OPORTUN®

2Q21 Earnings Presentation

August 5, 2021

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, including statements concerning our business, future results of operations and financial position, planned products and services, achievement of our strategic priorities, warehouse line and credit commitment, third quarter and full-year outlook, business strategy and plans and objectives of management for future operations of Oportun Financial Corporation ("Oportun" 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 the most recent quarterly report on Form 10-Q, and include, but are not limited to: the extent and duration of the COVID-19 pandemic; market and economic disruptions stemming from the COVID-19 pandemic; Oportun's future financial performance, including trends in revenue, net revenue, operating expenses, and net income; changes in market interest rates; increases in loan delinquencies and charge-offs; Oportun's ability to operate successfully in a highly regulated industry; the effect of management changes; the effect of the consolidation of a portion of our retail locations; Oportun's ability to increase the volume of loans it makes; Oportun's ability to successfully offer loans in additional states; the successful development and execution of strategic partnerships; and Oportun's ability to compete successfully with companies that are currently in, or may in the future enter, the business of providing consumer loans to low- and moderate-income customers underserved by traditional, mainstream financial institutions.

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, Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. These statements are only predictions. Oportun has based these forward-looking statements largely on its current expectations and projections about future events and financial trends 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.

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, particularly given the uncertainties caused by the COVID-19 pandemic.

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.

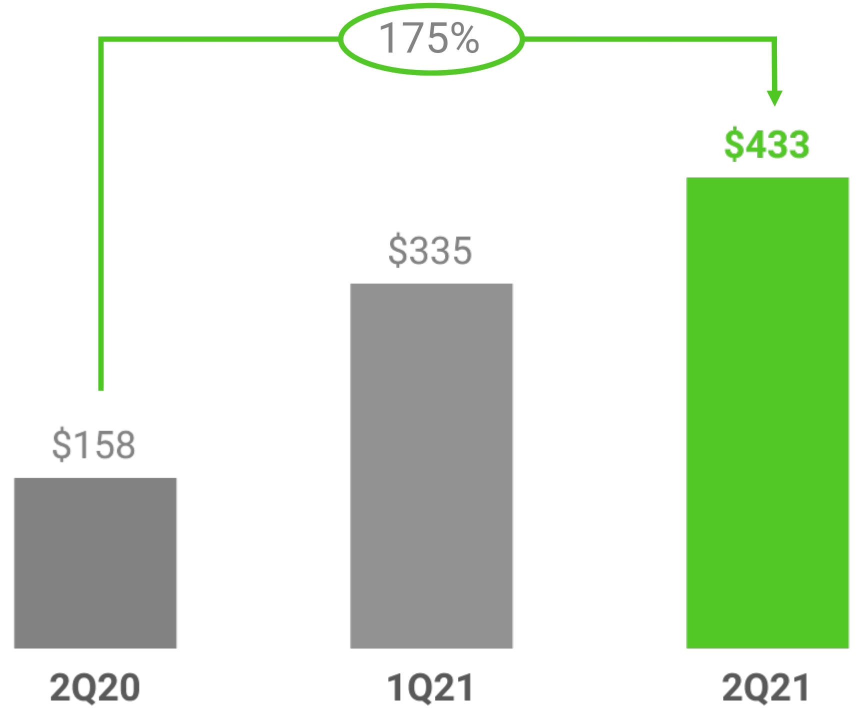
Second quarter 2021 highlights

Financial Highlights

Total Revenue **$138.3M**	GAAP Net Income **$7.2M**
Adjusted EBITDA[1] **$4.5M** Excl. new products $12.4M	Adjusted Net Income[1] **$17.0M** Excl. new products $22.9M
GAAP Diluted EPS **$0.24**	Adjusted EPS[1] **$0.56**

Annualized Net Charge-Off Rate (NCO)
6.4% (vs. 10.6% in 2Q20)

Aggregate Originations ($M)



(1) See Appendix for non-GAAP reconciliation to the most comparable GAAP measure.

Second quarter performance

	2Q 2021 Guidance	2Q 2021 Actual
Aggregate Originations	$425 M	✓ $433 M
Total Revenue	$135 M	✓ $138 M
Adjusted EBITDA (1)	$(2) - $(1) M	✓ $4.5 M
Adjusted Net Income (1)	$1 - $2 M	✓ $17 M
Adjusted EPS (1)	$0.03 - $0.07	✓ $0.56
Annualized Net Charge-off Rate (%)	6.8% +/- 10 bps	✓ 6.4%

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(1) See Appendix for non-GAAP reconciliation to the most comparable GAAP measure.

Our growth strategy

Grow revenue and profitability in our existing addressable market by **deepening existing capabilities**, and expand addressable market by **adding new geographies**, **capabilities**, **products**, and **channels**

Channel ecosystem
Make it ever easier for customers to do business with us, both directly and through our partners, regardless of their channel preference

Geographies
Offer our products and services in all 50 states and become a national brand

Customers
Expand our brand, serving more hardworking customers with a high level of customer excellence

Data and technology
Leverage A.I.-driven technology to drive competitive advantage in risk assessment, fraud analysis, marketing, and operations

Products and services
Deliver a suite of affordable financial products and services that empower our customers to improve their financial situations

Progress on 2021 strategic initiatives

Signed a new lending-as-a-service partner in July for **100+ additional locations** over the next 12 months and an initial rollout anticipated in Q4

Digital-First Platform

80%
vs 59% one year ago

New applicants choosing to apply online for personal loans

79%
vs 68% one year ago

Payments made outside our retail locations

New Products

$13.9M
up from $0.1M in 2Q20 and up 160% Q/Q

Secured Personal Loan ending receivables
Entered Florida in July 2021

$19.4M
up 608% Y/Y

Credit Card ending receivables

Partnerships

142
DolEx locations as of July 31

Utilizing our Lending-as-a-Service platform Raising our year-end target to 175 locations

~30
additional states by year end

Launching in the next few weeks, the MetaBank partnership will nearly double our addressable market

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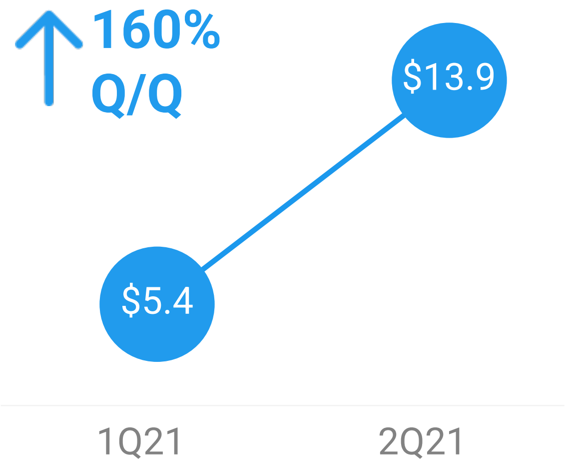
Progress on our new product strategy

Credit card and secured personal loan volume continues to accelerate

Credit Cards

- **Geographic expansion** across 44 states
- **54,000** customer accounts as of 2Q21
- **$50M** target receivables balance by year-end '21

Secured Personal Loans



- **Up** relative to $0.1M in 2Q20
- **Offered in CA and FL** today
- **Planned expansion to TX** in 3Q'21
- **$40M** target receivables balance by year-end '21

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Expanding across the nation

SPL launched in FL in July; launching in TX in 3Q

Initial launch in a dozen new states in the coming weeks with MetaBank

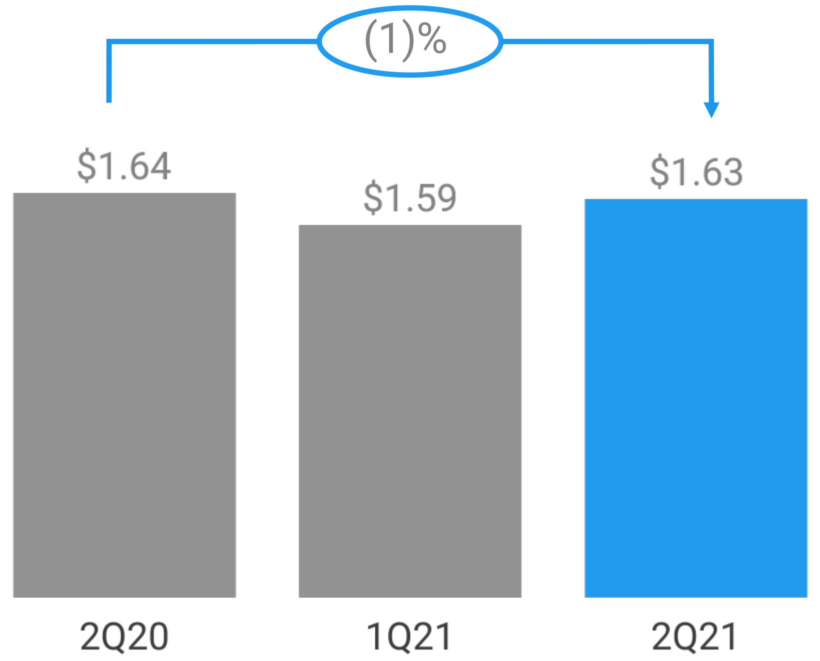
	Current	Bank Partnership
Personal Loans (PL)	12 states	~30 additional states
Secured Personal Loans (SPL)	2 states	N/A
Credit Cards (CC)	44 states (1)	N/A
Product Configurations	37 multiple PL 2 SPL and 1 CC	+1 uniform PL

