LendingClub

Third Quarter 2020 Results

November 4, 2020

Disclaimer

Some of the statements in this presentation, including statements regarding the ability and timing to satisfy the closing conditions for the Radius acquisition (including obtaining regulatory approval), our ability to effectuate and the effectiveness of certain strategy initiatives, borrower and investor demand, platform returns, anticipated future financial performance, the impact of the coronavirus and our ability to navigate the current economic environment are “forward-looking statements.” The words “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “outlook,” “plan,” “predict,” “project,” “will,” “would” and similar expressions may identify forward-looking statements, although not all forward-looking statements contain these identifying words. Factors that could cause actual results to differ materially from those contemplated by these forward-looking statements include: the outcomes of pending governmental investigations and pending or threatened litigation, which are inherently uncertain; the impact of management changes and the ability to continue to retain key personnel; our ability to achieve cost savings from restructurings; our ability to continue to attract and retain new and existing borrowers and investors; our ability to obtain or add bank functionality and a bank charter; competition; overall economic conditions; demand for the types of loans facilitated by us; default rates and those factors set forth in the section titled “Risk Factors” in our most recent Quarterly Report on Form 10-Q and Annual Report on Form 10-K, each as filed with the Securities and Exchange Commission, as well as our subsequent reports on Form 10-Q and 10-K each as filed with the Securities and Exchange Commission. We may not actually achieve the plans, intentions or expectations disclosed in forward-looking statements, and you should not place undue reliance on forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in forward-looking statements. We do not assume any obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

This presentation contains non-GAAP measures relating to our performance. We have included certain pro forma adjustments in our presentation of non-GAAP Operating Expenses, non-GAAP Sales and Marketing expense, non-GAAP Origination and Servicing expense, non-GAAP Engineering and Product Development expense, non-GAAP Other General and Administrative expense, non-GAAP Adjusted Net Income (Loss), non-GAAP Adjusted Earnings Per Diluted Share, non-GAAP Contribution, non-GAAP Contribution Margin, non-GAAP Adjusted EBITDA, non-GAAP Adjusted EBITDA Margin, and non-GAAP Net cash and other financial assets, and non-GAAP Adjusted Investor Fee Revenue. We believe these non-GAAP measures provide management and investors with useful supplemental information about the financial performance of our business, enable comparison of financial results between periods where certain items may vary independent of business performance, and enable comparison of our financial results with other public companies, many of which present similar non-GAAP financial measures.

These measures may be different from non-GAAP financial measures used by other companies. The presentation of this financial information, which is not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation of, or as a substitute for, the financial information prepared and presented in accordance with generally accepted accounting principles. You can find the reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures in the Appendix at the end of this presentation.

Information in this presentation is not an offer to sell securities or the solicitation of an offer to buy securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction.

2020 Updates & Approach

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Macroeconomic Backdrop

COVID-19 continues to have a negative impact on the economy, but borrowers remain resilient

Consumer credit has continued to hold up reasonably well despite continued job losses:

- Credit quality performing better than initial expectations across consumer credit categories
- Households entered the current recession with stronger balance sheets compared to 2008 and consumers have used their stimulus checks prudently
- Survey results indicate that consumers used 2/3 of stimulus checks either to pay down debt or to save
- Credit card spending and high-cost revolving credit have both declined year over year

Increased market liquidity in Q3:

- Credit spreads tightened as investors' comfort with consumer risk increased, leading to capital inflows and increased liquidity

Continued macroeconomic uncertainty driven by:

- An increase in COVID-19 cases in several states
- Lack of clarity on when an effective vaccine will become widely available
- Concerns about the timing, size and probability of another federal stimulus package
- Continued high jobless claims and potential for more losses pending direction of the virus

LendingClub Positioned Well Against Strategic Objectives

The Company continues to prepare for a bank charter, prudently managing risk to build cash and support strong investor returns in the face of economic uncertainty

- Moving to cash in preparation for acquisition
  - Cash and short-term securities of $465M in 3Q (up from $237M in 1Q which included $347M cash & short-term securities less revolver of $110M)
  - Reduced loan portfolio exposure to $270M (down from $940M in 1Q)
  - Reduced debt holdings related to loans and securities to $120M (excluding the revolver), down from $511M in 1Q
- Credit performance of portfolio continues to outperform expectations
  - Number of loans on hardship plans have come down from a peak of 12% in May to approximately 2%
  - Increasing pre-Covid vintage return projections to 4%, up 100bps from prior forecast of 3%
  - Increasing post-Covid vintage return projections to between 5% and 6%, up from prior forecast of 5%
- Investors returning to the platform and purchasing larger volumes
  - Top loan investors in 3Q increased purchases in the quarter and are continuing to increase order size in 4Q
- Pursuing measured growth with more stringent underwriting standards, higher pricing, limited use of LendingClub's balance sheet and a continued focus on existing members, who have lower acquisition costs and better credit performance

Executing Well Against 5 Guiding Principles

1 Keep Our Employees Safe

- Our employees have been working remotely since March with no plans to fully reopen the office at least until the summer of 2021

2 Preserve Liquidity

- Took actions to increase liquidity and reduce debt in order to maximize flexibility and to prepare for a streamlined acquisition and capitalization of Radius bank
- Increased Cash & Cash Equivalents at 9/30 to $445M from $338M as of 6/30, while reducing outstanding borrowings from $480M to $120M, over the same period
- Successfully maintained a strong liquidity position overall with an estimated Net liquidity balance of $593M at 9/30 compared to $554M as of 6/30 (*see appendix for details*)

3 Protect Investor Returns

- Most recent pre-COVID vintages outperforming expectations with returns now expected to be 4%, in line with our historical performance
- Post-COVID returns are also outperforming expectations, with anticipated returns of 5% to 6%

4 Support our Members

- Quickly rolled out deferral plans to help members
- Payment deferrals on loan units declining from a peak of 12% in May down to approximately 2% of loans
- Focused marketing efforts to reward existing members who demonstrated strong credit performance

5 Stay On Track for the Radius Acquisition

- We are continuing to make progress towards completing the acquisition; we have filed our official Y-3 application with the Federal Reserve, organized internal teams and are working closely with regulators (*see next page for details*)

Radius Acquisition and Integration Update

Deal economics and charter benefits remain compelling and we remain on track

Approach

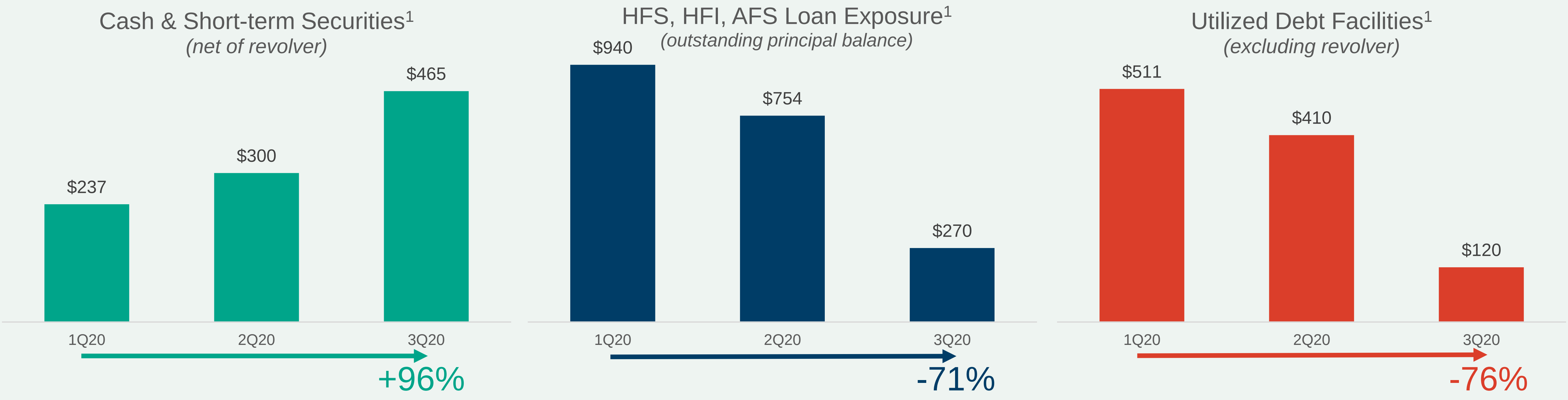
- Dedicated LC and Radius Executives tasked with integration oversight
- Established Integration Management Office team with daily cross-company engagement
- Dedicated functional integration teams comprised of LC and Radius business leaders with workstream Charters, Day 1 Workplans, and weekly status reporting

