



 **oportun**

Investor Presentation

March 2026

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 expectations regarding macroeconomic conditions and future growth opportunities; our net charge-off rate projections and expectations; our expected pricing initiatives and targeted marketing campaigns; 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; our expectations regarding the anticipated financial impact and funding cost efficiencies associated with our acquisition of the Oportun-serviced loan portfolio from Pathward; first quarter and full-year 2026 outlook; our expectations regarding total revenue, net income, and Adjusted Net Income, Return on Equity and Adjusted ROE, Adjusted EPS, Adjusted EBITDA, operating expenses, originations and annualized NCO rates in full year 2026; 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, 2025, unless otherwise noted.

Company Overview

Company Overview

Overview of Oportun Financial (Nasdaq: OPRT)

We provide intelligent borrowing and savings capabilities to help our members build a better financial future

- Oportun offers products that holistically address two of the most fundamental challenges to financial health and resilience: access to affordable credit and the ability to build adequate savings
- Our customers are hard-working, responsible individuals with modest incomes and limited savings who often rely on credit to manage unexpected or large expenses
- We strive to make the application and servicing process quick and convenient through our customer-first, omni-channel platform
- Our business is powered by a proprietary, centralized technology platform and fully automated risk engine, which enables real-time approval decisions without manual exceptions or overrides
- Since our founding in 2005, we have originated more than 8 million loans and extended more than \$21.8 billion in credit, helping 1.3 million members build credit histories
- Additionally, since 2015, our Set & Save™ members have set aside more than \$12.5 billion in savings, averaging approximately \$1,800 per member per year

Select FY25 Financial Data

| | |
|---------------------------------------|----------|
| Total Revenue | \$957M |
| Aggregate Originations | \$1,957M |
| Portfolio Yield | 33.1% |
| Annualized Net Charge-Off Rate | 12.0% |
| Adjusted EBITDA | \$148M |
| Adjusted Net Income | \$65M |
| Adjusted EPS | \$1.36 |
| GAAP Net Income | \$25M |

Borrowing, savings and budgeting for hardworking individuals

Mission

Empowering members to build a better future



Unsecured Personal Loans



Secured Personal Loans



Savings

Strong Customer Value Proposition

Proprietary Underwriting Engine

Comprehensive Physical and Digital Channels

Unique Servicing and Collections Capabilities

Award Winning Savings Product

Oportun Target Market

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

Thin-file / no-file borrowers who are traditionally underserved

Addressing the biggest challenges facing U.S. consumers

70%

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%

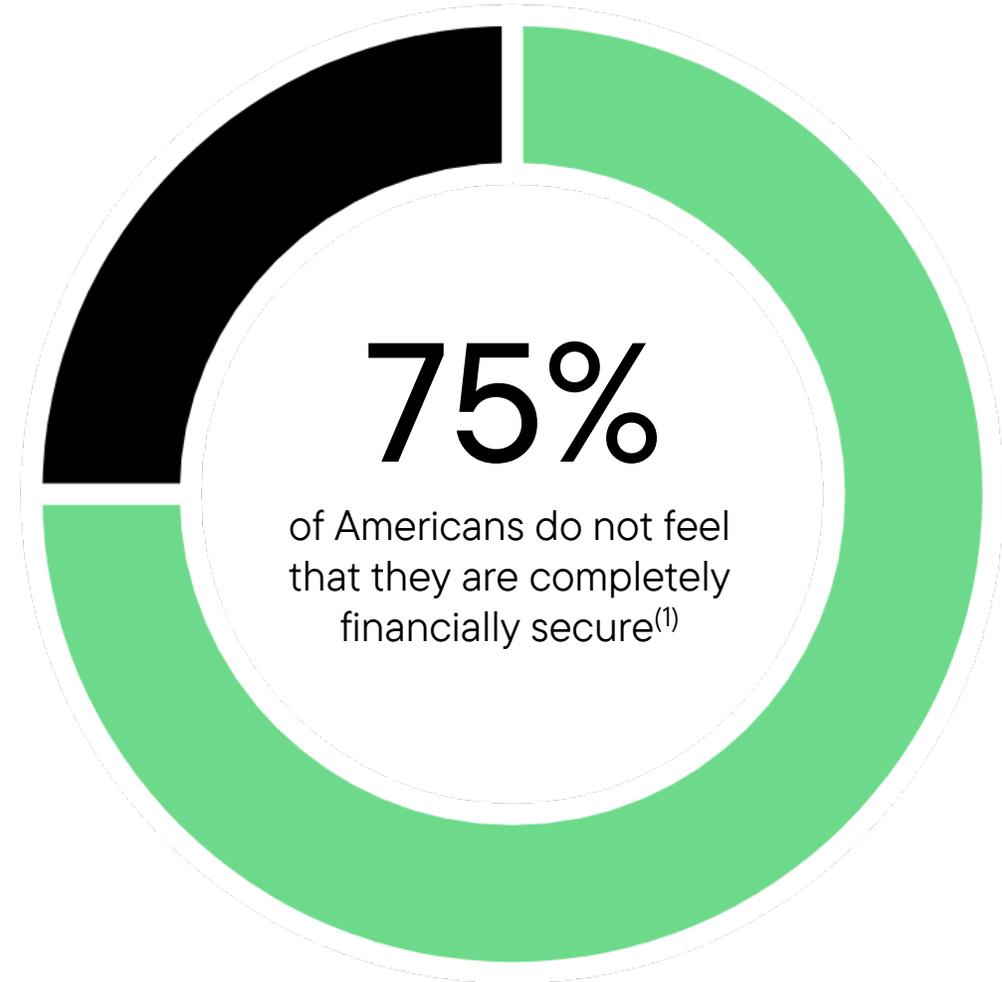
had bank-related account fees in the past year⁽⁴⁾

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

Use Case

Avg Loan Size

25th and 75th Percentile

Avg Term

25th and 75th Percentile

Weighted Avg APR

Unsecured Personal Loans

Simple-to-understand, affordable, unsecured, fully-amortizing installment loans with fixed payments

\$3,252

\$1,500 | \$4,500

26 months

19 | 34 months

33.8%

Secured Personal Loans

Personal installment loan product secured by an automobile, allowing members to access larger loan sizes

\$6,506

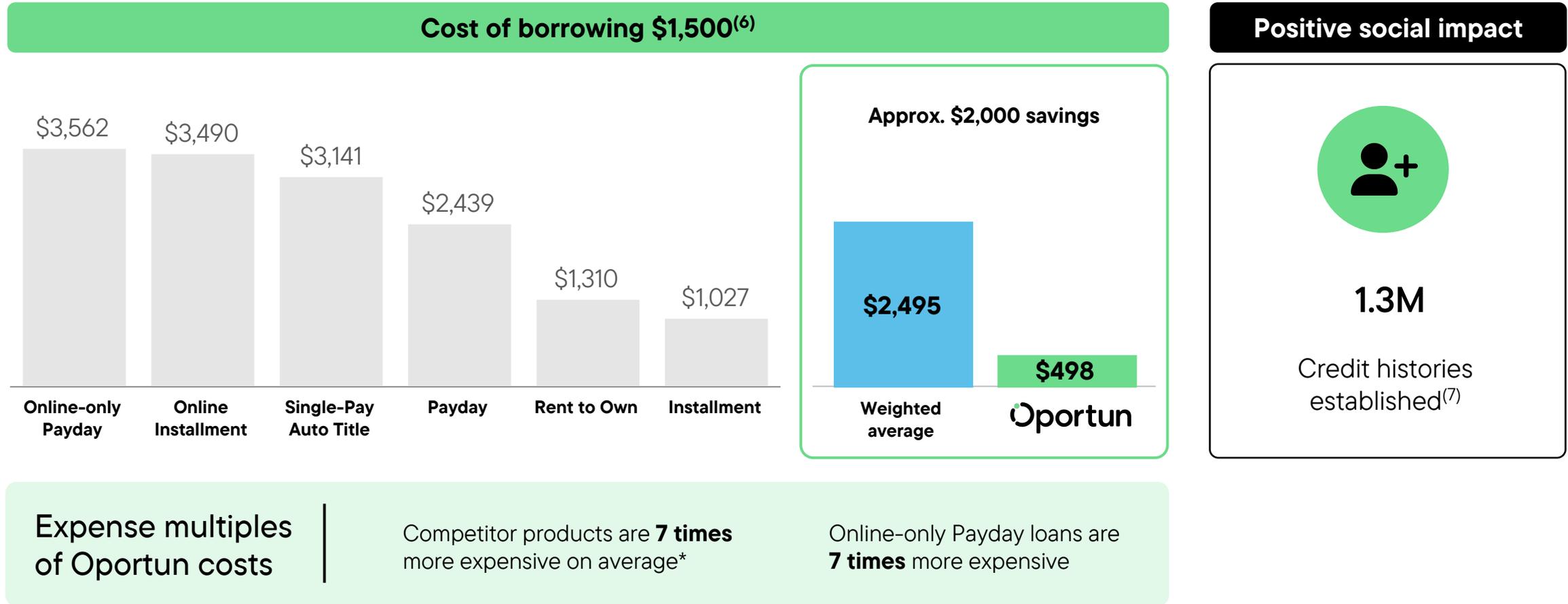
\$2,900 | \$9,000

35 months

25 | 43 months

33.4%

Compelling customer value proposition compared to the alternatives



Credit Risk Platform Enables Highly Granular Decision Making and Competitive Advantage

