

# Q2 2024 EARNINGS PRESENTATION

August 6, 2024

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#### Use of Non-GAAP Financial Measures

Some of the financial information and data contained in this presentation, such as Adjusted EBITDA, have not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). MoneyLion management uses these non-GAAP measures for various purposes, including as measures of performance and as a basis for strategic planning and forecasting. MoneyLion believes these non-GAAP measures of financial results provide relevant and useful information to management and investors regarding certain financial and business trends relating to MoneyLion's results of operations. MoneyLion's method of determining these non-GAAP measures may be different from other companies' methods and, therefore, may not be comparable to those used by other companies and MoneyLion does not recommend the sole use of 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 MoneyLion's financial statements. In addition, they are subject to inherent limitations as they exclude 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 MoneyLion's financial statements, which are included in MoneyLion's filings with the U.S. Securities and Exchange Commission, and not rely on any single financial measure to evaluate MoneyLion's business. Reconciliations of these non-GAAP measures are provided, they are presented on a non-GAAP asis without reconciliations of such forward-looking non-GAAP measures are provided, they are presented on historical adjustments. Accordingly, a reconciliation is not available without unreasonable effort.

#### Forward-Looking Statements

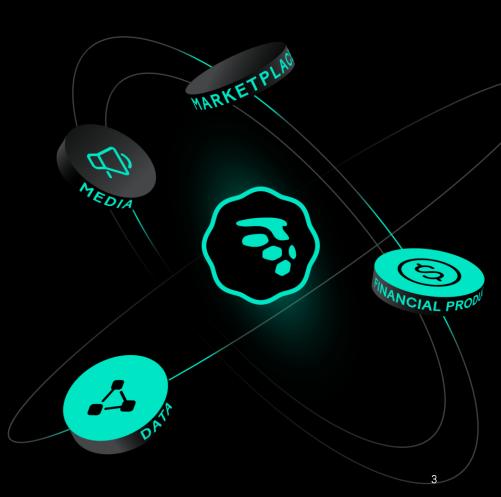
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In addition, forward-looking statements reflect MoneyLion's expectations, plans or forecasts of future events and views as of the date of this presentation. MoneyLion anticipates that subsequent events and developments will cause its assessments to change. However, while MoneyLion may elect to update these forward-looking statements at some point in the future, MoneyLion specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing MoneyLion's assessments as of any date subsequent to the date of this presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.



# **MONEYLION:** The first **Digital Ecosystem** for Consumer **Finance**





# RECORD REVENUE

\$131M

23% Y/Y growth

Demonstrating growth while scaling profitably

Enterprise revenue inflection point

17% Q/Q revenue growth

**Exceeded** guidance

of \$125-\$130M



# ADJ. EBITDA<sup>(6)</sup> \$18.5M

14.2% Adj. EBITDA margin in Q2 2024

up from 8.7% in Q2 2023

~550 bps of margin expansion

Y/Y as we continue to scale efficiently

Middle of guidance range

of \$17-\$20M



	Q2 2024	1H 2024
Net Income	\$3.1M	\$10.2M
Diluted EPS	\$0.26	\$0.85

Q2 2024
GAAP NET INCOME
\$3.1M

\$0.26

**DILUTED EPS** 



### **STRATEGIC POSITIONING:**

THE FIRST CONSUMER FINANCE DIGITAL ECOSYSTEM

### **VISION:**

To be the

## number 1 destination

for financial decisions

# THE FIRST DIGITAL ECOSYSTEM FOR CONSUMER FINANCE

A comprehensive digital environment that combines

COMMERCE | SERVICES | CONTENT | DEVELOPMENT

to meet a wide range of user needs and create a lethal weapon for disruption

### Commerce

### HELP PEOPLE

Full retail experience with trust, expansive product offerings and personalization