Accomplishments

- Have made appropriate regulatory filings including FR Y-3 Bank Holding Company Application with the Federal Reserve Board
- Rolled out integrated leadership team structure
- Conducted integration workstream Challenge Sessions and Day 1 Readiness Assessments
- Finalized Day 1 operating model strategy and future steady state capabilities
- Announced offering of High-yield Savings Founders Account to retail Note holders
- Regular cadence of communication from LC and Radius leadership at All-Hands Presentations and launch of monthly Integration Newsletters shared with LC and Radius teams

Building cash and reducing risk in preparation for acquisition

Improved liquidity position while reducing loan exposure and paying down debt



- **Cash & Securities:** Increased cash & securities to $465M as we paid down our debt facilities and returned to positive operating cash flows
- **HFS, HFI, AFS Loan Exposure:** Strategically reduced $670M of loan exposure through loan sales since 1Q20 (chart excludes retail notes and other structures that are consolidated on the balance sheet but carry no risk to the company)
- **Debt Facilities:** Fully paid off the $70M revolver and almost fully paid down our warehouse facilities

1) Please reference first appendix page for additional details, all dollars in millions

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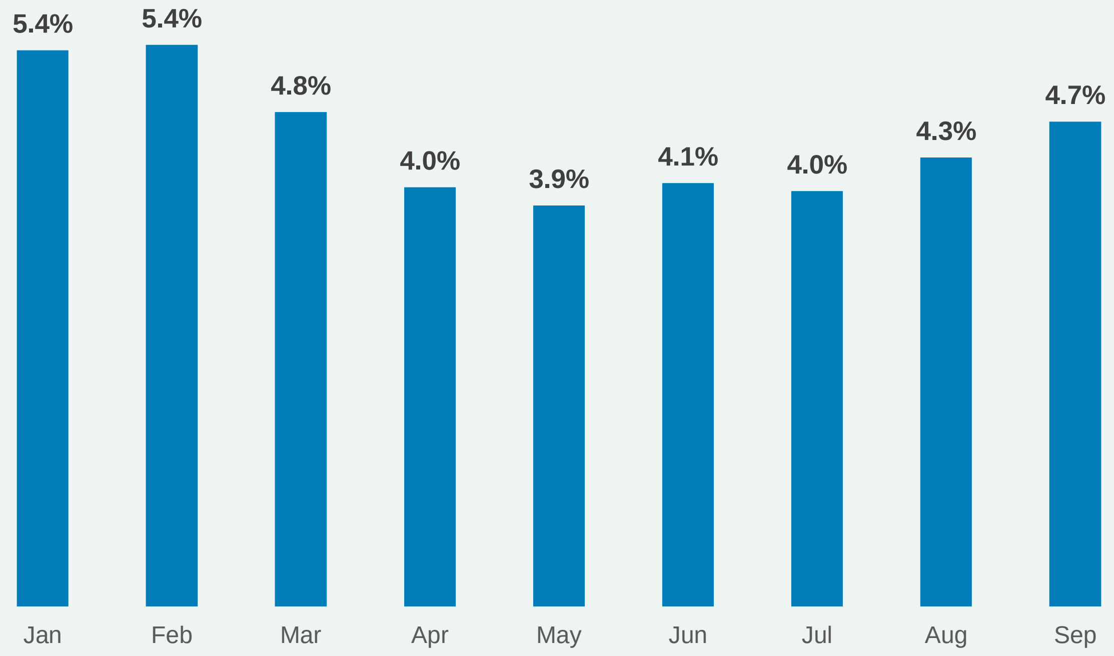
Loans Demonstrating Strong Performance

Lower delinquencies driving investor returns

Delinquency rates[1] for the personal loan portfolio continue to outperform pre-Covid levels, even as most hardship plans have come to an end



- Hardship usage has significantly declined from a peak of 12% in May to approximately 2% of the portfolio
- New requests for hardship plans are minimal and most are asking to make partial payments instead of full payment deferrals
- Strong performance continues despite unemployment benefits largely coming to an end in July
- Prepayment rates are in-line with our historical performance
- Continued tight underwriting standards on new issuance, with reduced offer rates, higher pricing and increased verification levels resulting in a 40% to 50% impact on pre-Covid loan volume levels
- Raising outlook on performance for new vintages to 5-6%, above historical portfolio returns

1) Chart represents number of personal loan units for loans which are one or more days past due as a percentage of total active personal loan units serviced by LendingClub

Our large and loyal base of existing members is a key competitive advantage

- We deliver loyalty building experiences that lead to long-term customer relationships and increase life-time value:
  - Affinity and convenience leads to increased preference for returning to LendingClub directly for future needs (lower cost of acquisition)
  - The rich set of data allows us to underwrite more effectively, leading to better credit performance

- Our member-focused strategy has increased loyalty and re-engagement:
  - Since 2015, the percentage of customers coming back for a 2nd or more loans from us within a 5-year timeframe has increased from ~30% to ~50%
  - These long-term relationships are disproportionately valuable; a returning customer who takes a second personal loan has 300%+ the lifetime value of a first-time customer who does not

- The power of this relationship was demonstrated in Q3, with loan volume primarily issued to existing members. This allowed us to support our customers while also optimizing for portfolio performance and financial efficiency, growing origination volumes 79% sequentially while maintaining flat marketing costs.

Near-Term Outlook

We expect our 4Q20 financial results to reflect the following trends:

- Maintaining high levels of liquidity with limited use of our balance sheet
    - Lower assets on the balance sheet resulting in lower net interest income
- Strong expense discipline
- Continued tight underwriting standards and increased interest rates as we monitor the environment
- Gradual resumption of paid marketing to acquire new members
- Increasing purchases from existing, returning, and new investors supporting improved loan sale pricing
- Growing loan origination volumes to increase approximately $300M, in line with 3Q sequential growth

3Q 2020 Results & Financial Metrics

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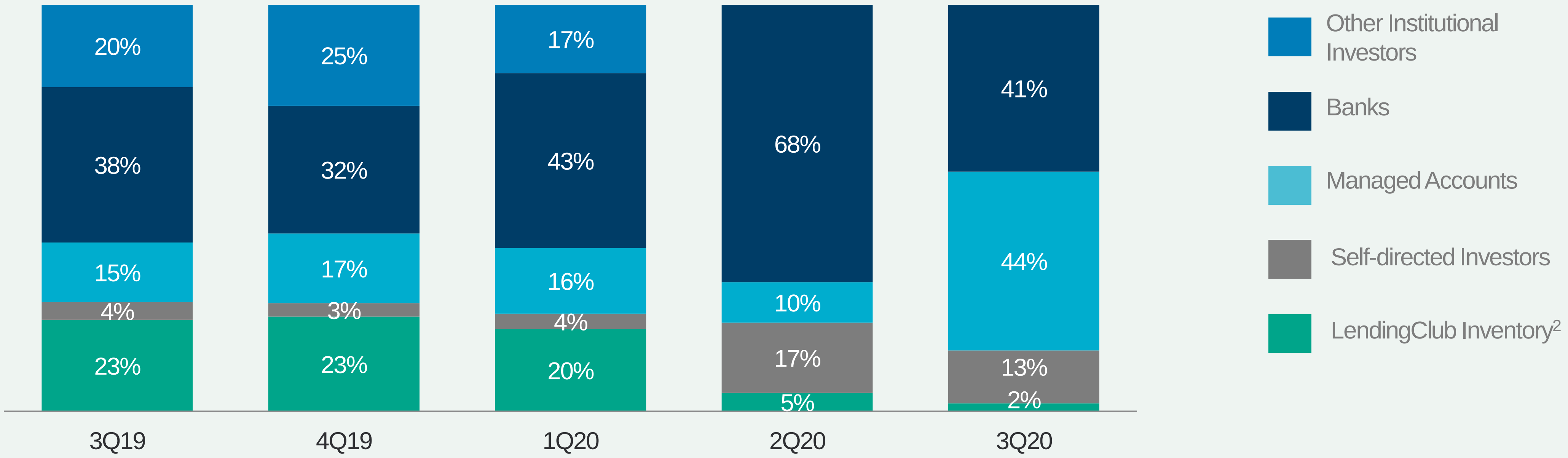
LendingClub Platform Investors

Limited use of balance sheet drove shift in investor mix

Platform Originations by Funding Source[1]

(As a % of total platform originations)



1) There may be differences between the sum of the quarterly results due to rounding.
2) LendingClub inventory reflects loans purchased or pending purchase by the Company during the period, excluding loans held by the Company through consolidated trusts, if applicable, and not yet sold as of the period end.

