



AUGUST 16, 2021

Earnings Results



2Q 2021

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THE PERMISSION OF SUNLIGHT FINANCIAL



Legal Disclaimers

Forward-Looking Statements

The information included herein and in any oral statements made in connection herewith (collectively, this "Presentation") may include "forward-looking statements" related to Sunlight Financial Holdings Inc. and/or its direct or indirect subsidiaries (collectively, "Sunlight" or the "Company") within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act, as amended. Forward-looking statements may generally be identified by the use of words such as "could," "should," "would," "will," "may," "believe," "anticipate," "intend," "estimate," "expect," "project," "plan," "continue," or the negative of such terms and other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. These forward-looking statements are based on management's current expectations and assumptions about future events and are based on currently available information as to the outcome and timing of future events. Except as otherwise required by applicable law, Sunlight disclaims any duty to update any forward-looking statements, all of which are expressly qualified by the statements in this section, to reflect events or circumstances after the date hereof. Sunlight cautions you that these forward-looking statements are subject to numerous risks and uncertainties, most of which are difficult to predict and many of which are beyond the control of Sunlight. Such risks and uncertainties include, among others: risks relating to the uncertainty of the projected operating and financial information with respect to Sunlight; risks related to Sunlight's business and the timing of expected business milestones or results; the effects of competition and regulatory risks, and the impacts of changes in legislation or regulations on Sunlight's future business; the expiration, renewal, modification or replacement of the federal solar investment tax credit, rebates and other incentives; the effects of the COVID-19 pandemic on Sunlight's business or future results; Sunlight's ability to sustain profitability and to attract and retain its relationships with third parties, including Sunlight's capital providers and solar contractors; changes in the retail prices of traditional utility generated electricity; the availability of solar panels, batteries and other components and raw materials; and such other risks and uncertainties discussed in the "Risk Factors" section of Sunlight's Registration Statement on Form S-1 as filed with the Securities and Exchange Commission ("SEC") on July 30, 2021, and other documents of Sunlight filed, or to be filed, with the SEC. Should one or more of the risks or uncertainties described herein occur, or should underlying assumptions prove incorrect, actual results and plans could differ materially from those expressed in any forward-looking statements. Sunlight's SEC filings are available publicly on the SEC's website at www.sec.gov.

Non-GAAP Financial Measures

In addition to financial information presented in accordance with United States generally accepted accounting principles ("GAAP"), this Presentation and the accompanying oral presentation include certain non-GAAP financial measures, such as Total Revenue, Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow and operating expenses which Sunlight's management believes provide useful information to management, investors and others regarding certain financial and business trends relating to Sunlight's financial condition and results of operations. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of GAAP financial measures. For an explanation of the differences between these non-GAAP metrics and the most directly comparable GAAP metric, why management believes presenting the non-GAAP measures is useful to management, investors and others, and how management uses the non-GAAP metric in conducting its business, please see the accompanying reconciliations of the non-GAAP financial measures to their most directly comparable GAAP-financial measures on page 18 of this Presentation.

Important Information For Investors and Shareholders

In connection with Sunlight's commitment to certain stockholders (the "Selling Securityholders") to file a shelf registration statement to register for resale certain Sunlight securities held by such Selling Securityholders, Sunlight filed a registration on Form S-1 with the SEC on July 30, 2021, as amended (which includes a prospectus), and other relevant documents with the SEC. This communication shall not constitute an offer to sell or the solicitation of an offer to buy any securities nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction. In addition, nothing contained herein should be construed as legal, financial, tax or other advice. Sunlight stockholders and other interested persons are urged to read the prospectus and any other relevant documents filed with the SEC when they become available, because they contain important information about Sunlight and the plan of distribution for the securities registered on the Form S-1. Sunlight stockholders can obtain a free copy of the prospectus, as well as other filings containing information about Sunlight, without charge, at the SEC's website located at www.sec.gov.

Industry and Market Data

Information contained in this Presentation concerning Sunlight's industry and the markets in which it operates, including Sunlight's general expectations and market position, market opportunity and market size, is based on information from Sunlight management's estimates and research, as well as from industry and general publications and research, surveys and studies conducted by third parties. In some cases, this Presentation may not expressly refer to the sources from which this information is derived. Sunlight management estimates are derived from industry and general publications and research, surveys and studies conducted by third parties and Sunlight management's knowledge of its industry and assumptions based on such information and knowledge, which it believes to be reasonable. In addition, assumptions and estimates of Sunlight's and its industry's future performance are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause Sunlight's future performance and actual market growth, opportunity and size and the like to differ materially from its assumptions and estimates. The data and information provided by Wood Mackenzie should not be interpreted as advice and you should not rely on it for any purpose. You may not copy or use this data and information except as expressly permitted by Wood Mackenzie in writing. To the fullest extent permitted by law, Wood Mackenzie accepts no responsibility for your use of this data and information except as specified in a written agreement you have entered into with Wood Mackenzie for the provision of such of such data and information.

Trademarks and Trade Names

Sunlight owns or has rights to various trademarks, service marks and trade names that Sunlight uses in connection with the operation of its business. This Presentation also contains trademarks, service marks and trade names of third parties, which are the property of their respective owners. The use or display of third parties' trademarks, service marks, trade names or products in this Presentation is not intended to, and does not imply, a relationship with Sunlight, or an endorsement or sponsorship by or of Sunlight. Solely for convenience, the trademarks, service marks and trade names referred to in this Presentation may appear without the ®, TM or SM symbols, but such references are not intended to indicate, in any way, that Sunlight will not assert, to the fullest extent under applicable law, their rights or the right of the applicable licensor to these trademarks, service marks and trade names.

Table of Contents

- I. Second Quarter Highlights**
- II. Continuing Momentum**
- III. Outlook**
- IV. Appendix**

Updates Since 1Q 2021

- **June 30, 2021:** Sunlight's cumulative funded loans total \$4.8 billion, and are set to surpass \$5 billion in Q3 2021
- **July 8-9, 2021:** Spartan Acquisition Corp. II announces stockholder approval of business combination; transaction closes
- **July 12, 2021:** Sunlight Financial begins trading on the NYSE under ticker "SUNL"
- **August 5, 2021:** Sunlight announces innovative and competitive new loan products for residential solar and energy storage systems that provide additional term and pricing options for contractors to enable cost-saving installations for homeowners

All financial and operating results included in this release are for the Sunlight Financial LLC business, and do not give effect to the closing of the business combination with Spartan Acquisition Corp. II ("Spartan"), which occurred on July 9, 2021 (after the close of the quarter ended June 30, 2021).



