



Springleaf

Lending made personal



Q3 2013 Earnings Presentation

November 12, 2013

Important Information



The following slides are part of a presentation by Springleaf Holdings, Inc. (the "Company") in connection with reporting quarterly financial results and are intended to be viewed as part of that presentation. No representation is made that the information in these slides are complete. For additional financial, statistical and business related information, as well as information regarding business and segment trends, see the earnings release and financial supplement included as exhibits to the Company's Current Report on Form 8-K and the Company's Quarterly Report on Form 10-Q, each of which were filed today with the Securities and Exchange Commission and are available on the Company's website (www.springleaf.com) and the SEC's website (www.sec.gov).

Forward Looking Statements

This presentation contains "forward-looking statements" within the meaning of the U.S. federal securities laws. Forward-looking statements include, without limitation, statements concerning plans, objectives, goals, projections, strategies, future events or performance, and underlying assumptions and other statements, which are not statements of historical facts. Statements preceded by, followed by or that otherwise include the words "anticipate," "appears," "believe," "foresee," "intend," "should," "expect," "estimate," "project," "plan," "may," "could," "will," "are likely" and similar expressions are intended to identify forward-looking statements. These statements involve predictions of our future financial condition, performance, plans and strategies, and are thus dependent on a number of factors including, without limitation, assumptions and data that may be imprecise or incorrect. Specific factors that may impact performance or other predictions of future actions include, but are not limited to: changes in general economic conditions, including the interest rate environment and the financial markets; levels of unemployment and personal bankruptcies; shifts in residential real estate values; shifts in collateral values, delinquencies, or credit losses; natural or accidental events such as earthquakes, hurricanes, tornadoes, fires, or floods; war, acts of terrorism, riots, civil disruption, pandemics, or other events disrupting business or commerce; our ability to successfully realize the benefits of the SpringCastle Portfolio; the effectiveness of our credit risk scoring models; changes in our ability to attract and retain employees or key executives; changes in the competitive environment in which we operate; changes in federal, state and local laws, regulations, or regulatory policies and practices; potential liability relating to real estate and personal loans which we have sold or may sell in the future, or relating to securitized loans; the costs and effects of any litigation or governmental inquiries or investigations; our continued ability to access the capital markets or the sufficiency of our current sources of funds to satisfy our cash flow requirements; our ability to generate sufficient cash to service all of our indebtedness; the potential for downgrade of our debt by rating agencies; and other risks described in the "Risk Factors" section of the Company's final prospectus filed with the SEC on October 17, 2013. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. We caution you not to place undue reliance on these forward-looking statements that speak only as of the date they were made. We do not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events. You should not rely on forward looking statements as the sole basis upon which to make any investment decision.

Non-GAAP Financial Measures



We present core earnings as a “non-GAAP financial measure” in this presentation. This measure is derived on the basis of methodologies other than in accordance with accounting principles generally accepted in the United States of America (“GAAP”). Please refer to the Appendix hereto for a quantitative reconciliation from loss before provision for income taxes on a historical accounting basis to core earnings.

We also present our segment financial information on a historical accounting basis (“push-down accounting”) in this presentation. This information represents a “non-GAAP measure” which uses the same accounting basis that we employed prior to the Fortress Acquisition. This presentation provides a consistent basis to better understand our operating results. Please refer to the Appendix hereto for quantitative reconciliations from our push-down accounting pretax earnings (loss) to our historical pretax earnings (loss) for each quarter in 2013 and the third quarter 2012.

3Q13 Highlights



■ Financial

- Core Earnings for the quarter was \$48 million, versus \$21 million in 3Q12^(1,2)
 - Core Earnings Per Diluted Share was \$0.48 versus \$0.21 in the prior year^(1,2,3)
- Net loss for the quarter was \$91 million after one-time charges⁽⁴⁾, versus \$45 million in 3Q12
- Branch consumer net finance receivables of \$3.0 billion at 9/30/13, up 19% from 9/30/12
- Branch loan portfolio yield expanded to 25.92% for 3Q13, up 171 bps from 3Q12 and 35 bps from 2Q13
- Earnings contribution from SpringCastle of \$28 million pre-tax

■ Operational

- Continued to drive scale in branches - average receivables at \$3.6 million per branch, up 19% from 3Q12 and 6% from 2Q13
- Acquired London, KY servicing center from HSBC - industry-leading platform to service consumer loans
- Successfully on-boarded about 400,000 accounts in the SpringCastle portfolio
- Continued to enhance funding and debt maturity profile, reduce funding costs and extend maturities

■ Springleaf IPO

- Completed IPO in October 2013 with net proceeds to Springleaf of \$235.6 million

(1) This is a non-GAAP measure. See reconciliation to the comparable GAAP measure included in the Appendix to this presentation.

(2) Core Earnings includes earnings from our Consumer, Insurance and Acquisitions & Servicing segments.

