



FAST, TRANSPARENT, PAINLESS

A marketplace platform enabling clients to purchase jumbo homes with cash offers and close with financing in 10-15 days



Opportunity Overview

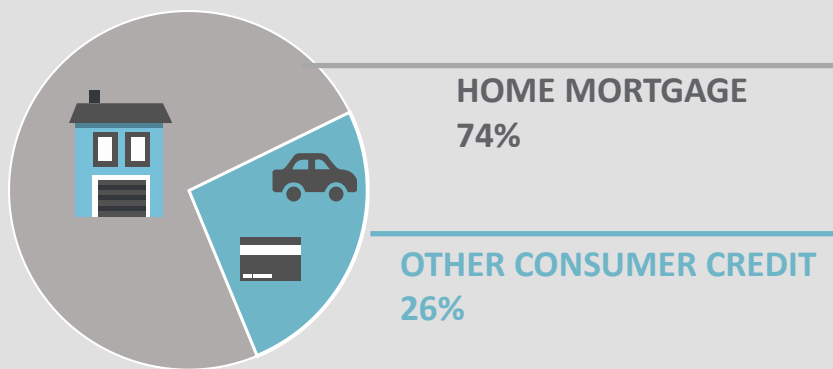
- Neat Capital is a FinTech mortgage lender clearing loans to close with the fastest timeline in the nation, with an average time of two weeks
- The company's proprietary technology streamlines the lending process from start to finish
 - Real time underwriting during the application reduces lending timeline by 70% and increases profitability more than 3x
- Mortgage is the largest consumer finance category. The customer experience is painful and changing consumer behavior has created a greenfield opportunity for FinTech lending
 - Neat Capital is currently licensed and operating in nine states comprising the bulk of the target market

Opportunity to invest in revenue-producing company with scalable proprietary technology to revamp antiquated lending industry

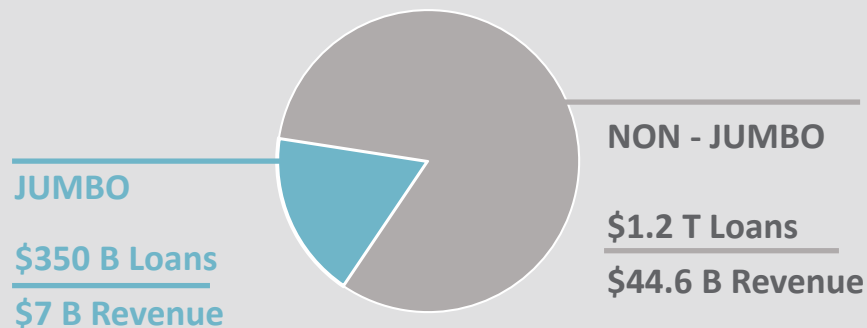


Mortgage is the largest consumer finance category and is largely greenfield opportunity for FinTech lending

Other Credit



Annual Mortgage Originations



ACCORDING TO NATIONAL ASSOCIATION OF REALTORS:

