



Investor Presentation

May 2022

OppFi[™]

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Forward-Looking Statements

This Presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of 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. OppFi's actual results may differ from its expectations, estimates and projections and consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "possible," "continue," and similar expressions may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements include, without limitation, OppFi's expectations for its full year 2022 guidance, OppFi's expectations with respect to the future performance of OppFi's platform, OppFi's expectations for its growth, and including growth of loan automation, and profitability and OppFi's new products and their performance. These forward-looking statements are based on OppFi's current expectations and assumptions about future events and are based on currently available information as to the outcome and timing of future events. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside OppFi's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: the impact of COVID-19 on OppFi's business; the impact of stimulus or other government programs; whether OppFi will be successful in obtaining declaratory relief against the Commissioner of the Department of Financial Protection and Innovation for the State of California; whether OppFi will be subject to AB 539; whether OppFi's bank partners will continue to lend in California and whether OppFi's financing sources will continue to finance the purchase of participation rights in loans originated by OppFi's bank partners in California; the risk that the business combination disrupts current plans and operations; the ability to recognize the anticipated benefits of the business combination, which may be affected by, among other things, competition, the ability of OppFi to grow and manage growth profitably and retain its key employees; risks related to new products; concentration risk; costs related to the business combination; changes in applicable laws or regulations; the possibility that OppFi may be adversely affected by other economic, business, and/or competitive factors; risks related to management transitions; and other risks and uncertainties indicated from time to time in OppFi's filings with the United States Securities and Exchange Commission, in particular, contained in the section or sections captioned "Risk Factors." OppFi cautions that the foregoing list of factors is not exclusive, and readers should not place undue reliance upon any forward-looking statements, which speak only as of the date made. OppFi does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

Non-GAAP Financial Measures

Certain financial information and data contained in this Presentation is unaudited and does not conform to Regulation S-X. Accordingly, such information and data may not be included in, may be adjusted in or may be presented differently in, any periodic filing, information or proxy statement, or prospectus or registration statement to be filed by OppFi with the SEC. Some of the financial information and data contained in this Presentation, such as Compound Annual Growth Rate ("CAGR"), Adjusted Net Income (and margin thereof), Adjusted EBITDA (and margin thereof) and Adjusted Operating Expense, has not been prepared in accordance with accounting principles generally accepted in the United States ("GAAP") and may be different from non-GAAP financial measures used by other companies. Adjusted Net Income is defined as Net Income plus (1) recruiting fees, severance and relocation, (2) amortization of debt transaction costs and (3) other addbacks and one-time expenses following the closing of the business combination, including one-time implementation fees, stock compensation expenses, IPO readiness costs and management fees, adjusted for taxes assuming a tax rate of 25% for the year ended December 31, 2020 and a 21.6% tax rate after, reflecting the U.S. federal statutory rate of 21% and a blended statutory rate for state income taxes, in order to allow for a comparison with other publicly traded companies. Adjusted EBITDA is defined as Adjusted Net Income plus (1) a tax rate of 25% for the year ended December 31, 2020 and a 21.6% tax rate after, reflecting the U.S. federal statutory rate of 21% and a blended statutory rate for state income taxes, in order to allow for a comparison with other publicly traded companies, (2) depreciation and amortization, (3) interest expense and (4) business (non-income) taxes. Adjusted Operating Expenses is defined as total expense excluding interest expenses, add backs and one-time items, and is presented as a percentage of Total Revenue. OppFi believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends. These non-GAAP measures with comparable names should not be considered in isolation from, or as an alternative to, financial measures determined in accordance with GAAP. These non-GAAP measures of financial results are not GAAP measures of our financial results or liquidity and should not be considered as an alternative to net income (loss) as a measure of financial results, cash flows from operating activities as a measure of liquidity, or any other performance measure derived in accordance with GAAP. OppFi believes these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to OppFi's financial condition and results of operations. OppFi's management uses these non-GAAP measures for trend analyses and for budgeting and planning purposes. OppFi believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating projected operating results and trends in comparing OppFi's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results. You should review the OppFi's audited financial statements, which have been filed with the SEC. A reconciliation for OppFi's non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix. The Non-GAAP financial measures of Adjusted EBITDA Margin, Adjusted Net Income Margin and Adjusted Operating Expense presented as a percentage of revenue for the full year 2022 are provided in this presentation only on a non-GAAP basis because a reconciliation to the most comparable GAAP financial measures, Net Revenue and Net Income, is not available without unreasonable effort. OppFi believes that such items and, accordingly, the other items of the reconciliation, would require an unreasonable effort to predict with reasonable certainty the amount or timing of non-GAAP adjustments used to calculate these Non-GAAP financial measures. OppFi believes that any such forecast would result in a broad range of projected values that would not be meaningful to investors.

