

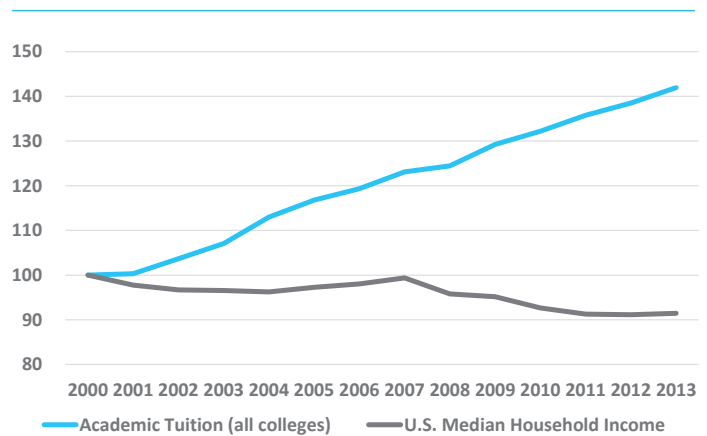


## Parents Struggling to Pay for College

Today's parents face an increasingly difficult situation: their income remains flat but their kids' college tuition goes up. As shown in U.S. census bureau data, the average real household income has remained relatively flat over the last 15 years while the cost of academic tuition has increased by almost 50%.

Driven by decreased government funding and increased student attendance, the cost of attending college has become a key priority for American families. For many households that means relying on 529 college savings plans and prepaid plans to cover academic expenses. However, with underperforming stock and bond markets, savings plans oftentimes do not suffice leaving parents with a financing gap to pay for their children's education.

ACADEMIC TUITION vs U.S. MEDIAN HOUSEHOLD INCOME 2000-2013 (inflation-adjusted)



Source: U.S. Census Bureau.



The cost to attend college has skyrocketed to about \$50,000 year or more and that's just for one child. As the lowest cost marketplace lender, we're providing serious savings to parent borrowers. And by doing so, we're hoping to relieve parents from the burden of Federal debt and help solve one of the biggest financial burdens facing families today.

Mike Cagney  
SoFi CEO



## Filling the Financial Gap with Costly Federal Parent PLUS

Student loans have surpassed \$1.2 trillion as many parents and students are left with no other choice but to take out loans to fill their financing gap. Parents shoulder almost 13%<sup>1</sup> of that debt burden and oftentimes turn to the Federal Parent PLUS program. These Federal loans represent a costly source of cash charging parents a hefty 4.29%<sup>2</sup> origination fee and a 7.21%<sup>3</sup> fixed interest rate for borrowers who take out loans from July 1, 2015 through June 30, 2016.

## SoFi Parent Loans – An Affordable Solution

Appreciating the financial burden that parents are facing, SoFi is now offering a Parent Loan that represents an affordable alternative to private and Federal Parent PLUS loans<sup>4</sup>. SoFi parent loans have no fees and rates ranging from 2.93% - 5.18% APR for variable and 4.50% - 7.50% APR for fixed interest rate loans with auto-pay<sup>5</sup>.

With a SoFi Parent Loan, parents can borrow an amount up to the cost of attendance less other sources of financial assistance. SoFi also has a tailored application experience



to fit the needs of busy parents, with a mobile-optimized application that takes as little as 2 minutes to find rates. Loan funds are sent directly to the parents' bank account, allowing parents the freedom to pay expenses as needed. In addition, parents have access to SoFi's exclusive member benefits; designed to build a relationship across a lifetime of needs, these benefits include access to exclusive SoFi products and services, including career services.

## Already taken out a PLUS loan, now what can I do?

For parents with an existing Federal Parent PLUS loan, SoFi offers attractive refinancing options. SoFi refinances Parent PLUS loans with variable rates ranging from 1.90% to 5.17% and fixed rates ranging from 3.50% to 7.24%, with auto-pay<sup>5</sup>.

	SOFI (FIXED RATE) <sup>5</sup>	FEDERAL PARENT PLUS LOAN
APR RANGE	4.50% - 7.50% <small>(includes additional 0.25% AutoPay discount)</small>	7.21% <sup>3</sup>
FEES	No Fees	4.292% Origination Fee <sup>2</sup>
TERM	5 or 10 years	10-25 years
AMOUNT	Up to cost of attendance <small>(less other financial assistance)</small>	Up to cost of attendance <small>(less other financial assistance)</small>
CAREER SERVICES	Yes	No

### About SoFi

SoFi is a leader in marketplace lending and the largest provider of student loan refinancing, with over \$2.5 billion dollars in loans funded to date. We're transforming financial services for early stage professionals with student loan refinancing, mortgages, personal loans, and MBA loans. Unlike traditional lenders, our proprietary underwriting approach

takes into account merit and employment history to offer unique credit products our members won't find elsewhere. We offer individual and institutional investors the ability to create positive social impact on the communities they care about while earning compelling rates of return. For more information, visit [SoFi.com](http://SoFi.com).

<sup>1</sup>According to Mark Kantrowitz, publisher of Edvisors Network Inc. <sup>2</sup>4.292% origination fee for loans disbursed on or after October 1, 2014, and before Oct. 1, 2015. 4.272% origination fee for loans disbursed on or after October 1, 2015, and before October 1, 2016. <sup>3</sup>For Direct PLUS Loans first disbursed on or after July 1, 2014, and before July 1, 2015, the interest rate is 7.21%. For Direct PLUS Loans first disbursed on or after July 1, 2015, and before July 1, 2016, the interest rate is 6.84%. <sup>4</sup>Unlike Federal Parent PLUS loans, the SoFi Parent Loan is an immediate repayment loan, without deferment while your child or dependent is in school, and is not dischargeable upon death or permanent disability of borrower or student. The Federal Parent PLUS program provides for graduated repayment plans we do not offer. For the range of interest rates effective on new applications as of May 4, 2015. SoFi loans are funded by SoFi Lending Corp. [list NMLS and CFL license]. <sup>5</sup>For Parent PLUS Refinancing: fixed rates from 3.50% APR to 6.50% (with AutoPay). Variable rates from 1.90% APR to 4.57% (with AutoPay). Interest rates on variable rate loans are capped at either 8.95% or 9.95% depending on term of loan. See APR examples and terms. Lowest variable rate of 1.90% APR assumes current 1 month LIBOR rate of 0.19% plus 1.72% margin. Choose from available terms: [www.sofi.com/parent-loan/parent-loan-rates](http://www.sofi.com/parent-loan/parent-loan-rates). If approved for a loan, the fixed or variable interest rate offered will depend on the borrower's credit history and the term of the loan, and will be within the ranges of rates listed above. For the SoFi variable rate product, the 1-month LIBOR index will adjust monthly and the loan payment will be re-amortized and changed monthly. APRs for variable rate loans may increase after origination if the LIBOR index increases. The SoFi 0.25% AutoPay interest rate reduction requires you to agree to make monthly principal and interest payments by an automatic, monthly deduction from a savings or checking account. This benefit will discontinue and be lost for periods in which you do not pay by automatic deduction from a savings or checking account.