### Content

### **ENTERTAIN & RETAIN**

Engaging and immersive interactions to entertain, inform, reinforce and retain

### Business Services

### **HELP BUSINESSES**

Acquisition, conversion and monetization services bespoke to each industry

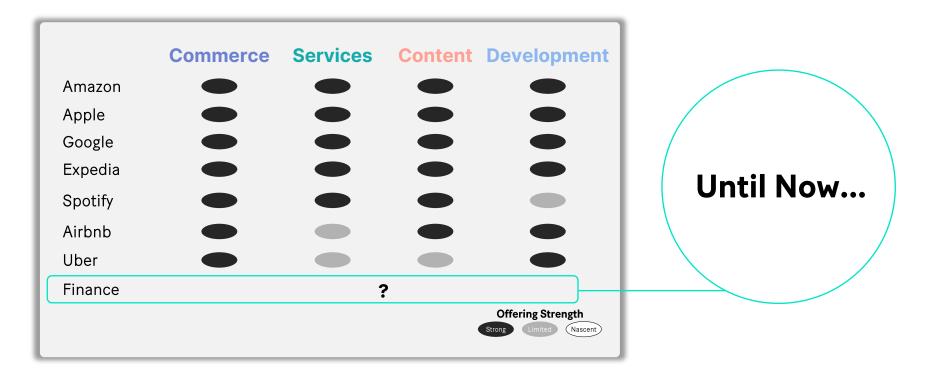
# Developer Kits

### INTEGRATION & PROLIFERATION

Toolkits to maximize application integration and adoption in complex adjacent ecosystem participants

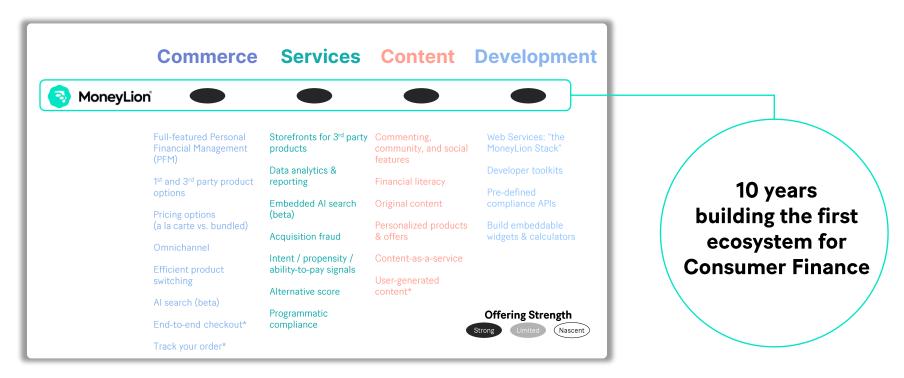


# DIGITAL ECOSYSTEMS ARE DISRUPTING EVERY CONSUMER INDUSTRY EXCEPT CONSUMER FINANCE





# CONSUMER FINANCE HAS ALL THE ELEMENTS, BUT NEVER TOGETHER... UNTIL MONEYLION





Note: \* under development.

## **17.0M** TOTAL CUSTOMERS (1) AS OF Q2 2024

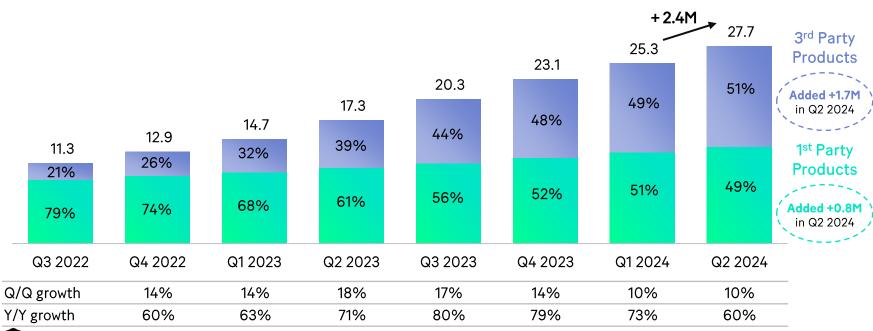
(in millions) 73% Y/Y Growth +1.6M 17.0 15.5 14.0 12.1 9.9 7.8 6.5 5.4 Q3 2022 Q4 2022 Q1 2023 Q2 2023 Q3 2023 Q4 2023 Q12024 Q2 2024 Q/Q growth 20% 20% 26% 23% 16% 11% 10% Y/Y growth 97% 102% 114% 124% 115% 98% 73% **Total Customers** 1.1 1.3 2.1 2.2 1.9 1.5 1.6 added (in M)



