Forward-Looking Statements

This presentation, including the accompanying oral presentation (collectively, this “presentation”), does not constitute an offer to sell or the solicitation of an offer to buy any securities. This presentation is provided by On Deck Capital, Inc. (“OnDeck”) for informational purposes only. No representations express or implied are being made by OnDeck or any other person as to the accuracy or completeness of the information contained herein.

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and other legal authority. Forward-looking statements include statements about scalability, growing distribution channels, credit predictability and information concerning our future financial performance, business plans and objectives, potential growth opportunities, financing plans, competitive position, industry environment and potential market opportunities. Forward-looking statements can also be identified by words such as "will," "enables," "expects," "may," "allows," "continues," "believes," "intends," "anticipates," "estimates" or similar expressions. Forward-looking statements are neither historical facts nor assurances of future performance. They are based only on our current beliefs, expectations and assumptions regarding the future of our business, anticipated events and trends, the economy and other future conditions. Moreover, we do not assume responsibility for the accuracy and completeness of forward-looking statements. As such, they are subject to inherent uncertainties, changes in circumstances, known and unknown risks and other factors that are difficult to predict and in many cases outside our control.

Therefore, you should not rely on any of these forward-looking statements. Our expected results may not be achieved, and actual results may differ materially from our expectations. Important factors that could cause actual results to differ from our forward-looking statements are the risks that we may not be able to manage our anticipated or actual growth effectively, that our credit models do not adequately identify potential risks, the timing and amount of expected savings from cost rationalization programs and other risks, including those under the heading “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2017 and in other documents that we file with the Securities and Exchange Commission from time to time which are or will be available on the Commission’s website at www.sec.gov. We undertake no obligation to publicly update any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations, except as required by law.

In addition to U.S. GAAP financial information, this presentation includes certain non-GAAP financial measures. We believe that non-GAAP measures can provide useful supplemental information for period-to-period comparisons of our core business and are useful to investors and others in understanding and evaluating our operating results. These non-GAAP measures have not been calculated in accordance with U.S. GAAP. You should not consider them in isolation or as a substitute for an analysis of our results under U.S. GAAP. There are a number of limitations related to the use of these non-GAAP measures compared to their nearest U.S. GAAP equivalents. In addition, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. The non-GAAP measures contained in this presentation include Adjusted Net income (loss), Pre- Provision Operating Income and Pre-Provision Operating Income Yield. All of these measures exclude items required to be included in the most directly comparable measure calculated and presented in accordance with GAAP. Please refer to pages 26 through 27 in the Appendix of this presentation for a description of these non-GAAP measures, their respective limitations and reconciliations to U.S. GAAP.
The Leading Online Platform for Small Business Lending

- **$8 Billion+** total originations
- **80,000+** small businesses served
- **Global** in United States, Canada, and Australia
- **5th Generation** proprietary credit scoring model
- **80** net promoter score
- **Leading Partnerships** JP Morgan Chase & Intuit
- **Scalable and Profitable** financial model

---

1. Based on all OnDeck’s distribution channels for the quarter ended December 31, 2017.
2. See appendix for definitions of non-GAAP measures, their limitations, and reconciliation to GAAP.
Investment Highlights

- Focus on large and underserved market
- Small business tailored product set
- Proprietary analytics and scoring models
- Diversified acquisition channels
- Compelling customer lifetime value
- Attractive loan portfolio characteristics
- Diversified funding model
- Execution on strategic priorities
- Strengthening credit
- Accelerating profitability
As of December 31, 2017; Unpaid Principal Balance represents the total amount of principal outstanding of term loans held for investment, amounts outstanding under lines of credit and the amortized cost of loans purchased from other than issuing bank partners at the end of the period. It excludes net deferred origination costs, allowance for loan losses and any loans sold or held for sale at the end of the period.

