

2M

Total Loans

\$27.49bn

Total Exposure

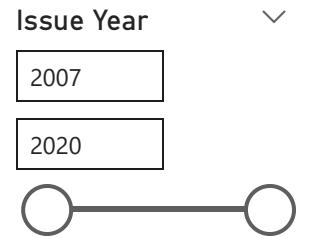
20.33%

Default Rate

1M

Approved Loans

### Portfolio Default Rate Trend (Origination-Based)

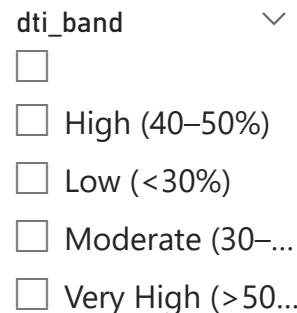


Default Rate

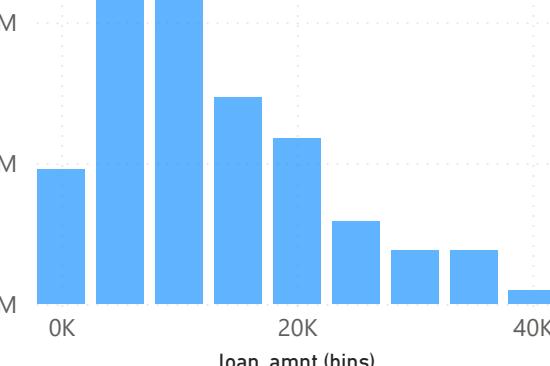
30%  
20%  
10%  
0%

2008 2010 2012 2014 2016 2018 2020

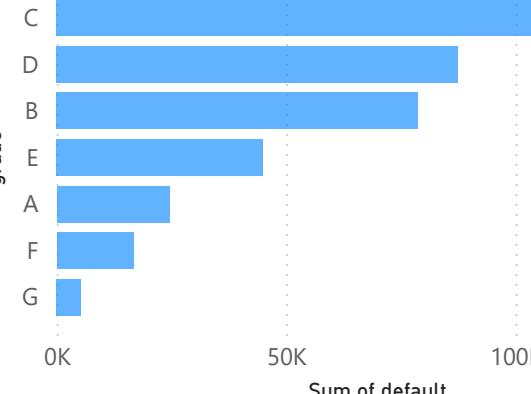
Year



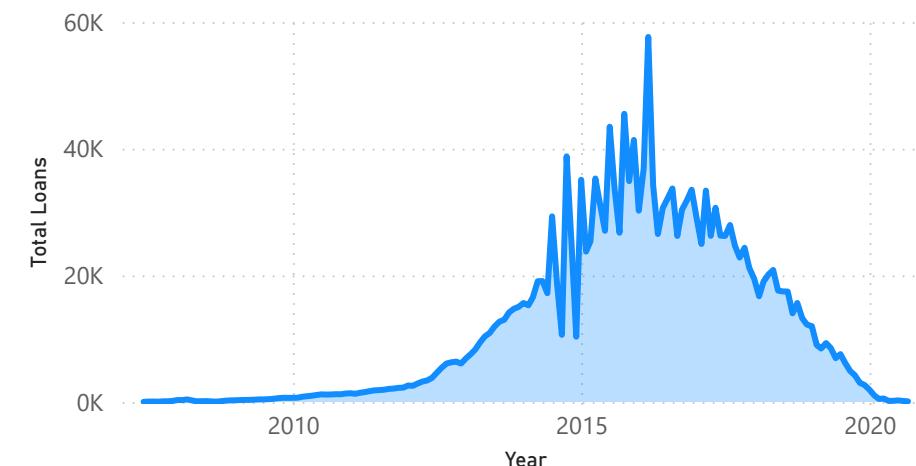
### Distribution of Loan Amounts

0.4M  
0.2M  
0.0M

### Defaults Concentrated by Credit Grade

C  
D  
B  
E  
A  
F  
G

### Loan Origination Growth Trend

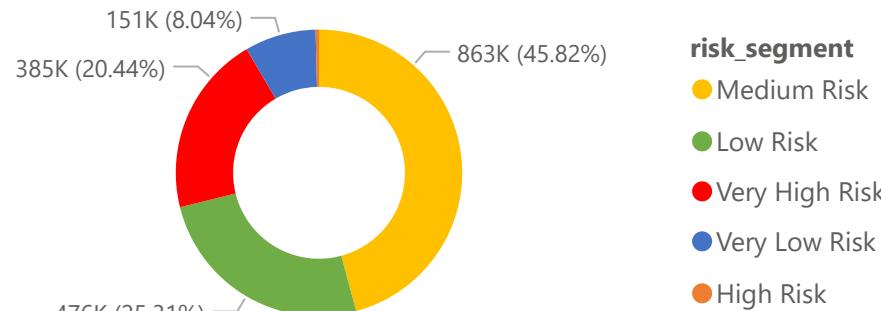


### Default Risk by Credit Grade and Loan Term

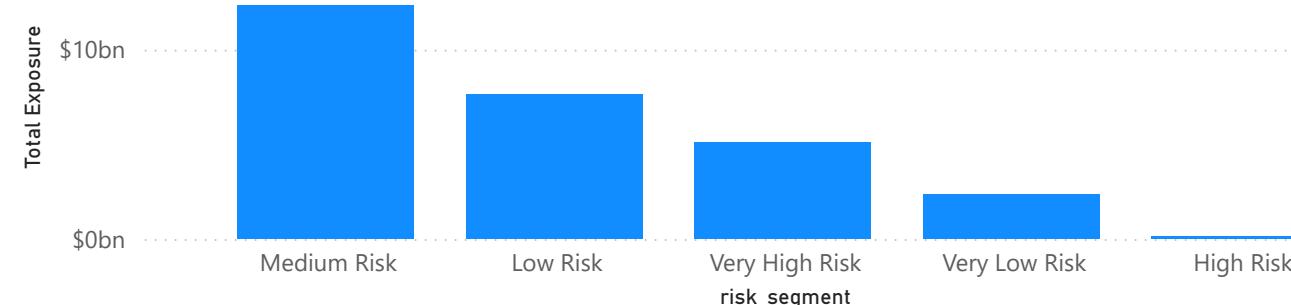
grade	36 months	60 months	Total
A	0.07	0.13	0.07
B	0.13	0.20	0.14
C	0.21	0.29	0.23
D	0.27	0.37	0.31
E	0.33	0.41	0.38
F	0.37	0.47	0.45
G	0.46	0.50	0.49
