



Investor Presentation

June 2018

Disclaimer

Certain information contained in this presentation, including information and statements which may contain words such as “objective”, “estimates”, “would”, “will”, “contemplates”, “expects” and similar expressions and statements relating to matters that are not historical facts, are forward-looking information including, but not limited to, information as to future performance.

This forward-looking information is based on certain material factors, assumptions and analyses made by Rifco in light of its experience and its perception of historical trends, current conditions and expected future developments as well as other factors it believes are appropriate in the circumstances. However, whether actual results, performance or achievements will conform with Rifco's conclusions, forecasts, projections, expectations and predictions expressed or implied by the forward-looking information in this presentation is subject to known and unknown risks and uncertainties which could cause actual results to differ materially from Rifco's conclusions, forecasts, projections, expectations and predictions expressed or implied by the forward-looking information in this presentation, including: adverse market and economic conditions. Additional risks may be described in Rifco's Annual Report for the most recently completed financial year end which may be found on SEDAR at www.sedar.com. If any of the above risks or uncertainties materialize, or if the material factors, assumptions and analyses applied by Rifco are incorrect, actual results may vary materially from those expected in the forward-looking information in this presentation.

Consequently, all of the forward-looking information contained in this presentation is qualified by these cautionary statements and there can be no assurance that the actual results or developments anticipated by Rifco expressed or implied by the forward-looking information in this presentation will be realized or, even if substantially realized, that they will have the expected consequences to or effects on Rifco or its business operations.

Rifco assumes no obligation, except as required by law, to update publicly any such forward-looking information, whether as a result of new information, future events or otherwise.

Readers should not place undue reliance on forward-looking information.

Who is Rifco

- Rifco Inc. TSXV:RFC
- o/a Rifco National Auto Finance Corporation
- Founded in 2002
- Largest independent publicly-traded alternative auto finance company in Canada
- Operating in all English speaking provinces
- Focused on high profit consumer auto loans
- Work with franchise and independent dealers
- Over \$900 million in loans originated