100% centralized, automated underwriting with no overrides or exceptions

Billions of data points

analyzed using A.I. (machine learning) to develop credit and fraud models

1,000+ end nodes

allow for precision in approve / decline and loan amount decisions

3 independent frameworks

permit very fine gradations of credit risk

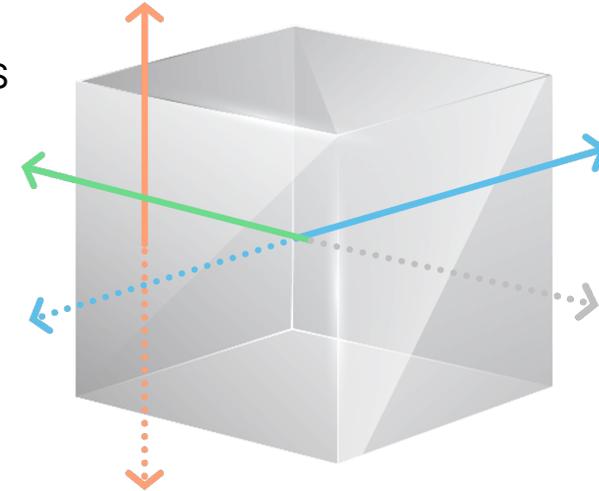
30+ alternative data sources

and ongoing machine learning application for new data sets

Added bank transaction data

to improve underwriting, marketing and servicing

Ability to adapt overnight to changing credit environment



Alternative Data Score

allows us to score 100% of customers, even no-hits and non-scorables

includes bank transaction, rental, and cell phone payment data, amongst numerous types

Income verification and ability-to-pay analysis

determines approve and loan amount

Custom built bureau score

more accurate for thin-file customers

Multi-channel loan originations...

53% of FY25 applicants used more than one channel to apply; **78%** utilized Mobile / Digital channel for at least part of their applications, even if they initiated in Retail or with a Contact Center

Loan Origination Channels*

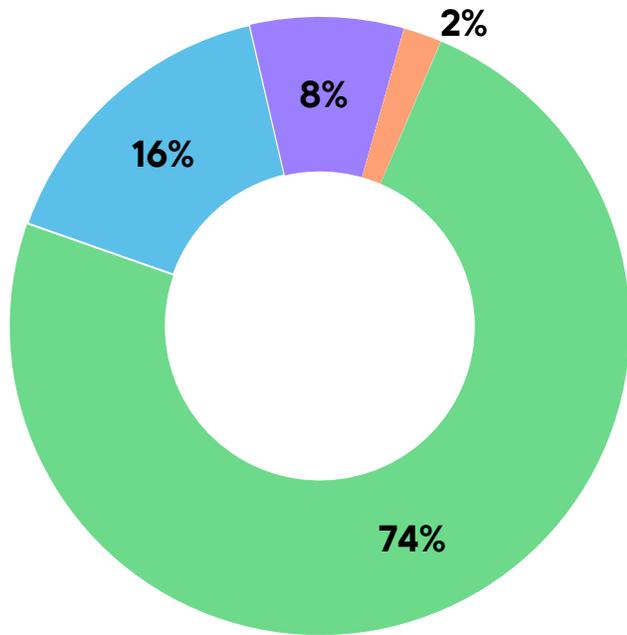
| Mix | Channel | Scale |
|------------|--|--|
| 27% | 126 Retail locations and 465 Lending as a Service Partner locations | <ul style="list-style-type: none">• Retail locations located in Arizona, California, Florida, Illinois, New Jersey, Nevada, Texas, and Utah• Lending as a Service partners include DoEx Dollar Express, Barri Financial[®] and Western Union |
| 48% | Contact Centers | <ul style="list-style-type: none">• 500+ contact center team members engaged in marketing products and assisting members through the loan process• Two contact centers in Mexico |
| 25% | Mobile / Digital | <ul style="list-style-type: none">• Award-winning mobile app and digital / online optimized for conversion |

...and multi-channel loan servicing

While **90%** of payments received during 4Q25 were made via either debit or ACH, Oportun also offers **over 100K** partner payment locations, in addition to Oportun-branded retail stores

Payment Channels

Payment Channel Distribution *



ACH Debit In-Store Partner

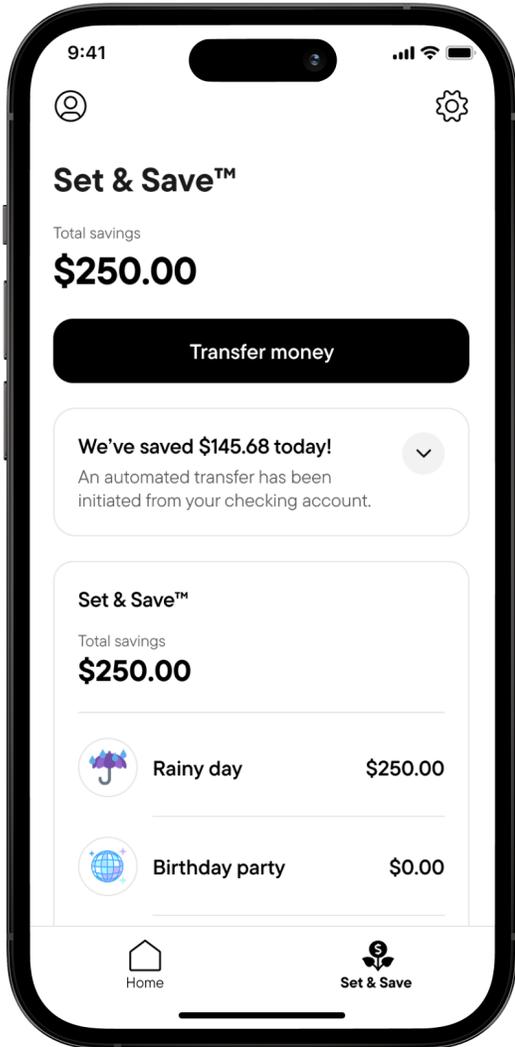
Partner Payment Locations

~60,000 PayNearMe FAMILY DOLLAR 7 ELEVEN CVS

~30,000 CheckFreePay Walmart Kroger Walgreens

~20,000 MoneyGram

Savings remains a 2026 priority



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

\$12.5B+

saved for members since 2015



#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](#)

Strategic Priorities

Consistent strategic focus delivering measurable results

Improving Credit Outcomes

- Increased proportion of returning member originations from 64% in 1H25 to 74% in 2H25
- Leveraging new early default model to enhance predictiveness, and bank transaction model to lower loan amounts and enact hard declines where needed
- Continuing to calibrate credit under conservative posture
- 2026 focus: Upgrading decisioning infrastructure to expedite model development

Strengthening Business Economics

- FY25 Adjusted ROE of 17.5% up 10 ppt; progressing towards annual GAAP ROE target of 20-28%
- FY25 Risk Adjusted Net Interest Margin Ratio improved by 55 bps Y/Y to 15.8%
- FY25 Adjusted OpEx ratio of 12.7% improved 109 bps, approached 12.5% target
- 2026 focus: Advancing new initiative to lend to higher-risk customers at rates above 36%