Projected Financial Information

This Presentation contains financial forecasts, including with respect to the Company's estimated and projected revenue, receivables growth, originations growth, Adjusted Net Income, Adjusted EBITDA, and Adjusted Operating Expense and margins with respect to Net Revenue, Adjusted Net Income, Adjusted EBITDA and Adjusted Operating Expense. The Company's certified public accountant has not audited, reviewed, compiled, or performed any procedures with respect to the projections for the purpose of their inclusion in this Presentation, and accordingly, has not expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Presentation. These projections should not be relied upon as being necessarily indicative of future results. Any estimates, forecasts or projections set forth in the Presentation have been prepared by the Company in good faith on a basis believed to be reasonable. Such estimates, forecasts and projections involve significant elements of subjective judgment and analysis and reflect numerous judgments, estimates and assumptions that are inherently uncertain in prospective financial information of any kind. As such, no representation can be made as to the attainability of such estimates, forecasts and projections. The recipient is cautioned that such estimates, forecasts or projections have not been audited and have not been prepared in conformity with GAAP. The estimates, forecasts and projections included in this Presentation are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information, which include, but are not limited to, those mentioned in the prior paragraphs under the caption "Forward-Looking Statements." The recipient therefore should not rely on the estimates, forecasts or projections contained in the Presentation.

No Offer or Solicitation

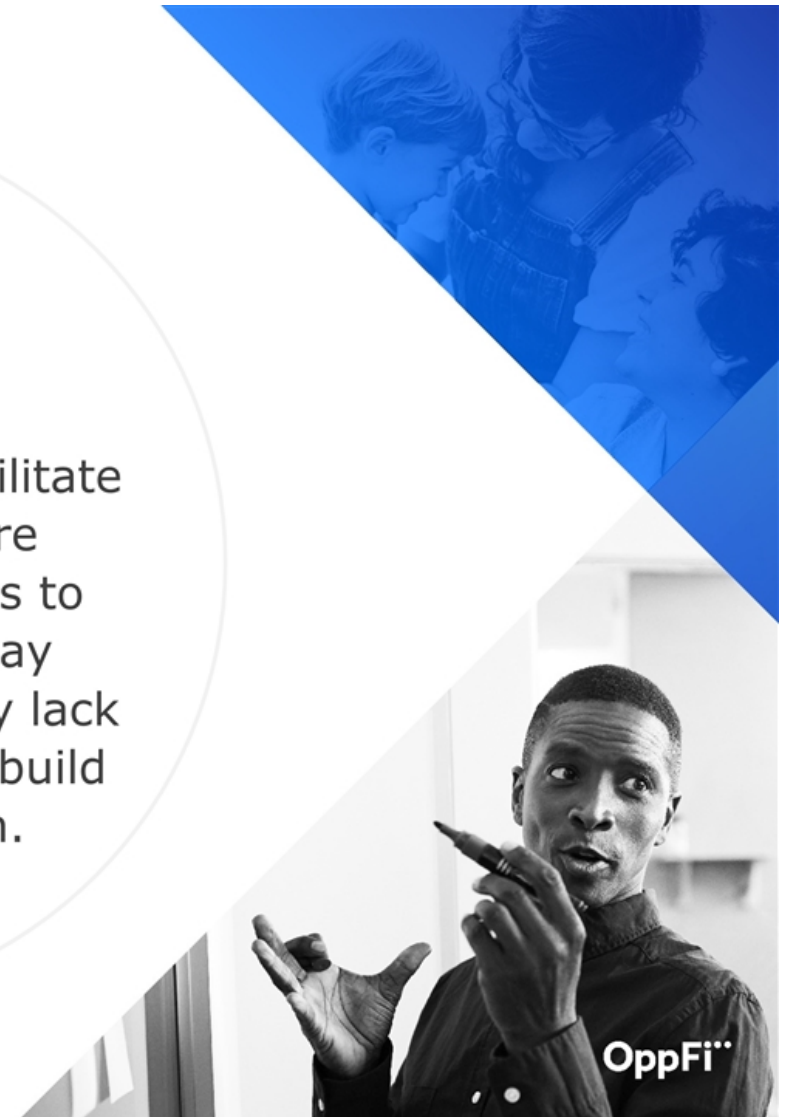
This presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities, nor shall there be any sale of securities in any states or jurisdictions in which such offer, solicitation or sale would be unlawful. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act.

Website

This Presentation contains reproductions and references to the Company's website and mobile content. The contents of the website and mobile content are not incorporated into this Presentation. Any references to URLs for the websites are intended to be inactive textual references only.

OUR MISSION

OppFi's mission is to facilitate safe, simple and more affordable credit access to the 60 million everyday Americans who currently lack traditional options to rebuild their financial health.



Key Company Highlights



Solid Revenue Growth

66% 5-year CAGR¹



Significant Scale

Facilitated more than \$3.3 billion in gross loan issuance covering over 2 million loans, since inception



Leading Proprietary Credit & Technology Platform

Real-time AI drove automation for 82% of decisions in 2021



Profitable since 2015

\$66 million adjusted net income² in 2021



Robust Customer Demand

More than 2.4 million applications in 2021, ~80% mobile generated



Exceptional Customer Satisfaction

Net Promoter Score of 85³; 2,800+ Trustpilot customer reviews with 4.7 / 5.0 average rating

1. 2016-2021

2. Adjusted Net Income represents Adjusted EBT tax-affected at 21.6% assumed tax rate. Pro forma for conversion for fair market value accounting.