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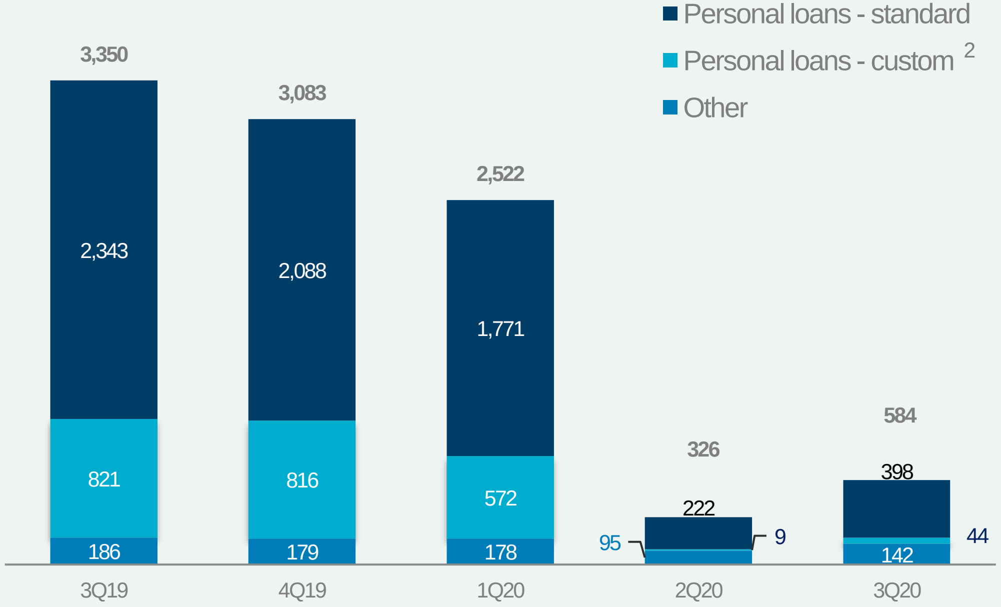
Loan Originations & Revenue

Origination volumes growing in-line with expectations

Quarterly Loan Originations[1]
($ in millions)

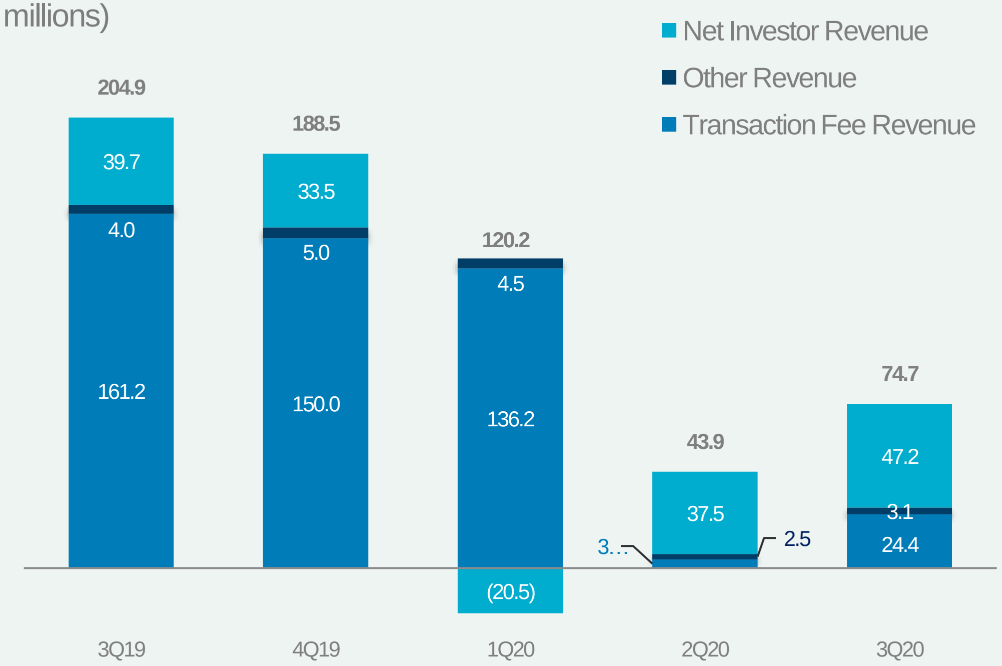


Growth (%)

QoQ	7%	(8%)	(18%)	(87%)	79%

1) There may be differences between the sum of the quarterly results due to rounding.
2) Includes loans made to near-prime and super-prime borrowers, as well as testing program originations.

Quarterly Total Net Revenue[1]
($ in millions)



Growth (%)

YoY	11%	4%	(31%)	(77%)	(64%)
Yield	6.12%	6.11%	4.77%	13.47%	12.79%

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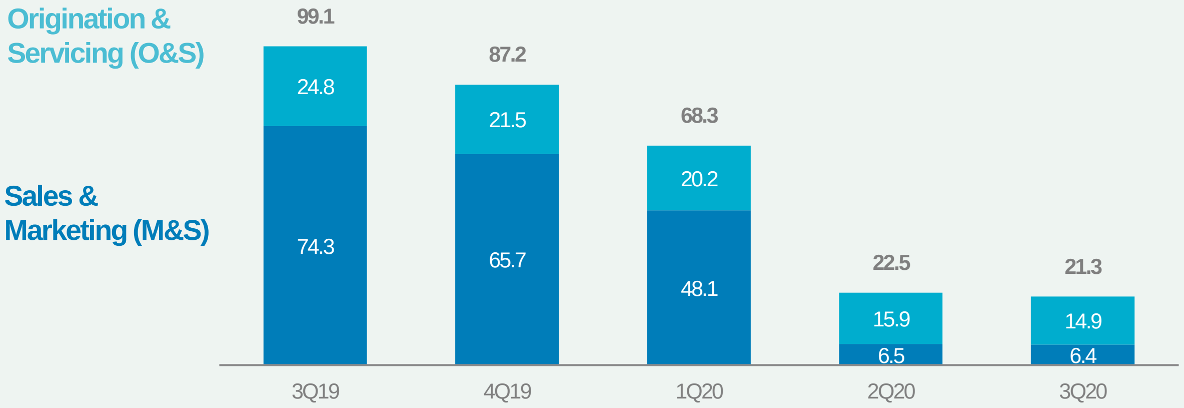
Contribution[2]

Record contribution margin driven by higher revenues, focused marketing to existing members, resized expense base, asset sales, and strong credit performance

Quarterly expenses impacting Contribution Margin[1]

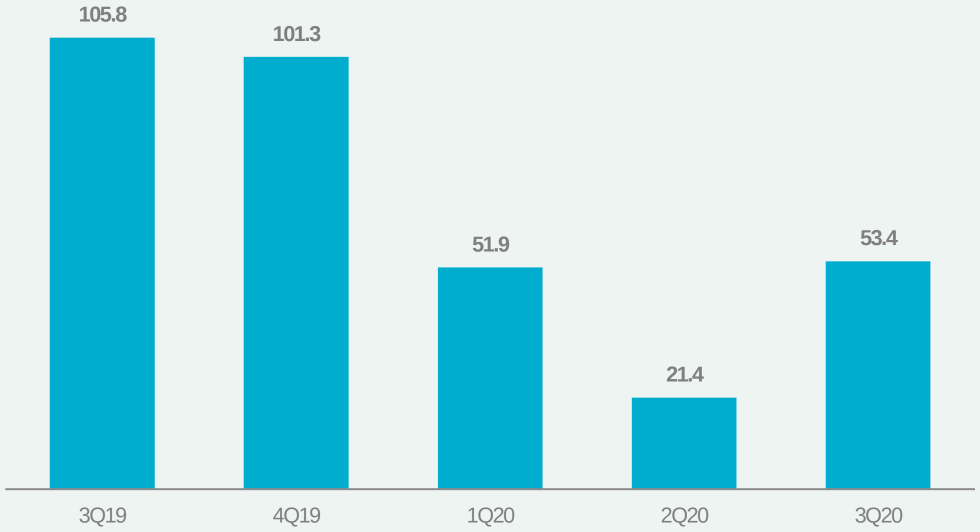
($ in millions)