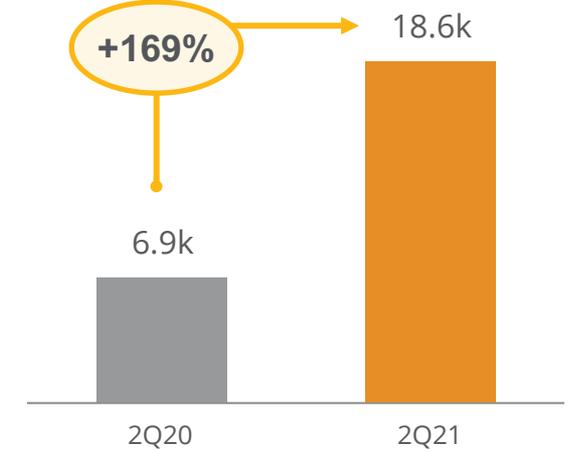
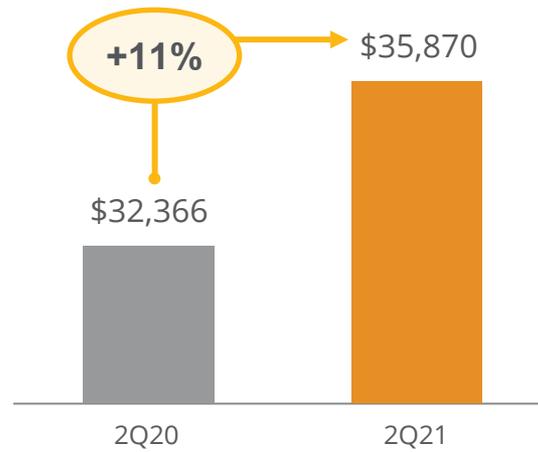
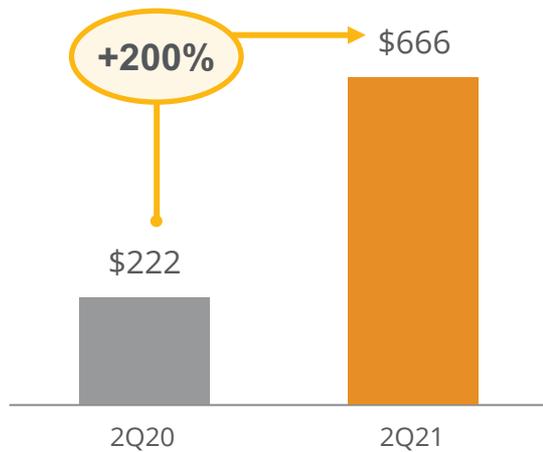
2Q 2021 Results Show Growth Across Key Metrics

Funded Loans

Average Loan Balance

Number of Borrowers

\$ in millions

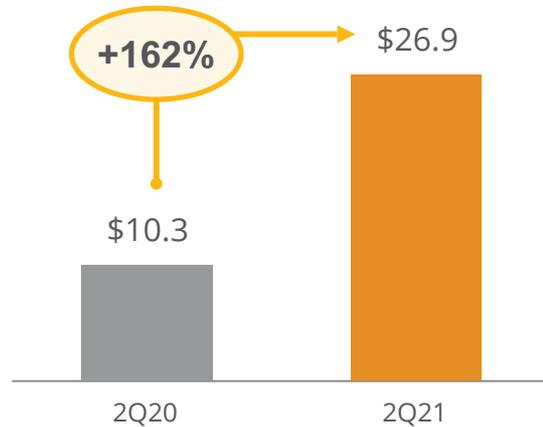


Total Revenue¹

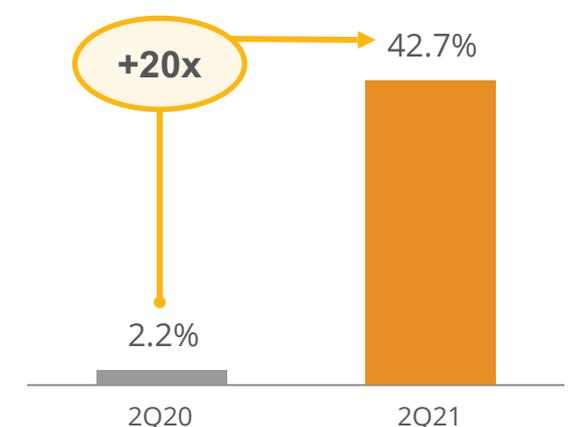
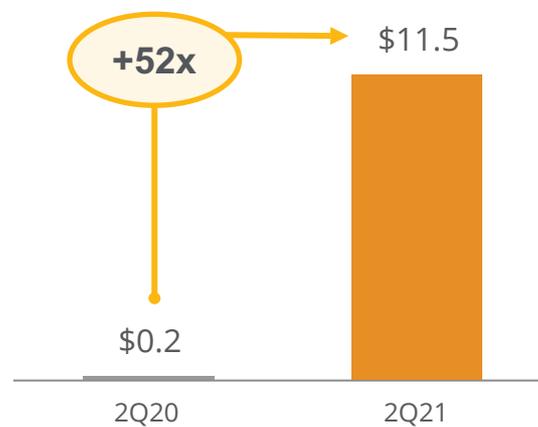
Adjusted EBITDA¹

Adjusted EBITDA Margin¹

\$ in millions



\$ in millions



(1) For a reconciliation of these Non-GAAP measures to their most directly comparable GAAP measures, see page 18, and for descriptions of Non-GAAP measures, see page 21.

Additional Signs of Sustainable Growth



Free Cash Flow¹

\$11.3m

in 2Q 2021

Capital-Light Model Drives Free Cash Flow

- Sunlight's capital-light business model enables strong cash flow generation
- Cost structure also drives high free cash flow conversion
 - Adjusted EBITDA to Free Cash Flow conversion rate^{1,3} of 98.0% in 2Q21



Contractor Relationships

+77%

relative to 2Q 2020

Additional Contractors Per Quarter

1Q20	+135
2Q20	+132
3Q20	+177
4Q20	+113
1Q21	+132
2Q21	+184



Battery Attachment Rate²

26%

in 2Q 2021

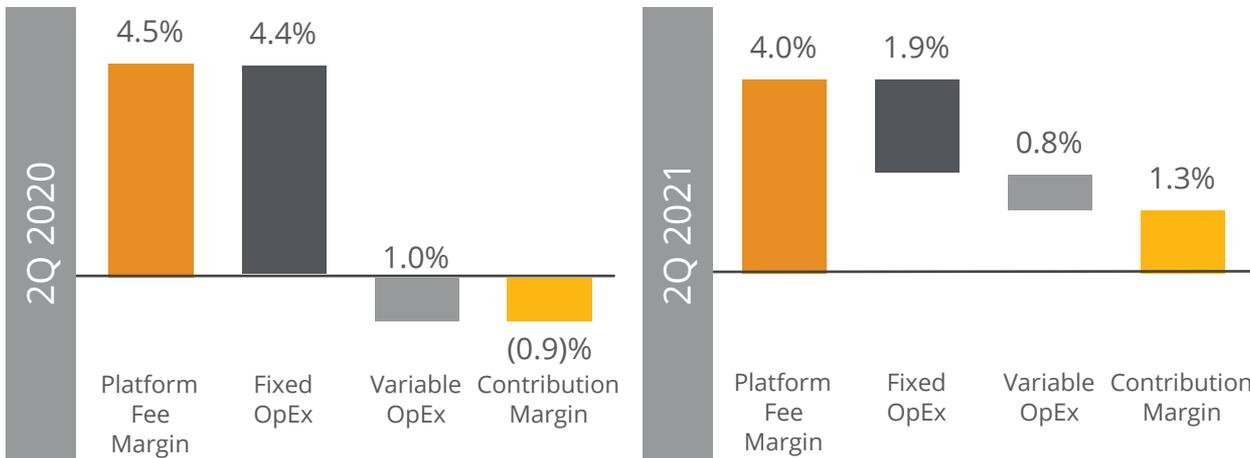
Battery Demand Drives Value

- **Higher Average Balances** means **more revenue** for Sunlight **without any additional expense**
- Battery storage adoption continues to grow in the U.S., driven by technology advancements, government policy and extreme weather events

(1) For a reconciliation of these Non-GAAP measures to their most directly comparable GAAP measures, see page 18, and for descriptions of Non-GAAP measures, see page 21. (2) Reflects average battery attachment rate within the quarter based on funded loans including a battery divided by total funded solar loans. (3) Reflects Free Cash Flow divided by Adjusted EBITDA.

