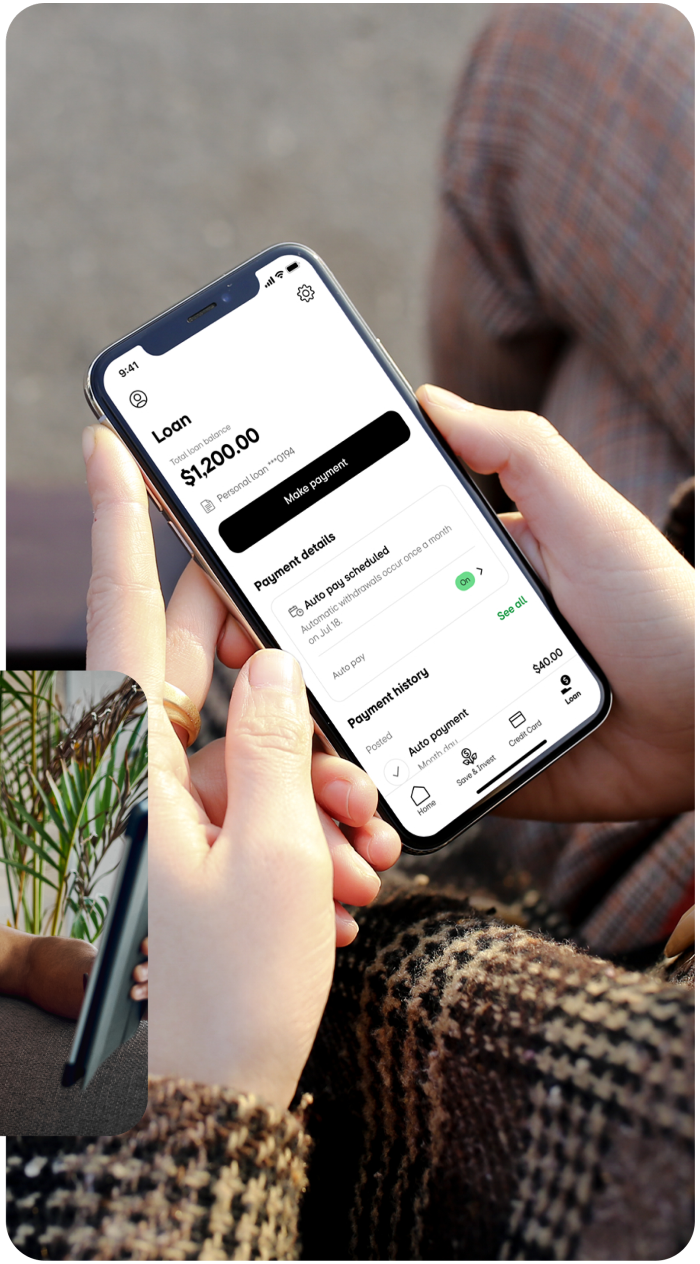
Oportun



Investor Presentation | February 2025

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; achievement of our strategic priorities and goals; our expectations regarding loan origination growth; our expectation regarding macroeconomic conditions and future growth opportunities; expectations regarding the departure of our CEO and our interim CFO, including expected timing; 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; first quarter and full-year 2025 outlook; our expectations regarding Adjusted ROE, operating expenses, originations and annualized NCO rates in full year 2025; our 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 fluctuating 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 December 31, 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

Mission: Empowering members to build a better future

Unsecured Personal Loans

Secured Personal Loans

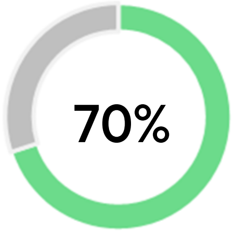
Savings

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

Addressing the biggest challenges facing U.S. consumers

75%
of Americans do not feel that they are completely financially secure[(1)]



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

59%
would struggle to come up with $1,000 in an emergency[(3)]

51%
had bank-related account fees in the past year[(4)]

57%
are not confident about their long-term financial goals[(2)]

78%
aren't completely satisfied with the amount of money they've saved[(5)]

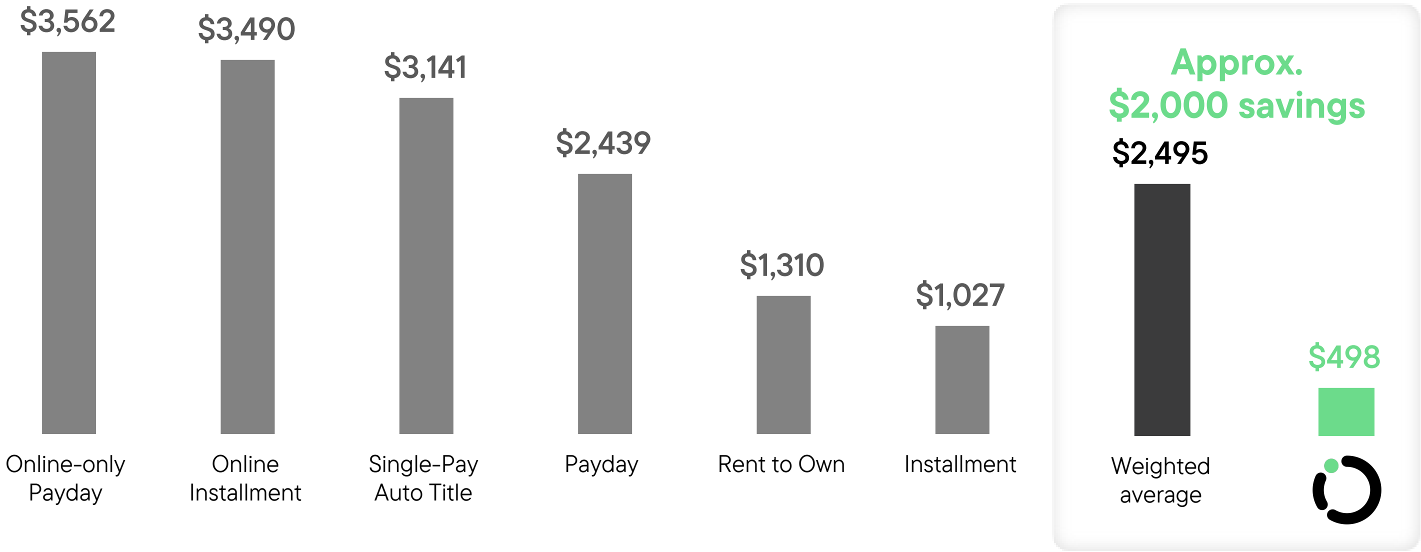
Responsibly structured credit products

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 25th and 75th Percentile	**$3,277** **$1,000 | $4,800**	**$6,678** **$3,100 | $9,000**
Avg Term 25th and 75th Percentile	**26 months** **19 | 34 months**	**35 months** **25 | 43 months**
Weighted Avg APR	**35.8%**	**35.1%**

Data based on originations for the three-months ended December 31, 2024.

We deliver significant savings compared to alternatives

Cost of borrowing $1,500 (6)



Expense multiples of Oportun costs	Competitor products are **7 times** more expensive on average (8)	Online-only Payday loans are **7 times** more expensive

Positive social impact

1.2M

Credit histories established (7)

Certified by the US Treasury Department

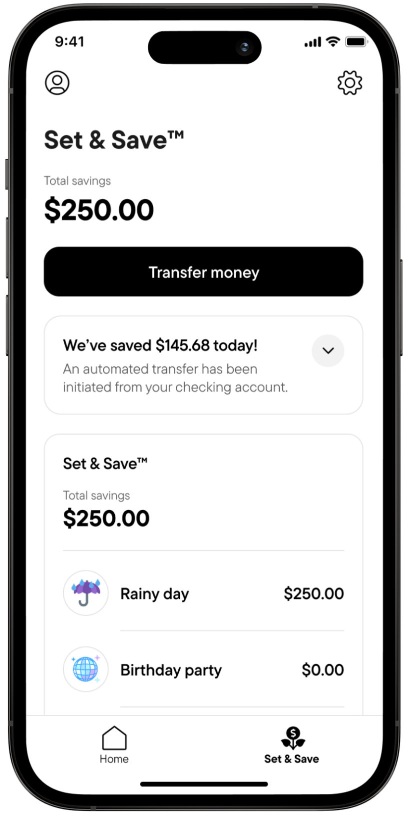
as a Community Development Financial Institution (CDFI) since 2009

Savings remains a 2025 priority

Effortless saving | Unlimited goals | Help reduce overdrafts

#1 Savings App of 2025
according to Bankrate
9 Best Money-Saving Apps of 2025

Excellent Personal Finance Apps
according to Forbes
7 Personal Finance Apps For Simplifying Your Money