	3Q19	4Q19	1Q20	2Q20	3Q20
O&S % of Originations	0.74%	0.70%	0.80%	4.89%	2.55%
M&S % of Originations	2.22%	2.13%	1.91%	2.01%	1.10%
Total % of Originations	2.96%	2.83%	2.71%	6.90%	3.65%
Total % of Revenues	48.4%	46.3%	56.8%	51.2%	28.5%

Quarterly Contribution Margin[1,2]

($ in millions)



	3Q19	4Q19	1Q20	2Q20	3Q20
Margin % of Revenue	51.6%	53.7%	43.2%	48.8%	**71.5%**

1) There may be differences between the sum of the quarterly results due to rounding.
2) Contribution is calculated as net revenue less "Sales and marketing" and "Origination and servicing" expenses on the Company's Statements of Operations, adjusted to exclude cost structure simplification, restructuring costs, other items (related to one-time expenses resulting from COVID-19) and non-cash stock-based compensation expenses within these captions and income or loss attributable to noncontrolling interests. Contribution Margin is a non-GAAP financial measure calculated by dividing Contribution by total net revenue. See Appendix for a reconciliation of this non-GAAP measure.

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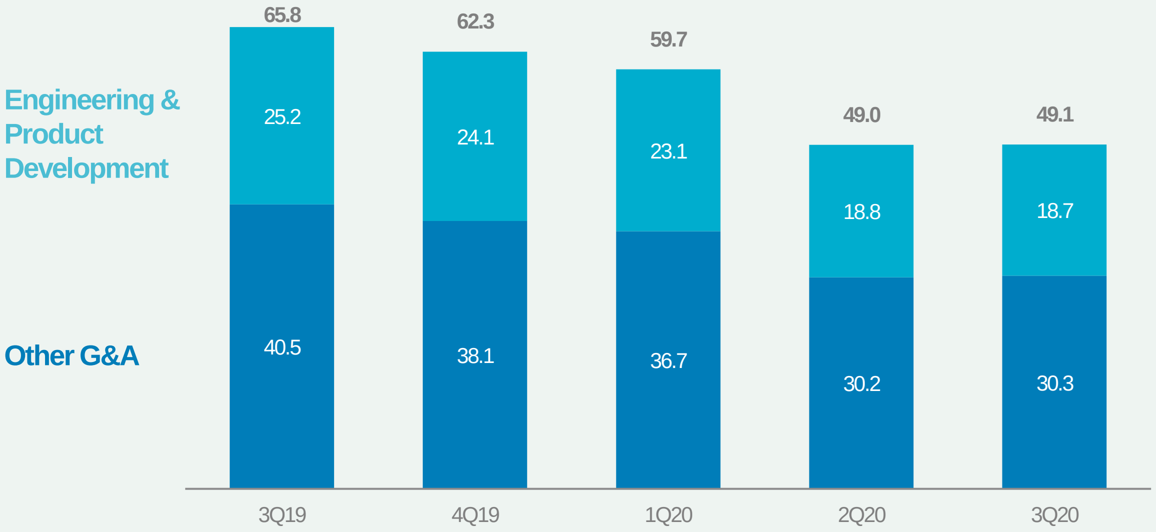
Adjusted EBITDA Margin[2]

Achieved positive Adjusted EBITDA driven by record contribution margin

Quarterly Expenses impacting Adjusted EBITDA Margin[1]

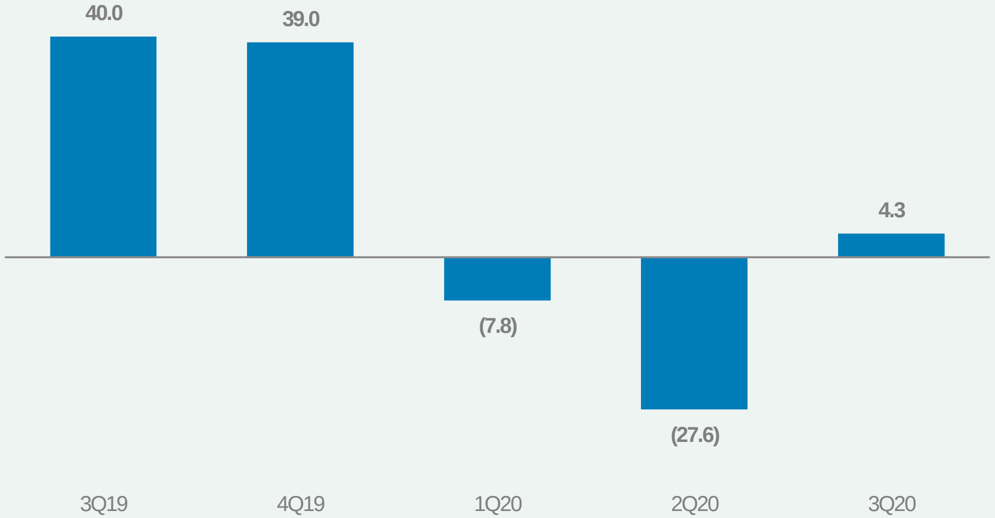
($ in millions)



	3Q19	4Q19	1Q20	2Q20	3Q20
Eng. & PD (% of Rev.)	12.3%	12.8%	19.2%	43.0%	25.1%
Other G&A (% of Rev.)	19.8%	20.2%	30.5%	68.5%	40.5%
Total % of Revenue	32.1%	33.0%	49.7%	111.5%	65.5%

Quarterly Adjusted EBITDA[1, 2]

($ in millions)

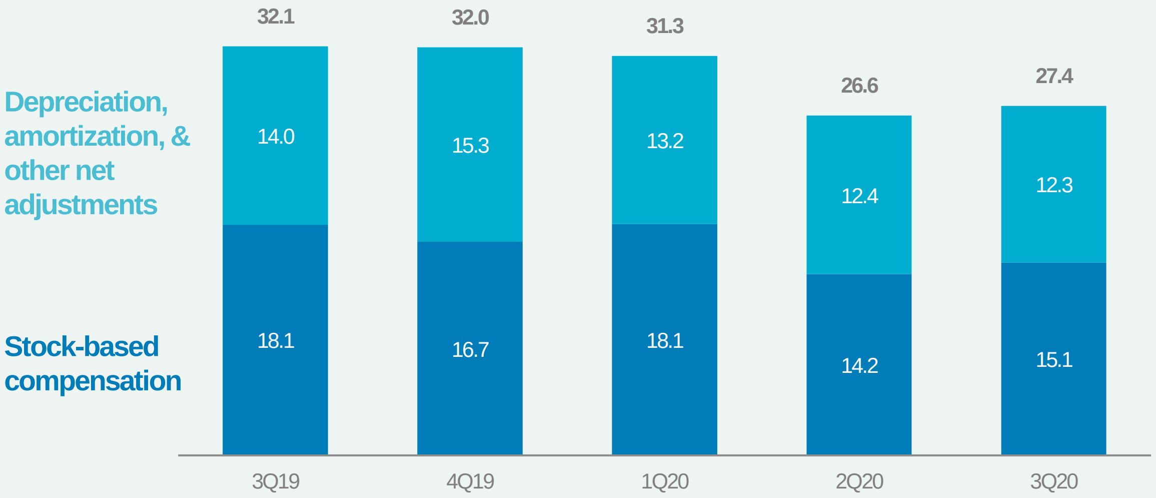


	3Q19	4Q19	1Q20	2Q20	3Q20
Margin % of Revenue	19.5%	20.7%	(6.5%)	(63.0%)	5.8%

1) There may be differences between the sum of the quarterly results due to rounding.
2) Adjusted EBITDA is a non-GAAP financial measure defined as net income (loss) attributable to LendingClub adjusted to exclude (1) cost structure simplification expense, (2) goodwill impairment, (3) legal, regulatory and other expense related to legacy issues, (4) acquisition and related expenses, (5) restructuring costs, (6) other items, (7) depreciation, impairment and amortization expense, (8) stock-based compensation expense, and (9) income tax expense (benefit). Adjusted EBITDA Margin is a non-GAAP financial measure calculated by dividing Adjusted EBITDA by total net revenue.