Identifying High-Quality Originations

- FY25 originations growth of 10% outpaces guidance
- FY25 application growth more than doubled originations growth
- FY25 referral-driven originations growth of 59% to \$124M
- FY25 secured personal loan (SPL) portfolio grew 39%, with 600+ bps lower losses than unsecured
- 2026 focus: New direct mail campaigns specifically targeting potential SPL customers

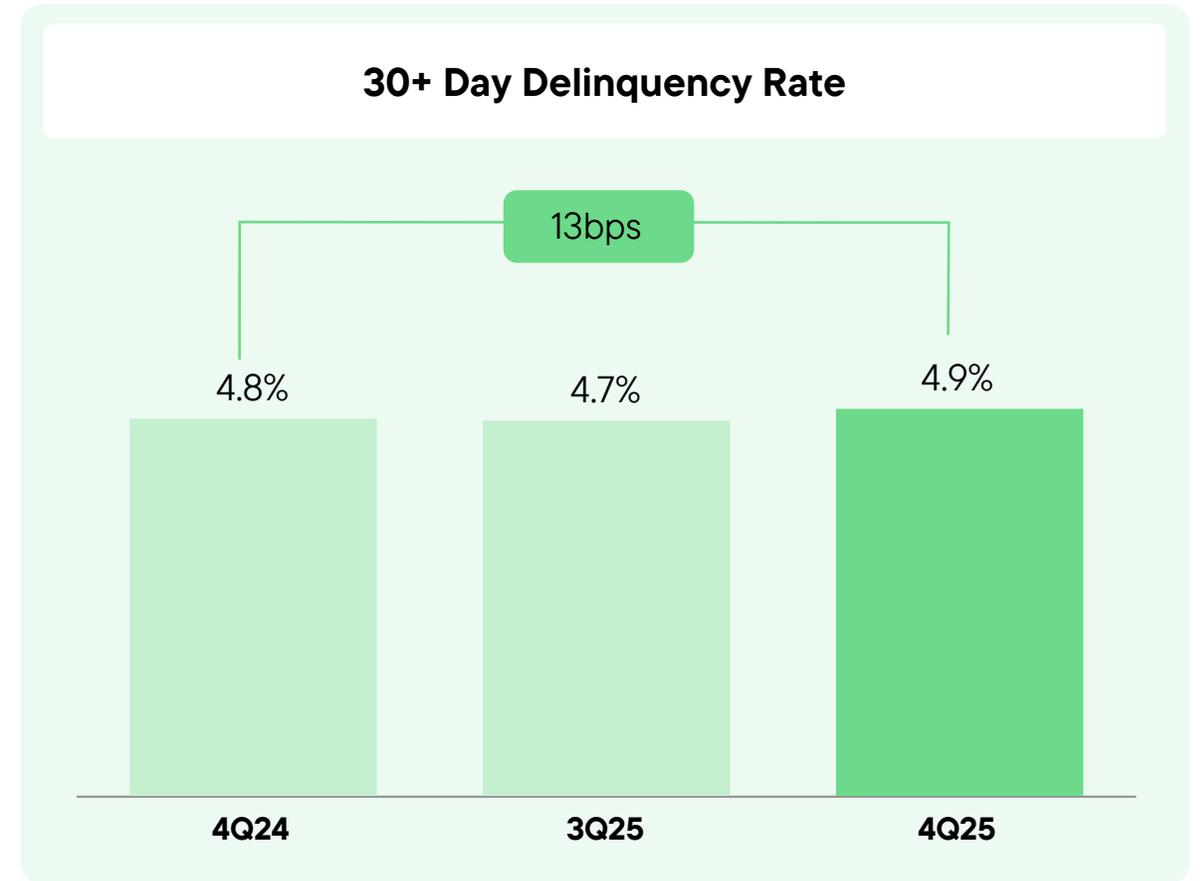
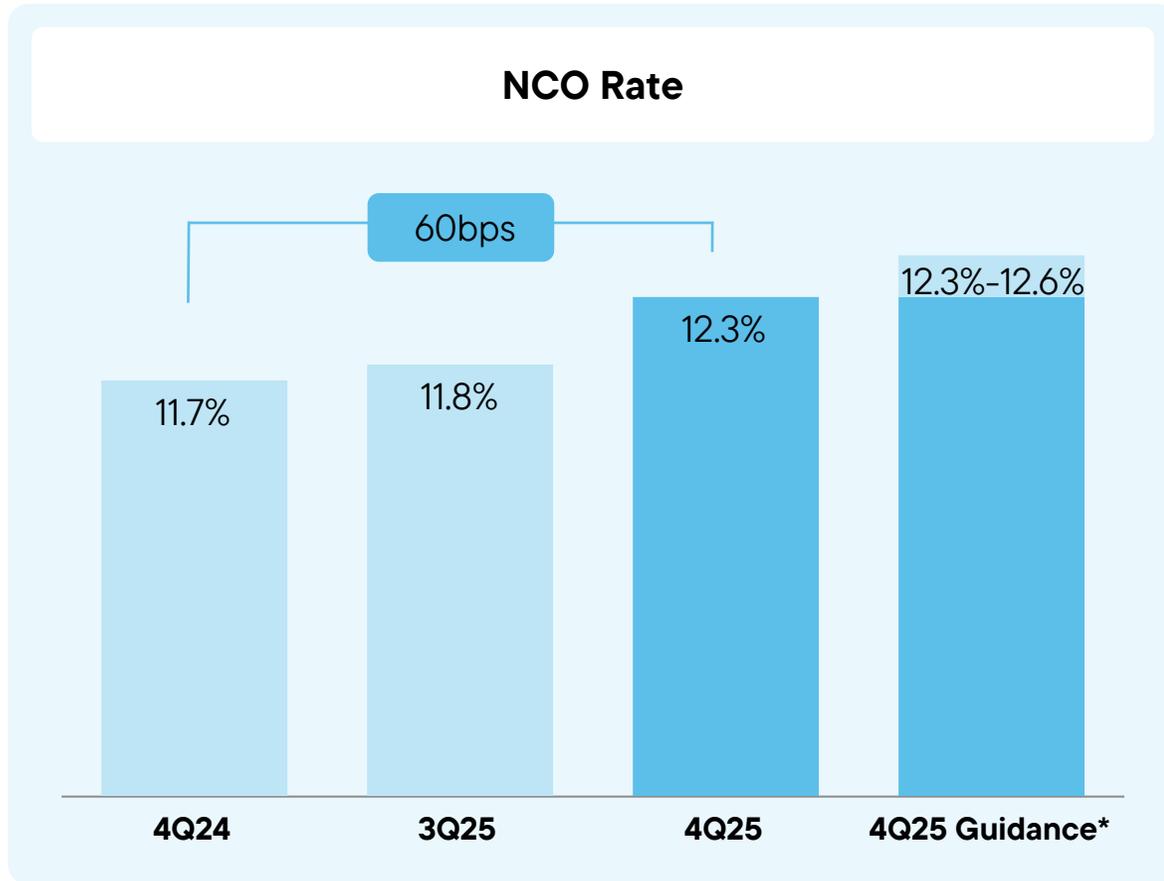
Disciplined credit stance reflects member stability

Strong employment and residential stability, with 95% of loans disbursed to U.S. bank accounts

| | | |
|------------------------------|------------------|---|
| Income Verified | 100% | Of applicants, ~\$56K median gross income |
| Loan Disbursement | 95% | Of borrowers receive in U.S. bank accounts |
| Employment Stability | 5.7 Years | On average with same employer |
| Residential Stability | 6.2 Years | On average at same residence |
| Target Customers | 661 | Average Vantage score at origination* with ~97% of ending principal balance having a Vantage score at origination |

Fourth quarter 2025 credit performance

Annualized NCO rate of 12.3% increased as anticipated, yet landed at the low end of guidance range; 30+ Day DQ rate increased modestly year-over-year



Financial Overview

4Q25 earnings overview

Consistently GAAP profitable during 2025, growing net income by \$104 million Y/Y

- YE25 stockholders equity grew by \$36M, 10% Y/Y
- FY25 6.8% ROE, up 28 ppt Y/Y
- \$3.4M in Q4 net income, fifth consecutive GAAP profitable quarter
- \$6.6M in Q4 pre-tax income, up \$2.7M, 68% Y/Y