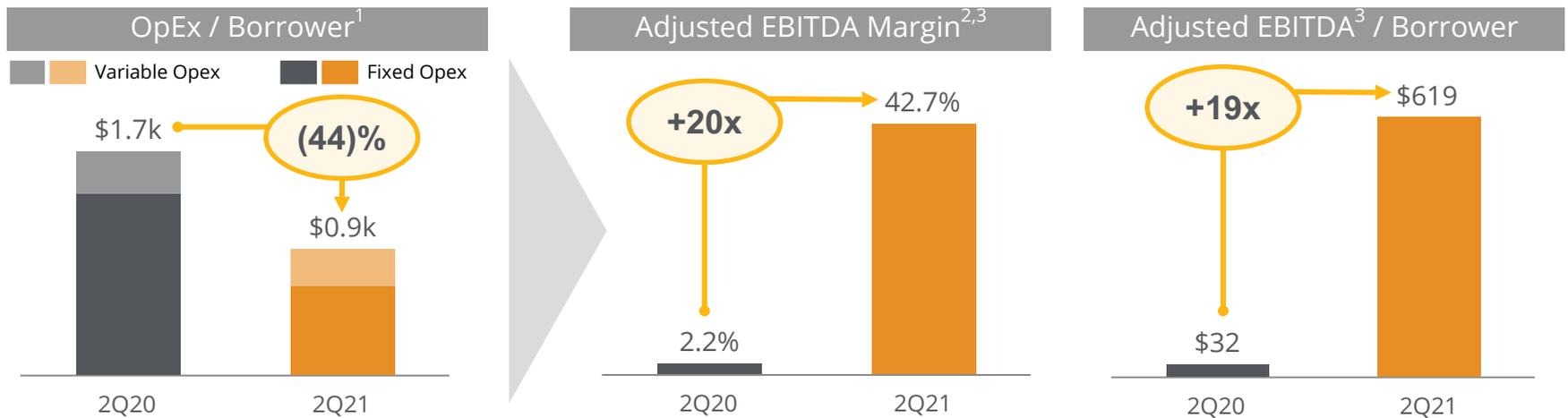
Platform Fee Margins & Operating Leverage

Total Platform Fee Margins: 2Q 2020 to 2Q 2021



- Total Platform Fee Margin was 4.0% in 2Q21 (with Solar Platform Fee Margin at the same level)
- Sunlight expects Platform Fee Margins to improve from the 2Q21 level throughout the second half of the year as a result of previously-enacted improvements to capital provider pricing

Decreasing Operating Costs/Unit Lead to Adjusted EBITDA Margin Expansion



(1) Reflects operating expense divided by number of borrowers in each period. Variable expenses include origination (except consulting), servicing and financing expenses; the remaining operating expenses are considered fixed expenses.
 (2) Reflects Adjusted EBITDA divided by Total Revenue. (3) For a reconciliation of these Non-GAAP measures to their most directly comparable GAAP measures, see page 18, and for descriptions of Non-GAAP measures, see page 21.

Table of Contents

I. Second Quarter Highlights

II. Continuing Momentum

III. Outlook

IV. Appendix

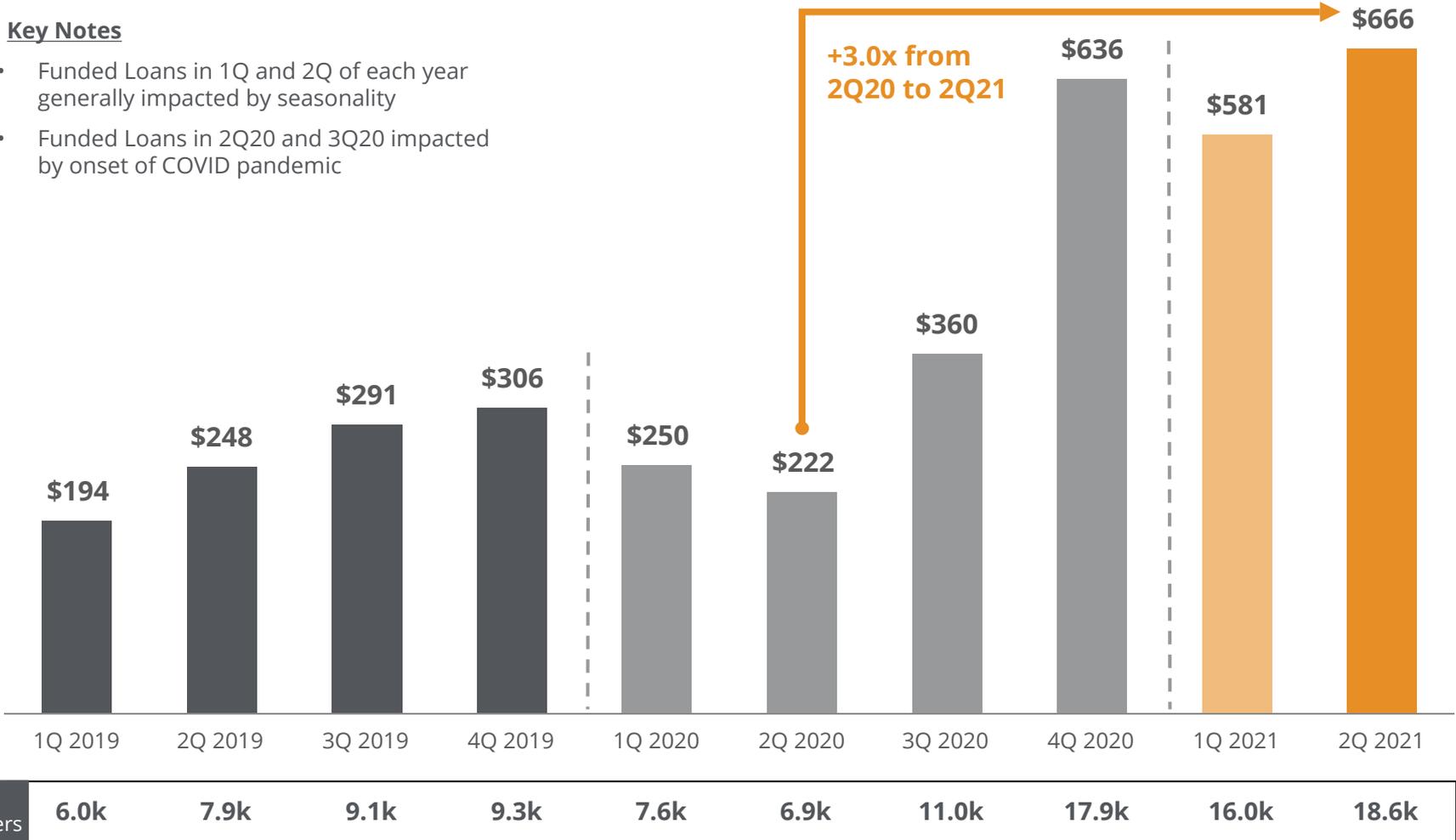
Funded Loan Momentum Continues in 2Q 2021

