

Investor Presentation | November 2024

Forward-looking statements

This presentation and the accompanying oral presentation contain forward-looking statements. All statements other than statements of historical fact contained in this presentation and the accompanying oral presentation, including statements as to future performance, results of operations and financial position; statements related to the effectiveness of the Company's cost reduction measures and the impacts on the Company's business; achievement of our strategic priorities, targets and goals; our expectations regarding the impact of the sale of our credit cards receivable portfolio; our expectations regarding the impact of the corporate debt refinancing, including expected timelines; our expectation regarding macroeconomic conditions and future growth opportunities; our net charge-off rate projections and expectations; our profitability and future growth opportunities; our expectation regarding the effect of trends in fair value mark-to-market adjustments on our loan portfolio and asset-backed notes; fourth quarter and full-year 2024 outlook; our expectations regarding Adjusted EPS in full year 2025; our expectations regarding payments of outstanding credit lines; business strategy; and plans and objectives of management for future operations of Oportun Financial Corporation ("Oportun," "we," "us," "our," or the "Company"), are forward-looking statements. These statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results and financial position, as well as our plans, objectives and expectations for our performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include those risks described in Oportun's filings with the Securities and Exchange Commission under the caption "Risk Factors", including the Company's most recent annual report on Form 10-K, and include, but are not limited to: our ability to retain existing members and attract new members; our ability to accurately predict demand for, and develop, our financial products and services; the effectiveness of our A.I. model; macroeconomic conditions, including rising inflation and market interest rates; Oportun's future financial performance, including trends in revenue, net revenue, operating expenses, and net income; increases in loan non-payments, delinquencies and charge-offs; Oportun's ability to operate successfully in a highly regulated industry; Oportun's ability to increase market share and enter into new markets; Oportun's ability to realize the benefits from acquisitions and integrate acquired technologies; the risk of security breaches or incidents affecting the Company's information technology systems or those of the Company's third-party vendors or service providers; Oportun's ability to successfully offer loans in additional states; Oportun's ability to compete successfully with companies that are currently in, or may in the future enter, our industry; changes in Oportun's ability to obtain additional financing on acceptable terms or at all; and Oportun's potential need to seek additional strategic alternatives, including restructuring or refinancing its debt, seeking additional debt or equity capital, or reducing or delaying its business activities.

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

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

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

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

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

Company Overview

Oportun: Borrowing, savings and budgeting for hardworking individuals

Strong Customer Value Proposition

Proprietary Underwriting Engine

Comprehensive Physical and Digital Channels

Unique Servicing and Collections Capabilities

Award Winning Savings Product



Unsecured Personal Loans






Secured Personal Loans



Savings

Oportun Target Market

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



Mission

Empowering members to build a better future

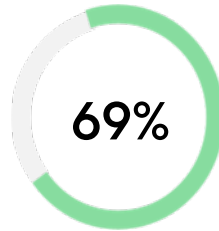
Vision

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

Addressing the biggest challenges facing U.S. consumers



85%
of U.S. consumers lack
financial resilience⁽¹⁾



69% of U.S. households struggle with spending, saving, borrowing and planning⁽²⁾

57%
would struggle to
come up with
\$1,000 in an
emergency⁽³⁾

48%
with checking
accounts
overdrafted in
the past year⁽⁴⁾

55%
of Americans
remain
discouraged
about personal
finances⁽⁵⁾

90%
think that being
financially healthy
is important, but
57% don't want to
think about money⁽⁶⁾

Responsibly structured credit products

Member Solution

Use Case

Avg Loan Size

Avg Term

Avg \$ APR

Personal Loans

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

\$3,173*

41 months

33.9%

Secured Personal Loans

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

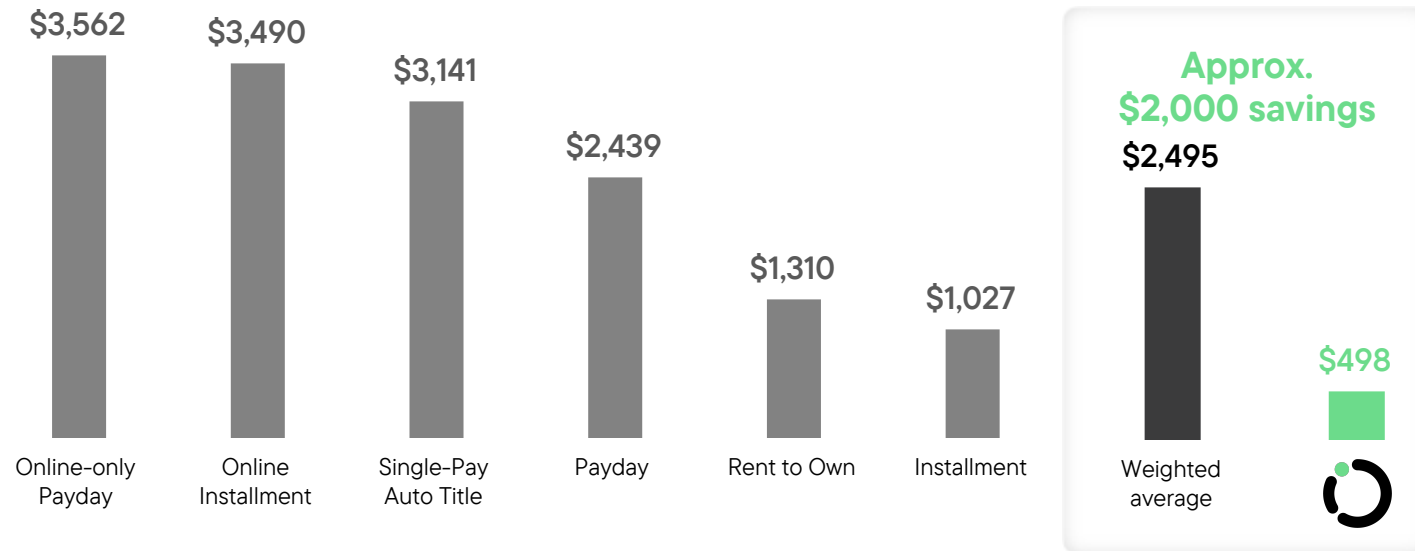
\$7,088*

51 months

30.7%

We deliver significant savings compared to alternatives

Cost of borrowing \$1,500⁽⁷⁾



Positive social impact



1.2M
Credit histories established⁽⁸⁾



Certified by the US Treasury Department
as a Community Development Financial Institution (CDFI) since 2009

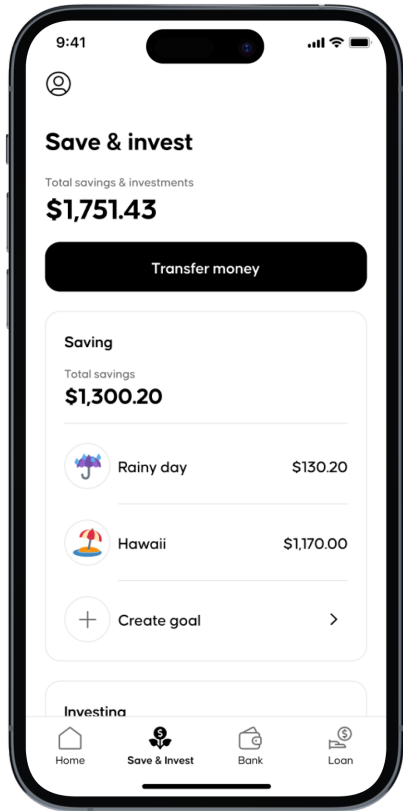
Expense multiples of Oportun costs

Competitor products are **7 times** more expensive on average⁽⁹⁾

Online-only Payday loans are **7 times** more expensive

Savings product is also a 2024 priority

Effortless saving | Unlimited goals | Help reduce overdrafts



Problem

57%

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

Solution

A.I.-driven saving

that helps members effortlessly save toward their goals

Impact

\$11.1B+

saved for members since 2015



#1 Savings App of 2024

according to Bankrate

[8 Best Money-Saving Apps of 2024](#)



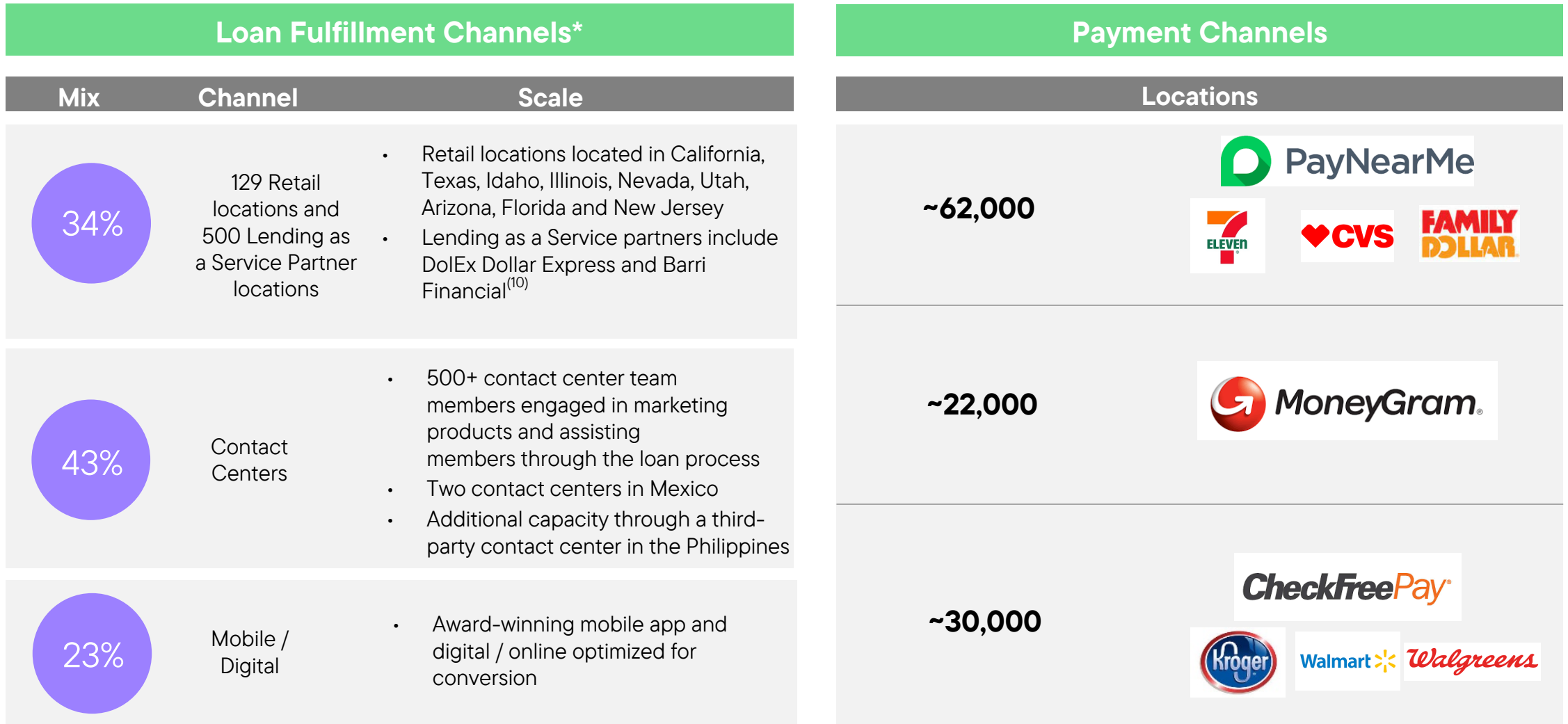
Best for Automated Saving

according to Forbes

[Best Money-Saving Apps of August 2024](#)

