

BUILDING A BETTER FINANCIAL WORLD

Arapina Bakery took out a loan through Funding Circle to refurbish new premises

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Business Overview

- Funding Circle is the leading small and medium enterprise ("SME") loans platform in the UK, US, Germany and the Netherlands¹
- Its cutting-edge technology, proprietary credit models and sophisticated data • analytics create an attractive and convenient proposition for borrowers and investors
- The platform provides SME borrowers with flexible financing at competitive rates and a decision typically within 24 hours, and retail and institutional investors with attractive risk-adjusted returns

"Funding Circle has become a real success story for **British Fintech** and... [it] plays an important role in our economy helping



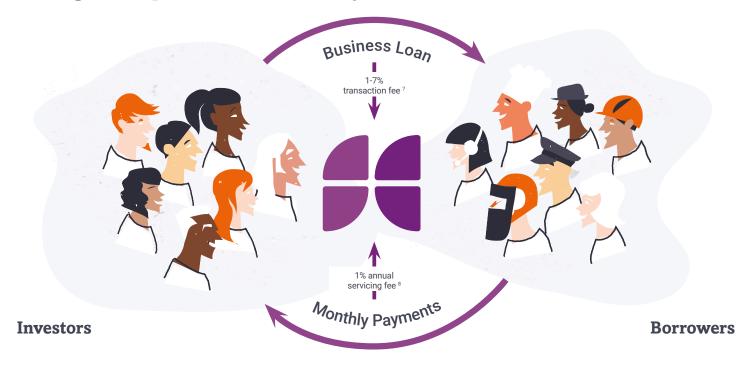
businesses to grow and create jobs."2

Philip Hammond Chancellor of the Exchequer

Strong growth rates across the business



Funding Circle's platform model efficiently connects SME borrowers with investors



Source: Funding Circle data as at 30-Jun-2018, unless otherwise stated.

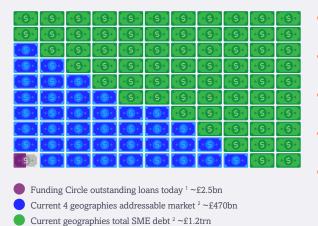
- ¹ By Q1 2018 originations for the UK and Netherlands, and cumulative originations for the US and Germany, according to OC&C analysis and estimates
- ² Phillip Hammond, Chancellor of the Exchequer, Business insider, Jan'17.
- ³ As at 30-Jun-2018.
- ⁴ To date since inception

- ⁵ Revenue for the period H1 2018.
- ⁶ Revenue growth for the period H1 2018 compared to H1 2017 (excluding property loans).
- ⁷ Upfront borrower transaction fee: 0.99%-6.99%, contingent on loan term, risk band and other factors.
 - ⁸ Ongoing servicing fee: 1% per year calculated monthly on the outstanding balance of performing loans, in most instances.

Key Investment Highlights

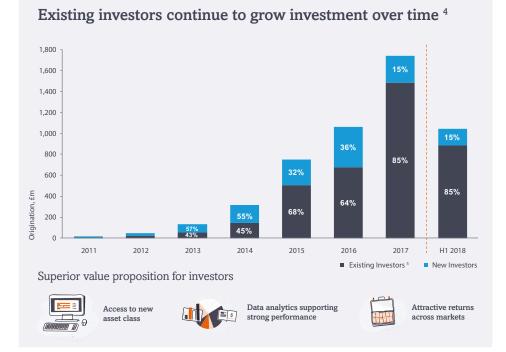
Global leading platform in a large, underserved SME lending market

Funding Circle operates in a segment where SMEs have been underserved and dissatisfied with traditional lenders.



- Funding Circle currently only represents a small proportion of the market, highlighting the vast potential on offer
- Expansion beyond the existing 4 countries presents an even bigger opportunity
- Origination growth in each of the new markets³ Funding Circle has entered have been at comparable or faster rates than the UK
- Market leading customer satisfaction drives stable, predictable repeat behaviour
- Superior value proposition for investors leads to increasing proportion of in-year origination coming from existing investors

Superior value proposition for both borrowers and investors driving strong repeat rates