Funded Loans by Quarter

\$ in millions

Key Notes

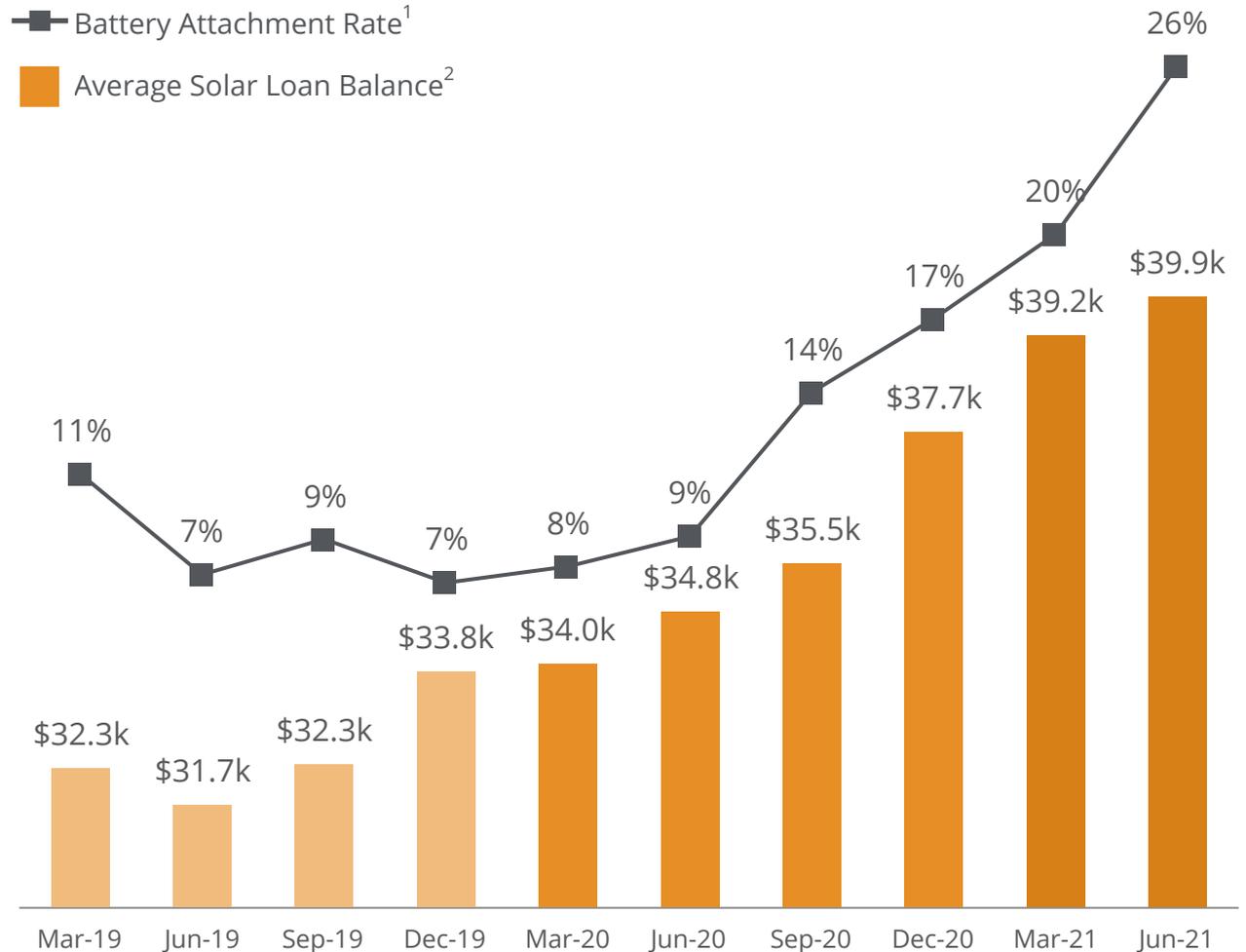
- Funded Loans in 1Q and 2Q of each year generally impacted by seasonality
- Funded Loans in 2Q20 and 3Q20 impacted by onset of COVID pandemic



Growing Loan Balances Drive Revenue & Margin

Battery Attachment Rates and Average Solar Loan Balances

- Average Balance of Funded Solar Loans has grown, partly due to increasing battery attachment rates
- Other impacts to average balance include contractor mix, location, and installation type
- Battery Attachment Rate can vary but has more than doubled since 2019 levels (though Sunlight does not control whether storage is sold with the system)

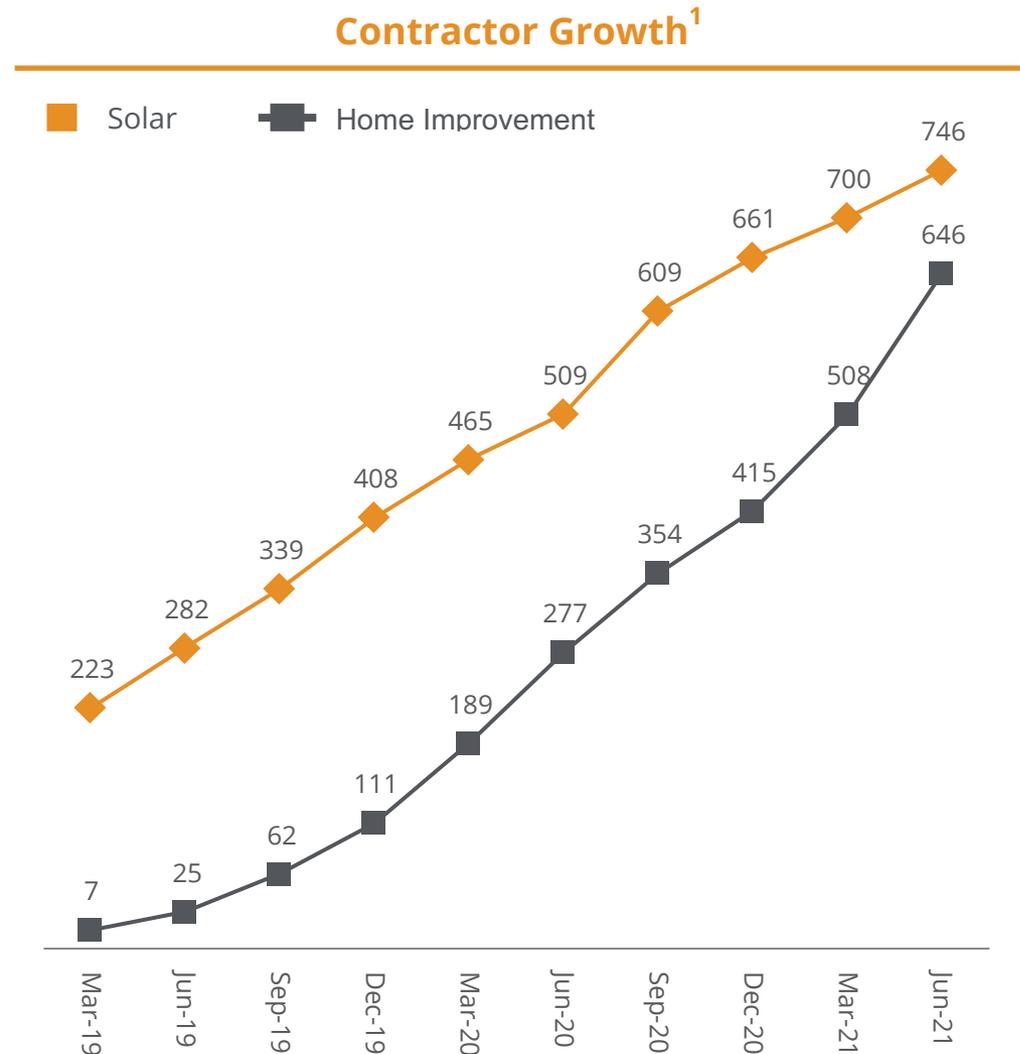


(1) Reflects average battery attachment rate per quarter based on funded loans including a battery divided by total funded solar loans.