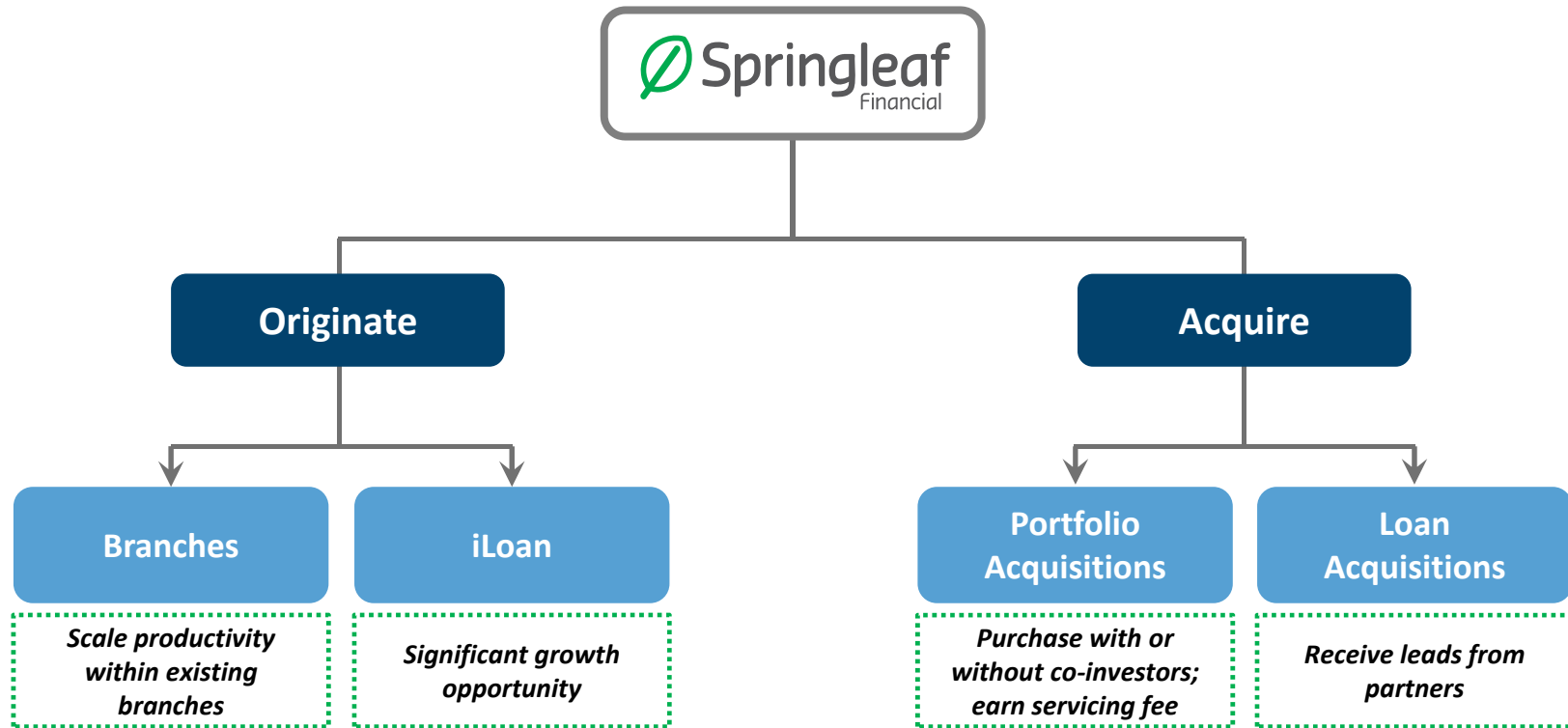
(3) Based on 100 million shares; Does not include shares issued in connection with the IPO.

(4) Net loss for 3Q13 includes \$166 million (pretax) of one-time charges related to the early retirement of debt and to non-cash compensation expenses associated with the IPO.

Springleaf Business Model



- We are actively growing our business in two primary ways:
 - **Originate** loans through our branches and online via iLoan
 - **Acquire** loans from sellers looking to exit and partners on a loan-by-loan referral basis

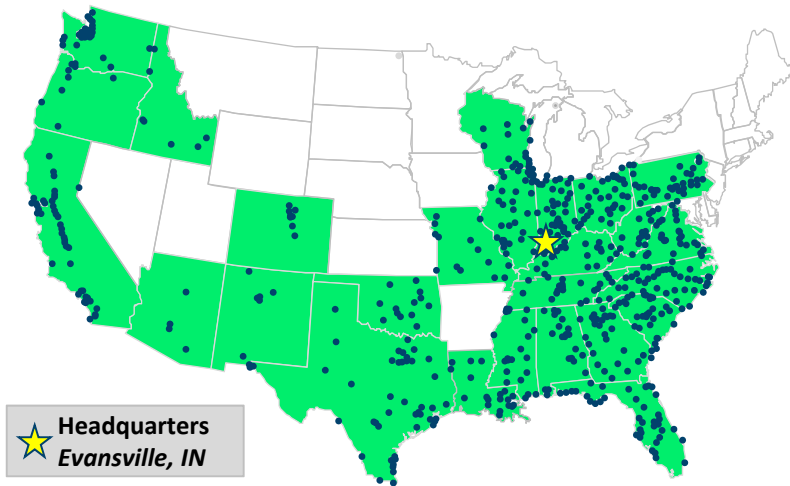


Springleaf Overview



- **Springleaf offers responsible alternatives for borrowers seeking affordable personal loans through a nationwide branch network and online platform**
 - Loans are designed to help borrowers manage through financial challenges and improve credit standing
 - Fixed rate and fully amortizing, level monthly payments and no balloons or prepayment penalties

Nationwide Footprint



Branch Office



Over 830 branches in 26 states

Services \$6.4 billion of personal loans⁽¹⁾

325,000 monthly applications⁽²⁾

62,600 monthly loan closings⁽²⁾

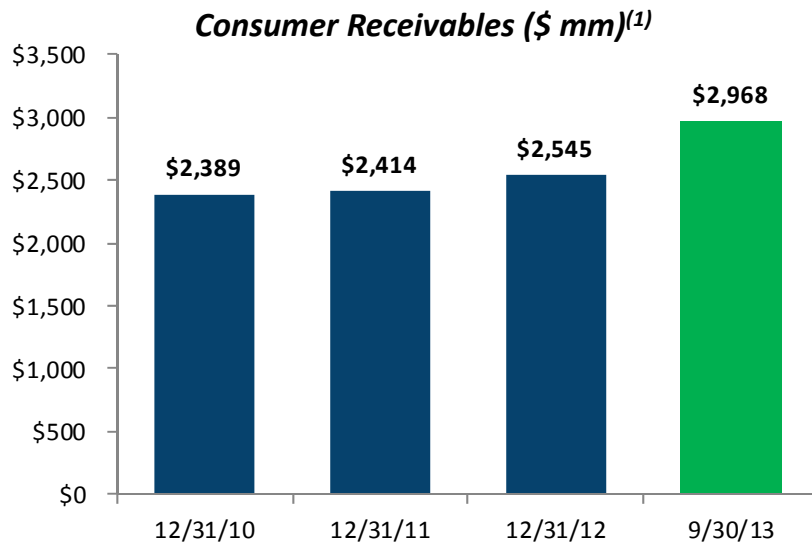
(1) Represents Originated Loans net finance receivables and Acquired Loans unpaid principal balance as of Sept 30, 2013.