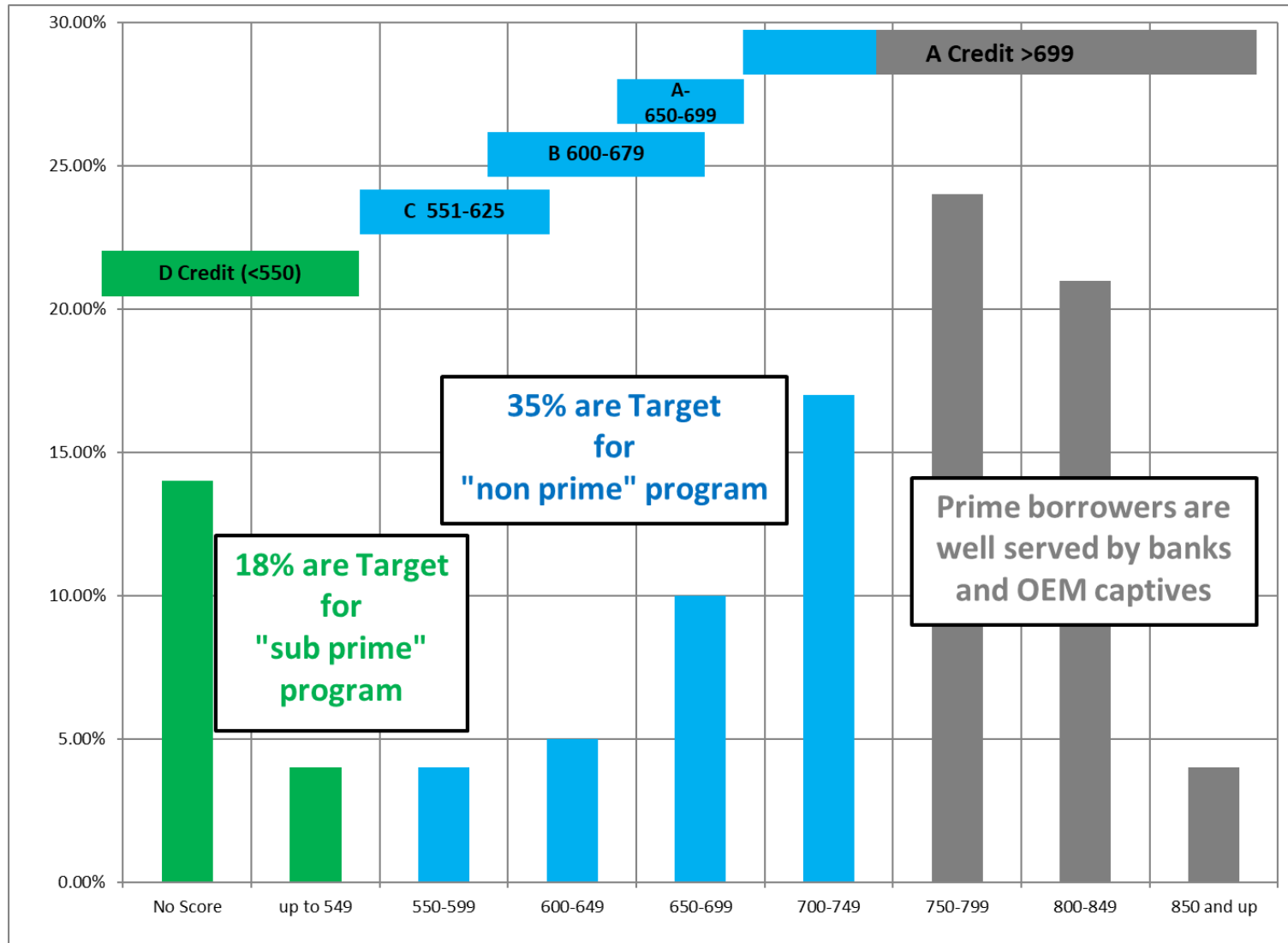
2018* Snapshot

- \$100+ million in new Loan Originations
- \$233 million in Finance Receivables
- \$35 million in revenue
- \$38 million in Adjusted Equity
- 12th consecutive year of profitability
- \$75 million available in existing credit facilities for growth