Sources: U.S. SBA, FDIC 06/30/17

1. As of December 31, 2017; Unpaid Principal Balance represents the total amount of principal outstanding of term loans held for investment, amounts outstanding under lines of credit and the amortized cost of loans purchased from other than issuing bank partners at the end of the period. It excludes net deferred origination costs, allowance for loan losses and any loans sold or held for sale at the end of the period.
Diversity of Small Businesses Creates Challenges for Traditional Lenders...

- Diverse businesses require manual underwriting
- Technology and data limitations
- Lack of standardized small business credit score

...Leading to a Frustrating Borrowing Experience for Small Businesses

- Time consuming offline process
- Non-tailored credit assessment
- Product mismatch
- Rigid collateral requirements
1. Application time depends on customer having the required documentation available.
# Tailored Products for Small Businesses

## TERM LOAN
(Launched in 2007)

<table>
<thead>
<tr>
<th>Use Case</th>
<th>Buying Inventory</th>
<th>Hiring New Staff</th>
<th>Marketing</th>
</tr>
</thead>
</table>

**Size**

$5,000 – $500,000

**Term**

3 – 36 months

**Pricing**

- Annual Interest Rate as low as 9.99%
- Weighted Average APR 45.2%

**Payment**

Automated daily or weekly payments

**Availability**

Renewal opportunity at ~50% paid down

---

## LINE OF CREDIT
(Launched in 2013)

<table>
<thead>
<tr>
<th>Use Case</th>
<th>Managing Cash Flow</th>
</tr>
</thead>
</table>

**Size**

$5,000 – $100,000

**Term**

6 months

**Pricing**

- Annual Interest Rate as low as 13.99%
- Weighted Average APR 32.7%

**Payment**

Automated weekly payments

**Availability**

Draw on-demand

---

1. For select customers.
2. Weighted average. Based on 4Q 17 Originations.
3. 6 month reset upon each draw.
4. Pricing available through certain OnDeck strategic partners or channels may vary.
5. The blended weighted average APR for term loans and lines of credit was 43.8% for 4Q 17 originations.
Established and Diverse Customer Base

- **$675,000** Median Annual Revenue\(^1\)
- **8 Years** Median Time in Business\(^1\)
- **700+** Industries
- **80,000+** Small Businesses Served

1. Based on 4Q '17 Originations
The OnDeck Score®
Proprietary and purpose built for small business

- **5th Generation** proprietary credit scoring model
- **10 Million+** small businesses in proprietary database
- **1 Million+** applications
- **16 Million+** customer payments
Diversified Distribution Channels
OnDeck originates through three scaled channels

1. Represents 4Q ’17 Originations volume
3. “LTV” is Lifetime Value expressed in dollars and equals interest income and fees collected over customer lifetime less acquisition costs for repeat loans, less estimated third party processing and servicing expenses, estimated funding costs (excluding any cost of equity capital), and net charge-offs. “CAC” is Customer Acquisition Cost expressed in dollars and includes upfront internal and external commissions as well as direct marketing expense. “Total” equals LTV minus CAC. All estimates may be adjusted in subsequent periods to reflect updated information.
ALL TERM LOAN CUSTOMERS ACQUIRED IN 2015

- Average 2.1 loans per customer through 12 quarters

1. Includes upfront internal and external commissions as well as direct marketing expenses.
2. Contribution is defined to include interest income and fees collected on all loans including new, repeat and line of credit loans, less acquisition costs for repeat loans, less the following items for all loan types: estimated third party processing and servicing expenses, estimated funding costs (excluding any cost of equity capital) and net charge-offs. For this purpose, processing and servicing expenses are estimated based on the mix of loan originations and outstanding principal balances. Includes all loans originated in the period. Funding cost for new and repeat loans sold is estimated based on the average on-balance sheet cost of funds rate in the period. All estimates may be adjusted in subsequent periods to reflect updated information.
3. Return on Investment (ROI) is contribution divided by initial acquisition cost. Acquisition costs include upfront internal and external commissions as well as direct marketing expenses.
4. Figures may not foot due to rounding.
Attractive Loan Portfolio Characteristics

