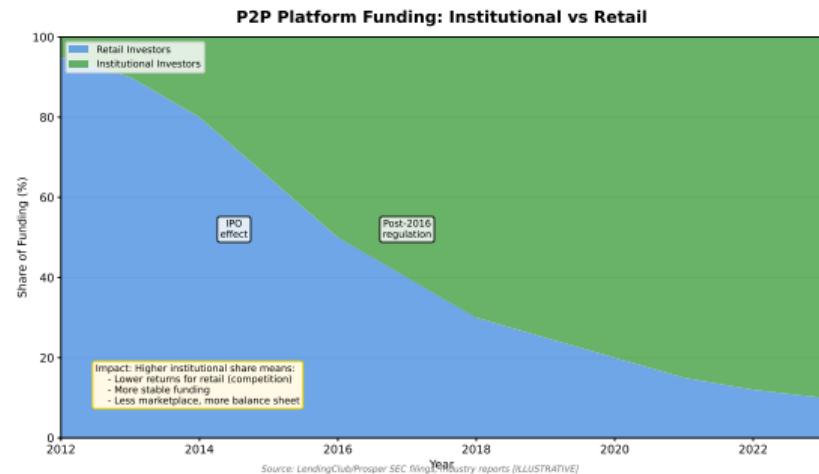
- Grade A: 2-3% default
- Grade C: 8-12% default
- Grade F: 25-30% default
- Economic cycle sensitivity



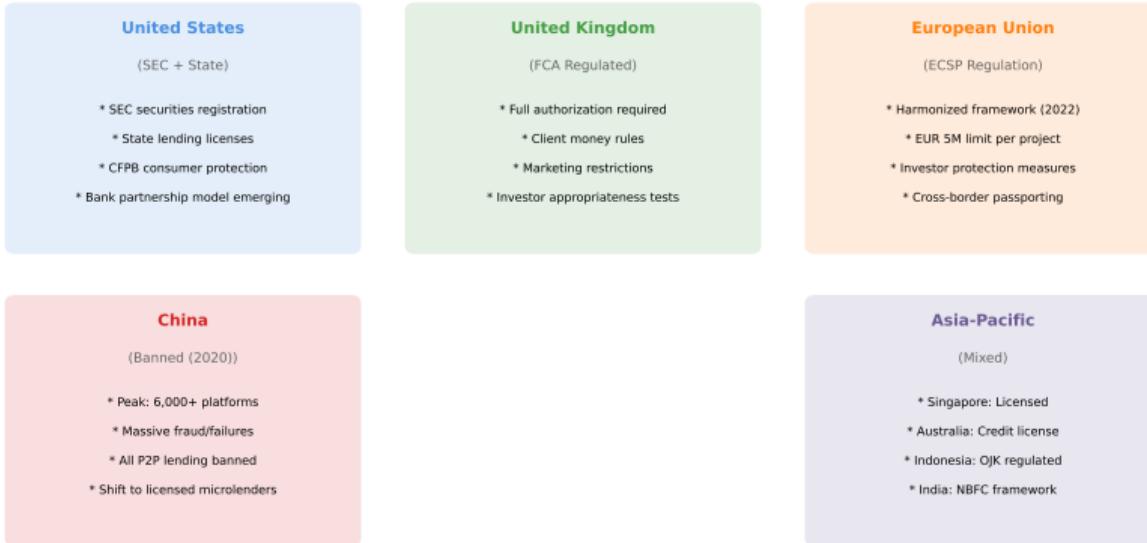
Institutional Dominance

From P2P to Marketplace

- 2010: 100% retail investors
- 2023: 90% institutional
- Hedge funds, banks enter
- "Peer-to-peer" misnomer



P2P Lending Regulatory Landscape

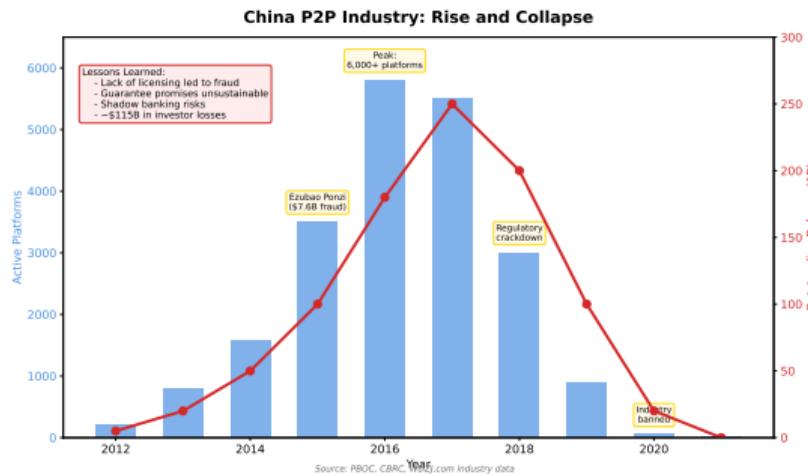


Source: FCA, SEC, PBOC, EU ECSP Regulation (2020/1503)

China P2P Collapse

Boom and Bust

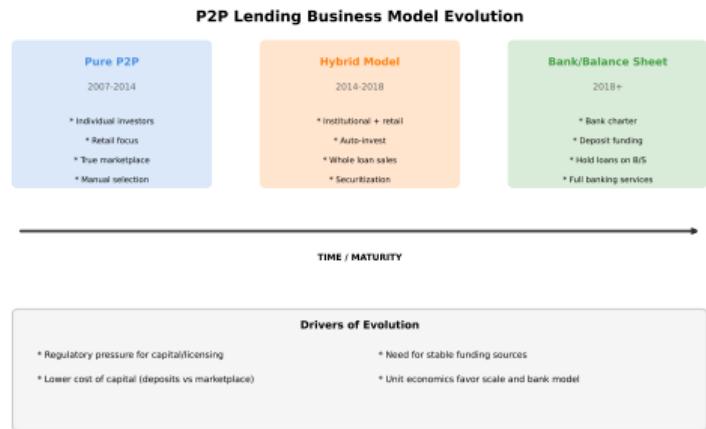
- 2015: 3,500 platforms
- 2023: Zero platforms
- \$128B investor losses
- Mass fraud, Ponzi schemes



Business Model Evolution

Platform Strategies

- Balance sheet lending
- Bank partnerships
- Acquisition by banks
- Regulatory arbitrage ends



(CONCEPTUAL EVOLUTION MODEL)

SME Lending Platforms

Business Lending

- Funding Circle (UK)
- Invoice financing
- Faster approval (24-48h)
- 8-15% interest rates

SME P2P Lending Landscape



SME Online Lending Market:
- Global: \$100B+ annually
- Growth: 15-20% CAGR
- Fills \$5T credit gap for SMEs
Source: World Bank SME Finance Forum

Key Advantage: Faster decisions (minutes vs weeks) | Less documentation | Technology-driven underwriting

Future Outlook

Market Consolidation

- Regulatory convergence
- Bank integration
- Embedded lending
- Open banking data leverage

P2P Lending: Future Scenarios



Key Trends Shaping the Future

- * AI/ML risk assessment becoming standard
- * Regulatory frameworks maturing globally
- * Open Banking enabling new data sources
- * Consolidation of smaller platforms

[SCENARIO ANALYSIS]

Key Takeaways

- **Model:** Direct matching reduces intermediation costs
- **Evolution:** P2P became institutional marketplace lending
- **Scoring:** Alternative data improves credit decisions
- **Returns:** 5-9% investor returns with default risk
- **Regulation:** Increased oversight, bank convergence