*as at fiscal year end March 31

Less Than Prime Auto Finance

Non-Prime Credit



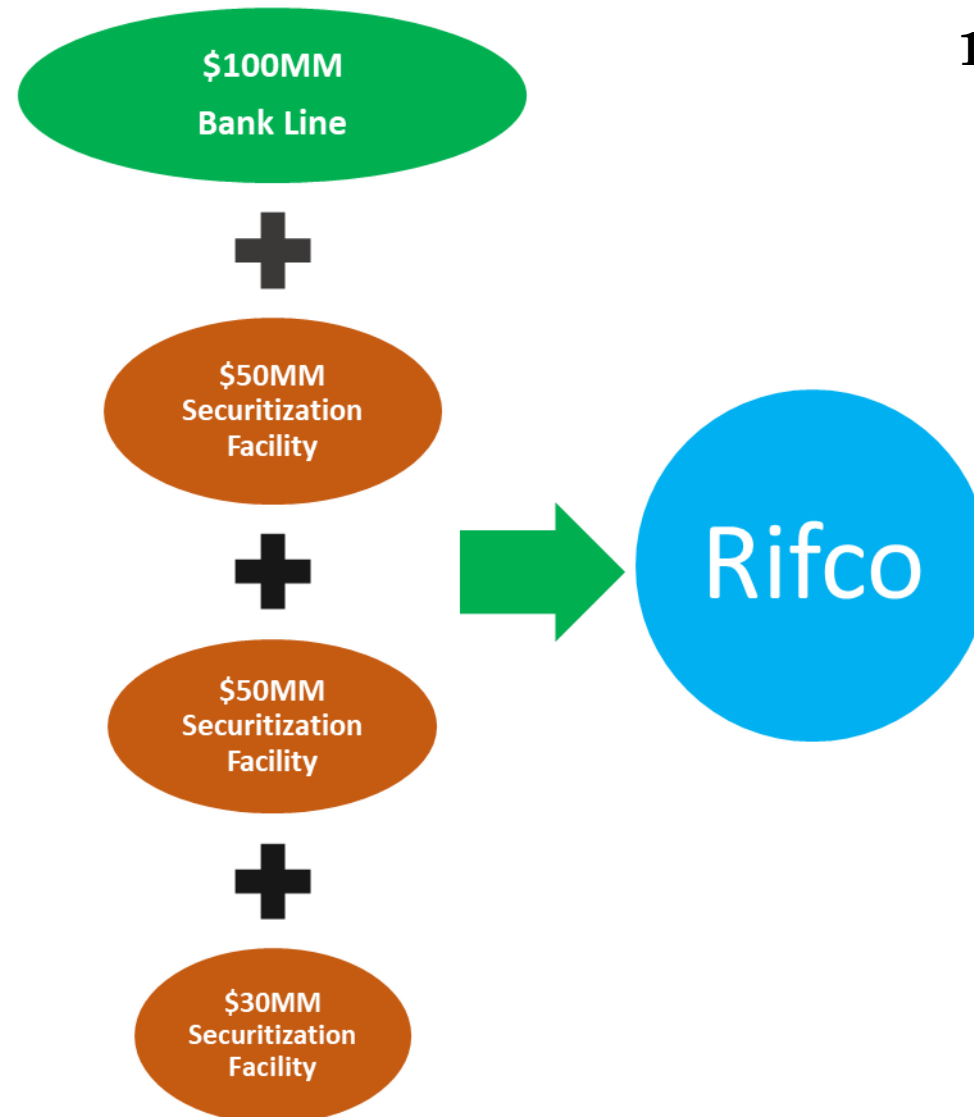
Investment Thesis

1. Sustainable Company With History Of Success
2. Experienced and Aligned Leadership
3. Deep Existing Value
4. Turnaround Year
5. New Valuation Catalyst