Problem

59%

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

$11.4B+

saved for members since 2015

Multi-channel loan fulfillment and servicing

53% of 2024 applicants used more than one channel to apply; 73% 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%	128 Retail locations and 490 Lending as a Service Partner locations	• Retail locations located in Arizona, California, Florida, Illinois, New Jersey, Nevada, Texas, and Utah • Lending as a Service partners include DolEx Dollar Express and Barri Financial[9]
43%	Contact Centers	• 500+ contact center team members engaged in marketing products and assisting members through the loan process • Two contact centers in Mexico
23%	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 for year ending December 31, 2024

Strategic Priorities

Capitalizing on 2024's momentum to execute key priorities in 2025

Improving Credit Outcomes

- Lower FY25 NCO rate by 50 bps at midpoint guidance to 11.5% +/- 50 bps
- Continued implementation of V12 model on new credit vintages (first full year)
- Back book percentage of portfolio expected to decline from 5% at YE24 to 1% at YE25

Fortifying Business Economics

- Attain Adjusted ROE in the teens
- Resume total revenue growth by year-end
- Ongoing operating expense discipline; targeting ~$97.5M per quarter implies ~$20M Y/Y reduction

Identifying High-Quality Originations

- Grow originations 10-15% over full year
- Expand investment in successful direct marketing and referral programs
- Increase secured personal loans as a proportion of the owned portfolio

 See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding

Disciplined credit stance reflects member stability: Strong employment and residential stability, with 91% of loans disbursed to U.S. bank accounts

Income Verified

100%

Of applicants, ~$50K median gross income

Loan Disbursement

91%

Of borrowers receive in U.S. bank accounts

Employment Stability

5.7 Years

On average with same employer

Residential Stability

6.4 Years

On average at same residence

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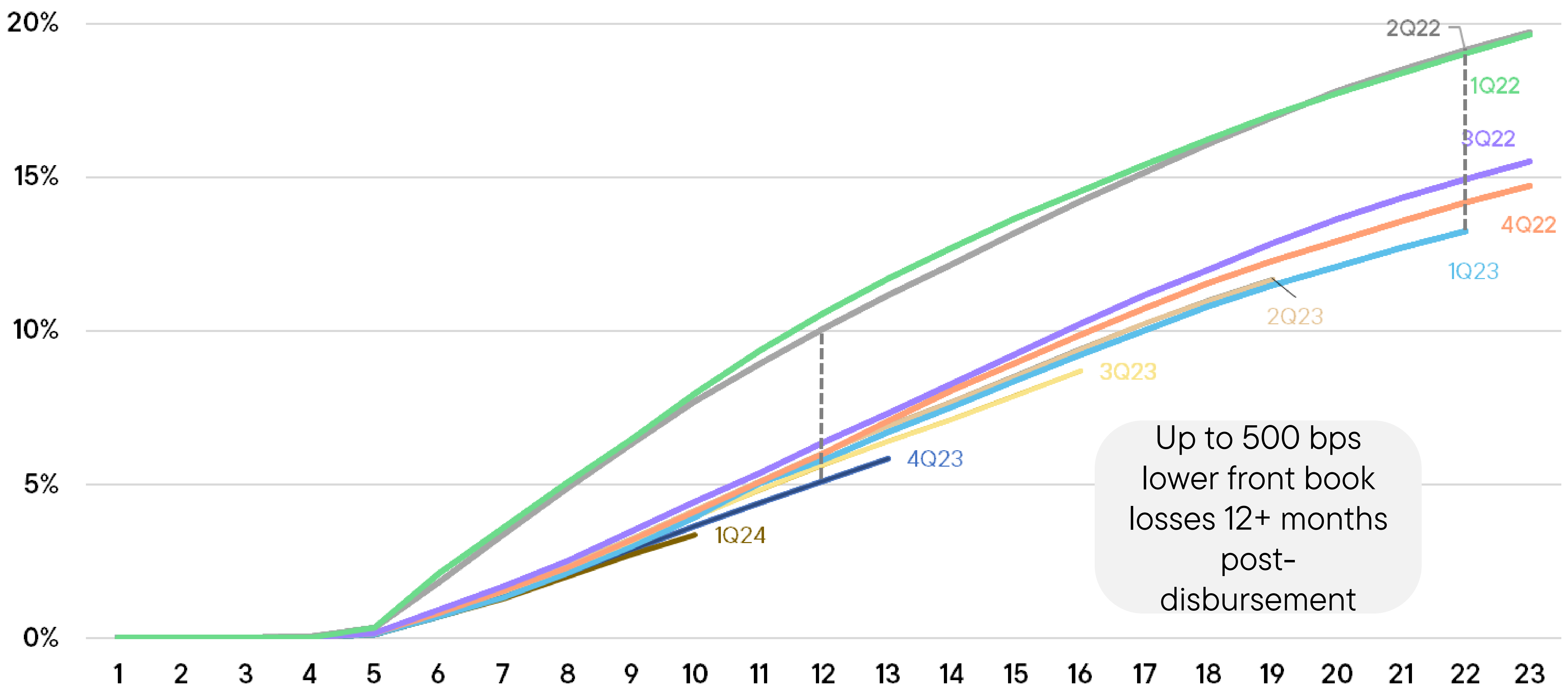
Reflects member attributes relating to loans originated during 4Q24.

Improvement in net lifetime loss rate increases from 400 bps to up to 500 bps by month 12 on book[10]



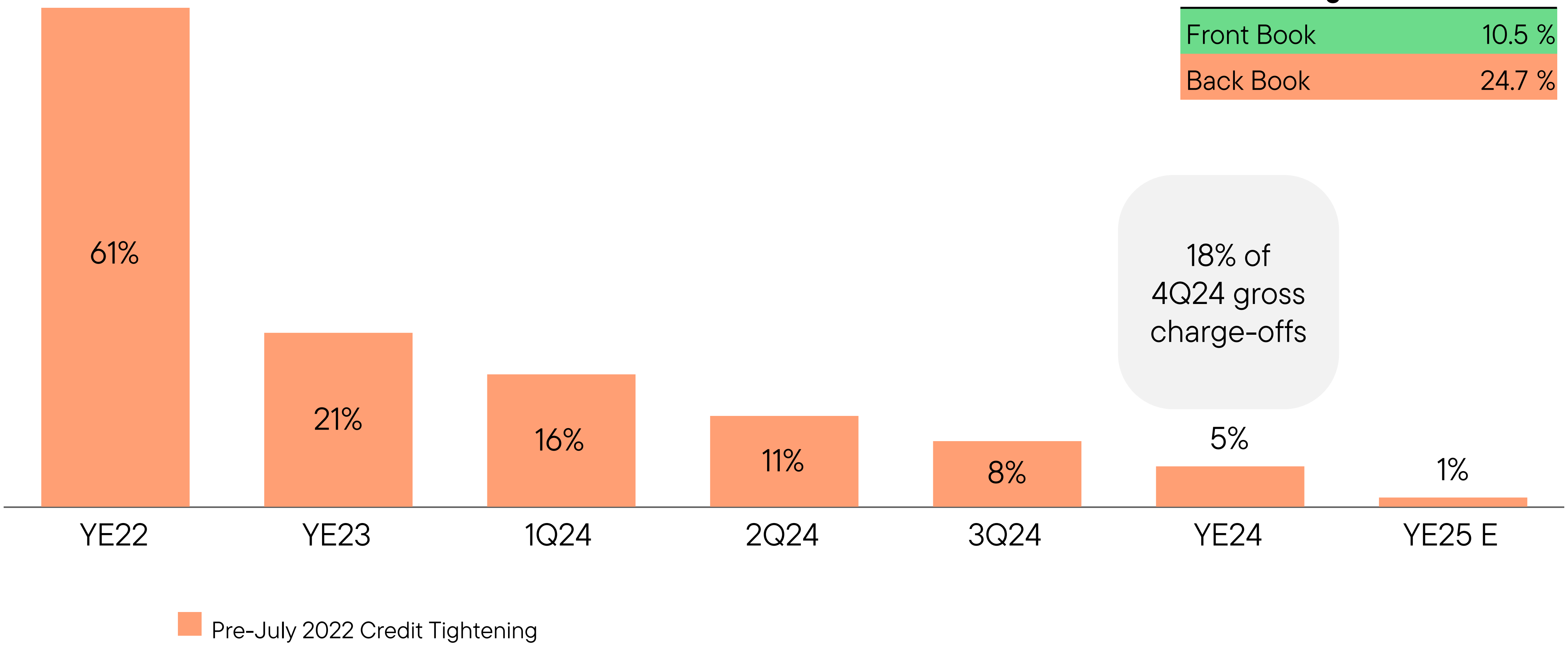
See Appendix for Key Definitions

Back book from pre-July 2022 credit tightening has decreased to 5% of portfolio at YE24; anticipated reduction to 1% by YE25