(2) Rounded; average for nine months ended Sept 30, 2013.

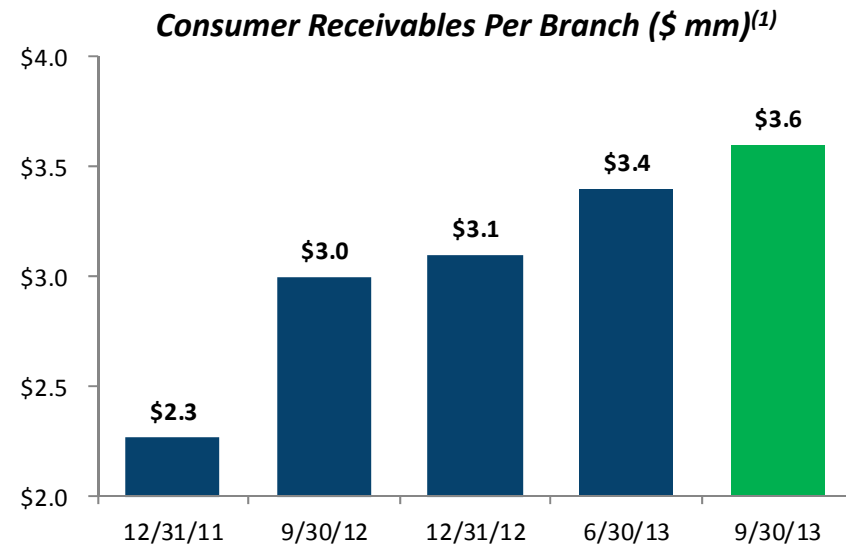
Poised for Organic Branch Growth



Strong Consumer Receivables Growth



Proven History of Scalability



	2011	2012	3Q13 YTD ⁽²⁾
Annual Apps / Branch	2,176	2,882	4,514
Annual Closed Loans / Branch	615	760	901
Loans / Employee	187	226	247
Risk-Adjusted Yield ⁽³⁾	18.9%	20.5%	22.2%

(1) Reflects historical accounting basis (which is a basis of accounting other than U.S. GAAP).

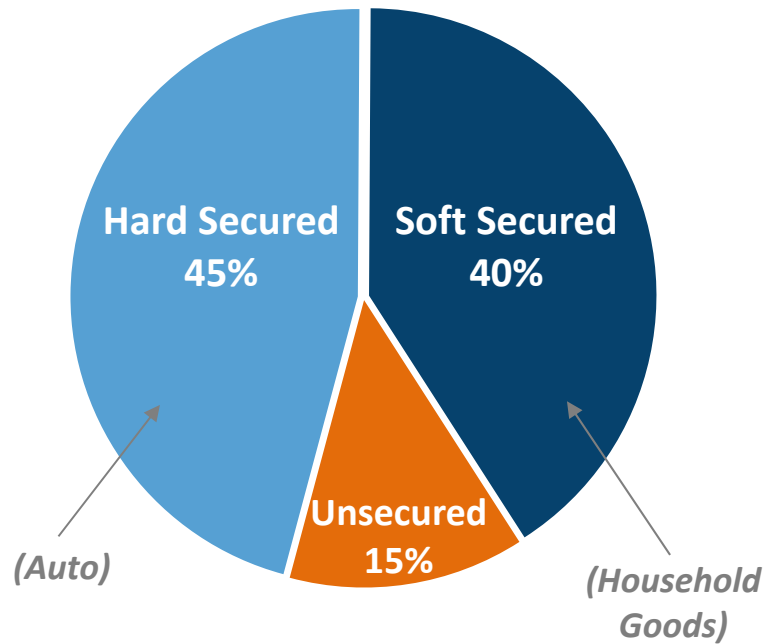
(2) Annualized for year end 2013. Applications recorded for the nine months ended Sept 30, 2013 was 3,386 apps/branch.

(3) Risk Adjusted Yield = Yield less Net Charge-off Rate. Charge-off rate excludes impact from sale of charged-off accounts in June 2013 and change in charge-off policy.

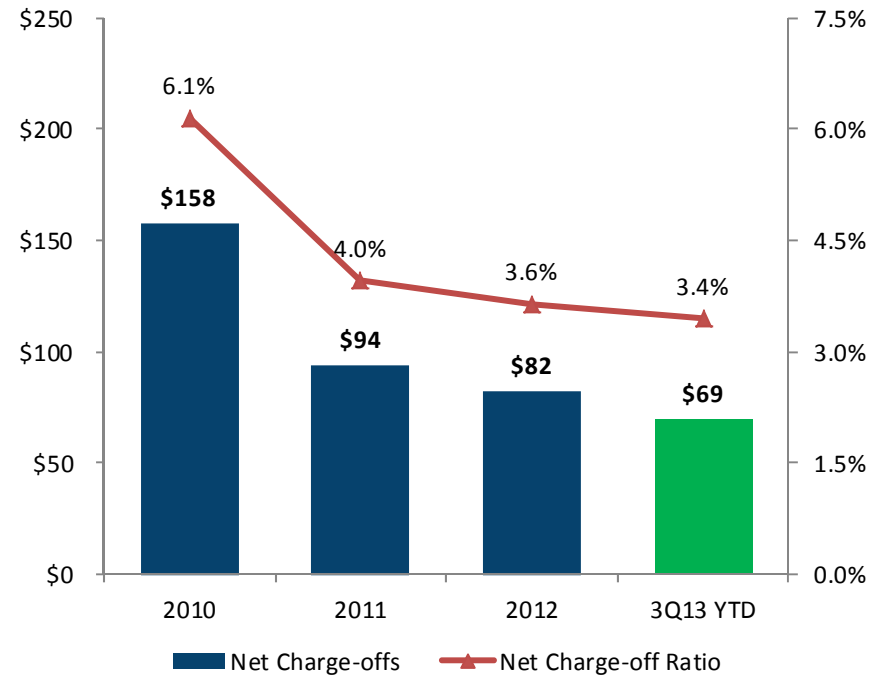
Personal Loan Credit Performance



Personal Loan Profile ⁽¹⁾



Personal Loan Charge-offs (\$ mm)⁽²⁾



- Collateral enhances credit performance
- Delinquency and losses returning to normal levels

- Historically low losses in 2013
- Excludes impact from sale of charged-off accounts in June 2013 and change in charge-off policy

(1) Data as of the nine month period ended Sept 30, 2013.