OPORTUN issued by MetaBank

(1) Oportun Visa Credit Card, issued by WebBank, Member FDIC

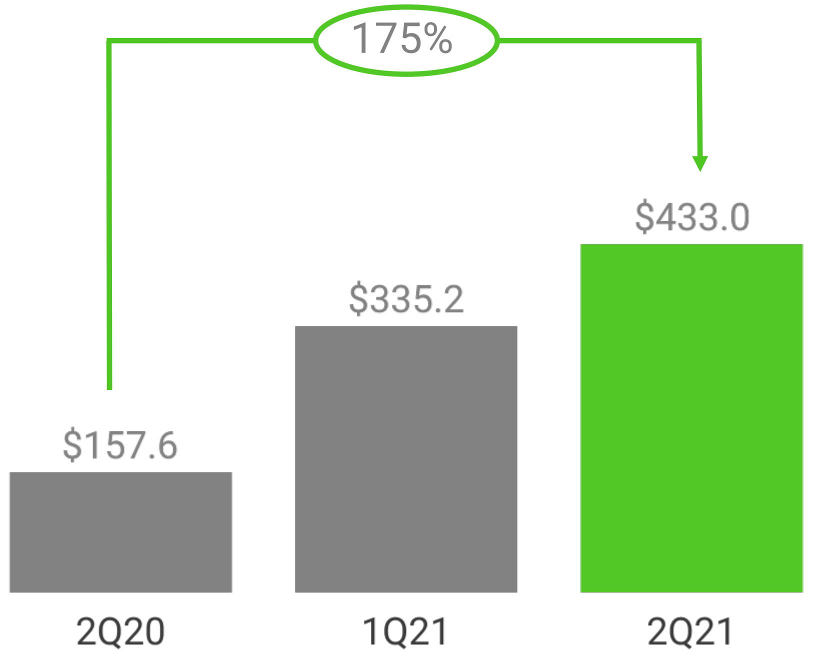
Aggregate Originations up 175% Y / Y

Owned Principal Balance at EOP ($B)



Yield (%)[(1)]		
31.5%	31.7%	32.3%

Aggregate Originations ($M)



Active Customers (000s)		
677	644	685

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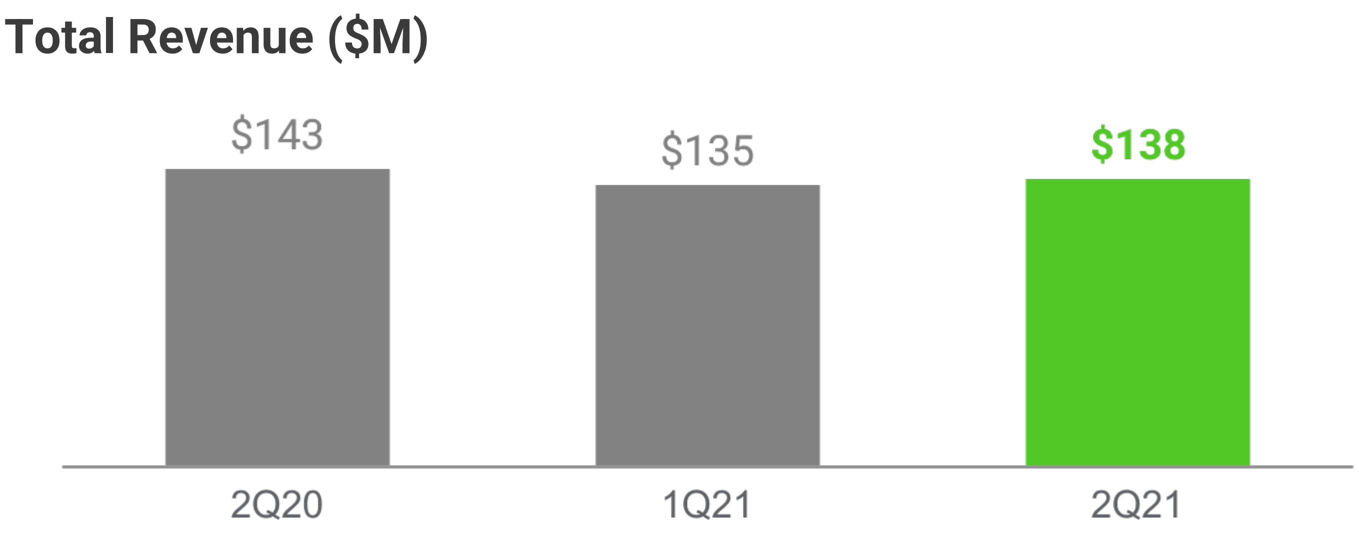
(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, 2Q21 and 1Q21 are presented on a GAAP basis but 2Q20 includes Fair Value Pro Forma adjustments related to its asset-backed notes at amortized cost.

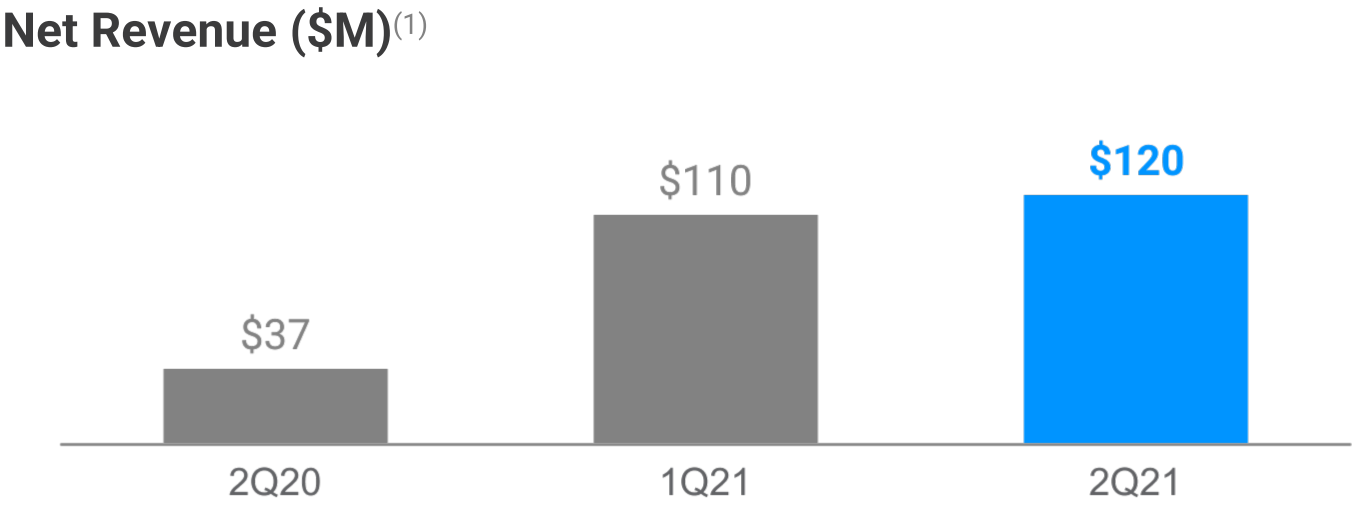
Net revenue up 226% Y / Y

2Q21 Highlights

Total Revenue: $138.3M
(3)% Y / Y

Net Revenue[(1)]: $120.2M
226% Y / Y

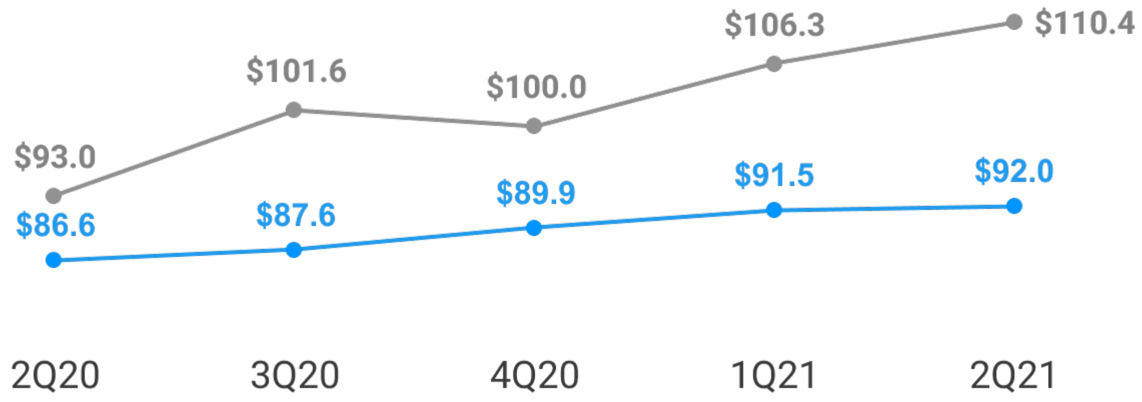




(1) For 2Q20, Net Revenue is presented on a FVPF basis. See Appendix for definitions and a reconciliation to the most comparable GAAP measure.