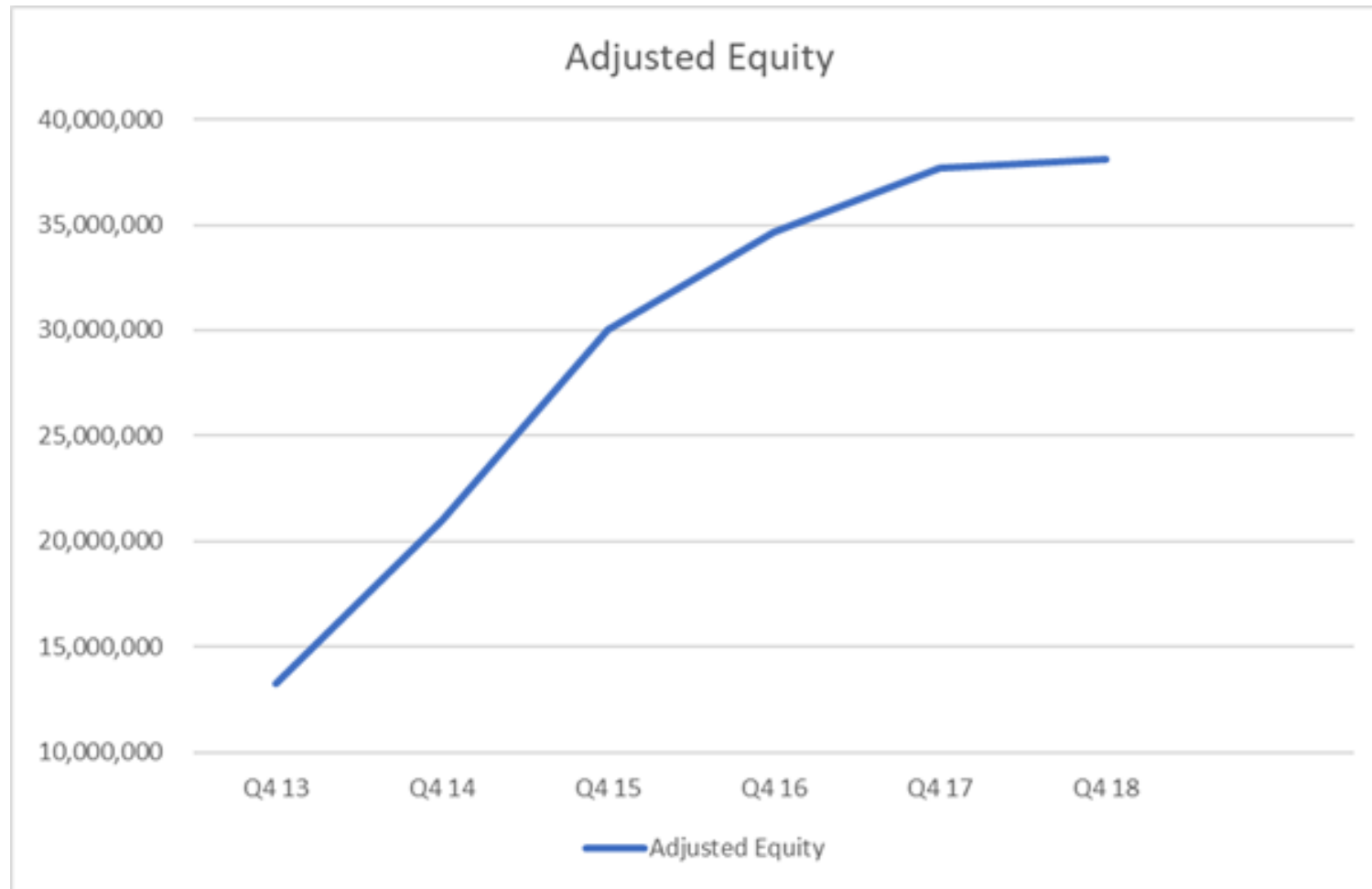
1. Sustainable Company with History of Success

1A. Access to Capital



1. Sustainable Company with History of Success

1B. History of Growing Equity



2. Tenured and Aligned Leadership

2A. Officers & Directors Are Tenured

Insider Name	Year of Tenure
Bill Graham, President & CEO	16
Warren Van Orman, VP & CFO	1
Doug Decksheimer, VP Marketing	13
Roger Saran, VP and Chief Credit Officer	1
Jim Nieuwenburg, Board Chair	13
Lance Kadatz, Director	16
Stuart Hensman, Director	11
Bruce Ratzlaff, Director	7
Gerry Wagner, Director	6