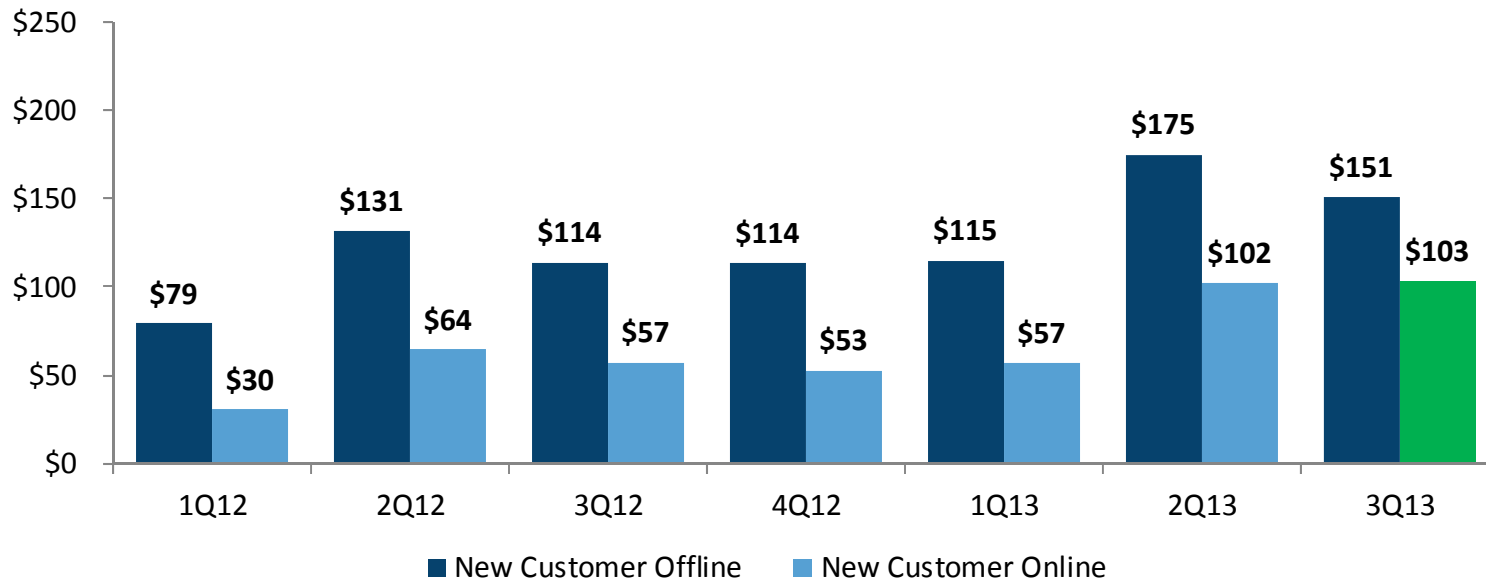
(2) Reflects historical accounting basis (which is a basis of accounting other than U.S. GAAP). Refer to slide 22 for reconciliations to U.S. GAAP.

Online Channel (“iLoan”) Extends Reach



- Online and mobile presence allows for growth beyond branch footprint and hours of operation
- iLoan and branches employ identical underwriting standards
- Opportunity to expedite branch underwriting and servicing:
 - 24/7 application processing, eSignature, ACH auto-pay and mobile-pay

New Customer Volume: Online vs. Offline (\$ mm)^(1,2)



(1) iLoan commenced operations in 1Q13.

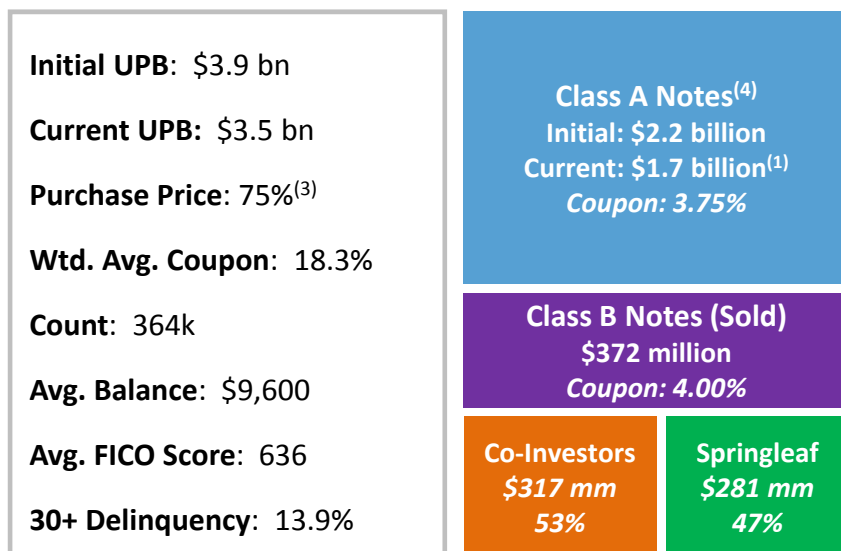
(2) Volume limited to operating states and iLoan only. Online volume includes all loans originated via an electronic channel.