Quarter-End Back Book Portfolio % of Owned Principal Balance Outstanding (11)

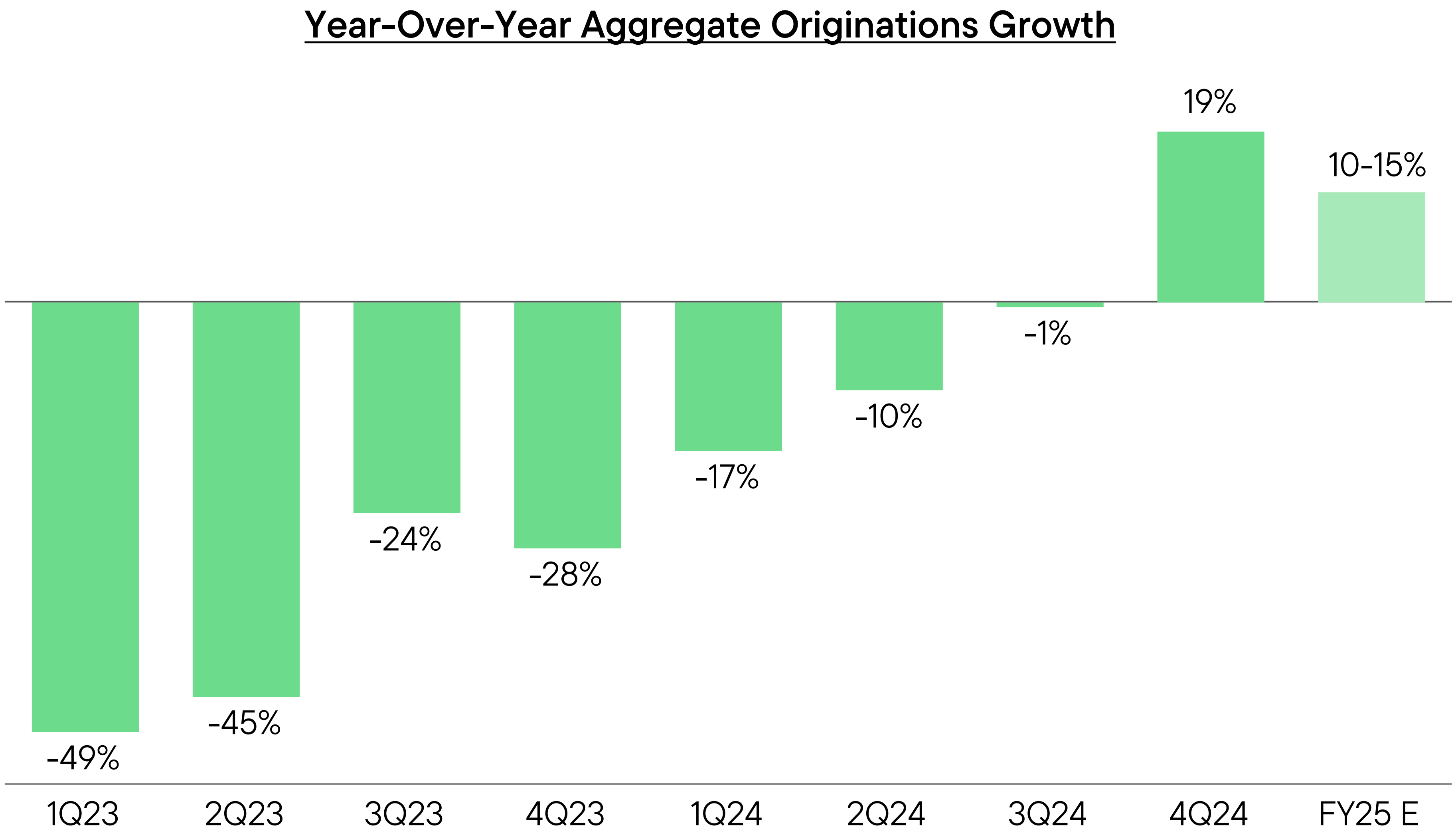
4Q24 Annualized Net Charge-Off Rate

Front Book	10.5 %
Back Book	24.7 %



Oportun See Appendix for Key Definitions of Front Book and Back Book

Disciplined originations growth resumed in 4Q24; 10-15% anticipated in FY25



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Financial Overview

Attractive unit economic model

4Q24 Adjusted ROE of 25.2% was a 33 percentage point Y/Y improvement from (7.7)% in 4Q23

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

A Loan Yield + **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**[12] ÷ **F 6:1 (86%) Leverage** = **ROE**

- **A – Loan Yield:** Core mission offering affordable credit to underserved communities
- **B – Non-Interest Income:** Savings and other products; gain on sale and servicing fees on sold loans
- **C – Cost of Funds:** Declining marginal cost of funds and improved credit performance on recent vintages are a tailwind to lower future cost
- **D – Net Charge Offs:** Target consistent with historical range, adjusted for moderated 10-15% owned portfolio growth
- **E – Operating Expenses:** Maintaining cost discipline, increased scale falls to the bottom line
- **F – 6:1 (86%) Leverage:** Access to diversified sources of leverage ensures superior equity returns

	APR	Fees	Total Revenue Yield	Cost of Funds	Net Interest Margin	Net Charge Offs	Risk Adjusted NIM	Operating Expenses[13]	ROA[12]	ROE[13]
Targets:	32%	4%	36%	(8%)	28%	(9% - 11%)	17% - 19%	(12.5%)	3% - 4%	20% - 28%
						Fair Value Marks: 1%[13]			7.9:1 (90%) Leverage	
4Q24 Metrics:	34%	3%	37%	(8%)	29%	(12%)	17%	(13.1%)	2.7%[12]	25%

