

# OneMain Financial<sup>®</sup>

*Company Overview*

*February 2019*

# Important Information

*This document contains summarized information concerning OneMain Holdings, Inc. (the “Company”) and the Company’s business, operations, financial performance and trends. No representation is made that the information in this document is complete. For additional financial, statistical and business related information, see the Company’s most recent Annual Report on Form 10-K (“Form 10-K”) and Quarterly Reports on Form 10-Q (“Form 10-Qs”) filed with the U.S. Securities and Exchange Commission (the “SEC”), as well as the Company’s other reports filed with the SEC from time to time. Such reports are or will be available in the Investor Relations section of the Company’s website (<https://www.omf.com>) and the SEC’s website (<http://www.sec.gov>).*

## Cautionary Note Regarding Forward-Looking Statements

This document contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not statements of historical fact but instead represent only management’s current beliefs regarding future events. By their nature, forward-looking statements are subject to risks, uncertainties, assumptions and other important factors that may cause actual results, performance or achievements to differ materially from those expressed in 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 update or revise these forward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events or the non-occurrence of anticipated events, other than as required by law. Forward-looking statements include, without limitation, statements concerning future plans, objectives, goals, projections, strategies, events or performance, and underlying assumptions and other statements related thereto. Statements preceded by, followed by or that otherwise include the words “anticipates,” “appears,” “are likely,” “believes,” “estimates,” “expects,” “foresees,” “intends,” “plans,” “projects” and similar expressions or future or conditional verbs such as “would,” “should,” “could,” “may,” or “will,” are intended to identify forward-looking statements. Important factors that could cause actual results, performance or achievements to differ materially from those expressed in or implied by forward-looking statements include, without limitation, the following: adverse changes in general economic conditions, including the interest rate environment and the financial markets; risks related to the acquisition or sale of assets or businesses or the formation, termination or operation of joint ventures or other strategic alliances, including increased loan delinquencies or net charge-offs, integration or migration issues, increased costs of servicing, incomplete records, and retention of customers; our estimates of the allowance for finance receivable losses may not be adequate to absorb actual losses, causing our provision for finance receivable losses to increase, which would adversely affect our results of operations; increased levels of unemployment and personal bankruptcies; our strategy of increasing the proportion of secured loans may lead to declines in or slower growth in our personal loan receivables and portfolio yield; adverse changes in the rate at which we can collect or potentially sell our finance receivables portfolio; our decentralized branch loan approval process could expose us to greater than historical delinquencies and charge-offs; natural or accidental events such as earthquakes, hurricanes, tornadoes, fires, or floods affecting our customers, collateral, or branches or other operating facilities; war, acts of terrorism, riots, civil disruption, pandemics, disruptions in the operation of our information systems, or other events disrupting business or commerce; a failure in or breach of our operational or security systems or infrastructure or those of third parties, including as a result of cyber-attacks; or other cyber-related incidents involving the loss, theft or unauthorized disclosure of personally identifiable information, or “PII,” of our present or former customers; our credit risk scoring models may be inadequate to properly assess the risk of customer unwillingness or lack of capacity to repay; adverse changes in our ability to attract and retain employees or key executives to support our businesses; increased competition, lack of customer responsiveness to our distribution channels, an inability to make technological improvements, and the ability of our competitors to offer a more attractive range of personal loan products than we offer; changes in federal, state or local laws, regulations, or regulatory policies and practices that adversely affect our ability to conduct business or the manner in which we are permitted to conduct business, such as licensing requirements, pricing limitations or restrictions on the method of offering products, as well as changes that may result from increased regulatory scrutiny of the sub-prime lending industry, our use of third-party vendors and real estate loan servicing, or changes in corporate or individual income tax laws or regulations, including effects of the Tax Cuts and Jobs Act; risks associated with our insurance operations, including insurance claims that exceed our expectations or insurance losses that exceed our reserves; our ability to be unable to successfully implement our growth strategy for our consumer lending business or successfully acquire portfolios of personal loans; declines in collateral values or increases in actual or projected delinquencies or net charge-offs; potential liability relating to finance receivables which we have sold or securitized or may sell or securitize in the future if it is determined that there was a non-curable breach of a representation or warranty made in connection with such transactions; the costs and effects of any actual or alleged violations of any federal, state or local laws, rules or regulations, including any litigation associated therewith; the costs and effects of any fines, penalties, judgments, decrees, orders, inquiries, investigations, subpoenas, or enforcement or other proceedings of any governmental or quasi-governmental agency or authority and any litigation associated therewith; 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 comply with our debt covenants; our ability to generate sufficient cash to service all of our indebtedness; any material impairment or write-down of the value of our assets; the ownership of our common stock continues to be highly concentrated, which may prevent minority stockholders from influencing significant corporate decisions and may result in conflicts of interest; the effects of any downgrade of our debt ratings by credit rating agencies, which could have a negative impact on our cost of and/or access to capital; our substantial indebtedness, which could prevent us from meeting our obligations under our debt instruments and limit our ability to react to changes in the economy or our industry or our ability to incur additional borrowings; our ability to maintain sufficient capital levels in our regulated and unregulated subsidiaries; changes in accounting standards or tax policies and practices and the application of such new standards, policies and practices; management estimates and assumptions, including estimates and assumptions about future events, may prove to be incorrect; any failure to achieve the SpringCastle Portfolio performance requirements, which could, among other things, cause us to lose our loan servicing rights over the SpringCastle Portfolio; various risks relating to continued compliance with the Settlement Agreement with the U.S. Department of Justice; and other risks and uncertainties described in the “Risk Factors” and “Management’s Discussion and Analysis” sections of the Company’s most recent Form 10-K and Form 10-Qs filed with the SEC and in the Company’s other filings with the SEC from time to time.

If one or more of these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, our actual results may vary materially from what we may have expressed or implied by these forward-looking statements. You should specifically consider the factors identified in this document that could cause actual results to differ before making an investment decision to purchase our common stock and should not place undue reliance on any of our forward-looking statements. Furthermore, new risks and uncertainties arise from time to time, and it is impossible for us to predict those events or how they may affect us.

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# Important Information

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## *Use of Non-GAAP Financial Measures*

We report the operating results of Consumer and Insurance, Acquisitions and Servicing, and Other segments using the Segment Accounting Basis, which (i) reflects our allocation methodologies for certain costs, primarily interest expense, loan loss reserves, and acquisition costs, to reflect the manner in which we assess our business results and (ii) excludes the impact of applying purchase accounting (eliminates premiums/discounts on our finance receivables and long-term debt at acquisition, as well as the amortization/accretion in future periods). Consumer and Insurance adjusted pretax income (loss), Consumer and Insurance adjusted net income (loss), Consumer and Insurance adjusted earnings (loss) per diluted share, Acquisitions and Servicing adjusted pretax income (loss), and Other adjusted pretax income (loss) are key performance measures used by management in evaluating the performance of our business. Consumer and Insurance adjusted pretax income (loss), Acquisitions and Servicing adjusted pretax income (loss), and Other adjusted pretax income (loss) represent income (loss) before income taxes on a Segment Accounting Basis and excludes acquisition-related transaction and integration expenses, restructuring charges, net gain (loss) on sales of personal and real estate loans, net gain on sale of SpringCastle interests, SpringCastle transaction costs, losses resulting from repurchases and repayments of debt, debt refinance costs, net loss on liquidation of our United Kingdom subsidiary, non-cash incentive compensation, and income attributable to non-controlling interests. Management believes these non-GAAP financial measures are useful in assessing the profitability of our segments and uses these non-GAAP financial measures in evaluating our operating performance and as a performance goal under the Company's executive compensation programs. These non-GAAP financial measures should be considered supplemental to, but not as a substitute for or superior to, income (loss) before income taxes, net income, or other measures of financial performance prepared in accordance with GAAP. Please refer to the reconciliations in the appendix to this presentation for quantitative reconciliations of non-GAAP financial measures to their most directly comparable GAAP financial measures. Reconciliations of forward-looking non-GAAP financial measures to their most directly comparable GAAP financial measures are not included in this presentation because the most directly comparable GAAP financial measures are not available on a forward-looking basis without unreasonable effort.

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# Powerful model drives differentiated performance

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## 2018 Key Metrics\*

**1,600+**  
Branches

**\$12B**  
Originations

**2.4MM**  
Customer Accts

**\$16B**  
Net Receivables

**6.5%**  
Net Charge-offs

**4.5%**  
Return on Receivables

- ✓ **Leading Branch Network**  
Local presence supports deep customer relationships
- ✓ **Deep Market Expertise**  
100+ years of non-prime lending experience through economic cycles
- ✓ **Product Strategy**  
Loans and optional products tailored to address customer needs
- ✓ **Hybrid Business Model**  
Unique combination of branch, central and digital capabilities
- ✓ **Superior Credit Performance**  
Ability-to-pay underwriting, advanced analytics, and secured lending
- ✓ **Strong funding, capital, and liquidity**  
Diverse and balanced funding drives stability and resiliency

\*See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations.