Acquisitions and Servicing – Growth Opportunity

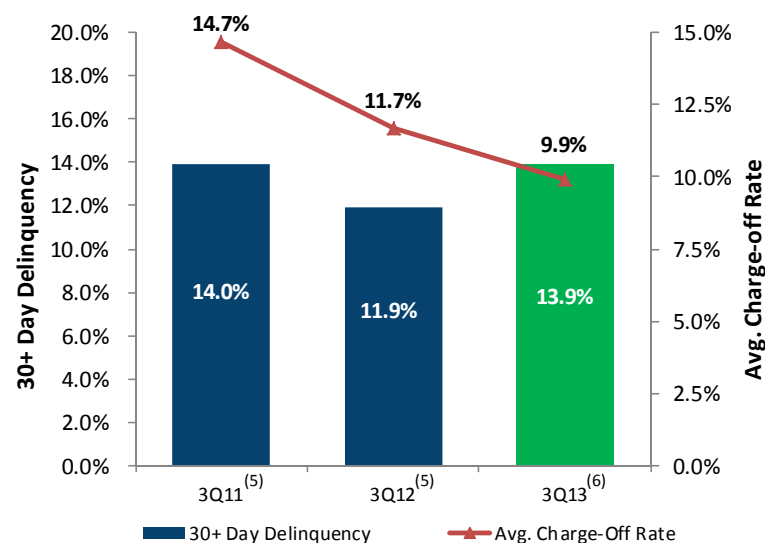


- In April 2013, Springleaf acquired a 47% interest in a \$3.9 billion HSBC consumer portfolio
 - Captured ~400,000 new borrower accounts
 - Acquired a servicing center in London, KY with over 200 employees with an average tenure of 8 years⁽¹⁾

Collateral & Funding Structure⁽²⁾



SpringCastle Credit Performance (\$ mm)



- ✓ Assumed servicing in September 2013 – first full quarter with servicing and ancillary fee revenue will be 4Q13
- ✓ Earning annualized gross servicing revenue of 225 bps and ancillary fee income of ~30 bps on UPB
- ✓ Continued favorable collateral performance

(1) As of September 2013.

(2) Initial UPB represents UPB at time of settlement on Apr 1, 2013. Current UPB and collateral data represents UPB at Sept 30, 2013.

(3) The average price of 75% is inclusive of a price adjustment to the settled collateral balance, which occurred subsequent to purchase.

(4) Debt provides for up to 30% cash distribution, after senior interest costs, to subordinate interests based on certain tests. We expect these distributions to begin in Q1 2014.

(5) Ratios calculated based on gross receivable balances.

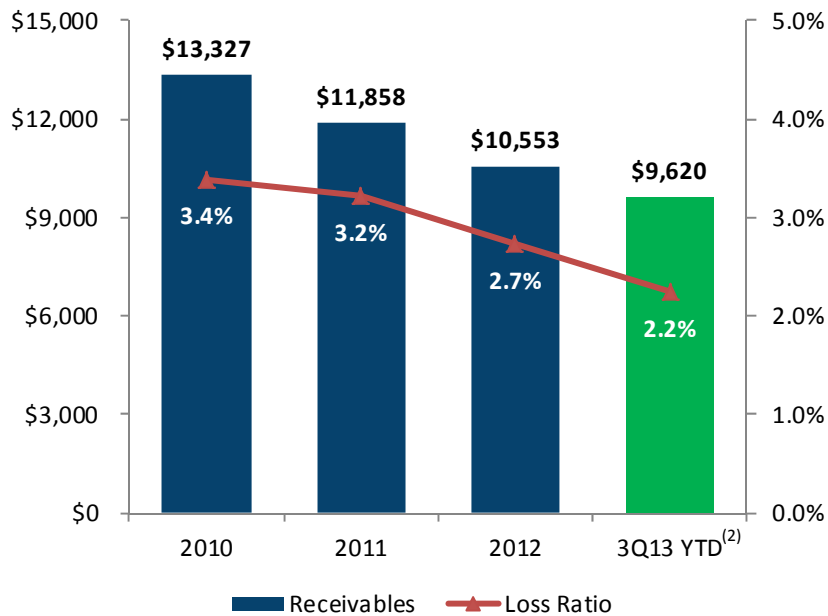
(6) Ratios calculated based on UPB.

Legacy Real Estate Portfolio - Long Term Favorable Performance

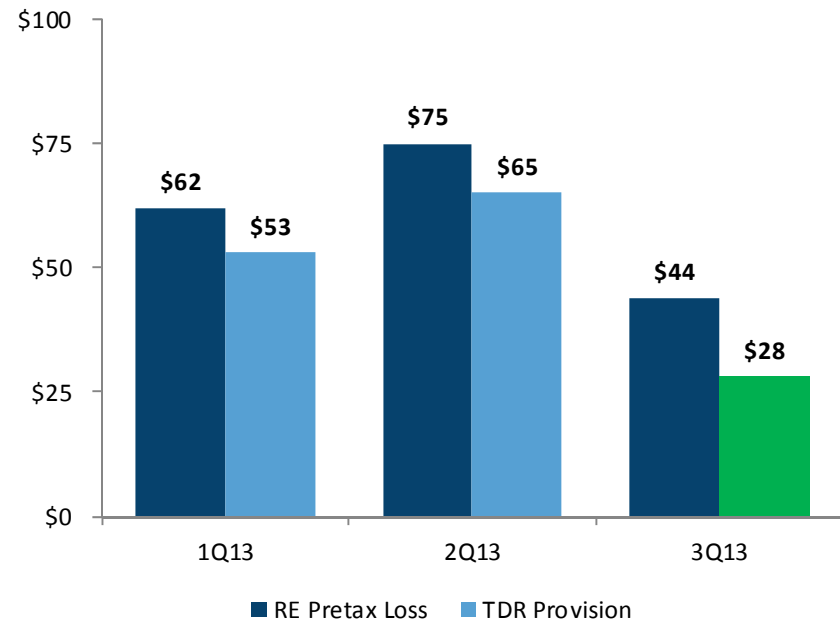


- Ceased new mortgage originations in January 2012; proactively managing portfolio
- Substantially all loans are first-lien, fixed-rate, fully-documented and fully amortizing

Portfolio Summary (\$ mm)⁽¹⁾



Segment Losses & TDR (\$ mm)⁽¹⁾



(1) Reflects historical accounting basis (which is a basis of accounting other than U.S. GAAP). Refer to slide 22 for reconciliations to U.S. GAAP.

(2) Excludes favorable impact of \$9.9mm of recoveries from a June 2013 sale of real estate charged-off finance receivables.