# MARKETPLACE DRIVING MAJORITY OF PRODUCT CONSUMPTION GROWTH

Expanding Total Products (2) Demonstrates Our Ability To Match People With the Right Products

Total Products (in millions)

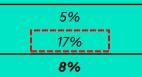


# THE ULTIMATE FINANCIAL **MARKETPLACE**

Our flywheel continues to fuel our growth and profitability advantage

Q2 2024 Q/Q Growth

Consumer **Enterprise Total Revenue** 



Al Powered PFM

Insights

Banking

Direct Deposit

Early Paycheck

Rewards

Cash Advance

Credit Builder

Loans

#### Q Search MoneyLion

#### Personal Financial Management (PFM)





Money / Adjacent Content and Community



Credit Monitoring



Investing Managed Portfolio Single Stock Investing



Round Ups



Peer to Peer **Payments** 

Marketplace Products & Offers



Loans Personal, Student, Auto.



Credit Cards



Home Get Repairs, Save on Utilities



Auto Rent. Buy / Sell



Insurance Auto, Life, Home



High Yield Savings



Earn Side Hustles



Education Student Loan Refi

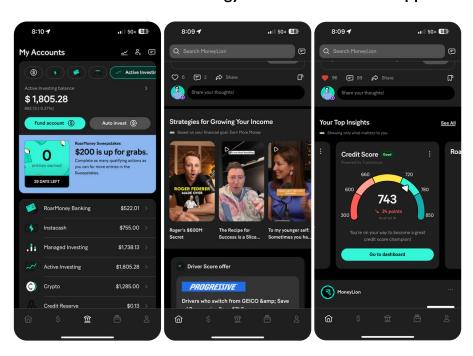


Tax Preparation

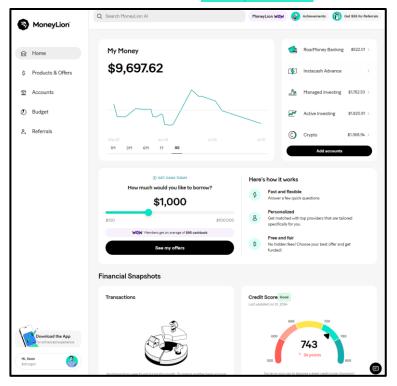


### THE MOST FULL-FEATURED PFM IN THE INDUSTRY

World-class PFM Technology Available via Mobile App ...