3. For full-year 2021 at the time of loan approval.

Executive Management Team



Todd Schwartz
**Founder, Chief Executive Officer,
and Executive Chairman**
Schwartz Capital Group



Pamela Johnson
Chief Financial Officer
Heights Finance;
Pioneer Financial Services



Christopher McKay
Chief Risk and Analytics Officer
HSBC; Capital One



Manuel Chagas
Chief Operating Officer
Discover Financial Services;
McKinsey & Company; Accenture



Elizabeth Simer
Chief Strategy Officer
Discover Financial Services;
Square (Block); Intuit



Vasili Gerogiannis
Chief Capital Officer
ABN AMRO; BMO Financial Group



Yuri Ter-Saakyants
Chief Technology Officer
Insureon; Mediaocean

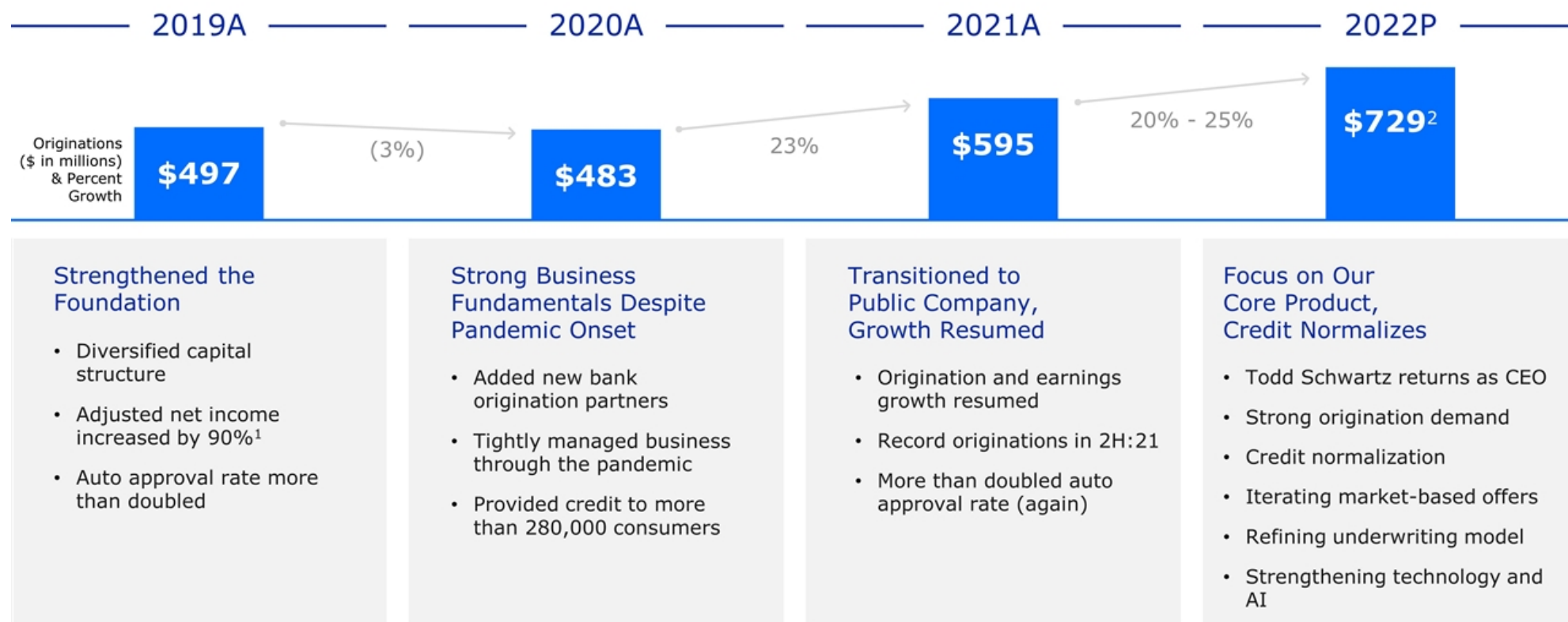


Stacey Hasenbalg
Chief Compliance Officer
Avant; BMO Financial Group;
Mayer Brown



Marv Gurevich
General Counsel
Enova; Avant

OppFi Entering Next Phase of Growth



High Percentage of Americans Lack Savings and/or Credit Access



60 million U.S. adults

lack access to traditional credit¹



64% of U.S. consumers

live paycheck to paycheck²



44% of U.S. adults

have savings to cover a \$1,000 unplanned expense³

We Help Everyday Consumers Solve Everyday Problems

OUR TYPICAL CUSTOMER:

- ✓ Established Credit History
- ✓ Median Income
- ✓ Employed
- ✓ Bank Account
- ✓ >30 Years Old
- ✓ College-Educated
- ✓ No Savings

OppFi customers can use proceeds for **any unexpected expense**



Car Trouble



Housing



Medical



Family



Education



OppFi Advantage: The OppFi Approach to Lending

Traditionally financing options for the underbanked have been limited, with exorbitant interest rates and poor customer service