Investors



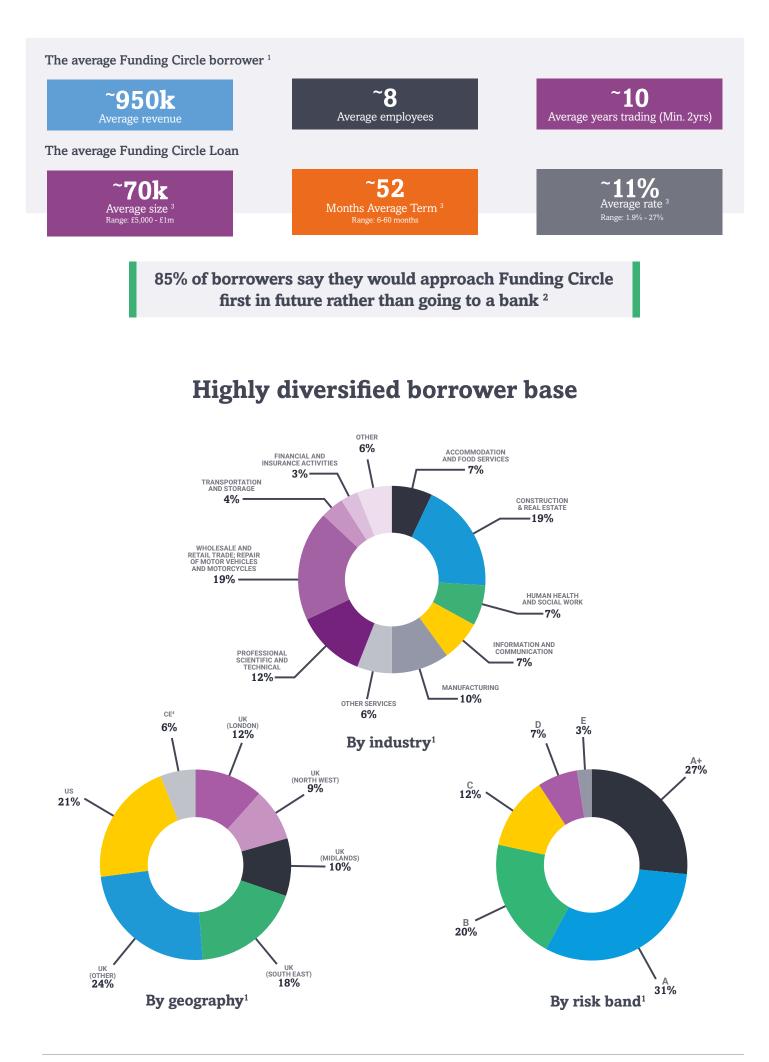
We have a diverse and stable investor base, including retail investors, banks, asset management companies, insurance companies, government-backed entities and funds.

¹ Funding Circle to date since inception. As at 30-Jun-2018.

² OC&C analysis, aggregated and triangulated from >30 publically available sources (e.g. BoE, FDIC, Bundesbank, DNB, industry associations, government/bank survey data).

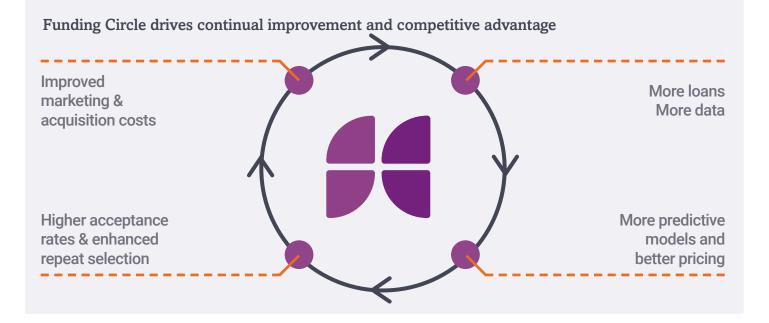
³ DE and NL considerd as one market.

⁴ Funding Circle global originations (excluding Spain). Originations from US and Developing Markets converted into GBP at the average FX for the month in which each loan was originated. Data as of 30-Jun-18. ⁵ Defined as having started lending in previous year.



¹ Based on H1 2018 originations excluding Property. Origination from US and Developing Markets (excluding Spain) converted into GBP at the average FX for the month in which each loan was originated. Risk band categorisation varies by geography.

² Funding Circle borrower research conducted by Oxford Economics - June 2018.
 ³ Average of originations for all geographies in H1 2018, excluding property loans.
 ⁴ Germany and the Netherlands.



Sophisticated technology & analytics drive superior customer experience & competitive advantage

- While innovation in technology and software over the last decade has helped SMEs across various industries to reach new geographies, increase their productivity and streamline processes, when it comes to securing financing, traditional lending channels have not kept pace in terms of both access and experience
- Similar to other leading SME enablement platforms, technology, data and data-based learning are at the core of Funding Circle's business
- Funding Circle uses its cutting-edge technology, proprietary credit models and sophisticated data analytics to create an attractive and convenient proposition for borrowers and investors
- Funding Circle leverages technology to draw together information from various sources and expedite the credit assessment process, with sophisticated web and mobile interfaces designed to drive a frictionless user experience
- Funding Circle continues to invest in technology and has an exceptional team of software and data engineers who continue to enhance and tailor the platform to meet customers' needs

High calibre board with mix of technology and financial experience



6

Andrew Learoyd Chairman

Formerly

Sachs

Goldman



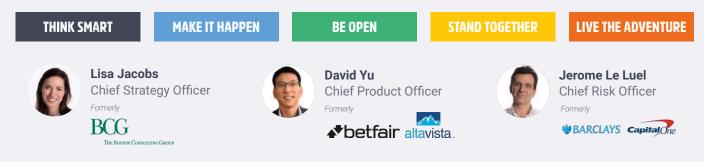
Samir Desai CBE Co-founder and CEO Formerly BCCG The BORTON CONSULTING GROUP