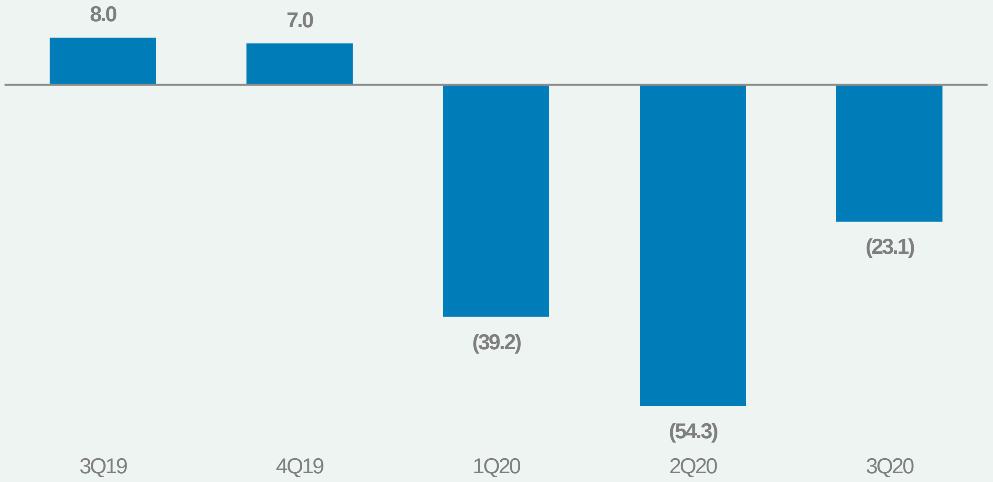
Adjusted Net Income (Loss)[2]

Quarterly Expenses impacting Adjusted Net Income (Loss)[1]
($ in millions)



	3Q19	4Q19	1Q20	2Q20	3Q20
D&A + other (% of Rev.)	6.8%	8.1%	11.0%	28.4%	16.4%
SBC (% of Rev.)	8.8%	8.9%	15.1%	32.4%	20.2%
Total % of Revenue	15.7%	17.0%	26.1%	60.8%	36.7%

Quarterly Adjusted Net Income (Loss)[1, 2]
($ in millions)



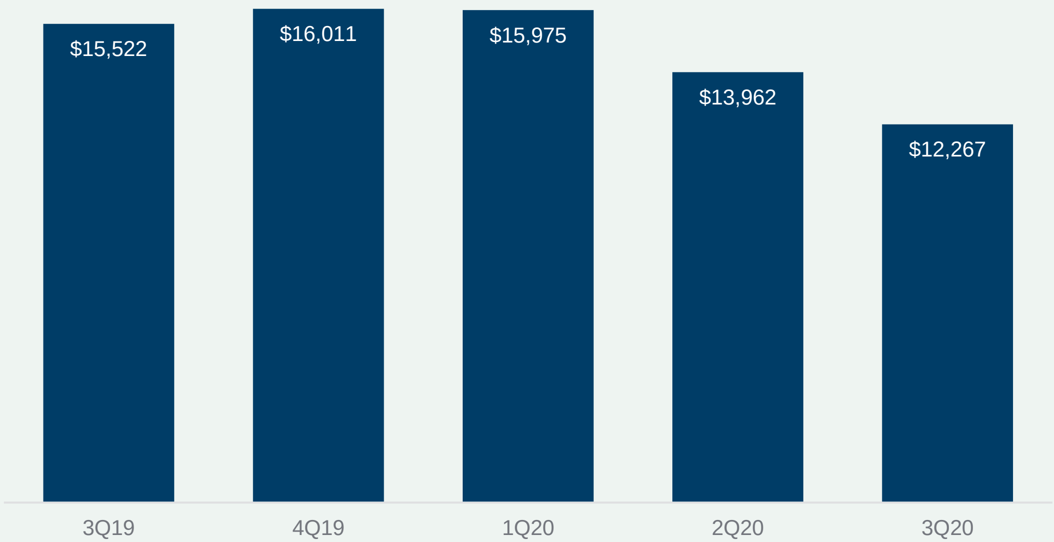
	3Q19	4Q19	1Q20	2Q20	3Q20
Margin % of Revenue	3.9%	3.7%	(32.6%)	(123.7%)	(30.9%)

1) There may be differences between the sum of the quarterly results due to rounding.
2) Adjusted Net Income (Loss) is a non-GAAP financial measure defined as net income (loss) attributable to LendingClub adjusted to exclude certain items that are either non-recurring, do not contribute directly to management's evaluation of its operating results, or non-cash items, such as (1) expenses related to our cost structure simplification, (2) goodwill impairment, (3) legal, regulatory and other expense related to legacy issues, and (4) acquisition and related expenses, (5) restructuring costs and (6) other items, net of tax.

$12B servicing portfolio drove +$39M in cash from investor fees in 3Q20

Servicing Portfolio Balance[1]

($ in millions)

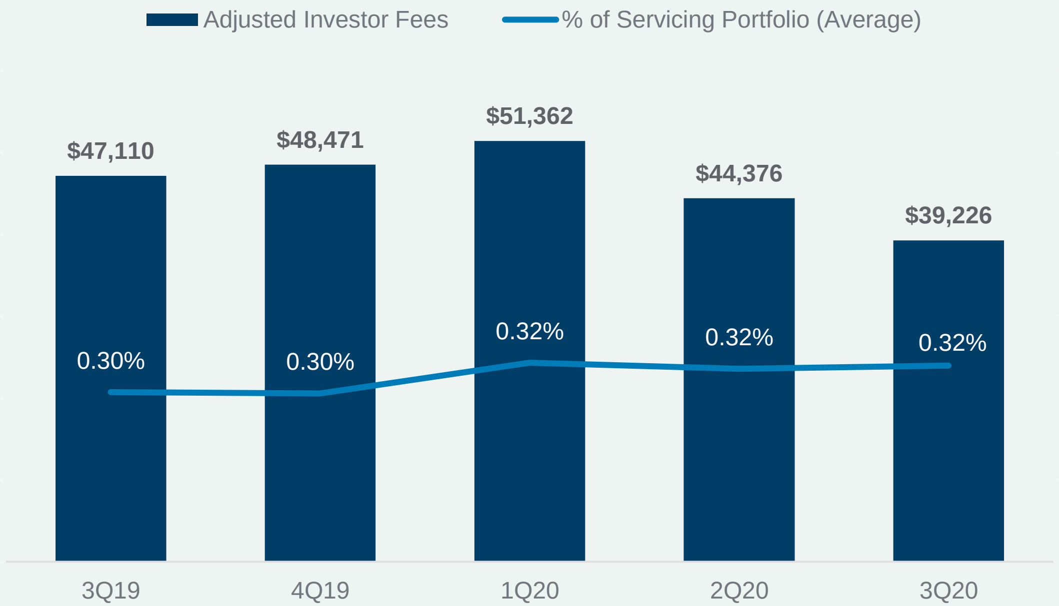


Growth (%)

YoY	17%	16%	13%	(6%)	(21%)

Adjusted Investor Fee Revenue[2]

($ in thousands)



YoY	23%	22%	20%	0%	(17%)

1) Servicing Portfolio Balance represents outstanding principal balance of loans that we serviced at the end of the periods indicated, and financed with notes, certificates & secured borrowings, and whole loans sold (including loans invested in by the Company).
2) Adjusted Investor Fee Revenue is a non-GAAP financial measure that excludes the impact of changes in fair value of our servicing asset/liability over the life of the loan.