(2) Reflects average solar loan size at origination based on total funded solar loans and total number of borrowers per period.

Growing Network of Contractors

- Sunlight has been building long-lasting relationships with its growing network of contractors
 - **+46** solar contractors in 2Q21, a **47% increase** since 2Q20
 - **+138** home improvement contractors in 2Q21, a **133% increase** since 2Q20
- Through **Orange®**, our point-of-sale financing and pipeline management platform, Sunlight creates relationships, increases market share and builds loyalty, by offering:
 - A fast, friction-free and fully-digital financing process at the point-of-sale
 - Robust sales tools and rebates to help contractors sell more products
 - The Sunlight Rewards Program to encourage salespeople to sell more Sunlight products



(1) Reflects number of contractors that had customers submit credit applications through Sunlight for solar, home improvement, or both during the last 12-months of that respective period.

Table of Contents

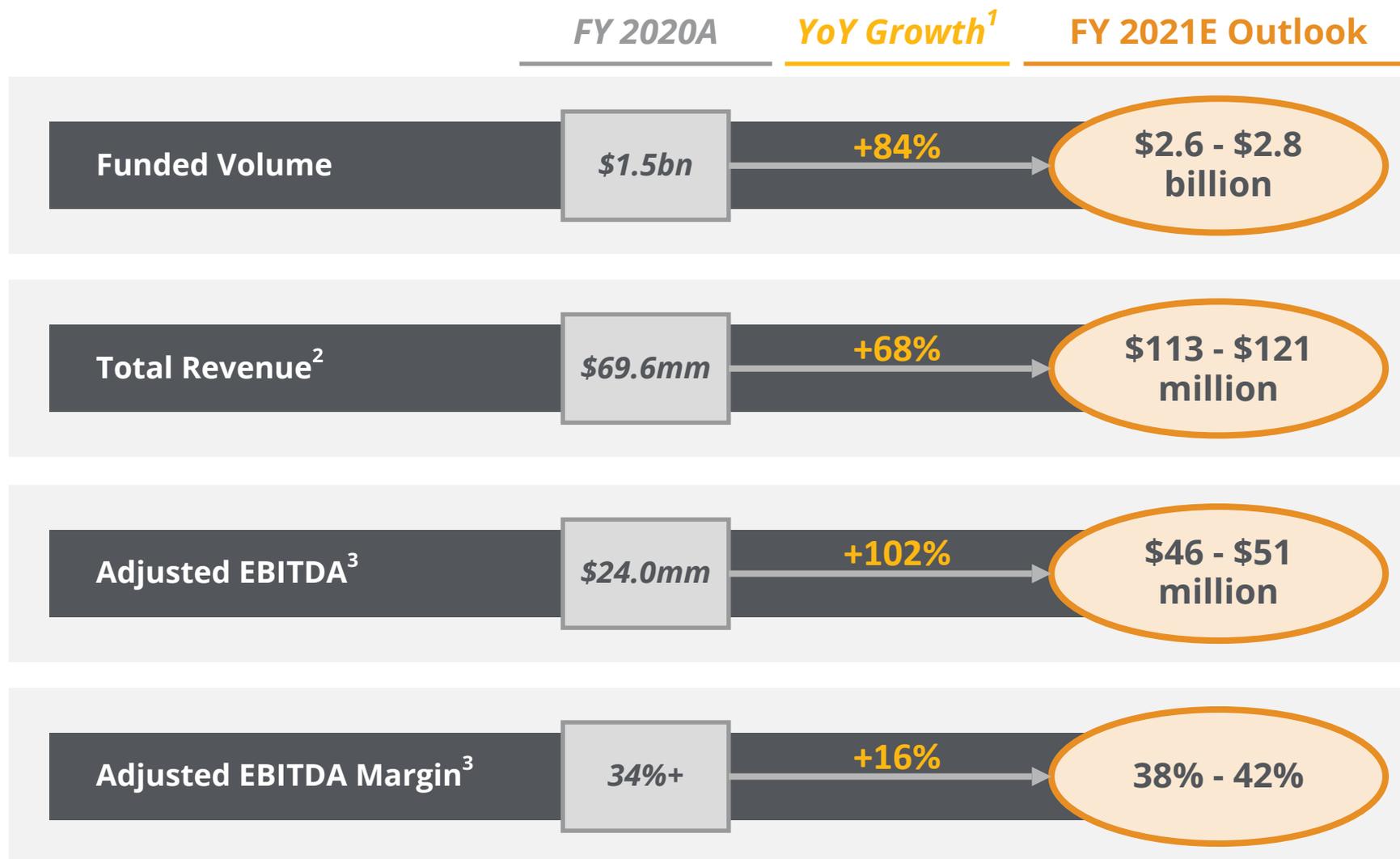
I. Second Quarter Highlights

II. Continuing Momentum

III. Outlook

IV. Appendix

Full-Year 2021 Outlook



Note: All forecasts based on Sunlight internal projections. (1) Represents growth from 2020A to the midpoint of the FY 2021 Outlook range. (2) Includes home improvement platform fees. (3) For a reconciliation of these Non-GAAP measures to their most directly comparable GAAP measures, see page 18 and for descriptions of Non-GAAP measures, see page 21.