Disciplined expense management

Operating Expenses ($M)



	2Q20	3Q20	4Q20	1Q21	2Q21
New Products(1)	$4.0	$4.2	$5.8	$6.9	$10.2
Non-Recurring Expenses(2)	$2.4	$9.8	$4.3	$7.8	$8.2

Operating Expense 2Q21 Highlights

$110.4M GAAP OpEx

19% Y / Y

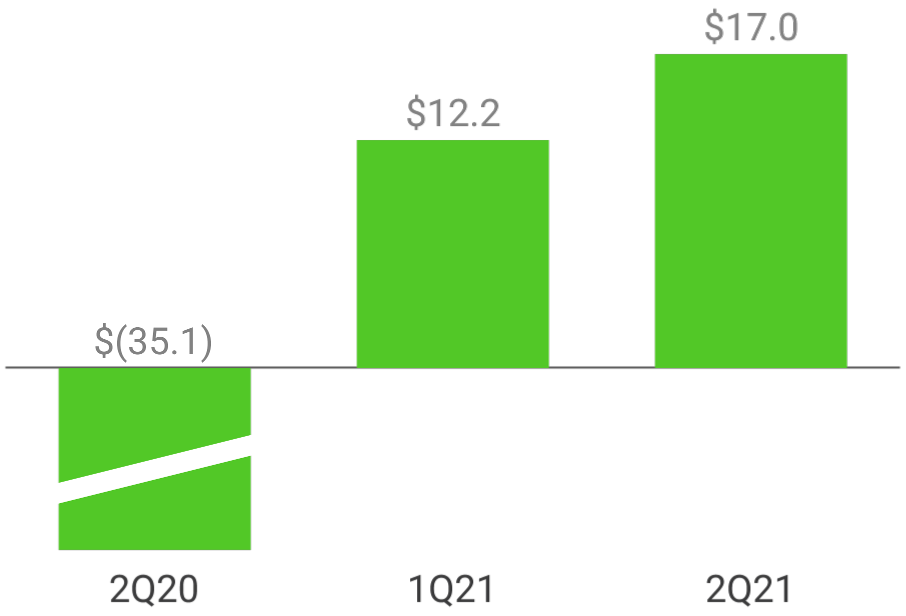
$92.0M Personal Loan OpEx

6% Y / Y

(1) New products include secured personal loans, credit card, bank partnership and expenses associated with our bank charter application.
(2) Includes COVID-19 expenses (prior to January 1, 2021), impairment charges, litigation reserve and retail network optimization expenses.
See Appendix for 'Key Definitions' and a reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding

Adjusted net income up $52.1M Y/Y

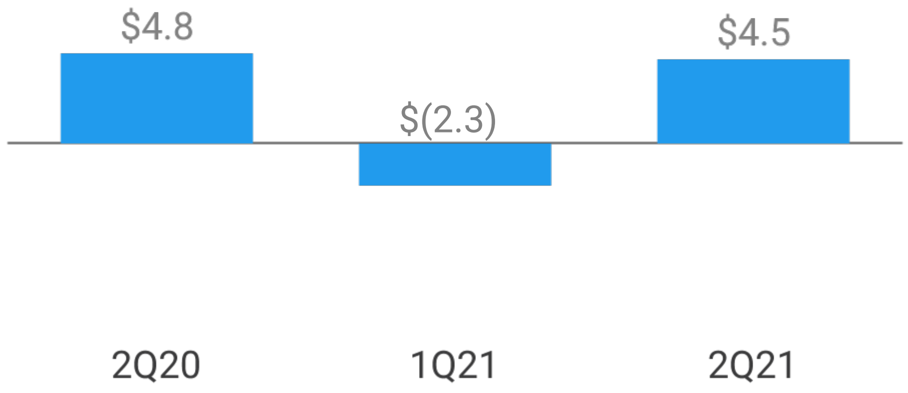
Adjusted Net Income ($M)[1]



Adjusted ROE (%)[1]

(29.9)%	10.6%	14.2%

Adjusted EBITDA ($M)[1]



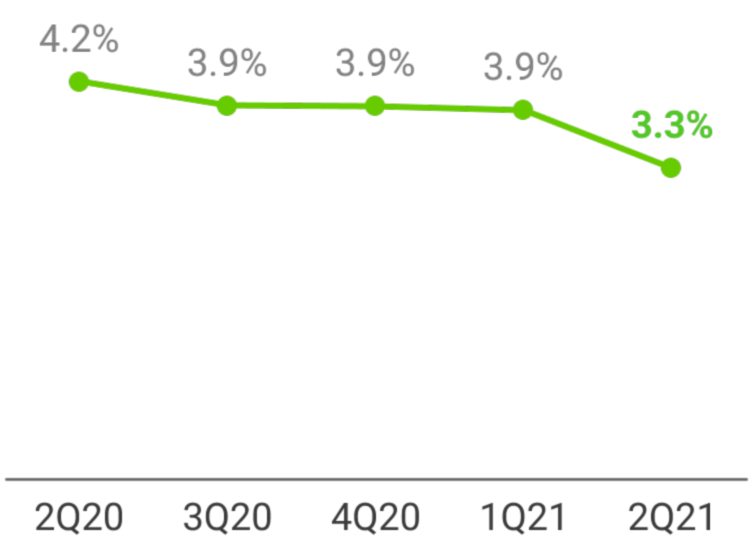
Adjusted EBITDA Margin (%)[1]

3.4%	(1.7)%	3.3%

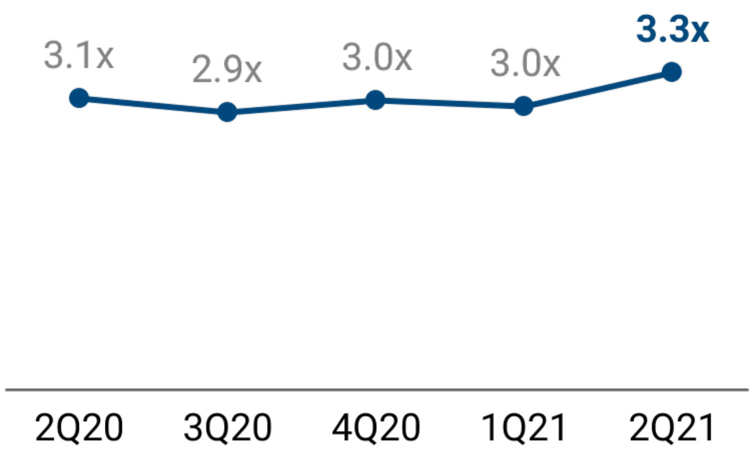
(1) See Appendix for 'Key Definitions' and a reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding.

Capital and liquidity

Cost of Debt (1)



Debt to Equity (1)



- 12+ month liquidity runway (2)
- Cost of debt declining as we refinance term asset-backed securities in current market
- $1.60 billion term asset-backed notes fund future originations at fixed cost of debt
- Issued $500M 3-yr ABS notes in May @ 2.05% fixed interest rate
- $400 million secured line of credit committed through October 2021; expansion and extension of capacity expected in the coming weeks
- Sell 10% of personal loan originations under a whole loan sale agreement at a fixed price

(1) For Cost of Debt, GAAP and FVPF are the same for 4Q20 and subsequent periods;; for the periods prior to 4Q20, Cost of Debt is presented on a FVPF basis. For Debt to Equity, GAAP and FVPF are the same for 1Q21 and subsequent periods; for the periods prior to 1Q21, Debt to Equity is presented on a FVPF basis.
(2) As of June 30, 2021; assumes maintaining operations and covering all upcoming debt obligations.