38.7% growth in property sales priced \$750 K – \$1 M

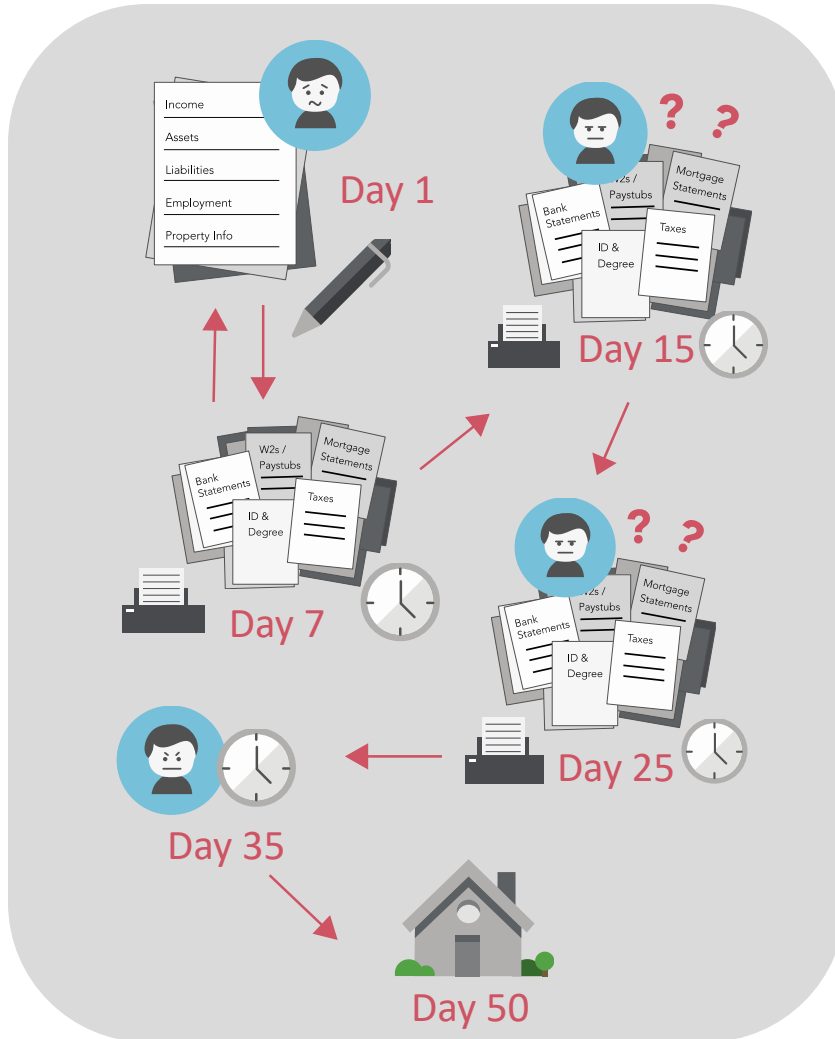
25.7% growth in property sales priced > \$1 M





Process Comparison

TRADITIONAL



NEAT CAPITAL



Neat Capital reduces the mortgage timeline by 70%



What are the important borrower pain points to be solved in mortgage?

Rate comparison



Shortcomings: Sindeo, Morty, and RateGravity all broker & lead gen models with no ability to differentiate product, timing, process, or customer experience after application.

Fast & modern pre-approval



Shortcomings: Crowded. Immediately great client experience in the door followed by a long, traditional process. All conventional focused, with greater dependency on highly volatile refinance volume.

Identifying the best product for the borrower



Shortcomings: Big data and product selection hard to sell as a differentiator in customer acquisition; not a pain point.

Financing is long, opaque, and uncertain, and I'm unable to compete with cash bids



Shortcomings: Longer 20 minute front-end application completion time. Pain point more prominent for jumbo borrowers. Hard to execute.



Unlike Any Other Lender

Most FinTech companies are addressing document collection and a fast pre-approval through a millennial application experience.

- Pre-approvals are easy and mean very little
- After rocketing through the front door, a traditional, antiquated, and long process to document and support the loan begins

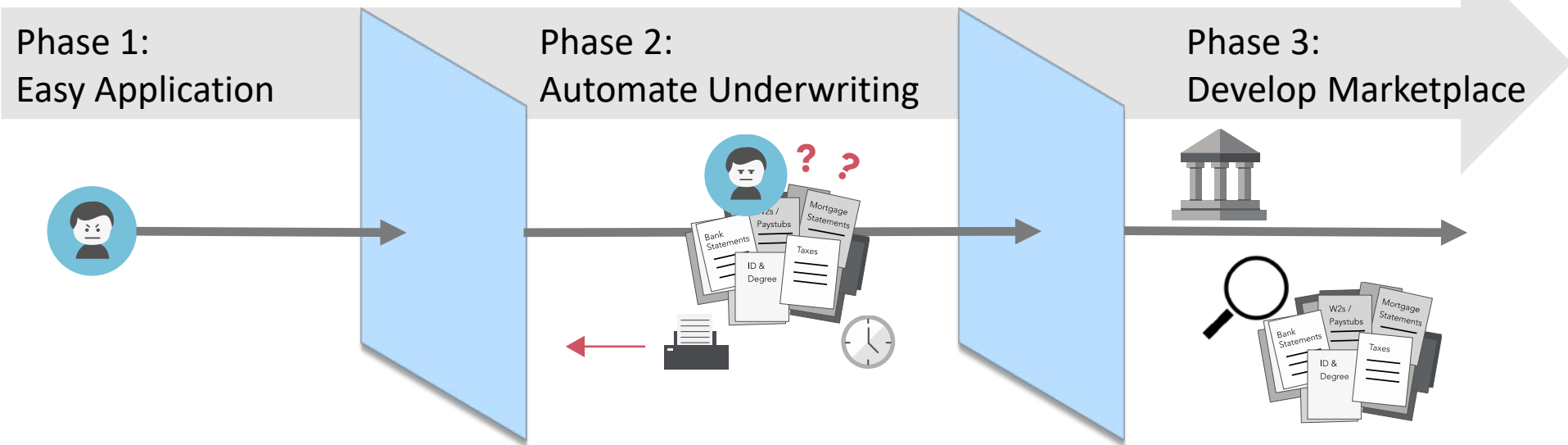
Neat Capital is different.