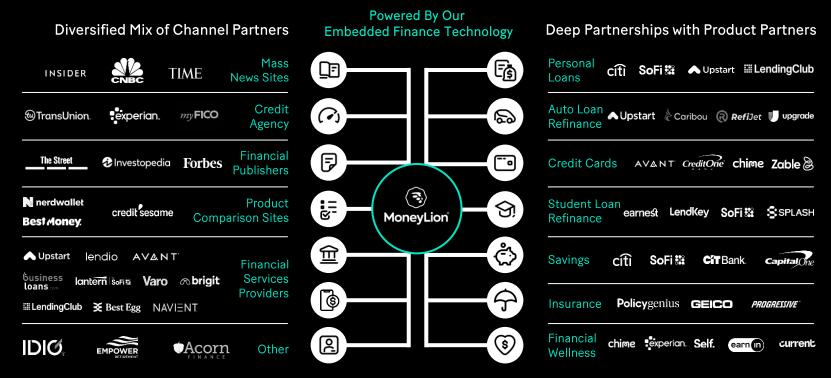


... and Online at moneylion.com





# MASSIVE NETWORK OF 1,200+ PARTNERS DROVE 85M+ TOTAL CUSTOMER INQUIRIES





# INTRODUCING MONEYLION LABS



# BLEEDING EDGE TECHNOLOGY SUPPORTING THE DIGITAL ECOSYSTEM

A comprehensive digital environment that combines

COMMERCE | SERVICES | CONTENT | DEVELOPMENT

to meet a wide range of user needs and create a lethal weapon for disruption

### Commerce

### HELP PEOPLE

Full retail experience with trust, expansive product offerings and personalization

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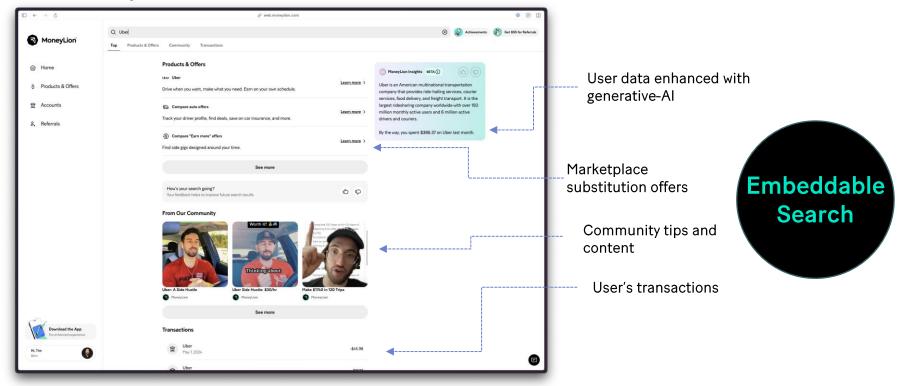






### FINANCIAL PRODUCT SEARCH

### Powered by User-Permissioned Data



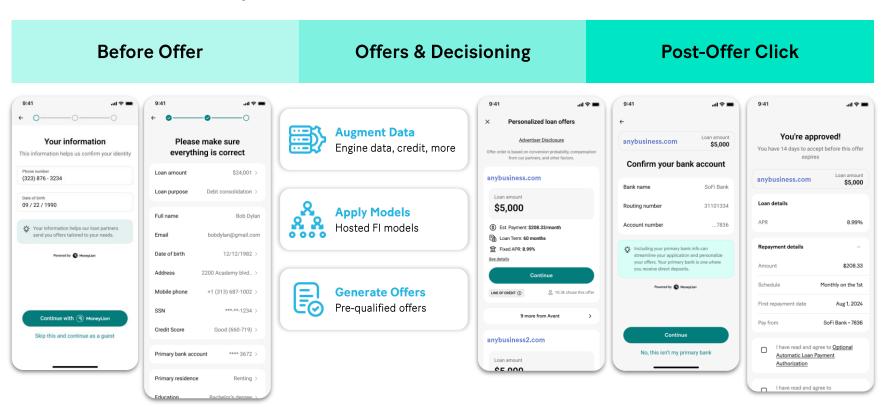
Creating the hub for consumers to make their best, optimized financial decisions



### **2** BUSINESS SERVICES

### **MONEYLION CHECKOUT**

"Continue with MoneyLion"







### **CONTENT AS A SERVICE**



# Turn your content into a powerful brand feed

The only end-to-end solution that combines content creation and publishing technology into a personalized feed experience for end consumers, across mobile & web



#### **DESIGNED FOR:**

- Wealth managers
- Asset managers
- Banks
- Insurance providers



**Architecture** 



Content Studio



Publishing Technology





## WEB SERVICES

#### **AUDIENCE BUILDER**

Unlock the full potential of your marketing strategies with precision-engineered cohorts for targeted engagement

#### **BANKLINK CONNECT**

Enhance data accuracy & coverage with auto-routing across leading bank data aggregators