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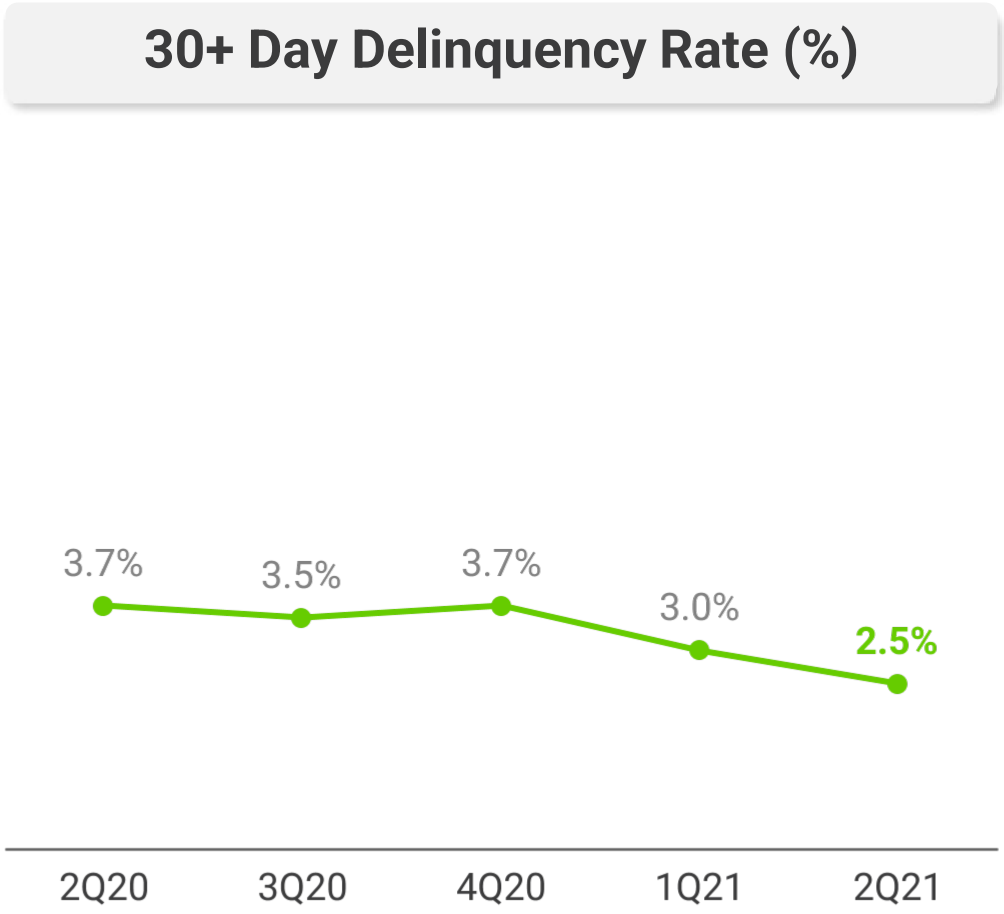
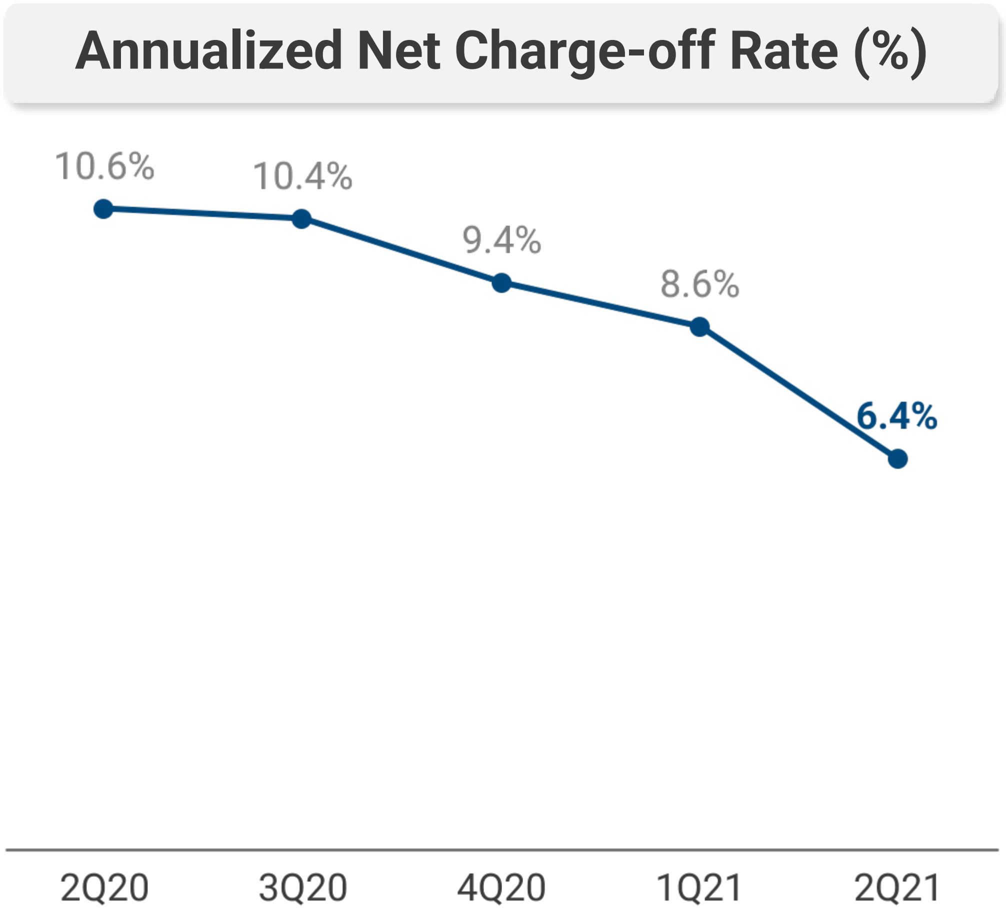
Credit metrics at historically low levels





Third quarter and full year 2021 guidance

	3Q 2021E	FY 2021E
Aggregate Originations	$600 M	$2.125 B
Total Revenue	$152 M	$602 - $606 M
Adjusted EBITDA (1)	$3 - $5 M	$7 - $10 M
Adjusted Net Income (1)(2)	$12 - $14 M	$55 - $58 M
Adjusted EPS (1)	$0.40 - $0.46	$1.83 - $1.93
Annualized Net Charge-off Rate (%)	6.7% +/- 10 bps	7.4% +/- 10 bps

(1) See Appendix for non-GAAP reconciliation to the most comparable GAAP measure.

(2) Management's guidance assumes the following for 3Q 2021 and FY2021, respectively: With respect to 3Q 2021, for loans which are projected to have weighted average life of 0.77 years, the Company is assuming a September 30, 2021 interpolated LIBOR/Swap rate of 0.15%, based on the forward rates from August 2, 2021. For notes, which have original terms of 2 or 3 years, the Company interpolates between the forward swap rates. The Company is assuming a September 30, 2021 interpolated LIBOR/Swap rate of 0.21%, based on the forward rates from August 2, 2021. With respect to FY 2021, for loans which are projected to have weighted average life of 0.77 years, the Company is assuming a December 31, 2021 interpolated LIBOR/Swap rate of 0.17%, based on the forward rates from August 2, 2021. For notes, which have original terms of 2 or 3 years, the Company interpolates between the forward swap rates. The Company is assuming a December 31, 2021 interpolated LIBOR/Swap rate of 0.25%, based on the forward rates from August 2, 2021.

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Appendix

Key definitions

- 30+ Day Delinquency Rate is the unpaid principal balance for our owned loans and credit card receivables 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
- Active Customers is the number with an outstanding loan or an active credit card serviced by us at the end of a period. Active Customers include customers whose loans are owned by us or loans and accounts that were originated under an Oportun affiliated program and that we service. Customers with charged-off accounts are excluded from Active Customers
- Adjusted EBITDA is a non-GAAP financial measure calculated as net income (loss), adjusted for the impact of our election of the fair value option and further adjusted to eliminate the effect of the following items: income tax expense (benefit), stock-based compensation expense, depreciation and amortization, certain non-recurring charges, origination fees for Fair Value loans, net and fair value mark-to-market adjustment
- Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by total revenue; prior to January 1, 2020, Adjusted EBITDA Margin was calculated as Adjusted EBITDA divided by FVPF Total Revenue
- Adjusted Earnings Per Share (EPS) is a non-GAAP financial measure calculated by dividing Adjusted Net Income by adjusted weighted-average diluted 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, 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 Return on Equity ("ROE") is a non-GAAP financial measure 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 specific period. Aggregate Originations exclude any fees in connection with the origination of a loan
- Annualized Net Charge-Off Rate 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 card receivables for the period
- APR is the Annual Percentage Rate
- Asset-Backed Notes at Fair Value (or "Fair Value Notes") are all asset-backed notes issued by Oportun on or after January 1, 2018
- Average Daily Principal Balance is the average of outstanding principal balance of owned loans and credit card receivables at the end of each calendar day during the period
- 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 customers during a period
- Emergency Hardship Deferral is any receivable that currently has one or more payments deferred and added at the end of the loan payment schedule in connection with a local or wide-spread emergency declared by local, state or federal government such as a natural disaster, government shutdown or pandemic

Key definitions (cont'd)

- Fair Value Loans (or "Loans Receivable at Fair Value") are all loans receivable held for investment that were originated on or after January 1, 2018. Upon the adoption of ASU 2019-05 as of January 1, 2020 all loans receivable held for investment are reported in this line item for all prospective reporting periods
- Fair Value Notes (or "Asset-Backed Notes at Fair Value") are all asset-backed notes issued by Oportun on or after January 1, 2018
- Fair Value Pro Forma (or "FVPF") in order to facilitate comparisons to periods prior to January 1, 2018, certain metrics included in this presentation have been shown on a pro forma basis, or the Fair Value Pro Forma, as if we had elected the fair value option since our inception for all loans originated and held for investment and all asset-backed notes issued
- Fair Value Pro Forma Cost of Debt is calculated as Fair Value Pro Forma interest expense divided by average Fair Value Pro Forma balance sheet value of debt
- Fair Value Pro Forma Debt-to-Equity is calculated as Fair Value Pro Forma total debt divided by Fair Value Pro Forma total equity
- GAAP Generally Accepted Accounting Principles
- Leverage is Average Daily Debt Balance divided by Average Daily Principal Balance
- Loans Receivable at Fair Value (or "Fair Value Loans") are all loans receivable held for investment that were originated on or after January 1, 2018
- Managed Principal Balance at End of Period is the total amount of outstanding principal balance for all loans and credit card receivables, including loans and receivables sold, which we continue to service, at the end of the period
- Net Revenue is calculated by subtracting interest expense from total revenue and adding the net increase (decrease) in fair value
- Operating Efficiency is calculated as total operating expenses divided by total revenue
- Owned Principal Balance at End of Period is the total amount of outstanding principal balance for all loans and credit card receivables, excluding loans and receivables sold, at the end of the period
- Personal Loan Opex is total operating expenses excluding new product expenses, such as secured personal loans, credit card, bank partnerships and expenses associated with our bank charter application and certain non-recurring expenses
- Return on Equity is calculated as annualized net income divided by average stockholders' equity for a period
- Secured Financing is the asset-backed revolving debt facility

Key financial and operating metrics

	Quarter Ended						Six Months Ended June 30		
	2Q21	1Q21	4Q20	3Q20	2Q20	Change Y / Y	2021	2020	Change Y / Y
Aggregate Originations (Millions)	$ 433.0	$ 335.2	$ 448.6	$ 302.4	$ 157.6	174.7 %	$ 768.3	$ 590.4	30.1 %
Active Customers	684,843	643,967	651,600	624,205	676,830	1.2 %	684,843	676,830	1.2 %
Customer Acquisition Cost [1]	$ 153.2	$ 208.4	$ 155.1	$ 206.7	$ 413.2	(62.9)%	$ 177.0	$ 231.6	(23.6)%
Managed Principal Balance EOP (Millions)	$1,872.8	$1,832.6	$1,895.4	$1,835.8	$1,938.4	(3.4)%	$1,872.8	$1,938.4	(3.4)%
30+ Day Delinquency Rate (%)	2.5 %	3.0 %	3.7 %	3.5 %	3.7 %		2.5 %	3.7 %	
Annualized Net Charge-Off Rate (%)	6.4 %	8.6 %	9.4 %	10.4 %	10.6 %		7.5 %	9.8 %	
Operating Efficiency (%)	79.8 %	78.5 %	71.0 %	74.3 %	65.2 %		79.2 %	62.6 %	
Adjusted Operating Efficiency (%)	70.0 %	69.0 %	64.3 %	63.3 %	60.0 %		69.5 %	58.6 %	
Return on Equity (%)	6.1 %	2.6 %	7.4 %	(5.3)%	(29.4)%		4.4 %	(20.3)%	
Adjusted Return on Equity (%)	14.2 %	10.6 %	15.2 %	3.7 %	(29.9)%		12.4 %	(15.3)%	