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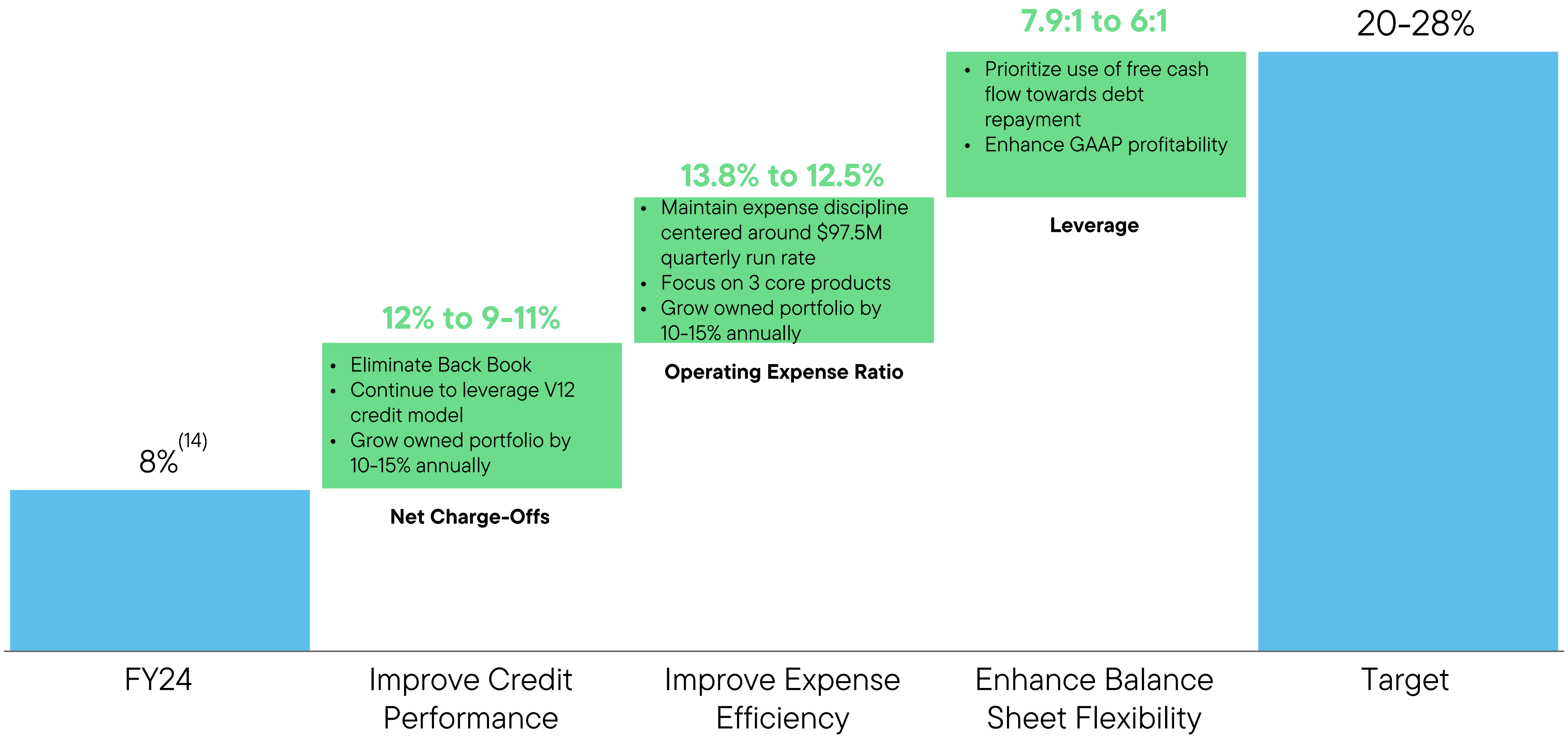
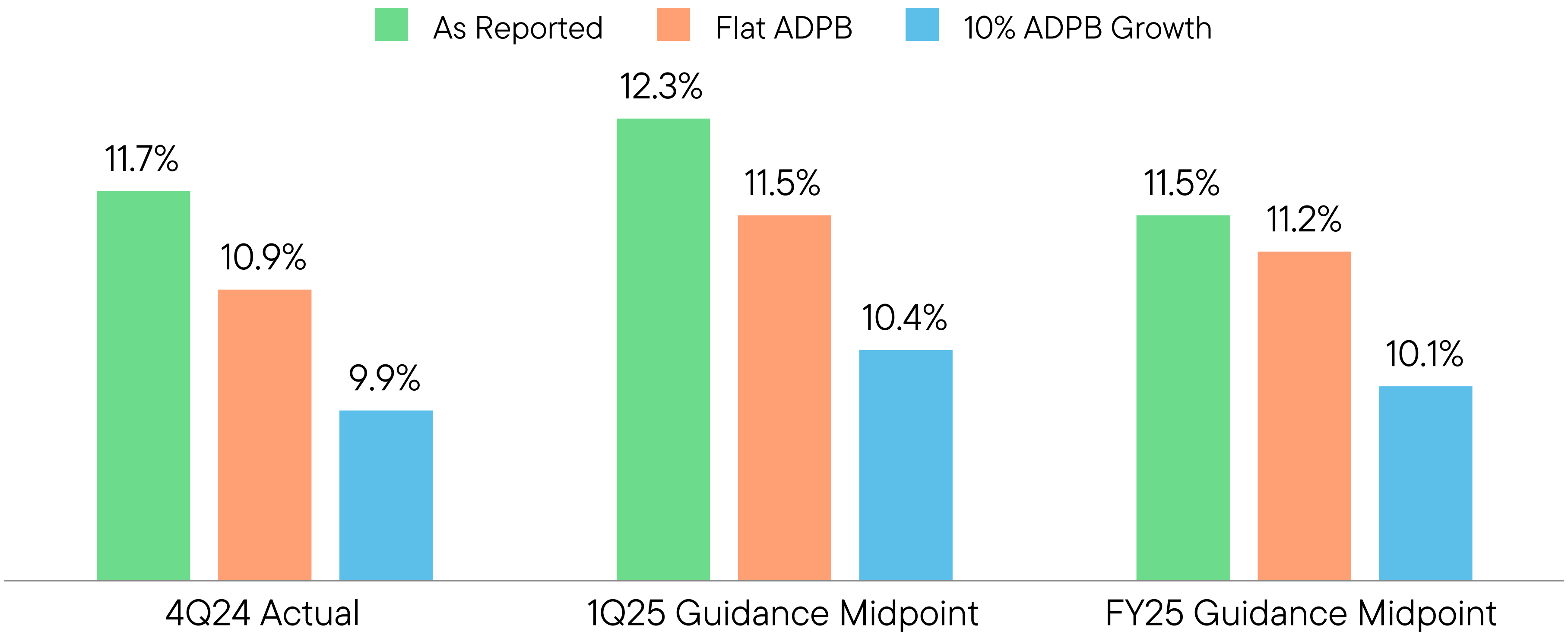
Key drivers to reach ROE target

Reductions as a percentage of owned principal balance



With dollar net charge-offs expected to decline ~4% in 1Q25, expected annualized NCO rate would be ~80 bps lower with flat portfolio growth



	4Q24 Actual	1Q25 Guidance Midpoint	FY25 Guidance Midpoint
Y/Y As Reported ADPB Decline	**-8%**	**-7%**	**-3%**
Y/Y $NCO Decline	**-12%**	**-4%**	**-7%**

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Note: Analysis assumes charge-offs in dollars is the same within each of the three time periods, with average daily principal balance (ADPB) solely driving the differences in annualized net charge-off rate.

4Q24 Earnings Overview

Returned to GAAP profitability in 4Q24; expect to be GAAP Profitable for FY25

- $9M in 4Q Net Income, up $51M Y/Y; Achieved 10.2% ROE

Strong Q4 signifies turning the corner on improving financial performance

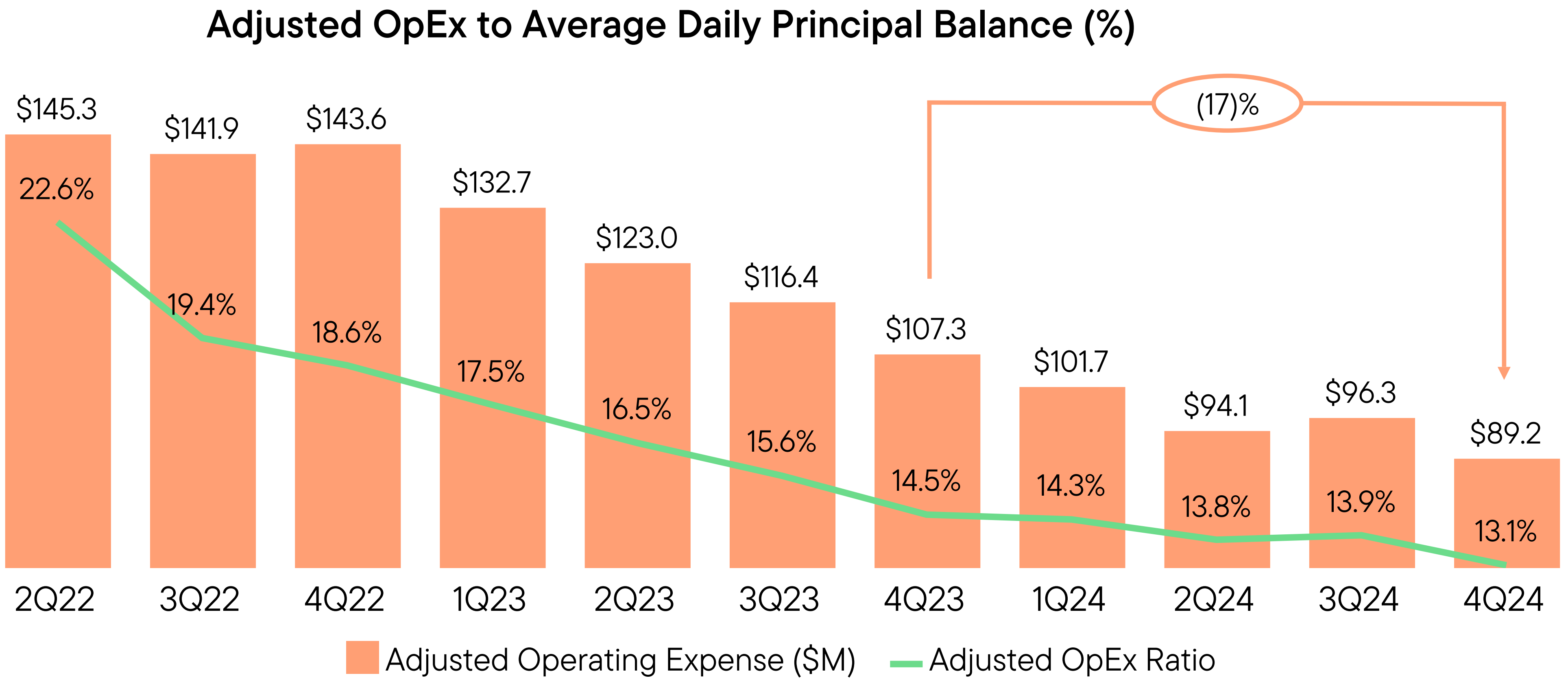
- Adjusted Net Income of $22M, up $30M Y/Y; 25.2% Adjusted ROE
- Adjusted EBITDA of $41M, up $31M Y/Y
- Annualized NCO rate of 11.7%, down 55 bps Y/Y; 5th consecutive dollar Y/Y decline
- OpEx of $89.5M, 31% Y/Y decline and below $97.5M target; expect $97.5M 2025 quarterly run rate
- Reduced leverage sequentially from 8.7x to 7.9x
- Returned to growth with 19% Y/Y increase in loan originations

Raising 2025 Adjusted EPS expectations; expect profitability growth and lower credit losses

- FY25 Adjusted EPS guidance increased by 7% at midpoint to $1.10-$1.30; 53%-81% growth
- FY25 Adjusted EBITDA expected to grow 29%-38%
- FY25 annualized NCO rate 50 bps lower then FY24 at midpoint

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 Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding.