# Differentiated business model drives shareholder value

## Consistent earnings generation

- Hybrid branch and central business model drives differentiated performance, with 4.5% C&I return on receivables\*
- Efficiency and economics of scale provide additional operating leverage opportunities

## Cycle-tested platform

- Disciplined underwriting and secured lending reduces volatility regardless of economic conditions
- Strong return on receivables and conservatively managed balance sheet

## Strong funding & liquidity profile

- Balanced, fixed-rate funding model, with staggered maturities and corporate ratings of Ba3 / BB- (Moody's / S&P)
- Liquidity runway of 24+ months<sup>(1)</sup> assuming no access to capital markets

## Balanced capital allocation

- Significant capital generation (25%+ ROTCE), creates opportunity to invest in organic growth, further de-leverage the balance sheet, and return capital
- Commenced first ever capital return program, with quarterly dividend of \$0.25/share

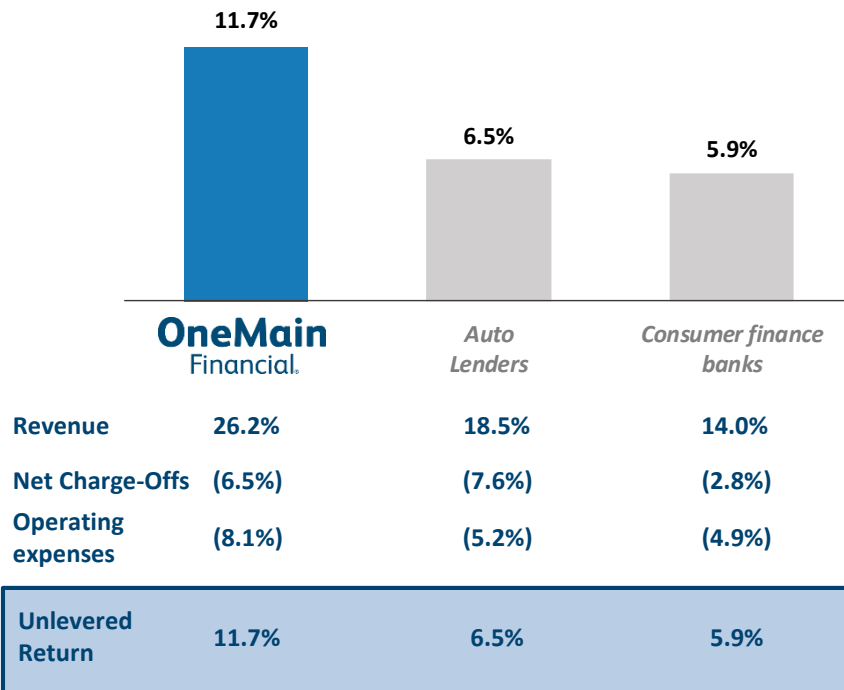
*\*See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations.*

*(1) Includes covering all future debt maturities and business expenses and receivables held flat to December 31, 2018.*

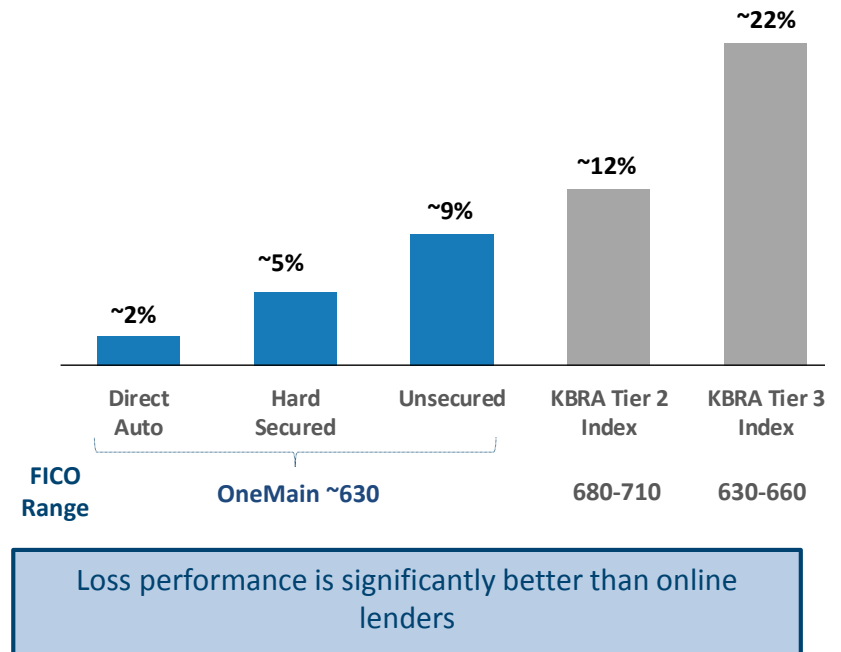
# Superior operating performance

*Operating performance driven by hybrid model, disciplined underwriting and secured lending focus*

## Returns vs. Other Lenders<sup>(1)</sup>



## Annual Net Charge Offs vs. Online Lenders<sup>(2)</sup>



Note: All data shown as a percent of average receivables.

(1) OMF reflects 2018 financial data, OMF revenue includes yield and net insurance revenue. Peer financial data reflects trailing twelve months as of September 2018. Auto lenders include CPSS, CACC, and SC; Consumer finance banks include ALLY, DFS, SYF, and COF.

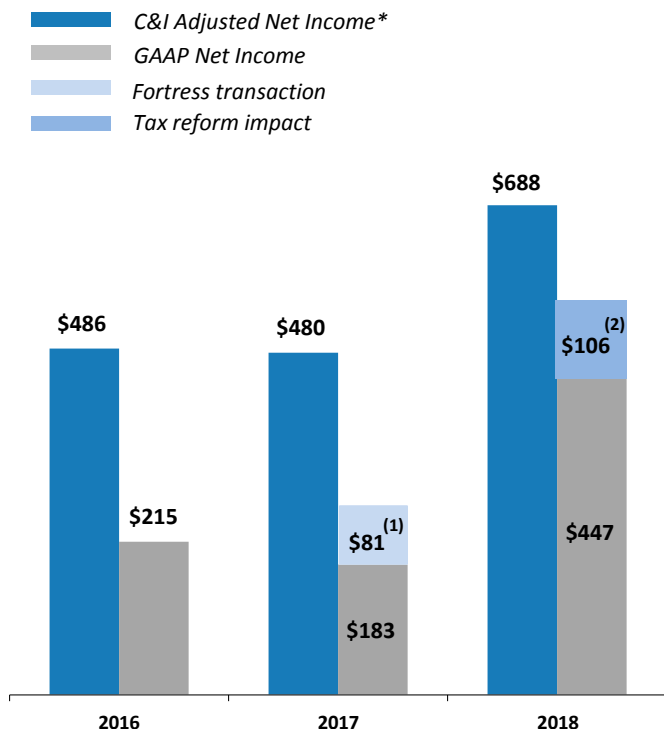
(2) Reflects 2018 KBRA Tier 2 and 3 Marketplace Consumer Loan Index performance. Tier 2 includes Prosper and LC prime and Tier 3 Avant and LC near-prime.