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Appendix:
Financial Reconciliations

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Strong liquidity position

Maintaining strong cash and liquidity to maximize flexibility and prepare for bank capitalization

	LendingClub Exposure & Liquidity as of : 9/30/20 vs. 6/30/20					
Assets & Liabilities ($MM)[6]	**Cash & Cash Equivalents[1]**	**AFS – Securities[2]**	**AFS – Retained Interest[2]**	**Loans Held for Sale[3]**	**Loans Held for Investment[4]**	**Total**
Fair Value (on balance sheet)	$445 vs. $338	$20 vs. $32	$168[5] vs. $190	$70[5] vs. $469	$11[5] vs. $5	$714 vs. $1,034
Outstanding Principal Balance	n/a	n/a	$173 vs. $205	$85 vs. $541	$12 vs. $8	
Fair Value Carrying Amount	n/a	n/a	*97.2% vs. 92.6%*	*81.8% vs. 88.3%*	*92.4% vs. 64.9%*	
Related Debt Facilities	$0 vs. ($70)	$0	($102) vs. ($115)	($18) vs. ($295)	$0	($120) vs. ($480)
Type of Debt Facilities (see next pg.)	*Revolver*		*2 Repo Lines/1 Term Loan*	*1 Warehouse Line*		
Estimated Net Liquidity (at FV)	**$445 vs. $268**	**$20 vs. $32**	**$66 vs. $75**	**$51 vs. $174**	**$11 vs. $5**	**$593 vs. $554**

Asset Detail	Definition
Cash & Cash Equivalents[1]	Institutional money market funds, interest-bearing deposit accounts at investment grade financial institutions, certificates of deposit, and commercial paper
AFS – Securities[2]	Corporate debt securities, commercial paper, other ABS, and certificates of deposit; subset of Securities available for sale on the balance sheet of $187.4M as of 9/30/20
AFS – Retained Interest[2]	Asset-backed securities related to our Structured Program transactions; subset of Securities available for sale on the balance sheet of $187.4M as of 9/30/20
Loans Held for Sale[3]	Subset of Loans held for sale by the Company at fair value on the balance sheet of $180.8M as of 9/30/20; $106.1M of loans held for sale were held in consolidated Structured Program transactions with the risk of any losses held by third parties; please refer to page 15 of the earnings release for more detail.
Loans Held for Investment[4]	Subset of Loans held for investment by the Company on the balance sheet of $59.1M as of 9/30/20; $53.3M of loans held for investment were held in consolidated Structured Program transactions with the risk of any losses held by third parties; please refer to page 15 of the earnings release for more detail

5) Fair value of level 3 assets determined using internal loan valuation models using estimates of future credit and prepayment estimates and liquidity premiums as of the balance sheet date
6) There may be differences between the sum of the quarterly results due to rounding.

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GAAP to Non-GAAP Reconciliation: Operating Expenses

	Year Ended Dec. 31,		Three Months Ended								Nine Months Ended	
(in thousands, except percentages) (unaudited)	2018	2019	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	3Q19	3Q20
Total net revenue	**$ 694,812**	**$ 758,607**	**$ 181,521**	**$ 174,418**	**$ 190,807**	**$ 204,896**	**$ 188,486**	**$ 120,206**	**$ 43,869**	**$ 74,713**	**$ 365,225**	**$ 238,788**
GAAP sales and marketing	$ 268,517	$ 279,423	$ 68,353	$ 66,623	$ 69,323	$ 76,255	$ 67,222	$ 49,784	$ 8,723	$ 7,201	$ 135,946	$ 65,708
Stock-based compensation expense	7,362	6,095	1,688	1,571	1,540	1,505	1,479	1,663	731	880	3,111	3,274
Cost structure simplification expense (1)	131	1,410	131	468	445	454	43	31	—	—	913	31
Restructuring costs (2)	—	—	—	—	—	—	—	—	1,379	(108)	—	1,271
Other items (3)	—	—	—	—	—	—	—	—	80	—	—	80
Non-GAAP sales and marketing	**$ 261,024**	**$ 271,918**	**$ 66,534**	**$ 64,584**	**$ 67,338**	**$ 74,296**	**$ 65,700**	**$ 48,090**	**$ 6,533**	**$ 6,429**	**$ 131,922**	**$ 61,052**
% Total net revenue	*37.6%*	*35.8%*	*36.7%*	*37.0%*	*35.3%*	*36.3%*	*34.9%*	*40.0%*	*14.9%*	*8.6%*	*36.1%*	*25.6%*
GAAP origination and servicing	$ 99,376	$ 103,403	$ 25,707	$ 28,273	$ 24,931	$ 27,996	$ 22,203	$ 20,994	$ 17,830	$ 15,595	$ 53,204	$ 54,419
Stock-based compensation expense	4,322	3,155	1,044	924	846	852	533	636	722	721	1,770	2,079
Cost structure simplification expense (1)	749	5,908	749	3,238	201	2,324	145	144	—	—	3,439	144
Restructuring costs (2)	—	—	—	—	—	—	—	—	906	(34)	—	872
Other items (3)	—	—	—	—	—	—	—	—	261	8	—	269
Non-GAAP origination and servicing	**$ 94,305**	**$ 94,340**	**$ 23,914**	**$ 24,111**	**$ 23,884**	**$ 24,820**	**$ 21,525**	**$ 20,214**	**$ 15,941**	**$ 14,900**	**$ 47,995**	**$ 51,055**
% Total net revenue	*13.6%*	*12.4%*	*13.2%*	*13.8%*	*12.5%*	*12.1%*	*11.4%*	*16.8%*	*36.3%*	*19.9%*	*13.1%*	*21.4%*
GAAP engineering and product development	$ 155,255	$ 168,380	$ 39,552	$ 42,546	$ 43,299	$ 41,455	$ 41,080	$ 38,710	$ 39,167	$ 31,984	$ 85,845	$ 109,861
Stock-based compensation expense	20,478	19,860	4,403	5,231	5,475	4,737	4,417	4,615	2,668	3,295	10,706	10,578
Depreciation and amortization	45,037	49,207	12,372	13,373	11,838	11,464	12,532	10,423	10,177	10,198	25,211	30,798
Cost structure simplification expense (1)	—	15	—	7	8	10	(10)	—	—	—	15	—
Restructuring costs (2)	—	—	—	—	—	—	—	—	7,472	(225)	—	7,247
Other items (3)	—	—	—	—	—	—	—	615	8	—	—	623
Non-GAAP engineering and product development	**$ 89,740**	**$ 99,298**	**$ 22,777**	**$ 23,935**	**$ 25,978**	**$ 25,244**	**$ 24,141**	**$ 23,057**	**$ 18,842**	**$ 18,716**	**$ 49,913**	**$ 60,615**
% Total net revenue	*12.9%*	*13.1%*	*12.5%*	*13.7%*	*13.6%*	*12.3%*	*12.8%*	*19.2%*	*43.0%*	*25.1%*	*13.7%*	*25.4%*
GAAP other general and administrative, legal, regulatory and other expense related to legacy issues and goodwill impairment	$ 299,774	$ 238,292	$ 61,303	$ 56,876	$ 64,324	$ 59,485	$ 57,607	$ 58,486	$ 56,620	$ 54,332	$ 121,200	$ 169,438
Stock-based compensation expense	42,925	44,529	10,583	10,526	12,690	11,001	10,312	11,215	10,083	10,226	23,216	31,524
Depreciation	5,852	6,446	1,525	1,542	1,596	1,569	1,739	1,603	1,480	1,394	3,138	4,477
Acquisition and related expenses (4)	—	932	—	—	—	—	932	3,611	456	4,373	—	8,440
Amortization of intangibles	3,875	3,499	941	940	866	845	848	846	772	752	1,806	2,370
Cost structure simplification expense (1)	5,902	2,600	5,902	559	1,280	655	106	53	—	—	1,839	53
Restructuring costs (2)	—	—	—	—	—	—	—	—	7,279	1,120	—	8,399
Goodwill impairment	35,633	—	—	—	—	—	—	—	—	—	—	—
Legal, regulatory and other expense related to legacy issues (5)	53,518	19,609	2,570	4,145	6,791	4,142	4,531	4,476	4,354	6,120	10,936	14,950
Other items (3)	—	2,453	—	—	704	749	1,000	6	2,024	—	704	2,030
Non-GAAP other general and administrative	**$ 152,069**	**$ 158,224**	**$ 39,782**	**$ 39,164**	**$ 40,397**	**$ 40,524**	**$ 38,139**	**$ 36,676**	**$ 30,172**	**$ 30,347**	**$ 79,561**	**$ 97,195**
% Total net revenue	*21.9%*	*20.9%*	*21.9%*	*22.5%*	*21.2%*	*19.8%*	*20.2%*	*30.5%*	*68.8%*	*40.6%*	*21.8%*	*40.7%*

(1) Includes personnel-related expenses associated with establishing a site in the Salt Lake City area. In the fourth quarter of 2018 and first quarter of 2019, also includes external advisory fees.

