ECN CAPITAL

First Quarter 2018

Strategic Update & Financial Results

MAY 10, 2018

Disclaimer

Certain information in this presentation is forward-looking and related to anticipated financial performance, events and strategies. When used in this context, words such as "will", "anticipate", "believe", "plan", "intend", "target" and "expect" or similar words suggest future outcomes. Forward-looking statements relate to, among other things, ECN Capital Corp.'s ("ECN Capital") objectives and strategy; future cash flows, financial condition, operating performance, financial ratios, projected asset base and capital expenditures; anticipated cash needs, capital requirements and need for and cost of additional financing; future assets; demand for services; ECN Capital's competitive position; expected growth in originations; and anticipated trends and challenges in ECN Capital's business and the markets in which it operates; and the plans, strategies and objectives of ECN Capital for the future.

The forward-looking information and statements contained in this presentation reflect several material factors and expectations and assumptions of ECN Capital including, without limitation: that ECN Capital will conduct its operations in a manner consistent with its expectations and, where applicable, consistent with past practice; ECN Capital's continued ability to successfully execute on its strategic transition; the general continuance of current or, where applicable, assumed industry conditions; the continuance of existing (and in certain circumstances, the implementation of proposed) tax and regulatory regimes; certain cost assumptions; the continued availability of adequate debt and/or equity financing and cash flow to fund its capital and operating requirements as needed; and the extent of its liabilities. ECN Capital believes the material factors, expectations and assumptions reflected in the forward-looking information and statements are reasonable but no assurance can be given that these factors, expectations and assumptions will prove to be correct.

By their nature, such forward-looking information and statements are subject to significant risks and uncertainties, which could cause the actual results and experience to be materially different than the anticipated results. Such risks and uncertainties include, but are not limited to, operating performance, regulatory and government decisions, competitive pressures and the ability to retain major customers, rapid technological changes, availability and cost of financing, availability of labor and management resources, the performance of partners, contractors and suppliers.

Readers are cautioned not to place undue reliance on forward-looking statements as actual results could differ materially from the plans, expectations, estimates or intentions expressed in the forward-looking statements. Except as required by law, ECN Capital disclaims any intention and assumes no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise.

Disclaimer

ECN Capital's audited consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board and the accounting policies we adopted in accordance with IFRS. In this presentation, management has used certain terms, including adjusted operating income before tax, adjusted operating income after tax, adjusted operating income after tax EPS and managed assets, which do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures presented by other organizations. ECN Capital believes that certain non-IFRS Measures can be useful to investors because they provide a means by which investors can evaluate ECN Capital's underlying key drivers and operating performance of the business, exclusive of certain adjustments and activities that investors may consider to be unrelated to the underlying economic performance of the business of a given period. Throughout this presentation, management used a number of terms and ratios which do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures presented by other organizations. A full description of these measures can be found in the Management Discussion & Analysis that accompanies the financial statements for the quarter ended March 31, 2018. ECN Capital's management discussion and analysis for the three-month period ended March 31, 2018 has been filed on SEDAR (www.sedar.com) and is available under the investor section of the ECN Capital's website (www.ecncapitalcorp.com).

This presentation and, in particular the information in respect of ECN Capital's prospective originations, revenues, operating income, adjusted operating income, adjusted operating income EPS, and intrinsic value illustration may contain future oriented financial information ("FOFI") within the meaning of applicable securities laws. The FOFI has been prepared by management to provide an outlook on ECN Capital's proposed activities and potential results and may not be appropriate for other purposes. The FOFI has been prepared based on a number of assumptions, including the assumptions discussed above, and assumptions with respect to operating costs, foreign exchange rates, general and administrative expenses and expected originations growth. ECN Capital and management believe that the FOFI has been prepared on a reasonable basis, reflecting management's best estimates and judgments, however, the actual results of operations of ECN Capital and the resulting financial results may vary from the amounts set forth herein and such variations may be material. FOFI contained in this presentation was made as of the date of this presentation and ECN Capital disclaims any intention or obligation to update or revise any FOFI contained in this presentation, whether as a result of new information, future events or otherwise, unless required pursuant to applicable law.