Operating expenses down sharply, driving a significant improvement in Adjusted OpEx Ratio



Average DPB	$ 2,577	$ 2,904	$ 3,058	$ 3,070	$ 2,994	$ 2,968	$ 2,941	$ 2,852	$ 2,746	$ 2,755	$ 2,714

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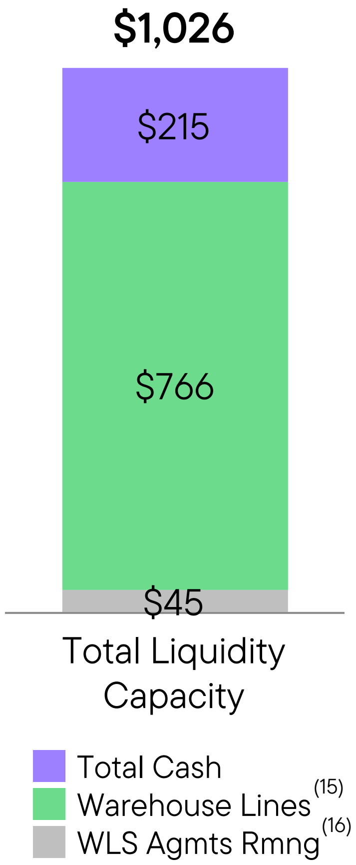
See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding.

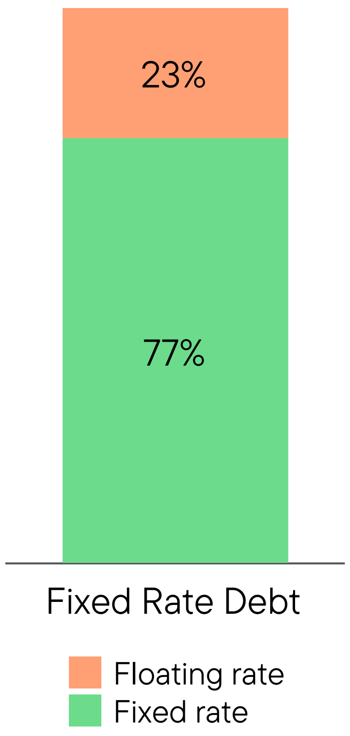
Fourth quarter 2024 capital and liquidity

Reduced leverage from 8.7x to 7.9x, while repaying $48M of debt during 4Q; $425M January 2025 ABS financing at 6.95% average yield was 127 bps lower than prior August 2024 transaction

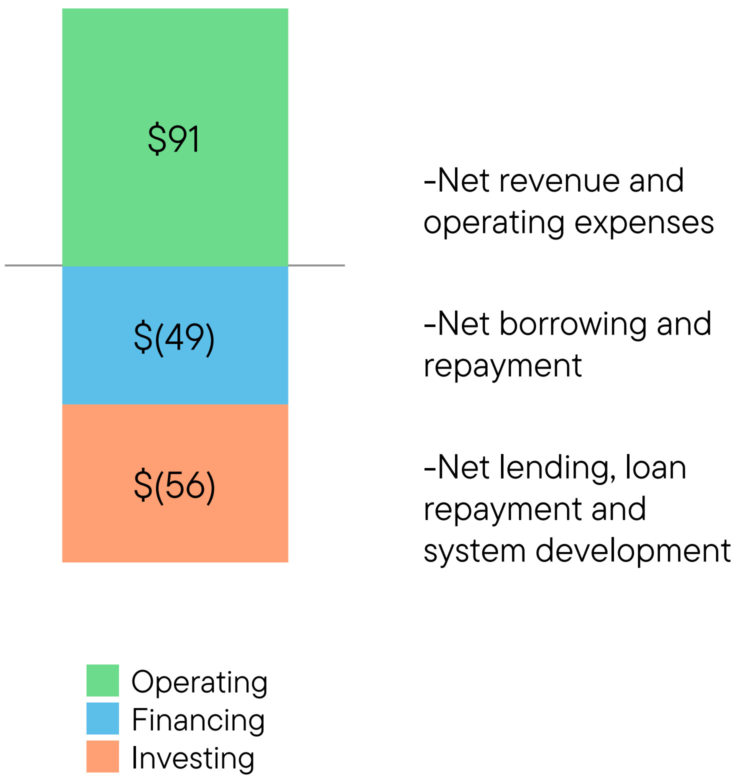
Sources of Liquidity ($M)



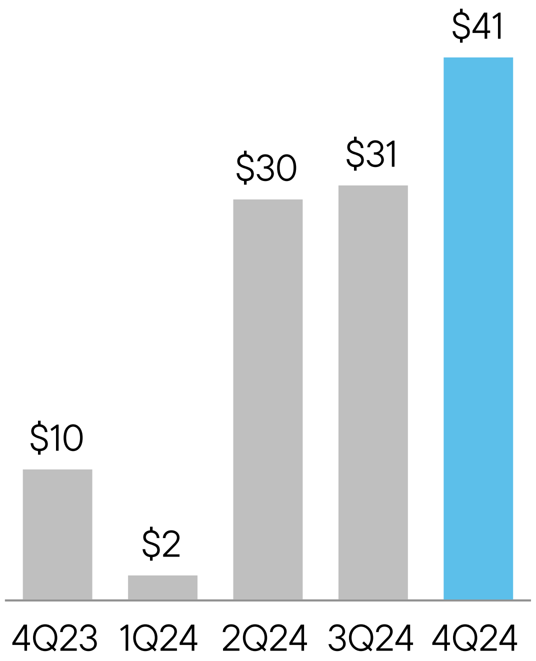
Fixed Rate Debt (%)



Net Change in Cash and Primary Drivers ($M)



Adjusted EBITDA Trend ($M)



First quarter and Full Year 2025 guidance

	1Q 2025E	FY 2025E
Total Revenue	$225 - $230M	$945 - $970M
Annualized Net Charge-off Rate (%)	12.30% +/- 15 bps	11.5% +/- 50 bps
Adjusted EBITDA*	$18 - $22M	$135 - $145M
Adjusted Net Income*	—	$53 - $63M
Adjusted EPS*	—	$1.10 - $1.30 Based on 48.2M FD shares

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* 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 Team

Experienced Management Team: Expertise Across Products and Industries

Raul Vazquez
Chief Executive Officer and Board Member
20+ years in Consumer Finance, High Tech and Retail

Jonathan Coblentz*
Chief Financial Officer and Chief Administrative Officer
25+ years in Consumer Finance

Casey Mueller*
Senior VP, Global Controller and Principal Accounting Officer
18+ years in Finance and Accounting

Patrick Kirscht
Chief Credit Officer
25+ years in Consumer Finance in Risk Management and FP&A

Gonzalo Palacio
Chief Marketing Officer
15+ years in Consumer Lending and Banking Services

Kathleen Layton
Chief Legal Officer
15+ years in Corporate and Capital Markets Legal

Ryan Helwig
Senior VP, Head of Member Operations
25+ years in Financial Services Operations

Gaurav Rana
Senior VP, General Manager, Lending
20+ years in High Tech and Consumer Finance

Deepak Rao
Chief Technology Officer
20+ years in High Tech and Consumer Finance

Ezra Garrett
Senior VP, Public Affairs and Impact
20+ years in Public Affairs and Community Engagement

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* Jonathan Coblentz is retiring as Chief Financial Officer effective 3/28/25, on which date Casey Mueller will succeed him on an interim basis.

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 ("ADPB")** 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
- **Risk Adjusted Yield** is calculated by subtracting Annualized Net Charge-Off Rate from Portfolio Yield for the period

Key financial & operating metrics

	Quarter Ended						Year Ended December 31		
						Change			Change
	4Q24	3Q24	2Q24	1Q24	4Q23	Y / Y	2024	2023	Y / Y
Aggregate Originations (Millions)	$ 522.2	$ 480.2	$ 434.8	$ 338.2	$ 437.3	19.4 %	$ 1,775.3	$ 1,813.1	(2.1) %
Portfolio Yield (%)	34.2 %	33.2 %	33.9 %	32.5 %	32.7 %	155 bps	33.5 %	32.2 %	125 bps
30+ Day Delinquency Rate (%)	4.8 %	5.2 %	5.0 %	5.2 %	5.9 %	(113)bps	4.8 %	5.9 %	(113)bps
Annualized Net Charge-Off Rate (%)	11.7 %	11.9 %	12.3 %	12.0 %	12.3 %	(55)bps	12.0 %	12.2 %	(18)bps

	Quarter Ended						Year Ended December 31		
						Change			Change
Other Useful Metrics	4Q24	3Q24	2Q24	1Q24	4Q23	Y / Y	2024	2023	Y / Y
Managed Principal Balance EOP (Millions)	$ 2,973.5	$ 3,011.8	$ 2,997.8	$ 3,027.5	$ 3,182.1	(6.6)%	$ 2,973.5	$ 3,182.1	(6.6)%
Owned Principal Balance EOP (Millions)	$ 2,678.2	$ 2,732.2	$ 2,719.0	$ 2,752.4	$ 2,904.7	(7.8)%	$ 2,678.2	$ 2,904.7	(7.8)%
Average Daily Principal Balance (Millions)	$ 2,714.4	$ 2,755.5	$ 2,745.7	$ 2,851.7	$ 2,940.5	(7.7)%	$ 2,766.6	$ 2,992.6	(7.6)%
Customer Acquisition Cost [1]	$ 111	$ 118	$ 122	$ 138	$ 141	(21.3)%	$ 125	$ 161	(22.4)%

[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.

