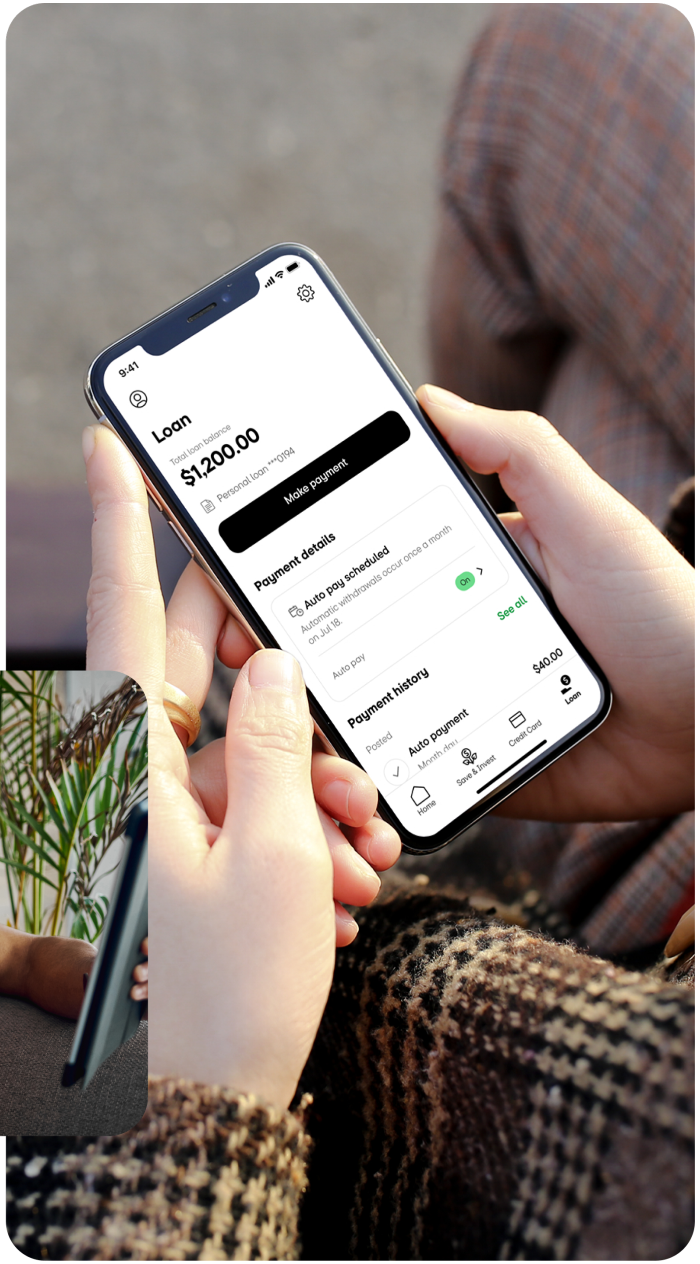
Oportun



Investor Presentation | August 2024

Forward-looking statements

This presentation and the accompanying oral presentation contain forward-looking statements. All statements other than statements of historical fact contained in this presentation and the accompanying oral presentation, including statements as to future performance, results of operations and financial position; statements related to the effectiveness of the Company's cost reduction measures and the impacts on the Company's business; achievement of our strategic priorities and goals; our expectations regarding the impact of the anticipated sale of our credit card portfolio, including expected timelines; our expectations regarding our service partnership with Western Union; our expectation regarding macroeconomic conditions and future growth opportunities; our net charge-off rate projections and expectations; our profitability and future growth opportunities; our expectation regarding the effect of trends in fair value mark-to-market adjustments on our loan portfolio and asset-backed notes; third quarter and full-year 2024 outlook; the Company's expectations regarding payments of outstanding credit lines; business strategy; and plans and objectives of management for future operations of Oportun Financial Corporation ("Oportun," "we," "us," "our," or the "Company"), are forward-looking statements. These statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results and financial position, as well as our plans, objectives and expectations for our performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include those risks described in Oportun's filings with the Securities and Exchange Commission under the caption "Risk Factors", including the Company's most recent annual report on Form 10-K, and include, but are not limited to: our ability to retain existing members and attract new members; our ability to accurately predict demand for, and develop, our financial products and services; the effectiveness of our A.I. model; macroeconomic conditions, including rising inflation and market interest rates; Oportun's future financial performance, including trends in revenue, net revenue, operating expenses, and net income; increases in loan non-payments, delinquencies and charge-offs; Oportun's ability to operate successfully in a highly regulated industry; Oportun's ability to increase market share and enter into new markets; Oportun's ability to realize the benefits from acquisitions and integrate acquired technologies; the risk of security breaches or incidents affecting the Company's information technology systems or those of the Company's third-party vendors or service providers; Oportun's ability to successfully offer loans in additional states; Oportun's ability to compete successfully with companies that are currently in, or may in the future enter, our industry; changes in Oportun's ability to obtain additional financing on acceptable terms or at all; and Oportun's potential need to seek additional strategic alternatives, including restructuring or refinancing its debt, seeking additional debt or equity capital, or reducing or delaying its business activities.

In some cases, you can identify forward-looking statements by terminology such as "aim," "anticipate," "assume," "believe," "contemplate," "continue," "could," "due," "estimate," "expect," "goal," "intend," "may," "objective," "plan," "predict," "potential," "positioned," "seek," "should," "target," "will," "would," or the negative of these terms or other similar words. These forward-looking statements are subject to the safe harbor provisions under the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934, as amended. These statements are only predictions. Oportun has based these forward-looking statements on its current expectations and projections about future events, financial trends and risks and uncertainties that it believes may affect its business, financial condition and results of operations. Also, these forward-looking statements represent the Company's estimates and assumptions only as of the date of this presentation. The Company assumes no obligation to update any forward-looking statements after the date of this presentation, except as required by law.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other industry data. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. The Company has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the industries in which it operates are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by Oportun.

You should view this presentation and the accompanying oral presentation with the understanding that our actual future results, levels of activity, performance and achievements may be materially different from what we expect.

This presentation includes certain non-GAAP financial measures. Non-GAAP financial measures are presented in addition to, and not as a substitute for, and are not superior to, financial measures calculated in accordance with GAAP. The Company believes these Non-GAAP measures can be useful measures for period-to-period comparisons of our core business and provide useful information to investors and others in understanding and evaluating our operating results. Non-GAAP financial measures are provided in addition to, and not as a substitute for, and are not superior to, financial measures calculated in accordance with GAAP. In addition, the non-GAAP measures we use, as presented, may not be comparable to similar measures used by other companies. See the Appendix for a reconciliation of non-GAAP financial measures to the most comparable measure, calculated in accordance with GAAP.

All financial information and other metrics used in this presentation are as of June 30, 2024, unless otherwise noted.

Company Overview

Oportun: Borrowing, savings and budgeting for hardworking individuals

Strong Customer Value Proposition

Proprietary Underwriting Engine

Comprehensive Physical and Digital Channels

Unique Servicing and Collections Capabilities

Award Winning Savings Product

Unsecured Personal Loans

Secured Personal Loans

Savings

Oportun Target Market

- Thin-file / no-file borrowers who are traditionally underserved
- Low-to-moderate income individuals benefiting from responsible lending and effortless savings products
- English and Spanish speaking customer base, seamlessly engaging with bilingual contact center team

Mission

Empowering members to build a better future

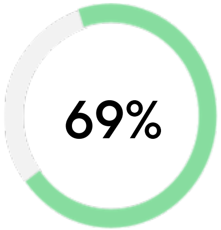
Vision

Be the leading A.I.-driven, digital-first platform helping hardworking individuals meet their borrowing, savings, and budgeting needs

Addressing the biggest challenges facing U.S. consumers

85%

of U.S. consumers lack financial resilience[(1)]



of U.S. households struggle with spending, saving, borrowing and planning[(2)]

57%

would struggle to come up with $1,000 in an emergency[(3)]

48%

with checking accounts overdrafted in the past year[(4)]

55%

of Americans remain discouraged about personal finances[(5)]

90%

think that being financially healthy is important, but 57% don't want to think about money[(6)]

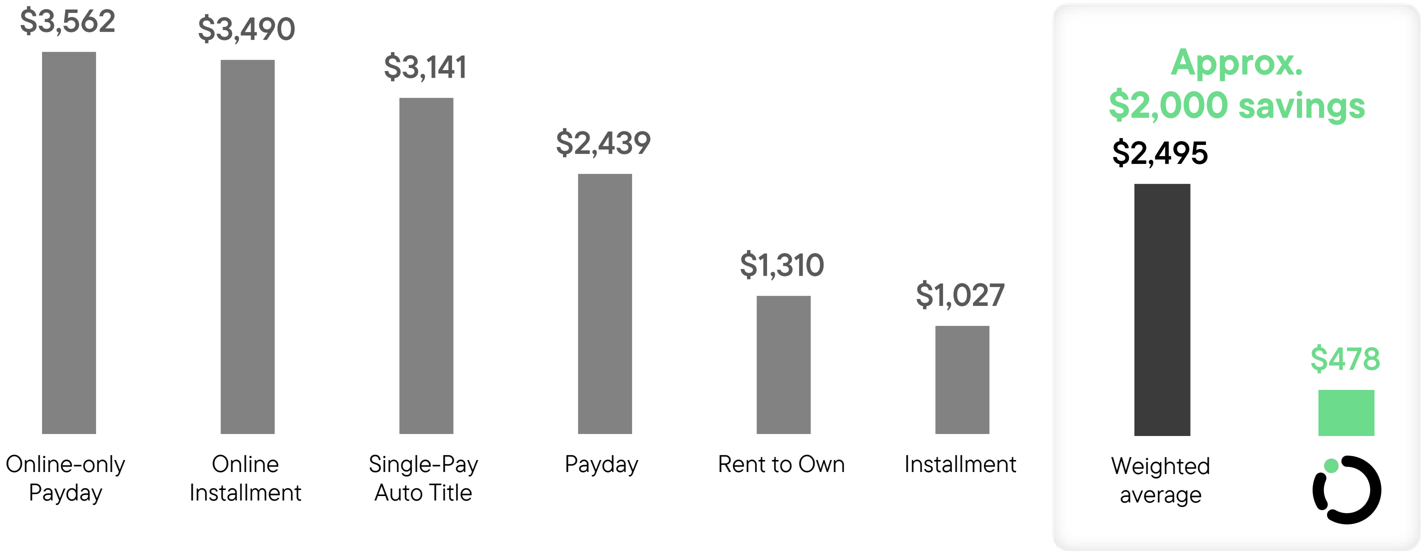
Responsibly structured credit products

Member Solution	Personal Loans	Secured Personal Loans
Use Case	Simple-to-understand, affordable, unsecured, fully-amortizing installment loans with fixed payments	Personal installment loan product secured by an automobile, allowing members to access larger loan sizes
Avg Loan Size	**$3,252**[7]	**$6,789**[7]
Avg Term	**41 months**	**51 months**
Avg $ APR	**33.5%**	**29.9%**

Oportun

We deliver significant savings compared to alternatives

Cost of borrowing $1,500[8]



Expense multiples of Oportun costs	Competitor products are 7 times more expensive on average [10]	Online-only Payday loans are 7 times more expensive

Positive social impact

1.2M

Credit histories established[9]