(2) Includes severance and other personnel-related expenses, lease-related expense and software impairment related to the impact of COVID-19 on the Company's business.

(3) In the second quarter and first half of 2020, includes expenses related to non-legacy litigation and regulatory matters and one-time expenses resulting from COVID-19. In the first quarter of 2020, includes one-time expenses resulting from COVID-19. In 2019, includes expenses related to certain non-legacy litigation and regulatory matters. For the second quarter of 2019, also includes a gain on the sale of our small business operating segment.

(4) Includes costs related to the acquisition of Radius.

(5) Includes class action and regulatory litigation expense and legal and other expenses related to legacy issues. For the second quarter and full year 2019, includes expense related to the termination of a legacy contract. For the each of the quarters in 2019, also includes expense related to the dissolution of certain private funds managed by LCAM.

Contribution Reconciliation & Definition

Contribution is a non-GAAP financial measure that we calculate as net revenue less "Sales and marketing" and "Origination and servicing" expenses on the Company's Statements of Operations, adjusted to exclude cost structure simplification, restructuring costs, other items (related to one-time expenses resulting from COVID-19) and non-cash stock-based compensation expenses within these captions and income or loss attributable to noncontrolling interests. Contribution Margin is a non-GAAP financial measure calculated by dividing contribution by total net revenue.

	Year Ended Dec. 31,		Three Months Ended								Nine Months Ended	
(in thousands, except percentages) (unaudited)	2018	2019	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	3Q19	3Q20
GAAP LendingClub net income (loss)	$ (128,308)	$ (30,745)	$ (13,462)	$ (19,935)	$ (10,661)	$ (383)	$ 234	$ (48,087)	$ (78,471)	$ (34,325)	$ (30,979)	$ (160,883)
GAAP general and administrative expense:												
Engineering and product development	155,255	168,380	39,552	42,546	43,299	41,455	41,080	38,710	39,167	31,984	127,300	109,861
Other general and administrative	228,641	238,292	61,303	56,876	64,324	59,485	57,607	58,486	56,620	54,332	180,685	169,438
Cost structure simplification expense [1]	880	7,318	880	3,706	646	2,778	188	175	—	—	7,130	175
Restructuring costs [2]	—	—	—	—	—	—	—	—	2,285	(142)	—	2,143
Other items [2]	—	—	—	—	—	—	—	—	341	8	—	349
Goodwill impairment	35,633	—	—	—	—	—	—	—	—	—	—	—
Class action and regulatory litigation expense	35,500	—	—	—	—	—	—	—	—	—	—	—
Stock-based compensation expense: [2]												
Sales and marketing	7,362	6,095	1,688	1,571	1,540	1,505	1,479	1,663	731	880	4,616	3,274
Origination and servicing	4,322	3,155	1,044	924	846	852	533	636	722	721	2,622	2,079
Income tax expense (benefit)	43	(201)	18	—	(438)	97	140	319	—	(74)	(341)	245
Contribution	**$ 339,328**	**$ 392,294**	**$ 91,023**	**$ 85,688**	**$ 99,556**	**$ 105,789**	**$ 101,261**	**$ 51,902**	**$ 21,395**	**$ 53,384**	**$ 291,033**	**$ 126,681**
Total net revenue	$ 694,812	$ 758,607	$ 181,521	$ 174,418	$ 190,807	$ 204,896	$ 188,486	$ 120,206	$ 43,869	$ 74,713	$ 570,121	$ 238,788
Contribution margin	**48.8%**	**51.7%**	**50.1%**	**49.1%**	**52.2%**	**51.6%**	**53.7%**	**43.2%**	**48.8%**	**71.5%**	**51.0%**	**53.1%**

(1) Excludes the portion of personnel-related expense associated with establishing a site in the Salt Lake City area that are included in the "Sales and marketing" and "Origination and servicing" expense categories.
(2) Excludes the portion of expenses included in the "Sales and marketing" and "Origination and servicing" expense categories.

Contribution as a Percent of Originations

	Year Ended Dec. 31,		Three Months Ended								Nine Months Ended	
(in thousands, except percentages or as noted) (unaudited) [(1)]	2018	2019	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	3Q19	3Q20
Loan originations ($ mm)	**$ 10,882**	**$ 12,290**	**$ 2,871**	**$ 2,728**	**$ 3,130**	**$ 3,350**	**$ 3,083**	**$ 2,521**	**$ 326**	**$ 584**	**$ 9,208**	**$ 3,431**
Total net revenue	**$ 694,812**	**$ 758,607**	**$ 181,521**	**$ 174,418**	**$ 190,807**	**$ 204,896**	**$ 188,486**	**$ 120,206**	**$ 43,869**	**$ 74,713**	**$ 570,121**	**$ 238,788**
% of loan originations	*6.38%*	*6.17%*	*6.32%*	*6.39%*	*6.10%*	*6.12%*	*6.11%*	*4.77%*	*13.47%*	*12.79%*	*6.19%*	*6.96%*
Non-GAAP sales and marketing	$ 261,024	$ 271,918	$ 66,534	$ 64,584	$ 67,338	$ 74,296	$ 65,700	$ 48,090	$ 6,533	$ 6,429	$ 206,218	$ 61,052
Non-GAAP origination and servicing	$ 94,305	$ 94,340	$ 23,914	$ 24,111	$ 23,884	$ 24,820	$ 21,525	$ 20,214	$ 15,941	$ 14,900	$ 72,815	$ 51,055
Total non-GAAP sales and marketing & origination and servicing [(1)]	**$ 355,329**	**$ 366,258**	**$ 90,448**	**$ 88,695**	**$ 91,222**	**$ 99,116**	**$ 87,225**	**$ 68,304**	**$ 22,474**	**$ 21,329**	**$ 279,033**	**$ 112,107**
% of loan originations	*3.27%*	*2.98%*	*3.15%*	*3.25%*	*2.91%*	*2.96%*	*2.83%*	*2.71%*	*6.89%*	*3.65%*	*3.03%*	*3.27%*
(Income) Loss attributable to noncontrolling interests	$ (155)	$ (55)	$ (50)	$ (35)	$ (29)	$ 9	$ —	$ —	$ —	$ —	$ (55)	$ —
Contribution	**$ 339,328**	**$ 392,294**	**$ 91,023**	**$ 85,688**	**$ 99,556**	**$ 105,789**	**$ 101,261**	**$ 51,902**	**$ 21,395**	**$ 53,384**	**$ 291,033**	**$ 126,681**
% of loan originations	*3.12%*	*3.19%*	*3.17%*	*3.14%*	*3.18%*	*3.16%*	*3.28%*	*2.06%*	*6.56%*	*9.14%*	*3.16%*	*3.69%*

(1) There may be differences between the sum of the quarterly results and the total annual results due to rounding.

Adjusted Net Income (Loss), Adjusted EBITDA, and Adjusted EBITDA Margin Reconciliation

Adjusted Net Income (Loss) is a non-GAAP financial measure defined as net income (loss) attributable to LendingClub adjusted to exclude certain items that are either non-recurring, do not contribute directly to management's evaluation of its operating results, or non-cash items, such as (1) expenses related to our cost structure simplification, (2) goodwill impairment, (3) legal, regulatory and other expense related to legacy issues, (4) acquisition and related expenses, (5) restructuring costs and (6) other items, net of tax. Adjusted EBITDA is a non-GAAP financial measure defined as net income (loss) attributable to LendingClub adjusted to exclude (1) cost structure simplification expense, (2) goodwill impairment, (3) legal, regulatory and other expense related to legacy issues, (4) acquisition and related expenses, (5) restructuring expense, (6) other items, (7) depreciation, impairment and amortization expense, (8) stock-based compensation expense and (9) income tax expense (benefit). Adjusted EBITDA Margin is a non-GAAP financial measure calculated by dividing Adjusted EBITDA by total net revenue.