Key Drivers

- Highly diversified portfolio across industry and geography
- 80%+ of Business Owners with a FICO 650+
- Short average remaining term of 9.6 months
- High net interest margins
- Improving credit metrics

1. As of December 31, 2017, all Loans Under Management, excluding international.
2. FICO is a registered trademark of Fair Issac Corporation.
Diversified Funding Model

FUNDING CAPACITY ($MM) & TOTAL CAPACITY UTILIZATION (%)

<table>
<thead>
<tr>
<th></th>
<th>4Q '16</th>
<th>1Q '17</th>
<th>2Q '17</th>
<th>3Q '17</th>
<th>4Q '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>$918</td>
<td>$942</td>
<td>$982</td>
<td>$983</td>
<td>$1,013</td>
<td></td>
</tr>
<tr>
<td>$185</td>
<td>$146</td>
<td>$256</td>
<td>$274</td>
<td>$322</td>
<td></td>
</tr>
<tr>
<td>$250</td>
<td>$250</td>
<td>$250</td>
<td>$250</td>
<td>$250</td>
<td></td>
</tr>
<tr>
<td>$483</td>
<td>$546</td>
<td>$476</td>
<td>$459</td>
<td>$440</td>
<td></td>
</tr>
</tbody>
</table>

GAAP EQUITY ($MM) & LEVERAGE RATIO (%)

<table>
<thead>
<tr>
<th></th>
<th>4Q '16</th>
<th>1Q '17</th>
<th>2Q '17</th>
<th>3Q '17</th>
<th>4Q '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>$264</td>
<td>$261</td>
<td>$260</td>
<td>$259</td>
<td>$266</td>
<td></td>
</tr>
<tr>
<td>2.9x</td>
<td>3.1x</td>
<td>2.9x</td>
<td>2.8x</td>
<td>2.6x</td>
<td></td>
</tr>
</tbody>
</table>

CASH & CASH EQUIVALENTS ($MM)

<table>
<thead>
<tr>
<th></th>
<th>4Q '16</th>
<th>1Q '17</th>
<th>2Q '17</th>
<th>3Q '17</th>
<th>4Q '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>$80</td>
<td>$73</td>
<td>$78</td>
<td>$64</td>
<td>$71</td>
<td></td>
</tr>
</tbody>
</table>
2018 Strategic Priorities

• **Grow Responsibly:** Drive 10-15% loan growth via disciplined risk management, channel development and strong customer demand

• **Strengthen Credit:** Enhance OnDeck Score®, introduce troubled debt restructurings, improve recovery performance, targeting a 6-7% Provision Rate range

• **Invest in High-Growth Areas:** Invest an incremental $5 million in Technology & Analytics, launch second major OnDeck-as-a-Service bank. Continue to invest in our international businesses

• **Broaden Product Reach & Appeal:** Roll out Instant Funding capability, grow Line of Credit, announce new small business lending product in 2018

• **Improve Operating Leverage:** Increase Pre-Provision Operating Yield, optimize unit economics, gain operational leverage on fixed cost base, and optimize our real estate footprint and hiring strategy
Strategic Priority: Grow Responsibly
Maintaining credit discipline while expanding the portfolio

Key Drivers

• 2017 pullback to control credit
• Returning to growth in 2018
• Longer-term growth initiatives
  – Direct and Strategic Platform channel growth
  – Repeat loan and Line of Credit cross-sell growth
  – New lending products to increase wallet share
  – Increasing flexibility and utilization of term loan and LOC products
  – Credit policy and scoring enhancements
### Strategic Priority: Strengthen Credit

#### Key Drivers

- Improving loan application quality
- Pricing optimization initiatives
- Shortening portfolio duration