Call Agenda

STRATEGIC UPDATE

OPERATING HIGHLIGHTS

Business Services
- Home Improvement
- Manufactured Housing

Legacy Business
- Rail & Aviation Finance

CONSOLIDATED FINANCIAL SUMMARY

QUESTIONS

STRATEGIC UPDATE

Strategic Timeline

The Kessler partnership marks the completion of ECN's two year strategic transition

- Harvested capital through five completed sales transactions, >2% premium on book assets and >10% premium on equity
- Two business services acquisitions closed & KG partnership announced

SERVICE FINANCE COMPANY, LLC

Acquired Service Finance for US$309 million

TRIAD FINANCIAL SERVICES since 1959

Acquired Triad Financial Services for US$100 million

KESSLER | GROUP

Announced strategic partnership with the Kessler Group for US$221.2 million

2017 APR JUN JUL SEP OCT DEC JAN MAY 2018

Sold US C&V business for US$1.6 billion, ~17% premium to assets

Sold Commercial Aviation business for US$19 million

Sold non-core Rail assets for $US1.1 billion

Sold Canadian C&V business for ~US$670 million

Asset-based Lender → **Business Services Provider**

Strategic Plan

Asset-based Lender to Business Services Firm - COMPLETE

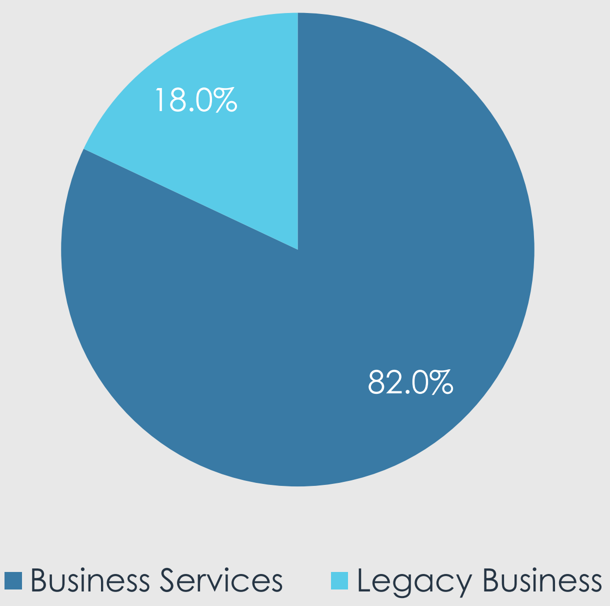
- Transition from a direct lender to a leading business services company providing lending and credit services to US financial institutions is complete
  - Three scalable business services platforms in Service Finance, Triad and The Kessler Group
  - 82% of 2019 revenue from fee based services to 90+ financial institutions; 78% in Q3 2017, 79% in Q4 2018
  - Manager, advisor and servicer on $29+ billion of consumer credit assets

Legacy Business Capital Redeployment – ~65% COMPLETE

- Orderly redeployment of remaining legacy business capital
  - In addition to $775 million harvested to date, legacy businesses have remaining capital of $450 million
  - Expect substantial completion of redeployment by the end of 2019
  - Organic growth opportunities within three core verticals
  - Allocation of capital – opportunistic acquisitions, repurchase + dividends
  - Maintain investment grade ratings

1.Management fees & Kessler annuities

ECN CAPITAL 2019 EST REVENUES



Strategic Plan

Right sizing capital, operations and expenses - UNDERWAY

- Right sizing capital and operations to business services platform
  - Returned significant capital through SIB & NCIB (C$217 million, ~15% of shares outstanding)
  - NCIB remains a valuable capital allocation tool
  - Expense reduction commitment and actions continue (see slide 25)

ECN committed to realizing synergies between platforms - UNDERWAY

- ECN resources and relationships driving additional bank relationships (see slide 9)
  - ECN converting its bank relationships into SFC, Triad and Kessler customers
  - Cross-selling bank relationships between platforms
  - Back office best practices shared between businesses

Strategic Value Creation

KESSLER | GROUP

Initiative		Result		Outcome
• Canadian bank from ECN's senior line has joined as a Kessler risk-based marketing customer	→	1st Canadian Account	→	2019/2020 Revenue
• Other bank partners in discussion	→	Add. Canadian Accounts	→	2019/2020 Revenue