Certified by the US Treasury Department

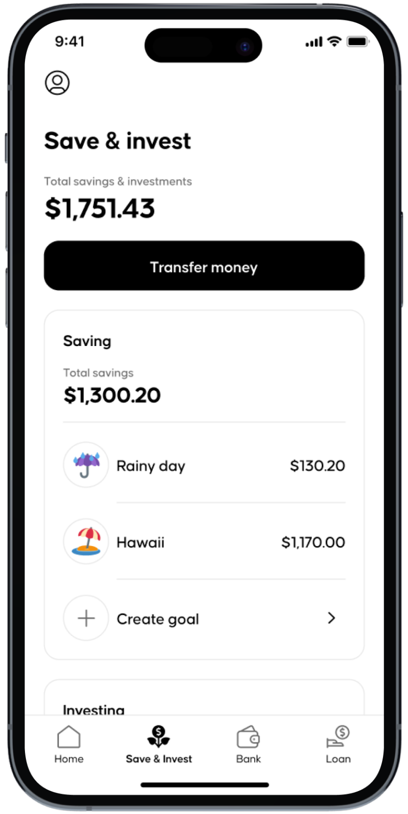
as a Community Development Financial Institution (CDFI) since 2009

Savings product is also a 2024 priority

Effortless saving | Unlimited goals | Help reduce overdrafts

#1 Savings App of 2024
according to Bankrate
[8 Best Money-Saving Apps of 2024]

Best for Automated Saving
according to Forbes
[Best Money-Saving Apps of August 2024]



Problem

57%

of U.S. consumers would struggle to come up with $1,000 in the event of an emergency[3]

Solution

A.I.-driven saving

that helps members effortlessly save toward their goals

Impact

$10.8B+

saved for members since 2015

Multi-channel loan fulfillment and servicing

49% of 2023 applicants used more than one channel to apply; 74% utilized Mobile / Digital channel for at least part of their applications, even if they initiated in Retail or with a Contact Center

Loan Fulfillment Channels*

Mix	Channel	Scale
34%	130 Retail locations and 519 Lending as a Service Partner locations	• Retail locations located in California, Texas, Idaho, Illinois, Nevada, Utah, Arizona, Florida and New Jersey • Lending as a Service partner includes DolEx Dollar Express and Barri Financial[11]
39%	Contact Centers	• 500+ contact center team members engaged in marketing products and assisting members through the loan process • Two contact centers in Mexico • Additional capacity through a third-party contact center in the Philippines
27%	Mobile / Digital	• Award-winning mobile app and digital / online optimized for conversion

Payment Channels

Locations	
~62,000	PayNearMe, 7 Eleven, CVS, Family Dollar
~22,000	MoneyGram
~30,000	CheckFreePay, Kroger, Walmart, Walgreens

* Based on the number of loans originated in the first half of 2024

Strategic Priorities

2024 Strategic Priorities

Improving Credit Outcomes

- Front book annualized net charge-off rate 10.6% vs. 21.2% back book
- 30+ day delinquencies decline Y/Y for second consecutive quarter to 5.0%
- Expanding use of V12 risk model built on inflation data to returning members; V12-underwritten new member early delinquencies outperformed V11 model

Fortifying Business Economics

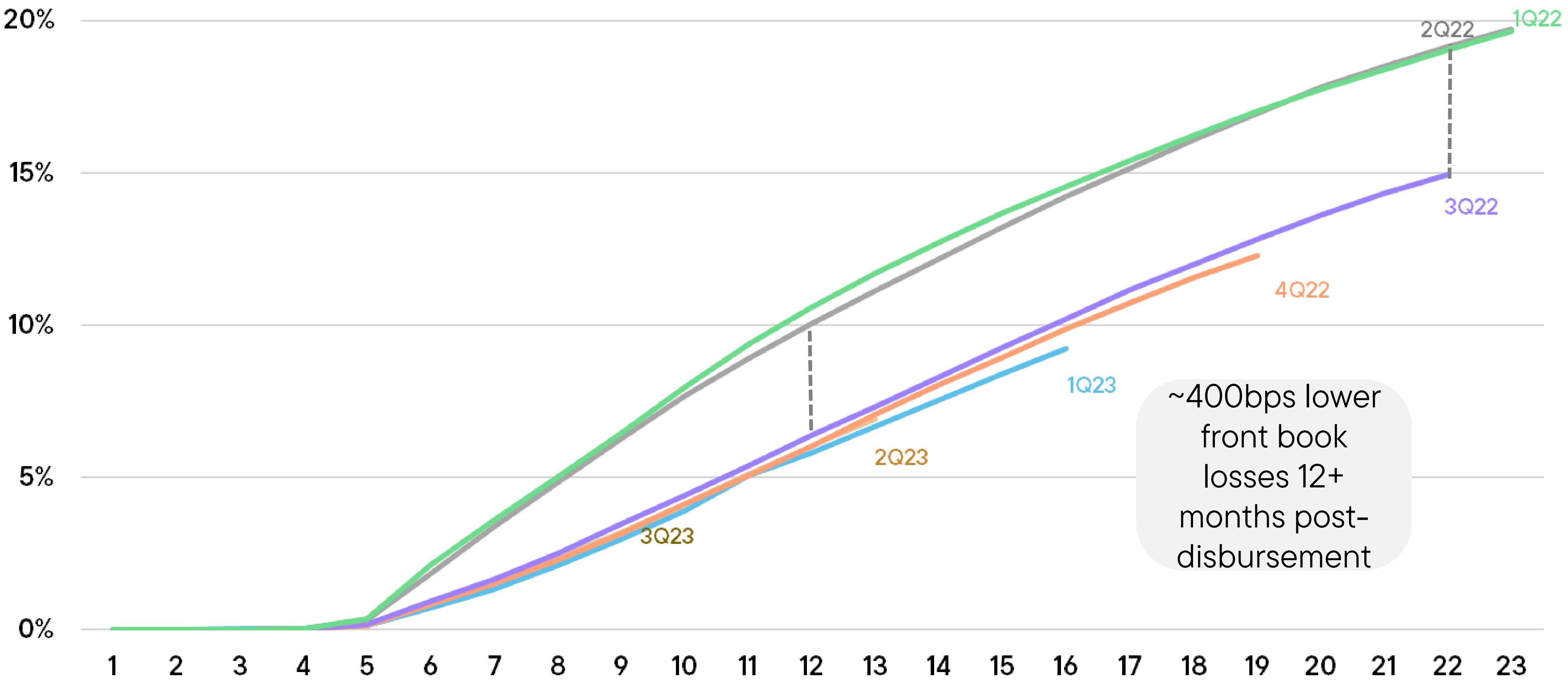
- Credit card portfolio sale enhances focus on core lending & savings products; Adjusted EBITDA accretive
- 2Q24 Portfolio Yield: 33.9% up 167 bps Y/Y; Risk Adjusted Portfolio Yield up 191 bps Y/Y
- Reiterating $97.5 million 4Q24 GAAP operating expense target

Identifying High-Quality Originations

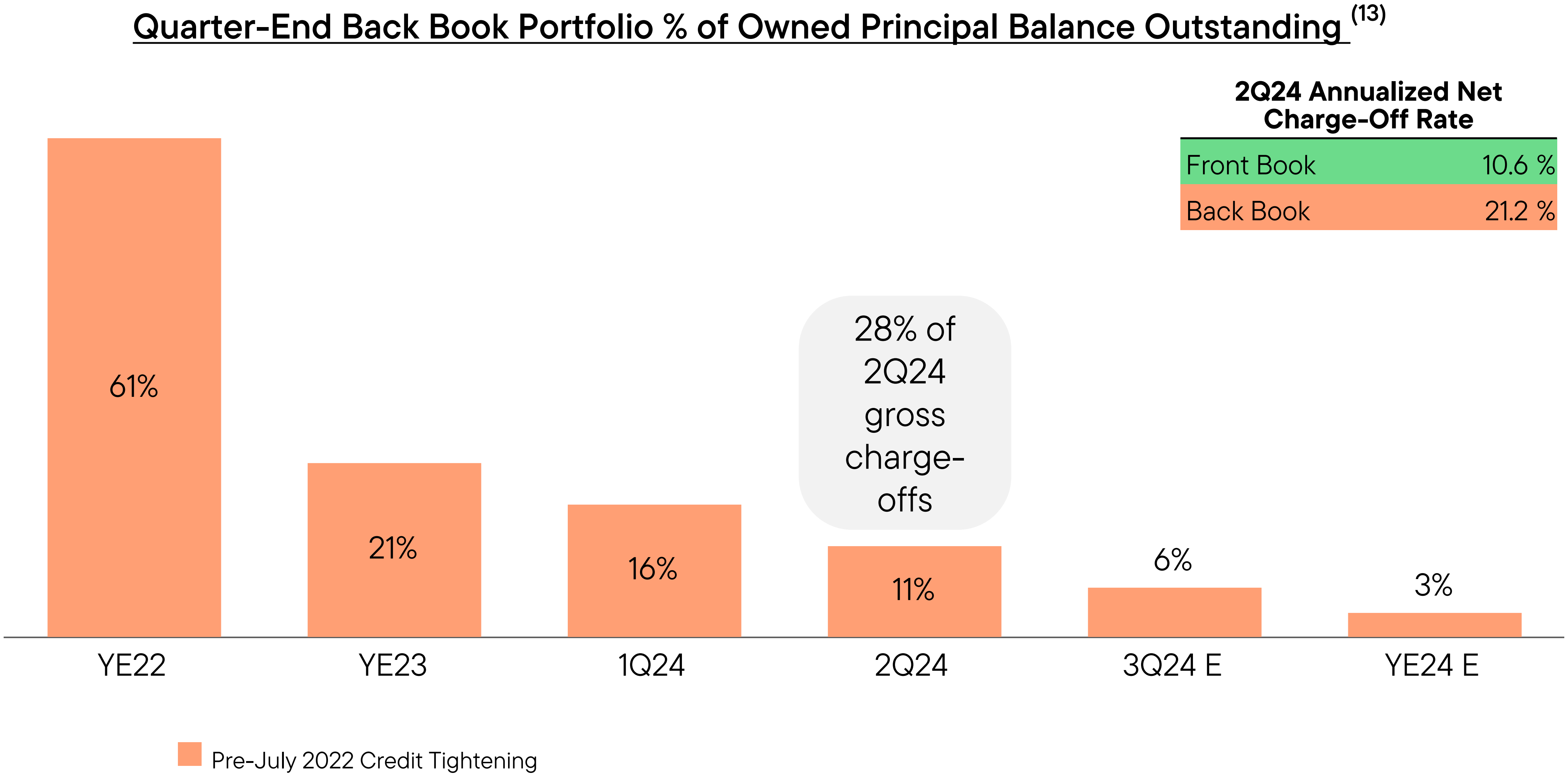
- 2Q originations of $435M grew 29% sequentially in line with seasonal patterns; will continue to ramp in 2H to support resumption of conservative portfolio growth
- Western Union agreement expected to enhance customer acquisition funnel
- 2Q customer acquisition costs decline 25% to public company low $122

See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure.