	Quarter Ended						Six Months Ended June 30		
Other Useful Metrics	2Q21	1Q21	4Q20	3Q20	2Q20	Change Y / Y	2021	2020	Change Y / Y
Number of Loans Originated	154,994	114,670	153,847	97,826	48,193	221.6 %	269,664	191,343	40.9 %
Average Daily Principal Balance (Millions)	$ 1,596.3	$ 1,624.8	$ 1,605.5	$ 1,598.1	$ 1,736.5	(8.1)%	$ 1,610.5	$ 1,799.3	(10.5)%
Owned Principal Balance EOP (Millions)	$ 1,630.6	$ 1,591.8	$ 1,639.6	$ 1,572.0	$ 1,642.6	(0.7)%	$ 1,630.6	$ 1,642.6	(0.7)%

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

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

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Consolidated income statement

($ Millions, except per share data. Shares in Millions)	Quarter Ended							Six Months Ended June 30			
						$ Change	% Change			$ Change	% Change
	2Q21	1Q21	4Q20	3Q20	2Q20	Y / Y	Y / Y	2021	2020	Y / Y	Y / Y
Interest income	$ 128.6	$ 127.2	$ 129.9	$ 128.7	$ 136.1	$ (7.5)	(5.5)%	$ 255.8	$ 286.8	$ (31.0)	(10.8)%
Non-interest income	9.7	8.1	10.9	8.0	6.6	3.0	46.0 %	17.8	19.3	(1.6)	(8.1)%
Total revenue	**$ 138.3**	**$ 135.3**	**$ 140.8**	**$ 136.8**	**$ 142.7**	**$ (4.4)**	**(3.1)%**	**$ 273.6**	**$ 306.1**	**$ (32.6)**	**(10.6)%**
Less:											
Interest expense	$ 12.2	$ 13.5	$ 13.5	$ 13.4	$ 15.1	$ (2.9)	(19.5)%	$ 25.7	$ 31.5	$ (5.8)	(18.4)%
Net increase (decrease) in fair value	(5.9)	(11.6)	(12.7)	(29.6)	(81.5)	75.6	92.8 %	(17.5)	(148.0)	130.5	(88.2)%
Net Revenue	**$ 120.2**	**$ 110.2**	**$ 114.6**	**$ 93.7**	**$ 46.1**	**$ 74.1**	**160.7 %**	**$ 230.4**	**$ 126.7**	**$ 103.7**	**81.9 %**
Operating expenses:											
Sales and marketing	$ 23.7	$ 23.9	$ 23.9	$ 20.6	$ 20.1	$ 3.7	18.4 %	$ 47.6	$ 44.9	$ 2.8	6.1 %
Other operating expenses	86.6	82.4	76.1	80.9	73.0	13.7	18.8 %	169.0	146.7	22.3	15.2 %
Total operating expenses	**$ 110.4**	**$ 106.3**	**$ 100.0**	**$ 101.6**	**$ 93.0**	**$ 17.4**	**18.7 %**	**$ 216.7**	**$ 191.6**	**$ 25.0**	**13.1 %**
Income (loss) before taxes	**$ 9.8**	**$ 4.0**	**$ 14.7**	**$ (7.8)**	**$ (46.9)**	**$ 56.7**	**NM**	**$ 13.8**	**$ (64.9)**	**$ 78.7**	**NM**
Income tax provision (benefit)	2.6	1.0	6.2	(1.8)	(12.7)	15.2	NM	3.5	(17.4)	20.9	NM
Net income (loss)	**$ 7.2**	**$ 3.0**	**$ 8.5**	**$ (6.0)**	**$ (34.2)**	**$ 41.4**	**NM**	**$ 10.3**	**$ (47.5)**	**$ 57.8**	**NM**
Memo:											
Earnings (loss) per share	$ 0.26	$ 0.11	$ 0.31	$ (0.22)	$ (1.26)	$ 1.52	NM	$ 0.37	$ (1.75)	$ 2.12	NM
Diluted earnings (loss) per share	$ 0.24	$ 0.10	$ 0.29	$ (0.22)	$ (1.26)	$ 1.50	NM	$ 0.34	$ (1.75)	$ 2.09	NM
Weighted average common shares outstanding - basic	28.0	27.8	27.6	27.5	27.2	0.8	2.8 %	27.9	27.1	0.8	2.8 %
Weighted average common shares outstanding - diluted	30.1	29.6	29.2	27.5	27.2	2.8	10.3 %	29.8	27.1	2.7	10.0 %
Total revenue	$ 138.3	$ 135.3	$ 140.8	$ 136.8	$ 142.7	$ (4.4)	(3.1)%	273.6	306.1	(32.5)	(10.6)%
FVPF Net Revenue (1)	$ 120.2	$ 110.2	$ 114.6	$ 92.4	$ 36.9	$ 83.3	225.8 %	230.4	129.6	100.8	77.7 %
FVPF income (loss) before taxes (1)	$ 9.8	$ 4.0	$ 14.7	$ (9.2)	$ (56.1)	$ 65.9	NM	13.8	(62.0)	75.8	NM
FVPF tax provision (benefit) (1)	2.6	1.0	6.2	(2.2)	(15.2)	17.8	NM	3.5	(16.3)	19.8	NM
FVPF net income (Loss) (1)	$ 7.2	$ 3.0	$ 8.5	$ (7.0)	$ (40.9)	$ 48.1	NM	10.3	(45.7)	56.0	NM

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, 2Q21, 1Q21 and six months ended June 30, 2021 are presented on a GAAP basis and prior quarters and the six months ended June 30, 2020 include Fair Value Pro Forma adjustments related to its asset-backed notes at amortized cost.

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

Consolidated fair value pro forma income statement reconciliation

($ Millions)	Three Months Ended June 30, 2021(1) As Reported	Three Months Ended June 30, 2020 As Reported	Three Months Ended June 30, 2020 FV Adjustment	Three Months Ended June 30, 2020 FV Pro Forma	Period-to-period change in FVPF (1) $ Change Y / Y	Period-to-period change in FVPF (1) % Change Y / Y
Interest income	$ 128.6	$ 136.1	$ —	$ 136.1	$ (7.5)	(5.5)%
Non-interest income	9.7	6.6	—	6.6	3.0	46.0%
Total revenue	**$ 138.3**	**$ 142.7**	**$ —**	**$ 142.7**	**$ (4.5)**	**(3.1)%**
Less:						
Interest expense	$ 12.2	$ 15.1	$ (0.2)	$ 14.9	$ (2.8)	(18.5)%
Net increase (decrease) in FV	(5.9)	(81.5)	(9.4)	(90.9)	85.0	(93.5)%
Net revenue	**$ 120.2**	**$ 46.1**	**$ (9.2)**	**$ 36.9**	**$ 83.3**	**225.8 %**
Operating expenses:						
Technology and facilities	$ 33.1	$ 31.5	$ —	$ 31.5	$ 1.6	5.1 %
Sales and marketing	23.7	20.1	—	20.1	3.7	18.4 %
Personnel	28.5	27.7	—	27.7	0.9	3.1 %
Outsourcing and professional fees	14.8	11.1	—	11.1	3.7	33.0 %
General, administrative, and other	10.2	2.6	—	2.6	7.5	285.6 %
Total operating expenses	**$ 110.4**	**$ 93.0**	**$ —**	**$ 93.0**	**$ 17.4**	**18.7 %**
Income before taxes	**$ 9.8**	**$ (46.9)**	**$ (9.2)**	**$ (56.1)**	**$ 65.9**	**NM**
Income tax provision	2.6	(12.7)	(2.6)	(15.2)	17.8	NM
Net income	**$ 7.2**	**$ (34.2)**	**$ (6.6)**	**$ (40.9)**	**$ 48.1**	**NM**

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, the three months ended June 30, 2021 is presented on a GAAP basis and the three months ended June 30, 2020 includes Fair Value Pro Forma adjustments related to its asset-backed notes at amortized cost.