Multi-channel loan fulfillment and servicing

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



Strategic Priorities

2024 Strategic Priorities

Improving Credit Outcomes

- Front book annualized NCO rate of 10.4% vs. 23.7% back book
- Front book exhibits 400+ bps lower losses 12+ months post-disbursement
- 30+ day delinquencies decline Y/Y for third consecutive quarter to 5.2%
- V12 credit model driving new loan portfolio growth and improved loss rates

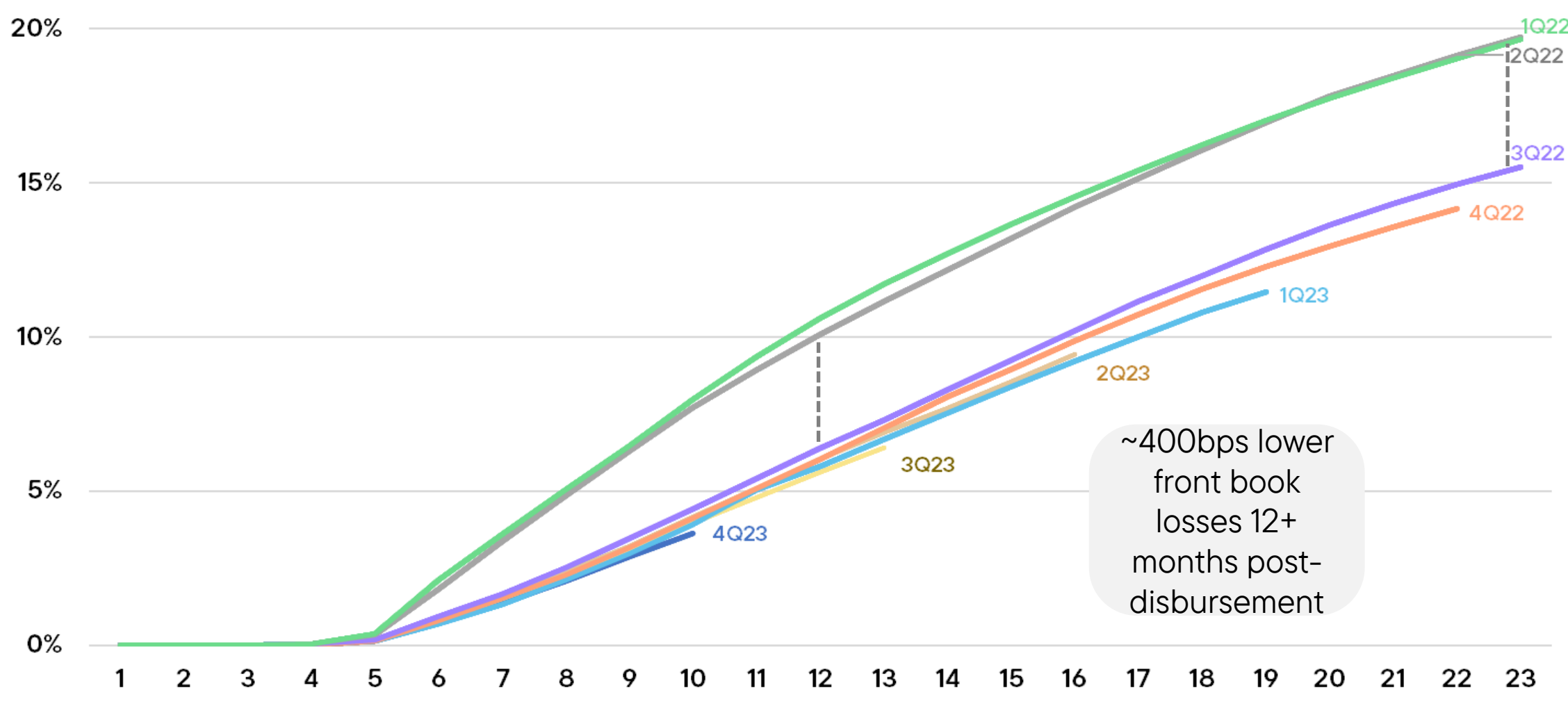
Fortifying Business Economics

- 1,147 bps Y/Y improvement in Adjusted ROE; 1.1% in 3Q24 vs. (10.4)% in 3Q23
- 3Q24 Portfolio Yield: 33.2% up 69 bps Y/Y; Risk Adjusted Portfolio Yield up 56 bps Y/Y
- 3Q24 operating cash flow reaches new record \$108M
- Reiterating \$97.5 million 4Q24 GAAP operating expense target

Identifying High-Quality Originations

- 3Q originations of \$480M grew 10% sequentially in line with seasonal patterns; virtually flat Y/Y
- V12 credit model now being used for returning member applications
- 3Q customer acquisition costs declined 24% Y/Y to public company low \$118

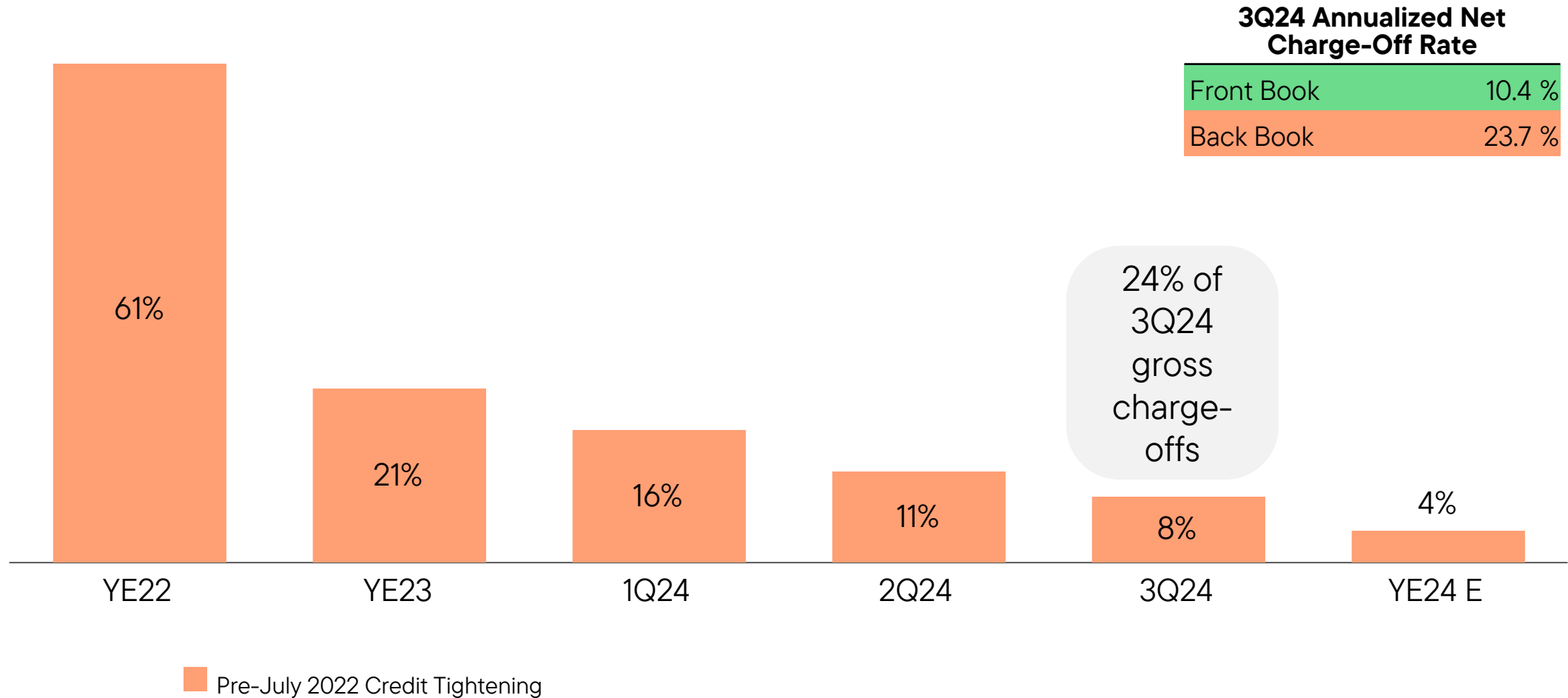
More recent 3Q22-3Q23 quarterly vintages are outperforming 1H22 vintages in net lifetime loss rate by month on book⁽¹¹⁾



~400bps lower front book losses 12+ months post-disbursement

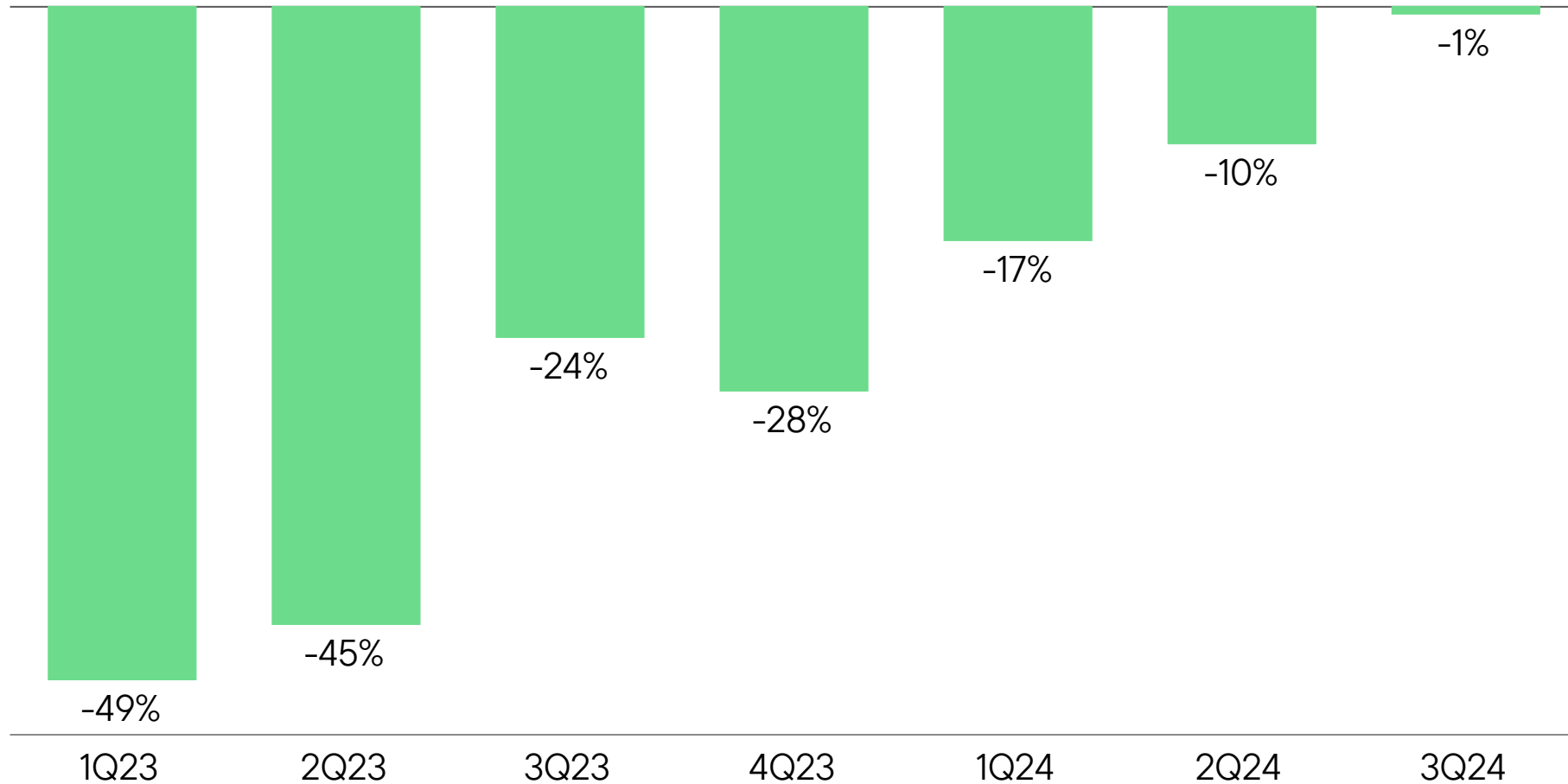
Pre-July 2022 credit tightening back book continues to shrink