2. Experienced and Aligned Leadership

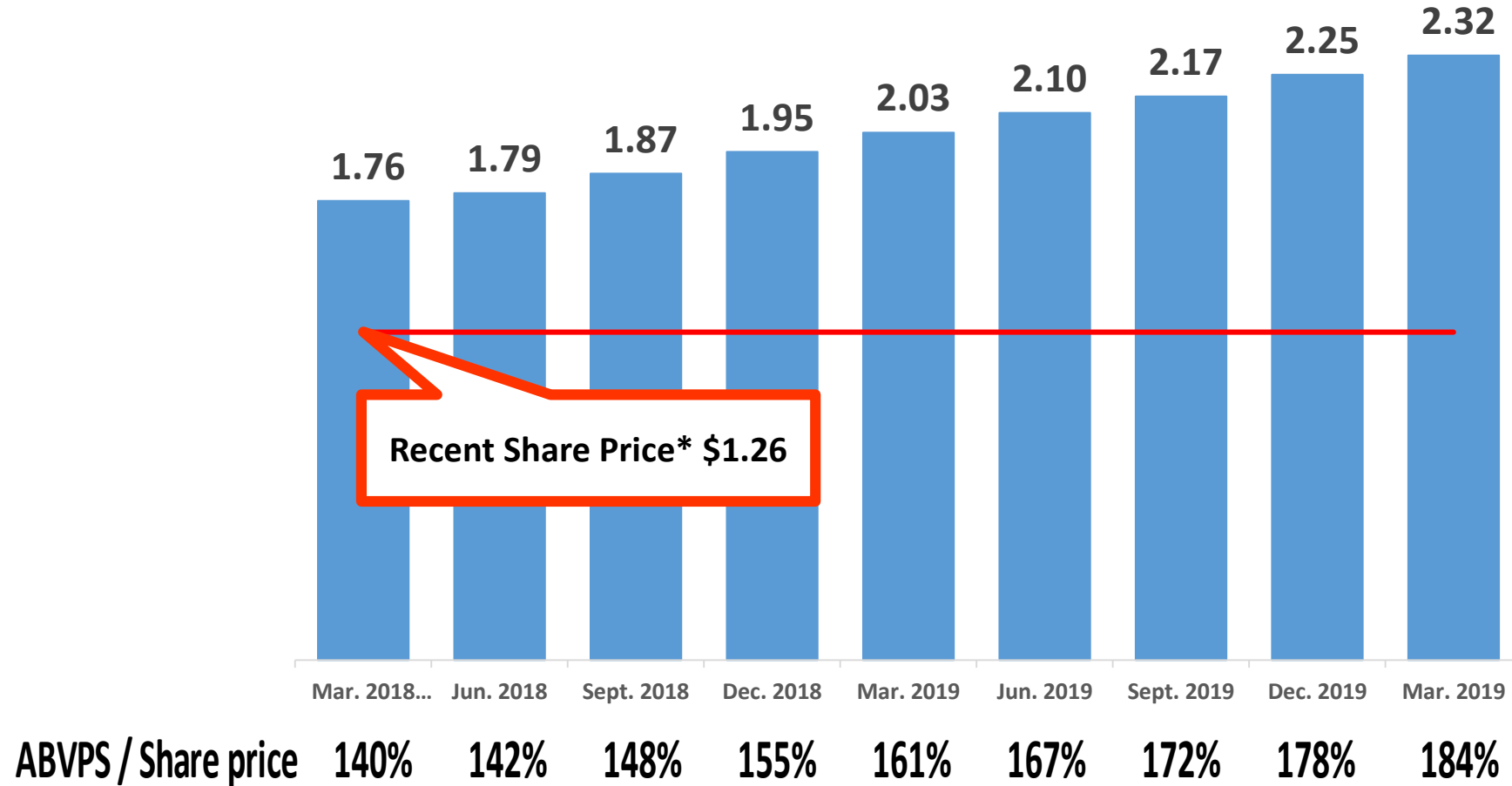
2B. Officers & Directors Are Invested

Insider Group	Share Holdings	% of Total
Rifco Officers	2,054,000	9.60%
Rifco Directors	2,701,000	12.50%
Total	4,756,000	22.0%



3. Significant Share Value

3A. Recent Share Price is Below Adjusted Book Value



* Closing Share Price at June 14, 2018



3. Significant Share Value

3B. The Company has a Scalable Infrastructure

- Access to capital
 - Current access to \$75M+
- Current, Scalable infrastructure
 - New CRM – 2013
 - New LMS – 2014
 - New LOS – 2018
 - New GL – 2018
 - New Payroll – 2018
- Leading Collections Practice
 - Industry leading training & certification
 - Automated dialing, texting, emailing solutions
- Experienced, Focused, Committed Team
 - Over 120 employees



3. Significant Share Value

3C. Insiders Have Been Recently Buying

Insider Name	Purchases (last 6 months)
Stuart Hensman	48,600
Jim Nieuwenburg	49,900
Warren Van Orman	5,530
Gerry Wagner	20,000
Brad Wells	865,900
Total	989,930