Liquidity and Funding

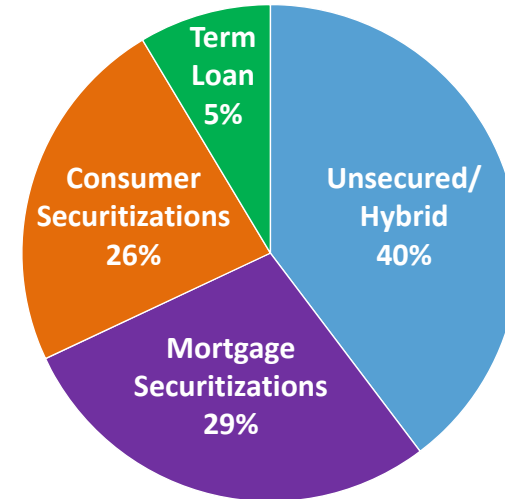


Liquidity

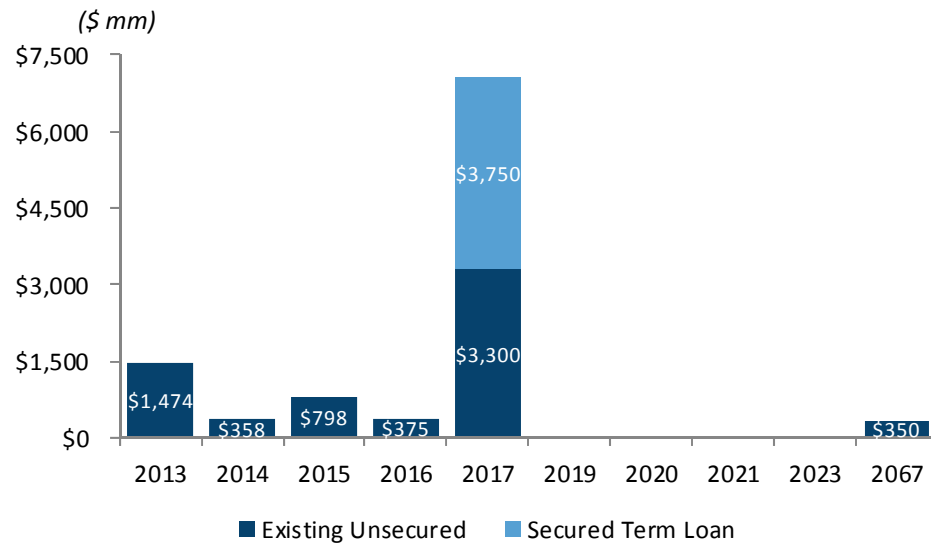
- \$1.2 billion cash on hand as of September 30
- \$650 million available undrawn capacity

Corporate Ratings

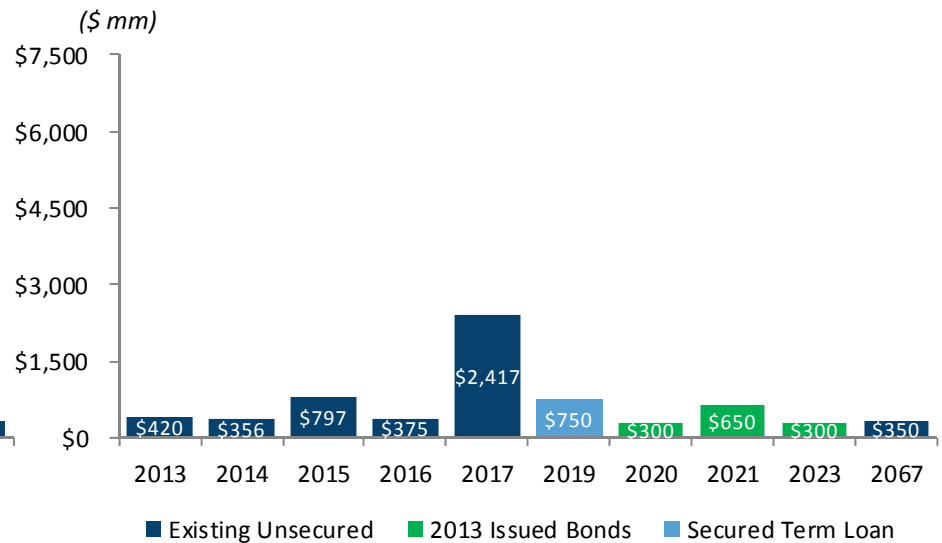
- Upgraded by Moody's to B3 on October 14
- Upgraded by Fitch to B- on August 30
- Current ratings B-/B3/B-



Debt Maturity as of 12/31/12⁽¹⁾



Debt Maturity as of 9/30/13^(1,2)



(1) Reflects historical accounting basis (which is a basis of accounting other than U.S. GAAP) and excludes securitizations.

(2) Pro forma for full repayment of secured term loan in October 2013.

3Q13 Summary Financial Results



<i>(\$ in mm)</i>	3Q13	2Q13	3Q12
Consumer & Insurance ⁽¹⁾	\$45	\$80	\$34
Acquisitions & Servicing	28	46	0
Pre-Tax Core Earnings	\$73	\$126	\$34
Real Estate ⁽¹⁾	(27)	(56)	108
Other Non-Core ^(1,2)	(3)	8	(15)
Adjusted Pre-Tax Earnings (Historical)	\$43	\$78	\$127
Push Down Impact	3	6	(185)
Debt Repurchase / Repayment Loss	(35)	(0)	(11)
Equity Compensation	(131)	0	0
Pre-Tax Income	(\$120)	\$84	(\$69)
Income Tax	29	(32)	24
Net Income	(\$91)	\$52	(\$45)

Core earnings down from prior quarter:

- Prior quarter sale of charged off accounts and subsequent impact to quarters thereafter as recovery decreases
- Additional provision from SpringCastle as portfolio normalizes to stabilized charge off ratio

Non-recurring items related to:

- Early retirement of debt
- Non-cash compensation expense associated with our IPO

(1) Excludes impact of charges related to early retirement of debt.

(2) Excludes equity compensation.