Post-July 2022 credit tightening quarterly vintages are outperforming prior vintages in net lifetime loss rate by month on book (12)



Pre-July 2022 credit tightening back book continues to shrink



2Q24 Annualized Net Charge-Off Rate

Front Book	10.6 %
Back Book	21.2 %

See Appendix for Key Definitions of Front Book and Back Book

Letter of intent signed to sell Credit Card portfolio

Buyer: A leading U.S. credit card marketer and servicer of credit cards

Sale price:

- 70% of outstanding receivables balance, either current or up to 29 days delinquent
- Highest price amongst multiple bids

Closing date: Targeting 3Q24

Expected 2024 Impact:

- **Revenue:** -$11M 2H24 impact on interest and non-interest income impact
- **Adjusted EBITDA** +$4M 2H24 impact inclusive of revenue loss, more than offset by lower credit losses and operating expenses
- **Balance sheet:** Signing of non-binding LOI triggered 2Q24 -$36M one-time fair value mark to credit card portfolio (~-$26M after tax stockholders equity impact); excluded from adjusted metrics

Expected 2025 Impact: Favorable Adjusted EBITDA impact of + $11M

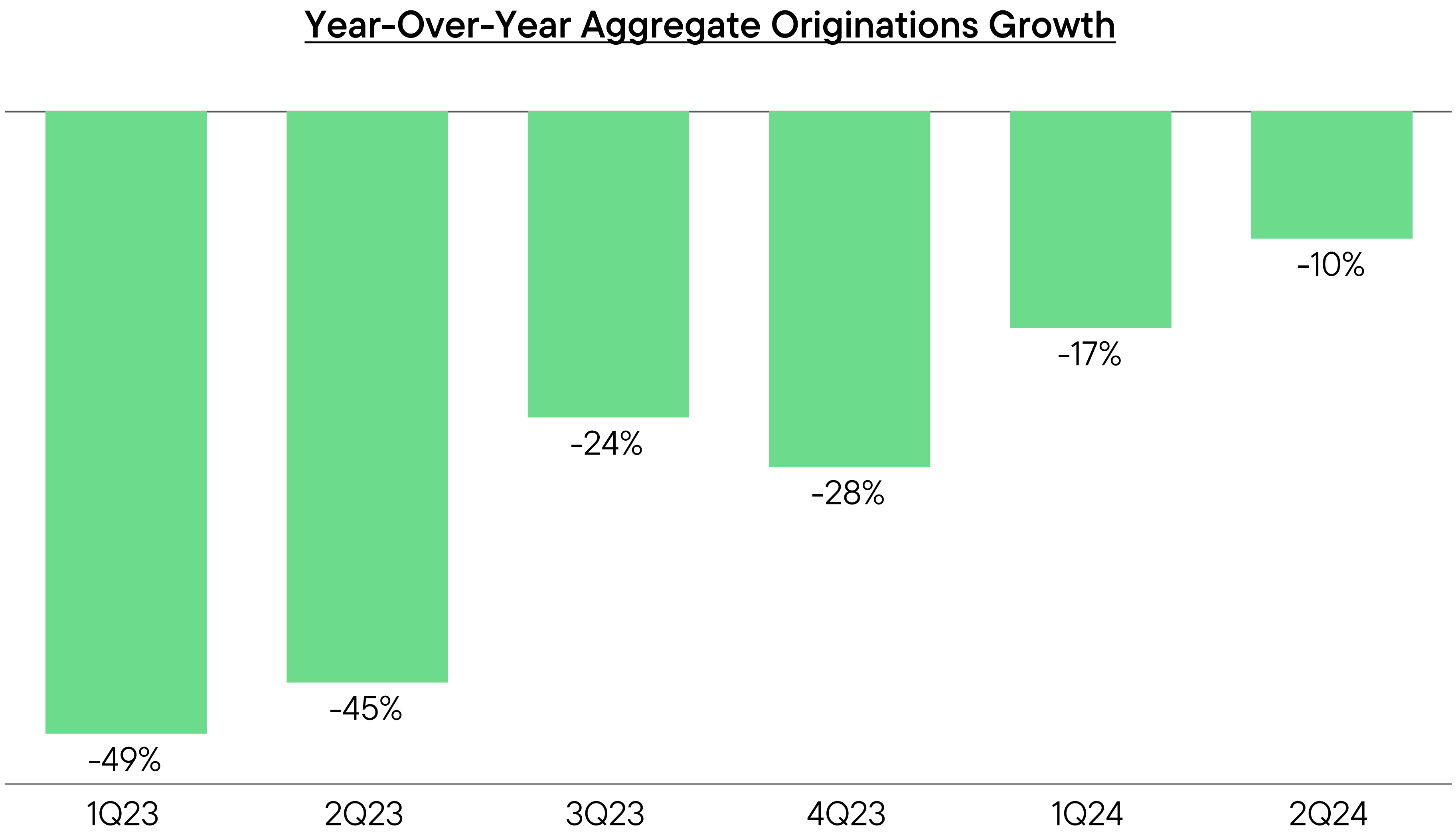
New collaboration with Western Union to provide lending service

Potential for Oportun to reach Western Union's millions of customers

Key partnership attributes:

- Collaboration with Western Union, a leader in cross-border money transfers
- Significant lead generation opportunity for Oportun
- Key product accessibility addition for Western Union
- Similar in form to existing Oportun LaaS partnerships, origination fees paid to Western union for funded loans only

Steadily trending towards a return to originations growth as credit normalizes



Oportun

Financial Overview

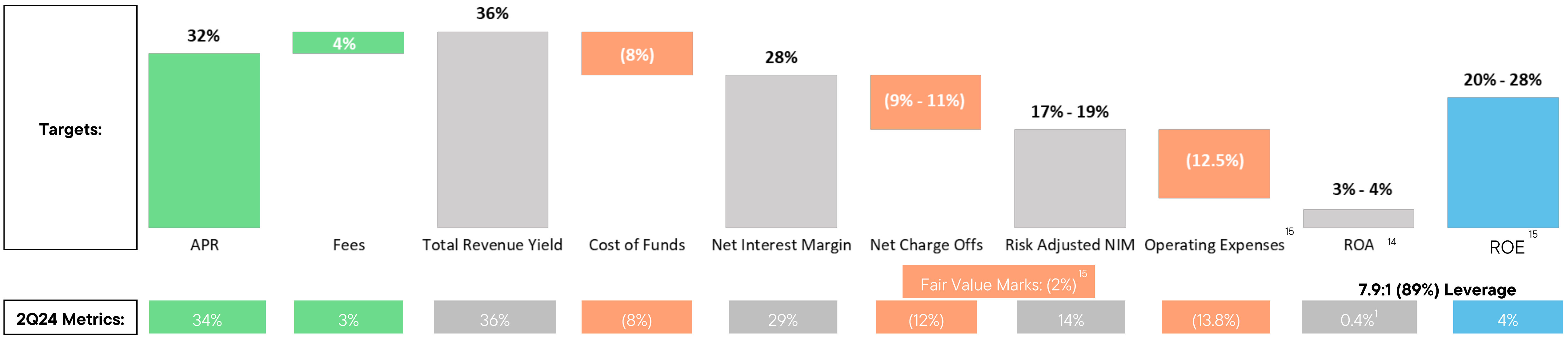
Attractive unit economic model

Business structured to deliver strong ROEs in a normalized environment

Illustrative Unit Economics as a % of Owned Principal Balance | Corporate Level Profitability

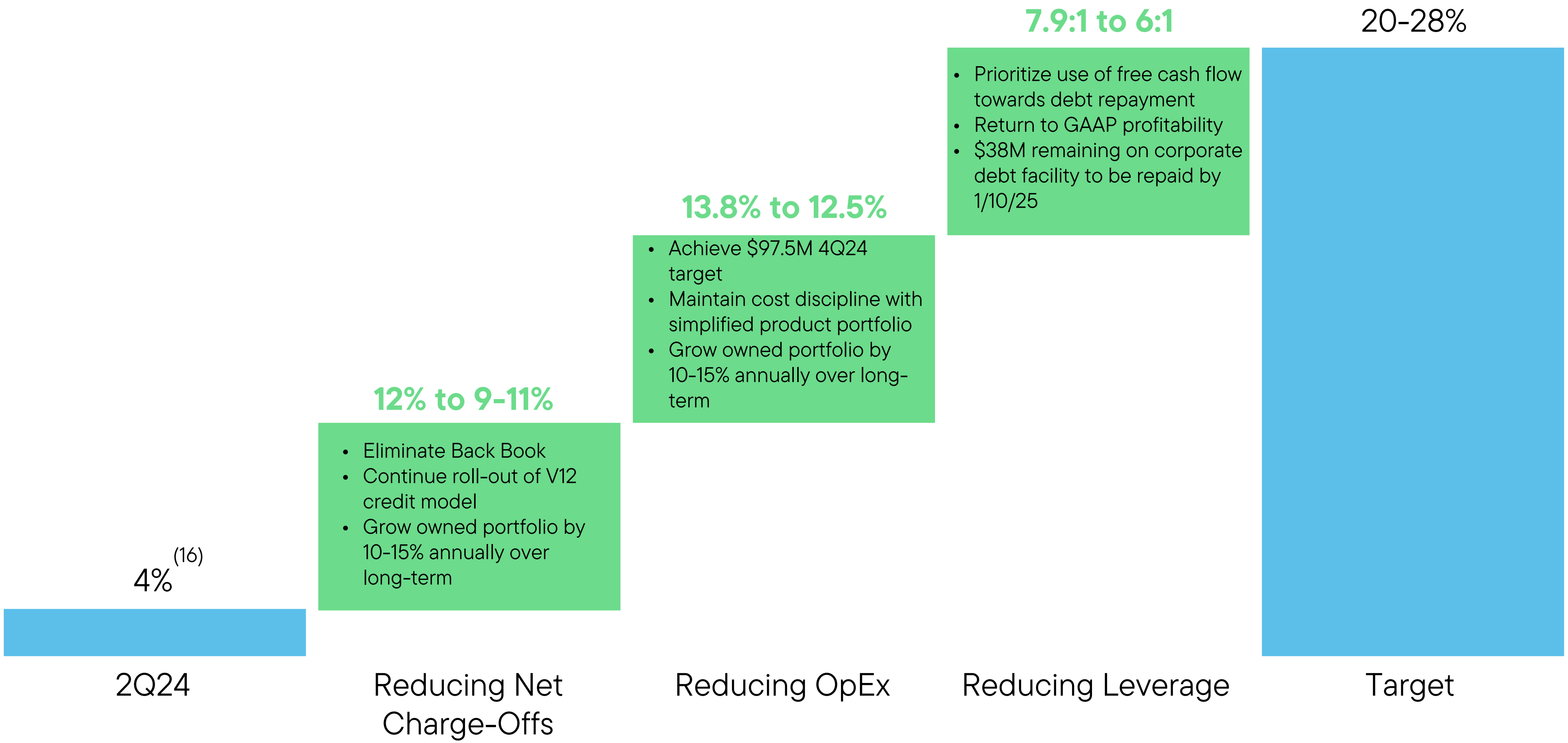
A APR + **B Non-Interest Income** = **Total Revenue Yield** − **C Cost of Funds** = **Net Interest Margin** − **D Net Charge Offs** = **Risk Adjusted NIM** − **E Operating Expenses** = **ROA[14]** ÷ **F 6:1 (86%) Leverage** = **ROE**

- **APR**: Core mission offering affordable credit to underserved communities
- **Non-Interest Income**: Savings and other products; gain on sale and servicing fees on sold loans
- **Cost of Funds**: Declining marginal cost of funds and improved credit performance on recent vintages are a tailwind to lower future cost
- **Net Charge Offs**: Assumption above historical 7% - 9% loss range
- **Operating Expenses**: Maintaining cost discipline, increased scale falls to the bottom line
- **6:1 (86%) Leverage**: Access to diversified sources of leverage ensures superior equity returns