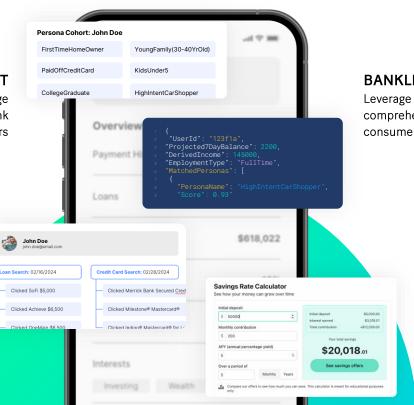
## PRODUCT ENGAGEMENT HISTORY

Track consumer behavior in real-time for smarter marketing decisions and strategies

Sandbox Environment

Interoperability





#### **BANKLINK ENHANCE**

Leverage proprietary AI models to deliver comprehensive insights and predictions into consumers' financial behaviors

#### **NEXT BEST ACTION**

Improve your ability to engage with customers by providing personalized recommendations that are both timely and relevant

Flexible Integrations

Configurability

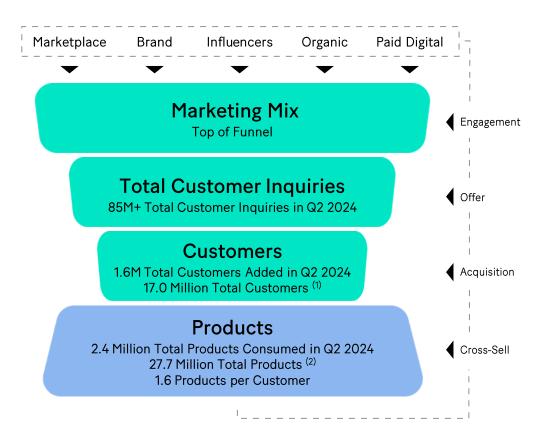
# FINANCIAL UPDATE



# CUSTOMER ACQUISITION AND LIFECYCLE STRATEGY

Unique top of funnel drove 85+ million Total Customer Inquiries in Q2 2024 (up from 50+ million in Q2 2023) and 1.6 million Total Customers added

Lifecycle marketing engine gives customers more options to drive better outcomes, resulting in 1.6 products per customer





# CUSTOMER JOURNEY: "30/60/90" CONTRIBUTION MARGIN PROGRESSION

30% B2B CHANNEL

60% FIRST-PARTY PRODUCTS

GONSUMER MARKETPLAC

#### 30% contribution

Driven by spread between product affiliate fees and channel partner payouts

#### 60% contribution

Historical contribution on first-party products

#### 90% contribution

Lifecycle marketing leveraging our consumer marketplace driving third-party product consumption

MoneyLion is accelerating its mix of high-margin revenue

.... which is driving overall operating leverage as we scale



### STRONG BUSINESS EQUATION

### LTM Q2 2024:

7.2M Total Customers (1) added

< \$15 CAC

~5 month Payback Period

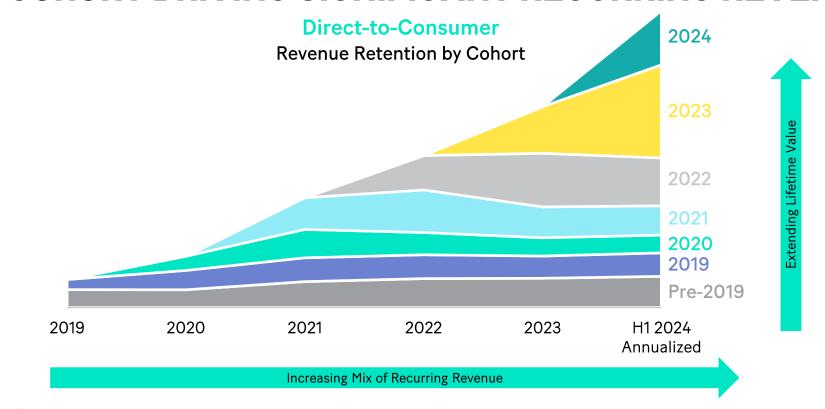
**\$35** ARPU

As we expand our TAM, we introduce more customers to the platform and trend towards an optimal mix of 1st and 3rd party products consumed