- ✓ Our technology completes the underwriting process in real time
- ✓ We eliminate approval uncertainty by displaying required asset and income levels to qualify; borrowers have comfort knowing where they stand
- ✓ We are building a marketplace to bring massive change to home lending for investors and borrowers
- ✓ We arm borrowers to win bids with cash-like offers



The Missing Link in the Mortgage Market of the Future

Stages of FinTech Evolution



We break down walls to deliver a fully automated end to end market solution, synchronizing investor requirements, source data, and marketplace liquidity



Neat Capital positioning to be the tech enabled 'Fannie Mae' of non-agency loans, disintermediating aggregators and linking investors directly with source data



A High Caliber Team of Mortgage Subject Matter Experts



Luke Johnson

Founder & CEO

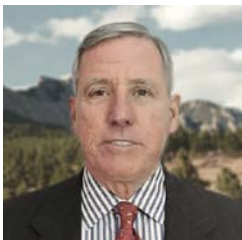
Operating expert in mortgage; led accretive growth strategy for \$4B enterprise; M&A



Ryan Brennan

President

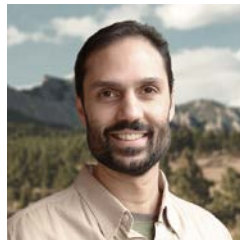
\$1.3B in marketplace volume in subsidiary; Jumbo whole loan trader for lenders & banks



Paul Donovan

Vice President

Former CIO of ING, Fidelity
Recent successful exit of lender to Goldman



Ashay Brahmbhatt

Operations & Underwriting

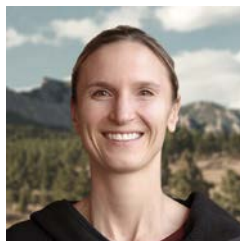
CEO of mortgage lender, trader, highly complex underwriting experience



Steve Herschleb

Technology

Engineer/MBA; 2 prior startups;
fellow at Access Ventures



Emily Potrykus

Capital Markets

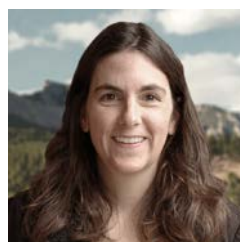
Manages \$9B pipeline; structured finance, pricing and hedging expert



Tom Furey

Sales & Product Development

Top 1% sales in mortgage industry;
3 prior startups



Shelley Scipione

Marketing

Digital marketing for start-ups, Wells Fargo, and Paypal. 3x growth in online for Pharmaca

A team uniquely positioned to execute



3-Tiered Customer Acquisition Strategy

1 Modern salesforce with recurring flow

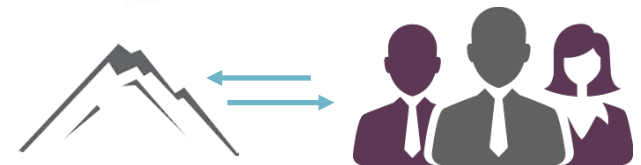
- ▶ Bring on an initial sales team with an existing pipeline of loans and strong local relationships
- ▶ Scale through recruitment; no capital at risk given commission-only pay structure

1 LO = \$35M Production



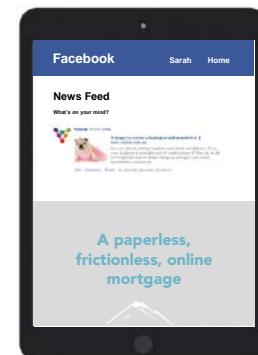
2 Develop direct sources of primary lead flow (B2B)