# Considerable earnings generation

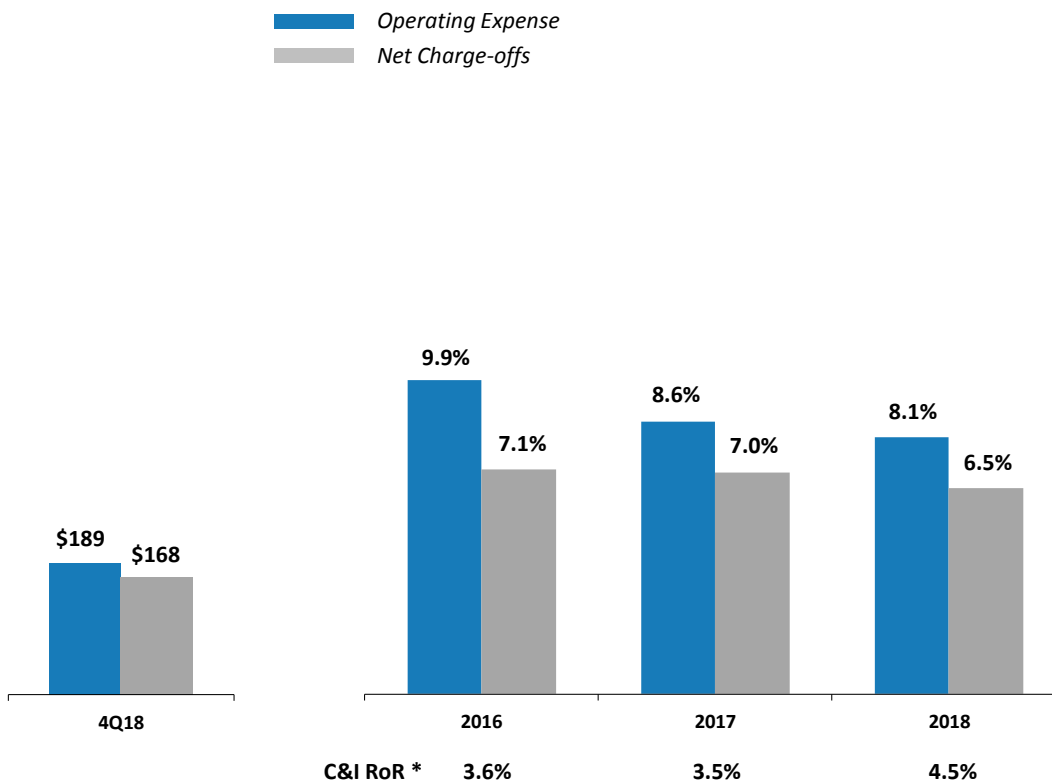
(\$ in millions)

## Improvement in GAAP earnings driven by operating performance

### 2016 – 2018 Trends



### 2016 – 2018 C&I\* Performance



\*See appendix reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations and see 4Q16 Earnings presentation for 2016 information.

(1) Reflects one-time impact associated with tax reform. See slide 13 of the 4Q17 Earnings presentation for more details.

(2) Incentive compensation expense associated with the Fortress transaction, this expense was non-cash, equity neutral and not tax deductible. See slide 13 of the 2Q18 Earnings presentation for more information.

# Enhancing profitability in the business

***Operating model, secured lending and operating efficiency have been major drivers of performance***

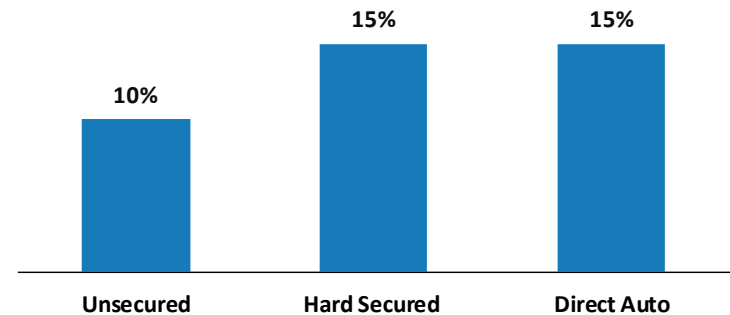
## Hybrid model drives differentiated performance....

- ✓ Local presence
- ✓ Deep customer relationships
- ✓ Ability-to-pay underwriting
- ✓ Product options
- ✓ Secured lending

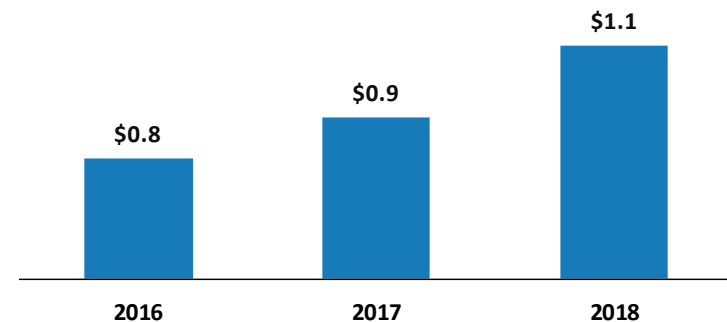
## ...with further opportunities to optimize the platform

- ✓ Enhance customer experience
- ✓ Portfolio optimization
- ✓ Technology investment
- ✓ Advanced analytics
- ✓ Drive efficiency

**Estimated Unlevered Returns**



**Secured mix up to 47% in 2018**



**2018 Profit per Branch<sup>(1)</sup> up 37% vs 2016**

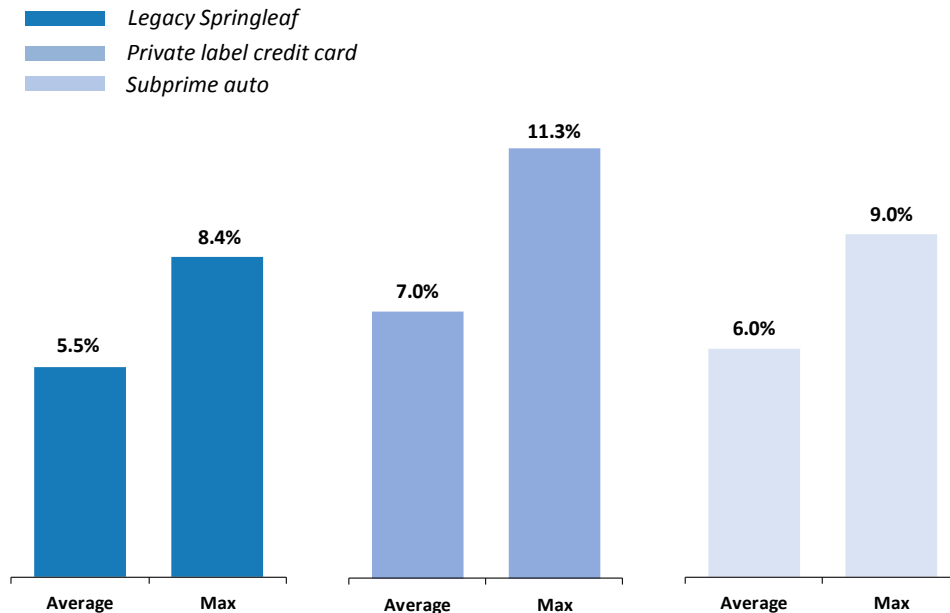
(1) \$ in millions, reflects pre-tax profit before interest expense and loan loss reserve changes.



# Deep experience with non-prime customers

*Unique understanding of the non-prime customer and secured lending strategy drives loss performance through economic cycles*

## 15 Year Historical Annual Charge-Offs<sup>(1)</sup>



## Hypothetical C&I\* Breakeven Scenario

*Return on receivables provides substantial cushion for losses through economic cycles*

	2018	Break-even
Revenue	26.2%	26.2%
<b>Net Charge-offs</b>	<b>(6.5%)</b>	<b>(12.6%)</b>
Operating Expenses	(8.1%)	(8.1%)
Interest Expense	(5.5%)	(5.5%)
<b>Return on Receivables</b>	<b>4.5%</b>	<b>0.0%<sup>(2)</sup></b>

\*See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations.

(1) JP Morgan Retail Card ABS monthly data – December 2017, S&P Subprime Auto Loan Index monthly data – through Dec. 2017, Springleaf C&I only.

(2) Excludes timing impacts of Loan Loss Reserve changes.

# Platform well-positioned for changing market conditions

	2009 Pro forma <sup>(1)</sup>	2018 Actual
Increased secured improved credit	Portfolio secured mix % <b>32%</b>	Portfolio secured mix % <b>47% with target of ~50%</b>
Growth impacts credit	2 yr CAGR* of unsecured portfolio <b>20%</b>	2 yr CAGR* of unsecured portfolio <b>0%</b>
Enhanced central servicing capabilities	<b>Virtually none</b>	<b>1,000+ Central Team Members focused on servicing and collections</b>
Increase in origination rates	APR on originations <b>24%</b>	APR on originations <b>27%</b>
Eliminated distraction of in-branch mortgage assets	Mortgage receivables <b>~\$20B</b>	Mortgage receivables <b>\$0</b>

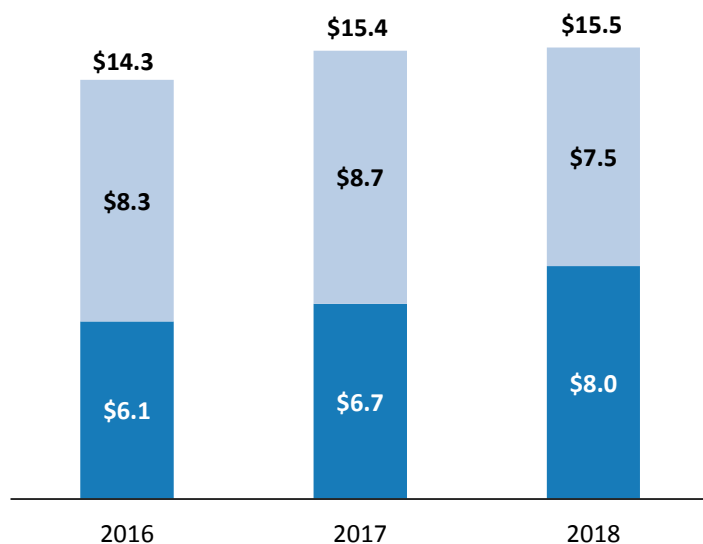
\*2009 reflects growth from 2006 – 2008 while 2018 reflects growth from 2016 - 2018.  
 (1) 2009 Pro forma reflects legacy Springleaf and legacy OMF combined.