The OppLoan's Market Leading Terms

Simple interest, amortizing installment loans with no balloon payments

No origination fees

No late fees

No NSF fees

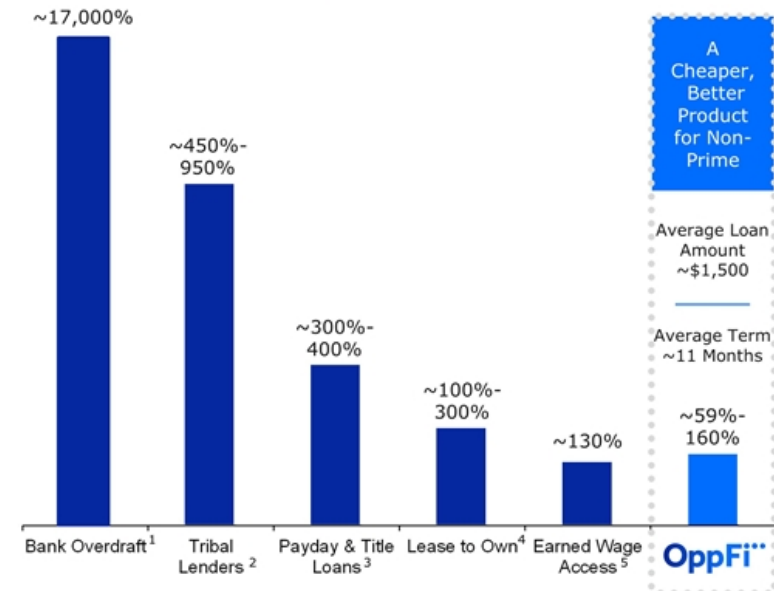
No prepayment penalties

Market-based offers provide options based on amount, interest rate, and term

Report to the 3 major credit bureaus

Work compassionately with customers who require payment plan modification

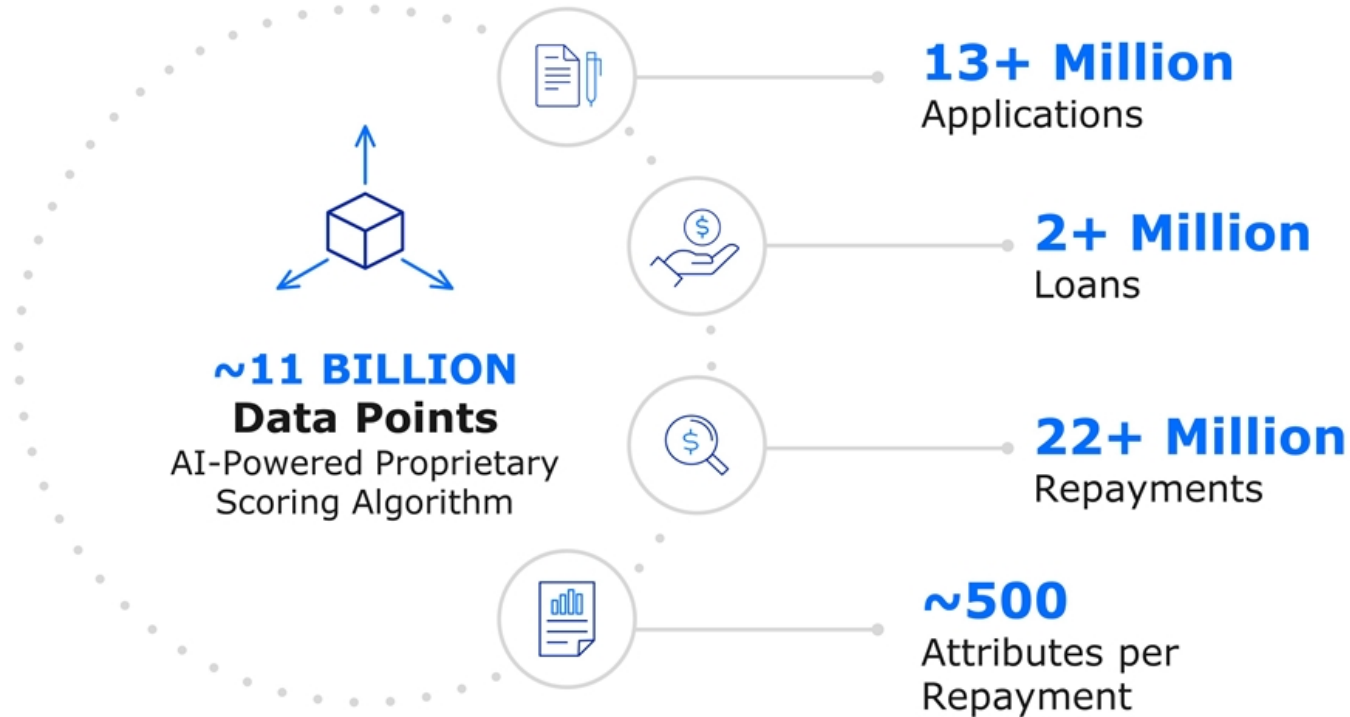
Underbanked Option APRs



1. Credit Karma; based on average charge of \$34 on average transaction of \$24 to be repaid within three days
2. CFPB; from 2017 lawsuit, the annual percentage rates for four tribal lenders' installment loan products was between 440% and 950%
3. FTC and CFPB; based on title lenders charging average of 25% per month and typical two-week payday loan with a \$15 per \$100 fee
4. FTC; based on \$83/month, 12-month Lease to Own ("LTO") plan to purchase ~\$500 item and \$39/week, 48-week LTO plan to purchase ~\$600 item
5. Lend Academy; assumes \$200 amount financed with \$5 finance charge 7 days between the advance and employee's regularly scheduled payday












Leverage Billions of Data Points to Make Credit Scores Obsolete

OppFi's proprietary algorithms powered by Artificial Intelligence are designed to better predict ability and willingness to repay



Technology-Fueled Proprietary Algorithms Provide Real-Time Insights

Visibility across non-prime risk spectrum enables OppFi to target credit worthy borrowers more effectively, providing flexibility to change underwriting criteria quickly

 100% Cloud Platform	 AI Powered Conversion, Approvals & Servicing
 Leads Decision Engine	 Next Best Action Workflow Optimization
 Machine Learning	 Continuous A/B Testing
 Bank Verification	 Real-time Data & Analytics
 Income Verification	 Microservice Infrastructure
 Modern Data Warehouse	

DECISIONS POWERED BY...