- ▶ Deliver benefit programs and technology to support realtors, financial advisors, and employers
- ▶ Recurring flow with low marketing costs



3 Direct-to-Consumer marketing

- ▶ Single loan product simplifies target market
- ▶ Unit revenue delivers massively unfair advantage in customer acquisition





Currently selling loans via traditional flow based relationships

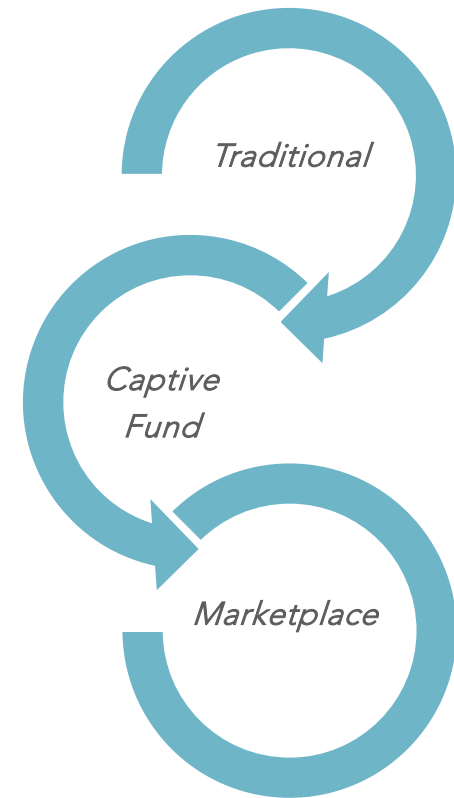
- ▶ Neat is leveraging this process to develop institutional partnerships that will allow delivery of proprietary product, niche pricing, and differentiated execution.

Raise capital to fund loans through a Captive Fund (1yr)

- ▶ Fund structure provides opportunity for investors to earn levered returns through a vehicle that draws down capital similar to a private equity fund (as needed).

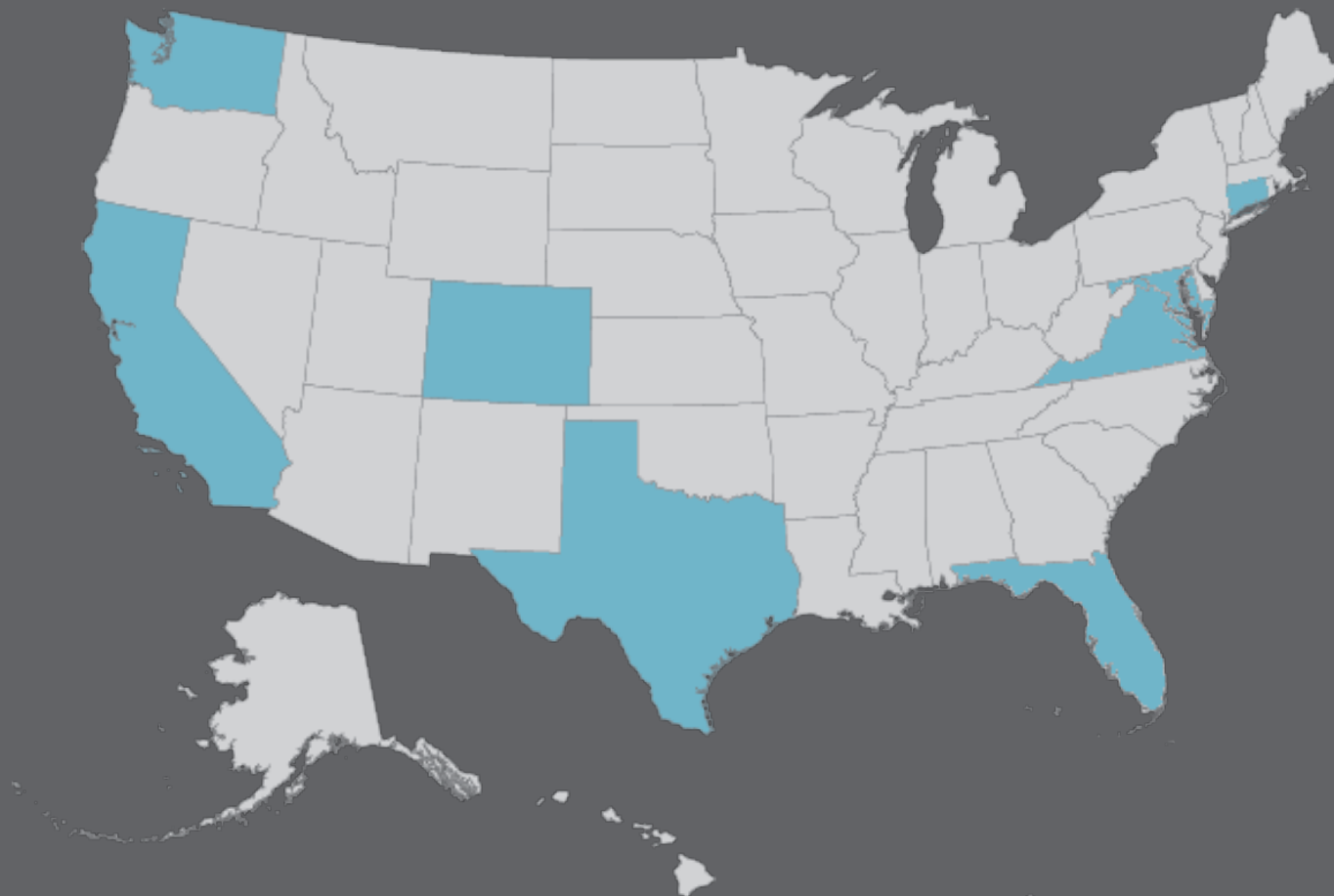
Launch Loan Marketplace (1.5yr)