FY25 performance provides strong momentum

- Met or outperformed each fourth quarter and full year guidance metric
- Adjusted EPS of \$1.36, up 89%
- Adjusted ROE of 17.5%, up 10 ppt
- Adjusted EBITDA of \$148M, up 42%
- OpEx declines \$49M, 12%
- Interest expense declined \$7M, 3%
- Originations growth of 10% drove improvement of FY24's average daily principal balance trends, with decline moderating from 8% to 2%
- Reduced leverage from 7.9x to 7.2x, while increasing unrestricted cash balance by \$46M, 76%

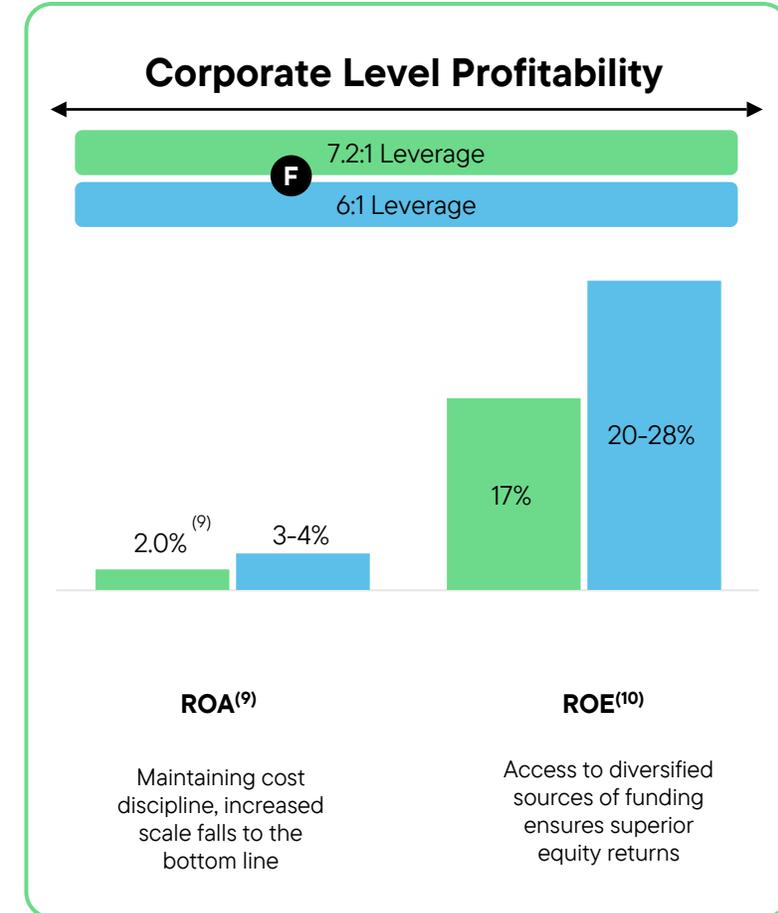
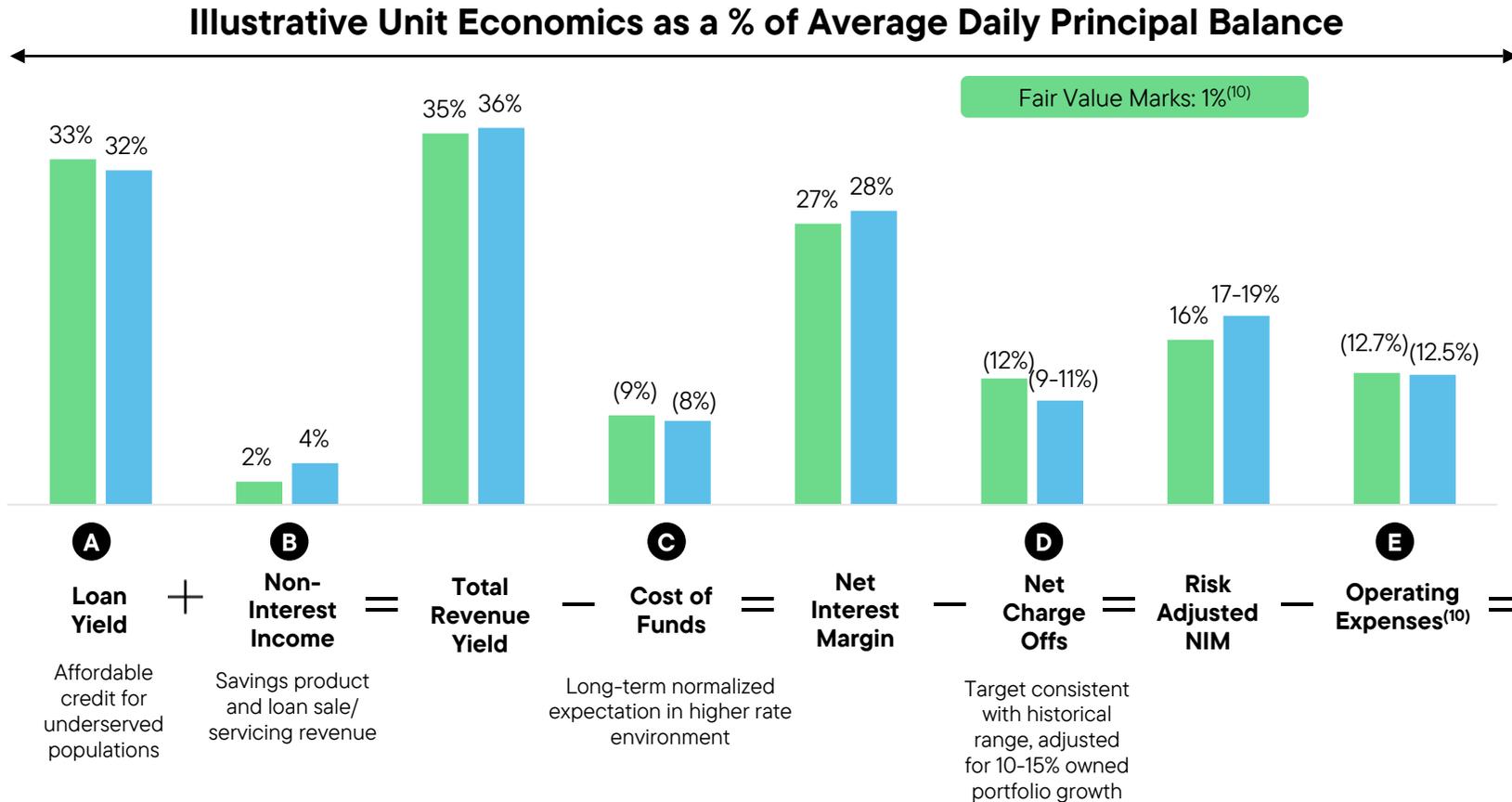
FY26 Adjusted EPS guidance range reflects 16% growth at the midpoint

- Adjusted EPS guidance range of \$1.50-\$1.65
- Adjusted EBITDA guidance range of \$150-\$165M reflects 6% growth at the midpoint
- Expecting FY26 improvement across metrics:
 - GAAP profitability growth
 - Increased ROE and Adjusted ROE
 - Improved NCO rate at midpoint guidance
 - 10%+ lower interest expense
 - Additional de-leveraging