SERVICE FINANCE COMPANY, LLC

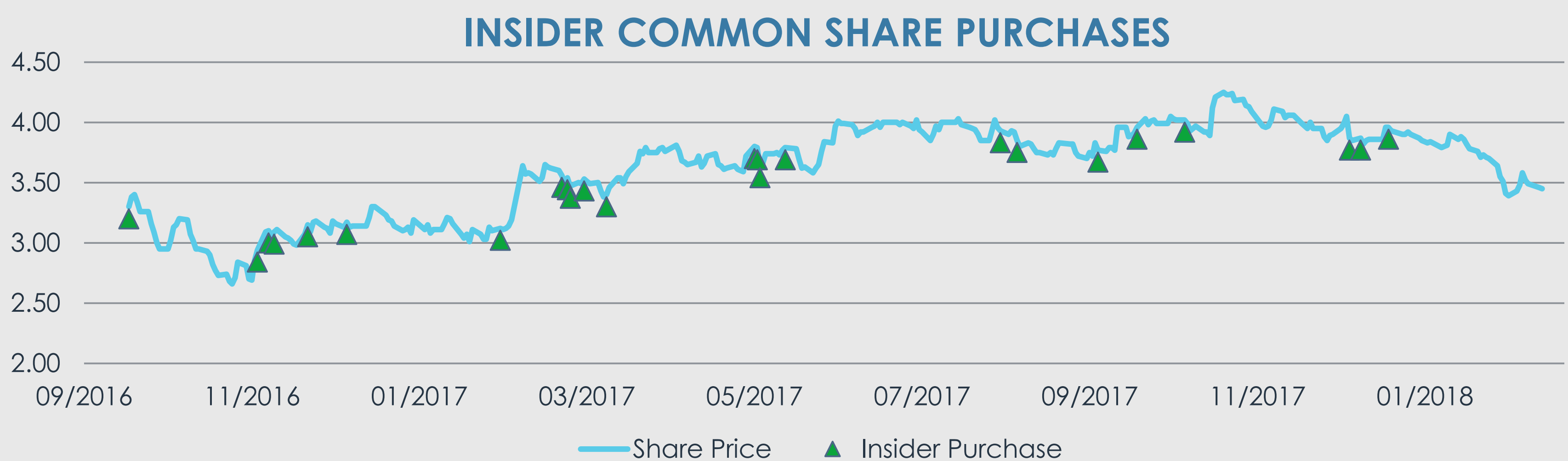
Initiative		Result		Outcome
• A US bank from ECN's senior line is joining SFC as a bank partner	→	Top 3 Bank	→	2019/2020 Revenue & Risk Diversification
• Canadian banks from ECN's senior line in discussions with SFC as possible bank partners	→	Top 5 Bank	→	2019/2020 Revenue & Risk Diversification
• Triad credit union in due diligence to join SFC as a funding partner	→	1st Credit Union	→	2019/2020 Revenue & Risk Diversification

TRIAD FINANCIAL SERVICES since 1959

Initiative		Result		Outcome
• Agreement to use components of SFC's paperless back-office	→	Improve Efficiency	→	Process Improvement Rollout Underway
• Launch of floorplan – drives core services	→	Drives Retail Originations	→	

Management Aligned

- At the end of Q1, employees and board members owned approximately 11% of the company, including shares, options and PSUs
- Management and insiders have been consistent buyers of shares
- Corporate senior leader compensation and pension arrangements are tied to performance metrics
- Newly acquired businesses have 5-year deferred purchase price earn-out plans with prescribed ROAE targets



OPERATING HIGHLIGHTS

- Business Services
  - Home Improvement
  - Manufactured Housing
- Legacy Business
  - Rail & Aviation Finance

Business Services

- Home Improvement
- Manufactured Housing

SERVICE FINANCE COMPANY, LLC

Home Improvement

KEY HIGHLIGHTS

- Total originations for the quarter increased 79% over Q1-2017
- Total originations include new solar program launched in the first quarter
- EBITDA was $8.8 million in Q1 2018, +66% year over year
    - As previously disclosed, revenue yields will vary by channel
    - Originations under the solar program have a lower fee structure than our core business but add incremental profitability
    - Operating margins impacted by increased expenses related to the development and roll-out of new origination partners
- Robust dealer growth continues
    - Adding ~170 new dealers per month

Select Metrics (US$, MM)	Q1 2017	Q1 2018
Originations	135.1	241.7
Period end managed assets	748.1	1,217.8
EBITDA	5.3	8.8
Adjusted operating income before tax	5.3	8.4

Guidance Announced December 14, 2017 (US$, MM)	2018
Total originations	1,365
Core originations	1,135
New channel originations	230
Managed assets (year-end)	1,860
Revenue	81
EBITDA	59
Adjusted operating income before tax	55