This creates sustainable, long-term revenue growth and an expanding margin profile



# CONSUMER LIFETIME PERFORMANCE OF EVERY COHORT DRIVING SIGNIFICANT RECURRING REVENUE



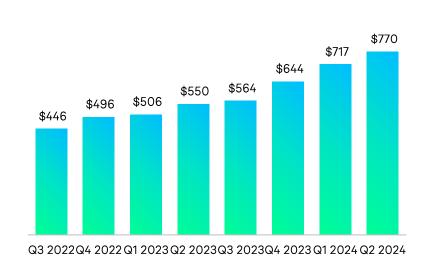


### **CONTINUED STRENGTH IN CONSUMER**

40% Y/Y Growth and 7% Q/Q Growth

Total Originations (3)

(in millions)



Q/Q growth	11%	2%	9%	3%	14%	11%	7%
Y/Y growth	28%	24%	25%	26%	30%	42%	40%

### MoneyLion®

### Provision Expense as a % of Originations (4)

We are continuously implementing changes to optimize credit performance

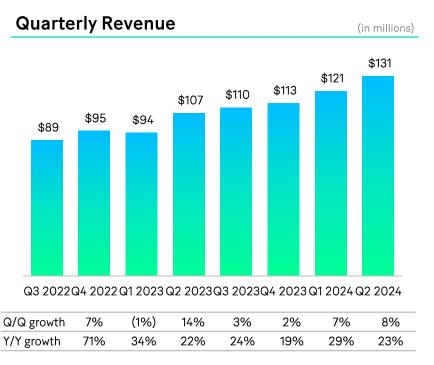


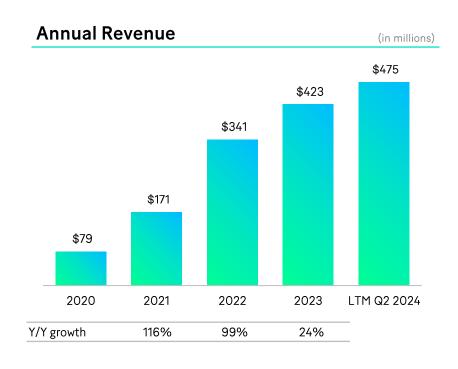
Q3 2022Q4 2022Q1 2023Q2 2023Q3 2023Q4 2023Q1 2024Q2 2024

MoneyLion experiences a seasonal benefit in the first quarter of every year. Q2 reverted to historical performance levels.

### **ANOTHER RECORD QUARTER OF REVENUE**

Representing 23% Y/Y Growth







# PATH TO PROFITABILITY

Quarterly Adj. EBITDA (6)

(in millions)

argin (16.2%)

(5.9%)

7.8%

8.7%

12.1%

14.6% 19.4%

14.2%

~550 bps of margin expansion year-over-year

Q2 2024 was consistent with seasonally adjusted Q1 2024 Adj. EBITDA margin

Q2 last twelve months Adjusted EBITDA of \$72M

Diluted EPS of **\$0.26** in Q2 2024 and **\$0.85** in 1H 2024

Ended Q2 with \$98M of cash vs. \$93M in Q1 2024

Consistently generating positive cash flow





### **Q2 2024 RESULTS COMPARED TO GUIDANCE**

Met or Exceeded Guidance Across All Metrics in Q2 2024

$\Omega$	2024	7
WZ	ZUZ	٠

(in millions)	Guidance	Actual
Revenue	<b>\$125 - \$130</b>	\$131
Y/Y Revenue Growth	17% – 22%	23%
Adjusted EBITDA (6)	<b>\$17 - \$20</b>	\$18.5
Adj. EBITDA Margin	13.1% – 16.0%	14.2%