Attractive unit economic model

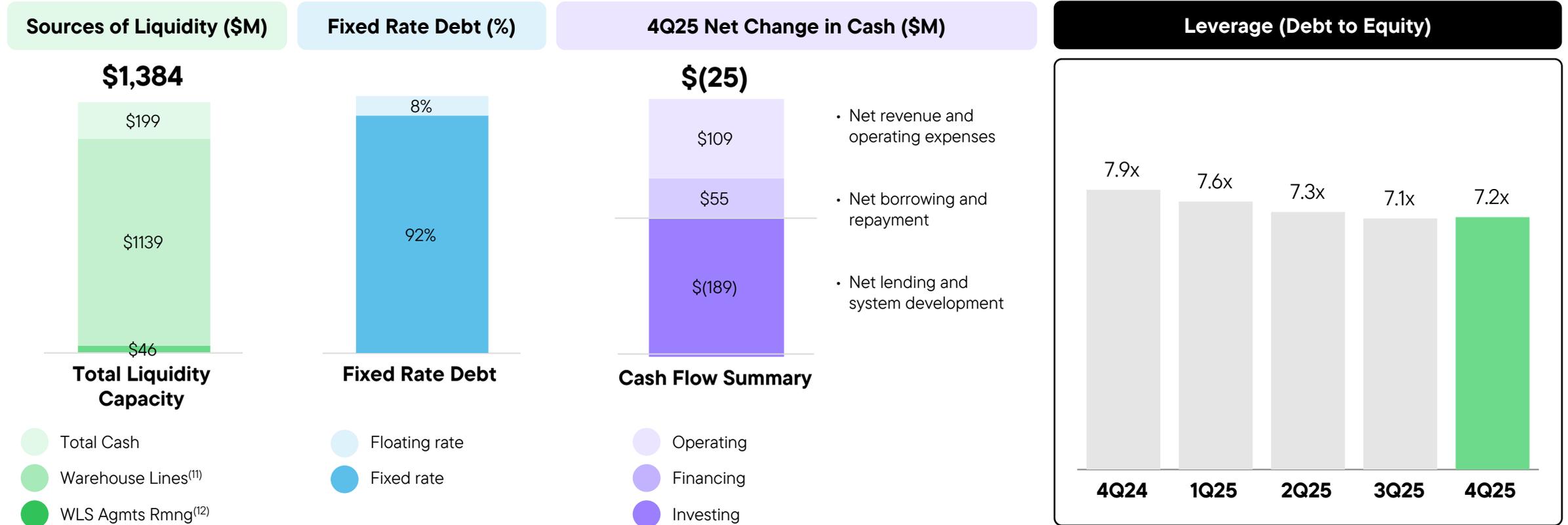
FY 2025 Adjusted ROE of 17.5% was nearly a 10 percentage point Y/Y improvement from 7.7% in FY 2024

● FY 2025 Metric ● Target



Fourth quarter and full year 2025 capital and liquidity

Reduced FY25 corporate debt outstanding by \$70M (30%) while increasing unrestricted cash by \$46M (76%); \$485M February 2026 ABS transaction is fourth consecutive to achieve sub-6% funding cost



First quarter and Full Year 2026 guidance

| | 1Q 2026E | FY 2026E |
|------------------------------------|-------------------|------------------|
| Total Revenue | \$225 - \$230M | \$935 - \$955M |
| Annualized Net Charge-off Rate (%) | 12.65% +/- 15 bps | 11.9% +/- 50 bps |
| Adjusted EBITDA* | \$25 - \$30M | \$150 - \$165M |
| Adjusted Net Income* | — | \$74 - \$82M |
| Adjusted EPS* | — | \$1.50 - \$1.65 |

Management Team

Management Team

Expertise Across Products and Industries



Raul Vazquez

Chief Executive Officer and Board Member

20+ years in Consumer Finance, High Tech and Retail



Patrick Kirscht

Chief Credit Officer

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



Kathleen Layton

Chief Legal Officer

15+ years in Corporate and Capital Markets Legal



Paul Appleton

Treasurer, Head of Capital Markets and Interim Chief Financial Officer

20+ years in Consumer Lending



Gonzalo Palacio

Chief Marketing Officer

15+ years in Consumer Lending and Banking Services



Deepak Rao

Chief Technology Officer

20+ years in High Tech and Consumer Finance



Ryan Helwig

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



Gaurav Rana

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



Ezra Garrett

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



Appendix

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 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 ("Adjusted 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 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 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

Appendix

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 reclassified 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
- **Net Interest Margin** is calculated by subtracting interest expense from total revenue
- **Net Interest Margin Ratio** is calculated as annualized Net Interest Margin divided by Average Daily Principal Balance
- **Net Charge-Offs ("NCO")** is loan and credit card principal losses (net of recoveries)
- **OpEx** is total operating expense
- **OpEx Ratio** is calculated as annualized Operating Expense divided by Average Daily Principal Balance
- **Owned Principal Balance EOP** 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 Assets ("ROA")** is annualized Adjusted Net income as a percentage of Average Daily Principal Balance
- **Return on Equity ("ROE")** is calculated as annualized net income divided by average stockholders' equity for a period
- **Risk Adjusted Net Interest Margin** is a non-GAAP financial measure calculated by adjusting our Net Interest Margin to exclude the impact of fair value mark-to-market adjustment on Loans Receivable at Fair Value, Charge-offs, net of recoveries on Loans Receivable at Fair Value, and certain non-recurring charges
- **Risk Adjusted Net Interest Margin Ratio** is a non-GAAP financial measure calculated as annualized Risk Adjusted Net Interest Margin divided by Average Daily Principal Balance
- **Risk Adjusted Yield** is calculated by subtracting Annualized Net Charge-Off Rate from Portfolio Yield for the period

Appendix

Key financial & operating metrics

| | Quarter Ended | | | | | | Year Ended December 31 | | |
|------------------------------------|---------------|---------|---------|---------|---------|---------|------------------------|-----------|---------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | Change | 2025 | 2024 | Change |
| | | | | | | Y / Y | | | Y / Y |
| Aggregate Originations (Millions) | \$494.9 | \$511.8 | \$480.8 | \$469.4 | \$522.2 | (5.2)% | \$1,956.8 | \$1,775.3 | 10.2% |
| Portfolio Yield (%) | 33.3% | 33.0% | 32.8% | 33.0% | 34.2% | (87)bps | 33.1% | 33.5% | (39)bps |
| 30+ Day Delinquency Rate (%) | 4.9% | 4.7% | 4.4% | 4.7% | 4.8% | 13bps | 4.9% | 4.8% | 13bps |
| Annualized Net Charge-Off Rate (%) | 12.3% | 11.8% | 11.9% | 12.2% | 11.7% | 60bps | 12.0% | 12.0% | 7bps |

| Other Useful Metrics | Quarter Ended | | | | | | Year Ended December 31 | | |
|--|---------------|-----------|-----------|-----------|-----------|----------|------------------------|-----------|---------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | Change | 2025 | 2024 | Change |
| | | | | | | Y / Y | | | Y / Y |
| Managed Principal Balance EOP (Millions) | \$2,914.0 | \$2,941.8 | \$2,939.8 | \$2,955.0 | \$2,973.5 | (2.0)% | \$2,914.0 | \$2,973.5 | (2.0)% |
| Owned Principal Balance EOP (Millions) | \$2,739.0 | \$2,632.7 | \$2,636.4 | \$2,659.4 | \$2,678.2 | 2.3% | \$2,739.0 | \$2,678.2 | 2.3% |
| Average Daily Principal Balance (Millions) | \$2,765.0 | \$2,669.5 | \$2,666.8 | \$2,705.2 | \$2,714.4 | 1.9% | \$2,701.7 | \$2,766.6 | (2.3)% |
| Average Daily Debt Balance (Millions) | \$2,892.2 | \$2,788.9 | \$2,779.2 | \$2,839.1 | \$2,827.4 | 2.3% | \$2,824.9 | \$2,846.9 | (0.8)% |
| Annualized interest expense (Millions) | \$229.9 | \$224.6 | \$238.8 | \$232.8 | \$293.2 | (21.6)% | \$231.5 | \$238.2 | (2.8)% |
| Cost of Debt (%) | 7.9% | 8.1% | 8.6% | 8.2% | 10.4% | (242)bps | 8.2% | 8.4% | (17)bps |
| Customer Acquisition Cost ⁽¹⁾ | \$111 | \$103 | \$115 | \$139 | \$111 | —% | \$117 | \$125 | (6.4)% |