SERVICE FINANCE COMPANY, LLC

Home Improvement

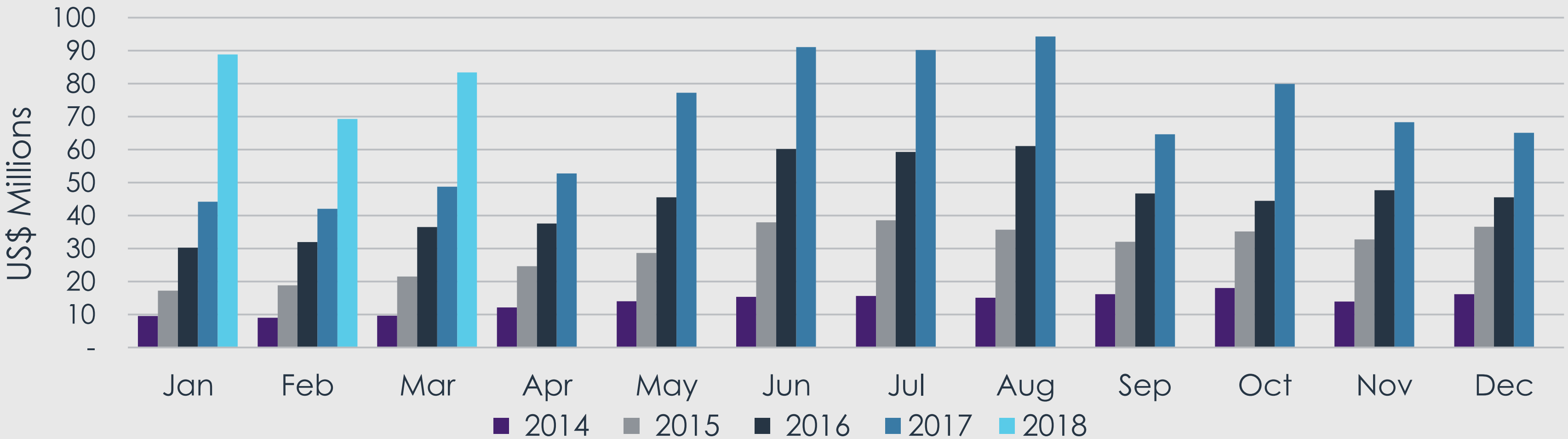
ORIGINATIONS (US$ Million's)

	1Q	2Q	3Q	4Q
2015	58	91	106	105
2016	99	143	167	138
2017	135	221	249	213
2018	242			

YOY ORIGINATION GROWTH

1Q	2Q	3Q	4Q
104.1%	120.3%	126.5%	116.8%
71.4%	56.9%	57.2%	31.7%
36.8%	54.2%	49.1%	54.9%
79.2%			

ORIGINATIONS



TRIAD FINANCIAL SERVICES since 1959

Manufactured Housing

KEY HIGHLIGHTS

- Total Q1 originations of $94 million
- Q1 Originations were impacted by:
  - Federal Emergency Management Agency (FEMA) absorbed significant short-term industry capacity to support disaster recovery
  - The Defense Production Act allows FEMA priority for manufacturer shipments to assist with recovery[1]
- This resulted in a larger than normal backlog of fully documented contractual loan agreements with down payments
  - Without delays noted above originations would have been ~$105 million
  - Backlog to return to normal in 2Q
- April results increased significantly vs last year
- Successfully launched floorplan program
  - Drives more core loan originations & managed assets
  - 77 manufacturers/dealers signed
  - Quarter-end balance of $12 million

Select Metrics (US$, MM)	Q1 2017	Q1 2018
Originations	91.9	94.0
Period end managed assets	1,749.3	2,003.8
EBITDA	1.4	2.5
Adjusted operating income before tax	1.4	2.4

Guidance Announced December 14, 2017 (US$, MM)	2018
Total originations	530
Managed assets (year-end)	2,310
Revenue	46
EBITDA	21
Adjusted operating income before tax	20