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

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Consolidated fair value pro forma income statement reconciliation

($ Millions)	Six Months Ended June 30, 2021 (1) As Reported	Six Months Ended June 30, 2020 As Reported	Six Months Ended June 30, 2020 FV Adjustment	Six Months Ended June 30, 2020 FV Pro Forma	$ Change Y / Y	% Change Y / Y
Interest income	$ 255.8	$ 286.8	$ —	$ 286.8	$ (31.0)	(10.8)%
Non-interest income	17.8	19.3	—	19.3	(1.6)	(8.1)%
Total revenue	**$ 273.6**	**$ 306.1**	**$ —**	**$ 306.1**	**$ (32.6)**	**(10.6)%**
Less:						
Interest expense	$ 25.7	$ 31.5	$ (0.7)	$ 30.8	$ (5.1)	(16.6)%
Net increase (decrease) in FV	(17.5)	(148.0)	2.2	(145.7)	128.2	(88.0)%
Net revenue	**$ 230.4**	**$ 126.7**	**$ 2.9**	**$ 129.6**	**$ 100.8**	**77.7 %**
Operating expenses:						
Technology and facilities	$ 66.0	$ 62.3	$ —	$ 62.3	$ 3.8	6.0 %
Sales and marketing	47.6	44.9	—	44.9	2.8	6.1 %
Personnel	55.4	53.3	—	53.3	2.1	4.0 %
Outsourcing and professional fees	27.4	24.7	—	24.7	2.7	10.8 %
General, administrative, and other	20.2	6.5	—	6.5	13.7	212.7 %
Total operating expenses	**$ 216.7**	**$ 191.6**	**$ —**	**$ 191.6**	**$ 25.0**	**13.1 %**
Income before taxes	**$ 13.8**	**$ (64.9)**	**$ 2.9**	**$ (62.0)**	**$ 75.8**	**NM**
Income tax provision	3.5	(17.4)	1.1	(16.3)	19.8	NM
Net income	**$ 10.3**	**$ (47.5)**	**$ 1.9**	**$ (45.7)**	**$ 55.9**	**NM**

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, the six months ended June 30, 2021 is presented on a GAAP basis and the six months ended June 30, 2020 includes Fair Value Pro Forma adjustments related to its asset-backed notes at amortized cost.

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

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Condensed balance sheet

($ Millions)	Quarter Ended					Change	
	2Q21	1Q21	4Q20	3Q20	2Q20	Q / Q	Y / Y
Cash and cash equivalents	$ 138.4	$ 140.4	$ 136.2	$ 109.7	$ 139.2	(1.4)%	0.6 %
Restricted cash	219.5	42.8	32.4	53.8	58.7	413.4 %	273.7 %
Loans receivable at fair value	1,726.9	1,670.3	1,696.5	1,605.4	1,635.7	3.4 %	5.6 %
Other assets	136.6	138.6	143.9	148.7	141.0	(1.5)%	(3.1)%
Total assets	**$ 2,221.5**	**$ 1,992.1**	**$ 2,009.1**	**$ 1,917.5**	**$ 1,974.6**	**11.5 %**	**12.5 %**
Total debt	1,613.6	1,405.6	1,413.7	1,316.6	1,393.9	14.8 %	15.8 %
Other liabilities	123.5	114.5	129.0	147.9	126.4	7.9 %	(2.3)%
Total liabilities	**$ 1,737.2**	**$ 1,520.1**	**$ 1,542.7**	**$ 1,464.5**	**$ 1,520.3**	**14.3 %**	**14.3 %**
Total stockholders' equity	**$ 484.3**	**$ 472.0**	**$ 466.4**	**$ 453.0**	**$ 454.3**	**2.6 %**	**6.6 %**
Total liabilities and stockholders' equity	**$ 2,221.5**	**$ 1,992.1**	**$ 2,009.1**	**$ 1,917.5**	**$ 1,974.6**	**11.5 %**	**12.5 %**
Memo:							
FVPF total assets [1]	$ 2,221.5	$ 1,992.1	$ 2,009.1	$ 1,917.5	$ 1,974.6	$ 246.9	12.5 %
FVPF total liabilities [1]	$ 1,737.2	$ 1,520.1	$ 1,543.4	$ 1,465.2	$ 1,520.0	$ 217.2	14.3 %
FVPF total stockholders' equity [1]	$ 484.3	$ 472.0	$ 465.7	$ 452.3	$ 454.6	$ 29.7	6.5 %

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, 2Q21 and 1Q21 are presented on a GAAP basis and prior quarters include Fair Value Pro Forma adjustments related to its asset-backed notes at amortized cost.

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

Condensed fair value pro forma balance sheet reconciliation

($ Millions)	Quarter Ended June 30, 2021[1] As Reported	Quarter Ended June 30, 2020 As Reported	Quarter Ended June 30, 2020 FV Adjustment	Quarter Ended June 30, 2020 FV Pro Forma
Cash and cash equivalents	$ 138.4	$ 139.2	$ —	$ 139.2
Restricted cash	219.5	58.7	—	58.7
Loans receivable at fair value	1,726.9	1,635.7	—	1,635.7
Other assets	136.6	141.0	—	141.0
Total assets	**$ 2,221.5**	**$ 1,974.6**	**$ —**	**$ 1,974.6**
Total debt	1,613.6	1,393.9	(1.4)	1,392.5
Other liabilities	123.5	126.4	1.1	127.5
Total liabilities	**$ 1,737.2**	**$ 1,520.3**	**$ (0.3)**	**$ 1,520.0**
Total stockholders' equity	**$ 484.3**	**$ 454.3**	**$ 0.3**	**$ 454.6**
Total liabilities and stockholders' equity	**$ 2,221.5**	**$ 1,974.6**	**$ —**	**$ 1,974.6**

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, the quarter ended June 30, 2021 is presented on a GAAP basis and the quarter ended June 30, 2020 includes Fair Value Pro Forma adjustments related to its asset-backed notes at amortized cost.

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

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Adjusted EBITDA quarterly reconciliation

($ Millions)	Quarter Ended 2Q21	1Q21	4Q20	3Q20	2Q20	Change Y / Y
Net income	$ 7.2	$ 3.0	$ 8.5	$ (6.0)	$ (34.2)	NM
Adjustments:						
Fair Value Pro Forma net income adjustment (1)	$ —	$ —	$ —	$ (1.0)	$ (6.6)	NM
Income tax expense (benefit)	2.6	1.0	6.2	(2.2)	(15.2)	NM
COVID-19 expenses (2)	—	—	0.6	1.0	2.4	NM
Depreciation and amortization	6.0	5.3	5.3	5.1	5.1	17.0 %
Impairment (3)	3.3	—	3.7	—	—	NM
Stock-based compensation expense	5.4	5.1	5.2	5.2	5.0	7.9 %
Litigation reserve	—	—	—	8.8	—	NM
Retail network optimization expenses	4.9	7.8	—	—	—	NM
Origination fees for Fair Value Loans, net	(5.3)	(1.4)	(4.4)	(1.3)	3.3	NM
Fair value mark-to-market adjustment	(19.6)	(23.0)	(25.1)	(10.7)	45.2	NM
Adjusted EBITDA	**$ 4.5**	**$ (2.3)**	**$ —**	**$ (1.2)**	**$ 4.8**	**(6.8)%**
Memo:						
Total revenue (4)	138.3	135.3	140.8	136.8	142.7	(3.1)%
Adjusted EBITDA Margin (%) (5)	**3.3 %**	**(1.7)%**	**— %**	**(0.9)%**	**3.4 %**	

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value.

(2) As of January 1, 2021, COVID-19 expenses are no longer being excluded from Adjusted EBITDA because our business practices have been updated to operate in the current environment.

(3) The 2Q21 impairment charge was recognized on a right-of-use asset related to the Company's leased office space in San Carlos, California due to management's decision to move toward a remote-first work environment. The 4Q20 impairment charge was the write-off of capitalized software development costs related to the Company's direct auto loans to purchase a vehicle due to the Company redirecting all their auto lending efforts to their secured personal loans.

(4) As In 2Q19, Adjusted EBITDA Margin was calculated using Adjusted EBITDA divided by Fair Value Pro Forma Total Revenue. Beginning January 1, 2020, GAAP and FVPF Total Revenue were the same as the Company no longer had any loans originated or held for investment at amortized cost.

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

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

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Adjusted EBITDA YTD reconciliation

($ Millions)	Six Months Ended June 30 2021		2020		Change Y / Y
Net income	$	10.3	$	(47.5)	NM
Adjustments:					
Fair Value Pro Forma net income adjustment (1)	$	—	$	1.9	NM
Income tax expense (benefit)		3.5		(16.3)	NM
COVID-19 expenses (2)		—		3.0	NM
Depreciation and amortization		11.3		9.8	15.8 %
Impairment (3)		3.3		—	NM
Stock-based compensation expense		10.5		9.1	14.6 %
Retail network optimization expenses		12.7		—	NM
Origination fees for Fair Value Loans, net		(6.7)		4.8	NM
Fair value mark-to-market adjustment		(42.6)		58.6	NM
Adjusted EBITDA	**$**	**2.2**	**$**	**23.3**	**(90.4)%**
Memo:					
Total revenue		273.6		306.1	(10.6)%
Adjusted EBITDA Margin (%) (4)		**0.8 %**		**7.6 %**	

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value.

(2) As of January 1, 2021, COVID-19 expenses are no longer being excluded from Adjusted EBITDA because the Company's business practices have been updated to operate in the current environment.

(3) The impairment charge in the six months ended June 30, 2021 was recognized on a right-of-use asset related to the Company's leased office space in San Carlos, California due to management's decision to move toward a remote-first work environment.

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

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

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Adjusted net income quarterly reconciliation

($ Millions)	Quarter Ended 2Q21	1Q21	4Q20	3Q20	2Q20	Change Y / Y
Net income	$ 7.2	$ 3.0	$ 8.5	$ (6.0)	$ (34.2)	NM
Adjustments:						
Fair Value Pro Forma net income adjustment (1)	—	—	—	(1.0)	(6.6)	NM
Income tax expense (benefit)	2.6	1.0	6.2	(2.2)	(15.2)	NM
COVID-19 expenses (2)	—	—	0.6	1.0	2.4	NM
Impairment (3)	3.3	—	3.7	—	—	NM
Stock-based compensation expense	5.4	5.1	5.2	5.2	5.0	7.9 %
Litigation reserve	—	—	—	8.8	—	NM
Retail network optimization expenses	4.9	7.8	—	—	—	NM
Adjusted income before taxes	**$ 23.4**	**$ 16.9**	**$ 24.1**	**$ 5.7**	**$ (48.7)**	**NM**
Normalized income tax benefit (expense)	(6.4)	(4.6)	(6.6)	(1.6)	13.6	NM
Income tax rate (%)	27.4 %	27.4 %	27.4 %	27.4 %	27.9 %	
Adjusted Net Income	**$ 17.0**	**$ 12.2**	**$ 17.5**	**$ 4.2**	**$ (35.1)**	**NM**
Memo:						
Fair Value Pro Forma stockholders' equity (4)	$ 484.3	$ 472.0	$ 465.7	$ 452.3	$ 454.6	6.5 %
Adjusted ROE (%) (5)	**14.2 %**	**10.6 %**	**15.2 %**	**3.7 %**	**(29.9)%**	

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value.