# Strong funding profile

(\$ in billions unless otherwise noted)

## Interest Expense\* & Debt Mix <sup>(1)</sup>

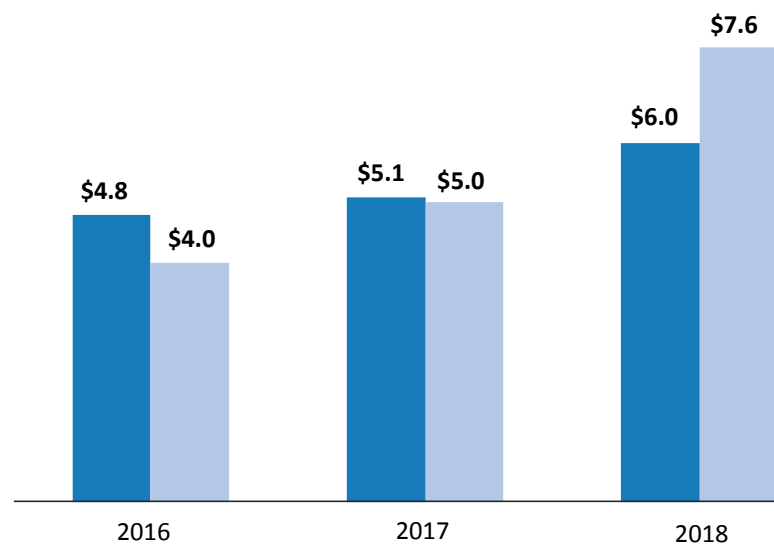
■ ABS  
■ Unsecured



Unsecured Debt Mix	42%	43%	52%
Interest Expense % <sup>*(2)</sup>	5.5%	5.5%	5.5%

## Liquidity Drivers

■ Undrawn Conduits  
■ Unencumbered Receivables



Unsecured Duration (yrs)	3.4	3.6	4.3
Corporate Rating <sup>(3)</sup>	B3 / B	B2 / B	Ba3 / BB-
ABS Rating <sup>(4)</sup>	A+	AA	AAA

\*See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations and see 4Q16 Earnings presentation for 2016 information.

(1) Reflects principal maturities at year end.

(2) C&I Interest expense\* / C&I Average Net Receivables\*.

(3) Reflects Moody's / S&P unsecured debt rating at year-end for 2016 and 2017, 2018 as of February 13, 2019.

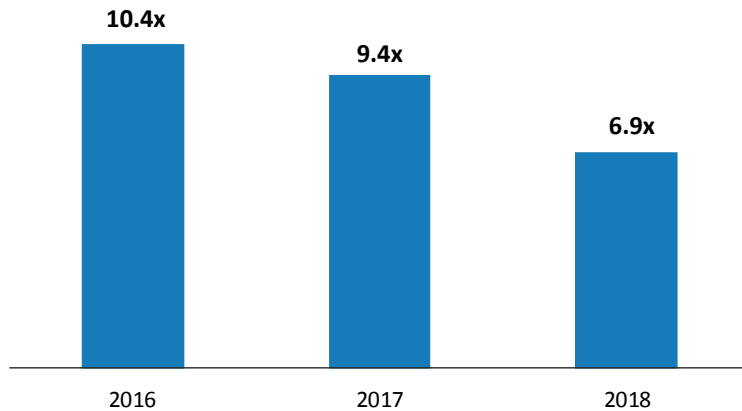
(4) Reflects S&P's rating of the Class A tranche of the final Personal Loan ABS issuance of each year.

# Strong balance sheet

(\$ in billions, except per share statistics)

## Capital

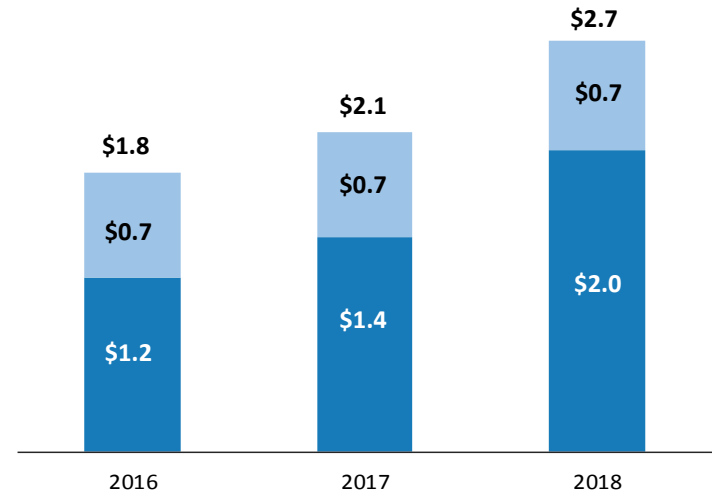
Tangible Leverage\*



TCE / TMA *	8.2%	9.0%	11.8%
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## Coverage Ratio <sup>(1)</sup>

Loan Loss Reserves  
Tangible Equity



Coverage Ratio <sup>(1)</sup>	1.9x	2.2x	2.7x
C&I RoR *	3.6%	3.5%	4.5%

\*See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations and see 4Q16 Earnings presentation for 2016 information.

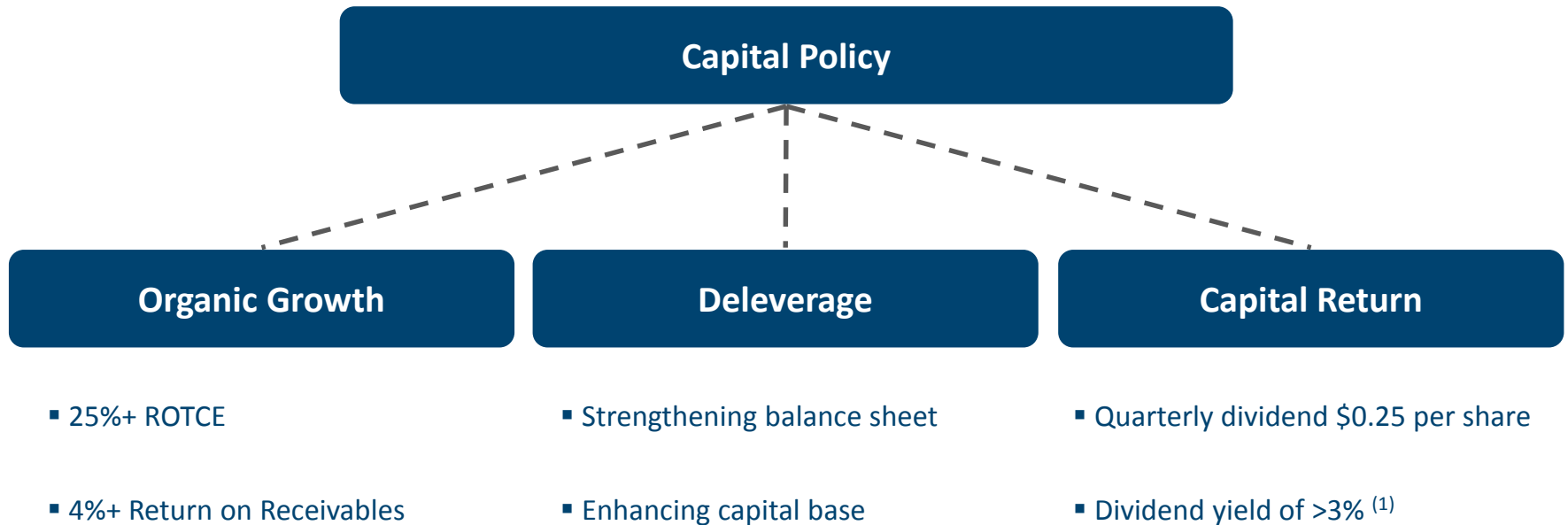
(1) Coverage Ratio = (Loan Loss Reserve plus Tangible Equity)/C&I Net Credit Losses.