Table of Contents

I. Second Quarter Highlights

II. Continuing Momentum

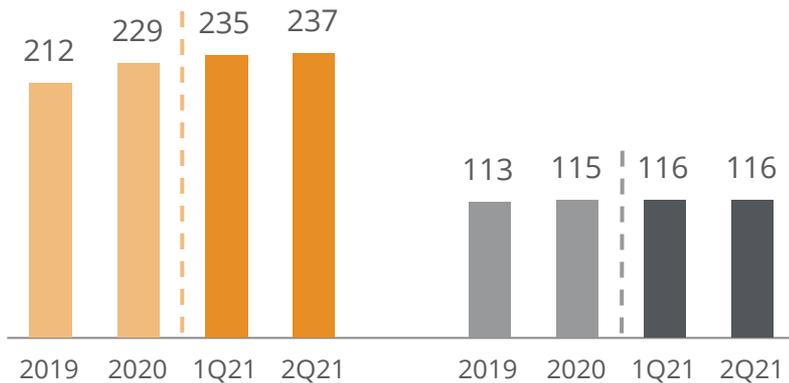
III. Outlook

IV. Appendix

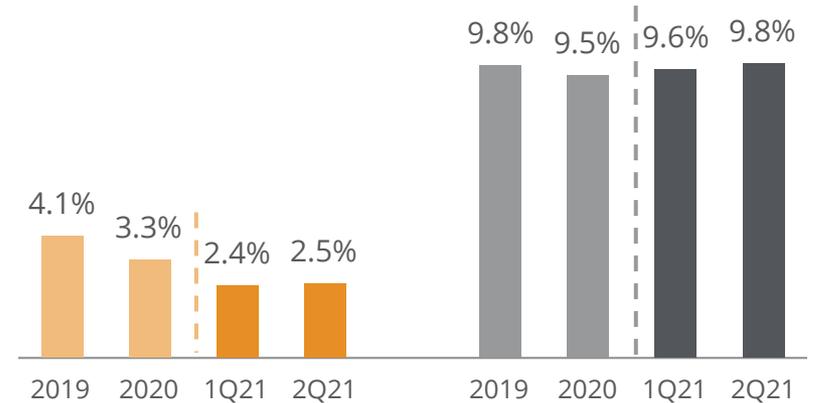
Facilitating the Origination of Attractive Assets

Loan Term

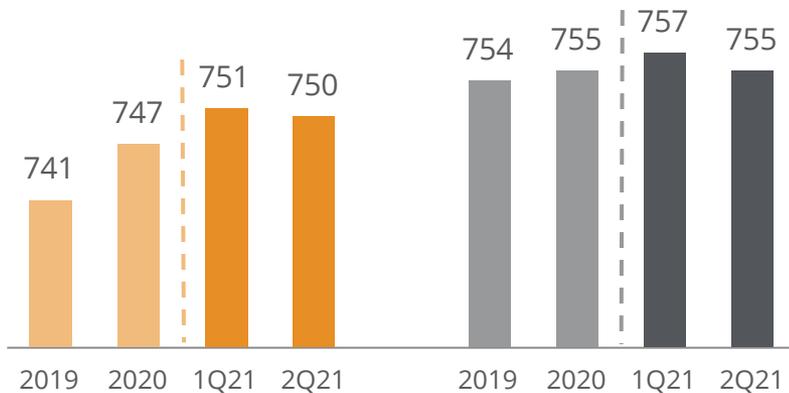
months



Customer Interest Rate

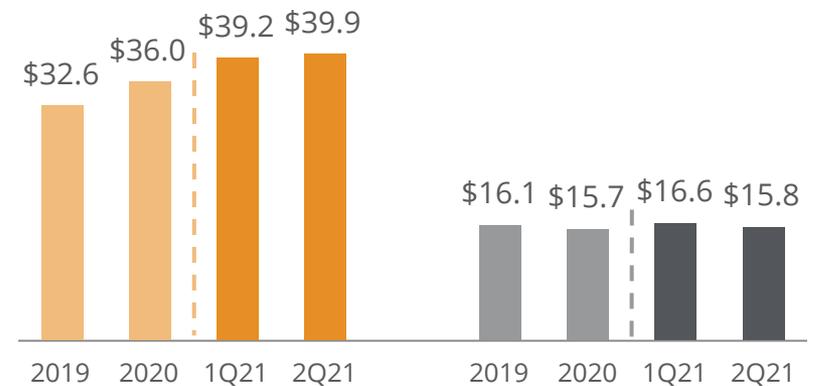


Customer FICO Score



Average Loan Balance

\$ in thousands



Solar

Home Improvement

Historical Income Statement Summary By Quarter

\$ in thousands

	2020			2021		2Q 2021 vs. 2Q 2020	
	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	Increase (Decrease)	
						\$	%
Revenue	\$ 10,199	\$ 17,247	\$ 29,045	\$ 24,787	\$ 26,203	\$ 16,004	157 %
Cost of revenue	2,300	3,468	4,996	4,854	5,337	3,037	132 %
Compensation and benefits	6,273	6,748	6,703	8,012	8,108	1,835	29 %
Selling, general and administrative	542	904	1,079	1,916	1,204	662	122 %
Property and technology	1,065	1,106	1,150	1,208	1,420	355	33 %
Depreciation and amortization	815	812	801	809	801	(14)	(2)%
Provision for losses	354	310	562	736	436	82	23 %
Management fees to affiliate	100	100	100	100	100	—	— %
Costs and Expenses	\$ 11,449	\$ 13,448	\$ 15,391	\$ 17,635	\$ 17,406	\$ 5,957	52 %
Operating income	\$ (1,250)	\$ 3,799	\$ 13,654	\$ 7,152	\$ 8,797	\$ 10,047	nm
Interest income	\$ 119	\$ 94	\$ 150	\$ 141	\$ 112	\$ (7)	(6)%
Interest expense	(169)	(264)	(237)	(255)	(317)	(148)	88 %
Change in fair value of warrant liabilities	(13)	(95)	(5,444)	(2,614)	(1,451)	(1,438)	nm
Change in fair value of contract derivative, net	184	392	589	(856)	69	(115)	(63)%
Realized gains on contract derivative, net	89	170	(188)	2,267	719	630	708 %
Other realized losses, net	—	—	(171)	—	—	—	— %
Other income (expense)	(114)	(25)	(220)	412	209	323	nm
Business combination expenses	—	—	(880)	(3,587)	(2,895)	(2,895)	— %
Other Income (expense), net	\$ 96	\$ 272	\$ (6,401)	\$ (4,492)	\$ (3,554)	\$ (3,650)	nm
Net Income - GAAP	\$ (1,154)	\$ 4,071	\$ 7,253	\$ 2,660	\$ 5,243	\$ 6,397	nm
Adjusted Net Income Bridge	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	Increase (Decrease)	
Net income	(1,154)	4,071	7,253	2,660	5,243	6,397	nm
(+) Non-cash change in financial instruments	(57)	(272)	5,075	3,058	1,173	1,230	nm
(+) Expenses from business combination	—	—	880	3,587	2,895	2,895	— %
Adjusted Net income	\$ (1,211)	\$ 3,799	\$ 13,208	\$ 9,305	\$ 9,311	\$ 10,522	nm

Historical Balance Sheet by Quarter

\$ in thousands

	Dec. 31, 2020	March 31, 2021	June 30, 2021
Assets			
Cash and cash equivalents	\$ 49,583	\$ 51,235	\$ 62,521
Restricted cash	3,122	4,081	3,861
Advances (net of allowance for credit losses of \$211 and \$121)	35,280	32,529	40,768
Financing receivables (net of allowance for credit losses of \$111 and \$125)	5,333	5,065	4,707
Property and equipment, net	5,725	5,625	5,693
Due from affiliates	—	1,839	1,839
Other assets	7,030	4,418	4,340
Total Assets	\$ 106,073	\$ 104,792	\$ 123,729
Liabilities and Equity			
Liabilities			
Accounts payable and accrued expenses	\$ 15,782	\$ 16,353	\$ 18,873
Funding commitments	18,386	16,470	22,164
Debt	14,625	14,625	20,613
Distributions payable	7,522	765	—
Due to affiliates	—	1,732	761
Warrants, at fair value	5,643	8,257	9,708
Other liabilities	1,502	1,306	1,076
Total liabilities	63,460	59,508	73,195
Temporary Equity	664,516	833,249	899,688
Members' Equity			
Other ownership interests' capital	1,439	1,450	1,457
Accumulated deficit	(623,342)	(789,415)	(850,611)
Total members' equity	(621,903)	(787,965)	(849,154)
Total Liabilities and Equity	\$ 106,073	\$ 104,792	\$ 123,729

Note: The June 30, 2021 balance does not reflect any impacts from the business combination completed on July 9, 2021.