Consumer Behavior



Income Data



Bank Data



Employment Data



Alternative Bureau Data



Marketing Source

OppFi Growth Strategy

Accelerate profitable growth



Drive profitable core product volume growth



- Continue to test / iterate on market-based offers
- Refine underwriting model, focusing on stronger credit segments
- Reduce acquisition costs, with more targeted marketing campaigns by focusing on referrals and conversion funnel optimization



Serve more non-prime consumers with product extensions, new structures, and/or strategic partnerships



- Enter adjacent market segments, utilizing different business model with minimal balance sheet or credit risk
- Secure new capital efficient funding structures
- Explore new relationship structures with banks



Expand into new customer segments via M&A



- Acquire enterprise that could provide credit access to other customer types in adjacent lending categories, diversifying business mix

Understanding Our Customer Value

Over 1,785¹ Customers² Surveyed

1,426 of 1,785 took the time to write a personal note about their experience



87% of the remarks were positive

"OppLoans gave me a chance. And I have not let them down and I will not let them down. I hope they can continue rescuing people such as myself!"

Overall Experience

91%

had a **very positive** or **positive** experience³

We Are There When Others Are Not ...

ALMOST

50%

were turned down by a bank or credit union

OVER

50%

were turned down by another lender

Our Impact

What would happen to our customers without OppFi?

FALL BEHIND ON THEIR BILLS

80%+

RISK LOSING THEIR JOB

30%

FACE THE PROSPECT OF LOSING THEIR HOUSING

30%

FACE POTENTIAL BANKRUPTCY

13%



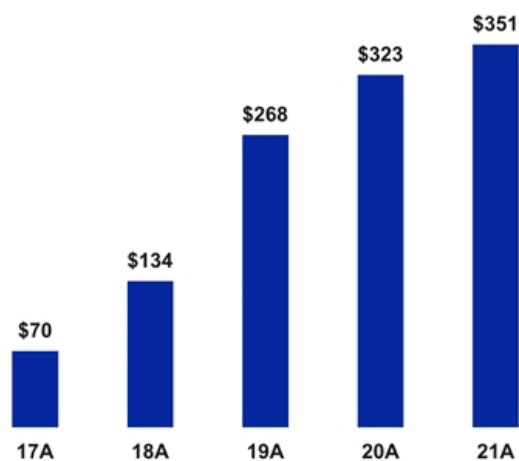
Financial Performance

OppFi™

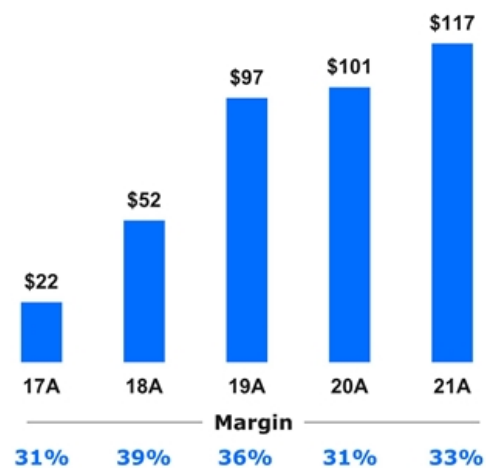
Platform with Proven Ability to Scale Profitably

(\$ in millions)