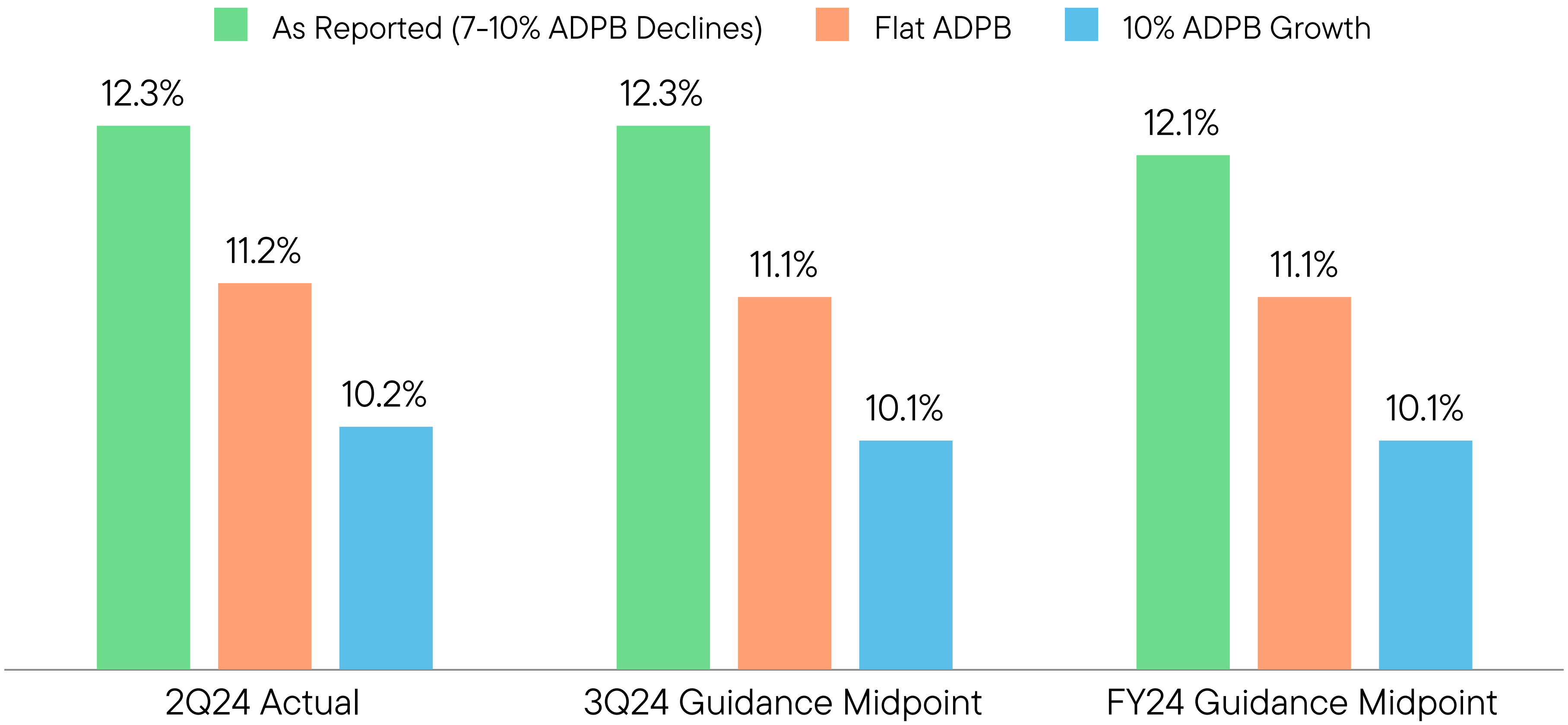


Key drivers to reach ROE target

Reductions as a percentage of owned principal balance



With dollar net charge-offs expected to decline ~9% in 2024, annualized net charge-off rates would be lower with flat-to-moderate ADPB growth (17)



Year-Over-Year $NCO Decline	**-10%**	**-6%**	**-9%**

2Q24 Earnings Overview

Key Financial Results

- **Resilient total revenue of $250M under conservative credit posture**
  Top-end of guidance range
- **Quarterly operating expense of $109M, down 20% Y/Y**
  270+ bps Y/Y improvement in Adjusted OpEx Ratio; $94M Adjusted Operating Expense lowest in 3 years
- **Adjusted EBITDA of $30M, Adjusted Net Income profitable**
  109% Y/Y Adjusted EBITDA growth; second consecutive Adjusted Net Income profitable quarter

Simplified portfolio and focus on core strategy growth opportunities

- **New lending-as-a-service collaboration with Western Union announced**
  Potential to reach Western Union's millions of customers
- **Signed LOI to sell credit card portfolio**
  Transaction expected to enhance 2025 Adjusted EBITDA by ~$11M

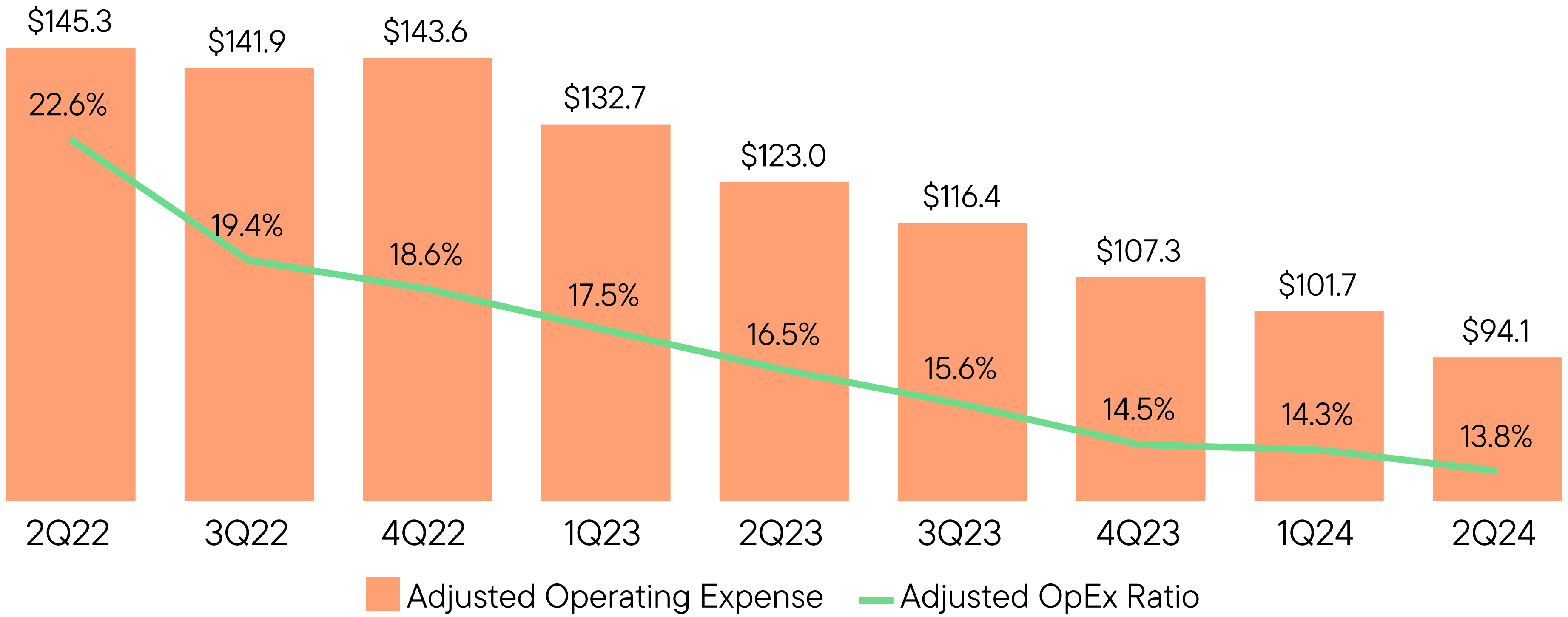
Continued operating discipline

- **Credit discipline driving improved performance**
  Front book vintages outperforming back book by approximately 400 basis points after 12 months
- **$245M warehouse agreement executed post-Q2**
- **Further cost reductions and ramp in Adjusted Net Income anticipated for 2H24**

Beginning 1Q24, we updated our calculations of Adjusted EBITDA and Adjusted Net Income (Loss). Prior periods presented here have been updated to reflect the prior period numbers on a comparable basis. See Appendix for non-GAAP reconciliation to the most comparable GAAP measure.

Operating expenses and Adjusted OpEx Ratio sharply down since prior to 3Q22 major expense reduction initiatives

Adjusted OpEx to Average Daily Principal Balance (%)



Average DPB	$ 2,577	$ 2,904	$ 3,058	$ 3,070	$ 2,994	$ 2,968	$ 2,941	$ 2,852	$ 2,746

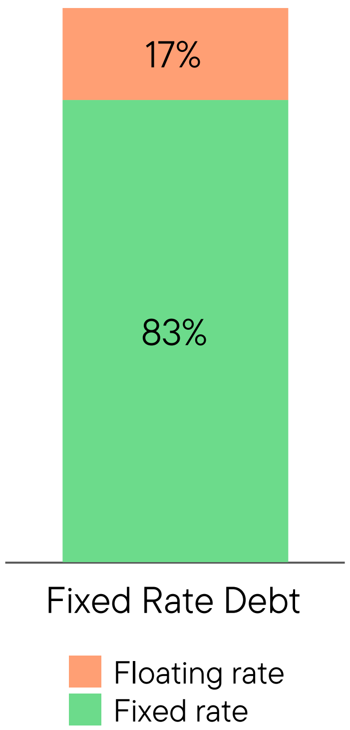
See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure.

Second quarter 2024 capital and liquidity

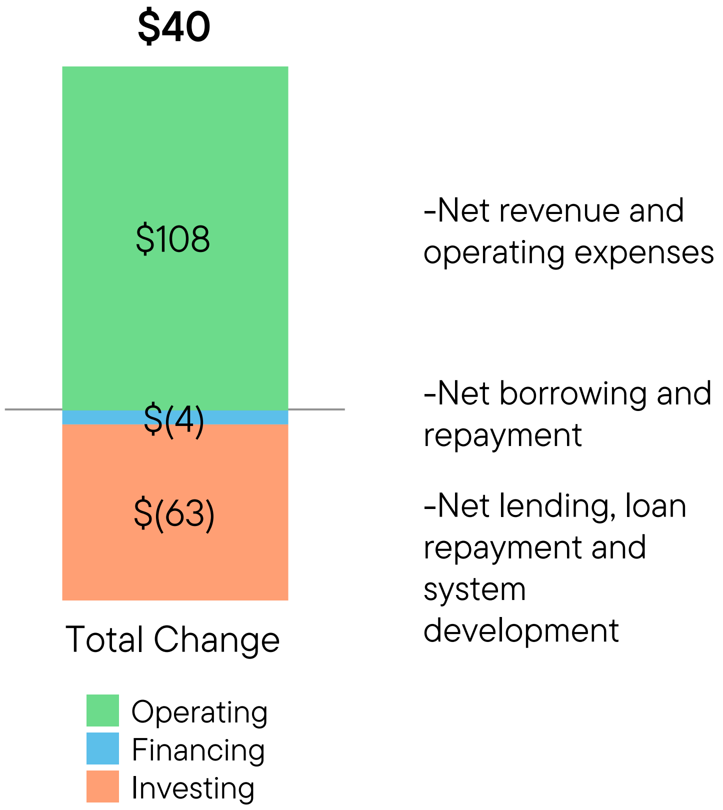
Record 2Q24 $108M operating cash flow increased 5% year-over-year

Sources of Liquidity ($M)

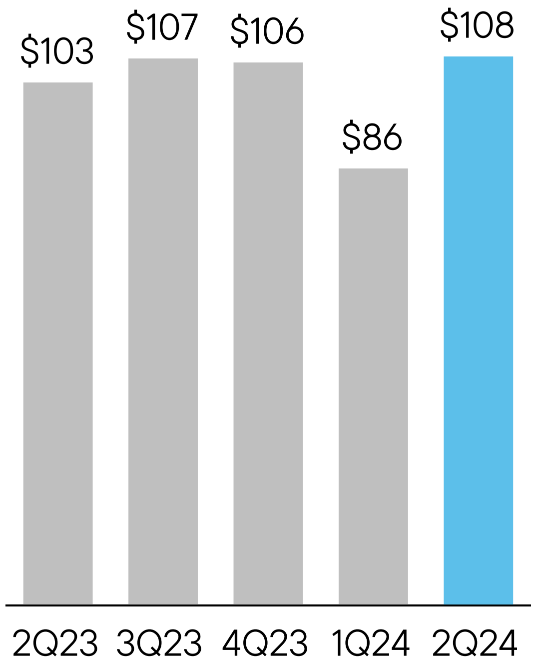
Fixed Rate Debt (%)



Net Change in Cash and Primary Drivers ($M)



Operating Cash Flow Trend ($M)