Appendix

Consolidated Balance Sheet (PGAAP)



(unaudited, in millions)	9/30/13	6/30/13	3/31/13
Net Finance Receivables			
1 Personal Loans & Retail	\$3,145	\$3,028	\$2,819
2 Portfolio Acquisitions	2,654	2,818	-
3 Real Estate	8,213	8,456	8,720
4 Total Net Finance Receivables	14,012	14,302	11,539
Allowance for Finance Rec. Losses			
5 Personal Loans & Retail	(71)	(61)	(60)
6 Portfolio Acquisitions	(2)	-	-
7 Real Estate - TDR	(161)	(149)	(119)
8 Real Estate - Non-TDR	(48)	(36)	(31)
9 Total Allowance for Finance Rec. Losses	(282)	(246)	(210)
10 Finance Receivables, Net of Allowance	13,730	14,056	11,329
11 Investment Securities ¹	594	558	656
12 Cash and Cash Equivalents	1,250	646	2,023
13 Other Assets	853	782	629
14 Total Assets	\$16,427	\$16,042	\$14,637
15 Long Term Debt	\$13,999	\$13,470	\$12,521
16 Insurance Claims and Policyholders Liabilities	380	378	362
17 Deferred and Accrued Taxes	178	244	277
18 Other Liabilities	276	226	284
19 Total Liabilities	14,833	14,318	13,444
20 Shareholders' Equity	1,277	1,238	1,193
21 Non-Controlling Interests	317	486	-
22 Total Equity	1,594	1,724	1,193
23 Total Liabilities & Equity	\$16,427	\$16,042	\$14,637
24 Net Finance Receivables ²	\$15,440	\$15,796	\$13,101
25 Allowance for Finance Rec. Losses ²	(\$1,036)	(\$1,028)	(\$1,015)
26 Debt ²	\$14,773	\$14,301	\$13,384
27 Quarterly cost of funds ²	5.32%	5.46%	5.88%

(1) Investment Securities recorded on Yosemite and Merit insurance companies.

(2) Reflects historical accounting basis (which is a basis of accounting other than U.S. GAAP).

Consolidated Income Statement (PGAAP)



(unaudited, in millions, except per share statistics)	3Q13	2Q13	1Q13
1 Finance Charges	\$585	\$579	\$414
2 Interest Expense	(228)	(241)	(228)
3 <u>Provision for Finance Receivable Losses</u>	(159)	(86)	(96)
4 Net Interest Income after Provision	198	252	90
5 Insurance Income	38	36	33
6 Investment Income	7	12	9
7 Debt Repurchase / Repayment Loss	(35)	-	-
8 <u>Other Income</u>	3	3	1
9 Total Other Revenues	13	51	43
10 Operating Expenses	(153)	(150)	(130)
11 Equity Compensation	(131)	-	-
12 <u>Insurance Losses</u>	(17)	(16)	(15)
13 Total Other Expenses	(301)	(166)	(145)
14 Pretax Earnings (Loss)	(90)	137	(12)
15 Less: Non-Controlling Interests	(30)	(53)	-
16 Pretax Earnings (Loss) Attributable to SHI	(120)	84	(12)
17 Income Tax Benefit (Provision)	29	(32)	4
18 Net Income (Loss) Attributable to SHI	(\$91)	\$52	(\$8)
19 End-of-Period Shares Outstanding ¹	100	100	100
20 Earnings per Diluted Share ¹	(\$0.91)	\$0.52	(\$0.08)
21 Core Earnings per Diluted Share ^{1,2}	\$0.48	\$0.76	\$0.28
22 Book Value per Diluted Share ¹	\$12.76	\$12.38	\$11.93

Earnings per share of (\$0.91), down from prior quarters primarily due to:

- a) Early retirement of debt (\$35m)
- b) Non-cash compensation expense associated with the IPO (\$131m)
- c) Additional provision from SpringCastle portfolio in 3Q (\$43m; \$20m excluding non-controlling interest share)
- d) Gain on sale from charged-off accounts (\$41m) – recovery in provision in 2Q

Note: Core Earnings are on a historical accounting basis (which is a basis of accounting other than U.S. GAAP).

(1) Based on 100 million shares; Does not include shares issued in connection with the IPO.

(2) Core earnings estimated income taxes assumes the same monthly tax rate as Springleaf Holdings, Inc. (SHI).

Core Earnings (Non-GAAP)



(unaudited, in millions)	3Q13	2Q13	1Q13
1 Finance Charges	\$351	\$337	\$160
2 Interest Expense	(60)	(60)	(36)
3 <u>Provision for Finance Receivable Losses</u>	<u>(99)</u>	<u>(12)</u>	<u>(20)</u>
4 Net Interest Income after Provision	192	265	104
5 Insurance Income	38	36	33
6 Investment Income	8	14	9
7 Servicing Fees	10	2	-
8 <u>Other Income</u>	<u>4</u>	<u>3</u>	<u>2</u>
9 Total Other Revenues	60	55	44
10 Operating Expenses	(123)	(121)	(94)
11 Servicing Expenses	(9)	(2)	-
12 <u>Insurance Losses</u>	<u>(17)</u>	<u>(17)</u>	<u>(15)</u>
13 Total Other Expenses	(149)	(140)	(109)
14 Pretax Earnings	103	180	39
15 Less: Non-Controlling Interests	(30)	(54)	-
16 Pretax Core Earnings	73	126	39
17 Estimated Income Taxes ¹	(25)	(50)	(11)
18 Core Earnings	\$48	\$76	\$28

Core earnings per share of \$0.48, down from prior quarter primarily due to additional provision from SpringCastle and prior quarter sale of charged-off accounts

- a) Consolidation of SpringCastle starting in 2Q
- b) Commenced servicing of SpringCastle in Sep

Note: Core Earnings are on a historical accounting basis (which is a basis of accounting other than U.S. GAAP). Refer to slide 22 for reconciliations to U.S. GAAP.

(1) Core earnings estimated income taxes assumes the same monthly tax rate as Springleaf Holdings, Inc. (SHI).