Quarter-End Back Book Portfolio % of Owned Principal Balance Outstanding ⁽¹²⁾



Ready to return to originations growth

Year-Over-Year Aggregate Originations Growth



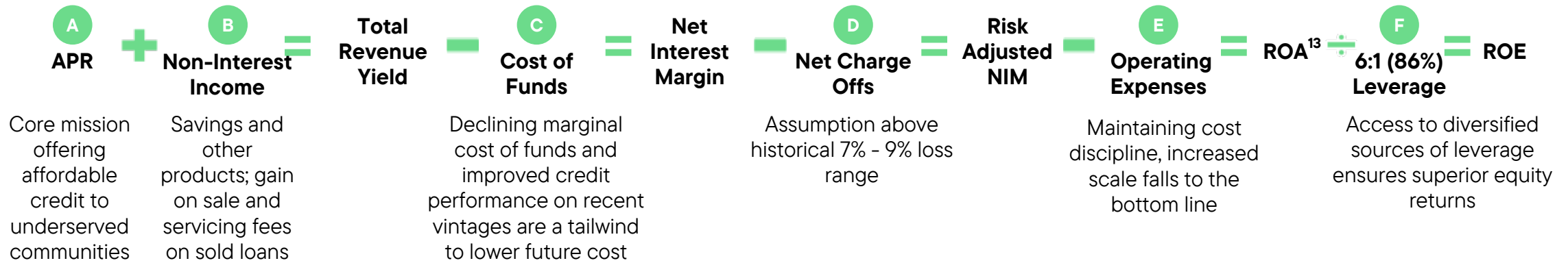
Financial Overview

Attractive unit economic model

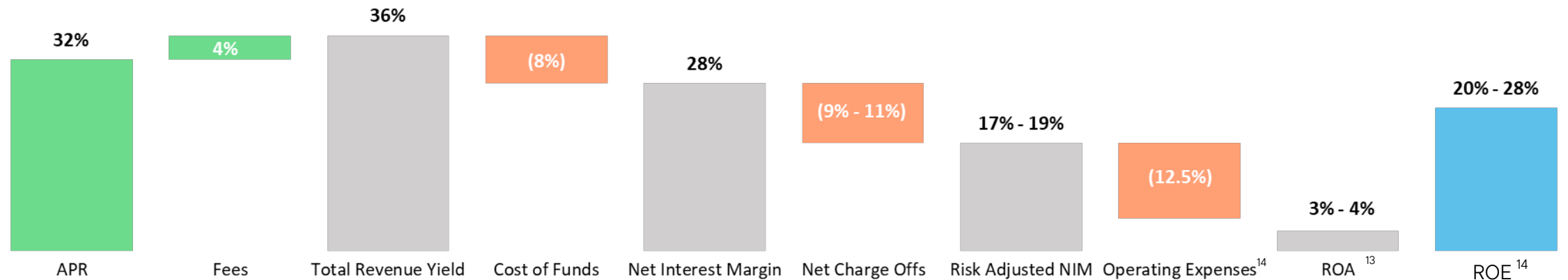
3Q24 Adjusted ROE of 1.1% a 1,147 bps Y/Y improvement from (10.4)% in 3Q23

Illustrative Unit Economics as a % of Owned Principal Balance

Corporate Level Profitability



Targets:



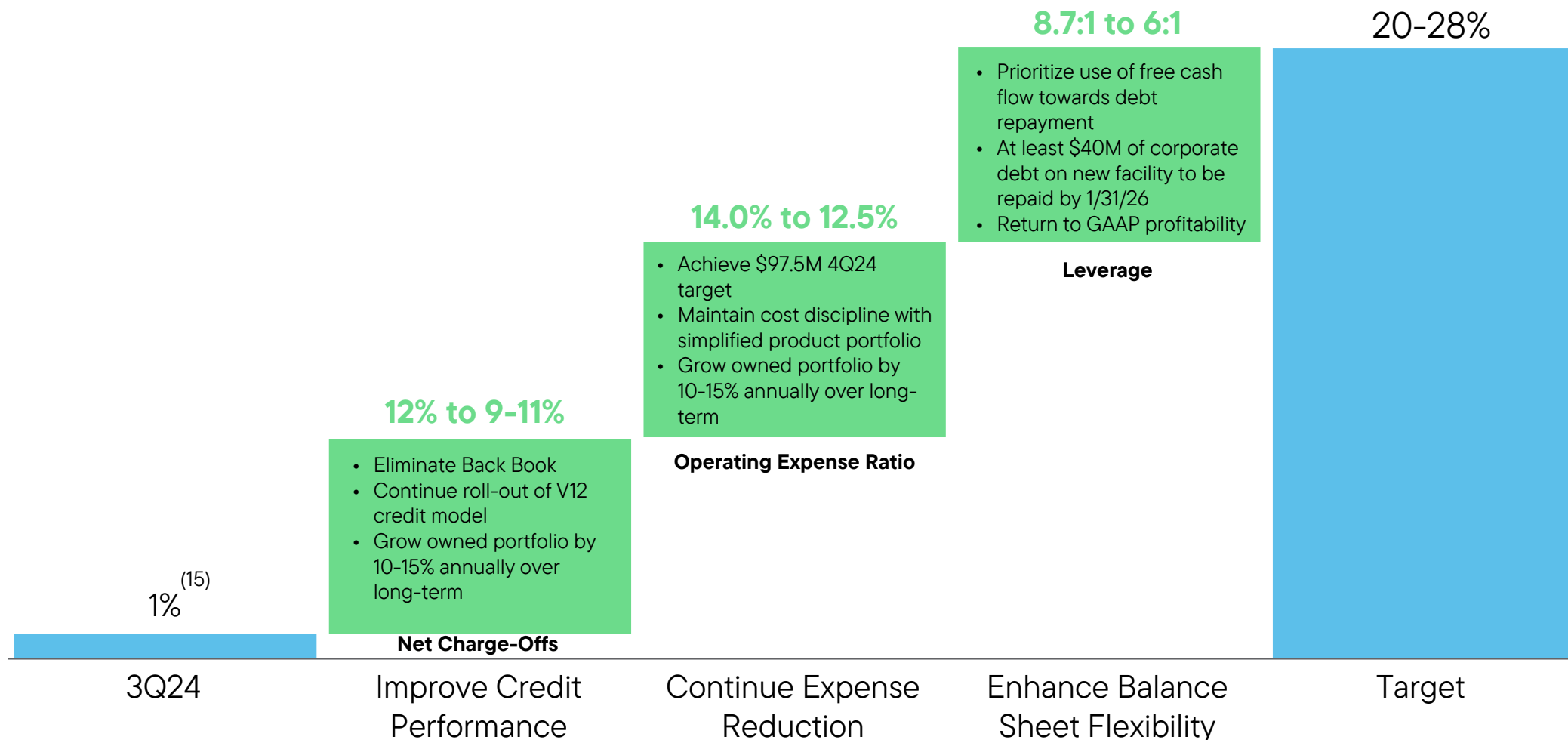
Fair Value Marks: (2%)¹⁴

8.7:1 (90%) Leverage

3Q24 Metrics:

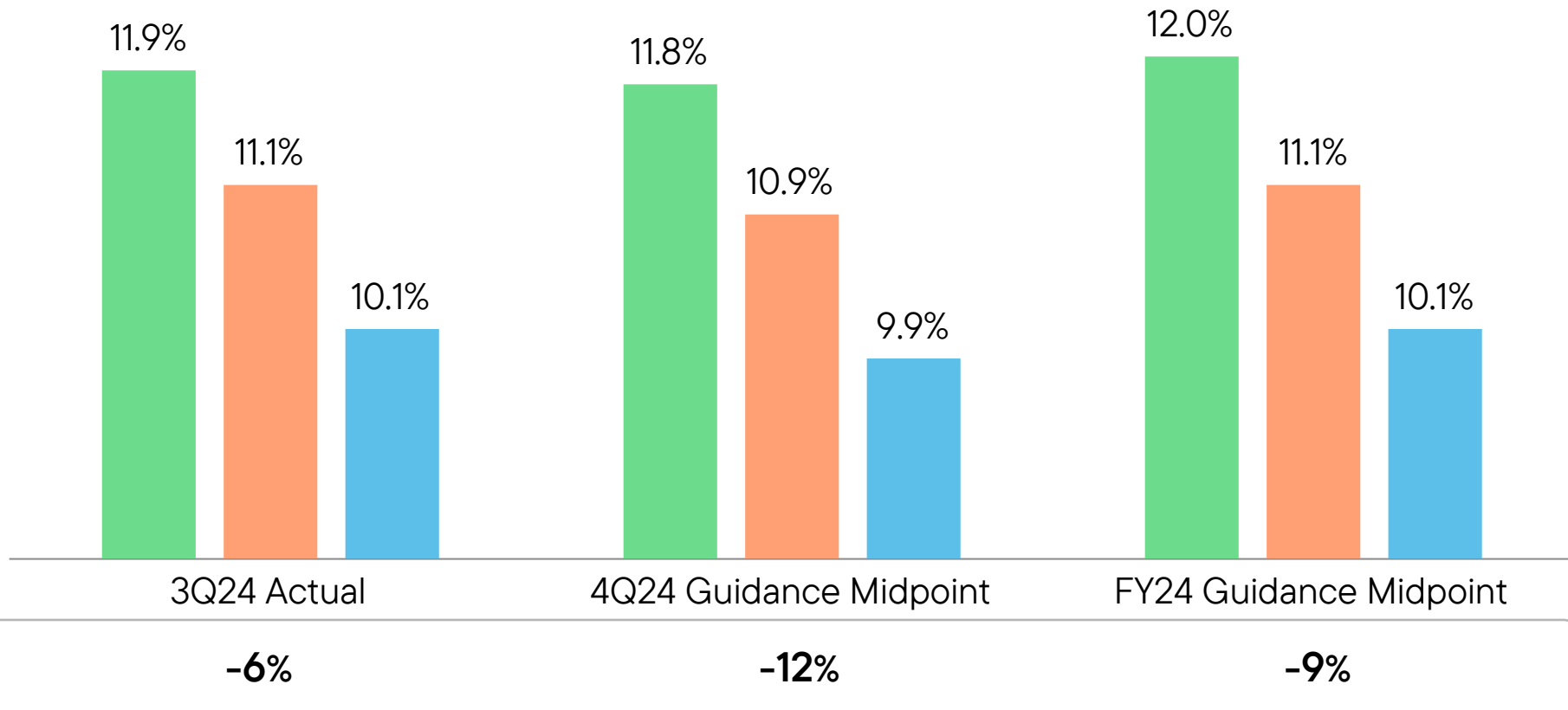
Key drivers to reach ROE target

Reductions as a percentage of owned principal balance



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

■ As Reported (7-8% ADPB Declines)
 ■ Flat ADPB
 ■ 10% ADPB Growth



3Q24 Earnings Overview

▶ Key Financial Results

- Resilient total revenue of \$250M under conservative credit posture
- Quarterly operating expense of \$102M down 17% Y/Y, lowest since 2020
- Adjusted EBITDA of \$31M, 117% Y/Y growth
- Adjusted Net Income profitability
Profitable on an adjusted basis in each quarter this year

▶ Continued operating discipline

- Annualized NCO rate of 11.9% was 26 bps better than lower-end of guidance range
Front book vintages outperforming back book by approximately 400 basis points after 12 months
- Two warehouse facilities totaling \$552M; 7x oversubscribed \$223M ABS transaction executed
- On track to achieve reduced 4Q24 expense base of \$97.5M and ramp in Adjusted Net Income

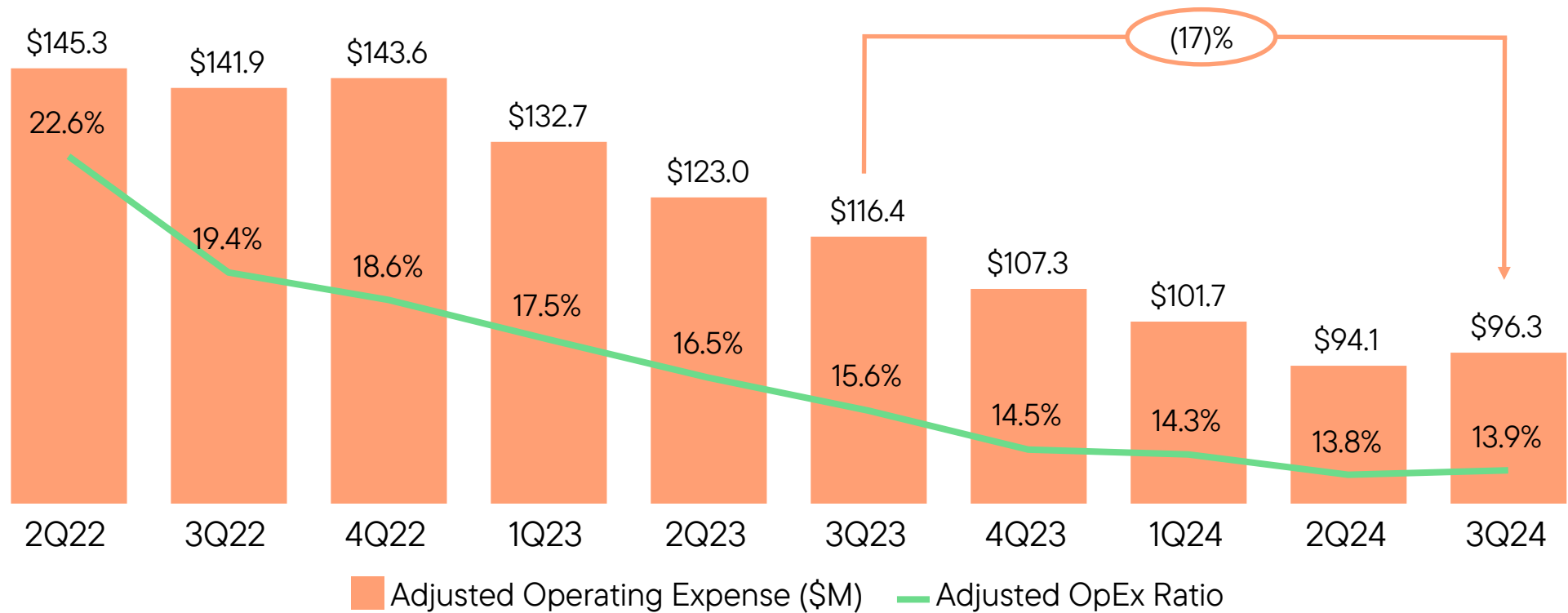
▶ Executed critical transactions required to achieve business recovery

- Credit card portfolio sale complete as of 11/12
Reiterating expectation for Adjusted EBITDA favorability of \$2M during 4Q24, \$11M during FY25
- Corporate debt refinancing closed on November 14th
Provides path to produce FY25 GAAP profitability, \$1.00 to \$1.25 of Adjusted EPS

Beginning 1Q24, we updated our calculations of Adjusted EBITDA and Adjusted Net Income (Loss). Prior periods presented here have been updated to reflect the prior period numbers on a comparable basis. See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure; numbers may not foot or cross due to rounding.

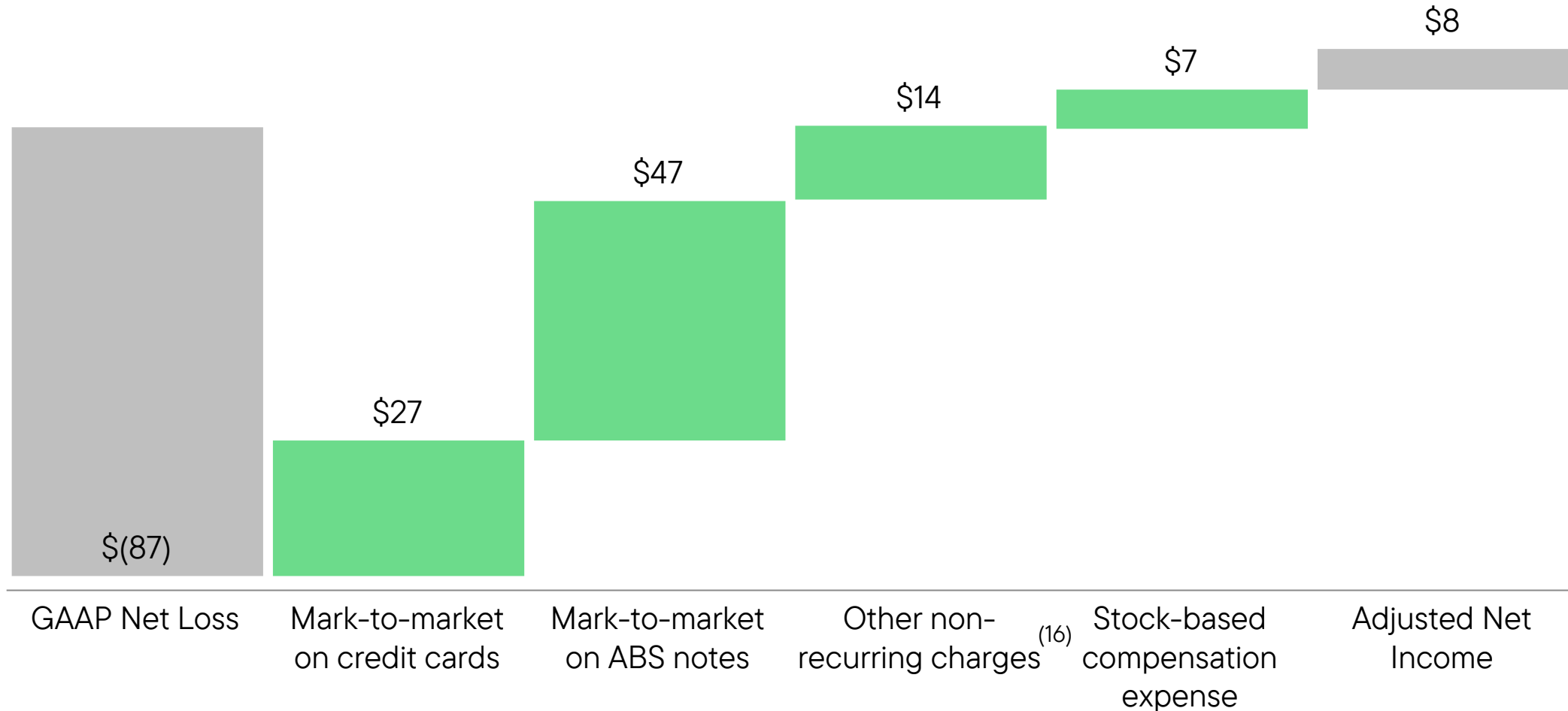
Operating expenses and Adjusted OpEx Ratio sharply down since 3Q22 major expense reduction initiatives

Adjusted OpEx to Average Daily Principal Balance (%)



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

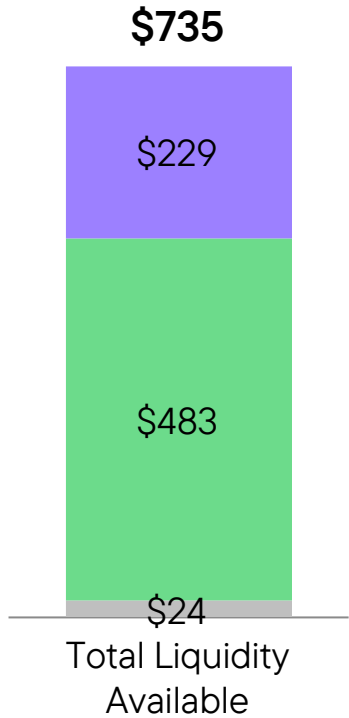
Year to date, Oportun would be profitable if non-recurring and non-cash impacts are excluded