<table>
<thead>
<tr>
<th></th>
<th>4Q '16</th>
<th>1Q '17</th>
<th>2Q '17</th>
<th>3Q '17</th>
<th>4Q '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wtd Avg FICO® ¹</td>
<td>695</td>
<td>698</td>
<td>699</td>
<td>698</td>
<td>701</td>
</tr>
<tr>
<td>Wtd Avg Term (Months) ²</td>
<td>12.8</td>
<td>12.3</td>
<td>11.8</td>
<td>12.1</td>
<td>12.2</td>
</tr>
<tr>
<td>Wtd Avg Remaining Term (Months) ³</td>
<td>11.2</td>
<td>10.4</td>
<td>9.7</td>
<td>9.6</td>
<td>9.6</td>
</tr>
<tr>
<td>15+ Delinquency Ratio</td>
<td>6.6%</td>
<td>7.8%</td>
<td>7.2%</td>
<td>7.5%</td>
<td>6.7%</td>
</tr>
<tr>
<td>Net Charge-Off Rate</td>
<td>14.1%</td>
<td>15.0%</td>
<td>18.6%</td>
<td>16.9%</td>
<td>12.9%</td>
</tr>
<tr>
<td>Provision Rate</td>
<td>10.2%</td>
<td>8.7%</td>
<td>7.2%</td>
<td>7.5%</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

1. Portfolio average as of period end. FICO is a registered trademark of Fair Issac Corporation.
2. For loans originated in period. Term loans only.
3. Portfolio average as of period end. Term loans only.
Strategic Priority: Strengthen Credit (cont.)

Key Drivers

- 1Q ’17 credit changes resulting in improving Provision Rate metrics
- Charge-off trajectory inline with expectations
- Recent vintages showing improvement

---

1. As of December 31, 2017. Net cumulative charge-off as a percentage of original loan amount for all term loan originations, regardless of funding source, including loans sold through OnDeck Marketplace or held for sale on our balance sheet. Given our loans are typically charged off after 90 days of nonpayment, all cohorts reflect approximately 0% for the first three months in this chart.
Strategic Priority: Invest In High Growth Areas

Back-End: Integration

- Invest an incremental $5 million in Technology & Analytics
- Launch second major OnDeck-as-a-Service bank
- Invest in the International Businesses

Front-End: Funding in a Few Clicks
Strategic Priority: Broaden Product Reach

- Enhanced Flexibility & Utility
- Strategic partnerships
- Data and analytics
- New Products
- Loyalty Benefits
- International expansion
Strategic Priority: Improve Operating Leverage

Noteworthy Items & Opportunities

- Terminated a portion of New York headquarters lease in February 2018, will result in approximately $2 million of annual savings

- Making a $5 million incremental investment in Technology & Analytics in 2018 (relative to 4Q ’17 annual run-rate levels)

- Will drive continued operating leverage by further reducing real estate footprint, shifting hiring to lower cost offices, and re-negotiating vendor contracts
## Strategic Priority: Strengthen Credit

### Priorities

- Enhance OnDeck Score®
- Introduce troubled debt restructurings
- Improve recovery performance
- Targeting a 6-7% Provision Rate range

### Performance Metrics

<table>
<thead>
<tr>
<th></th>
<th>4Q '16</th>
<th>1Q '17</th>
<th>2Q '17</th>
<th>3Q '17</th>
<th>4Q '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wtd Avg FICO®</td>
<td>695</td>
<td>698</td>
<td>699</td>
<td>698</td>
<td>701</td>
</tr>
<tr>
<td>Wtd Avg Term (Months) 2</td>
<td>12.8</td>
<td>12.3</td>
<td>11.8</td>
<td>12.1</td>
<td>12.2</td>
</tr>
<tr>
<td>Wtd Avg Remaining Term (Months) 3</td>
<td>11.2</td>
<td>10.4</td>
<td>9.7</td>
<td>9.6</td>
<td>9.6</td>
</tr>
<tr>
<td>15+ Delinquency Ratio</td>
<td>6.6%</td>
<td>7.8%</td>
<td>7.2%</td>
<td>7.5%</td>
<td>6.7%</td>
</tr>
<tr>
<td>Net Charge-Off Rate</td>
<td>14.1%</td>
<td>15.0%</td>
<td>18.6%</td>
<td>16.9%</td>
<td>12.9%</td>
</tr>
<tr>
<td>Provision Rate</td>
<td>10.2%</td>
<td>8.7%</td>
<td>7.2%</td>
<td>7.5%</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