Oportun

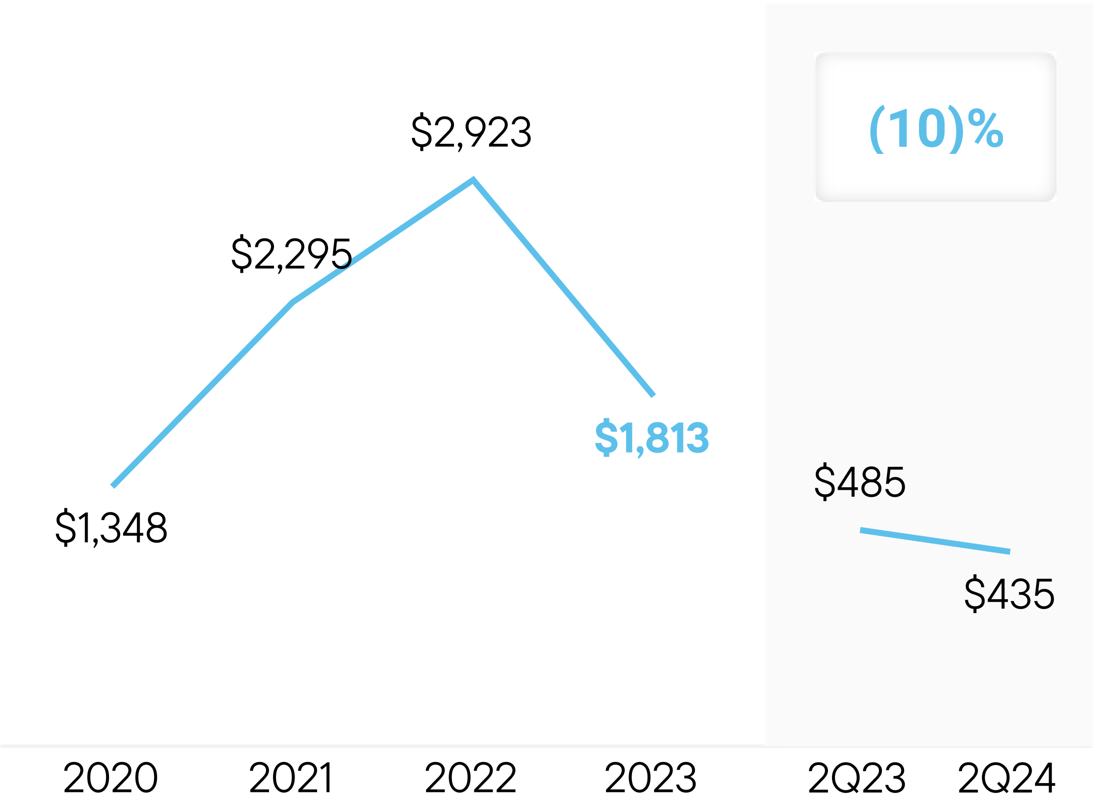
Demonstrated access to capital markets

Since June 2023, Oportun has raised over $1.6 billion in financings from fixed income investors, based upon the strong performance of recent vintages

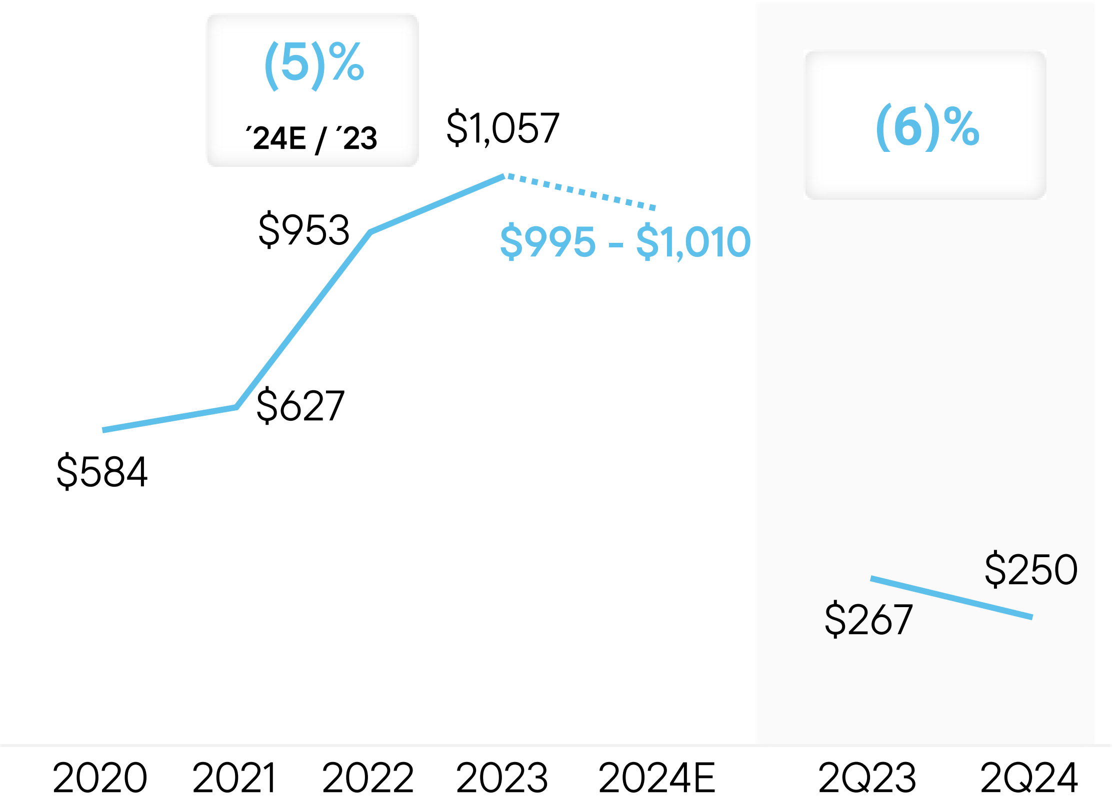
Date	Type	Amount ($M)	
June 2023 [20]	Whole Loan Sale	$	300
August 2023	Whole Loan Sale		400
October 2023	Private Structured Financing		197
November 2023	Whole Loan Sale		70
December 2023	Whole Loan Sale		50
February 2024	Securitization		200
April 2024 [20]	Whole Loan Sale		150
August 2024	Warehouse Facility		245
Total		**$**	**1,612**

Resilient top-line performance amidst credit tightening

Aggregate Originations ($M)



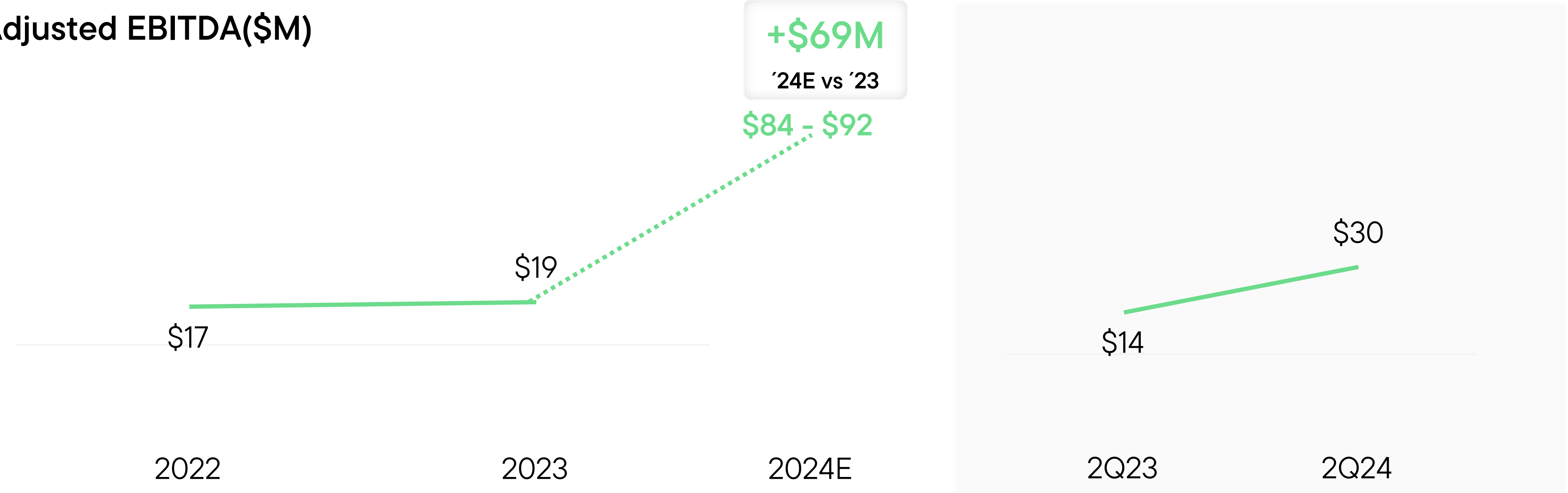
Total Revenue ($M)



See Appendix for definitions and / or a reconciliation to the most comparable GAAP measure.

Expect $69M improvement in 2024 Adjusted EBITDA, ~360% year-over-year growth

Adjusted EBITDA($M)



Adjusted EBITDA Margin (%)

2022	2023	2024E	2Q23	2Q24
1.7%	1.8%	8.8%	5.4%	12.1%

Presented under revised calculation introduced in 2024. See Appendix for definitions and / or a reconciliation to the most comparable GAAP measure

Third quarter and Full Year 2024 guidance

	3Q 2024E	FY 2024E
Total Revenue	$248 - $252M	$995 - $1,010M
Annualized Net Charge-off Rate (%)	12.3% +/- 15 bps	12.1% +/- 30 bps
Adjusted EBITDA*	$23 - $26M	$84 - $92M

* See Appendix for Key Definitions and the revised Adjusted profitability metrics and forward looking adjusted EBITDA reconciliation slides for a reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding.

Management and Governance

Experienced Management Team with Expertise Across Products and Industries

Raul Vazquez
Chief Executive Officer and Board Member

20+ years in Consumer Finance, High Tech and Retail

Walmart | Walmart.com

Jonathan Coblentz
Chief Financial Officer and Chief Administrative Officer

25+ years in Consumer Finance

Goldman Sachs | Fortress | Credit Suisse First Boston

Patrick Kirscht
Chief Credit Officer

25+ years in Consumer Finance in Risk Management and FP&A

Wells Fargo | HSBC | Metris Companies

Gonzalo Palacio
Chief Marketing Officer

15+ years in Consumer Lending and Banking Services

Capital One | FS Card Inc.