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# 2019 Capital Policy

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*Investing in organic growth, strengthening our balance sheet, and providing capital returns to shareholders*



(1) Reflects February 8, 2019 closing share price of \$30.06.

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# Powerful model drives differentiated performance

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## Differentiated Business Model

- ✓ Unique combination of branch, central and digital capabilities
- ✓ Local presence supports deep customer relationships

## Superior Credit Performance

- ✓ Deep understanding of non-prime customer through economic cycles
- ✓ Ability-to-pay underwriting, advanced analytics, and secured lending

## Conservative Balance Sheet

- ✓ Balanced, fixed rate funding model with staggered maturities
- ✓ Liquidity runway of 24+ months<sup>(1)</sup> assuming no access to capital markets

## Operating Efficiency

- ✓ Expense discipline
- ✓ Economies of scale in the platform

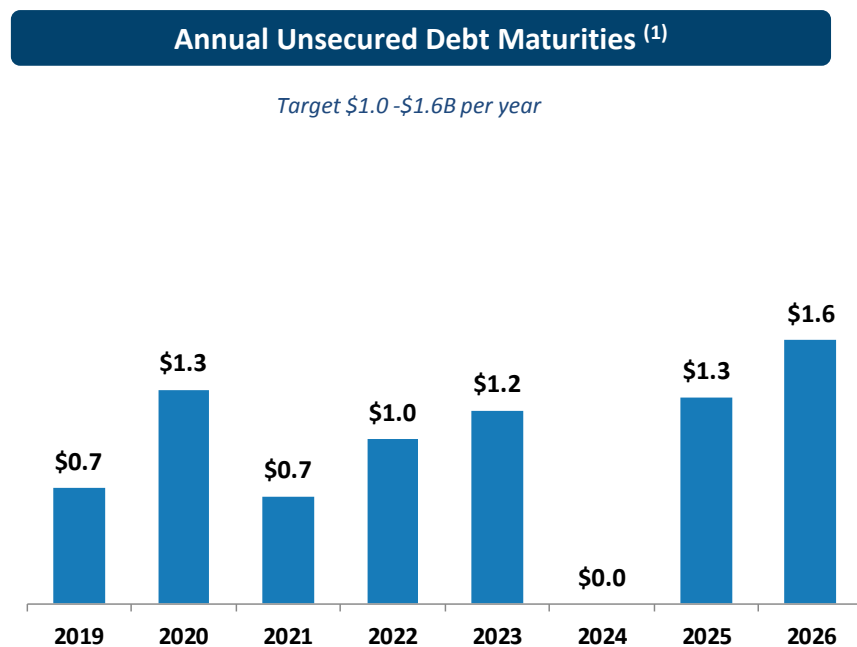
*(1) Includes covering all future debt maturities and business expenses and receivables held flat to December 31, 2018.*

# Appendix

# Funding and liquidity progress

(\$ in billions unless otherwise noted)

	12/31/2015	12/31/2018
<b>Asset-Backed Securities</b>		
▪ ABS Transactions	10	22
▪ Top ABS Rating	A+	AAA
▪ Direct Auto Program	No	Yes
▪ Class A Spreads	183bps	60bps
<b>Unsecured Debt <sup>(1)</sup></b>		
▪ Maturities (next 2 yrs)	\$2.3	\$2.0
▪ Average Coupon	6.8%	6.8%
▪ Average Duration	3.8 years	4.3 years
<b>Liquidity</b>		
▪ Conduit Lines	\$5.2	\$6.0
▪ Drawn Conduits	\$2.6	\$0.0
▪ Unencumbered Receivables	\$2.0	\$7.6
<b>Capital*</b>		
▪ Adj. Tangible Equity	\$1.0	\$2.2
▪ Tangible Leverage	17.4x	6.9x
▪ TCE / TMA	5.1%	11.8%



\*See appendix for reconciliations and disclosures required by Regulation G for Non-GAAP Financial Measures along with glossary of select calculations and see 4Q16 Earnings presentation for 2015 information.

(1) Reflects principal balances as of 12/31/18.



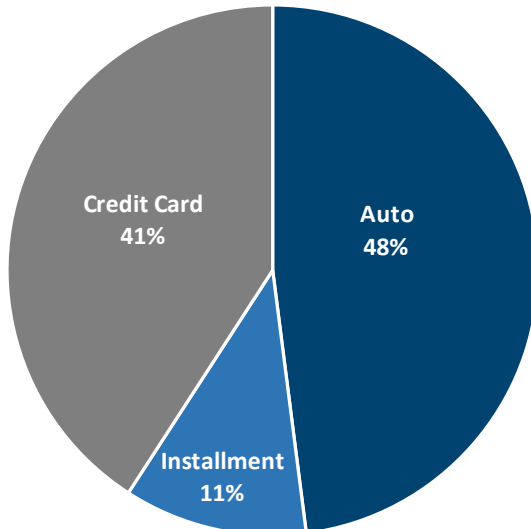
# Target market is large

~250MM Americans have a credit score <sup>(1,2)</sup>

**~50MM**  
Deep subprime  
Credit score: unscored - 550

**~100MM**  
Near prime  
Credit score: 550 - 700

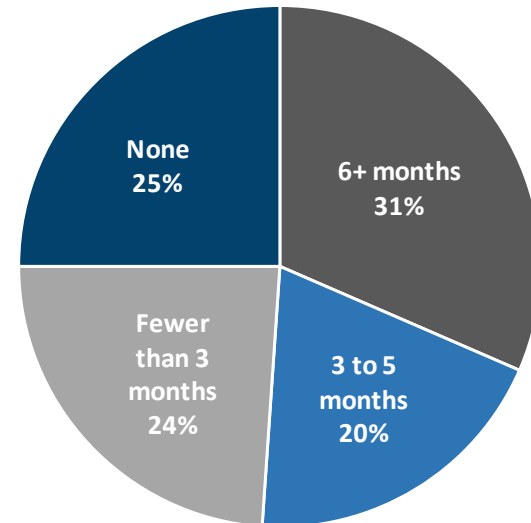
**~100MM**  
Prime & super prime  
Credit score: 700 - 850



Target market is ~100MM Americans, though not all have current credit needs or fit our credit box

Many Americans have little savings <sup>(3)</sup>

Americans' savings (months of living expenses)



Unexpected life events cause liquidity needs many Americans must borrow to satisfy

(1) Source: Experian; excludes borrowers who have opted out of allowing bureaus to share their information for marketing purposes.

(2) Source: Experian; expected target market based on OneMain internal analysis.

(3) Source: Bankrate: "Most Americans have inadequate savings, but they aren't sweating it"; June 2018; excludes participants who did not respond to survey.

# Typical customer is the average American

## Customer has stability in employment and residence

### Our customers...

#### OneMain borrower profile



**12 years**  
In same residence <sup>(1)</sup>



**50%**  
Homeowners <sup>(1)</sup>



**35%**  
College degree <sup>(2)</sup>



**90%** have checking account <sup>(2)</sup>

**75%** have credit card <sup>(2)</sup>

**50%** have auto loan <sup>(2)</sup>

### ...have stable credit attributes...



**\$45,000**  
Annual income <sup>(1)</sup>



**60%**  
Same job for 5+ years <sup>(1)</sup>

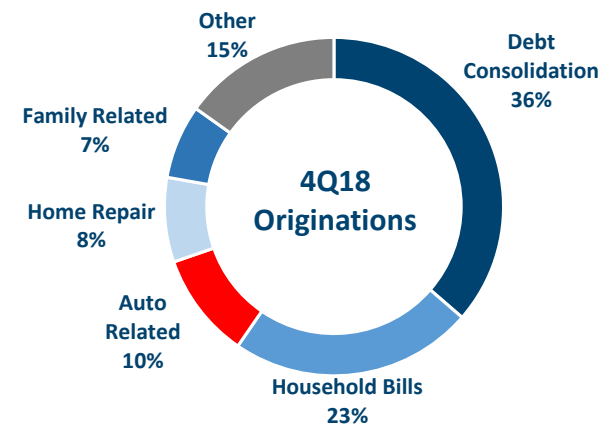


**Employed in stable industries** <sup>(2)</sup>

- Top 5 industries:
  - Healthcare
  - Manufacturing
  - Education
  - Financial services
  - Government

### ...and financial needs

#### Reasons new customers need a loan <sup>(2,3)</sup>



<sup>(1)</sup> Source: Internal Portfolio Data.

<sup>(2)</sup> Source: OneMain Financial New Customer Satisfaction Survey, Q4 2018.

<sup>(3)</sup> May not sum due to rounding.