Sean Glithero Chief Financial Officer

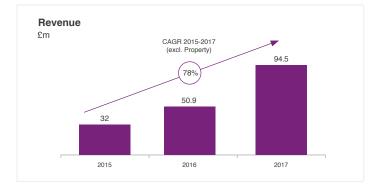
AutoTrader

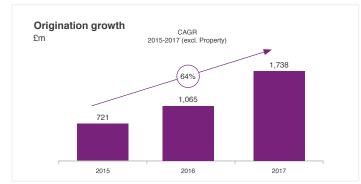
Management team aligned around five core values

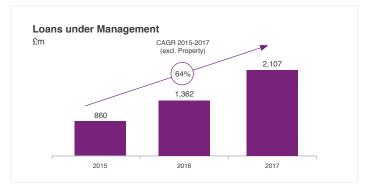


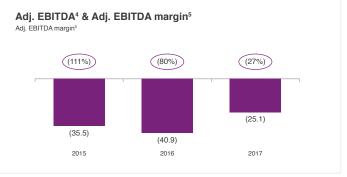
Strong growth opportunities combined with an improving financial profile

High growth Revenue 78% CAGR 2015-17 ¹ (Compound Annual Growth Rate)	Growing repeat business -40% of revenues generated by existing customers ²	 Funding Circle has a fast growing loan base supported by significant increases in loans under management, driven by increasing originations across markets The number of loans held by Funding Circle is increasing, while loan size is relatively stable
Attractive unit economics UK margin on 1st Ioan of 20% rising to 57% for repeat Ioans ³	Path to superior margins Driven by operational leverage – UK leading the way	 This is fuelling revenue growth and building repeat business Attractive unit economics supported by growth in both first and second loan margins









Business Outlook

Our medium term strategy is to increase market penetration in existing markets



Footnotes from page 6

Source: Funding Circle financials, management accounts

¹ Revenue growth excluding Property revenue.

 2 ln 2017. Revenue from existing customers represents transaction revenue earned from repeat borrowers plus all servicing and other revenue, excluding Property revenue.

³ Funding Circle models, based on 2017 management accounts and management estimates. All figures excluding property.

⁴ Adjusted EBITDA (Adjusted earnings before Interest, tax, depreciation and amortisation) represents operating profit before depreciation and amortisation, share based payments, foreign exchange plans / (losses), associated social security costs and exceptional items.

⁵ Adjusted EBITDA margin is Adjusted EBITDA as a percentage of revenue.

Case Studies

The businesses that we've helped speak for themselves.

"I was amazed with the speed and the honesty. Everything they said would happen, happened."

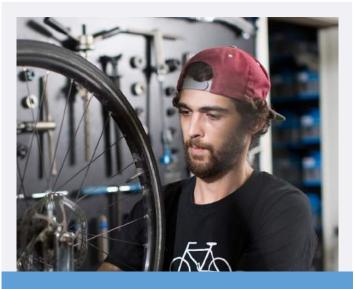
David from The Creative Whisky Company





"The loans allowed me to expand my business, hire new staff, buy more equipment and launch a marketing campaign. Overall, the experience was very efficient and very helpful."

Amy from Strings Club



"Everything was great. I got the funding I requested at a rate that was better than I expected. It wasn't a long period of jumping through hoops. So overall it was a pleasant surprise and a good experience."

Jim from CounterEvolution

Risk Factors

There are a number of risks that may affect the value of your investment, including, among others, risks relating to:

- If the Funding Circle group (the "Group") is unable to maintain or increase loan originations through its platform or if existing borrowers or investors do not continue to participate on its platform, its business, results of operations, financial condition or prospects will be adversely affected.
- If the credit approval and scoring models and processes the Group uses contain errors or are otherwise ineffective, or if borrower data is incorrect or becomes unavailable, the Group's business may suffer.
- Currently, a relatively small number of non-retail investors account for a large amount of investment in loans originated through the Group's platform in the United States, Germany and the Netherlands.
- The Group's funding and servicing agreements with non-retail investors generally include contractual representations and warranties, the breach of which could harm the Group's business.

- Negative publicity could adversely affect the Group's brand, business, results of operations, financial condition or prospects.
- The SME lending market is competitive and evolving.
- The regulatory and legislative environment surrounding the platform lending industry is relatively new and susceptible to change.
- Data privacy compliance breaches or failure to protect confidential information could harm the Group's reputation and expose the Group to litigation or other legal or regulatory actions.
- There is no existing market for shares in Funding Circle ("Shares") and an active trading market for the Shares may not develop or be sustained which may adversely affect the liquidity or trading price of the Shares.

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