



Building Financial Stability with Small Dollar, Short-term Credit

Digital Small Dollar Lending Platform

We offer a sustainable small dollar digital lending platform to financial institutions so that they will be able to re-capture members from predatory lenders, create new revenue streams and enable more financial inclusion

Payday Lending Overview

Payday loans are unsecured short-term loans of nominal amounts made to consumers with the agreement that the borrower will repay the loan once a paycheck is received.

Industry Size

Annual Loan Volume \$27 B **Debt Outstanding** \$30 B¹

Source: Center for Responsible Lending



The payday loan sector is fragmented and consists primarily of private companies

Products

Size of Loan

- **Median:** \$350
- **Average:** \$392

Interest

- **Median:** 322%
- **Average:** 339%

Fees

- \$10-\$20 per \$100 borrowed

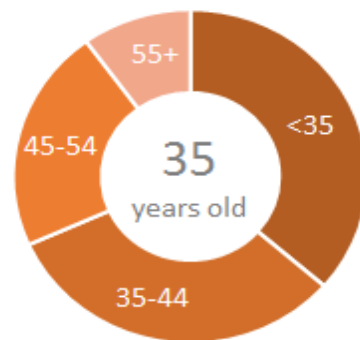
Product Substitutes

- Bank cards
- Pawn shops

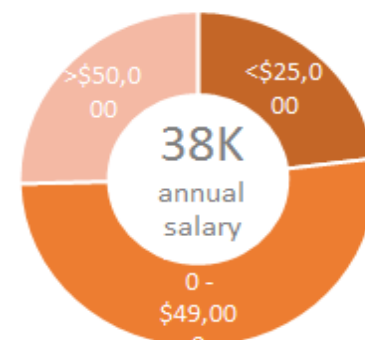
Source: CFPB 2013

Customer Base

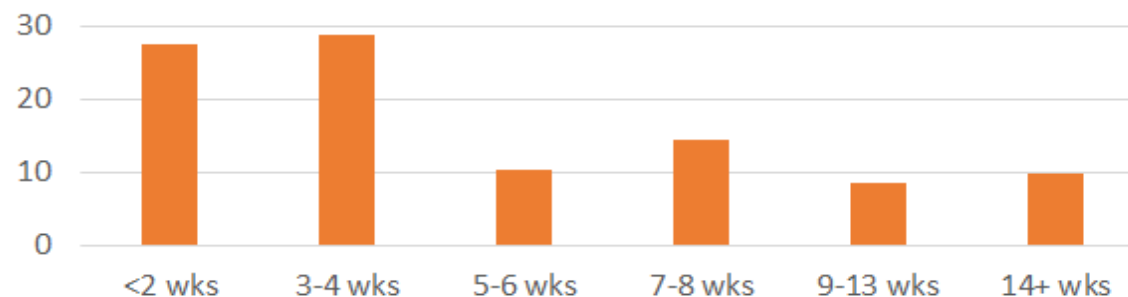
The average payday loan customer is 35 years old, makes around \$38,000/year, and has a high school diploma and little or no college education.



Source: CFPB 2013



Length of Longest Sequence of Consecutive Advances in the Past 12 Months



Source: Contemporary Economic Policy 2007



1. Thomvest Estimate: annual loan volume * (average days debt remains outstanding / 365) * (1 - default rate) * APR * (average days debt remains outstanding - average duration of loan / 365)

Demo

The platform has completed these steps

- 1 • Member has been qualified for the product(s)
- 2 • Military status verified with DoD (MLA)
- 3 • Member has been underwritten
- 4 • Member has esigned for loan
- 5 • Disclosures have been delivered
- 6 • Automatic payment setup
- 7 • Fees assessed
- 8 • Loan has been funded to account
- 9 • Electronic documents sent to imaging system
- 10 • Adverse action notice displayed/archived (on decline only)

QCash Financial Business Model

Software as a
Service

Subscription
pricing is per
application

Implementation
Fee

Interface Fee

Thank You

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