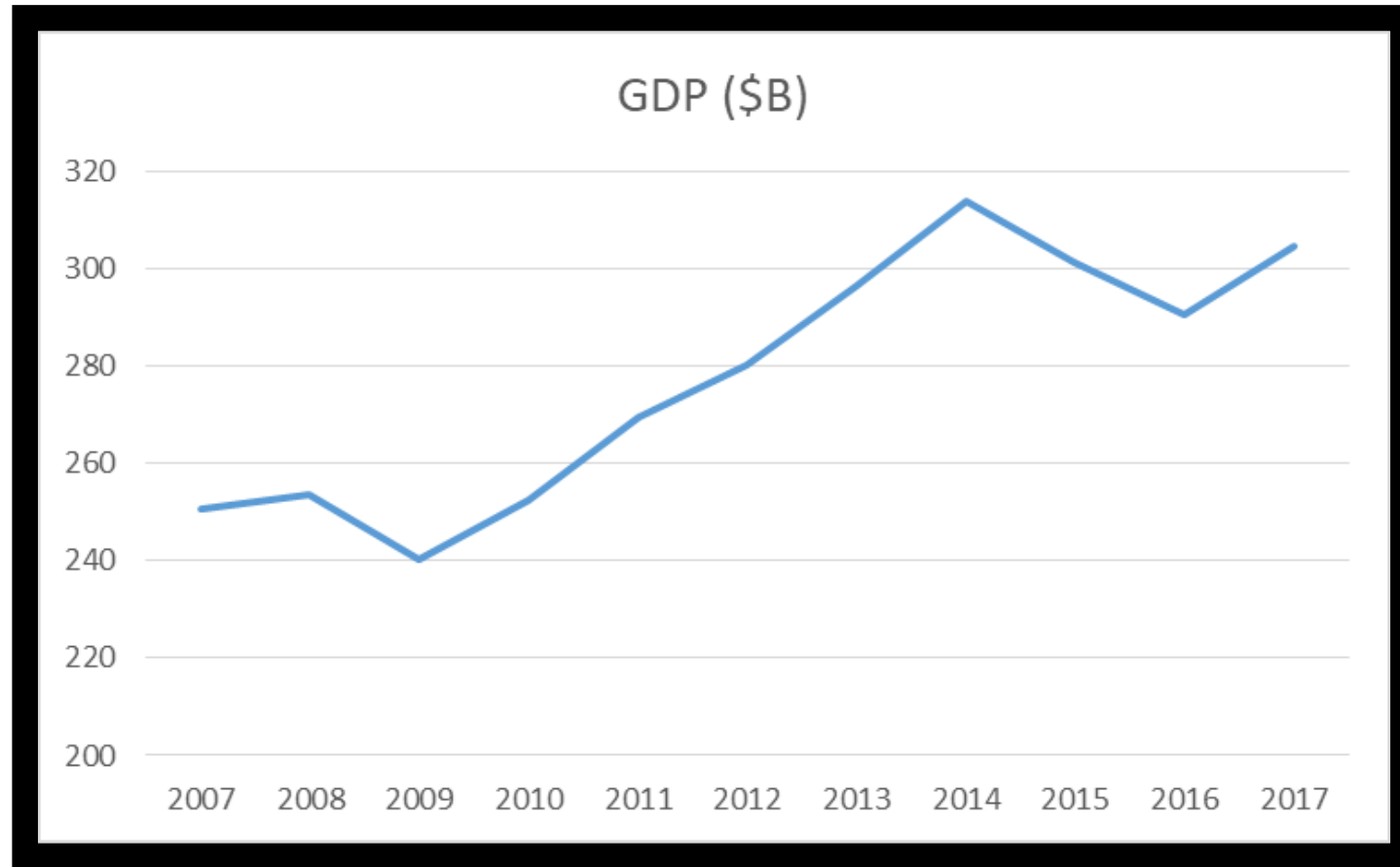
4. Turnaround Year

4A. Competitive Consolidation



4. Turnaround Year

4B. An Alberta Recovery Seems To Be In The Works



Alberta's GDP increased 4.9% in 2017...ending two consecutive years of decreases.