# Multiple products for tailored solutions

*Customer needs, ability-to-pay, available collateral and risk grade determine the product*



**Unsecured  
Personal Loan <sup>(1)</sup>**



**Secured Personal Loan  
10+ year auto age <sup>(1)</sup>**



**Direct Auto Loan  
0–10 year auto age <sup>(1,2)</sup>**

Loan type	Personal loan without collateral	Personal loan collateralized by first lien on a 10+ year old vehicle	Personal loan collateralized by first lien on ≤10 year old vehicle
Avg. loan size	\$7k	\$8k	\$15k
Avg. APR	~29%	~28%	~21%
Avg. Term	53	54	55
Avg. Borr. Credit Score	635	613	633
Avg. Ann. Loss	~9%	~5%	~2%
% of FY2018 originations <sup>(3)</sup>	50%	26%	23%

**Secured lending expands customer reach, improves credit and drives stronger returns**

(1) Represents 2018 combined originations for OneMain Holdings, Inc. .

(2) Loans collateralized by 0-8 year old collateral are included in ODART securitizations.

(3) May not sum due to rounding.

# Consolidated Income Statements

(unaudited, \$ in millions, except per share statistics)	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Finance Charges	\$954	\$930	\$902	\$859	\$854	\$3,645	\$3,183
Finance Receivables Held for Sale Originated as Held for Investment	4	3	3	3	3	13	13
<b>Total Interest Income</b>	<b>958</b>	<b>933</b>	<b>905</b>	<b>862</b>	<b>857</b>	<b>3,658</b>	<b>3,196</b>
Interest Expense	(229)	(227)	(220)	(200)	(204)	(875)	(816)
Provision for Finance Receivables Losses	(278)	(256)	(260)	(254)	(231)	(1,048)	(955)
<b>Net Interest Income after Provision</b>	<b>451</b>	<b>450</b>	<b>425</b>	<b>408</b>	<b>422</b>	<b>1,735</b>	<b>1,425</b>
Insurance	111	106	107	105	106	429	420
Investment	16	18	19	13	15	66	73
Portfolio Servicing Fees from SpringCastle	7	8	8	9	10	33	40
Net Loss on Repurchases and Repayments of Debt	0	0	(7)	(1)	0	(9)	(29)
Net Gain on Sale of Real Estate Loans	18	0	0	0	0	18	0
Other <sup>(1)</sup>	1	12	13	11	15	37	56
<b>Total Other Revenues</b>	<b>153</b>	<b>144</b>	<b>140</b>	<b>137</b>	<b>146</b>	<b>574</b>	<b>560</b>
Operating Expenses <sup>(2)</sup>	(337)	(338)	(443)	(322)	(326)	(1,439)	(1,301)
Acquisition-Related Transaction and Integration Expenses	(6)	(9)	(28)	(10)	(10)	(54)	(69)
Insurance Policy Benefits and Claims	(47)	(48)	(51)	(45)	(45)	(192)	(184)
<b>Total Other Expenses</b>	<b>(390)</b>	<b>(395)</b>	<b>(522)</b>	<b>(377)</b>	<b>(381)</b>	<b>(1,685)</b>	<b>(1,554)</b>
<b>Pretax Income (Loss)</b>	<b>214</b>	<b>199</b>	<b>43</b>	<b>168</b>	<b>187</b>	<b>624</b>	<b>431</b>
Income Taxes <sup>(3)</sup>	(46)	(51)	(36)	(44)	(148)	(177)	(248)
<b>Net Income (Loss) Attributable to OneMain Holdings, Inc.</b>	<b>\$168</b>	<b>\$148</b>	<b>\$7</b>	<b>\$124</b>	<b>\$39</b>	<b>\$447</b>	<b>\$183</b>
Weighted Average Diluted Shares	136.2	136.1	136.0	135.9	135.9	136.0	135.7
Diluted EPS	\$1.24	\$1.09	\$0.05	\$0.91	\$0.29	\$3.29	\$1.35
Book value per basic share	\$27.97	\$26.80	\$25.69	\$24.93	\$24.22	\$27.97	\$24.22

Note: Full year may not sum due to rounding.

(1) 4Q18 and FY18 include the fair value impairment of the remaining loans in held for sale after the 4Q18 real estate loan sale.

(2) 2Q18 and FY18 include \$106 of incentive compensation expense associated with the Fortress transaction, this expense was non-cash, equity neutral and not tax deductible. See slide 13 of the 2Q18 Earnings presentation for more information.

(3) 4Q17 and FY17 include a one-time impact of tax reform. See slide 13 of the 4Q17 Earnings presentation for more information.

# Consolidated Balance Sheets

(unaudited, \$ in millions)	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17
Cash and Cash Equivalents	\$679	\$1,243	\$556	\$1,807	\$987
Investment Securities	1,694	1,707	1,720	1,706	1,697
Personal Loans	16,164	15,750	15,384	14,858	14,823
Other Receivables <sup>(1), (2)</sup>	0	0	124	129	134
<b>Net Finance Receivables</b>	<b>16,164</b>	<b>15,750</b>	<b>15,508</b>	<b>14,987</b>	<b>14,957</b>
Unearned Insurance Premium and Claim Reserves	(662)	(631)	(611)	(585)	(590)
Allowance for Finance Receivable Losses	(731)	(706)	(702)	(689)	(697)
<b>Net Finance Receivables, Less Unearned Insurance and Allowance</b>	<b>14,771</b>	<b>14,413</b>	<b>14,195</b>	<b>13,713</b>	<b>13,670</b>
Finance Receivables Held for Sale <sup>(2)</sup>	103	207	123	126	132
Restricted Cash and Cash Equivalents	499	495	587	679	498
Goodwill	1,422	1,422	1,422	1,422	1,422
Intangible Assets	388	398	409	428	440
Other Assets	534	583	628	586	587
<b>Total Assets</b>	<b>\$20,090</b>	<b>\$20,468</b>	<b>\$19,640</b>	<b>\$20,467</b>	<b>\$19,433</b>
Long-Term Debt	\$15,178	\$15,731	\$15,054	\$15,898	\$15,050
Insurance Claims and Policyholder Liabilities	685	689	690	728	737
Deferred and Accrued Taxes	45	24	3	72	45
Other Liabilities	383	384	404	387	323
<b>Total Liabilities</b>	<b>16,291</b>	<b>16,828</b>	<b>16,151</b>	<b>17,085</b>	<b>16,155</b>
Common Stock	1	1	1	1	1
Additional Paid-In Capital	1,681	1,678	1,674	1,563	1,560
Accumulated Other Comprehensive Income (Loss)	(34)	(22)	(21)	(12)	11
Retained Earnings	2,151	1,983	1,835	1,830	1,706
<b>Total Shareholders' Equity</b>	<b>3,799</b>	<b>3,640</b>	<b>3,489</b>	<b>3,382</b>	<b>3,278</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$20,090</b>	<b>\$20,468</b>	<b>\$19,640</b>	<b>\$20,467</b>	<b>\$19,433</b>

(1) In 1Q18, Retail Sales Finance and Real Estate Loans were combined in Other Receivables. Prior periods have been revised to conform to the new presentation.

(2) In 3Q18, Real Estate Loans were transferred from Other Receivables to Finance Receivables Held for Sale.

# Balance Sheet Metrics

(unaudited, \$ in millions)	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17
Total Assets	\$20,090	\$20,468	\$19,640	\$20,467	\$19,433
Less: Goodwill	(1,422)	(1,422)	(1,422)	(1,422)	(1,422)
Less: Other Intangible Assets	(388)	(398)	(409)	(428)	(440)
<b>Tangible Managed Assets</b>	<b>\$18,280</b>	<b>\$18,648</b>	<b>\$17,809</b>	<b>\$18,617</b>	<b>\$17,571</b>
Long-Term Debt	\$15,178	\$15,731	\$15,054	\$15,898	\$15,050
Less: Junior Subordinated Debt	(172)	(172)	(172)	(172)	(172)
<b>Adjusted Debt</b>	<b>\$15,006</b>	<b>\$15,559</b>	<b>\$14,882</b>	<b>\$15,726</b>	<b>\$14,878</b>
Total Shareholders' Equity	\$3,799	\$3,640	\$3,489	\$3,382	\$3,278
Less: Goodwill	(1,422)	(1,422)	(1,422)	(1,422)	(1,422)
Less: Other Intangible Assets	(388)	(398)	(409)	(428)	(440)
Plus: Junior Subordinated Debt	172	172	172	172	172
<b>Adjusted Tangible Common Equity</b>	<b>\$2,161</b>	<b>\$1,992</b>	<b>\$1,830</b>	<b>\$1,704</b>	<b>\$1,588</b>
<b>Adjusted Debt to Adjusted Tangible Common Equity (Tangible Leverage)</b>	<b>6.9x</b>	<b>7.8x</b>	<b>8.1x</b>	<b>9.2x</b>	<b>9.4x</b>
<b>Adjusted Tangible Common Equity to Tangible Managed Assets</b>	<b>11.8%</b>	<b>10.7%</b>	<b>10.3%</b>	<b>9.2%</b>	<b>9.0%</b>

