



# **MPOWER** Financing

## Introduction: MPOWER Financing

*Empowering Global Citizens for Global Change*



# Agenda



- Introduction
- Team
- MPW Product details
- Pitching MPOWER to students

# Co-founded by Former International Students



**Manu Smadja**

CEO & Co-founder



**Mike Davis**

Chief Investment Officer  
& Co-founder



# What is MPOWER?



Public benefit Corporation

Support students from 200+ with financing options

Loan options based on future potential

**MPOWER Goes the extra mile with support on:**

Scholarships for international students

Career focused support through Path2Success

## Our Mission

We enable **high-promise global citizens** to further their academic and financial aspirations because we believe that **socio-economic mobility should be *borderless*.**

# The Funding Challenge



MPOWER is the only U.S. based lender who supports international students without co-signers

U.S. lenders require a co-signer

Banks and lenders require cosigner or collateral, and significant paperwork

# MPOWER serves the world's most diverse student body



*45% are female*



*120 countries  
of citizenship*



*76% are from  
emerging markets*



*4% are DACA  
students*



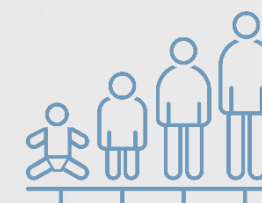
*85% couldn't finance  
their degree without MPOWER*



*17% are from families  
with income < \$2,500*



*53% are from families  
with income < \$15,000*



*35% are  
first-generation*





*Our team consists of 13 nationalities,  
and we speak 20 languages*





# We are a Global Company



# We work with top universities and have processed over \$1B in loan applications



**50 + 4**

states and provinces  
where we lend



**350+**

top universities  
work with us



**\$1+ Billion**

in loan applications to date



**200+**

Countries whose  
citizens we support



# Our unique model enables us to serve international students exceptionally well

Credit algorithm & proprietary data allows for forward-looking credit evaluation



Our partnership with university partners ensures students are aware of their options



Cloud-based application and paperless process is easy for students and maximizes data security



Global servicing capabilities enable students to make seamless payments from anywhere in the world



# MPOWER: A 21ST CENTURY LOAN FOR INTERNATIONAL STUDENTS

We do not require co-signer, collateral, or a credit history

*Loans up to \$50K for 12.5 years*

*Covers tuition, housing, meals, and other school expenses*

*Fixed interest rates from 6.49 to 13.99%*

*Interest rate discounts (up to 1.50%) for regular payments and graduation*

*Builds U.S. credit history*

*Visa support letters for help with I-20 forms and immigration*


*No prepayment penalty: pay off early if you like!*

*Direct disbursement to the school avoids administrative hassles*





# MPOWER V/S OTHERS

Features	 MPOWER Financing	International Lenders	Private Lenders	Banks
Fixed Rate of Interest	✓	✗	✗	✗
Loans without a Co-signer	✓	✓	✗	✗
Loans without Collateral	✓	✓	✓	✗
Loans without Credit Score	✓	✓	✗	✗
Complete Online Process	✓	✓	✗	✗
Free Support Letter for I-20	✓	✓	✗	✗
Loans for all Majors in eligible Colleges	✓	✗	✗	✓
Universities eligible in the U.S.	330+	97	GRE/GMAT based Product	Collateral based product
Costs	5% Origination Fee (added to Loan amount)	~5%	~\$2000 (Upfront)	~\$150 to 2.5%



# Loan Details

## Fixed interest rates

Graduates: 11.99% (10.49% with interest rate discounts)

Undergraduates: 13.99% (12.49% with interest rate discounts)

Interest rate discounts up to 1.50%

Origination fee of 5%, added to balance and term of loan

## Loan amounts covers wide range

\$2,001 minimum

\$25,000 max per academic term


\$50,000 lifetime limit

## Repayment

Repayment begins 45 days after disbursement, interest only

Principal repayment over 10 years, starting 6 months after graduation

No pre-payment penalty – pay off early if you like to save \$\$\$!



# Why interest only payments in school?

	MPOWER LOAN	COMPETITOR LOAN	
PRINCIPAL	\$21,000	\$21,000	<i>Start off with same principal</i>
IN-SCHOOL + GRACE PAYMENT	\$209.83	\$0.00	<i>Monthly interest accrues</i>
PRINCIPAL AFTER GRADUATION	\$21,000	\$26,246	<i>Graduate with more debt</i>
REPAYMENT AFTER GRADUATION	\$301.17	\$376.40	<i>Graduate with higher payment amount</i>
TOTAL FINANCING CHARGE	<b>\$21,386</b>	<b>\$25,168</b>	<i>MPOWER saves thousands of dollars in total financing</i>
OTHER BENEFITS	<ul style="list-style-type: none"><li>• <i>BUILDS CREDIT HISTORY IN US</i></li><li>• <i>HELPS STUDENTS AVAIL INTEREST RATE DISCOUNTS SOONER</i></li></ul>		

# WE REWARD GREAT BEHAVIOUR & ACADEMIC SUCCESS

with generous student benefits!

0.50%

*For signing up for auto-pay*

0.50%

*For making six continuous months of payments while on auto-pay*

0.50%

*For providing proof of graduation and employment*

1.50%

**THESE DISCOUNTS ADD UP!**



# Three key criteria to apply for an MPOWER loan



- Attend an MPOWER partner school  
- *all majors eligible*  
(check: [www.mpowerfinancing.com/get-a-loan/schools-we-support/](http://www.mpowerfinancing.com/get-a-loan/schools-we-support/))
- Be within 2 years of graduation
- Going for a degree seeking program

## PITCH DECK

### **Student profile**

- Going to US or Canada for his education
- Completing his degree in 2 years

<b>Cosigner</b>	<b>×</b>
<b>Collateral</b>	<b>×</b>
<b>Can he apply for MPOWER?</b>	<b>Yes</b>

### **Why should he apply?**

- Better fixed interest rate with upto 1.5% discount (effective loan interest rate – 10.49% for master program)
- Free visa support letter provided by US based lender
- To cover On/Off campus living, meals & books expense

\* Please note there are no charges for approval on loans

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<b>Can he apply for MPOWER?</b>	<b>Yes</b>

## **Why should he apply?**

- Can apply as a back up option in case of rejection/funding gap
- Free visa support letter provided by US based lender
- To cover On/Off campus living, meals & books expense

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