Condensed consolidated income statement

($ Millions, except per share data. Shares in Millions)	Quarter Ended 4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y	Year Ended December 31 2024	2023	Change Y / Y
Interest income	$ 233.5	$ 230.0	$ 231.4	$ 230.6	$ 242.2	(3.6) %	$ 925.5	$ 963.5	(3.9) %
Non-interest income	17.5	19.9	19.0	19.9	20.5	(14.6) %	76.3	93.4	(18.3) %
Total revenue	**$ 250.9**	**$ 250.0**	**$ 250.4**	**$ 250.5**	**$ 262.6**	**(4.4)%**	**$ 1,001.8**	**$ 1,056.9**	**(5.2)%**
Less:									
Interest expense	$ 73.7	$ 55.7	$ 54.2	$ 54.5	$ 52.0	41.7 %	$ 238.2	$ 179.4	32.7 %
Net increase (decrease) in fair value	(83.9)	(131.6)	(136.1)	(116.9)	(138.5)	39.5 %	(468.4)	(596.8)	21.5 %
Net Revenue	**$ 93.4**	**$ 62.6**	**$ 60.0**	**$ 79.2**	**$ 72.1**	**29.5 %**	**$ 295.2**	**$ 280.7**	**5.2 %**
Operating expenses:									
Sales and marketing	$ 17.3	$ 17.4	$ 16.3	$ 16.0	$ 18.1	(4.1) %	$ 67.0	$ 75.3	(11.0) %
Other operating expenses	72.2	84.7	92.9	93.6	111.3	(35.2) %	343.4	459.0	(25.2) %
Total operating expenses	**$ 89.5**	**$ 102.1**	**$ 109.2**	**$ 109.6**	**$ 129.4**	**(30.8)%**	**$ 410.4**	**$ 534.3**	**(23.2)%**
Income (loss) before taxes	**$ 3.9**	**$ (39.5)**	**$ (49.1)**	**$ (30.5)**	**$ (57.3)**	**NM**	**$ (115.2)**	**$ (253.7)**	**54.6 %**
Income tax provision (benefit)	(4.8)	(9.5)	(18.1)	(4.0)	(15.5)	68.8 %	(36.5)	(73.7)	50.5 %
Net income (loss)	**$ 8.7**	**$ (30.0)**	**$ (31.0)**	**$ (26.4)**	**$ (41.8)**	**NM**	**$ (78.7)**	**$ (180.0)**	**56.3 %**
Memo:									
Earnings (loss) per share	$ 0.20	$ (0.75)	$ (0.78)	$ (0.68)	$ (1.09)	NM	$ (1.95)	$ (4.88)	60.0 %
Diluted earnings (loss) per share	$ 0.20	$ (0.75)	$ (0.78)	$ (0.68)	$ (1.09)	NM	$ (1.95)	$ (4.88)	60.0 %
Weighted average common shares outstanding - basic	42.7	40.0	39.8	38.9	38.5	11.0 %	40.4	36.9	9.4 %
Weighted average common shares outstanding - diluted	43.6	40.0	39.8	38.9	38.5	13.2 %	40.4	36.9	9.4 %

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

Condensed consolidated balance sheet

($ Millions)	Quarter Ended 4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y
Cash and cash equivalents	$ 60.0	$ 71.8	$ 72.9	$ 69.2	$ 91.2	(34.2)%
Restricted cash	154.7	156.7	163.8	127.4	114.8	34.7 %
Total cash	**$ 214.6**	**$ 228.5**	**$ 236.6**	**$ 196.6**	**$ 206.0**	**4.2 %**
Loans receivable at fair value	2,778.5	2,728.5	2,714.4	2,841.5	2,962.4	(6.2)%
Other assets	234.0	294.2	299.3	239.4	243.5	(3.9)%
Total assets	**$ 3,227.1**	**$ 3,251.3**	**$ 3,250.4**	**$ 3,277.5**	**$ 3,411.9**	**(5.4)%**
Total debt	2,804.2	2,837.2	2,806.8	2,804.9	2,910.2	(3.6)%
Other liabilities	69.1	86.6	89.4	90.6	97.3	(29.0)%
Total liabilities	**$ 2,873.3**	**$ 2,923.7**	**$ 2,896.2**	**$ 2,895.5**	**$ 3,007.5**	**(4.5)%**
Total stockholders' equity	**$ 353.8**	**$ 327.6**	**$ 354.1**	**$ 382.0**	**$ 404.4**	**(12.5)%**
Total liabilities and stockholders' equity	**$ 3,227.1**	**$ 3,251.3**	**$ 3,250.4**	**$ 3,277.5**	**$ 3,411.9**	**(5.4)%**

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

Adjusted EBITDA reconciliation

($ Millions)	Quarter Ended						Year Ended December 31,		
	4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y	2024	2023	Change Y / Y
Net income (loss)	$ 8.7	$ (30.0)	$ (31.0)	$ (26.4)	$ (41.8)	NM	$(78.7)	$(180.0)	
Adjustments:									
Income tax expense (benefit)	(4.8)	(9.5)	(18.1)	(4.0)	(15.5)	68.8 %	(36.5)	(73.7)	50.5 %
Interest on corporate financing[(1)(2)]	11.4	12.6	13.2	13.9	14.6	(21.4)%	51.1	51.8	(1.2)%
Depreciation and amortization	12.5	13.5	13.0	13.2	13.8	(9.2)%	52.2	54.9	(4.9)%
Stock-based compensation expense	2.8	3.2	3.0	4.0	4.8	(40.5)%	13.1	18.0	(27.5)%
Workforce optimization expenses	0.1	—	2.2	0.8	6.8	NM	3.1	22.5	(86.4)%
Other non-recurring charges[(1)(2)]	14.2	2.9	10.3	3.5	10.8	31.1 %	31.0	15.5	99.4 %
Fair value mark-to-market adjustment	(4.0)	38.6	37.7	(3.0)	16.4	NM	69.3	109.5	(36.7)%
Adjusted EBITDA[(3)]	**$ 41.0**	**$ 31.4**	**$ 30.2**	**$ 1.9**	**$ 9.9**	**314.9 %**	**$ 104.5**	**$ 18.6**	**463.3 %**
Memo:									
Total revenue	250.9	250.0	250.4	250.5	262.6	(4.4)%	1,001.8	1,056.9	(5.2)%
Adjusted EBITDA Margin (%)[(4)]	**16.3 %**	**12.5 %**	**12.1 %**	**0.8 %**	**3.8 %**		**10.4 %**	**1.8 %**	