Non-GAAP Reconciliations

\$ in thousands

Total Revenue Reconciliation

	1Q 2020		2Q 2020		3Q 2020		4Q 2020		1Q 2021		2Q 2021	
GAAP Revenue	\$	13,073	\$	10,199	\$	17,247	\$	29,045	\$	24,787	\$	26,203
(+) Realized gains on contract derivative, net		32		89		170		(188)		2,267		719
Total Revenue	\$	13,105	\$	10,288	\$	17,417	\$	28,857	\$	27,054	\$	26,922

Adjusted EBITDA Reconciliation

	1Q 2020		2Q 2020		3Q 2020		4Q 2020		1Q 2021		2Q 2021	
Net Income	\$	453	\$	(1,154)	\$	4,071	\$	7,253	\$	2,660	\$	5,243
(+) Depreciation & amortization		803		815		812		801		809		801
(+) Interest expense ¹		159		169		264		237		255		317
(+) Income Taxes		—		—		—		—		—		—
(+) Non-Cash Change in financial instruments		(37)		(57)		(272)		5,075		3,058		1,173
(+) Non-cash equity-based compensation expense		77		20		15		14		11		7
(+) Broker fees ²		829		429		869		1,434		1,110		1,059
(+) Expenses from Business Combination ³		—		—		—		880		3,587		2,895
Adjusted EBITDA	\$	2,284	\$	222	\$	5,759	\$	15,694	\$	11,490	\$	11,495

Adjusted EBITDA Margin	17.4 %	2.2 %	33.1 %	54.4 %	42.5 %	42.7 %
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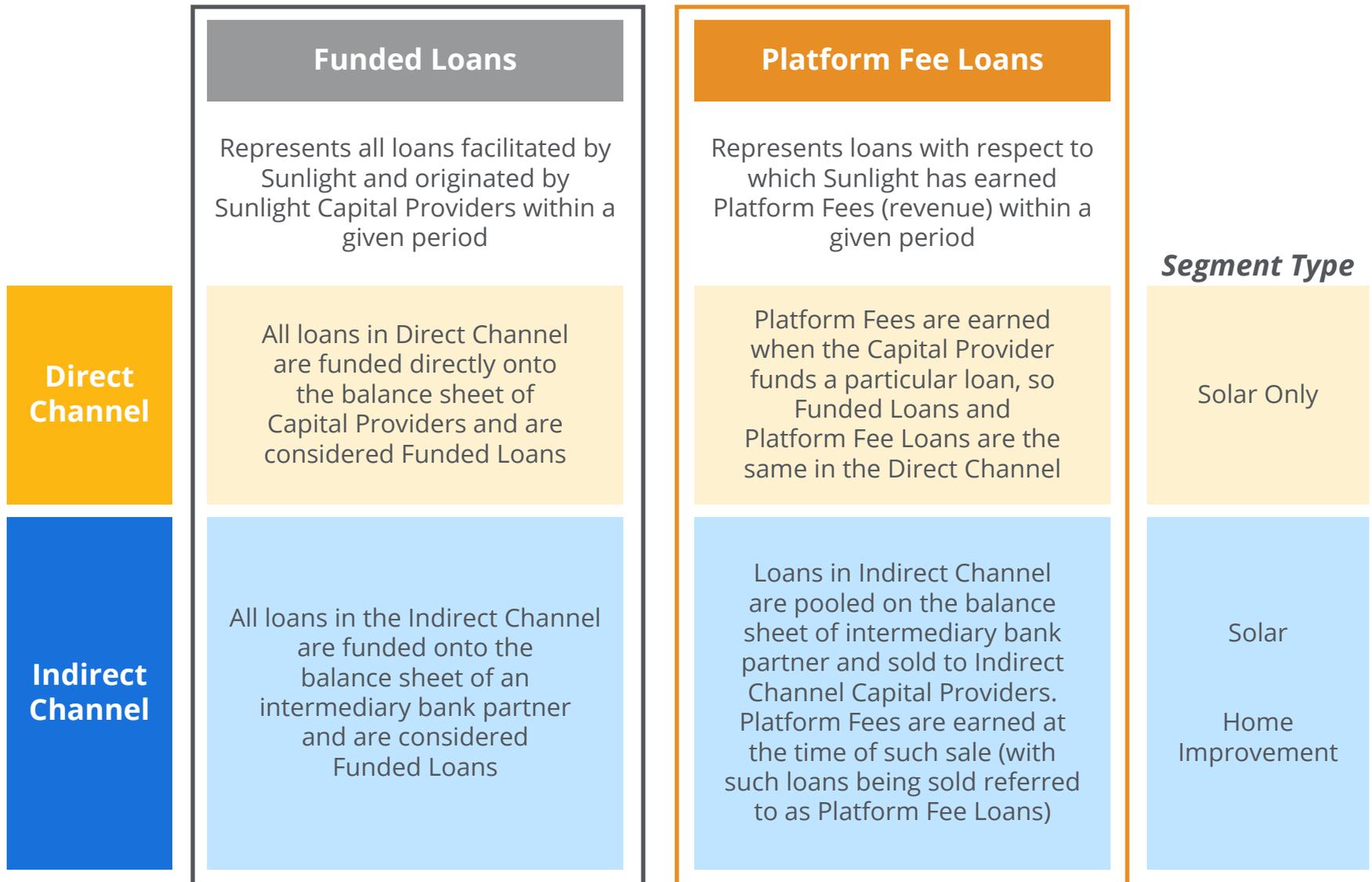
Free Cash Flow Reconciliation

	1Q 2020		2Q 2020		1Q 2021		2Q 2021	
Net Operating Cash		(1,785)		(8,432)		10,500		6,606
Capital expenditures		(865)		(749)		(709)		(357)
Changes in advances, net of funding		1,914		9,427		(855)		2,654
Changes in restricted cash		(899)		217		(1,040)		915
Payments of Business Combination costs		—		—		4,470		2,012
Other changes in working capital	\$	151	\$	386	\$	367	\$	(566)
Free Cash Flow	\$	(1,484)	\$	849	\$	12,733	\$	11,264

Free Cash Flow Conversion	NM	NM	110.8 %	98.0 %
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Note: for descriptions of Non-GAAP measures, see page 21. (1) Related to revolver to fund working capital advances to contractors. (2) Fees paid to brokers for introductions to Capital Providers. Fees paid to brokers have sunset provisions, and Sunlight going forward does not expect paying brokers for Capital Provider introductions to be a regular part of the business. (3) Reflects reversal of expense incurred during the anticipated business combination process.

