FinTech and the Small Dollar Loan Program at Spring Bank

It's Simple. Build Credit. Build Savings with The Credit Builder Secured Loan At Spring Bank.

Whether you're just starting out or starting over, Credit Builder Loans are a great way to grow with Spring Bank.

With on-time payments, you could see a higher credit score and your savings goal in your account when the loan is paid.

Spring Bank customers can get free credit counseling from Arison right at a branch.

Impact Of A Spring Bank Credit Builder Loan

<table>
<thead>
<tr>
<th>Sample Score At Start</th>
<th>Sample Score At Start</th>
<th>Spring Bank - Start With Us</th>
</tr>
</thead>
<tbody>
<tr>
<td>None</td>
<td>Below 600</td>
<td></td>
</tr>
<tr>
<td>Sample Score With On-Time Payments 700**</td>
<td>Sample Score After 6 Months On-Time Payments</td>
<td>Average increase 37 points**</td>
</tr>
</tbody>
</table>

Springbankny.com

Partnering with Spring Bank

The Employee Opportunity Loan

Because Access to Affordable Credit is Critical for Today's Employees

SPRINGBANKNY.COM

Spring Bank is a certified B Corp. So you know that we measure and report our impact on our community, our customers, our employees and our planet.
About Spring Bank

In 2007, the bank opened in the South Bronx, the only bank to establish its base in this New York borough in over 30 years.

In neighborhoods where the use of high-cost fringe financial products is more the norm than the exception, we create innovative depository and loan products designed to build wealth and help consumers avoid getting trapped in cycles of debt and

In addition we serve the needs of the small businesses that create wealth and jobs for residents of the New York City area.

In 2012 we became a CDFI and in 2015 the first B Corp Bank in New York

Today we are $167M in assets and lend across New York City

In 2014 we launched the small dollar loan program.....
1. Finding the right products:
   - Borrow & Save
   - Credit Builder Loan
   - Employee Opportunity Loan
2. Finding an alternative credit scoring model that was not based on a black box of data
3. Finding Happy Mango—a company committed to creating an alternative score based on personal spending and savings history
Our FinTech Partnership Path begins with The Employer Opportunity Loan

1. Scale
2. Geographic Reach
3. Ease of use as marketing strategy for employers and employees
4. Efficiencies/reducing costs
3 Technology Choices

1. Participate in an existing lending program
2. White label an existing platform
3. Build our own

Happy Mango steps up to build the platform with the bank
What the Platform Does
What it Does Not Do

1. This a process platform not an underwriting platform
2. Loan application, ID check, employment verification, ACH application fee, closing docs, loan approval form for payroll deduct all flow through the platform
3. The interface for customers and loan officer is user friendly
4. Can customize for employers if absolutely necessary
5. We are always streamlining and modifying processes and have added products to the platform
6. Future features-integration with account opening and messaging
Welcome Spring Bank Customer

We have partnered with Happy Mango to provide an online loan application. To take advantage of this please login below. After logging in, if you choose, you will be able to use a neat tool created by Happy Mango to help you keep track of your spending and saving.

Email Address

Password

Password Confirm

Sign Up

Not ready yet? Try Our Demo.
Incorporating the Happy Mango alternative credit scoring model and the personal financial self assessment into the platform
APPROVE

Applicant
Ik Yoo
123-456-6999 ik.yoo@happymangocredit.com

BODY

Congratulations! Your loan application has been approved. You are one step away from getting the funds. Please click on this link and review the attached documents sign submit

Please upload loan closing documents

Cancel Ok

WHAT IF...

What would my finances look like if I...
Melanie Stern, Director Consumer Lending & CRA Officer
mstern@springbankny.com