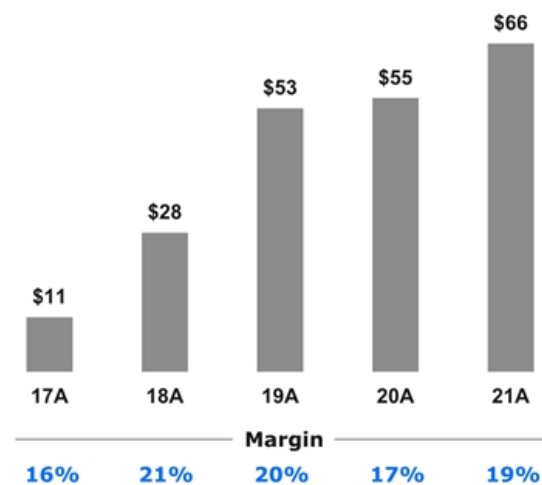
Revenue



Adjusted EBITDA



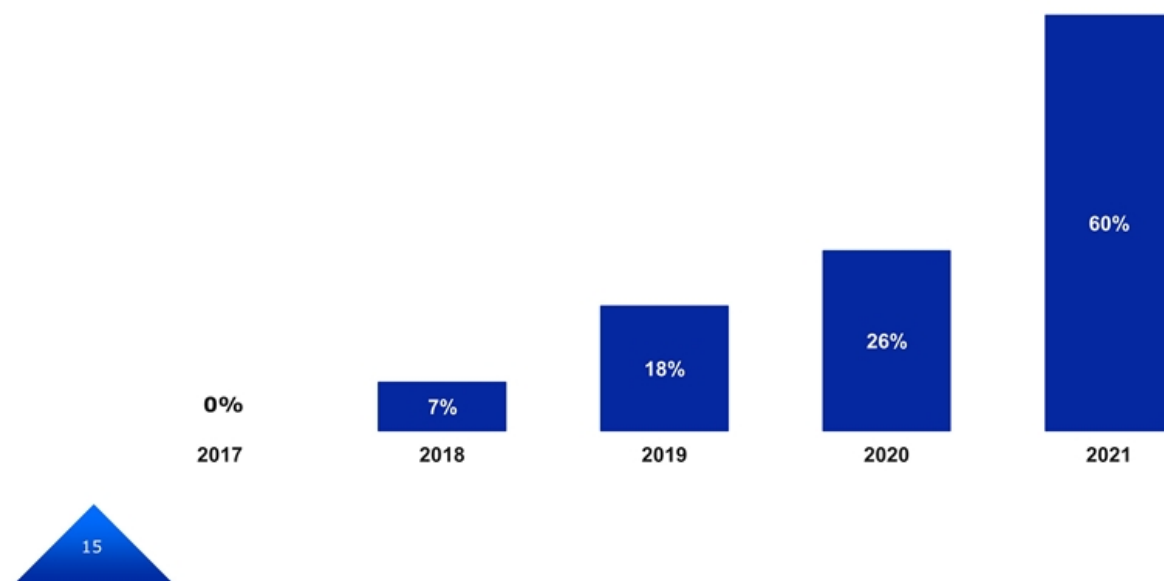
Adjusted Net Income



Operational Efficiencies: Automation & Expense Savings

Continued increases in operational leverage position OppFi well for post-COVID demand

Increasing Automated Approvals (AAR)



On track for annualized \$15 million in after-tax reduction in operational cost base, exiting 2022:

More efficient marketing spending leading to lower cost per funded loan

Reduced vendor expenses

Headcount rationalization

Lower interest expenses from new financing agreements

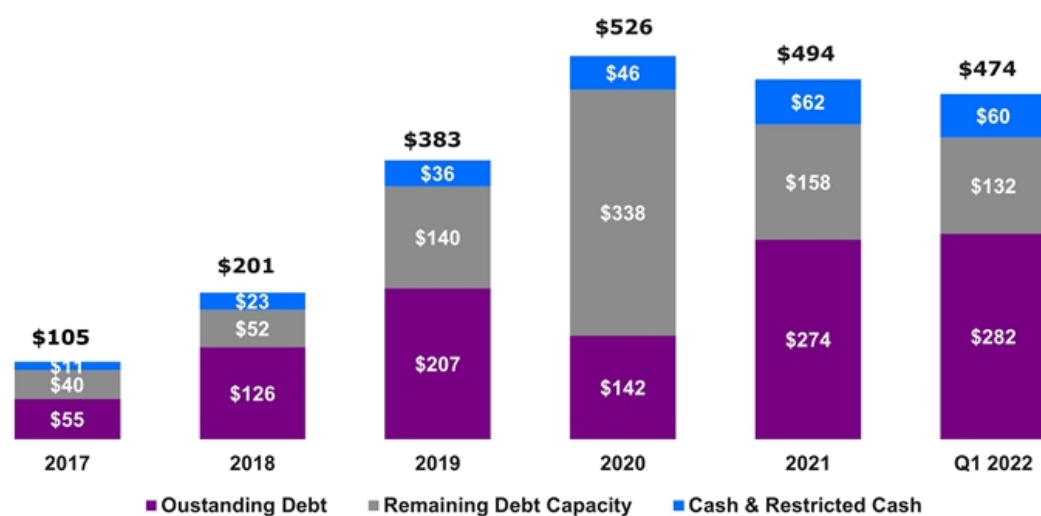
Normalization of costs after going public last year