1. https://www.manufacturedhomes.com/blog/manufactured-home-hurricane-response/

TRIAD FINANCIAL SERVICES since 1959

Manufactured Housing

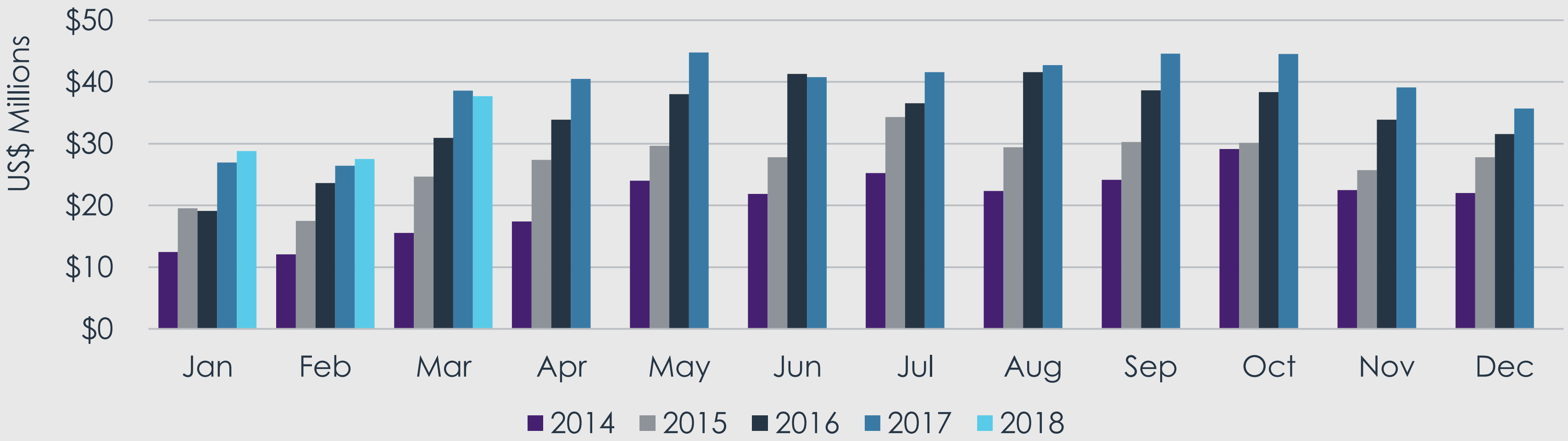
ORIGINATIONS (US$ Million's)

	1Q	2Q	3Q	4Q
2015	59	84	93	87
2016	74	113	117	104
2017	92	126	129	119
2018	94			

YOY ORIGINATION GROWTH

1Q	2Q	3Q	4Q
54.0%	34.1%	31.1%	13.6%
19.4%	33.5%	24.2%	24.2%
24.7%	11.3%	10.3%	15.0%
2.2%			

ORIGINATIONS



Legacy Businesses

- Rail & Aviation Finance

Rail Highlights

KEY HIGHLIGHTS

- Originations continue to be disciplined, with US$13 million added during Q1. No syndication income realized, in-line with expectations
- Future origination and syndication activity will be opportunistic and focus on portfolio optimization
  - Syndications expected to close in Q2 and no planned origination volume
- Net Rental Revenue yield consistent with Q4 and reflects change in portfolio composition
- Improved leasing fundamentals

Income Statement (US$,000)	Q4 2017	Q1 2018
Net rental revenue less interest expense & provision	4,521	5,146
Syndication and other income	2,853	26
Operating expenses	1,483	1,418
Adjusted operating income before tax	5,891	3,754
Key Ratios (1)	**Q4 2017**	**Q1 2018**
Originations (US$MM)	36	13
Average earning assets (US$MM)	639	688
Financial revenue yield[2]	6.5%	4.7%
Interest expense	1.9%	1.7%
Net interest margin yield	4.6%	3.0%
Operating expense ratio	0.9%	0.8%
Pre-tax ROAA	3.7%	2.2%

1. Percent of average earning assets
2. Financial revenue yield includes 1.8% from syndications in Q4 2017

Aviation Highlights

KEY HIGHLIGHTS

- No originations as wind-down progresses
- Average earning assets were $441 million down from $464 million in Q4-2017 and $732 million in Q1-2017
- Adjusted operating income before taxes was $4.8 million, up 26% over Q4-2017 due to a combination of higher income and lower operating expenses
- Subsequent to quarter end, we entered into a commercial arrangement to sell aircraft inventory ($35 million)

Income Statement (US$,000)	Q4 2017	Q1 2018
Interest income & rental revenue net less interest expense & provision	5,676	6,001
Syndication and other income	(484)	(285)
Operating expenses	1,422	952
Adjusted operating income before tax[1]	3,770	4,764
Key Ratios [1]	**Q4 2017**	**Q1 2018**
Average earning assets (US$MM)	464	441
Financial revenue yield	4.7%	5.2%
Interest expense	0.1%	—
Net interest margin yield	4.5%	5.2%
Operating expense ratio	1.2%	0.9%
Pre-tax ROAA	3.3%	4.3%