- ▶ Investors will maximize control and improve returns by using filters to autonomously select specific loan level characteristics in real time
- ▶ Prior acquisition of a secondary broker with greater than \$1.3 billion in volume enables us to seed the marketplace with buyers and sellers





INITIAL NINE STATES > 70% OF MARKET



Neat Capital is already operating in nine of the largest jumbo markets



	Q1			Q2			Q3			October	October Annualized
CLOSINGS											
Units	8			12			15			12	144
Volume	\$ 3,601,100			\$ 5,028,688			\$ 8,536,601			\$ 5,214,020	\$ 62,568,240
TOTAL REVENUE	\$ 140,764			\$ 192,019			\$ 210,745			\$ 253,357	\$ 3,040,287
EXPENSES	\$ 432,422			\$ 577,708			\$ 745,298			\$ 270,225	\$ 3,242,704
OPERATING PROFIT/(LOSS)	\$ (291,658)			\$ (385,688)			\$ (534,553)			\$ (16,868)	\$ (202,417)

Clear Sightline to Profitability:
Expected Breakeven 2018

Strong Growth in 1st Year of Launch:
\$3 Million+ in Annualized Revenue



	2016	2017	2018	2019	2020	2021
VOLUME						
Loan Closings	24	77	764	2,325	4,981	8,306
Total \$ Closed	\$ 9,105,722	\$ 42,198,034	\$ 501,621,250	\$ 1,476,808,375	\$ 3,090,253,000	\$ 5,047,086,500
REVENUE	\$ 119,949	\$ 1,192,112	\$ 7,705,722	\$ 22,664,476	\$ 47,886,503	\$ 79,247,730
EXPENSES	\$ (891,115)	\$ (3,038,259)	\$ (10,945,859)	\$ (21,141,522)	\$ (35,006,106)	\$ (48,283,404)
OPERATING PROFIT / (LOSS)	\$ (771,167)	\$ (1,846,147)	\$ (3,240,138)	\$ 1,522,954	\$ 12,880,397	\$ 30,964,326
CASH FLOW	\$ (775,124)	\$ (1,955,117)	\$ (3,314,151)	\$ 2,567,744	\$ 12,848,463	\$ 26,734,216
RATIOS						
Closings per Month		6	64	194	415	692
Operating Profit per Total \$ Closed		-437.5 bp	-64.6 bp	10.3 bp	41.7 bp	61.4 bp
Net Operating Margin				11.3%	26.8%	33.7%