OppFi

Reduced Cost of Financing and Strong Balance Sheet to Power Growth

Ample debt capacity provides a means to fund future growth without equity

Ample Liquidity (\$ in millions)



Grown liquidity nearly 5x of 2017 levels

Decreased cost of borrowing by 500+ bps since 2017

Diversified institutional capital sources, including Ares and Atalaya

Increased financial flexibility with:

- corporate credit agreements,
- asset-backed facilities,
- bank provided asset-based loans,
- forward flow arrangements, and
- total return swap

OppFi

Quarterly Key Performance Indicators

UNAUDITED QUARTER ENDED		
(\$ in millions), except Total Marketing Cost	3/31/2021	3/31/2022
Net Originations ¹	\$100	\$163
Ending Receivables ²	\$245	\$338
% of Originations by Bank Partners	76%	95%
Net Charge-Offs as % of Avg. Receivables ³	30%	56%
Average Yield ⁴	130%	120%
Automatic Approval Rate ⁵	41%	61%
Total Marketing Cost per New Funded Loan ⁶	\$266	\$221
Total Marketing Cost per Funded Loan ⁷	\$56	\$76

Key Highlights

Net originations increased 63% year over year

Ending receivables increased 38% year over year as a result of strong origination growth YoY

Net charge-offs as % of average receivables increased to 56% versus 30% year over year reflecting increased losses from segments that are no longer being approved in 2022, providing opportunity for improvement in 2H:22

Yield decreased year over year due to introduction of personalized pricing and increased delinquency

Automatic approval rate increased to 61% from 41% year over year, reflecting the continued application of algorithmic automation projects that streamline the origination process

Total marketing cost per new funded loan decreased by 17% year over year due to reduced investment in direct mail spend combined with higher customer conversion rates

1. Net originations include both originations by bank partners on the OppFi platform, as well as direct originations by OppFi.

2. Receivables are defined as unpaid principal balances of both on- and off-balance sheet loans.

3. Net charge-offs as a percentage of average receivables (defined as unpaid principal of both on- and off-balance sheet loans) represents total charge offs from the period less recoveries as a percent of average receivables. OppFi charges off loans after they are more than 90 days delinquent.

4. Average Yield is defined as annualized interest income from the period as a percent of average receivables.

5. Auto-Approval Rate is calculated by taking the number of approved loans that are not decisioned by a loan advocate or underwriter (auto-approval) divided by the total number of loans approved.

6. Marketing Cost per New Funded Loan represents marketing cost per funded loan for new loans. This metric is the amount of direct marketing costs incurred during a period divided by the number of new funded loans originated during that same period.

7. Marketing Cost per Funded Loan represents marketing cost per funded loans (including new and returning customer loans). This metric is the amount of direct marketing costs incurred during a period divided by the number of funded loans originated during that same period.

Full Year 2022 Outlook¹

60% to 65%

Net Revenue Margin

43% to 47%

Adjusted Operating Expense² Margin

20% to 25%

Adjusted EBITDA Margin

8% to 12%

Adjusted Net Income Margin

Total revenue and ending receivables growth of 20% to 25% in 2022 year over year

1. As disclosed in the first quarter 2022 earnings press release issued on May 5, 2022.

2. Adjusted Operating Expense is defined as total expenses excluding interest expense, add backs and one-time items. Adjusted Operating Expense is not a financial measure determined in accordance with GAAP.

Long-Term Guidance

	LONG-TERM
Net Revenue Margin	70%
Adjusted Operating Expense ¹ Margin	44%
Adjusted EBITDA Margin	30%
Adjusted Net income Margin	15%

Key Investment Highlights



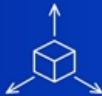
Profitable, growing financial technology company



Installment loan category disruptor



Differentiated business model with low cost spread-based lending creates a competitive advantage and minimizes interest rate risk



