



LendKey

Achieve Higher Education with a Low Rate Student Loan

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.

Private student loans sit at the beginning of the consumer credit journey and will likely be a member's first product with the credit union. This enables credit unions to attract and retain younger members for a lifetime of lending. With LendKey's private student loan solution, credit unions will achieve member acquisition, asset diversification, guaranteed capital deployment, and strong returns.

Private Student Loan Benefits

- LendKey has originated \$1.4 Billion in private student loans
- 780 average credit score
- 91%+ of loans are co-signed
- 43% serialization rate (for returning borrower)
- Create relationship with members early in life for a potential lifetime of lending
- Includes all LendKey balance sheet options: full or partial

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).

LEVERAGE
www.myleverage.com

FAQs - LendKey Private Student Loan Program

Q: What is the difference between private student loans and federal student loans?

A: Private student loans are credit-based and 91%+ co-signed. Federal student loans are needs-based and do not have co-signers.

Q: What liquidity options do you have for credit unions that are concerned about risk mitigation and 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 member need does a private student loan program fulfill?

A: With college tuition increasing year over year, once federal grants and scholarships have been exhausted, many members need additional funds to pay for the cost of college. Private student loans serve as a vehicle to bridge that gap.

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, servicing and more so you can focus on serving your membership.