(2) As of January 1, 2021, COVID-19 expenses are no longer being excluded from Adjusted Net Income because the Company's business practices have been updated to operate in the current environment.

(3) The 2Q21 impairment charge was recognized on a right-of-use asset related to the Company's leased office space in San Carlos, California due to management's decision to move toward a remote-first work environment. The 4Q20 impairment charge was the write-off of capitalized software development costs related to the Company's direct auto loans to purchase a vehicle due to the Company redirecting all their auto lending efforts to their secured personal loans.

(4) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and all asset-backed notes issued are recorded at fair value. Therefore, the amounts presented for Fair Value Pro Forma stockholders' equity for the quarters ended 2Q21 and 1Q21 reflect GAAP stockholders' equity.

(5) Calculated as Adjusted Net Income divided by average stockholders' equity (prior to January 1, 2021 this was divided by average FVPF stockholders' equity). ROE has been annualized.

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

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Adjusted net income YTD reconciliation

($ Millions)		Six Months Ended June 30 2021		2020	Change Y / Y
Net income	$	10.3	$	(47.5)	NM
Adjustments:					
Fair Value Pro Forma net income adjustment (1)		—		1.9	(100.0)%
Income tax expense		3.5		(16.3)	NM
COVID-19 expenses (2)		—		3.0	(100.0)%
Impairment (3)		3.3		—	NM
Stock-based compensation expense		10.5		9.1	14.6 %
Litigation reserve		—		—	NM
Retail network optimization expenses		12.7		—	NM
Adjusted income before taxes	**$**	**40.2**	**$**	**(49.8)**	**NM**
Normalized income tax benefit (expense)		(11.0)		13.9	NM
Income tax rate (%)		27.4 %		27.9 %	
Adjusted Net Income	**$**	**29.2**	**$**	**(35.9)**	**NM**
Memo:					
Fair Value Pro Forma stockholders' equity (4)	$	484.3		454.6	6.5 %
Adjusted ROE (%) (5)		**12.4 %**		**(15.3)%**	

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value.

(2) As of January 1, 2021, COVID-19 expenses are no longer being excluded from Adjusted Net Income because our business practices have been updated to operate in the current environment.

(3) The 2Q21 impairment charge was recognized on a right-of-use asset related to the Company's leased office space in San Carlos, California due to management's decision to move toward a remote-first work environment. The 4Q20 impairment charge was the write-off of capitalized software development costs related to the Company's direct auto loans to purchase a vehicle due to the Company redirecting all their auto lending efforts to their secured personal loans.

(4) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and all asset-backed notes issued are recorded at fair value. Therefore, the amount presented for Fair Value Pro Forma stockholders' equity for the six months ended June 30, 2021 reflects GAAP stockholders' equity.

(5) Calculated as Adjusted Net Income divided by average stockholders’ equity (prior to January 1, 2021 this was divided by average FVPF stockholders' equity). ROE has been annualized.

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

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Basic and diluted earnings (loss) per share reconciliation

($ Millions, except per share data. Shares in Millions)

	Quarter Ended						Six Months Ended June 30		
						Change			Change
	2Q21	1Q21	4Q20	3Q20	2Q20	Y / Y	2021	2020	Y / Y
Net income (loss)	$ 7.2	$ 3.0	$ 8.5	$ (6.0)	$ (34.2)	NM	$ 10.3	$ (47.5)	NM
Net income (loss) attributable to common stockholders	**$ 7.2**	**$ 3.0**	**$ 8.5**	**$ (6.0)**	**$ (34.2)**	**NM**	**$ 10.3**	**$ (47.5)**	**NM**
Basic weighted-average common shares outstanding	28.0	27.8	27.6	27.5	27.2	2.8 %	27.9	27.1	2.8 %
Weighted average effect of dilutive securities:									
Stock options	1.3	1.3	1.3	—	—	NM	1.3	—	NM
Restricted stock units	0.7	0.6	0.4	—	—	NM	0.6	—	NM
Diluted weighted-average common shares outstanding	**30.1**	**29.6**	**29.2**	**27.5**	**27.2**	**10.3 %**	**29.8**	**27.1**	**9.9 %**
Earnings (loss) per share:									
Basic	**$ 0.26**	**$ 0.11**	**$ 0.31**	**$ (0.22)**	**$ (1.26)**	**NM**	**$ 0.37**	**$ (1.75)**	**NM**
Diluted	$ 0.24	$ 0.10	$ 0.29	$ (0.22)	$ (1.26)	NM	$ 0.34	$ (1.75)	NM

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

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Adjusted earnings (loss) per share reconciliation

($ Millions, except per share data. Shares in Millions)

	Quarter Ended						Six Months Ended June 30		
	2Q21	1Q21	4Q20	3Q20	2Q20	Change Y / Y	2021	2020	Change Y / Y
Diluted earnings (loss) per share	$ 0.24	$ 0.10	$ 0.29	$ (0.22)	$ (1.26)	NM	$ 0.34	$ (1.75)	NM
Adjusted Net Income (Loss)	**$ 17.0**	**$ 12.2**	**$ 17.5**	**$ 4.2**	**$ (35.1)**	**NM**	**$ 29.2**	**$ (35.9)**	**NM**
Basic weighted-average common shares outstanding	28.0	27.8	27.6	27.5	27.2	2.8 %	27.9	27.1	2.8 %
Weighted average effect of dilutive securities:									
Stock options	1.3	1.3	1.3	1.2	—	NM	1.3	—	NM
Restricted stock units	0.7	0.6	0.4	0.1	—	NM	0.6	—	NM
Diluted adjusted weighted-average common shares outstanding	**30.1**	**29.6**	**29.2**	**28.7**	**27.2**	**10.3 %**	**29.8**	**27.1**	**9.9 %**
Adjusted EPS	**$ 0.56**	**$ 0.41**	**$ 0.60**	**$ 0.15**	**$ (1.29)**	**NM**	**$ 0.98**	**$ (1.32)**	**NM**

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Net change in fair value(1)

- Increase in FV of Loans will increase Net Revenue
- Increase in FV of Notes will decrease Net Revenue

$ Millions	2Q21 (1)	1Q21 (1)	2Q20	1Q20	Q / Q	Y / Y
	Quarter Ended				Change	
Loan Portfolio Drivers						
Discount rate	6.5 %	6.7 %	8.8 %	12.8 %	(0.1)%	(2.3)%
Remaining cumulative charge-offs as a % of principal balance	7.6 %	8.6 %	12.7 %	14.6 %	(1.0)%	(5.1)%
Average life in years	0.77	0.78	0.80	0.90	-0.01	-0.03
Loans Receivable at Fair Value(2)						
Fair value loan portfolio – principal balance	$ 1,630.6	$ 1,591.8	$ 1,645.1	$ 1,833.0	$ 38.9	$ (14.5)
Cumulative fair value mark-to-market adjustment	96.3	78.5	(9.5)	(72.5)	17.8	105.7
Fair value loan portfolio - end of period	**$ 1,726.9**	**$ 1,670.3**	**$ 1,635.7**	**$ 1,760.5**	**$ 56.6**	**$ 91.2**
Price	*105.9 %*	*104.9 %*	*99.4 %*	*96.0 %*	*1.0 %*	*6.5 %*
Asset-Backed Notes at Fair Value						
Carrying value of asset-backed notes	$ 1,604.4	$ 1,329.4	$ 1,313.1	$ 1,313.1	$ 275.0	$ 291.3
Cumulative fair value mark-to-market adjustment	9.2	11.4	(16.8)	(125.0)	(2.1)	26.0
Fair value asset-backed notes – end of period	**$ 1,613.6**	**$ 1,340.8**	**$ 1,296.4**	**$ 1,188.1**	**$ 272.8**	**$ 317.3**
Price	*100.6 %*	*100.9 %*	*98.7 %*	*90.5 %*	*(0.3)%*	*1.9 %*
Net Change in Fair Value Summary						
A Mark-to-market adjustment on loans	$ 17.8	$ 21.6	$ 63.1	$ (155.1)	$ (3.8)	$ (45.2)
B Mark-to-market adjustment on asset-backed notes	$ 2.0	$ 1.5	$ (108.2)	$ 141.7	$ 0.5	$ 110.2
Mark-to-market adjustment on credit card derivative	$ (0.3)	$ —	$ —	$ —	$ (0.2)	$ (0.3)
Total fair value mark-to-market adjustment	$ 19.6	$ 23.0	$ (45.2)	$ (13.4)	$ (3.5)	$ 64.7
Net charge-offs	$ (25.7)	$ (34.6)	$ (45.7)	$ (41.4)	$ 9.0	$ 20.1
Excess interest on credit card	$ 0.2	$ —	$ —	$ —	$ —	$ 0.2
Total Net Change in Fair Value	**$ (5.9)**	**$ (11.6)**	**$ (90.9)**	**$ (54.8)**	**$ 5.7**	**$ 85.0**

(1) Beginning in 2021 the Company no longer includes any Fair Value Pro Forma adjustments because all loans originated and held for investment and asset-backed notes issued are recorded at fair value. Therefore, 2Q21 and 1Q21 are presented on a GAAP basis and the prior-year quarters include Fair Value Pro Forma adjustments related to the Company's asset-backed notes at amortized cost.
(2) Refer to page 32 for estimate methodology to calculate fair value premium on loans receivable by quarter.
Note: Numbers may not foot or cross-foot due to rounding.