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

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

Appendix

Condensed consolidated income statement

| | Quarter Ended | | | | | Change Y / Y | Year Ended December 31 | | |
|---|----------------|----------------|----------------|----------------|----------------|-----------------|------------------------|------------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| <i>(\$ Millions, except per share data. Shares in Millions)</i> | | | | | | | | | |
| Interest income | \$232.4 | \$222.3 | \$218.3 | \$220.2 | \$233.5 | (0.5)% | \$893.2 | \$925.5 | (3.5)% |
| Non-interest income | 15.4 | 16.3 | 16.1 | 15.7 | 17.5 | (12.1)% | 63.5 | 76.3 | (16.8)% |
| Total revenue | \$247.7 | \$238.7 | \$234.3 | \$235.9 | \$250.9 | (1.3)% | \$956.7 | \$1,001.8 | (4.5)% |
| Less: | | | | | | | | | |
| Interest expense | \$57.9 | \$56.6 | \$59.5 | \$57.4 | \$73.7 | (21.4)% | \$231.5 | \$238.2 | (2.8)% |
| Net increase (decrease) in fair value | (99.4) | (77.0) | (70.3) | (72.7) | (83.9) | (18.5)% | (319.3) | (468.4) | 31.8% |
| Net Revenue | \$90.4 | \$105.1 | \$104.6 | \$105.8 | \$93.4 | (3.2)% | \$405.8 | \$295.2 | 37.5% |
| Operating expenses: | | | | | | | | | |
| Sales and marketing | \$16.1 | \$16.5 | \$18.1 | \$19.9 | \$17.3 | (6.8)% | \$70.6 | \$67.0 | 5.4% |
| Other operating expenses | 67.7 | 74.3 | 76.4 | 72.8 | 72.2 | (6.2)% | 291.2 | 343.4 | (15.2)% |
| Total operating expenses | \$83.8 | \$90.8 | \$94.4 | \$92.7 | \$89.5 | (6.3)% | \$361.8 | \$410.4 | (11.8)% |
| Income (loss) before taxes | \$6.6 | \$14.2 | \$10.1 | \$13.2 | \$3.9 | 67.9% | \$44.1 | \$(115.2) | NM |
| Income tax provision (benefit) | 3.2 | 9.0 | 3.2 | 3.4 | (4.8) | NM | 18.8 | (36.5) | NM |
| Net income (loss) | \$3.4 | \$5.2 | \$6.9 | \$9.8 | \$8.7 | (61.0)% | \$25.2 | \$(78.7) | NM |
| Memo: | | | | | | | | | |
| Earnings (loss) per share | \$0.07 | \$0.11 | \$0.15 | \$0.21 | \$0.20 | (65.0)% | \$0.54 | \$(1.95) | NM |
| Diluted earnings (loss) per share | \$0.07 | \$0.11 | \$0.14 | \$0.21 | \$0.20 | (65.0)% | \$0.53 | \$(1.95) | NM |
| Weighted average common shares outstanding - basic | 46.9 | 46.7 | 46.6 | 45.5 | 42.7 | 9.7% | 46.4 | 40.4 | 15.0% |
| Weighted average common shares outstanding - diluted | 48.2 | 48.3 | 47.9 | 47.0 | 43.6 | 10.6% | 47.9 | 40.4 | 18.6% |

Appendix

Condensed consolidated balance sheet

| (\$ Millions) | Quarter Ended | | | | | Change |
|---|------------------|------------------|------------------|------------------|------------------|---------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | Y / Y |
| Cash and cash equivalents | \$105.5 | \$104.6 | \$96.8 | \$78.5 | \$60.0 | 76.0% |
| Restricted cash | 93.4 | 119.3 | 131.4 | 152.4 | 154.7 | (39.6)% |
| Total cash | \$198.9 | \$224.0 | \$228.2 | \$231.0 | \$214.6 | (7.3)% |
| Loans receivable at fair value | 2,874.1 | 2,759.7 | 2,755.5 | 2,770.5 | 2,778.5 | 3.4% |
| Other assets | 184.8 | 202.6 | 217.4 | 224.8 | 234.0 | (21.0)% |
| Total assets | \$3,257.9 | \$3,186.2 | \$3,201.1 | \$3,226.3 | \$3,227.1 | 1.0% |
| Secured financing | 199.4 | 161.9 | 331.1 | 445.5 | 535.5 | (62.8)% |
| Asset-backed notes at fair value | 263.8 | 352.8 | 617.9 | 863.9 | 1,080.7 | (75.6)% |
| Asset-backed borrowings at amortized cost | 2,192.6 | 2,040.1 | 1,605.6 | 1,281.3 | 984.3 | 122.8% |
| Corporate financing | 143.7 | 175.7 | 193.9 | 199.7 | 203.8 | (29.5)% |
| Other liabilities | 68.3 | 71.8 | 76.6 | 69.9 | 69.1 | (1.1)% |
| Total liabilities | \$2,867.8 | \$2,802.3 | \$2,825.1 | \$2,860.2 | \$2,873.3 | (0.2)% |
| Total stockholders' equity | \$390.1 | \$383.9 | \$376.0 | \$366.1 | \$353.8 | 10.3% |
| Total liabilities and stockholders' equity | \$3,257.9 | \$3,186.2 | \$3,201.1 | \$3,226.3 | \$3,227.1 | 1.0% |

Appendix

Adjusted EBITDA reconciliation

| (\$ Millions) | Quarter Ended | | | | | Change Y / Y | Year Ended December 31, | | |
|---|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|----------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| Net income (loss) | \$3.4 | \$5.2 | \$6.9 | \$9.8 | \$8.7 | (61.0)% | \$25.2 | \$(78.7) | NM |
| Adjustments: | | | | | | | | | |
| Income tax expense (benefit) | 3.2 | 9.0 | 3.2 | 3.4 | (4.8) | NM | 18.8 | (36.5) | NM |
| Interest on corporate financing | 7.5 | 9.0 | 9.4 | 9.7 | 11.4 | (34.2)% | 35.7 | 51.1 | (30.1)% |
| Depreciation and amortization | 9.5 | 10.2 | 10.7 | 11.1 | 12.5 | (24.3)% | 41.5 | 52.2 | (20.5)% |
| Stock-based compensation expense | 2.7 | 2.5 | 2.7 | 2.8 | 2.8 | (6.6)% | 10.7 | 13.1 | (18.1)% |
| Other non-recurring charges ⁽¹⁾ | 6.6 | 4.4 | 4.0 | 1.7 | 14.3 | (54.1)% | 16.6 | 34.0 | (51.3)% |
| Fair value mark-to-market adjustment | 9.7 | 0.8 | (5.7) | (4.9) | (4.0) | NM | (0.1) | 69.3 | NM |
| Adjusted EBITDA | \$42.5 | \$41.2 | \$31.2 | \$33.5 | \$41.0 | 4% | \$148.4 | \$104.5 | 42% |
| Memo: | | | | | | | | | |
| Total revenue | 247.7 | 238.7 | 234.3 | 235.9 | 250.9 | (1.3)% | 956.7 | 1,001.8 | (4.5)% |
| Adjusted EBITDA Margin (%)⁽²⁾ | 17.1% | 17.3% | 13.3% | 14.2% | 16.3% | | 15.5% | 10.4% | |

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

⁽²⁾ Calculated as Adjusted EBITDA divided by total revenue.

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

Adjusted net income reconciliation

| (\$ Millions) | Quarter Ended | | | | | Change Y / Y | Year Ended December 31, | | |
|---|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|----------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| Net income (loss) | \$3.4 | \$5.2 | \$6.9 | \$9.8 | \$8.7 | (61.0)% | \$25.2 | \$(78.7) | NM |
| Adjustments: | | | | | | | | | |
| Income tax expense (benefit) | 3.2 | 9.0 | 3.2 | 3.4 | (4.8) | NM | 18.8 | (36.5) | NM |
| Stock-based compensation expense | 2.7 | 2.5 | 2.7 | 2.8 | 2.8 | (6.6)% | 10.7 | 13.1 | (18.1)% |
| Other non-recurring charges ⁽¹⁾ | 6.6 | 4.4 | 4.0 | 1.7 | 14.3 | (54.1)% | 16.6 | 34.0 | (51.3)% |
| Net decrease in fair value of credit cards receivable | — | — | — | — | — | NM | — | 36.2 | NM |
| Mark-to-market adjustment on ABS notes | 2.0 | 4.6 | 3.4 | 7.9 | 8.5 | (76.4)% | 17.8 | 72.1 | (75.3)% |
| Adjusted income before taxes | \$17.8 | \$25.7 | \$20.1 | \$25.5 | \$29.5 | (39.7)% | \$89.2 | \$40.2 | 122.0% |
| Normalized income tax expense | (4.8) | (6.9) | (5.4) | (6.9) | (8.0) | 39.7% | (24.1) | (10.8) | (122.0)% |
| Income tax rate (%) | 27.0% | 27.0% | 27.0% | 27.0% | 27.0% | | 27.0% | 27.0% | |
| Adjusted Net Income | \$13.0 | \$18.8 | \$14.7 | \$18.6 | \$21.5 | (39.8)% | \$65.1 | \$29.3 | 122.0% |
| Memo: | | | | | | | | | |
| Stockholders' equity | \$390.1 | \$383.9 | \$376.0 | \$366.1 | \$353.8 | 10.3% | \$390.1 | \$353.8 | 10.3% |
| GAAP ROE | 3.5% | 5.4% | 7.4% | 11.0% | 10.2% | | 6.8% | (20.8)% | |
| Adjusted ROE (%)⁽²⁾ | 13.3% | 19.6% | 15.9% | 21.0% | 25.2% | | 17.5% | 7.7% | |

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

⁽²⁾ Calculated as Adjusted Net Income (Loss) divided by average stockholders' equity. ROE has been annualized.