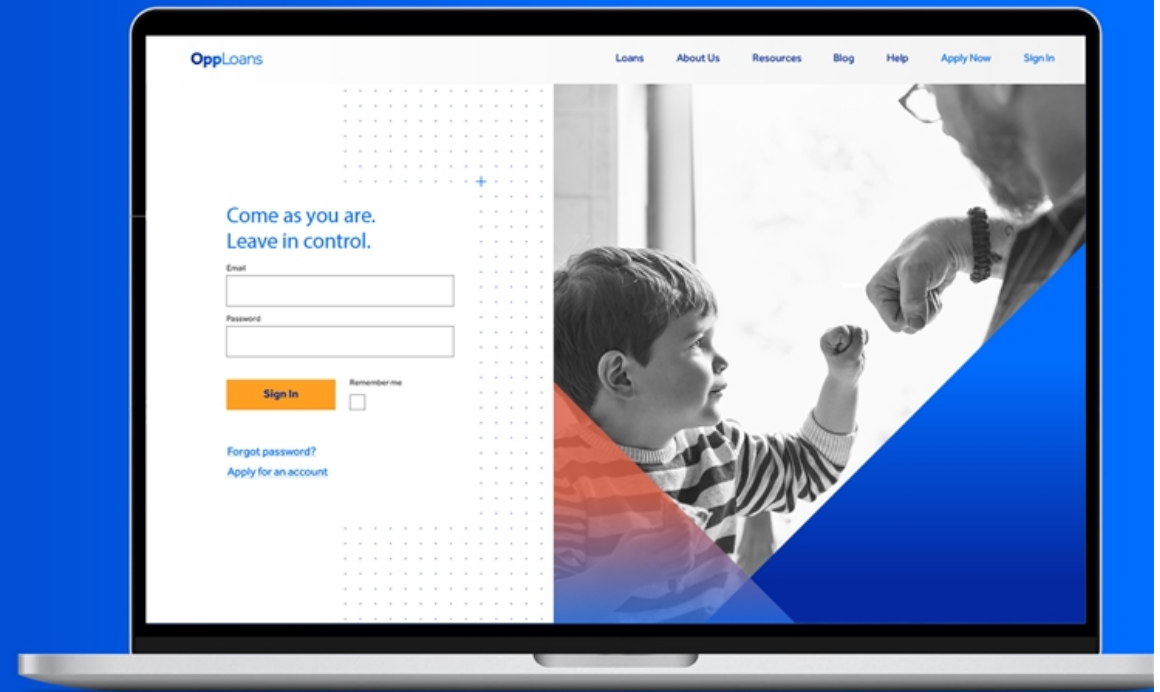
Potential strategic growth via product extensions, new structures, strategic partnerships, and/or acquisitions



Founder, CEO and Executive Chairman as largest shareholder;
owner/operator dynamic aligns incentives to maximize shareholder value;
Schwartz family recently began purchasing shares on open-market per Form 4 filings

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Appendix



Pro Forma Share Count as of March 31, 2022

Shares	Share Price				Notes
	\$10.00	\$12.00	\$13.00	\$14.00	
Class A Common Stock held by Public and Founders	13,349,150	13,349,150	13,349,150	13,349,150	Shares held by public shareholders, including founders, underwriters and private placements
Class A and Class V Common Stock Held by Pre-Business Combination OppFi Equity holders	70,838,474	70,838,474	70,838,474	70,838,474	Excludes 25,500,000 shares of Class V Common Stock outstanding with respect to Earn Out Units held by pre-business combination OppFi equity holders, which vest and are subject to forfeiture as discussed below
Total Currently Outstanding Shares of Common Stock	84,187,624	84,187,624	84,187,624	84,187,624	Excludes 25,500,000 shares of Class V Common Stock outstanding with respect to Earn Out Units held by pre-business combination OppFi equity holders, which vest and are subject to forfeiture as discussed below
Earn-Out Shares		8,500,000	17,000,000 (including 8,500,000 units that would have vested at \$12)	25,500,000 (including 8,500,000 units that would have vested at each of \$12 and \$13)	Earn-Out Shares represent shares of Class V Common Stock that related to a total of 25,500,000 Earn Out Units held by pre-business combination OppFi equity holders, which vest in three tranches when the volume weighted average price (VWAP) of the Class A Common Stock equals or exceeds each of \$12.00, \$13.00 and \$14.00 for any 20 out of 30 consecutive trading days over the first 36 months after closing, and with respect to which Class V Common Stock is currently outstanding and subject to vesting and forfeiture Forfeited after 3-year anniversary of closing date if vesting conditions above are not met
Total Outstanding Shares of Common Stock Giving Effect to Earn-Outs	84,187,624	92,687,624	101,187,624	109,687,624	

Note: This presentation is not a complete summary of all relevant terms, conditions and information related to the capital structure of OppFi Inc. For more information, see the Company's filings with the SEC, including the Annual Report on Form 10-K filed by the Company with the SEC on March 11, 2022.

This presentation excludes:

14,426,937 warrants to purchase shares of Class A Common Stock at \$11.50 per share

912,500 warrants to purchase shares of Class A Common Stock at \$15.00 per share

11,500,000 shares of Class A Common Stock issuable under the Company's 2021 Equity Incentive Plan

1,200,000 shares of Class A Common Stock issuable under the Company's 2021 Employee Stock Purchase Plan

Adjusted EBITDA and Adjusted Net Income Reconciliation Table

(\$ in millions)	2017	2018	2019	2020	2021
Net Income	\$3	\$10	\$33	\$78	\$90
FV adjustments	10	26	35	(8)	-
Debt Issuance Cost	1	1	2	2	2
Other Addback and One-Time Expenses ¹	1	1	1	2	(8)
Adjusted EBT	15	37	71	74	84
Pro-Forma Taxes ²	(4)	(9)	(18)	(18)	(18)
Adjusted Net Income	11	28	53	55	66
Pro-Forma Taxes ²	4	9	18	18	18
Depreciation and Amortization	1	2	4	7	10
Interest Expense	6	12	21	19	22
Business (Non-income) Taxes	-	0	1	2	1
Adjusted EBITDA	\$22	\$52	\$97	\$101	\$117

Contact Information

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Head of Investor Relations

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