23%

Y/Y Revenue Growth

8%

Q/Q Revenue Growth

~550 bps

Y/Y Adj. EBITDA Margin Expansion



### **Q3 2024 GUIDANCE**

### Positioned for a Strong Third Quarter

	Q3 2024	23%
(in millions)	Guidance	Y/Y Revenue Growth
Revenue	<b>\$133 - \$138</b>	4%
Y/Y Revenue Growth	21% – 25%	Q/Q Revenue Growth
Adjusted EBITDA (6)	<b>\$18 - \$21</b>	14.4%
Adi. EBITDA Marain	13.0% – 15.8%	Adj. EBITDA Margin



Note: Adjusted EBITDA is a non-GAAP measure. See the Appendix for a reconciliation of this measure to its most directly comparable GAAP measure. Forward-looking non-GAAP measures are presented on a non-GAAP basis without reconciliations, due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation, which could be material based on historical adjustments. Accordingly, a reconciliation is not available without unreasonable effort. See "Footnotes" section for detailed footnotes and definitions.

### **FY 2024 GUIDANCE**

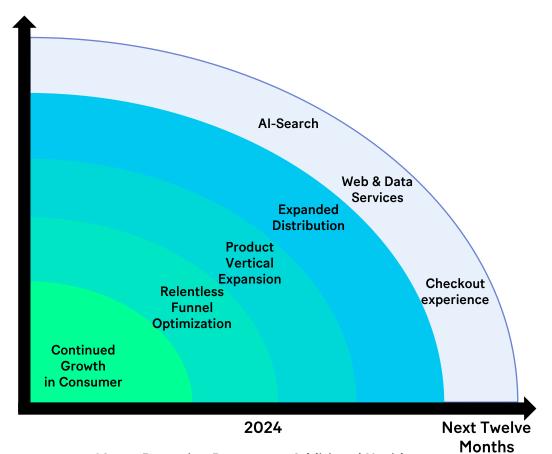
### **Demonstrating Profitability at Scale**

	FY 2023	FY 2024	26%	25%
(in millions)	Actual	Guidance	Q4 2024	FY 2024
Revenue	\$423	\$525 - \$535	Implied Y/Y Revenue Growth	Y/Y Revenue Growth
Y/Y Revenue Growth	24%	24% – 26%	5%	15.8%
Adjusted EBITDA <sup>(6)</sup>	\$46	\$80 - \$87	Q4 2024 Implied Q/Q	FY 2024 Adj. EBITDA Margin
Adj. EBITDA Margin	11.0%	15.0% - 16.6%	Revenue Growth	, c



# POSITIONED FOR GROWTH ACCELERATION

Our growth pillars reflect our **offense with discipline** approach and our commitment to scale efficiently