# Reconciliation of Non-GAAP Measures

(unaudited, \$ in millions)	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Consumer & Insurance	\$234	\$226	\$154	\$174	\$219	\$787	\$676
Acquisition & Servicing	0	0	0	1	0	1	1
Other	(9)	(4)	(109)	(10)	(7)	(132)	(41)
Segment to GAAP Adjustment	(11)	(23)	(2)	3	(25)	(32)	(205)
<b>Income Before Income Taxes - GAAP basis</b>	<b>\$214</b>	<b>\$199</b>	<b>\$43</b>	<b>\$168</b>	<b>\$187</b>	<b>\$624</b>	<b>\$431</b>
Pretax Income (Loss) - Segment Accounting Basis	\$234	\$226	\$154	\$174	\$219	\$787	\$676
Net Loss on Repurchases, Repayments and Refinancing of Debt <sup>(1)</sup>	0	0	35	27	0	63	18
Acquisition-Related Transaction and Integration Expenses <sup>(1)</sup>	6	9	22	10	10	47	66
Restructuring Charges	8	0	0	0	0	8	0
<b>Consumer &amp; Insurance Adjusted Pretax Income (non-GAAP)</b>	<b>\$248</b>	<b>\$235</b>	<b>\$211</b>	<b>\$211</b>	<b>\$229</b>	<b>\$905</b>	<b>\$760</b>
Pretax Income (Loss) - Segment Accounting Basis	\$0	\$0	\$0	\$1	\$0	\$1	\$1
<b>Acquisitions &amp; Servicing Adjusted Pretax Income (non-GAAP)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>\$1</b>	<b>\$1</b>
Pretax Income (Loss) - Segment Accounting Basis	(\$9)	(\$4)	(\$109)	(\$10)	(\$7)	(\$132)	(\$41)
Net Loss on Sale of Real Estate Loans <sup>(2)</sup>	6	0	0	0	0	6	0
Acquisition-Related Transaction and Integration Expenses <sup>(1)</sup>	0	0	0	0	0	0	6
Fortress Transaction <sup>(3)</sup>	0	0	106	0	0	106	0
<b>Other Adjusted Pretax Income (Loss) (non-GAAP)</b>	<b>(\$3)</b>	<b>(\$4)</b>	<b>(\$3)</b>	<b>(\$10)</b>	<b>(\$7)</b>	<b>(\$20)</b>	<b>(\$35)</b>
Springleaf Debt Discount Accretion	(\$6)	(\$6)	(\$6)	(\$6)	(\$11)	(\$24)	(\$69)
OMFH LLR Provision Catch-up	(4)	(4)	(3)	(4)	(3)	(15)	(35)
OMFH Receivable Premium Amortization	(8)	(10)	(14)	(19)	(24)	(50)	(142)
OMFH Receivable Discount Accretion	4	4	4	10	16	22	56
Other	3	(7)	17	22	(3)	35	(15)
<b>Total Segment to GAAP Adjustment</b>	<b>(\$11)</b>	<b>(\$23)</b>	<b>(\$2)</b>	<b>\$3</b>	<b>(\$25)</b>	<b>(\$32)</b>	<b>(\$205)</b>
<b>Reconciling Items <sup>(4)</sup></b>	<b>(\$31)</b>	<b>(\$32)</b>	<b>(\$165)</b>	<b>(\$34)</b>	<b>(\$35)</b>	<b>(\$262)</b>	<b>(\$295)</b>

Note: Full year may not sum due to rounding.

(1) Amounts differ from those presented on "Consolidated Income Statements" slide as a result of purchase accounting adjustments that are not applicable on a Segment Accounting Basis.

(2) In 4Q18, the gain on the sale of the real estate loans sold has been combined with the resulting fair value impairment of the remaining loans in held for sale.

(3) Incentive compensation expense associated with the Fortress transaction, this expense was non-cash, equity neutral and not tax deductible. See slide 13 of the 2Q18 Earnings presentation for more information.

(4) Reconciling Items consist of Total Segment to GAAP Adjustment less the adjustments to Pretax Income (Loss) – Segment Accounting Basis as detailed above.

## Reconciliation of Non-GAAP Measures (continued)

(unaudited, \$ in millions)	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17
Consumer & Insurance	\$16,195	\$15,777	\$15,406	\$14,870	\$14,820
Acquisition & Servicing	0	0	0	0	0
Other <sup>(1)</sup>	0	0	131	136	142
Segment to GAAP Adjustment	(31)	(27)	(29)	(19)	(5)
<b>Net Finance Receivables - GAAP basis</b>	<b>\$16,164</b>	<b>\$15,750</b>	<b>\$15,508</b>	<b>\$14,987</b>	<b>\$14,957</b>
Consumer & Insurance	\$773	\$753	\$729	\$718	\$724
Acquisition & Servicing	0	0	0	0	0
Other <sup>(1)</sup>	0	0	30	32	35
Segment to GAAP Adjustment	(42)	(47)	(57)	(61)	(62)
<b>Allowance for Finance Receivable Losses - GAAP basis</b>	<b>\$731</b>	<b>\$706</b>	<b>\$702</b>	<b>\$689</b>	<b>\$697</b>

(1) In 3Q18, Real Estate Loans were transferred to Finance Receivables Held for Sale.



# Consumer & Insurance Segment (Non-GAAP)

(unaudited, \$ in millions, except per share statistics)

	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Interest Income	\$959	\$935	\$911	\$873	\$875	\$3,677	\$3,305
Interest Expense	(220)	(218)	(212)	(194)	(195)	(844)	(765)
Provision for Finance Receivables Losses	(275)	(253)	(261)	(258)	(245)	(1,047)	(963)
<b>Net Interest Income after Provision</b>	<b>464</b>	<b>464</b>	<b>438</b>	<b>421</b>	<b>435</b>	<b>1,786</b>	<b>1,577</b>
Insurance	111	106	107	105	106	429	420
Investment	16	21	20	14	18	71	88
Other	16	13	14	14	14	58	57
<b>Total Other Revenues</b>	<b>143</b>	<b>140</b>	<b>141</b>	<b>133</b>	<b>138</b>	<b>558</b>	<b>565</b>
Operating Expenses	(312)	(320)	(317)	(298)	(299)	(1,247)	(1,197)
Insurance Policy Benefits and Claims	(47)	(49)	(51)	(45)	(45)	(192)	(185)
<b>Total Other Expenses</b>	<b>(359)</b>	<b>(369)</b>	<b>(368)</b>	<b>(343)</b>	<b>(344)</b>	<b>(1,439)</b>	<b>(1,382)</b>
<b>Adjusted Pretax Income (non-GAAP)</b>	<b>248</b>	<b>235</b>	<b>211</b>	<b>211</b>	<b>229</b>	<b>905</b>	<b>760</b>
Income Taxes <sup>(1)</sup>	(59)	(56)	(51)	(51)	(85)	(217)	(280)
<b>Adjusted Net Income (non-GAAP)</b>	<b>\$189</b>	<b>\$179</b>	<b>\$160</b>	<b>\$160</b>	<b>\$144</b>	<b>\$688</b>	<b>\$480</b>
Weighted Average Diluted Shares	136.2	136.1	136.0	135.9	135.9	136.2	135.7
C&I Adjusted Diluted EPS	\$1.39	\$1.31	\$1.18	\$1.18	\$1.06	\$5.06	\$3.54
Net Finance Receivables	\$16,195	\$15,777	\$15,406	\$14,870	\$14,820	\$16,195	\$14,820
Average Net Receivables	\$15,994	\$15,619	\$15,130	\$14,860	\$14,589	\$15,401	\$13,860
Yield	23.8%	23.7%	24.1%	23.8%	23.8%	23.9%	23.8%
Origination Volume	\$3,268	\$2,899	\$3,216	\$2,540	\$3,133	\$11,923	\$10,537

Note: Consumer & Insurance is presented on an adjusted Segment Accounting Basis. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Full year may not sum due to rounding.

(1) Income taxes assume a 37% statutory tax rate for 2017 and 24% for 2018.