Appendix

Adjusted operating expense and adjusted operating expense ratio reconciliation

| (\$ Millions) | Quarter Ended | | | | | Change Y / Y | Year Ended December 31, | | |
|--|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|----------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| OpEx Ratio | 12.0% | 13.5% | 14.2% | 13.9% | 13.1% | | 13.4% | 14.8% | |
| Total operating expense | \$83.8 | \$90.8 | \$94.4 | \$92.7 | \$89.5 | (6.3)% | \$361.8 | \$410.4 | (11.8)% |
| Less: | | | | | | | | | |
| Stock-based compensation expense | (2.7) | (2.5) | (2.7) | (2.8) | (2.8) | 6.6% | (10.7) | (13.1) | 18.1% |
| Other non-recurring charges ⁽¹⁾ | (0.5) | (3.6) | (3.2) | (0.9) | 2.6 | NM | (8.2) | (16.0) | 48.7% |
| Total Adjusted Operating Expense | \$80.7 | \$84.7 | \$88.6 | \$88.9 | \$89.2 | (9.5)% | \$342.9 | \$381.3 | (10.1)% |
| Average Daily Principal Balance | \$2,765.0 | \$2,669.5 | \$2,666.8 | \$2,705.2 | \$2,714.4 | 1.9% | \$2,701.7 | \$2,766.6 | (2.3)% |
| Adjusted OpEx Ratio | 11.6% | 12.6% | 13.3% | 13.3% | 13.1% | | 12.7% | 13.8% | |

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

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

Risk adjusted net interest margin reconciliation

| (\$ Millions) | Quarter Ended | | | | | Change Y / Y | Year Ended December 31, | | |
|--|----------------|----------------|----------------|----------------|---------------------|-----------------|-------------------------|----------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| Total Revenue | 247.7 | 238.7 | 234.3 | 235.9 | 250.9 | (1.3)% | 956.7 | 1,001.8 | (4.5)% |
| Less: Interest Expense | 57.9 | 56.6 | 59.5 | 57.4 | 57.1 ⁽¹⁾ | 1.5% | 231.5 | 238.2 | (2.8)% |
| Net Interest Margin | \$189.8 | \$182.1 | \$174.8 | \$178.5 | \$193.9 | (2.1)% | \$725.2 | \$763.6 | (5.0)% |
| Net Interest Margin Ratio | 27.2% | 27.1% | 26.3% | 26.8% | 28.4% | | 26.8% | 27.6% | |
| Adjustments: | | | | | | | | | |
| Mark-to-market adjustment on loans | 4.9 | 6.6 | 9.1 | 12.4 | 11.4 | (57.2)% | 33.0 | (1.7) | NM |
| Mark-to-market adjustment on derivatives | (12.6) | (2.9) | — | 0.4 | 1.0 | NM | (15.0) | 4.5 | NM |
| Net settlements on derivative instruments | (4.0) | 3.4 | 3.0 | 3.7 | 1.8 | NM | 6.1 | 7.5 | (19.2)% |
| Fair value mark on loans sold | — | — | — | — | (9.8) | NM | — | (75.2) | NM |
| Net decrease in Fair Value of Credit Card | — | — | — | — | — | NM | — | 36.2 | NM |
| Net charge-offs | (85.7) | (79.6) | (79.0) | (81.3) | (79.9) | (7.4)% | (325.5) | (331.4) | 1.8% |
| Other non-recurring charges | 0.7 | 0.8 | 0.8 | 0.7 | 0.2 | 220.1% | 2.9 | 1.4 | 110.7% |
| Risk Adjusted Net Interest Margin | \$93.1 | \$110.4 | \$108.7 | \$114.5 | \$118.7 | (21.6)% | \$426.6 | \$404.9 | 5.4% |
| Average Daily Principal Balance | 2,765.0 | 2,669.5 | 2,666.8 | 2,705.2 | 2,714.4 | 1.9% | 2,701.7 | 2,766.6 | (2.3)% |
| Risk Adjusted Net Interest Margin Ratio | 13.4% | 16.4% | 16.3% | 17.2% | 17.4% | | 15.8% | 15.2% | |

⁽¹⁾ Excludes a \$16.6 million non-cash write-off of deferred financing costs relating to the repayment of prior corporate financing facility as part of a November 2024 refinancing.

Appendix

Basic and diluted earnings per share reconciliation

| | Quarter Ended | | | | | Change Y / Y | Year Ended December 31 | | |
|---|---------------|---------------|---------------|---------------|---------------|-----------------|------------------------|-----------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| <i>(\$ Millions, except per share data. Shares in Millions)</i> | | | | | | | | | |
| Net income (loss) | \$3.4 | \$5.2 | \$6.9 | \$9.8 | \$8.7 | (61.0)% | \$25.2 | \$(78.7) | NM |
| Net income (loss) attributable to common stockholders | \$3.4 | \$5.2 | \$6.9 | \$9.8 | \$8.7 | (61.0)% | \$25.2 | \$(78.7) | NM |
| Basic weighted-average common shares outstanding | 46.9 | 46.7 | 46.6 | 45.5 | 42.7 | 9.7% | 46.4 | 40.4 | 15.0% |
| Weighted average effect of dilutive securities: | | | | | | | | | |
| Stock options | — | — | — | — | — | NM | — | — | NM |
| Restricted stock units | 1.3 | 1.6 | 1.3 | 1.5 | 0.8 | 56.2% | 1.4 | — | NM |
| Diluted weighted-average common shares outstanding | 48.2 | 48.3 | 47.9 | 47.0 | 43.6 | 10.6% | 47.9 | 40.4 | 18.6% |
| Earnings (loss) per share: | | | | | | | | | |
| Basic | \$0.07 | \$0.11 | \$0.15 | \$0.21 | \$0.20 | (64.5)% | \$0.54 | \$(1.95) | NM |
| Diluted | \$0.07 | \$0.11 | \$0.14 | \$0.21 | \$0.20 | (64.8)% | \$0.53 | \$(1.95) | NM |

Adjusted earnings per share reconciliation

| | Quarter Ended | | | | | Change Y / Y | Year Ended December 31 | | |
|--|---------------|---------------|---------------|---------------|---------------|-----------------|------------------------|---------------|-----------------|
| | 4Q25 | 3Q25 | 2Q25 | 1Q25 | 4Q24 | | 2025 | 2024 | Change Y / Y |
| <i>(\$ Millions, except per share data. Shares in Millions)</i> | | | | | | | | | |
| Diluted earnings (loss) per share | \$0.07 | \$0.11 | \$0.14 | \$0.21 | \$0.20 | (65.0)% | \$0.53 | \$(1.95) | NM |
| Adjusted Net Income | \$13.0 | \$18.8 | \$14.7 | \$18.6 | \$21.5 | (39.8)% | \$65.1 | \$29.3 | 122.0% |
| Basic weighted-average common shares outstanding | 46.9 | 46.7 | 46.6 | 45.5 | 42.7 | 9.7% | 46.4 | 40.4 | 15.0% |
| Weighted average effect of dilutive securities: | | | | | | | | | |
| Stock options | — | — | — | — | — | NM | — | — | NM |
| Restricted stock units | 1.3 | 1.6 | 1.3 | 1.5 | 0.8 | 56.2% | 1.4 | 0.5 | 187.5% |
| Diluted adjusted weighted-average common shares outstanding | 48.2 | 48.3 | 47.9 | 47.0 | 43.6 | 10.6% | 47.9 | 40.9 | 17.1% |
| Adjusted EPS | \$0.27 | \$0.39 | \$0.31 | \$0.40 | \$0.49 | (45.5)% | \$1.36 | \$0.72 | 89.5% |