1. Portfolio average as of period end. FICO is a registered trademark of Fair Issac Corporation.
2. For loans originated in period. Term loans only.
3. Portfolio average as of period end. Term loans only.
Appendix
Net Charge-Offs By Cohort

1. Represents net lifetime charge-offs of the unpaid principal balances charged off less recoveries of loans previously charged off. A given cohort's net lifetime charge-off ratio equals the cohort's net lifetime charge-offs through December 31, 2017 divided by the cohort's total original loan volume. Repeat loans in the denominator include the full renewal loan principal amount. The chart includes term loan originations, regardless of funding source, including loans sold through our OnDeck Marketplace or held for sale on our balance sheet and excluding ODaS related loans.

2. As of December 31, 2017, principal balance of term loans including loans sold through our OnDeck Marketplace or held for sale on our balance sheet still outstanding was 0% for all cohorts except the 2015, 2016, 1Q '17, 2Q '17, 3Q '17 and 4Q '17 cohorts, which had principal outstanding of 0.1%, 2.4%, 10.4%, 26.6%, 57.6% and 86.2%, respectively.

3. Represents the initial contractual term at origination.
## Current Debt Facilities

Ended Dec 31, 2017

<table>
<thead>
<tr>
<th>Borrower</th>
<th>Maturity Date</th>
<th>WA Interest Rate</th>
<th>Principal Outstanding</th>
<th>Borrowing Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>OnDeck Asset Securitization Trust II LLC</td>
<td>20-May</td>
<td>4.7%</td>
<td>$250</td>
<td>$250</td>
</tr>
<tr>
<td>OnDeck Account Receivables Trust 2013-1 LLC</td>
<td>19-Mar</td>
<td>4.1%</td>
<td>$102</td>
<td>$214</td>
</tr>
<tr>
<td>Receivable Assets of OnDeck, LLC</td>
<td>18-Nov</td>
<td>4.9%</td>
<td>$87</td>
<td>$120</td>
</tr>
<tr>
<td>OnDeck Asset Funding I, LLC</td>
<td>20-Feb</td>
<td>8.6%</td>
<td>$75</td>
<td>$150 (2)</td>
</tr>
<tr>
<td>On Deck Asset Company, LLC</td>
<td>19-May</td>
<td>8.7%</td>
<td>$62</td>
<td>$100 (4)</td>
</tr>
<tr>
<td>Prime OnDeck Receivable Trust II, LLC</td>
<td>18-Dec</td>
<td>3.9%</td>
<td>$64</td>
<td>$125</td>
</tr>
<tr>
<td>Other Agreements</td>
<td>Various (3)</td>
<td>Various</td>
<td>$51</td>
<td>$54</td>
</tr>
<tr>
<td><strong>Total Funding Debt</strong></td>
<td></td>
<td></td>
<td><strong>$690</strong></td>
<td><strong>$1,013</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Corporate Debt</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>On Deck Capital, Inc.</td>
<td>18-Oct</td>
<td>5.5%</td>
<td>$8</td>
<td>$30</td>
</tr>
</tbody>
</table>