Source: Government of Alberta, May 4, 2018



4. Turnaround Year

4D. Strategic Commitment to Data / Analytics & Innovation



- Roger Saran Chief Credit Risk Officer

- Experience

- Royal Bank
- CIBC
- ATB Financial

Saran developed and implemented optimized risk and pricing strategies.

- ✓ Built out internal data and analytic infrastructure
- ✓ Engaged external data and analysis partners
- ✓ Developed next generation predictive decision engines



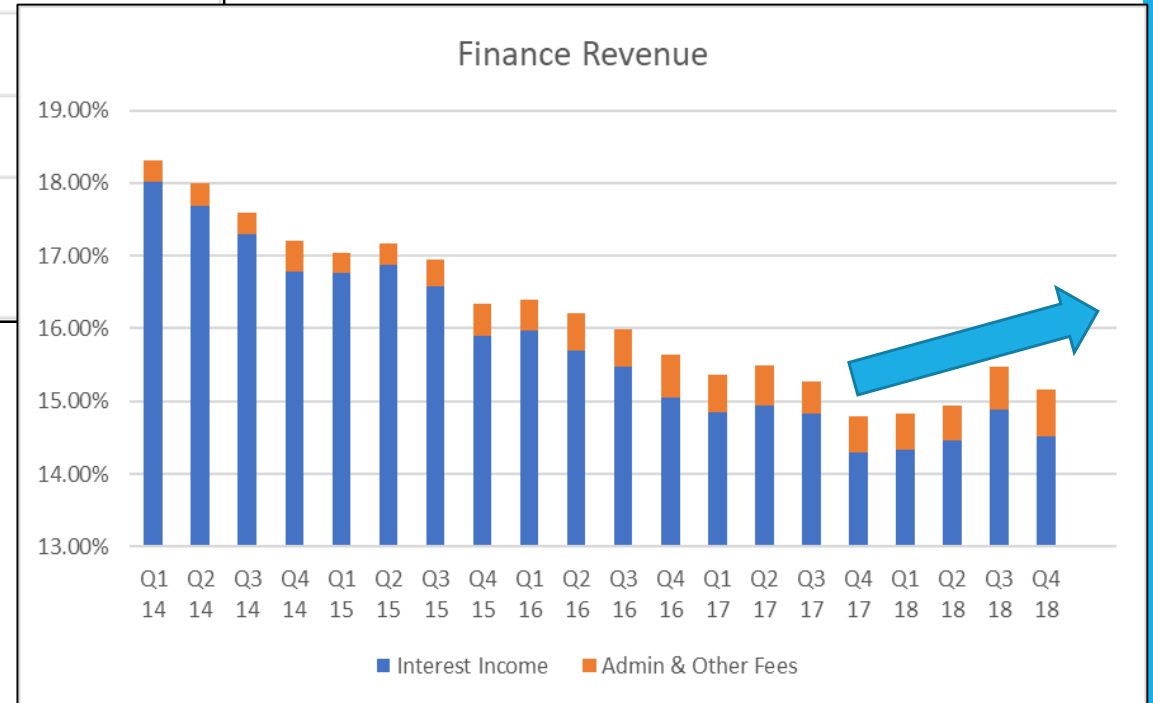
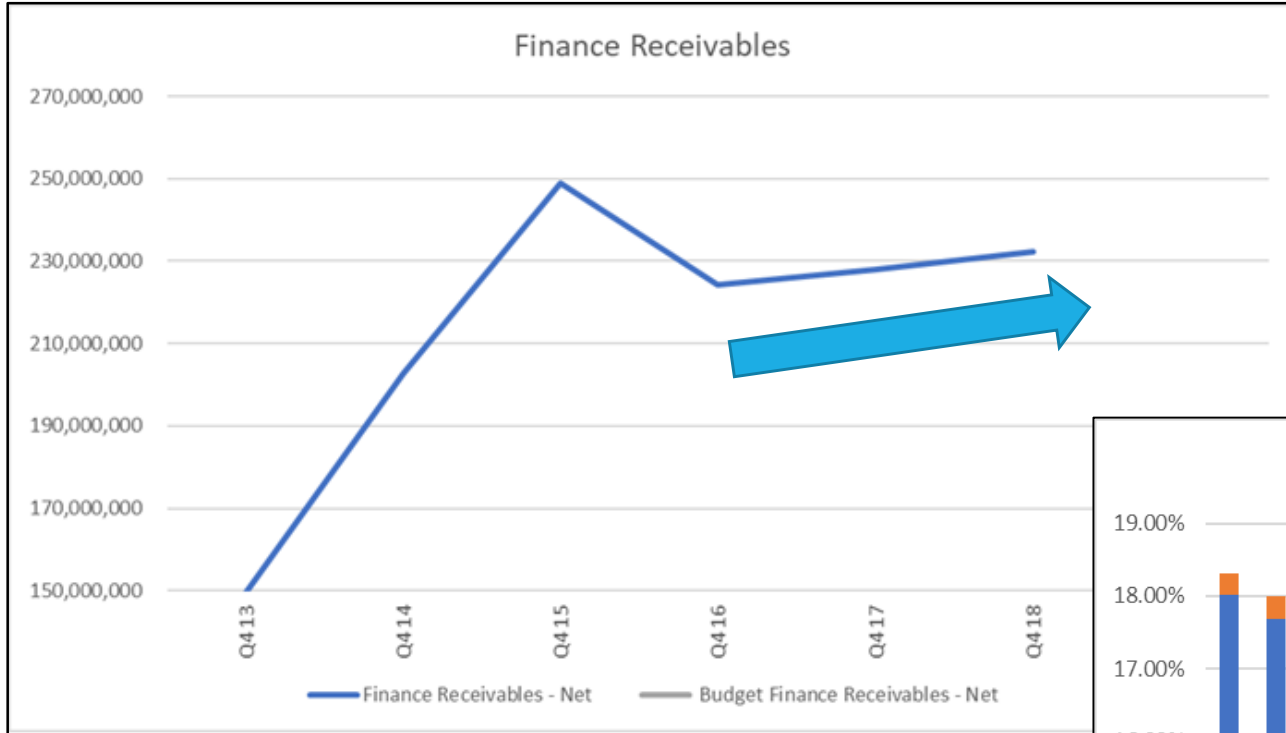
- Defi Loan Origination Software