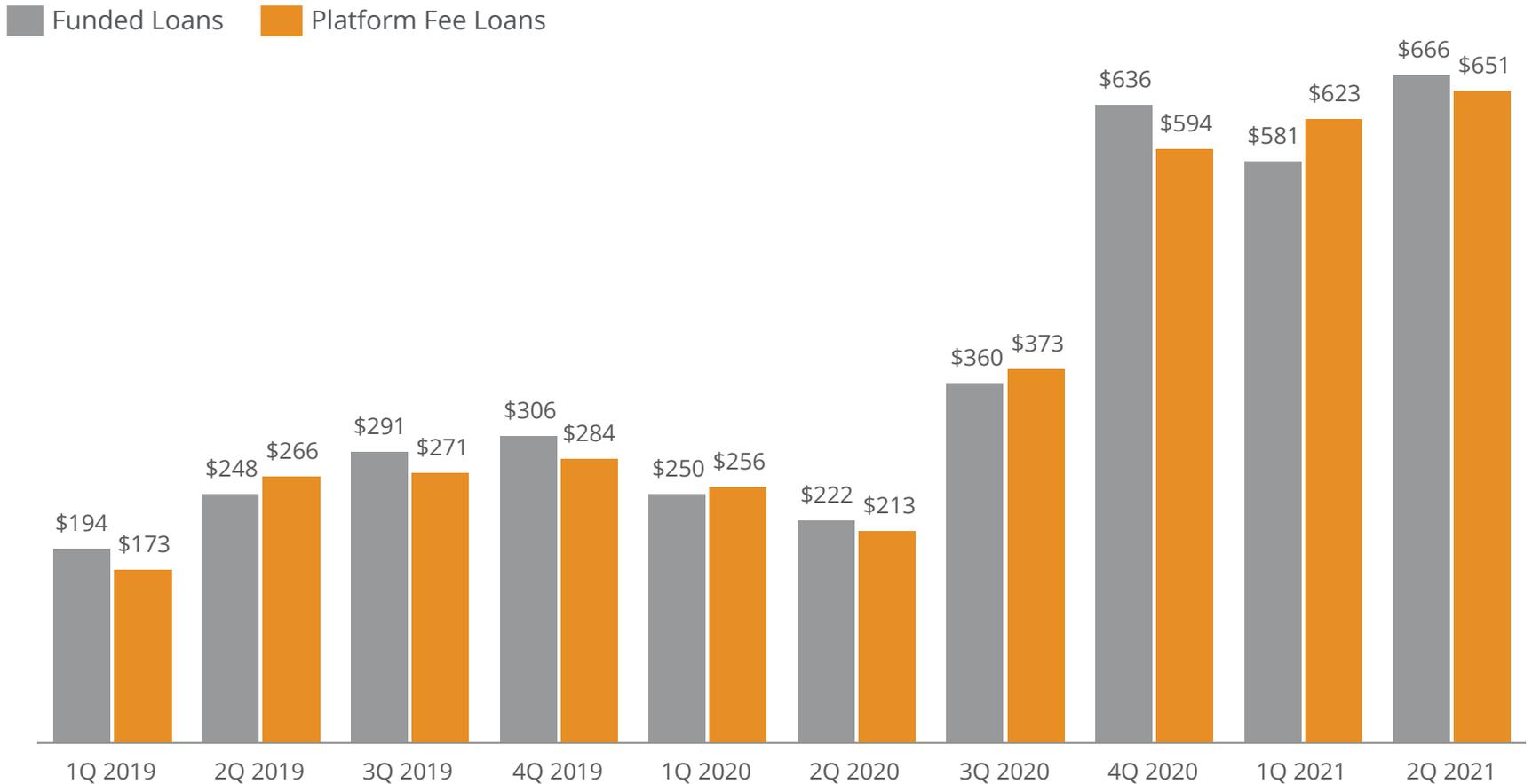
Funded vs. Platform Fee Loans: Overview



Funded vs. Platform Fee Loans Since 1Q 2019

As described on the prior page, there may be differences between Funded Loans and Platform Fee Loans in a given period due to timing of when Platform Fees are earned in our Indirect Channel

Funded Loans versus Platform Fee Loans



Note: Refer to page 19 for additional detail on the distinction of Sunlight's loan volumes and channels.

Non-GAAP Measures and Other Metrics

Non-GAAP Measures

"*Total Revenue*" is a non-GAAP financial measure defined as GAAP Revenue plus "Realized Gains on Contract Derivatives, Net". Solar platform fees are captured in the Revenue line item and Home Improvement Platform Fees captured in the "Realized Gains" line item, so management believes the two together represent the total revenue of the business.

"*Adjusted EBITDA*" is a non-GAAP financial measure used by management to evaluate Sunlight's operating performance, generate future operating plans, and make strategic decisions, including those relating to operating expenses and the allocation of internal resources. Accordingly, Sunlight believes this measure provides useful information to investors and others in understanding and evaluating its operating results in the same manner as its management and board of directors. In addition, it provides a useful measure for period-to-period comparisons of Sunlight's business, as it removes the effect of certain non-cash items, variable charges, non-recurring items, unrealized gains or losses or other similar non-cash items that are included in net income or expenses associated with the early stages of the business that are expected to ultimately terminate, pursuant to the terms of certain existing contractual arrangements or expected to continue at levels materially below the historical level, or that otherwise do not contribute directly to management's evaluation of its operating results. "Adjusted EBITDA" is defined as net income excluding interest expense incurred in connection with Sunlight's Credit Facility, income taxes, amortization and depreciation expense, stock-based compensation expense, non-cash changes in certain financial instruments, fees paid to brokers related to the funding of loans by certain of Sunlight's capital providers that will terminate pursuant to existing contractual arrangements and certain transaction bonuses and other expenses resulting from the proposed Business Combination.

"*Adjusted EBITDA Margin*" is defined as Adjusted EBITDA divided by Total Revenue, expressed as a percentage. Management believes that Adjusted EBITDA Margin is useful in evaluating Sunlight's operating results relative to the revenue recognized in the applicable period.

"*Adjusted Net Income*" is a non-GAAP financial measure that Sunlight uses to indicate profitability by Sunlight's operations and it is generally defined as net income adjusted for non-cash and/or non-recurring items. Sunlight believes that Adjusted Net Income is a supplemental financial measure useful as an indicator of Sunlight's profitability.

"*Free Cash Flow*" is a non-GAAP financial measure that Sunlight uses to indicate cash flow generated by Sunlight's operations. Sunlight believes that Free Cash Flow is a supplemental financial measure useful as an indicator of Sunlight's ability to generate cash. Sunlight's calculation of Free Cash Flow, however, may not necessarily be comparable to similar measures presented by other companies. Specifically, Sunlight defines Free Cash Flow as cash from operating activities adjusted for changes in working capital (including changes in advances and funding commitments), capital expenditures, certain restricted cash items, business combination costs, and other items that management has determined are not reflective of cash generation in Sunlight's business.

Non-GAAP financial measures, including those listed above, should not be considered as standalone measures or as a substitute for any financial information prepared in accordance with GAAP. You should not place undue reliance on any non-GAAP financial measure. Potential investors are encouraged to review the reconciliations of the non-GAAP financial measures listed above to their most directly comparable GAAP financial measures, as provided on page 18 of this presentation.

Selected Other Metrics

"*CAGR*" means compound annual growth rate.

"*Funded Volume*" refers to loans processed through Sunlight's financing platform that have been funded by the relevant originating entity.