Third quarter 2024 capital and liquidity

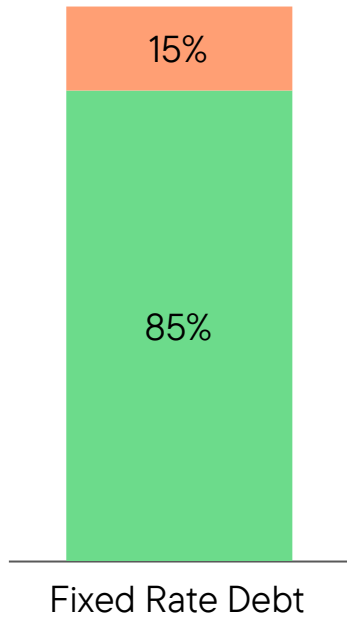
Record 3Q24 \$108M operating cash flow; two warehouse facilities totaling \$552M and \$223M ABS transaction executed; \$235M corporate debt refinancing closed on 11/14

Sources of Liquidity (\$M)



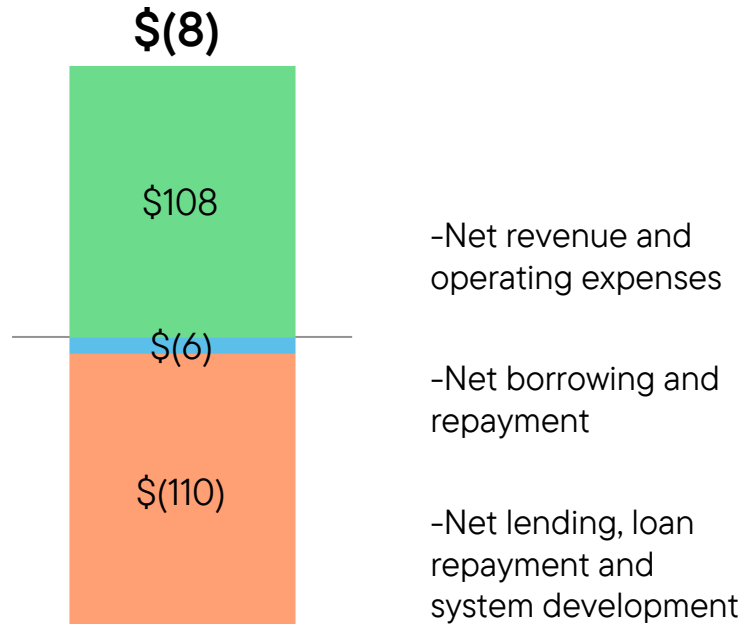
- Total Cash
- Warehouse Lines ⁽¹⁷⁾
- WLS Agmts Rmng ⁽¹⁸⁾

Fixed Rate Debt (%)



- Floating rate
- Fixed rate

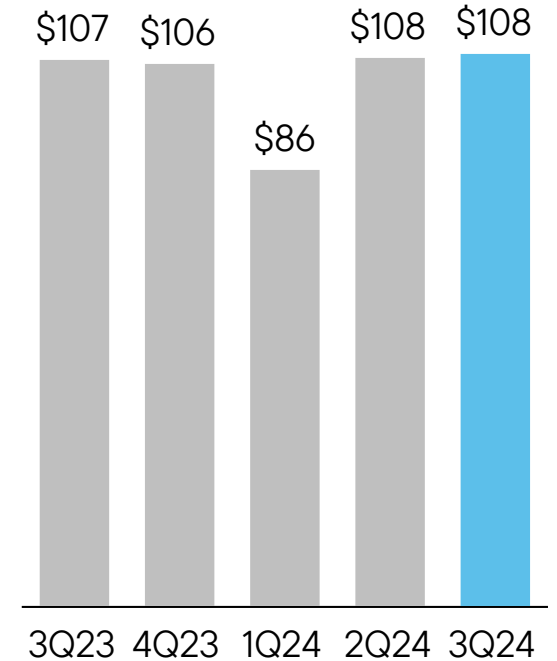
Net Change in Cash and Primary Drivers (\$M)



- Net revenue and operating expenses
- Net borrowing and repayment
- Net lending, loan repayment and system development

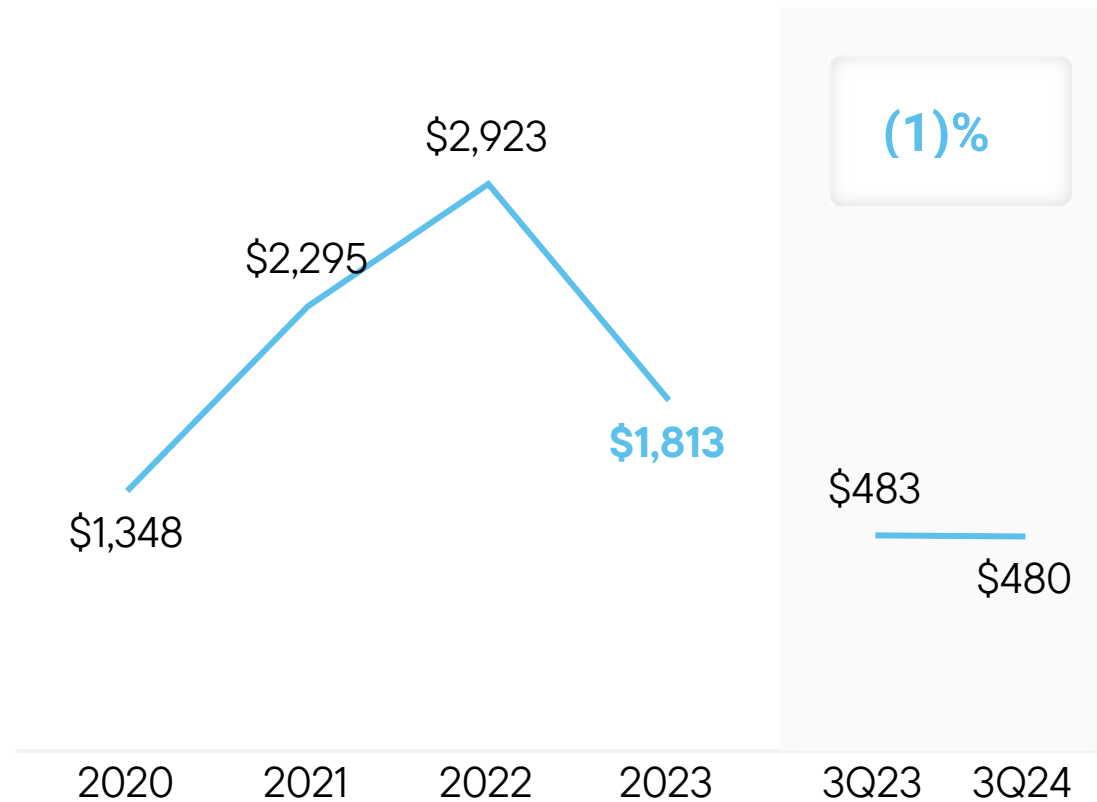
- Operating
- Financing
- Investing

Operating Cash Flow Trend (\$M)

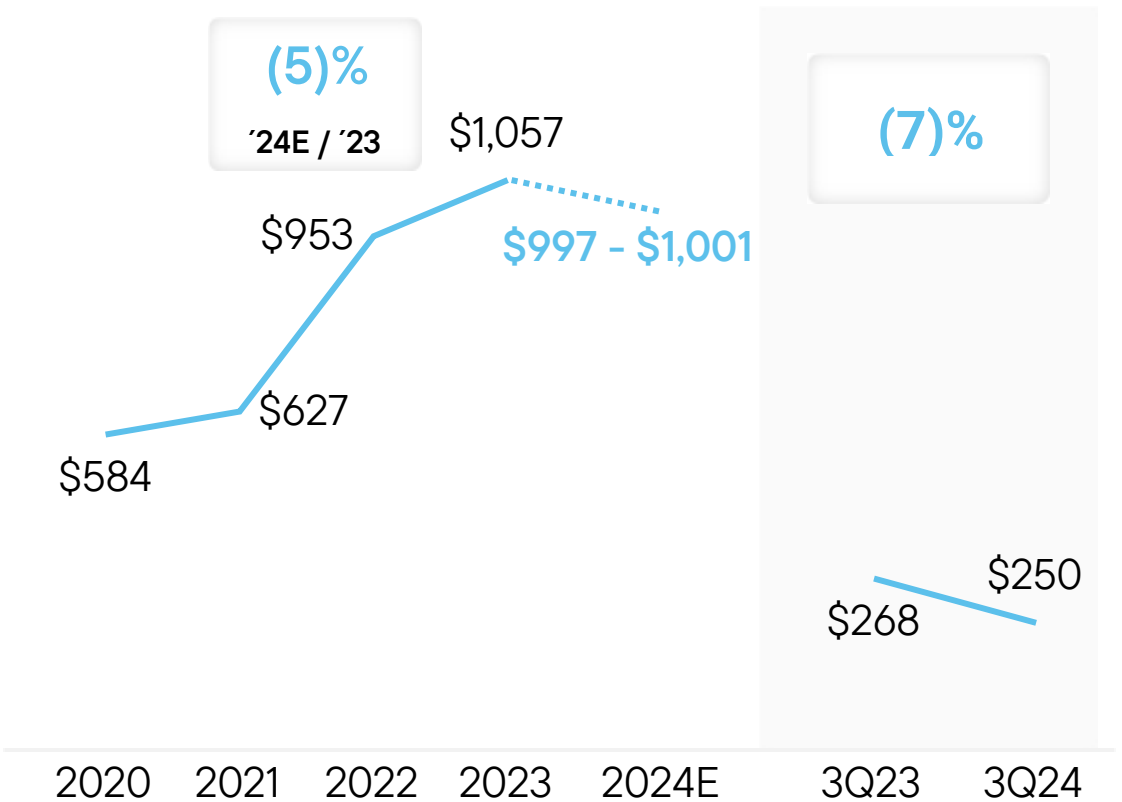


3Q24 originations virtually flat Y/Y following significant credit tightening;
 4Q24 anticipated to grow by ~10% Y/Y

Aggregate Originations (\$M)

