



Bank Tech Expert Call with OakNorth (private)

Thursday, June 11 at 2:00 p.m. ET/1:00 p.m. CT

Stephens is hosting a conference call for institutional investors with the senior US leadership for OakNorth, a commercial lending data and technology solutions provider to US banks.

About OakNorth



OakNorth

OakNorth is the next-generation credit analysis and monitoring Platform which enables banks and lending institutions to more profitably and holistically address the borrowing needs of the *Missing Middle* – the growth business who are the backbones of communities and economies globally. The Platform leverages machine learning, decades of credit expertise and massive data sets to model a forward-looking view of a borrower's financial situation, that's informed by industry benchmarks, macroeconomic drivers, and scenario analysis specific to that business. Its publicly-named clients in the US include: PNC Bank, Customers Bank and Modern Bank.

In the UK, OakNorth leverages the Platform to lend off its own balance sheet via OakNorth Bank – a challenger bank launched in 2015 which is focused on providing commercial loans of £1m-£25m. The Platform has enabled OakNorth Bank to rank amongst the top 1% of banks globally in terms of performance, with an ROE of 23%, a cost-to-income ratio of 26%, and £3bn of total assets. The business was launched by Rishi Khosla and Joel Perlman in 2015 and since its inception, has secured over \$1bn from leading investors, including: Clermont Group, Coltrane, GIC, and SoftBank's Vision Fund.

Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

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Topics of Discussion

- Review OakNorth Bank (UK) challenger bank model track record in SMB and mid-size commercial lending.
- Understand their US business strategy built around data/analytics in commercial underwriting, monitoring, reporting.
- Where do they see SMB and C&I loan process/best practices headed here in the US and vs. experience in UK.
- Review their recent experience on PPP and where they see the Main Street Lending Program heading.
- What's next for OakNorth in the US over the next few years?

Conference Call Hosts

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