Appendix

Net change in fair value

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

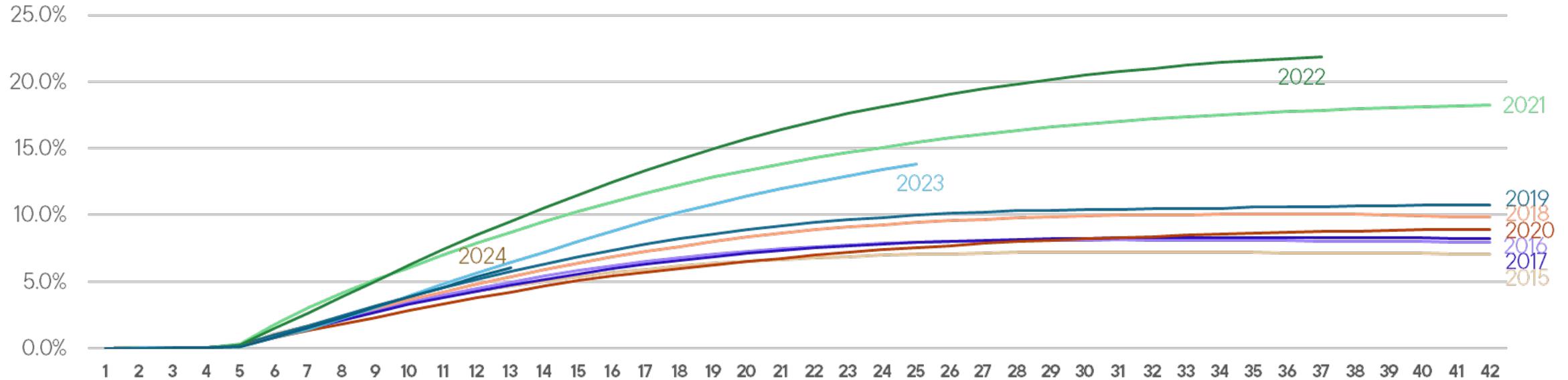
| \$ Millions | Quarter Ended | | | | Change | |
|--|------------------|------------------|------------------|------------------|-----------------|------------------|
| | 4Q25 | 3Q25 | 4Q24 | 3Q24 | Q / Q | Y / Y |
| Loan Portfolio Drivers | | | | | | |
| Discount rate | 6.3% | 6.3% | 7.9% | 8.3% | —% | (1.7)% |
| Remaining cumulative charge-offs as a % of principal balance | 12.3% | 12.2% | 11.7% | 11.9% | —% | 0.6% |
| Average life in years | 1.06 | 1.07 | 1.11 | 1.11 | -0.01 | -0.05 |
| Loans Receivable at Fair Value | | | | | | |
| Fair value loan portfolio – principal balance | \$2,739.0 | \$2,632.7 | \$2,678.2 | \$2,643.0 | \$106.3 | \$60.8 |
| Interest and Fee Receivable, net | 40.6 | 37.3 | 38.8 | 34.9 | \$3.3 | \$1.9 |
| Cumulative fair value mark-to-market adjustment | 94.5 | 89.6 | 61.5 | 50.6 | 4.9 | 33.0 |
| Fair value loan portfolio - end of period | \$2,874.1 | \$2,759.7 | \$2,778.5 | \$2,728.5 | \$114.4 | \$95.6 |
| Price | 104.7% | 104.8% | 103.7% | 103.2% | (0.1)% | 1.0% |
| Asset-Backed Notes at Fair Value | | | | | | |
| Carrying value of asset-backed notes | \$268.3 | \$359.3 | \$1,103.0 | \$1,417.5 | \$(91.0) | \$(834.7) |
| Cumulative fair value mark-to-market adjustment | (4.5) | (6.5) | (22.3) | (30.8) | 2.0 | 17.8 |
| Fair value asset-backed notes – end of period | \$263.8 | \$352.8 | \$1,080.7 | \$1,386.7 | \$(89.0) | \$(816.9) |
| Price | 98.3% | 98.2% | 98.0% | 97.8% | 0.1% | 0.3% |
| Net Change in Fair Value Summary | | | | | | |
| A Mark-to-market adjustment on loans | \$4.9 | \$6.6 | \$11.4 | \$(5.4) | \$(1.7) | \$(6.5) |
| B Mark-to-market adjustment on asset-backed notes | \$(2.0) | \$(4.6) | \$(8.5) | \$(34.6) | \$2.6 | \$6.5 |
| Mark-to-market adjustment on derivatives | \$(12.6) | \$(2.9) | \$1.0 | \$1.3 | \$(9.7) | \$(13.6) |
| Total fair value mark-to-market adjustment | \$(9.7) | \$(0.8) | \$4.0 | \$(38.6) | \$(8.8) | \$(13.7) |
| Net charge-offs | \$(85.7) | \$(79.6) | \$(79.9) | \$(82.3) | \$(6.2) | \$(5.9) |
| Net settlements on derivative instruments | \$(4.0) | \$3.4 | \$1.8 | \$3.0 | \$(7.4) | \$(5.8) |
| Fair value mark on loans sold ⁽¹⁾ | \$— | \$— | \$(9.8) | \$(13.6) | \$— | \$9.8 |
| Total Net Change in Fair Value | \$(99.4) | \$(77.0) | \$(83.9) | \$(131.6) | \$(22.4) | \$(15.5) |

⁽¹⁾ Cumulative fair value mark on sale of loans originated as held for investment.

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

Net lifetime loan loss rates by vintage

Cumulative Net Principal Charge-offs



| Year of Origination | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
|---|------|------|------|------|-------|------|-------|--------|--------|-------|
| Dollar Weighted Average Original Term for Vintage (Months) | 22.3 | 24.2 | 26.3 | 29.0 | 30.0 | 32.0 | 33.3 | 37.8 | 39.2 | 35.6 |
| Net Lifetime Loan Losses as % of Original Principal Balance | 7.1% | 8.0% | 8.2% | 9.8% | 10.8% | 9.0% | 18.4% | 21.9%* | 13.8%* | 6.1%* |
| Outstanding Principal Balance as % of Original Amount Disbursed | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.3% | 0.8% | 6.5% | 26.6% | 56.1% |

* 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.

Appendix

Forward-looking adjusted EBITDA reconciliation

| (\$ Millions) | 1Q 2026 | | FY 2026 | |
|--------------------------------------|---------------|---------------|----------------|----------------|
| | Low | High | Low | High |
| Net income | \$1.0 | \$4.9 | \$51.4 | \$59.8 |
| Adjustments: | | | | |
| Income tax expense (benefit) | 0.3 | 1.5 | 15.4 | 17.9 |
| Interest on corporate financing | 7.7 | 7.7 | 28.7 | 28.7 |
| Depreciation and amortization | 9.0 | 9.0 | 35.4 | 35.4 |
| Stock-based compensation expense | 4.9 | 4.9 | 13.8 | 13.8 |
| Other non-recurring charges | 2.1 | 2.1 | 12.1 | 12.1 |
| Fair value mark-to-market adjustment | * | * | (6.7) | (2.7) |
| Adjusted EBITDA | \$25.0 | \$30.0 | \$150.0 | \$165.0 |

* 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. As a result, while we fully expect there to be a fair value mark-to-market adjustment which could have an impact on GAAP net income (loss), the net income (loss) number shown above assumes no change in the fair value mark-to-market adjustment.

Appendix

Forward-looking adjusted net income and adjusted earnings per share reconciliation

| | FY 2026 | |
|--|----------------|----------------|
| | Low | High |
| <i>(\$ Millions, except per share data. Shares in Millions)</i> | | |
| Net Income | \$51.4 | \$59.8 |
| Adjustments: | | |
| Income tax expense (benefit) | 15.4 | 17.9 |
| Stock-based compensation expense | 13.8 | 13.8 |
| Other non-recurring charges | 17.3 | 17.3 |
| Mark-to-market adjustment on ABS notes | 3.5 | 3.5 |
| Adjusted income before taxes | \$101.4 | \$112.4 |
| Normalized income tax expense | 27.4 | 30.3 |
| Adjusted Net Income | \$74.0 | \$82.0 |
| Diluted adjusted weighted-average common shares outstanding | 49.6 | 49.6 |
| Diluted earnings per share | \$1.04 | \$1.21 |
| Adjusted EPS | \$1.50 | \$1.65 |

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 2025
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, 2025
8. Now consolidated into a single company "DoFinTech"
9. Corporate level ROA based on assumed tax rate of 27.0%
10. 4Q25 adjusted metrics for comparison purposes, to exclude non-recurring items
11. Warehouse Lines - combined capacity on our secured financing facilities as of December 31, 2025
12. WLS Agmts Rmng - combined sale targets on forward flow whole loan sale agreements as of December 31, 2025



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