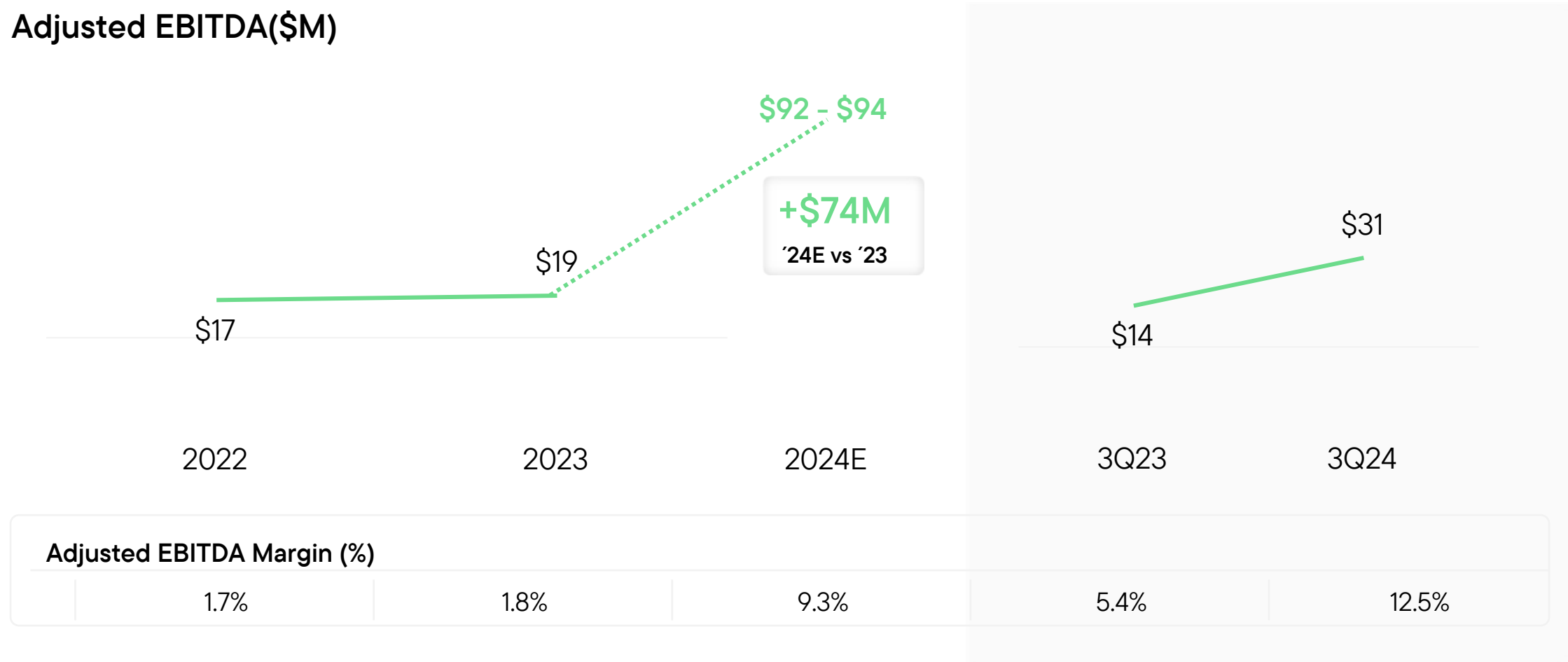


Total Revenue (\$M)



Current FY24 Adjusted EBITDA guidance midpoint of \$93M a 6% uplift from prior guidance, almost 5X FY23's \$19M

Adjusted EBITDA(\$M)



Adjusted EBITDA Margin (%)				
	1.7%	1.8%	9.3%	
			5.4%	12.5%

Fourth quarter and Full Year 2024 guidance

	4Q 2024E	FY 2024E
Total Revenue	\$246 - \$250M	\$997 - \$1,001M
Annualized Net Charge-off Rate (%)	11.8% +/- 15 bps	12.0% +/- 10 bps
Adjusted EBITDA*	\$28 - \$30M	\$92 - \$94M

Management and Governance

Experienced Management Team with Expertise Across Products and Industries



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



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



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



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



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



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



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



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



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



Environmental, Social & Governance (ESG) Impact



Less Expensive Credit⁽⁹⁾

7x less on avg vs. lending alternatives for people with little or no credit history (**16x** vs. online-only installment)⁽¹⁹⁾



Employee Diversity⁽²⁰⁾

83% in the U.S. identify as members of an underrepresented group;
55% globally identify as female



Interest and Fees Saved⁽⁹⁾

\$2.4B+
saved cumulatively by members using lending products



Establishing Credit History

1.2M
people we have helped to establish a credit history



Board Diversity⁽²¹⁾

70% identify as female or members of an underrepresented group



Member Savings

\$11.1B+ in aggregate
\$1,800+ avg. annually set aside per member

Appendix

Key definitions

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

Key definitions (cont'd)

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

Key financial & operating metrics

	Quarter Ended						Nine Months Ended September 30		
	3Q24	2Q24	1Q24	4Q23	3Q23	Change	2024	2023	Change
						Y / Y			Y / Y
Aggregate Originations (Millions)	\$ 480.2	\$ 434.8	\$ 338.2	\$ 437.3	\$ 482.7	(0.5) %	\$ 1,253.1	\$ 1,375.8	(8.9) %
Portfolio Yield (%)	33.2 %	33.9 %	32.5 %	32.7 %	32.5 %	69 bps	33.2 %	32.0 %	116 bps
30+ Day Delinquency Rate (%)	5.2 %	5.0 %	5.2 %	5.9 %	5.5 %	(34)bps	5.2 %	5.5 %	(34)bps
Annualized Net Charge-Off Rate (%)	11.9 %	12.3 %	12.0 %	12.3 %	11.8 %	13 bps	12.1 %	12.1 %	(6)bps

Other Useful Metrics	Quarter Ended						Nine Months Ended September 30		
	3Q24	2Q24	1Q24	4Q23	3Q23	Change	2024	2023	Change
						Y / Y			Y / Y
Managed Principal Balance EOP (Millions)	\$ 3,011.8	\$ 2,997.8	\$ 3,027.5	\$ 3,182.1	\$ 3,231.0	(6.8)%	\$ 3,011.8	\$ 3,231.0	(6.8)%
Owned Principal Balance EOP (Millions)	\$ 2,732.2	\$ 2,719.0	\$ 2,752.4	\$ 2,904.7	\$ 2,927.9	(6.7)%	\$ 2,732.2	\$ 2,927.9	(6.7)%
Average Daily Principal Balance (Millions)	\$ 2,755.5	\$ 2,745.7	\$ 2,851.7	\$ 2,940.5	\$ 2,967.7	(7.2)%	\$ 2,784.2	\$ 3,010.1	(7.5)%
Customer Acquisition Cost ⁽¹⁾	\$ 118	\$ 122	\$ 138	\$ 141	\$ 155	(23.9)%	\$ 131	\$ 169	(22.5)%

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

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

Condensed consolidated income statement

	Quarter Ended					Change Y / Y	Nine Months Ended September 30		
	3Q24	2Q24	1Q24	4Q23	3Q23		2024	2023	Change Y / Y
<i>(\$ Millions, except per share data. Shares in Millions)</i>									
Interest income	\$ 230.0	\$ 231.4	\$ 230.6	\$ 242.2	\$ 243.3	(5.4)%	\$ 692.0	\$ 721.3	(4.1)%
Non-interest income	19.9	19.0	19.9	20.5	25.0	(20.3)%	58.8	73.0	(19.4)%
Total revenue	\$ 250.0	\$ 250.4	\$ 250.5	\$ 262.6	\$ 268.2	(6.8)%	\$ 750.8	\$ 794.3	(5.5)%
Less:									
Interest expense	\$ 55.7	\$ 54.2	\$ 54.5	\$ 52.0	\$ 47.0	18.7 %	\$ 164.5	\$ 127.4	29.1 %
Net increase (decrease) in fair value	(131.6)	(136.1)	(116.9)	(138.5)	(136.1)	3.3 %	(384.6)	(458.3)	16.1 %
Net Revenue	\$ 62.6	\$ 60.0	\$ 79.2	\$ 72.1	\$ 85.1	(26.5)%	\$ 201.8	\$ 208.6	(3.2)%
Operating expenses:									
Sales and marketing	\$ 17.4	\$ 16.3	\$ 16.0	\$ 18.1	\$ 18.9	(7.7)%	\$ 49.7	\$ 57.2	(13.2)%
Other operating expenses	84.7	92.9	93.6	111.3	103.7	(18.3)%	271.2	347.7	(22.0)%
Total operating expenses	\$ 102.1	\$ 109.2	\$ 109.6	\$ 129.4	\$ 122.5	(16.7)%	\$ 320.9	\$ 404.9	(20.8)%
Income (loss) before taxes	\$ (39.5)	\$ (49.1)	\$ (30.5)	\$ (57.3)	\$ (37.4)	(5.6)%	\$ (119.1)	\$ (196.4)	39.4 %
Income tax provision (benefit)	(9.5)	(18.1)	(4.0)	(15.5)	(16.2)	41.4 %	(31.7)	(58.2)	45.6 %
Net income (loss)	\$ (30.0)	\$ (31.0)	\$ (26.4)	\$ (41.8)	\$ (21.1)	(41.7)%	\$ (87.4)	\$ (138.1)	36.7 %
Memo:									
Earnings (loss) per share	\$ (0.75)	\$ (0.78)	\$ (0.68)	\$ (1.09)	\$ (0.55)	(36.4)%	\$ (2.21)	\$ (3.80)	41.8 %
Diluted earnings (loss) per share	\$ (0.75)	\$ (0.78)	\$ (0.68)	\$ (1.09)	\$ (0.55)	(36.4)%	\$ (2.21)	\$ (3.80)	41.8 %
Weighted average common shares outstanding - basic	40.0	39.8	38.9	38.5	38.3	4.4 %	39.6	36.3	8.9 %
Weighted average common shares outstanding - diluted	40.0	39.8	38.9	38.5	38.3	4.4 %	39.6	36.3	8.9 %

Condensed consolidated balance sheet

(\$ Millions)	Quarter Ended					Change Y / Y
	3Q24	2Q24	1Q24	4Q23	3Q23	
Cash and cash equivalents	\$ 71.8	\$ 72.9	\$ 69.2	\$ 91.2	\$ 81.9	(12.3)%
Restricted cash	156.7	163.8	127.4	114.8	117.8	33.1 %
Total cash	\$ 228.5	\$ 236.6	\$ 196.6	\$ 206.0	\$ 199.6	14.5 %
Loans receivable at fair value	2,728.5	2,714.4	2,841.5	2,962.4	2,940.9	(7.2)%
Other assets	294.2	299.3	239.4	243.5	289.4	1.7 %
Total assets	\$ 3,251.3	\$ 3,250.4	\$ 3,277.5	\$ 3,411.9	\$ 3,429.9	(5.2)%
Total debt	2,837.2	2,806.8	2,804.9	2,910.2	2,894.0	(2.0)%
Other liabilities	86.6	89.4	90.6	97.3	94.6	(8.5)%
Total liabilities	\$ 2,923.7	\$ 2,896.2	\$ 2,895.5	\$ 3,007.5	\$ 2,988.6	(2.2)%
Total stockholders' equity	\$ 327.6	\$ 354.1	\$ 382.0	\$ 404.4	\$ 441.4	(25.8)%
Total liabilities and stockholders' equity	\$ 3,251.3	\$ 3,250.4	\$ 3,277.5	\$ 3,411.9	\$ 3,429.9	(5.2)%