1. Percent of average earning assets

Consolidated Financial Summary

Q1 Consolidated Operating Highlights

SUMMARY

- Total Originations were $349 million for the quarter
- After tax adjusted EPS of US$0.02 (~C$0.03)
- After tax adjusted EPS of US$0.01 excluding discontinued operations
- Tangible leverage of 0.53:1
- Book value per share of $3.58 (C$4.61)

Balance Sheet

KEY HIGHLIGHTS

- Total finance assets decreased compared to Q4 primarily due to an aircraft coming off lease and moving into inventory.
- Total managed assets at the end of Q1 reflects $1.2 billion in our Home Improvement segment, and $2.0 billion in our Manufactured Housing segment

Balance Sheet ($,MM)	Q3 2017	Q4 2017	Q1 2018
Total assets	2,735.7	2,793.1	2,095.5
Total finance assets (1)	2,400.9	1,293.6	1,259.5
Total managed assets (2)	1,023.1	3,081.6	3,221.5
Shareholders' equity	1,537.2	1,498.4	1,441.6
Tangible book equity (excluding preferred shares)	1,032.1	938.4	878.0
Tangible leverage ratio	0.87:1	1.05:1	0.53:1

1. Total finance assets = Net investment in finance receivables + Equipment under operating leases for continuing operations.
2. Reflects off-balance sheet portfolios of Service Finance and Triad.

Consolidated Income Statement

KEY HIGHLIGHTS

- Origination and servicing revenue significantly increased in Q1 as a result of the first full quarter results of our Manufactured Housing segment.
- Interest and net rental revenue were relatively flat in Q1 while other revenue decreased due to lower syndications, particularly in our Rail Finance segment.
- Operating expenses increased due to a full quarter of Manufactured Housing results, higher costs in the Home Improvement segment as it builds out its revenue origination channels, and higher Corporate costs as M&A activity continues.

Income Statement ($,000)	Q4 2017	Q1 2018
Origination revenue	6,874	13,432
Servicing revenue	6,844	8,580
Interest income and net rental revenue	13,379	14,126
Other revenue	5,366	3,120
Interest expense and provision for credit loss	8,031	8,358
Operating expenses	13,460	21,771
Adjusted operating income before tax	**10,972**	**9,129**

1. Excludes share-based compensation
2. Percent of average earning assets

Operating Expenses

KEY HIGHLIGHTS

- Home Improvement segment expenses increased in Q1 as the business invests in growth of its origination channels.
- Manufactured Housing expenses reflect its first full quarter of operations in Q1
- Higher corporate expenses reflect continued M&A activity and the fact that no transactions closed during the quarter. G&A expenses associated with successful M&A activity is recorded as business acquisition costs.
- 2018 guidance reflects US$27 million in corporate operating expenses which are weighted towards Q1 to Q3 as we complete M&A execution

Operating Expenses *($, 000)*	Q3 2017	Q4 2017	Q1 2018
Home Improvement	1,052	5,250	6,008
Manufactured Housing	-	-	6,055
Rail Finance	2,432	1,483	1,418
Aviation Finance	949	1,422	952
Corporate	4,389	5,305	7,338
Total operating expenses	8,822	13,460	21,771

Operating Expenses *($, 000)*	Q3 2017	Q4 2017	Q1 2018
Base Corporate	4,389	4,911	5,250
M&A Transactions – Did not close	-	394	2,088
M&A Transactions – Closed	4,106	2,368	250
	8,495	7,673	7,588

Corporate Operating Expenses

	US$M Quarterly	US$M Annualized
Q1 2018	**~$7.5**	**~$30**

Actions
- Executive compensation reductions; led by 20% reduction by CEO
- Eliminate M&A related costs
- Other SG&A reductions

	US$M Quarterly	US$M Annualized
Q3 2018	**~$6.25**	**~$25**

Actions
- Further executive compensation reductions
- Right-sizing corporate overhead

	US$M Quarterly	US$M Annualized
Q1 2019	**~$5.25**	**~$21**

In addition, ECN to reduce Senior line from $2.2B to $1.5B resulting in $2.4 savings in standby fees

Questions