Kathleen Layton
Chief Legal Officer

15+ years in Corporate and Capital Markets Legal

Simpson Thacher | servicenow | McDermott Will & Emery

Ryan Helwig
Senior VP, Head of Member Operations

25+ years in Financial Services Operations

PNC | citi

Gaurav Rana
Senior VP, General Manager, Lending

20+ years in High Tech and Consumer Finance

Capital One | McKinsey & Company

Deepak Rao
Chief Technology Officer

20+ years in High Tech and Consumer Finance

SoFi | Microsoft

Ezra Garrett
Senior VP, Public Affairs and Impact

20+ years in Public Affairs and Community Engagement

Target | Pacific Gas and Electric Company

Environmental, Social & Governance (ESG) Impact

Less Expensive Credit[10]

7x less on avg vs. lending alternatives for people with little or no credit history (**16x** vs. online-only installment)[21]

Employee Diversity[22]

83% in the U.S. identify as members of an underrepresented group;

55% globally identify as female

Interest and Fees Saved[10]

$2.4B+

saved cumulatively by members using lending products

Establishing Credit History

1.2M

people we have helped to establish a credit history

Board Diversity[23]

70% identify as female or members of an underrepresented group

Member Savings

$10.8B+ in aggregate

$1,800+ avg. annually set aside per member

Appendix

Key definitions

- **30+ Day Delinquency Rate** is the unpaid principal balance for our owned loans and credit cards receivable that are 30 or more calendar days contractually past due as of the end of the period divided by Owned Principal Balance as of such date
- **Adjusted EBITDA** is a non-GAAP financial measure calculated as net income (loss), adjusted to eliminate the effect of the following items: income tax expense (benefit), stock-based compensation expense, depreciation and amortization, interest expense from corporate financing, certain non-recurring charges, and fair value mark-to-market adjustment
- **Adjusted EBITDA Margin** is calculated as Adjusted EBITDA divided by total revenue
- **Adjusted Earnings Per Share (EPS)** is a non-GAAP financial measure calculated by dividing Adjusted Net Income by diluted adjusted weighted-average common shares outstanding
- **Adjusted Net Income** is a non-GAAP financial measure calculated by adjusting our net income (loss) for the impact of our election of the fair value option, and further adjusted to exclude income tax expense (benefit), stock-based compensation expense, fair value mark-to-market adjustment on asset-backed notes, and certain non-recurring charges
- **Adjusted Operating Efficiency** is a non-GAAP financial measure calculated by dividing total operating expenses (excluding stock-based compensation expense and certain non-recurring charges) by total revenue
- **Adjusted Operating Expense** is a non-GAAP financial measure calculated by adjusting total operating expenses to exclude stock-based compensation expense and certain non-recurring charges
- **Adjusted OpEx Ratio** is a non-GAAP financial measure calculated as Adjusted Operating Expense divided by Average Daily Principal Balance
- **Adjusted Return on Equity ("ROE")** is a non-GAAP financial measure calculated by dividing annualized Adjusted Net Income by average total stockholders' equity; prior to January 1, 2020, Adjusted ROE was calculated by dividing annualized Adjusted Net Income by average total stockholders' equity
- **Aggregate Originations** is the aggregate amount disbursed to borrowers and credit granted on credit cards during a specified period, including amounts originated by us through our Lending as a Service partners or under our bank partnership programs. Aggregate Originations exclude any fees in connection with the origination of a loan
- **Annualized Net Charge-Off Rate ("NCO")** is calculated as annualized loan and credit card principal losses (net of recoveries) divided by the Average Daily Principal Balance of owned loans and credit cards receivable for the period
- **Average Daily Debt Balance** is the average of outstanding debt principal balance at the end of each calendar day during the period
- **Average Daily Principal Balance** is the average of outstanding principal balance of owned loans and credit cards receivable at the end of each calendar day during the period
- **Back Book** is comprised of loans originated prior to our material credit tightening in July 2022
- **Corporate Financing** is (a) a senior secured term loan secured by the assets of the Company and certain of its subsidiaries guaranteeing the term loan, including pledges of the equity interests of certain subsidiaries that are directly or indirectly owned by the Company and (b) a residual facility secured by the residual cash flows of certain of the Company's securitizations.
- **Cost of Debt** is calculated as annualized interest expense divided by Average Daily Debt Balance

Key definitions (cont'd)

- **Customer Acquisition Cost (or "CAC")** is calculated as sales and marketing expenses, which include the costs associated with various paid marketing channels, including direct mail, digital marketing and brand marketing and the costs associated with our telesales and retail operations divided by number of loans originated and new credit cards activated to new and returning borrowers during a period
- **First Payment Defaults** are calculated as the principal balance of any loan whose first payment becomes 30 days past due, divided by the aggregate principal balance of all loans originated during that same period
- **Front Book** is comprised of loans originated since our material credit tightening in July 2022
- **Loans Receivable at Fair Value** are all loans receivable held for investment. Loans Receivable at Fair Value include loans receivable on our unsecured and secured personal loan products and credit cards receivable balances. Credit Cards Receivable were reclassed to Credit Cards Receivable Held for Sale
- **Managed Principal Balance at End of Period** is the total amount of outstanding principal balance for all loans and credit cards receivable, including loans sold, which we continue to service, at the end of the period. Managed Principal Balance at End of Period also includes loans and accounts originated under a bank partnership program that we service
- **Operating Efficiency** is calculated as total operating expenses divided by total revenue
- **OpEx Ratio** is calculated as Operating Expense divided by Average Daily Principal Balance
- **Owned Principal Balance at End of Period** is the total amount of outstanding principal balance for all loans and credit cards receivable, including finance receivables pledged as part of a secured borrowing and excluding loans and receivables sold or retained by a bank partner, at the end of the period
- **Portfolio Yield** is annualized interest income as a percentage of Average Daily Principal Balance
- **Return on Equity** is calculated as annualized net income divided by average stockholders' equity for a period

Key financial & operating metrics

	Quarter Ended						Six Months Ended June 30		
	2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	2024	2023	Change Y / Y
Aggregate Originations (Millions)	$ 434.8	$ 338.2	$ 437.3	$ 482.7	$ 485.1	(10.4)%	$ 773.0	$ 893.1	(13.4)%
Portfolio Yield (%)	33.9 %	32.5 %	32.7 %	32.5 %	32.2 %		33.2 %	31.8 %	
30+ Day Delinquency Rate (%)	5.0 %	5.2 %	5.9 %	5.5 %	5.3 %		5.0 %	5.3 %	
Annualized Net Charge-Off Rate (%)	12.3 %	12.0 %	12.3 %	11.8 %	12.5 %		12.2 %	12.3 %	

	Quarter Ended						Six Months Ended June 30		
Other Useful Metrics	2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	2024	2023	Change Y / Y
Managed Principal Balance EOP (Millions)	$ 2,997.8	$ 3,027.5	$ 3,182.1	$ 3,231.0	$ 3,253.3	(7.9)%	$ 2,997.8	$ 3,253.3	(7.9)%
Owned Principal Balance EOP (Millions)	$ 2,719.0	$ 2,752.4	$ 2,904.7	$ 2,927.9	$ 2,963.2	(8.2)%	$ 2,719.0	$ 2,963.2	(8.2)%
Average Daily Principal Balance (Millions)	$ 2,745.7	$ 2,851.7	$ 2,940.5	$ 2,967.7	$ 2,993.6	(8.3)%	$ 2,798.7	$ 3,031.6	(7.7)%
Customer Acquisition Cost [(1)]	$ 122	$ 138	$ 141	$ 155	$ 163	(25.2)%	$ 139	$ 176	(21.0)%

[(1)] Sales and marketing expenses divided by the number of new and returning member loans originated in the respective periods.

Note: Numbers may not foot or cross-foot due to rounding.

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Condensed consolidated income statement

($ Millions, except per share data. Shares in Millions)	Quarter Ended						Six Months Ended June 30		
	2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	2024	2023	Change Y / Y
Interest income	$ 231.4	$ 230.6	$ 242.2	$ 243.3	$ 240.5	(3.8) %	$ 462.0	$ 478.1	(3.4) %
Non-interest income	19.0	19.9	20.5	25.0	26.1	(27.1) %	38.9	48.0	(18.9) %
Total revenue	**$ 250.4**	**$ 250.5**	**$ 262.6**	**$ 268.2**	**$ 266.6**	**(6.1)%**	**$ 500.9**	**$ 526.1**	**(4.8)%**
Less:									
Interest expense	$ 54.2	$ 54.5	$ 52.0	$ 47.0	$ 41.4	30.9 %	$ 108.7	$ 80.4	35.1 %
Net increase (decrease) in fair value	(136.1)	(116.9)	(138.5)	(136.1)	(106.5)	(27.8) %	(253.0)	(322.2)	21.5 %
Net Revenue	**$ 60.0**	**$ 79.2**	**$ 72.1**	**$ 85.1**	**$ 118.6**	**(49.4)%**	**$ 139.2**	**$ 123.4**	**12.8 %**
Operating expenses:									
Sales and marketing	$ 16.3	$ 16.0	$ 18.1	$ 18.9	$ 19.2	(15.3) %	$ 32.3	$ 38.4	(15.9) %
Other operating expenses	92.9	93.6	111.3	103.7	116.9	(20.5) %	186.6	244.1	(23.6) %
Goodwill impairment	—	—	—	—	—	NM	—	—	NM
Total operating expenses	**$ 109.2**	**$ 109.6**	**$ 129.4**	**$ 122.5**	**$ 136.1**	**(19.8)%**	**$ 218.8**	**$ 282.4**	**(22.5)%**
Income (loss) before taxes	**$ (49.1)**	**$ (30.5)**	**$ (57.3)**	**$ (37.4)**	**$ (17.5)**	**(181.3)%**	**$ (79.6)**	**$ (159.0)**	**49.9 %**
Income tax provision (benefit)	(18.1)	(4.0)	(15.5)	(16.2)	(2.6)	(604.7) %	(22.2)	(42.0)	47.3 %
Net income (loss)	**$ (31.0)**	**$ (26.4)**	**$ (41.8)**	**$ (21.1)**	**$ (14.9)**	**(108.2)%**	**$ (57.5)**	**$ (117.0)**	**50.9 %**
Memo:									
Earnings (loss) per share	$ (0.78)	$ (0.68)	$ (1.09)	$ (0.55)	$ (0.41)	(90.2) %	$ (1.46)	$ (3.31)	55.9 %
Diluted earnings (loss) per share	$ (0.78)	$ (0.68)	$ (1.09)	$ (0.55)	$ (0.41)	(90.2) %	$ (1.46)	$ (3.31)	55.9 %
Weighted average common shares outstanding - basic	39.8	38.9	38.5	38.3	36.7	8.5 %	39.4	35.3	11.4 %
Weighted average common shares outstanding - diluted	39.8	38.9	38.5	38.3	36.7	8.5 %	39.4	35.3	11.4 %

Note: Numbers may not foot or cross-foot due to rounding.

Condensed consolidated balance sheet

($ Millions)	Quarter Ended 2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y
Cash and cash equivalents	$ 72.9	$ 69.2	$ 91.2	$ 81.9	$ 73.4	(0.7)%
Restricted cash	163.8	127.4	114.8	117.8	129.0	27.0 %
Total cash	**$ 236.6**	**$ 196.6**	**$ 206.0**	**$ 199.6**	**$ 202.3**	**17.0 %**
Loans receivable at fair value	2,714.4	2,841.5	2,962.4	2,940.9	2,985.1	(9.1)%
Other assets	299.3	239.4	243.5	289.4	284.6	5.2 %
Total assets	**$ 3,250.4**	**$ 3,277.5**	**$ 3,411.9**	**$ 3,429.9**	**$ 3,472.0**	**(6.4)%**
Total debt	2,806.8	2,804.9	2,910.2	2,894.0	2,902.3	(3.3)%
Other liabilities	89.4	90.6	97.3	94.6	111.3	(19.6)%
Total liabilities	**$ 2,896.2**	**$ 2,895.5**	**$ 3,007.5**	**$ 2,988.6**	**$ 3,013.6**	**(3.9)%**
Total stockholders' equity	**$ 354.1**	**$ 382.0**	**$ 404.4**	**$ 441.4**	**$ 458.4**	**(22.7)%**
Total liabilities and stockholders' equity	**$ 3,250.4**	**$ 3,277.5**	**$ 3,411.9**	**$ 3,429.9**	**$ 3,472.0**	**(6.4)%**

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted EBITDA reconciliation

($ Millions)	Quarter Ended 2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	Six Months Ended June 30, 2024	2023	Change Y / Y
Net income (loss)	$ (31.0)	$ (26.4)	$ (41.8)	$ (21.1)	$ (14.9)	(108.2)%	$(57.5)	$(117.0)	
Adjustments:									
Income tax expense (benefit)	(18.1)	(4.0)	(15.5)	(16.2)	(2.6)	(604.7)%	(22.2)	(42.0)	47.3 %
Interest on corporate financing[(1)(2)]	13.2	13.9	14.6	15.0	12.6	4.9 %	27.1	22.4	21.1 %
Depreciation and amortization	13.0	13.2	13.8	13.9	13.8	(5.5)%	26.2	27.1	(3.5)%
Stock-based compensation expense	3.0	4.0	4.8	4.3	4.4	(31.5)%	7.0	8.9	(21.4)%
Workforce optimization expenses	2.2	0.8	6.8	0.5	8.4	NM	3.0	15.2	(80.3)%
Other non-recurring charges[(1)(2)]	10.3	3.5	10.8	1.6	0.6	1,671.2 %	13.8	3.1	346.9 %
Fair value mark-to-market adjustment	37.7	(3.0)	16.4	16.5	(7.8)	NM	34.7	76.7	(54.8)%
Adjusted EBITDA[(3)]	**$ 30.2**	**$ 1.9**	**$ 9.9**	**$ 14.5**	**$ 14.5**	**$ —**	**$ 32.2**	**$ (5.6)**	**NM**
Memo:									
Total revenue	250.4	250.5	262.6	268.2	266.6	(6.1)%	500.9	526.1	(4.8)%
Adjusted EBITDA Margin (%)[(4)]	**12.1 %**	**0.8 %**	**3.8 %**	**5.4 %**	**5.4 %**		**6.4 %**	**(1.1)%**	

(1) Certain prior-period financial information has been reclassified to conform to current period presentation.

