

Lesson 7: Peer-to-Peer Lending

Module 1: FinTech Fundamentals

Digital Finance

Disintermediation

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

figures/p2p_vs_bank.pdf

`figures/p2p_lending_flow.pdf`

Growth Trajectory

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

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US Market Leader

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

[`figures/lendingclub_evolution.pdf`](#)

figures/p2p_platform_economics.pdf

Fee Types

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

[figures/p2p_revenue_breakdown.pdf](#)

Data Sources

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

`figures/alternative_scoring_inputs.pdf`

`figures/ml_credit_model.pdf`

LendingClub Grades (A-G)

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

`figures/risk_grade_performance.pdf`

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Historical Performance

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

`figures/default_rate_by_grade.pdf`

From P2P to Marketplace

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

`figures/institutional_share.pdf`

`figures/p2p_regulatory_landscape.pdf`

Boom and Bust

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

`figures/china_p2pCollapse.pdf`

Platform Strategies

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

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Business Lending

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

figures/sme_p2p_landscape.pdf

Market Consolidation

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

[figures/p2p_future_scenarios.pdf](#)

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