(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 value for Adjusted EBITDA shown in the table above has been revised and presented on a comparable basis. Prior to these revisions the value would have been $6.1 million. In addition, the FY 2023 value would have been $1.7 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)	4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y	2024	2023	Change Y / Y
	Quarter Ended						Year Ended December 31,		
Net income (loss)	$ 8.7	$ (30.0)	$ (31.0)	$ (26.4)	$ (41.8)	NM	$ (78.7)	$ (180.0)	56.3 %
Adjustments:									
Income tax expense (benefit)	(4.8)	(9.5)	(18.1)	(4.0)	(15.5)	68.8 %	(36.5)	(73.7)	50.5 %
Stock-based compensation expense	2.8	3.2	3.0	4.0	4.8	(40.5)%	13.1	18.0	(27.5)%
Workforce optimization expenses	0.1	—	2.2	0.8	6.8	NM	3.1	22.5	(86.4)%
Other non-recurring charges[(1)(2)]	14.2	2.9	10.3	3.5	10.8	31.1 %	31.0	15.5	99.4 %
Net decrease in fair value of credit cards receivable	—	—	36.2	—	—	NM	36.2	—	
Mark-to-market adjustment on ABS notes	8.5	34.6	1.9	27.1	23.6	(64.0)%	72.1	100.0	(27.9)%
Adjusted income before taxes	**$ 29.5**	**$ 1.3**	**$ 4.4**	**$ 5.0**	**$ (11.3)**	**NM**	**$ 40.2**	**$ (97.7)**	**NM**
Normalized income tax expense	(8.0)	(0.3)	(1.2)	(1.3)	3.0	NM	(10.8)	26.4	NM
Income tax rate (%)	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %		27.0 %	27.0 %	
Adjusted Net Income[(3)]	**$ 21.5**	**$ 0.9**	**$ 3.2**	**$ 3.6**	**$ (8.2)**	**NM**	**$ 29.3**	**$ (71.3)**	**NM**
Memo:									
Stockholders' equity	$ 353.8	$ 327.6	$ 354.1	$ 382.0	$ 404.4	(12.5)%	$ 353.8	$ 404.4	(12.5)%
GAAP ROE	**10.2 %**	**(35.0)%**	**(33.9)%**	**(27.0)%**	**(39.2)%**		**(20.8)%**	**(37.8)%**	
Adjusted ROE (%)[(4)]	**25.2 %**	**1.1 %**	**3.5 %**	**3.7 %**	**(7.7)%**		**7.7 %**	**(15.0)%**	

(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 Adjusted 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 value for Adjusted Net Income (Loss) shown in the table above has been revised and presented on a comparable basis. Prior to these revisions the value would have been $(20.6) million. In addition, the FY 2023 value would have been $(124.1) 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 Adjusted ROE value would have been (19.3)%. In addition, the FY 2023 value would have been (26.1)%.

Oportun 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						Year Ended December 31		
($ Millions)	4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y	2024	2023	Change Y / Y
Operating Efficiency	35.7 %	40.8 %	43.6 %	43.8 %	49.3 %		41.0 %	50.6 %	
Total Revenue	**$ 250.9**	**$ 250.0**	**$ 250.4**	**$ 250.5**	**$ 262.6**	**(4.4)%**	**$1,001.8**	**$1,056.9**	**(5.2)%**
Total operating expense	**$ 89.5**	**$ 102.1**	**$ 109.2**	**$ 109.6**	**$ 129.4**	(30.8)%	**$ 410.4**	**$ 534.3**	(23.2)%
Less:									
Stock-based compensation expense	(2.8)	(3.2)	(3.0)	(4.0)	(4.8)	40.5 %	(13.1)	(18.0)	27.5 %
Workforce optimization expenses	(0.1)	—	(2.2)	(0.8)	(6.8)	NM	(3.1)	(22.5)	86.4 %
Other non-recurring charges [1]	2.6	(2.5)	(9.9)	(3.1)	(10.5)	NM	(12.9)	(14.4)	10.3 %
Total Adjusted Operating Expense	**$ 89.2**	**$ 96.3**	**$ 94.1**	**$ 101.7**	**$ 107.3**	**(16.9)%**	**$ 381.3**	**$ 479.4**	**(20.5)%**
Adjusted Operating Efficiency[2]	**35.5 %**	**38.5 %**	**37.6 %**	**40.6 %**	**40.9 %**	**(13.0)%**	**38.1 %**	**45.4 %**	**(16.1)%**
Average Daily Principal Balance	$ 2,714.4	$2,755.5	$2,745.7	$ 2,851.7	$2,940.5	(7.7)%	$2,766.6	$2,992.6	(7.6)%
OpEx Ratio	13.1 %	14.7 %	16.0 %	15.5 %	17.5 %	(24.9)%	14.8 %	17.9 %	(16.9)%
Adjusted OpEx Ratio	**13.1 %**	**13.9 %**	**13.8 %**	**14.3 %**	**14.5 %**	**(9.7)%**	**13.8 %**	**16.0 %**	**(14.0)%**

(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 value for Adjusted Operating Efficiency shown in the table above has been revised and presented on a comparable basis. Prior to these revisions the value would have been 38.4%. In addition, the FY 2023 value would have been 42.7%.

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

Basic and diluted earnings per share reconciliation

($ Millions, except per share data. Shares in Millions)	Quarter Ended						Year Ended December 31		
	4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y	2024	2023	Change Y / Y
Net income (loss)	$ 8.7	$ (30.0)	$ (31.0)	$ (26.4)	$ (41.8)	NM	$ (78.7)	$ (180.0)	56.3 %
Net income (loss) attributable to common stockholders	**$ 8.7**	**$ (30.0)**	**$ (31.0)**	**$ (26.4)**	**$ (41.8)**	**NM**	**$ (78.7)**	**$ (180.0)**	**56.3 %**
Basic weighted-average common shares outstanding	42.7	40.0	39.8	38.9	38.5	11.0 %	40.4	36.9	9.4 %
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	0.8	—	—	—	—	NM	—	—	NM
Diluted weighted-average common shares outstanding	**43.6**	**40.0**	**39.8**	**38.9**	**38.5**	**13.2 %**	**40.4**	**36.9**	**9.4 %**
Earnings (loss) per share:									
Basic	**$ 0.20**	**$ (0.75)**	**$ (0.78)**	**$ (0.68)**	**$ (1.09)**	**NM**	**$ (1.95)**	**$ (4.88)**	**60.0 %**
Diluted	$ 0.20	$ (0.75)	$ (0.78)	$ (0.68)	$ (1.09)	NM	$ (1.95)	$ (4.88)	60.0 %

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						Year Ended December 31		
	4Q24	3Q24	2Q24	1Q24	4Q23	Change Y / Y	2024	2023	Change Y / Y
Diluted earnings (loss) per share	$ 0.20	$ (0.75)	$ (0.78)	$ (0.68)	$ (1.09)	NM	$ (1.95)	$ (4.88)	60.0 %
Adjusted Net Income	**$ 21.5**	**$ 0.9**	**$ 3.2**	**$ 3.6**	**$ (8.2)**	**NM**	**$ 29.3**	**$ (71.3)**	**NM**
Basic weighted-average common shares outstanding	42.7	40.0	39.8	38.9	38.5	11.0 %	40.4	36.9	9.4 %
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	0.8	0.3	0.5	0.4	—	NM	0.5	—	NM
Diluted adjusted weighted-average common shares outstanding	**43.6**	**40.2**	**40.3**	**39.3**	**38.5**	**13.2 %**	**40.9**	**36.9**	**10.8 %**
Adjusted EPS	**$ 0.49**	**$ 0.02**	**$ 0.08**	**$ 0.09**	**$ (0.21)**	**NM**	**$ 0.72**	**$ (1.93)**	**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 value for Adjusted EPS shown in the table above has been revised and presented on a comparable basis. Prior to these revisions the value would have been $(0.54). In addition, the FY 2023 value would have been $(3.37).

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

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Net change in fair value

$ Millions	4Q24	3Q24	4Q23	3Q23	Q / Q	Y / Y
	Quarter Ended				Change	
Loan Portfolio Drivers						
Discount rate	7.9 %	8.3 %	10.1 %	11.2 %	(0.4)%	(2.2)%
Remaining cumulative charge-offs as a % of principal balance	11.7 %	11.9 %	12.1 %	11.9 %	(0.3)%	(0.4)%
Average life in years	1.11	1.11	1.01	1.00	0.00	0.10
Loans Receivable at Fair Value [(1)]						
Fair value loan portfolio – principal balance	$ 2,678.2	$ 2,643.0	$ 2,904.7	$ 2,927.9	$ 35.3	$ (226.5)
Interest and Fee Receivable, net	38.8	34.9	30.8	29.0	$ 3.8	$ 8.0
Cumulative fair value mark-to-market adjustment	61.5	50.6	26.9	12.9	10.9	34.7
Fair value loan portfolio - end of period	**$ 2,778.5**	**$ 2,728.5**	**$ 2,962.4**	**$ 2,969.9**	**$ 50.0**	**$ (183.8)**
Price	*103.7 %*	*103.2 %*	*102.0 %*	*101.4 %*	*0.5 %*	*1.8 %*
Asset-Backed Notes at Fair Value						
Carrying value of asset-backed notes	$ 1,103.0	$ 1,417.5	$ 1,874.4	$ 2,076.2	$ (314.5)	$ (771.4)
Cumulative fair value mark-to-market adjustment	(22.3)	(30.8)	(94.4)	(118.0)	8.5	72.1
Fair value asset-backed notes – end of period	**$ 1,080.7**	**$ 1,386.7**	**$ 1,780.0**	**$ 1,958.3**	**$ (306.0)**	**$ (699.3)**
Price	*98.0 %*	*97.8 %*	*95.0 %*	*94.3 %*	*0.1 %*	*3.0 %*
Net Change in Fair Value Summary						
A Mark-to-market adjustment on loans [(1)]	$ 11.4	$ (5.4)	$ 13.9	$ (9.0)	$ 16.8	$ (2.5)
B Mark-to-market adjustment on asset-backed notes	$ (8.5)	$ (34.6)	$ (23.6)	$ (14.9)	$ 26.1	$ 15.1
Mark-to-market adjustment on derivatives	$ 1.0	$ 1.3	$ (6.7)	$ 7.4	$ (0.3)	$ 7.8
Total fair value mark-to-market adjustment	$ 4.0	$ (38.6)	$ (16.4)	$ (16.5)	$ 42.6	$ 20.4
Net charge-offs	$ (79.9)	$ (82.3)	$ (90.8)	$ (88.0)	$ 2.5	$ 10.9
Net settlements on derivative instruments	$ 1.8	$ 3.0	$ (0.6)	$ (0.4)	$ (1.1)	$ 2.4
Fair value mark on loans sold [(2)]	$ (9.8)	$ (13.6)	$ (30.8)	$ (31.3)	$ 3.8	$ 21.0
Total Net Change in Fair Value	**$ (83.9)**	**$ (131.6)**	**$ (138.5)**	**$ (136.1)**	**$ 47.7**	**$ 54.7**