Scale in 5 Years: **\$5 bn**

Series A IRR: **83%**

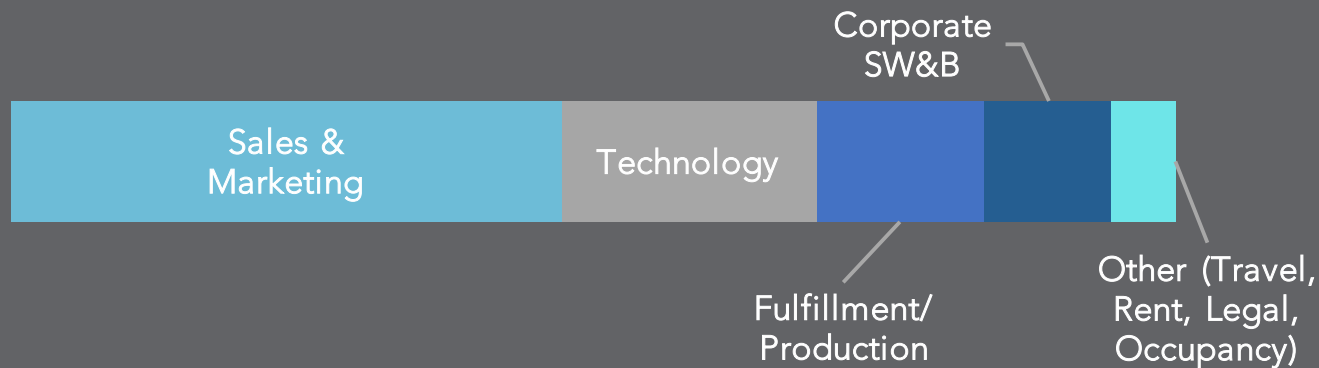
Market Share in 5 Years: **0.3%**



Outsized Profit Engine

	Traditional Originator	Neat Capital	Incremental Value per Loan vs. Industry
Revenue per Loan	\$8,589	\$9,534	\$945
Expenses per Loan	\$7,374	\$5,408	\$1,966
Operating Profit per Loan	\$1,215	\$4,126	\$2,911
Projected Closed Loans in Year 5			8,306
Projected Incremental Operating Profit in Year 5			\$24,178,951