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

Adjusted EBITDA reconciliation

(\$ Millions)	Quarter Ended					Change Y / Y	Nine Months Ended September 30,		
	3Q24	2Q24	1Q24	4Q23	3Q23		2024	2023	Change Y / Y
Net income (loss)	\$ (30.0)	\$ (31.0)	\$ (26.4)	\$ (41.8)	\$ (21.1)	(41.7)%	\$(87.4)	\$(138.1)	
Adjustments:									
Income tax expense (benefit)	(9.5)	(18.1)	(4.0)	(15.5)	(16.2)	41.4 %	(31.7)	(58.2)	45.6 %
Interest on corporate financing ⁽¹⁾⁽²⁾	12.6	13.2	13.9	14.6	15.0	(16.4)%	39.7	37.4	6.0 %
Depreciation and amortization	13.5	13.0	13.2	13.8	13.9	(3.4)%	39.7	41.1	(3.5)%
Stock-based compensation expense	3.2	3.0	4.0	4.8	4.3	(25.6)%	10.2	13.2	(22.8)%
Workforce optimization expenses	—	2.2	0.8	6.8	0.5	NM	3.0	15.7	(80.8)%
Other non-recurring charges ⁽¹⁾⁽²⁾	2.9	10.3	3.5	10.8	1.6	84.6 %	16.7	4.7	257.5 %
Fair value mark-to-market adjustment	38.6	37.7	(3.0)	16.4	16.5	134.7 %	73.3	93.2	(21.3)%
Adjusted EBITDA⁽³⁾	\$ 31.4	\$ 30.2	\$ 1.9	\$ 9.9	\$ 14.5	117.0 %	\$ 63.5	\$ 8.9	614.1 %
Memo:									
Total revenue	250.0	250.4	250.5	262.6	268.2	(6.8)%	750.8	794.3	(5.5)%
Adjusted EBITDA Margin (%)⁽⁴⁾	12.5 %	12.1 %	0.8 %	3.8 %	5.4 %		8.5 %	1.1 %	

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

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

⁽³⁾ Our calculation of Adjusted EBITDA was updated in 1Q24 to more closely align with management's internal view of the performance of the business. The 4Q23 and 3Q23 and 2Q23 values for Adjusted EBITDA shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been \$6.1 million and \$15.6 million, respectively. In addition, the 2023 YTD value would have been \$(4.5) million.

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

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

Adjusted net income reconciliation

(\$ Millions)	Quarter Ended					Change Y / Y	Nine Months Ended September 30,		
	3Q24	2Q24	1Q24	4Q23	3Q23		2024	2023	Change Y / Y
Net income (loss)	\$ (30.0)	\$ (31.0)	\$ (26.4)	\$ (41.8)	\$ (21.1)	(41.7)%	\$ (87.4)	\$ (138.1)	36.7 %
Adjustments:									
Income tax expense (benefit)	(9.5)	(18.1)	(4.0)	(15.5)	(16.2)	41.4 %	(31.7)	(58.2)	45.6 %
Stock-based compensation expense	3.2	3.0	4.0	4.8	4.3	(25.6)%	10.2	13.2	(22.8)%
Workforce optimization expenses	—	2.2	0.8	6.8	0.5	NM	3.0	15.7	(80.8)%
Other non-recurring charges ⁽¹⁾⁽²⁾	2.9	10.3	3.5	10.8	1.6	84.6 %	16.7	4.7	257.5 %
Net decrease in fair value of credit cards receivable	—	36.2	—	—	—	NM	36.2	—	
Mark-to-market adjustment on ABS notes	34.6	1.9	27.1	23.6	14.9	132.7 %	63.6	76.4	(16.7)%
Adjusted income before taxes	\$ 1.3	\$ 4.4	\$ 5.0	\$ (11.3)	\$ (16.1)	NM	\$ 10.7	\$ (86.4)	NM
Normalized income tax expense	(0.3)	(1.2)	(1.3)	3.0	4.4	NM	(2.9)	23.3	NM
Income tax rate (%)	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %		27.0 %	27.0 %	
Adjusted Net Income⁽³⁾	\$ 0.9	\$ 3.2	\$ 3.6	\$ (8.2)	\$ (11.8)	NM	\$ 7.8	\$ (63.1)	NM
Memo:									
Stockholders' equity	\$ 327.6	\$ 354.1	\$ 382.0	\$ 404.4	\$ 441.4	(25.8)%	\$ 327.6	\$ 441.4	(25.8)%
Adjusted ROE (%)⁽⁴⁾	1.1 %	3.5 %	3.7 %	(7.7)%	(10.4)%		2.8 %	(17.1)%	

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

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

⁽³⁾ Our calculation of Adjusted Net Income (Loss) was updated in 1Q24 to more closely align with management's internal view of the performance of the business. The 4Q23 and 3Q23 values for Adjusted Net Income (Loss) shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been \$(20.6) million and \$(17.6) million, respectively. In addition, the YTD 2023 value would have been \$(103.5) million.

⁽⁴⁾ Calculated as Adjusted Net Income (Loss) divided by average stockholders' equity. ROE has been annualized. Due to the Adjusted Net Income (Loss) revisions in 1Q24, the 4Q23 and 3Q23 Adjusted ROE values would have been (19.3)% and (15.5)%, respectively. In addition, the YTD 2023 value would have been (28.0)%.

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

(\$ Millions)	Quarter Ended					Change Y / Y	Nine Months Ended September 30		
	3Q24	2Q24	1Q24	4Q23	3Q23		2024	2023	Change Y / Y
Operating Efficiency	40.8 %	43.6 %	43.8 %	49.3 %	45.7 %		42.7 %	51.0 %	
Total Revenue	\$ 250.0	\$ 250.4	\$ 250.5	\$ 262.6	\$ 268.2	(6.8)%	\$ 750.8	\$ 794.3	(5.5)%
Total operating expense	\$ 102.1	\$ 109.2	\$ 109.6	\$ 129.4	\$ 122.5	(16.7)%	\$ 320.9	\$ 404.9	(20.8)%
Less:									
Stock-based compensation expense	(3.2)	(3.0)	(4.0)	(4.8)	(4.3)	25.6 %	(10.2)	(13.2)	22.8 %
Workforce optimization expenses	—	(2.2)	(0.8)	(6.8)	(0.5)	NM	(3.0)	(15.7)	80.8 %
Other non-recurring charges ⁽¹⁾	(2.5)	(9.9)	(3.1)	(10.5)	(1.3)	(94.6)%	(15.6)	(3.9)	(295.3)%
Total Adjusted Operating Expense	\$ 96.3	\$ 94.1	\$ 101.7	\$ 107.3	\$ 116.4	(17.3)%	\$ 292.1	\$ 372.1	(21.5)%
Adjusted Operating Efficiency⁽²⁾	38.5 %	37.6 %	40.6 %	40.9 %	43.4 %	(11.2)%	38.9 %	46.8 %	(16.9)%
Average Daily Principal Balance	\$2,755.5	\$2,745.7	\$2,851.7	\$2,940.5	\$2,967.7	(7.2)%	\$2,784.2	\$3,010.1	(7.5)%
OpEx Ratio	14.7 %	16.0 %	15.5 %	17.5 %	16.4 %	(10.0)%	15.4 %	18.0 %	(14.4)%
Adjusted OpEx Ratio	13.9 %	13.8 %	14.3 %	14.5 %	15.6 %	(10.6)%	14.0 %	16.5 %	(15.2)%

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

⁽²⁾ Our calculation of Adjusted Net Income (Loss) was updated in 1Q24 to more closely align with management's internal view of the performance of the business. We have removed the adjustment related to acquisition and integration related expenses from our calculation of Adjusted Operating Efficiency to maintain consistency with the revised Adjusted EBITDA and Adjusted Net Income (Loss) calculations. The 4Q23 and 3Q23 values for Adjusted Operating Efficiency shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been 38.4% and 40.8%, respectively. In addition, the YTD 2023 value would have been 44.2%.

Basic and diluted earnings per share reconciliation

	Quarter Ended					Change Y / Y	Nine Months Ended September 30		
	3Q24	2Q24	1Q24	4Q23	3Q23		2024	2023	Change Y / Y
<i>(\$ Millions, except per share data. Shares in Millions)</i>									
Net income (loss)	\$ (30.0)	\$ (31.0)	\$ (26.4)	\$ (41.8)	\$ (21.1)	(41.7)%	\$ (87.4)	\$ (138.1)	36.7 %
Net income (loss) attributable to common stockholders	\$ (30.0)	\$ (31.0)	\$ (26.4)	\$ (41.8)	\$ (21.1)	(41.7)%	\$ (87.4)	\$ (138.1)	36.7 %
Basic weighted-average common shares outstanding	40.0	39.8	38.9	38.5	38.3	4.4 %	39.6	36.3	8.9 %
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	—	—	—	—	—	NM	—	—	NM
Diluted weighted-average common shares outstanding	40.0	39.8	38.9	38.5	38.3	4.4 %	39.6	36.3	8.9 %
Earnings (loss) per share:									
Basic	\$ (0.75)	\$ (0.78)	\$ (0.68)	\$ (1.09)	\$ (0.55)	(35.8)%	\$ (2.21)	\$ (3.80)	41.9 %
Diluted	\$ (0.75)	\$ (0.78)	\$ (0.68)	\$ (1.09)	\$ (0.55)	(35.8)%	\$ (2.21)	\$ (3.80)	41.9 %

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

Adjusted earnings per share reconciliation

	Quarter Ended					Change Y / Y	Nine Months Ended September 30			
	3Q24	2Q24	1Q24	4Q23	3Q23		2024	2023	Change Y / Y	
<i>(\$ Millions, except per share data. Shares in Millions)</i>										
Diluted earnings (loss) per share	\$ (0.75)	\$ (0.78)	\$ (0.68)	\$ (1.09)	\$ (0.55)	(36.4)%	\$ (2.21)	\$ (3.80)	41.8 %	
Adjusted Net Income	\$ 0.9	\$ 3.2	\$ 3.6	\$ (8.2)	\$ (11.8)	NM	\$ 7.8	\$ (63.1)	NM	
Basic weighted-average common shares outstanding	40.0	39.8	38.9	38.5	38.3	4.4 %	39.6	36.3	8.9 %	
Weighted average effect of dilutive securities:										
Stock options	—	—	—	—	—	NM	—	—	NM	
Restricted stock units	0.3	0.5	0.4	—	—	NM	0.4	—	NM	
Diluted adjusted weighted-average common shares outstanding	40.2	40.3	39.3	38.5	38.3	5.1 %	40.0	36.3	10.0 %	
Adjusted EPS	\$ 0.02	\$ 0.08	\$ 0.09	\$ (0.21)	\$ (0.31)	NM	\$ 0.19	\$ (1.74)	NM	

⁽¹⁾ Our calculation of Adjusted Net Income (Loss) was updated in Q1 2024 to more closely align with management's internal view of the performance of the business. The 4Q23 and 3Q23 values for Adjusted EPS shown in the table above have been revised and presented on a comparable basis. Prior to these revisions the values would have been \$(0.54) and (0.46), respectively. In addition, the YTD 2023 value would have been \$(2.85).