Increase in FV of Loans will increase Net Revenue

Increase in FV of Notes will decrease Net Revenue

(1) Refer to slide 38 for estimate methodology to calculate fair value premium on loans receivable by quarter. In 2Q24 $94.5M of principal related to Credit Cards Receivable were reclassed to Credit Cards Receivable Held for Sale. 3Q24 and 4Q24 mark-to-market adjustment on loans include an adjustment related to this reclass of $1.9M and $0.6M, respectively.

(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

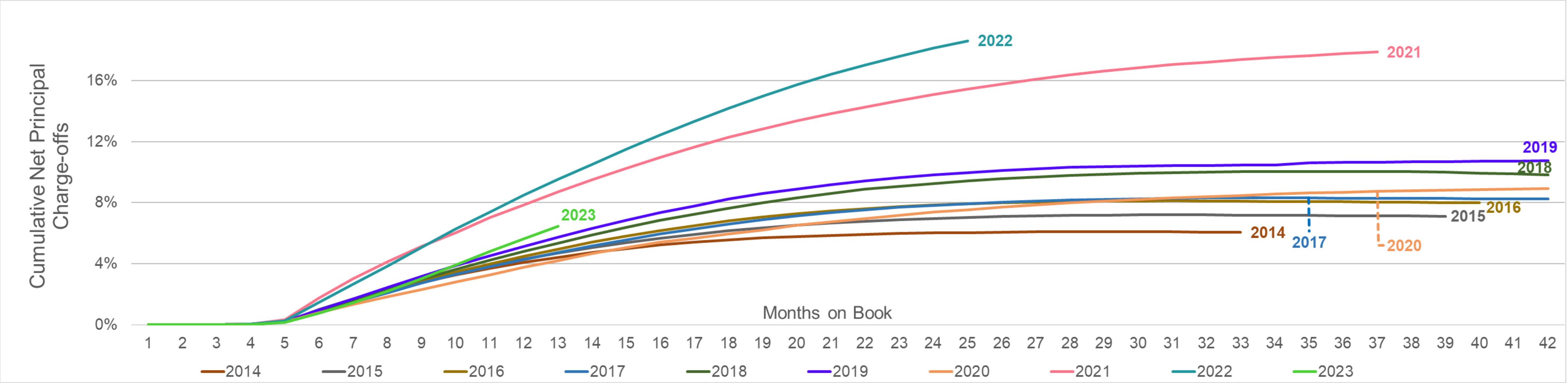
	Quarter Ended							
								Change
	4Q24	3Q24	2Q24	1Q24	4Q23	3Q23	2Q23	Y / Y
Weighted average portfolio yield over the remaining life of the loans	26.81 %	26.96 %	28.42 %	28.87 %	29.10 %	29.58 %	29.85 %	(2.28)%
Less: Servicing fee	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	— %
Net portfolio yield[1]	**21.81 %**	**21.96 %**	**23.42 %**	**23.87 %**	**24.10 %**	**24.58 %**	**24.85 %**	**(2.28)%**
Multiplied by: Weighted average life in years	1.110	1.113	1.016	1.027	1.007	0.995	0.955	0.103
Pre-loss cash flow	**24.21 %**	**24.44 %**	**23.79 %**	**24.50 %**	**24.26 %**	**24.45 %**	**23.74 %**	**(0.04)%**
Less: Remaining cumulative charge-offs	(11.68)%	(11.94)%	(11.57)%	(11.92)%	(12.10)%	(11.93)%	(11.35)%	0.42 %
Net cash flow	**12.54 %**	**12.51 %**	**12.23 %**	**12.58 %**	**12.16 %**	**12.52 %**	**12.39 %**	**0.38 %**
Less: Discount rate multiplied by average life	(8.79)%	(9.27)%	(8.80)%	(9.34)%	(10.17)%	(11.09)%	(10.61)%	1.38 %
Gross fair value premium as a percentage of loan principal balance	**3.75 %**	**3.23 %**	**3.43 %**	**3.24 %**	**1.99 %**	**1.43 %**	**1.78 %**	**1.76 %**
Discount rate	7.92 %	8.33 %	8.66 %	9.10 %	10.10 %	11.15 %	11.10 %	(2.18)%

(1)Portfolio yield includes expected interest and fee collections, but excludes origination fees since origination fees are recognized in interest income at the time of disbursement.

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.

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

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%	17.9%*	18.6%*	6.4%*
Outstanding Principal Balance as % of Original Amount Disbursed	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.3%	3.8%	23.3%	60.2%

* 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.

Forward looking adjusted EBITDA reconciliation

($ Millions)	1Q 2025 Low	1Q 2025 High	FY 2025 Low	FY 2025 High
Net income (loss)	$ (5.4) *	$ (2.2) *	$ 23.2	$ 33.4
Adjustments:				
Income tax expense (benefit)	(1.3)	(0.5)	6.3	9.0
Interest on corporate financing	9.2	9.2	36.7	36.7
Depreciation and amortization	10.6	10.6	40.6	40.6
Stock-based compensation expense	3.5	3.5	15.0	15.0
Workforce optimization expenses	—	—	—	—
Other non-recurring charges	1.4	1.4	5.8	5.8
Fair value mark-to-market adjustment	*	*	7.4	4.4
Adjusted EBITDA	**$ 18.0**	**$ 22.0**	**$ 135.0**	**$ 145.0**

*Due to the uncertainty in macroeconomic conditions and quarterly volatility in the fair value mark to market adjustment, we are unable to precisely forecast the fair value mark-to-market adjustments on our loan portfolio and asset-backed notes on a quarterly basis.

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

Forward looking adjusted net income and adjusted earnings per share reconciliation

($ Millions, except per share data. Shares in Millions)	FY 2025			
		Low		High
Net Income (loss)	**$**	**23.2**	**$**	**33.4**
Adjustments:				
Income tax expense (benefit)		6.3		9.0
Stock-based compensation expense		15.0		15.0
Other non-recurring charges		5.8		5.8
Mark-to-market adjustment on ABS notes		22.3		22.3
Adjusted income before taxes	**$**	**72.6**	**$**	**85.6**
Normalized income tax expense		19.6		23.1
Adjusted Net Income	**$**	**53.0**	**$**	**62.5**
Diluted adjusted weighted-average common shares outstanding		**48.2**		**48.2**
Diluted earnings per share	**$**	**0.48**	**$**	**0.69**
Adjusted EPS	**$**	**1.10**	**$**	**1.30**

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

Endnotes

1. Bankrate's Financial Freedom survey, July 2024
2. Financial Health Network (FHN): "Financial Health Pulse™ 2024 U.S. Trends Report"
3. Bankrate's 2025 Annual Emergency Savings Report, February 2025
4. Financial Health Network: "The FinHealth Spend Report 2023"
5. Yahoo Finance/Marist Poll 2025 survey, January 2025
6. Based on a study prepared for Oportun by FHN "True Cost of a Loan," October 2021, calculated as of December 2024
7. 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 December 31, 2024
8. 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 December 2024
9. Now consolidated into a single company "DolFinTech"
10. 3Q22 vintage only includes August and September 2022
11. Excludes credit cards
12. Corporate level ROA based on assumed tax rate of 27.0%
13. 4Q24 adjusted metrics for comparison purposes, to exclude non-recurring items
14. 4Q24 figures refer to Adjusted ROE
15. Warehouse Lines - combined capacity on our secured financing facilities as of December 31, 2024
16. WLS Agmts Rmng - combined sale targets on forward flow whole loan sale agreements as of December 31, 2024
17. 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 December 2024
18. Calculated based on headcount as of December 31, 2024
19. Calculated based on board members as of December 31, 2024

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