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Fair value pro forma estimate methodology

	Quarter Ended							Change
	2Q21	**1Q21**	**4Q20**	**3Q20**	**2Q20**	**1Q20**	**4Q19**	**Y / Y**
Weighted average portfolio yield over the remaining life of the loans	30.28 %	30.25 %	30.17 %	30.50 %	30.78 %	30.74 %	31.47 %	(0.51)%
Less: Servicing fee	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	— %
Net portfolio yield	**25.28 %**	**25.25 %**	**25.17 %**	**25.50 %**	**25.78 %**	**25.74 %**	**26.47 %**	**(0.51)%**
Multiplied by: Weighted average life in years	0.769	0.778	0.796	0.775	0.797	0.903	0.804	(0.028)
Pre-loss cash flow	**19.43 %**	**19.64 %**	**20.03 %**	**19.75 %**	**20.54 %**	**23.25 %**	**21.28 %**	**(1.12)%**
Less: Remaining cumulative charge-offs	(7.59)%	(8.60)%	(10.03)%	(10.61)%	(12.73)%	(14.56)%	(9.51)%	5.14 %
Net cash flow	**11.84 %**	**11.04 %**	**10.00 %**	**9.14 %**	**7.81 %**	**8.69 %**	**11.77 %**	**4.03 %**
Less: Discount rate multiplied by average life	(5.03)%	(5.17)%	(5.45)%	(6.07)%	(7.04)%	(11.54)%	(6.25)%	2.02 %
Gross fair value premium as a percentage of loan principal balance	**6.81 %**	**5.87 %**	**4.55 %**	**3.07 %**	**0.77 %**	**(2.85)%**	**5.52 %**	**6.04 %**
Less: Accrued interest and fees as a percentage of loan principal balance	(0.87)%	(0.92)%	(1.06)%	(1.15)%	(1.35)%	(1.11)%	(1.04)%	0.48 %
Fair value premium as a percentage of loan principal balance	**5.94 %**	**4.95 %**	**3.49 %**	**1.92 %**	**(0.58)%**	**(3.96)%**	**4.48 %**	**6.52 %**
Discount rate	6.54 %	6.65 %	6.85 %	7.84 %	8.84 %	12.78 %	7.77 %	(2.30)%

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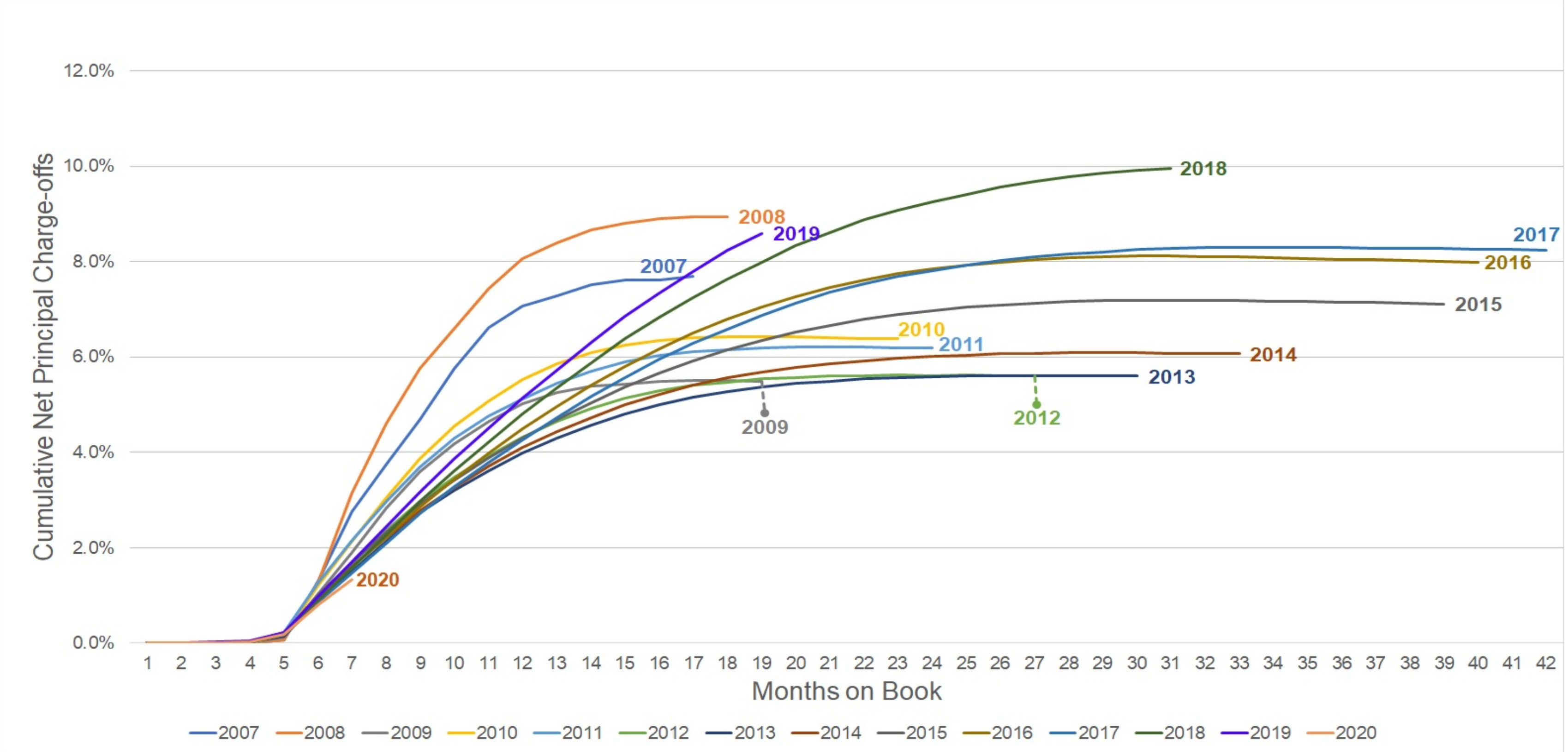
Net lifetime loan loss rates by vintage



Year of Origination	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Net Lifetime Loan Losses as % of Original Principal Balance	7.7%	8.9%	5.5%	6.4%	6.2%	5.6%	5.6%	6.1%	7.1%	8.0%	8.2%	10.0%*	8.6%*	1.3%*
Outstanding Principal Balance as % of Original Amount Disbursed	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	4.7%	29.4%	75.9%
Dollar Weighted Average Original Term for Vintage (Months)	9.3	9.9	10.2	11.7	12.3	14.5	16.4	19.1	22.3	24.2	26.3	29.0	30.0	32.0

* 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 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.

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Forward looking adjusted EBITDA and adjusted net income reconciliations

($ Millions)	3Q21 Low		3Q21 High		FY 2021 Low		FY 2021 High	
Net income	$	8.5	$	10.0	$	28.5	$	30.8
Adjustments:								
Income tax expense (benefit)		3.1		3.7		10.3		11.1
Depreciation and amortization		6.5		6.7		25.3		25.9
Impairment		—		—		3.3		3.3
Stock-based compensation expense		4.9		5.6		21.0		22.1
Retail network optimization expenses		—		—		12.7		12.7
Origination fees for Fair Value Loans, net		(7.0)		(8.2)		(21.7)		(23.7)
Fair value mark-to-market adjustment		(13.1)		(12.8)		(72.3)		(72.1)
Adjusted EBITDA	**$**	**3.0**	**$**	**5.1**	**$**	**7.0**	**$**	**10.0**

	3Q21 Low		3Q21 High		FY 2021 Low		FY 2021 High	
Net income	$	8.5	$	10.0	$	28.5	$	30.8
Adjustments:								
Income tax expense (benefit)		3.1		3.7		10.3		11.1
Impairment		—		—		3.3		3.3
Stock-based compensation expense		4.9		5.6		21.0		22.1
Retail network optimization expenses		—		—		12.7		12.7
Adjusted income before taxes	**$**	**16.5**	**$**	**19.4**	**$**	**75.8**	**$**	**79.9**
Normalized income tax benefit (expense)		4.5		5.3		20.8		21.9
Adjusted Net Income (1)	**$**	**12.0**	**$**	**14.0**	**$**	**55.0**	**$**	**58.0**

(1) Management's guidance assumes the following for 3Q 2021 and FY 2021, respectively:

With respect to 3Q 2021, for loans which are projected to have a weighted average life of 0.77 years, the Company is assuming a September 30, 2021 interpolated LIBOR/Swap rate of 0.15%, based on the forward rates from August 2, 2021. For notes, which have original terms of 2 or 3 years, the Company interpolates between the forward swap rates. The Company is assuming a September 30, 2021 interpolated LIBOR/Swap rate of 0.21%, based on the forward rates from August 2, 2021.

With respect to FY 2021, for loans which are projected to have a weighted average life of 0.77 years, the Company is assuming a December 31, 2021 interpolated LIBOR/Swap rate of 0.17%, based on the forward rates from August 2, 2021. For notes, which have original terms of 2 or 3 years, the Company interpolates between the forward swap rates. The Company is assuming a December 31, 2021 interpolated LIBOR/Swap rate of 0.25%, based on the forward rates from August 2, 2021.

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