



Expert Call With Auto Lender Westlake Financial

Tuesday, March 24th at 2:00 p.m. ET/1:00 p.m. CT

Stephens is hosting a conference call for institutional investors with Paul Kerwin, CFO of Westlake Financial. Westlake is a full-spectrum auto lender and is the largest privately held finance company in the United States, with assets over \$6 billion and an ROE exceeding 30%. Westlake is a finance partner for several other dealers and lenders such as CarMax and Ally Financial.

About Featured Speaker Paul Kerwin



Paul Kerwin is CFO of Westlake, with a 16 year tenure (since 2004). Prior to being CFO, Mr. Kerwin was Westlake's controller since 2002. Before joining Westlake, Mr. Kerwin was a senior accountant at KPMG.

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

Tuesday, March 24th at 2:00 p.m. ET/1:00 p.m. CT

Topics of Discussion

- How has the coronavirus affected customer behavior, either with demand or payment activity?
- How have dealerships, auction houses, etc. across the auto chain reacted to the coronavirus?
- How has competition been, before and after the coronavirus took hold? Do you find other lenders tightening? Is Westlake tightening?
- How have used car prices performed? How big of an impact are prices to your performance? Is the coronavirus good or bad for prices?
- Do you see the emergence of online lending taking a greater hold?

Conference Call Host

Vincent Caintic, CFA

Managing Director

Specialty Finance

(212) 891-1715

vincent.caintic@stephens.com

Stephens

Capitalize on
Independence®

STEPHENS.COM

f in **800-643-9691**

©2020 STEPHENS INC., MEMBER NYSE, SIPC
STEPHENS INC., 111 CENTER STREET, LITTLE ROCK, AR 72201

[UNSUBSCRIBE](#) [EMAIL PREFERENCES](#) [VIEW ONLINE](#)

This announcement has been prepared solely for informative purposes as of its stated date and is not a solicitation, or an offer, to buy or sell any security. It does not purport to be a complete description of the securities, markets or developments referred to in the material. The research analyst principally responsible for preparation of this announcement has received compensation that is based on the firm's overall revenue which includes investment banking revenue. To access current disclosures for the companies in this announcement, clients should refer to <http://info.stephens.com/e/244892/selaside-disclosures-action/vnkc6173531462802h=17761jnXaNQ1lyOE-kaZs3q2yF-i569Nlg3XOUm8> or contact your Stephens Inc. representative for additional information. Please also note that the announcement may include one or more links to external or third-party websites. Stephens Inc. has not independently verified the information contained on such websites and can provide no assurance as to the reliability of such information, and there can be no assurance that any opinions expressed on such websites reflect the opinions of Stephens Inc. or its management. Additional information available upon request.