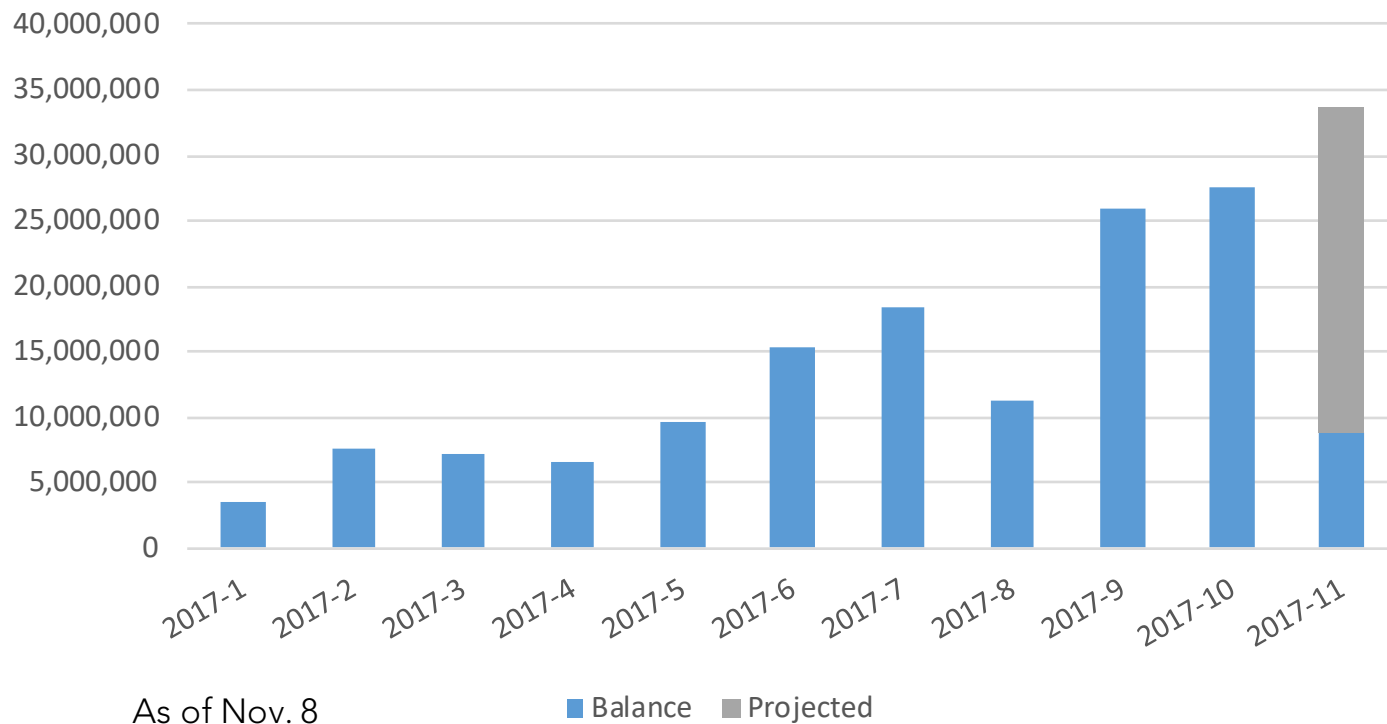
3x More profit per loan than average



- Capital spend to break-even primarily for sales and marketing as well as continued technology expenditure to scale efficiently
- Minimal physical infrastructure
- Most externally provided software, including Loan Origination System (LOS) variably priced at outset
- Tech for underwriting, compliance, and application process = scalable platform with lower headcount costs per loan
- Technology lowers personnel costs by 80 bps by Year 5, expanding net operating margin by 25%.



Submitted Applications



\$146 MM in submitted applications in 2017

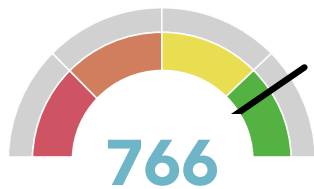
300%+ annualized growth to date in applications in 2017



Super Prime

Neat Capital is a super prime lender with a focus on producing clean paper with extremely low credit risk