<b>Total</b>	<b>0.16</b>	<b>0.32</b>	<b>0.20</b>

# Portfolio Risk & Loss Drivers — Executive View

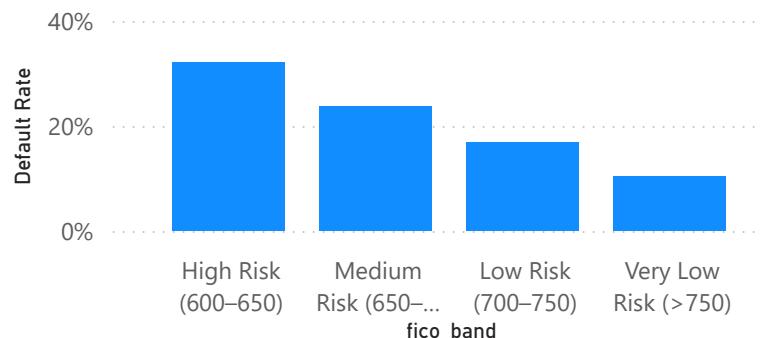
Loan Portfolio by Risk Segment



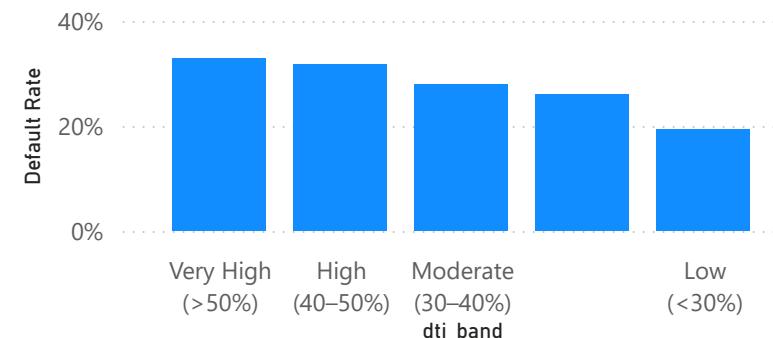
Loan Exposure Concentration by Risk Segment



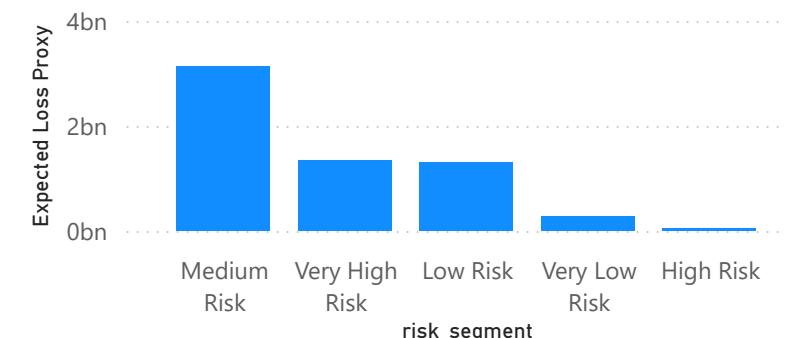
Default Rate by fico\_band



Affordability-Driven Default Risk (DTI)



Expected Credit Loss Concentration by Segment



Affordability vs Credit Score — Default Risk Interaction

dti_band	High Risk (600–650)	Low Risk (700–750)	Medium Risk (650–700)	Very Low Risk (>750)	Total
High (40–50%)	100.00%	23.55%	32.49%	18.69%	<b>25.93%</b>
Low (<30%)	31.14%	15.91%	22.77%	9.82%	<b>19.41%</b>
Moderate (30–40%)		23.66%	31.44%	16.37%	<b>27.90%</b>
Very High (>50%)		30.50%	37.59%	18.66%	<b>32.78%</b>
<b>Total</b>	<b>32.03%</b>	<b>16.83%</b>	<b>23.71%</b>	<b>10.38%</b>	<b>20.33%</b>