(2) $0.2 million of warrant amortization was included in the "Interest on corporate financing" adjustment line in 1Q23. Beginning in 2Q23, the warrant amortization is included in the "Other non-recurring charges" adjustment line. The YTD total reflects the updated classification; therefore, the sum of the presented quarters will not agree to the YTD amount for these adjustment lines.

(3) Our calculation of Adjusted EBITDA was updated in 1Q24 to more closely align with management's internal view of the performance of the business. The 4Q23, 3Q23 and 2Q23 values for Adjusted EBITDA shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been $6.1 million, $15.6 million and $4.3 million, respectively. In addition, the 2023 YTD value would have been $(20.1) million.

(4) Calculated as Adjusted EBITDA divided by total revenue.

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted net income reconciliation

($ Millions)	2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	2024	2023	Change Y / Y
	Quarter Ended						Six Months Ended June 30,		
Net income (loss)	$ (31.0)	$ (26.4)	$ (41.8)	$ (21.1)	$ (14.9)	(108.2)%	$ (57.5)	$ (117.0)	50.9 %
Adjustments:									
Income tax expense (benefit)	(18.1)	(4.0)	(15.5)	(16.2)	(2.6)	(604.7)%	(22.2)	(42.0)	47.3 %
Stock-based compensation expense	3.0	4.0	4.8	4.3	4.4	(31.5)%	7.0	8.9	(21.4)%
Workforce optimization expenses	2.2	0.8	6.8	0.5	8.4	NM	3.0	15.2	(80.3)%
Other non-recurring charges(1)(2)	10.3	3.5	10.8	1.6	0.6	1,671.2 %	13.8	3.1	346.9 %
Net decrease in fair value of credit cards receivable	36.2	—	—	—	—	NM	36.2	—	
Mark-to-market adjustment on ABS notes	1.9	27.1	23.6	14.9	12.6	(84.9)%	29.0	61.5	(52.8)%
Adjusted income before taxes	**$ 4.4**	**$ 5.0**	**$ (11.3)**	**$ (16.1)**	**$ 8.5**	**(48.1)%**	**$ 9.4**	**$ (70.3)**	**NM**
Normalized income tax expense	(1.2)	(1.3)	3.0	4.4	(2.3)	48.1 %	(2.5)	19.0	NM
Income tax rate (%)	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %		27.0 %	27.0 %	
Adjusted Net Income(3)	**$ 3.2**	**$ 3.6**	**$ (8.2)**	**$ (11.8)**	**$ 6.2**	**(48.1)%**	**$ 6.9**	**$ (51.3)**	**NM**
Memo:									
Stockholders' equity	$ 354.1	$ 382.0	$ 404.4	$ 441.4	$ 458.4	(22.7)%	$ 354.1	$ 458.4	(22.7)%
Adjusted ROE (%)(4)	**3.5 %**	**3.7 %**	**(7.7)%**	**(10.4)%**	**5.5 %**		**3.6 %**	**(20.6)%**	

(1) Certain prior-period financial information has been reclassified to conform to current period presentation.

(2) Beginning in 2Q23, a year-to-date adjustment for warrant amortization was recorded. $0.2 million related to 1Q23. We did not retroactively adjust 1Q23 Adjust Net Income for the YTD adjustment. As a result, the YTD amounts presented in the six months ended June 30, 2023 column for "Other non-recurring charges" does not agree to the sum of the presented quarters because the YTD amount includes the $0.2 million related to 1Q23.

(3) Our calculation of Adjusted Net Income (Loss) was updated in 1Q24 to more closely align with management's internal view of the performance of the business. The 4Q23, 3Q23 and 2Q23 values for Adjusted Net Income (Loss) shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been $(20.6) million, $(17.6) million and $2.3 million, respectively. In addition, the YTD 2023 value would have been $(85.9) million.

(4) Calculated as Adjusted Net Income (Loss) divided by average stockholders' equity. ROE has been annualized. Due to the Adjusted Net Income (Loss) revisions in 1Q24, the 4Q23, 3Q23 and 2Q23 Adjusted ROE values would have been (19.3)%, (15.5)% and 2.0%, respectively. In addition, the YTD 2023 value would have been (34.4)%.

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted operating expense, adjusted operating efficiency and adjusted operating expense ratio reconciliation

	Quarter Ended						Six Months Ended June 30		
($ Millions)	2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	2024	2023	Change Y / Y
Operating Efficiency	43.6 %	43.8 %	49.3 %	45.7 %	51.1 %		43.7 %	53.7 %	
Total Revenue	**$ 250.4**	**$ 250.5**	**$ 262.6**	**$ 268.2**	**$ 266.6**	**(6.1)%**	**$ 500.9**	**$ 526.1**	**(4.8)%**
Total operating expense	**$ 109.2**	**$ 109.6**	**$ 129.4**	**$ 122.5**	**$ 136.1**	(19.8)%	**$ 218.8**	**$ 282.4**	(22.5)%
Less:									
Stock-based compensation expense	(3.0)	(4.0)	(4.8)	(4.3)	(4.4)	31.5 %	(7.0)	(8.9)	21.4 %
Workforce optimization expenses	(2.2)	(0.8)	(6.8)	(0.5)	(8.4)	NM	(3.0)	(15.2)	80.3 %
Other non-recurring charges [1]	(9.9)	(3.1)	(10.5)	(1.3)	(0.3)	(2770.9)%	(13.0)	(2.6)	(395.2)%
Total Adjusted Operating Expense	**$ 94.1**	**$ 101.7**	**$ 107.3**	**$ 116.4**	**$ 123.0**	**(23.5)%**	**$ 195.8**	**$ 255.7**	**(23.4)%**
Adjusted Operating Efficiency[2]	**37.6 %**	**40.6 %**	**40.9 %**	**43.4 %**	**46.1 %**	**(18.5)%**	**39.1 %**	**48.6 %**	**(19.6)%**
Average Daily Principal Balance	$2,745.7	$ 2,851.7	$2,940.5	$2,967.7	$2,993.6	(8.3)%	$2,798.7	$ 3,031.6	(7.7)%
OpEx Ratio	16.0 %	15.5 %	17.5 %	16.4 %	18.2 %	(12.3)%	15.7 %	18.8 %	(16.3)%
Adjusted OpEx Ratio	**13.8 %**	**14.3 %**	**14.5 %**	**15.6 %**	**16.5 %**	**(16.3)%**	**14.1 %**	**17.0 %**	**(17.3)%**

[1] Certain prior-period financial information has been reclassified to conform to current period presentation.
[2] Our calculation of Adjusted Net Income (Loss) was updated in 1Q24 to more closely align with management's internal view of the performance of the business. We have removed the adjustment related to acquisition and integration related expenses from our calculation of Adjusted Operating Efficiency to maintain consistency with the revised Adjusted EBITDA and Adjusted Net Income (Loss) calculations. The 4Q23, 3Q23 and 2Q23 values for Adjusted Operating Efficiency shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been 40.6%, 38.4% and 40.8%, respectively. In addition, the YTD 2023 value would have been 45.9%.

Note: Numbers may not foot or cross-foot due to rounding.

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Basic and diluted earnings per share reconciliation

($ Millions, except per share data. Shares in Millions)	Quarter Ended						Six Months Ended June 30		
	2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	2024	2023	Change Y / Y
Net income (loss)	$ (31.0)	$ (26.4)	$ (41.8)	$ (21.1)	$ (14.9)	(108.2)%	$ (57.5)	$ (117.0)	50.9 %
Net income (loss) attributable to common stockholders	**$ (31.0)**	**$ (26.4)**	**$ (41.8)**	**$ (21.1)**	**$ (14.9)**	**(108.2)%**	**$ (57.5)**	**$ (117.0)**	**50.9 %**
Basic weighted-average common shares outstanding	39.8	38.9	38.5	38.3	36.7	8.5 %	39.4	35.3	11.4 %
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	—	—	—	—	—	NM	—	—	NM
Diluted weighted-average common shares outstanding	**39.8**	**38.9**	**38.5**	**38.3**	**36.7**	**8.5 %**	**39.4**	**35.3**	**11.4 %**
Earnings (loss) per share:									
Basic	**$ (0.78)**	**$ (0.68)**	**$ (1.09)**	**$ (0.55)**	**$ (0.41)**	**(91.9)%**	**$ (1.46)**	**$ (3.31)**	**55.9 %**
Diluted	$ (0.78)	$ (0.68)	$ (1.09)	$ (0.55)	$ (0.41)	(91.9)%	$ (1.46)	$ (3.31)	55.9 %

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted earnings per share reconciliation

($ Millions, except per share data. Shares in Millions)	Quarter Ended 2Q24	1Q24	4Q23	3Q23	2Q23	Change Y / Y	Six Months Ended June 30 2024	2023	Change Y / Y
Diluted earnings (loss) per share	$ (0.78)	$ (0.68)	$ (1.09)	$ (0.55)	$ (0.41)	(90.2)%	$ (1.46)	$ (3.31)	55.9 %
Adjusted Net Income	**$ 3.2**	**$ 3.6**	**$ (8.2)**	**$ (11.8)**	**$ 6.2**	**(48.1)%**	**$ 6.9**	**$ (51.3)**	**NM**
Basic weighted-average common shares outstanding	39.8	38.9	38.5	38.3	36.7	8.5 %	39.4	35.3	11.4 %
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	0.5	0.4	—	—	0.3	NM	0.5	—	NM
Diluted adjusted weighted-average common shares outstanding	**40.3**	**39.3**	**38.5**	**38.3**	**37.0**	**8.9 %**	**39.8**	**35.3**	**12.7 %**
Adjusted EPS	**$ 0.08**	**$ 0.09**	**$ (0.21)**	**$ (0.31)**	**$ 0.17**	**(52.4)%**	**$ 0.17**	**$ (1.45)**	**NM**

(1) Our calculation of Adjusted Net Income (Loss) was updated in Q1 2024 to more closely align with management's internal view of the performance of the business. The 4Q23, 3Q23 and 2Q23 values for Adjusted EPS shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been $(0.54), $(0.46) and 0.06, respectively. In addition, the YTD 2023 value would have been $(2.43).

Note: Numbers may not foot or cross-foot due to rounding.

Forward looking adjusted EBITDA reconciliation

($ Millions)	3Q 2024 Low		3Q 2024 High		FY 2024 Low		FY 2024 High	
Net (loss)*	$	(5.4) *	$	(3.7) *	$	(39.9) *	$	(33.6) *
Adjustments:								
Income tax expense (benefit)		(1.4)		(1.0)		(10.8)		(9.1)
Interest on corporate financing		12.3		12.3		51.1		51.1
Depreciation and amortization		12.7		12.7		51.0		51.0
Stock-based compensation expense		3.7		3.7		14.2		14.2
Workforce optimization expenses		—		—		3.0		3.0
Other non-recurring charges		1.1		2.0		15.4		15.4
Fair value mark-to-market adjustment*		*		*		*		*
Adjusted EBITDA	**$**	**23.0**	**$**	**26.0**	**$**	**84.0**	**$**	**92.0**

* Due to the uncertainty in macroeconomic conditions, we are unable to precisely forecast the fair value mark-to-market adjustments on our loan portfolio and asset-backed notes. As a result, while we fully expect there to be a fair value mark-to-market adjustment which could have an impact on GAAP net income (loss), the net income (loss) number shown above assumes no change in the fair value mark-to-market adjustment.