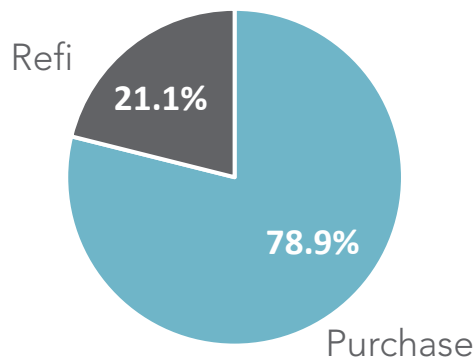
WA FICO



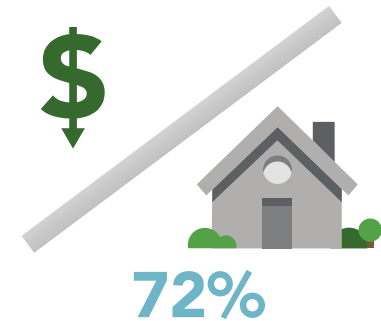
WA Coupon

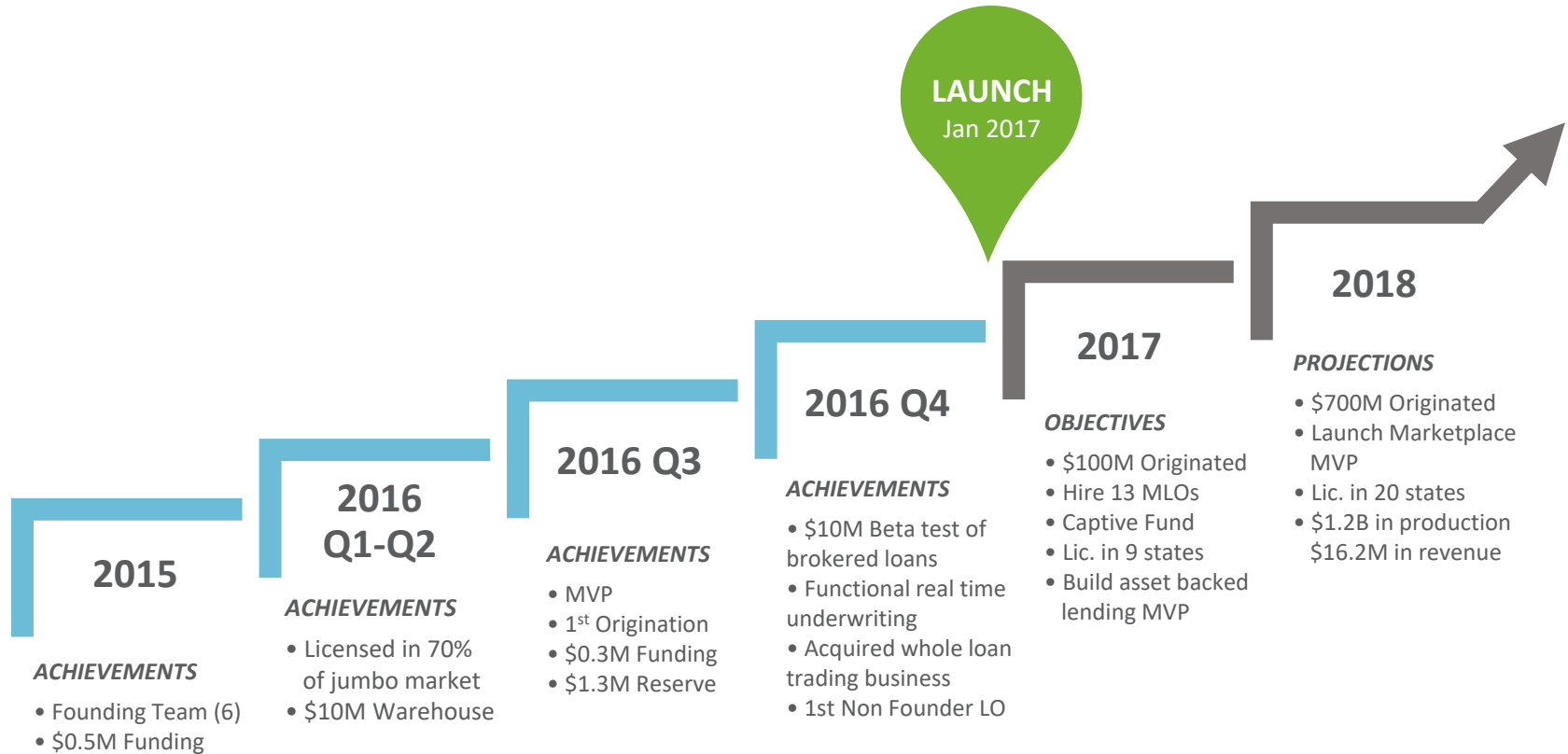


Mix



WA LTV







	Amount	
SAFE	\$ 2,539,500	Converts at \$20 million cap or 10% discount
Series R	<u>\$ 1,275,000</u>	Non-convertible, non-dilutive. 10% coupon
Total	\$ 3,814,500	

- ▶ Neat Capital has raised \$3.8 million to date from accredited individual investors and investor groups
 - ▶ Investors include banking industry subject matter experts, real estate, and financial professionals with a unique perspective on the opportunity
 - ▶ All Simple Agreements for Future Equity (SAFEs) are raised with same terms
- ▶ Neat Capital is capitalized with a tiered capitalization structure that maximizes capital efficiency for investors:
 - ▶ A 'Series R' reserve was created to hold a class of investor funds in cash to back our warehouse lines and establish net worth required by counterparties purchasing loans we originate
 - ▶ Reserves cannot be used for operating purposes, and cannot be depleted to satisfy customary expenses such as salaries, rent, and technology
 - ▶ Reserves cannot be converted to another class of stock, are non-dilutive, and can be redeemed by Neat Capital at any time; they function like debt





Summary

Investment Opportunity

- ▶ Raising \$2 million in operating capital with high return expectation and expected cash flow positive result
- ▶ Raising subsequent \$5 million Series A with signed term sheet with lead investor

Traction

- ▶ Tech: working platform with real time loan production
- ▶ Licensure approved in ~70% of the jumbo market (CA, CO, CT, DC, FL, MD, TX, WA, & VA)
- ▶ Strong pipeline of first loans with \$200 million of flow from current sales force
- ▶ Raised \$3.4 million in capital with backing from industry experts
- ▶ Marketplace historic volume exceeding \$1.3 billion in loans
- ▶ Currently clearing loans to close in just 12 days (fastest lender in nation)

The Team

- ▶ 31 Member Team with ground up experience, 14 prior start-ups
- ▶ Sales and Production: Top 1% originator with high growth start-up experience
- ▶ Capital Markets: pricing, hedging, whole loan trading, RMBS trading, and FinTech advisory work
- ▶ Operations: Deep underwriting and operations experience running other mortgage lending companies

