



# LendKey

## Giving Credit Unions the Inside Track with Prime Borrowers

LendKey empowers 330+ credit unions to digitally originate, sell, and purchase loans through a unique combination of technology, people, and culture. Its lending-as-a-service model provides easy access to whole and participation loans, which includes demand generation, origination, servicing, and balance sheet management solutions. Over the last 10 years, LendKey has facilitated over \$4.7 billion for its credit union partners in private student loans, student refinance and home improvement loans.

LendKey's home improvement loan solution is for credit unions looking to add a supplemental channel to deploy capital, grow loans, and earn an attractive net ROA. This unique participation program is easy to set up and requires minimal credit union resources to support. LendKey drives the demand and manages the program, while the credit union reviews the loans and funds upon approval.

### Program Benefits

- Easy access to purchase loan participations from prime borrowers
- Deploy capital effectively
- Simple and effective
- Proven performance
- Nationwide loan sourcing creates geographic diversity and risk mitigation
- Credit default insurance available
- Prime homeowner borrowers
- Managed network of contractors

### Program Success

- \$300 billion market opportunity
- Average weighted coupon above 5.9%
- Weighted average credit score of 783
- Participation ownership of 10% at loan level mitigates risk

For more information about how LendKey can elevate your credit union's success, email [consult@myleverage.com](mailto:consult@myleverage.com) or call 855-9EXPERT (855-939-7378).

**LEVERAGE**  
[www.myleverage.com](http://www.myleverage.com)

# FAQs - LendKey HIL Program

**Q: Is there a minimum capital commitment to participate in the program?**

A: Yes, the minimum investment is \$1M/program year.

**Q: How quickly can we launch the program and fund our first loan?**

A: Our implementation team will train and fully launch your program within 4-5 weeks, with loans in the queue immediately after the program goes live.

**Q: Does the home improvement program have insurance protection available?**

A: Although the home improvement program has performed strongly since inception, with an average FICO of 780 and an average income of \$120,000, the program does carry insurance protection.

**Q: Does LendKey assist with demand generation?**

A: Yes, LendKey is responsible for recruiting, vetting, and managing the network of contractors which actively promote the home improvement loan products that drive growth.

**Q: What is Lending-as-a-Service?**

A: This means LendKey takes care of the entire loan process, from demand generation to loan closing, including instant credit decisioning, online origination, disbursement, payments, audit support, life of loan servicing and more so you can focus on serving your membership.