



LendKey

Student Loan Refinancing & Consolidation

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.

Student loan refinancing and consolidation serves as a gateway product for graduate students and professionals in the market for other products that a credit union provides. This enables credit unions to achieve new member acquisition and address an aging member base. With LendKey's student loan refinancing and consolidation solution, credit unions will deliver a relevant product to cultivate relationships, immediately deploy capital, and experience strong performance.

Program Benefits

- \$350+ billion market opportunity
- 775+ average credit score
- 5.8% weighted average coupon
- Average borrower graduates with \$30k in student loan debt
- Multiple term options, both fixed and variable
- Loan proceeds disbursed directly to lenders to pay off existing student debt

Program Success and Support

- 4+ billion in education loans originated by LendKey
- Demand generation and marketing channels available
- Grow loan volume through your consumer base and deploy capital through loan participations
- Enables relationship with a borrower entering their peak borrowing years

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

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www.myleverage.com

FAQs - LendKey ReFi & Consolidation

Q: What liquidity options do you have for credit unions that are concerned about risk mitigation and the ability to generate volume?

A: In addition to our custom program, which allows credit unions to hold 100% of loan balances, LendKey offers a unique CUSO, loan participation model that includes fractional ownership in loans originated and purchased, empowering credit unions to broaden their portfolio while holding smaller stakes.

Q: Is there a minimum capital commitment for LendKey's CUSO, loan participation program?

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

Q: What is the primary reason credit unions are offering this product?

A: Other than a strong asset that provides portfolio diversification and a supplemental loan channel, the student refinance loan is a relevant product for young members that helps credit unions become their primary financial institution.

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.