Core: Consumer & Insurance Segment (Historical)



(unaudited, in millions)	3Q13	2Q13	1Q13
1 Finance Charges	\$188	\$171	\$161
2 Interest Expense	(38)	(36)	(37)
3 <u>Provision for Finance Receivable Losses</u>	<u>(38)</u>	<u>6</u>	<u>(20)</u>
4 Net Interest Income after Provision	112	141	104
5 Insurance Income	38	36	33
6 Investment Income	8	13	9
7 Debt Repurchase / Repayment Loss	(3)	(1)	-
8 <u>Other Income</u>	<u>4</u>	<u>3</u>	<u>2</u>
9 Total Other Revenues	47	51	44
10 Operating Expenses	(100)	(97)	(94)
11 <u>Insurance Losses</u>	<u>(17)</u>	<u>(17)</u>	<u>(15)</u>
12 Total Other Expenses	(117)	(114)	(109)
13 Pretax Earnings	\$42	\$78	\$39
14 Net Finance Receivables	\$2,968	\$2,808	\$2,559
15 Average Net Receivables	\$2,897	\$2,676	\$2,547
16 Yield	25.92%	25.57%	25.39%
17 Net Charge-Off Ratio ¹	4.03%	3.17%	3.18%
18 Delinquency Ratio	2.32%	1.92%	1.99%
19 Net Volume	\$767	\$900	\$660

Note: Consumer & Insurance are on a historical accounting basis (which is a basis of accounting other than U.S. GAAP).

(1) The net charge-off ratio for 1Q13 excludes \$14.5 million of additional charge-offs recorded in March 2013 related to our change in charge-off policy for personal loans. The net charge-off ratio for 2Q13 excludes \$25.4 million of recoveries on charged-off personal loans resulting from a sale of our charged-off finance receivables in June 2013.

Core: Acquisitions & Servicing Segment



(unaudited, in millions)	<u>3Q13</u>	<u>2Q13</u>
1 Finance Charges	\$163	\$167
2 Interest Expense	(22)	(25)
3 <u>Provision for Finance Receivable Losses</u>	<u>(61)</u>	<u>(18)</u>
4 Net Interest Income after Provision	80	124
5 Servicing Fees	10	2
6 Operating Expenses	(23)	(24)
7 <u>Servicing Expenses</u>	<u>(9)</u>	<u>(2)</u>
8 Total Other Expenses	(32)	(26)
9 Pretax Earnings	58	100
10 Less: Non-Controlling Interests	(30)	(54)
11 Pretax Earnings Attributable to SHI	\$28	\$46
12 Net Finance Receivables	\$2,654	\$2,818
13 Average Net Receivables	\$2,733	\$2,866
14 Unpaid Principal Balance (UPB)	\$3,490	\$3,619
15 Yield	23.78%	23.31%
16 Net Charge Off Ratio	8.59%	2.48%
17 Delinquency Ratio	7.45%	4.70%

Non-Core: Real Estate Segment (Historical)



(unaudited, in millions)	3Q13	2Q13	1Q13
1 Finance Charges	\$171	\$178	\$187
2 Interest Expense	(131)	(140)	(152)
3 Provision - TDR	(28)	(65)	(53)
4 Provision - Non-TDR	(15)	(10)	(22)
5 Net Interest Expense after Provision	(3)	(37)	(40)
6 Debt Repurchase / Repayment Loss	(17)	(20)	-
7 Other Income	(2)	2	(1)
8 Total Other Revenues	(19)	(18)	(1)
9 Operating Expenses	(22)	(20)	(21)
10 Pretax Loss	(\$44)	(\$75)	(\$62)
11 Net Finance Receivables	\$9,620	\$9,926	\$10,255
12 Average Net Receivables	\$9,769	\$10,087	\$10,404
13 TDR Net Finance Receivables	\$3,185	\$3,078	\$2,920
14 Loss Ratio ¹	2.07%	2.73%	1.93%
15 Delinquency Ratio	7.74%	7.47%	7.54%

Note: Real Estate is on a historical accounting basis (which is a basis of accounting other than U.S. GAAP).

(1) The loss ratio for 2Q13 excludes \$9.9 million of recoveries on charged-off real estate loans resulting from a sale of our charged-off finance receivables in June 2013.

Non-Core: Other (Historical)



(unaudited, in millions)	3Q13	2Q13	1Q13
1 Finance Charges	\$10	\$12	\$15
2 Interest Expense	(3)	(4)	(4)
3 <u>Provision for Finance Receivable Losses</u>	(3)	7	(1)
4 Net Interest Income after Provision	4	15	10
5 Investment Income	-	-	1
6 <u>Debt Repurchase / Repayment Loss</u>	(1)	-	-
7 Total Other Revenues	(1)	-	1
8 Operating Expenses	(7)	(7)	(14)
9 <u>Equity Compensation</u>	(131)	-	-
10 Total Other Expenses	(138)	(7)	(14)
11 Pretax Earnings (Loss)	(\$135)	\$8	(\$3)
12 Net Finance Receivables	\$198	\$244	\$287

Note: Other is on a historical accounting basis (which is a basis of accounting other than U.S. GAAP).

Reconciliation – Push-Down Accounting to Historical / Pretax Core Earnings



(unaudited, in millions)		3Q13	2Q13	1Q13	3Q12
1	Push-Down Accounting Pretax Earnings (Loss) ¹	(\$120)	\$84	(\$12)	(\$69)
2	Finance Charges	(52)	(52)	(52)	(51)
3	Interest Expense	33	36	34	59
4	Provision for Receivable Losses	14	7	1	179
5	Net Interest Income after Provision	(5)	(9)	(17)	187
6	Investment Income	1	2	2	2
7	Debt Repurchase / Repayment Gain (Loss)	14	(21)	-	22
8	Other Income	(0)	(1)	-	(10)
9	Total Other Revenues	15	(20)	2	14
10	Operating Expenses	1	1	1	6
11	Historical Pretax Earnings (Loss) ¹	(\$109)	\$57	(\$26)	\$138
Adjustments:					
12	Real Estate Segment Earnings	44	75	62	(115)
13	Other / Non-originating Legacy Operations	135	(8)	3	14
Core Operations:					
14	Debt Repurchase / Repayment Loss	3	2	-	(3)
15	Total Adjustments	182	69	65	(104)
16	Pretax Core Earnings ¹	\$73	\$126	\$39	\$34

(1) Pretax earnings attributable to Springleaf Holdings, Inc. (SHI), which excludes non-controlling interests.