	Year Ended Dec. 31,		Three Months Ended								Nine Months Ended	
(in thousands, except per share data) (unaudited)	2018	2019	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	3Q19	3Q20
GAAP LendingClub net income (loss)	$ (128,308)	$ (30,745)	$ (13,462)	$ (19,935)	$ (10,661)	$ (383)	$ 234	$ (48,087)	$ (78,471)	$ (34,325)	$ (30,979)	$ (160,883)
Cost structure simplification expense [1]	6,782	9,933	6,782	4,272	1,934	3,443	284	228	—	—	9,649	228
Goodwill impairment	35,633	—	—	—	—	—	—	—	—	—	—	—
Legal, regulatory and other expense related to legacy issues [2]	53,518	19,609	2,570	4,145	6,791	4,142	4,531	4,476	4,354	6,120	15,078	14,950
Acquisition and related expense [3]	—	932	—	—	—	—	932	3,611	456	4,373	—	8,440
Restructuring costs [4]	—	—	—	—	—	—	—	—	17,036	753	—	17,789
Other items [5]	—	2,453	—	—	704	749	1,000	621	2,373	—	1,453	2,994
Adjusted net income (loss)	**$ (32,375)**	**$ 2,182**	**$ (4,110)**	**$ (11,518)**	**$ (1,232)**	**$ 7,951**	**$ 6,981**	**$ (39,151)**	**$ (54,252)**	**$ (23,079)**	**$ (4,799)**	**$ (116,482)**
Depreciation and impairment expense:												
Engineering and product development	45,037	49,207	12,372	13,373	11,838	11,464	12,532	10,423	10,177	10,198	36,675	30,798
Other general and administrative	5,852	6,446	1,525	1,542	1,596	1,569	1,739	1,603	1,480	1,394	4,707	4,477
Amortization of intangible assets	3,875	3,499	941	940	866	845	848	846	772	752	2,651	2,370
Stock-based compensation expense	75,087	73,639	17,718	18,252	20,551	18,095	16,741	18,129	14,204	15,122	56,898	47,455
Income tax expense (benefit)	43	(201)	18	—	(438)	97	140	319	—	(74)	(341)	245
Adjusted EBITDA	**$ 97,519**	**$ 134,772**	**$ 28,464**	**$ 22,589**	**$ 33,181**	**$ 40,021**	**$ 38,981**	**$ (7,831)**	**$ (27,619)**	**$ 4,313**	**$ 95,791**	**$ (31,137)**
Total net revenue	$ 694,812	$ 758,607	$ 181,521	$ 174,418	$ 190,807	$ 204,896	$ 188,486	$ 120,206	$ 43,869	$ 74,713	$ 570,121	$ 238,788
Adjusted EBITDA Margin	**14.0%**	**17.8%**	**15.7%**	**13.0%**	**17.4%**	**19.5%**	**20.7%**	**(6.5)%**	**(63.0)%**	**5.8%**	**16.8%**	**(13.0)%**

(1) Includes personnel-related expenses associated with establishing a site in the Salt Lake City area. In the fourth quarter of 2018 and first quarter of 2019, also includes external advisory fees.

(2) Includes class action and regulatory litigation expense and legal and other expenses related to legacy issues. For the second quarter and year ended 2019, includes expense related to the termination of a legacy contract and legacy legal expenses. For each of the quarters in 2019, also includes expense related to the dissolution of certain private funds managed by LCAM.

(3) Includes costs related to the acquisition of Radius.

(4) Includes severance and other personnel-related expenses, lease-related expense and software impairment related to the impact of COVID-19 on the Company’s business.

(5) In the second quarter and first half of 2020, includes expenses related to non-legacy litigation and regulatory matters and one-time expenses resulting from COVID-19. In the first quarter of 2020, includes one-time expenses resulting from COVID-19. In 2019, includes expenses related to certain non-legacy litigation and regulatory matters. For the second quarter of 2019, also includes a gain on the sale of our small business operating segment.

Adjusted EPS Reconciliation

Adjusted EPS is a non-GAAP financial measure calculated by dividing Adjusted Net Income (Loss) attributable to both common and preferred stockholders by the weighted-average diluted common and preferred shares outstanding.

	Year Ended Dec. 31,		Three Months Ended								Nine Months Ended	
(in thousands, except per share data) (unaudited)	2018	2019	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	3Q19	3Q20
	Common Stock	Common Stock	Common Stock	Common Stock	Common Stock	Common Stock	Common Stock	Common and Preferred Stock [1]	Common and Preferred Stock [1]	Common and Preferred Stock [1]	Common Stock	Common and Preferred Stock [1]
Adjusted net income (loss) attributable to stockholders	$ (32,375)	$ 2,182	$ (4,110)	$ (11,518)	$ (1,232)	$ 7,951	$ 6,981	$ (39,151)	$ (54,252)	$ (23,079)	$ (4,799)	$ (116,482)
Weighted average GAAP diluted shares [2][3]	84,583,461	87,278,596	85,539,436	86,108,871	86,719,049	87,588,495	88,912,677	89,085,270	89,866,880	90,901,870	86,849,388	89,955,702
Non-GAAP diluted shares [2][3]	84,583,461	87,794,035	85,539,436	86,108,871	86,719,049	87,588,495	88,912,677	89,085,270	89,866,880	90,901,870	86,849,388	89,955,702
Adjusted EPS - diluted [3]	$ (0.38)	$ 0.02	$ (0.05)	$ (0.13)	$ (0.01)	$ 0.09	$ 0.08	$ (0.44)	$ (0.60)	$ (0.25)	$ (0.06)	$ (1.29)

[1] Presented on an as-converted basis, as the preferred stock is considered common shares because it participates in earnings similar to common stock and does not receive any significant preferences over the common stock.
[2] Beginning in the first quarter of 2020, includes the total weighted-average shares outstanding of both common and preferred stock on an as-converted basis.
[3] Share information and balances have been retroactively adjusted, as applicable, to reflect a 1-for-5 reverse stock split effective as of July 5, 2019.

Net Cash and Other Financial Assets

Net cash and other financial assets is calculated as cash and certain other assets and liabilities, including loans and securities available for sale, which are partially secured and offset by related credit facilities, and working capital.

	Three Months Ended							
(in thousands) (unaudited)	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Cash and cash equivalents [(1)]	$ 372,974	$ 402,311	$ 334,713	$ 199,950	$ 243,779	$ 294,345	$ 338,394	$ 445,180
Restricted cash committed for loan purchases [(2)]	31,118	24,632	31,945	84,536	68,001	4,572	290	308
Securities available for sale	170,469	197,509	220,449	246,559	270,927	256,554	221,930	187,375
Loans held for investment by the Company at fair value [(3)]	2,583	8,757	5,027	4,211	43,693	71,003	65,557	59,099
Loans held for sale by the Company at fair value	840,021	552,166	435,083	710,170	722,355	741,704	587,093	180,801
Payable to Structured Program note and certificate holders [(3)]	(256,354)	(233,269)	—	—	(40,610)	(206,092)	(193,034)	(173,410)
Credit facilities and securities sold under repurchase agreements	(458,802)	(263,863)	(324,426)	(509,107)	(587,453)	(621,020)	(480,079)	(120,159)
Other assets and liabilities [(2)]	(31,241)	(8,541)	(12,089)	(31,795)	(6,226)	61,107	23,916	363
Net cash and other financial assets [(4)]	**$ 670,768**	**$ 679,702**	**$ 690,702**	**$ 704,524**	**$ 714,466**	**$ 602,173**	**$ 564,067**	**$ 579,557**

(1) Variations in cash and cash equivalents are primarily due to variations in the amount and timing of loan purchases invested in by the Company.

(2) In the fourth quarter of 2019, we added a new line item called “Other assets and liabilities” which is a total of “Accrued interest receivable,” “Other assets,” “Accounts payable,” “Accrued interest payable” and “Accrued expenses and other liabilities,” included on our Condensed Consolidated Balance Sheets. This line item represents certain assets and liabilities that impact working capital and are affected by timing differences between revenue and expense recognition and related cash activity. In the third quarter of 2019, we added a new line item called “Restricted cash committed for loan purchases,” which represents cash and cash equivalents that are transferred to restricted cash for loans that are pending purchase by the Company. We believe this is a more complete representation of the Company’s net cash and other financial assets position as of each period presented in the table above. Prior period amounts have been reclassified to conform to the current period presentation.

(3) Beginning in the fourth quarter of 2019, the Company sponsored a new Structured Program transaction that was consolidated, resulting in an increase to “Loans held for investment by the Company at fair value” and the related “Payable to Structured Program note and certificate holders.”

(4) Comparable GAAP measure cannot be provided as not practicable.

LendingClub