# Consumer & Insurance Segment Metrics (Non-GAAP)

(unaudited)	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Revenue <sup>(1)</sup>	26.4%	26.3%	26.4%	25.9%	26.5%	26.2%	26.6%
Net Charge-Off	(6.3%)	(5.8%)	(6.6%)	(7.2%)	(6.4%)	(6.5%)	(7.0%)
<b>Risk Adjusted Margin</b>	<b>20.1%</b>	<b>20.5%</b>	<b>19.8%</b>	<b>18.7%</b>	<b>20.1%</b>	<b>19.8%</b>	<b>19.6%</b>
Operating Expenses	(7.8%)	(8.2%)	(8.4%)	(8.0%)	(8.2%)	(8.1%)	(8.6%)
<b>Unlevered Return on Receivables</b>	<b>12.3%</b>	<b>12.3%</b>	<b>11.4%</b>	<b>10.7%</b>	<b>11.9%</b>	<b>11.7%</b>	<b>10.9%</b>
Interest Expense	(5.5%)	(5.6%)	(5.6%)	(5.2%)	(5.3%)	(5.5%)	(5.5%)
Change in Allowance	(0.5%)	(0.7%)	(0.3%)	0.2%	(0.2%)	(0.3%)	0.1%
Provision for Income Taxes <sup>(2)</sup>	(1.5%)	(1.4%)	(1.3%)	(1.4%)	(2.4%)	(1.4%)	(2.0%)
<b>Return on Receivables</b>	<b>4.7%</b>	<b>4.6%</b>	<b>4.2%</b>	<b>4.3%</b>	<b>4.0%</b>	<b>4.5%</b>	<b>3.5%</b>

Note: All income statement ratios are shown as a percentage of C&I average net finance receivables. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Ratios may not sum due to rounding.

(1) Revenue includes interest income on finance receivables plus other revenues less insurance policy benefits and claims.

(2) Income taxes assume a 37% statutory tax rate for 2017 and 24% for 2018.

# Consumer & Insurance Credit Metrics (Non-GAAP)

(unaudited, \$ in millions)

	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Gross Charge-Off	\$285	\$260	\$285	\$297	\$264	\$1,127	\$1,100
Gross Charge-Off Ratio	7.1%	6.6%	7.6%	8.1%	7.2%	7.3%	7.9%
Recovery	\$30	\$31	\$35	\$33	\$28	\$129	\$129
Recovery Ratio	0.8%	0.8%	0.9%	0.9%	0.8%	0.8%	0.9%
Net Charge-Off	\$255	\$229	\$250	\$264	\$236	\$998	\$971
Net Charge-Off Ratio	6.3%	5.8%	6.6%	7.2%	6.4%	6.5%	7.0%
30-89 Delinquency	\$393	\$369	\$328	\$310	\$362	\$393	\$362
30-89 Delinquency Ratio	2.4%	2.3%	2.1%	2.1%	2.4%	2.4%	2.4%
30+ Delinquency	\$758	\$691	\$621	\$648	\$701	\$758	\$701
30+ Delinquency Ratio	4.7%	4.4%	4.0%	4.4%	4.7%	4.7%	4.7%
60+ Delinquency	\$527	\$475	\$427	\$473	\$496	\$527	\$496
60+ Delinquency Ratio	3.3%	3.0%	2.8%	3.2%	3.4%	3.3%	3.4%
90+ Delinquency	\$365	\$322	\$293	\$338	\$339	\$365	\$339
90+ Delinquency Ratio	2.3%	2.0%	1.9%	2.3%	2.3%	2.3%	2.3%
Non-TDR Allowance	\$563	\$551	\$524	\$514	\$533	\$563	\$533
TDR Allowance	210	202	205	204	191	210	191
<b>Allowance<sup>(1)</sup></b>	<b>\$773</b>	<b>\$753</b>	<b>\$729</b>	<b>\$718</b>	<b>\$724</b>	<b>\$773</b>	<b>\$724</b>
Non-TDR Net Finance Receivables	\$15,640	\$15,253	\$14,899	\$14,370	\$14,339	\$15,640	\$14,339
TDR Net Finance Receivables	555	524	507	500	481	555	481
<b>Net Finance Receivables<sup>(1)</sup></b>	<b>\$16,195</b>	<b>\$15,777</b>	<b>\$15,406</b>	<b>\$14,870</b>	<b>\$14,820</b>	<b>\$16,195</b>	<b>\$14,820</b>
Non-TDR Allowance Ratio	3.6%	3.6%	3.5%	3.6%	3.7%	3.6%	3.7%
TDR Allowance Ratio	37.7%	38.6%	40.4%	40.8%	39.7%	37.7%	39.7%
<b>Allowance Ratio</b>	<b>4.8%</b>	<b>4.8%</b>	<b>4.7%</b>	<b>4.8%</b>	<b>4.9%</b>	<b>4.8%</b>	<b>4.9%</b>

Note: Delinquency ratios are calculated as a percentage of C&I ending net finance receivables. Charge-off and Recovery ratios are shown as a percentage of C&I average net finance receivables. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Income statement ratios may not sum due to rounding.

(1) For reconciliation to GAAP, see "Reconciliation of Non-GAAP Measures (continued)" slide.

# Acquisitions and Servicing Segment (Non-GAAP)

(unaudited, \$ in millions)	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Portfolio Servicing Fees from SpringCastle	\$7	\$8	\$8	\$9	\$10	\$33	\$40
Other	0	0	0	0	0	0	2
<b>Total Other Revenues</b>	<b>7</b>	<b>8</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>33</b>	<b>42</b>
Operating Expenses	(7)	(8)	(8)	(8)	(10)	(32)	(41)
<b>Total Other Expenses</b>	<b>(7)</b>	<b>(8)</b>	<b>(8)</b>	<b>(8)</b>	<b>(10)</b>	<b>(32)</b>	<b>(41)</b>
<b>Adjusted Pretax Income (non-GAAP)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>\$1</b>	<b>\$1</b>

Note: Acquisitions & Servicing is presented on an adjusted Segment Accounting Basis. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Full year may not sum due to rounding.

# Other (Non-GAAP)

(unaudited, \$ in millions)	4Q18	3Q18	2Q18	1Q18	4Q17	FY18	FY17
Finance Charges	\$0	\$2	\$3	\$3	\$3	\$7	\$12
Finance Receivables Held for Sale Originated as Held for Investment	4	2	2	2	2	10	11
Interest Expense	(4)	(4)	(5)	(5)	(5)	(17)	(21)
Provision for Finance Receivable Losses	0	0	3	2	0	5	(7)
<b>Net Interest Income (Loss) after Provision</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>5</b>	<b>(5)</b>
Other Revenues	1	1	0	(2)	3	0	3
Operating Expenses	(4)	(5)	(6)	(10)	(10)	(25)	(33)
<b>Adjusted Pretax Loss (Non-GAAP)</b>	<b>(\$3)</b>	<b>(\$4)</b>	<b>(\$3)</b>	<b>(\$10)</b>	<b>(\$7)</b>	<b>(\$20)</b>	<b>(\$35)</b>
Net Finance Receivables Held for Investment	0	0	131	136	142	0	142
Net Finance Receivables Held for Sale <sup>(1)</sup>	103	215	130	133	138	103	138
<b>Total Net Finance Receivables</b>	<b>\$103</b>	<b>\$215</b>	<b>\$261</b>	<b>\$269</b>	<b>\$280</b>	<b>\$103</b>	<b>\$280</b>

Note: Other is presented on an adjusted Segment Accounting Basis. See "Important Information" slide regarding Use of Non-GAAP Financial Measures. Full year may not sum due to rounding.

(1) In 3Q18, Real Estate Loans were transferred from Finance Receivables Held for Investment to Finance Receivables Held for Sale.

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# Glossary

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## Select Calculations:

- **Adjusted Debt** = Long-Term Debt – Junior Subordinated Debt
- **Adjusted Tangible Common Equity (TCE)** = Total Shareholders' Equity – Goodwill – Other Intangible Assets + Junior Subordinated Debt
- **C&I Adjusted Diluted EPS** = C&I Adjusted Net Income (Non-GAAP) / Weighted Average Diluted Shares
- **C&I Operating Expense Ratio** = Annualized C&I Operating Expenses / C&I Average Net Receivables
- **Other Net Revenue** = Other Revenues - Insurance Policy Benefits and Claims Expense
- **Return on Receivables** = Annualized C&I Adjusted Net Income / C&I Average Net Receivables
- **Tangible Leverage** = Adjusted Debt / Adjusted Tangible Common Equity
- **Tangible Managed Assets (TMA)** = Total Assets – Goodwill – Other Intangible Assets
- **TCE/TMA** = Adjusted Tangible Common Equity / Tangible Managed Assets