1. The period during which remaining cash flow can be used to purchase additional loans expires April 2018.
2. On February 14, 2017, the lenders’ revolving commitment was increased to $150 million and the period during which new borrowings may be under this debt facility was extended to February 2019.
3. Maturity dates range from January 2018 through November 2020.
4. Lenders obligation consist of a commitment to make loans in amount of up to $125 million on a revolving basis. Lenders may also, in their sole discretion and on an uncommitted basis, make additional loans in amount of up to $75 million on a revolving basis.
## Non-GAAP Adjusted Net Income (Loss) Reconciliation

<table>
<thead>
<tr>
<th>Adjusted net income (loss)</th>
<th>Quarter Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income (loss)</td>
<td>($36,460)</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
</tr>
<tr>
<td>Net loss attributable to noncontrolling interest</td>
<td>603</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>4,492</td>
</tr>
<tr>
<td><strong>Adjusted net income (loss)</strong>&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td><strong>($31,365)</strong></td>
</tr>
</tbody>
</table>

1. Adjusted Net income (loss) is a non-GAAP measure and represents our net income (loss) adjusted to exclude net loss attributable to noncontrolling interest and stock-based compensation expense. Adjusted Net income (loss) has limitations as an analytical tool, and you should not consider it in isolation or as a substitute for analysis of our results as reported under GAAP. Some of these limitations are that it does not reflect the cost and potentially dilutive impact of stock-based compensation.
# Non-GAAP Pre-Provision Operating Income Reconciliation

## (in thousands, except share and per share data)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended, December 31,</th>
<th>Twelve Months Ended, December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income (loss) from operations</td>
<td>$4,416</td>
<td>$(36,232)</td>
</tr>
<tr>
<td>Provision for loan losses</td>
<td>34,431</td>
<td>55,669</td>
</tr>
<tr>
<td>Pre-Provision Operating Income</td>
<td>38,847</td>
<td>19,437</td>
</tr>
<tr>
<td>Operating Income Yield</td>
<td>1.9%</td>
<td>(15.5)%</td>
</tr>
<tr>
<td>Provision for loan losses / Average Interest Earning Assets</td>
<td>14.6%</td>
<td>23.7%</td>
</tr>
<tr>
<td>Pre-Provision Operating Yield</td>
<td>16.5%</td>
<td>8.3%</td>
</tr>
<tr>
<td>Average Interest Earning Assets</td>
<td>$937,021</td>
<td>$930,238</td>
</tr>
</tbody>
</table>

1. Pre-Provision Operating Income represents Income (Loss) from operations plus Provision for loan losses. Our use of Pre-Provision Operating Income has limitations as an analytical tool, and you should not consider it in isolation or as a substitute for analysis of our results as reported under GAAP. In particular, Pre-Provision Operating Income excludes Provision for loan losses, which consists of amounts charged to income during the period to maintain our Allowance for loan losses, or ALL. Our ALL presents an estimate of the expected credit losses inherent in our portfolio of term loans and lines of credit and is based on a variety of factors, including the composition and quality of the portfolio, loan specific information gathered through our due diligence efforts, delinquency levels, our historical loss experience and general economic conditions. This loss estimate is a fundamental part of our business because we structure our portfolio to have a targeted level of losses. Pre-Provision Operating Income does not reflect the cash losses or loss of principal associated with failure of our customers to repay their loans in full.

2. Pre-Provision Operating Yield represents Pre-Provision Operating Income divided by Average Interest Earning Assets, annualized. Annualization is based on a 365 days per year and is calendar day adjusted. Our use of Pre-Provision Operating Income Yield has limitations as an analytical tool, and you should not consider it in isolation or as a substitute for analysis of our results as reported under GAAP. In particular, Pre-Provision Operating Income Yield excludes Provision for loan losses and has the same limitations as described above for Pre-Provision Operating Income.

3. Interest Earning Assets represents the sum of Unpaid Principal Balance plus the amount of principal outstanding of loans held for sale in the period. It excludes net deferred origination costs and allowance for loan losses. Average Interest Earnings Assets is calculated as the average of Interest Earnings Assets at the beginning of the period and the end of each month in the period.