- ✓ Best in Class
- ✓ Configurable decision rules
- ✓ Simple scorecard maintenance and flexible fulfillment
- ✓ Automated, manual or mixed decisioning



4. Turnaround Year

4E. Returning to Growth



4. Turnaround Year

4F. Fiscal 2019 Company Forecast

1. \$120MM in new Loan Originations
2. \$250MM in ending Loan Receivables
3. 11.40% Credit Spread (Revenue minus loan losses)
4. \$5MM in Adjusted Net Income (\$0.23 per share)



5. Catalyst

5A. Asset Acquisition

- Rifco purchased from a competitor
 - Over 1,850 Auto Loans, \$25M book value
 - 10% increase in Rifco's Finance Receivables
 - Average Interest Rate of 27%
 - Average Seasoning of 18 months
 - Purchase price of \$20M
 - Rifco was previous servicer
 - **Immediately accretive to adjusted net income**
 - June 5, 2018 Closing Date
-
- Reflects market rationalization, looking for more opportunities



A photograph of two business professionals shaking hands, overlaid with a semi-transparent blue filter. The image is centered on the page. The word "Questions?" is written in a white, serif font across the middle of the handshake.

Questions?

Conclusion

1. Sustainable Company With History Of Success
2. Experienced and Aligned Leadership
3. Deep Existing Value
4. Turnaround Year
5. New Valuation Catalyst