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

Forward looking adjusted EBITDA reconciliation

(\$ Millions)	4Q 2024		FY 2024	
	Low	High	Low	High
Net (loss)	\$ (12.1) *	\$ (10.6) *	\$ (47.8) *	\$ (46.2) *
Adjustments:				
Income tax expense (benefit)	(3.4)	(2.9)	(12.9)	(12.5)
Interest on corporate financing	10.1	10.1	49.8	49.8
Depreciation and amortization	11.5	11.5	51.2	51.2
Stock-based compensation expense	3.3	3.3	13.6	13.6
Workforce optimization expenses	—	—	2.9	2.9
Other non-recurring charges	18.6	18.6	35.2	35.2
Fair value mark-to-market adjustment	*	*	*	*
Adjusted EBITDA	\$ 28.0	\$ 30.0	\$ 92.0	\$ 94.0

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

Forward looking adjusted net income and adjusted earnings per share reconciliation

	FY 2025	
	Low	High
<i>(\$ Millions, except per share data. Shares in Millions)</i>		
Net Income (loss)	\$ 12.6	\$ 25.1
Adjustments:		
Income tax expense (benefit)	4.7	9.3
Stock-based compensation expense	14.4	14.4
Other non-recurring charges	6.4	6.4
Mark-to-market adjustment on ABS notes	30.8	30.8
Adjusted income before taxes	\$ 68.9	\$ 86.0
Normalized income tax expense	18.7	23.2
Adjusted Net Income	\$ 50.2	\$ 62.8
Diluted adjusted weighted-average common shares outstanding	50.2	50.2
Diluted earnings per share	\$ 0.25	\$ 0.50
Adjusted EPS	\$ 1.00	\$ 1.25

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

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	
	3Q24	2Q24	3Q23	2Q23	Q / Q	Y / Y
Loan Portfolio Drivers						
Discount rate	8.3 %	8.7 %	11.2 %	11.1 %	(0.3)%	(2.8)%
Remaining cumulative charge-offs as a % of principal balance	11.9 %	11.6 %	11.9 %	11.4 %	0.4 %	— %
Average life in years	1.11	1.02	0.99	0.96	0.10	0.12
Loans Receivable at Fair Value ⁽¹⁾						
Fair value loan portfolio – principal balance	\$ 2,643.0	\$ 2,624.5	\$ 2,927.9	\$ 2,963.2	\$ 18.4	\$ (285.0)
Interest and Fee Receivable, net	34.9	32.0	29.0	30.9	\$ 2.9	\$ 5.9
Cumulative fair value mark-to-market adjustment	50.6	57.9	12.9	21.9	(7.2)	37.7
Fair value loan portfolio - end of period	\$ 2,728.5	\$ 2,714.4	\$ 2,969.9	\$ 3,016.0	\$ 14.1	\$ (241.4)
Price	103.2 %	103.4 %	101.4 %	101.8 %	(0.2)%	1.8 %
Asset-Backed Notes at Fair Value						
Carrying value of asset-backed notes	\$ 1,417.5	\$ 1,648.5	\$ 2,076.2	\$ 2,251.6	\$ (231.0)	\$ (658.8)
Cumulative fair value mark-to-market adjustment	(30.8)	(65.4)	(118.0)	(132.8)	34.6	87.2
Fair value asset-backed notes – end of period	\$ 1,386.7	\$ 1,583.1	\$ 1,958.3	\$ 2,118.8	\$ (196.4)	\$ (571.6)
Price	97.8 %	96.0 %	94.3 %	94.1 %	1.8 %	3.5 %
Net Change in Fair Value Summary						
A Mark-to-market adjustment on loans ⁽¹⁾	\$ (5.4)	\$ (36.7)	\$ (9.0)	\$ 14.2	\$ 31.3	\$ 3.6
B Mark-to-market adjustment on asset-backed notes	\$ (34.6)	\$ (1.9)	\$ (14.9)	\$ (12.6)	\$ (32.7)	\$ (19.7)
Mark-to-market adjustment on derivatives	\$ 1.3	\$ 1.0	\$ 7.4	\$ 6.3	\$ 0.4	\$ (6.1)
Total fair value mark-to-market adjustment	\$ (38.6)	\$ (37.7)	\$ (16.5)	\$ 7.8	\$ (1.0)	\$ (22.2)
Net charge-offs	\$ (82.3)	\$ (83.9)	\$ (88.0)	\$ (93.5)	\$ 1.5	\$ 5.6
Net settlements on derivative instruments	\$ 3.0	\$ 3.8	\$ (0.4)	\$ (1.9)	\$ (0.8)	\$ 3.3
Fair value mark on loans sold ⁽²⁾	\$ (13.6)	\$ (18.4)	\$ (31.3)	\$ (18.9)	\$ 4.8	\$ 17.8
Total Net Change in Fair Value	\$ (131.6)	\$ (136.1)	\$ (136.1)	\$ (106.5)	\$ 4.5	\$ 4.5

(1) Refer to slide 44 for estimate methodology to calculate fair value premium on loans receivable by quarter. In 2Q24 \$94.5M of principal related to Credit Cards Receivable were reclassified to Credit Cards Receivable Held for Sale. 2Q24 and 3Q24 mark-to-market adjustment on loans of \$(36.7)M and \$(5.4)M, respectively, includes a fair value mark-to-market adjustment adjustment related to this reclass of \$(36.2)M and \$1.9M, respectively.

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

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

Fair value estimate methodology

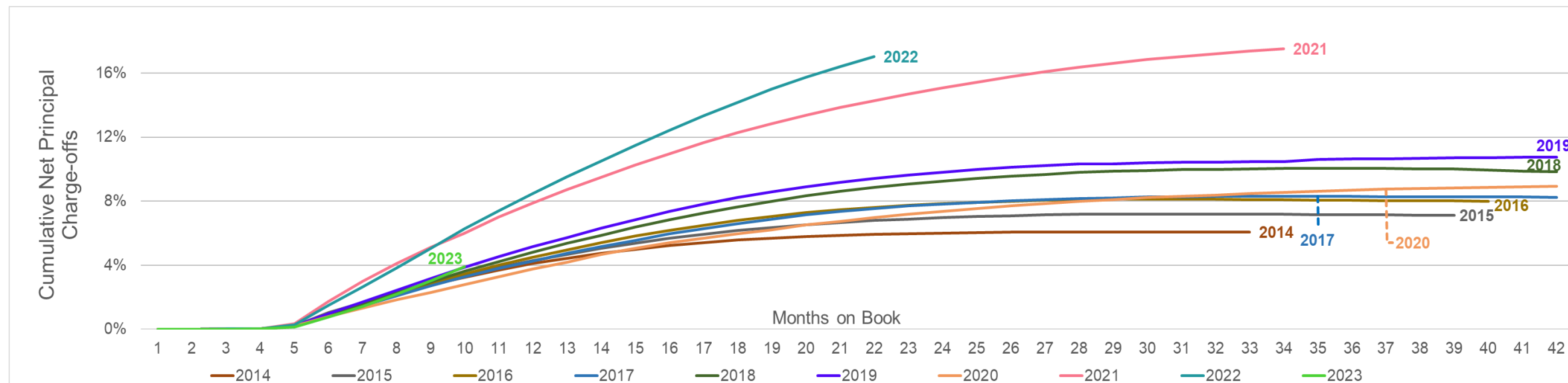
Loans receivable at fair value now include accrued interest & fees receivable, so fair value price is now the gross fair value premium

	Quarter Ended							Change Y / Y
	3Q24	2Q24	1Q24	4Q23	3Q23	2Q23	1Q23	
Weighted average portfolio yield over the remaining life of the loans	26.96 %	28.42 %	28.87 %	29.10 %	29.58 %	29.85 %	29.61 %	(2.62)%
Less: Servicing fee	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	— %
Net portfolio yield	21.96 %	23.42 %	23.87 %	24.10 %	24.58 %	24.85 %	24.61 %	(2.62)%
Multiplied by: Weighted average life in years	1.113	1.016	1.027	1.007	0.995	0.955	0.963	0.119
Pre-loss cash flow	24.44 %	23.79 %	24.50 %	24.26 %	24.45 %	23.74 %	23.69 %	(0.01)%
Less: Remaining cumulative charge-offs	(11.94)%	(11.57)%	(11.92)%	(12.10)%	(11.93)%	(11.35)%	(11.72)%	(0.01)%
Net cash flow	12.51 %	12.23 %	12.58 %	12.16 %	12.52 %	12.39 %	11.97 %	(0.01)%
Less: Discount rate multiplied by average life	(9.27)%	(8.80)%	(9.34)%	(10.17)%	(11.09)%	(10.61)%	(10.66)%	1.82 %
Gross fair value premium as a percentage of loan principal balance	3.23 %	3.43 %	3.24 %	1.99 %	1.43 %	1.78 %	1.31 %	1.80 %
Discount rate	8.33 %	8.66 %	9.10 %	10.10 %	11.15 %	11.10 %	11.07 %	(2.82)%

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

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

Net lifetime loan loss rates by vintage



Year of Origination	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Dollar Weighted Average Original Term for Vintage (Months)	19.1	22.3	24.2	26.3	29.0	30.0	32.0	33.3	37.8	39.2
Net Lifetime Loan Losses as % of Original Principal Balance	6.1%	7.1%	8.0%	8.2%	9.8%	10.8%	9.0%	17.5%*	17.0%*	3.9%*
Outstanding Principal Balance as % of Original Amount Disbursed	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.5%	5.6%	30.4%	70.6%

* 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.

Endnotes

1. FINRA Investor Education Foundation Study, February 2021
2. Financial Health Network (FHN): “Financial Health Pulse™ 2022 U.S. Trends Report”
3. GoBankingRates Survey, December 2021
4. Financial Health Network: “The FinHealth Spend Report 2022”
5. Gallup article published on May 18, 2023 - <https://news.gallup.com/poll/506012/americans-remain-discouraged-personal-finances.aspx>
6. BAMM population survey, Oct 2019
7. Based on a study prepared for Oportun by FHN “True Cost of a Loan,” October 2021, calculated as of September 2024
8. 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 September 30, 2024
9. Based on the average cost of borrowing for \$500, \$1,500 and \$3,000 as determined by a study prepared for Oportun by the Financial Health Network (FHN) “True Cost of a Loan,” October 2021, calculated as of September 2024
10. Now consolidated into a single company “DolFinTech”
11. 3Q22 vintage only includes August and September 2022
12. Excludes credit cards
13. Corporate level ROA based on assumed tax rate of 27.0%
14. 3Q24 adjusted metrics for comparison purposes, to exclude non-recurring items
15. 3Q24 figures refer to Adjusted ROE
16. Other non-recurring charges are primarily comprised of impairment and workforce optimization costs
17. Warehouse Lines - combined undrawn capacity on our secured financing facilities as of September 30, 2024
18. WLS Agmts Rmng - combined sale targets on forward flow whole loan sale agreements as of September 30, 2024
19. Based on the cost of borrowing \$500 as determined by a study prepared for Oportun by FHN “True Cost of a Loan,” October 2021, calculated as of September 2024
20. Calculated based on headcount as of December 31, 2023
21. Calculated based on board members as of September 30, 2024



Investor Contact

Dorian Hare

650-590-4323

ir@oportun.com