Note: Numbers may not foot or cross-foot due to rounding.

Net change in fair value

$ Millions	2Q24	1Q24	2Q23	1Q23	Q / Q	Y / Y
	Quarter Ended				Change	
Loan Portfolio Drivers						
Discount rate	8.7 %	9.1 %	11.1 %	11.1 %	(0.4)%	(2.4)%
Remaining cumulative charge-offs as a % of principal balance	11.6 %	11.9 %	11.4 %	11.7 %	(0.4)%	0.2 %
Average life in years	1.02	1.03	0.96	0.96	(0.01)	0.06
Loans Receivable at Fair Value [(1)]						
Fair value loan portfolio – principal balance	$ 2,624.5	$ 2,752.4	$ 2,963.2	$ 3,005.0	$ (127.9)	$ (338.7)
Interest and Fee Receivable, net	32.0	33.3	30.9	31.8	$ (1.3)	$ 1.2
Cumulative fair value mark-to-market adjustment	57.9	55.8	21.9	7.7	2.1	35.9
Fair value loan portfolio - end of period	**$ 2,714.4**	**$ 2,841.5**	**$ 3,016.0**	**$ 3,044.5**	**$ (127.1)**	**$ (301.6)**
Price	*103.4 %*	*103.2 %*	*101.8 %*	*101.3 %*	*0.2 %*	*1.6 %*
Asset-Backed Notes at Fair Value						
Carrying value of asset-backed notes	$ 1,648.5	$ 1,769.1	$ 2,251.6	$ 2,445.7	$ (120.7)	$ (603.2)
Cumulative fair value mark-to-market adjustment	(65.4)	(67.3)	(132.8)	(145.5)	1.9	67.5
Fair value asset-backed notes – end of period	**$ 1,583.1**	**$ 1,701.9**	**$ 2,118.8**	**$ 2,300.2**	**$ (118.8)**	**$ (535.7)**
Price	*96.0 %*	*96.2 %*	*94.1 %*	*94.1 %*	*(0.2)%*	*1.9 %*
Net Change in Fair Value Summary						
A Mark-to-market adjustment on loans [(1)]	$ (36.7)	$ 28.9	$ 14.2	$ (37.3)	$ (65.6)	$ (50.9)
B Mark-to-market adjustment on asset-backed notes	$ (1.9)	$ (27.1)	$ (12.6)	$ (48.9)	$ 25.2	$ 10.7
Mark-to-market adjustment on derivatives	$ 1.0	$ 1.2	$ 6.3	$ 1.7	$ (0.2)	$ (5.3)
Total fair value mark-to-market adjustment	$ (37.7)	$ 3.0	$ 7.8	$ (84.5)	$ (40.6)	$ (45.5)
Net charge-offs	$ (83.9)	$ (85.3)	$ (93.5)	$ (91.6)	$ 1.4	$ 9.6
Net settlements on derivative instruments	$ 3.8	$ (1.1)	$ (1.9)	$ (2.4)	$ 4.9	$ (1.1)
Fair value mark on loans sold [(2)]	$ (18.4)	$ (33.5)	$ (18.9)	$ (37.2)	$ 15.1	$ (33.5)
Total Net Change in Fair Value	**$ (136.1)**	**$ (116.9)**	**$ (106.5)**	**$ (215.7)**	**$ (19.3)**	**$ (29.6)**

Increase in FV of Loans will increase Net Revenue

Increase in FV of Notes will decrease Net Revenue

(1) Refer to slide 45 for estimate methodology to calculate fair value premium on loans receivable by quarter. $94.5M of principal related to Credit Cards Receivable were reclassed to Credit Cards Receivable Held for Sale. Additionally, the $(36.7)M mark-to-market adjustment on loans includes a fair value mark-to-market adjustment of $(36.2)M adjustment related to this reclass.

(2) Cumulative fair value mark on sale of loans originated as held for investment.

Note: Numbers may not foot or cross-foot due to rounding.

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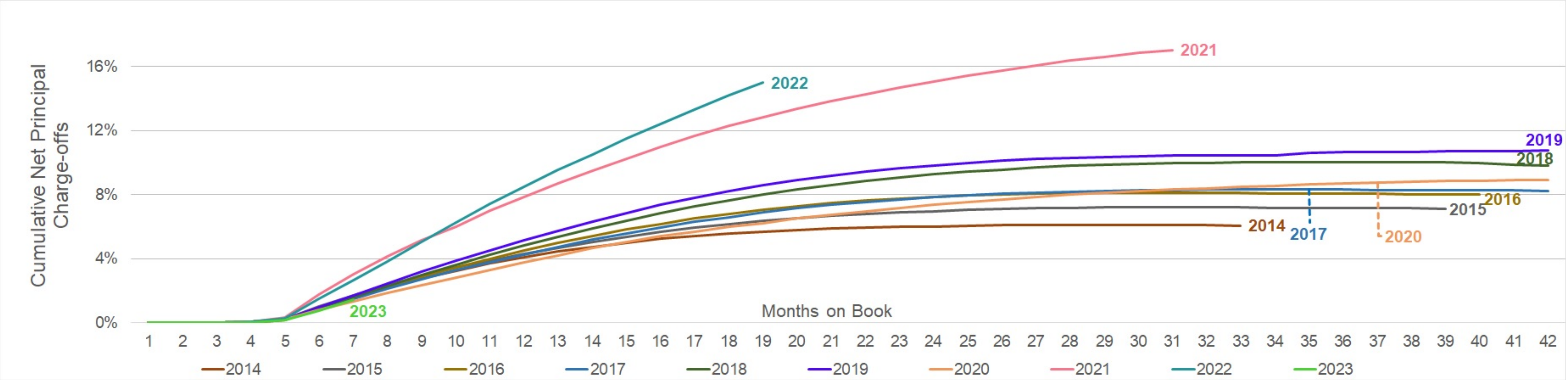
Fair value estimate methodology

Loans receivable at fair value now include accrued interest & fees receivable, so fair value price is now the gross fair value premium

	Quarter Ended							
	2Q24	1Q24	4Q23	3Q23	2Q23	1Q23	4Q22	Change Y / Y
Weighted average portfolio yield over the remaining life of the loans	28.42 %	28.87 %	29.10 %	29.58 %	29.85 %	29.61 %	29.34 %	(1.43)%
Less: Servicing fee	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	— %
Net portfolio yield	**23.42 %**	**23.87 %**	**24.10 %**	**24.58 %**	**24.85 %**	**24.61 %**	**24.34 %**	**(1.43)%**
Multiplied by: Weighted average life in years	1.016	1.027	1.007	0.995	0.955	0.963	1.000	0.061
Pre-loss cash flow	**23.79 %**	**24.50 %**	**24.26 %**	**24.45 %**	**23.74 %**	**23.69 %**	**24.34 %**	**0.05 %**
Less: Remaining cumulative charge-offs	(11.57)%	(11.92)%	(12.10)%	(11.93)%	(11.35)%	(11.72)%	(10.38)%	(0.21)%
Net cash flow	**12.23 %**	**12.58 %**	**12.16 %**	**12.52 %**	**12.39 %**	**11.97 %**	**13.96 %**	**(0.16)%**
Less: Discount rate multiplied by average life	(8.80)%	(9.34)%	(10.17)%	(11.09)%	(10.61)%	(10.66)%	(11.48)%	1.81 %
Gross fair value premium as a percentage of loan principal balance	**3.43 %**	**3.24 %**	**1.99 %**	**1.43 %**	**1.78 %**	**1.31 %**	**2.48 %**	**1.65 %**
Discount rate	8.66 %	9.10 %	10.10 %	11.15 %	11.10 %	11.07 %	11.48 %	(2.44)%

Note: On June 21, 2024, we entered into a nonbinding letter of intent with a third-party to sell the credit cards receivable portfolio and was classified as held-for-sale at June 30, 2024. As such, the credit card portfolio was excluded from June 30, 2024 data. All prior periods presented include the fair value components of the credit card portfolio.

Net lifetime loan loss rates by vintage



Year of Origination	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Dollar Weighted Average Original Term for Vintage (Months)	19.1	22.3	24.2	26.3	29.0	30.0	32.0	33.3	37.8	39.2
Net Lifetime Loan Losses as % of Original Principal Balance	6.1%	7.1%	8.0%	8.2%	9.8%	10.8%	9.0%	17.0%*	15.0%*	1.4%*
Outstanding Principal Balance as % of Original Amount Disbursed	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%	0.8%	8.1%	38.6%	81.3%

* Vintage is not fully mature from a loss perspective.

Note: The chart above includes all personal loan originations by vintage, excluding loans originated from July 2017 to August 2020 and December 2023 through the current period under a loan program for customers who did not meet the qualifications for our core loan origination program. 100% of those loans were sold pursuant to a whole loan sale arrangement. The 2021 vintage is experiencing higher charge-offs than prior vintages primarily due to a higher percentage of loan disbursements to new members. We tightened credit and began reducing loan volumes to new and returning members in the third quarter of 2021 and reduced significantly in the second half of 2022.

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Endnotes

1. FINRA Investor Education Foundation Study, February 2021
2. Financial Health Network (FHN): "Financial Health Pulse™ 2022 U.S. Trends Report"
3. GoBankingRates Survey, December 2021
4. Financial Health Network: "The FinHealth Spend Report 2022"
5. Gallup article published on May 18, 2023 - https://news.gallup.com/poll/506012/americans-remain-discouraged-personal-finances.aspx
6. BAMM population survey, Oct 2019
7. Calculated as Aggregate Originations for the three-months ended June 30, 2024 divided by the number of loans originated for the period for the specific loan product
8. Based on a study prepared for Oportun by FHN "True Cost of a Loan," October 2021, calculated as of June 2024
9. Customers who come to us without a FICO score who have begun establishing a credit history. Reflects new and returning customers. Since inception and as of June 30, 2024
10. Based on the average cost of borrowing for $500, $1,500 and $3,000 as determined by a study prepared for Oportun by the Financial Health Network (FHN) "True Cost of a Loan," October 2021, calculated as of June 2024
11. Now consolidated into a single company "DolFinTech"
12. 3Q22 vintage only includes August and September 2022
13. Excludes credit cards
14. Corporate level ROA based on assumed tax rate of 27.0%
15. 2Q24 adjusted metrics for comparison purposes, to exclude non-recurring items
16. 2Q24 figures refer to Adjusted ROE
17. Analysis assumes charge-offs in dollars is the same within each of the three time periods, with average daily principal balance solely driving the differences in annualized net charge-off rate
18. Warehouse Lines - 6/30/24 combined undrawn capacity on our secured financing facilities
19. WLS Agmts Rmng - 6/30/24 combined sale targets on forward flow whole loan sale agreements
20. On June 16, 2023, we entered into a $300 million forward flow whole loan sale agreement with an institutional investor. On April 26, 2024, we amended the agreement to extend the term through October 2024 and committed to sell $150 million of personal loan originations resulting in a total sold and committed balance of $371 million
21. Based on the cost of borrowing $500 as determined by a study prepared for Oportun by FHN "True Cost of a Loan," October 2021, calculated as of June 2024
22. Calculated based on headcount as of December 31, 2023
23. Calculated based on board members as of June 30, 2024

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Investor Contact
Dorian Hare
650-590-4323
ir@oportun.com