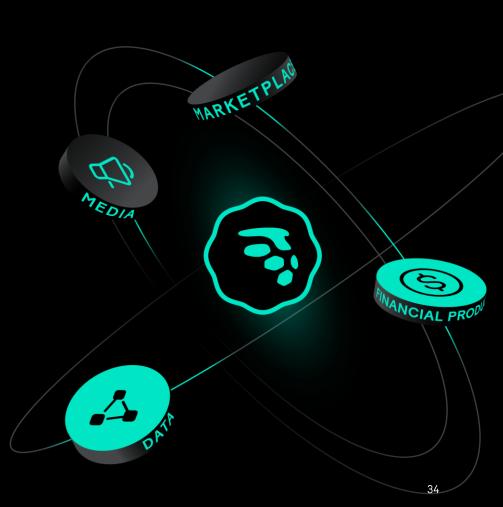




MONEYLION
The first Digital Ecosystem
for Consumer Finance

**VISION** 

Number 1 destination for financial decisions within 3 years



# THANK YOU



# **APPENDIX**



### FINANCIAL SUMMARY

### **Driving Profitable Growth Across Our Business**

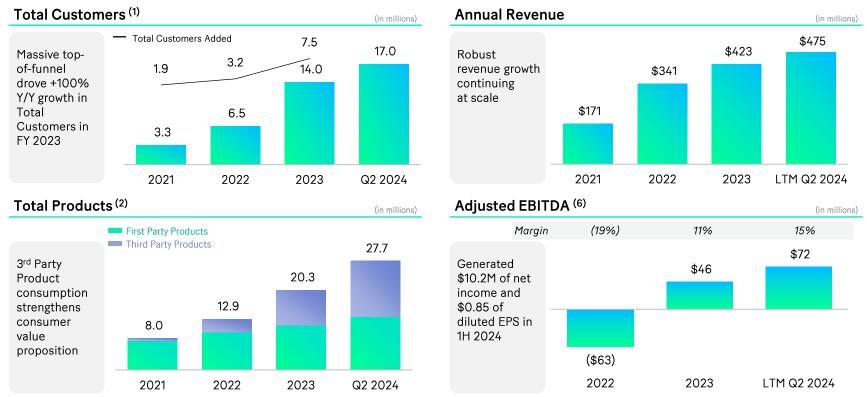
FY 2022				FY 2023				FY 2024		
(in millions)	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Revenue by Type										
Consumer	\$49.0	\$53.3	\$54.5	\$62.3	\$65.4	\$69.6	\$71.1	\$79.1	\$88.1	\$92.4
Enterprise	20.8	34.1	34.3	32.7	28.3	37.0	39.2	33.9	32.9	38.4
Revenue	\$69.7	\$87.3	\$88.7	\$94.9	\$93.7	\$106.5	\$110.3	\$113.0	\$121.0	\$130.8
Adjusted EBITDA (6)	(\$24.8)	(\$18.5)	(\$14.3)	(\$5.6)	\$7.3	\$9.2	\$13.4	\$16.5	\$23.5	\$18.5
Adj. EBITDA Margin	(35.6%)	(21.2%)	(16.2%)	(5.9%)	7.8%	8.7%	12.1%	14.6%	19.4%	14.2%
Total Originations (3)	\$408	\$439	\$446	\$496	\$506	\$550	\$564	\$644	\$717	\$770
Provision Expense as a % of Originations <sup>(4)</sup>	4.8%	5.4%	5.3%	4.0%	2.3%	3.7%	3.7%	3.6%	2.5%	3.6%
Weighted Average Common Shares Outstanding (basic)*	7.7	7.9	8.2	8.5	8.7	9.2	10.2	10.3	10.5	10.9
Weighted Average Common Shares Outstanding (diluted) *	7.7	7.9	8.2	8.5	8.7	9.2	10.2	10.3	11.8	12.1



<sup>\*</sup> Prior periods have been adjusted to reflect the 1-for-30 reverse stock split of MoneyLion's Class A common stock that became effective April 24, 2023.

### **BUILT FOR PROFITABLE GROWTH AT SCALE**

### ...But Just Beginning To Garner Ecosystem Advantages





### **RECONCILIATION TO NON-GAAP FINANCIALS:**

### Adjusted EBITDA (6)

		FY 2	2022			FY 2	023		FY 2	024		
(\$ millions)	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	FY 2022	FY 2023
Net income (loss) (GAAP)	(\$10.0)	(\$23.1)	(\$21.0)	(\$135.0)	(\$9.2)	(\$27.7)	(\$4.1)	(\$4.2)	\$7.1	\$3.1	(\$189.1)	(\$45.2)
Add back:												
Interest expense related to corporate debt	1.4	2.7	2.9	3.2	3.6	3.5	3.2	2.8	2.8	2.6	10.1	13.0
Income tax expense (benefit)	(28.4)	0.0	0.1	2.7	(0.0)	(0.3)	0.4	(1.2)	(0.4)	(1.8)	(25.6)	(1.1)
Depreciation and amortization expense	3.4	6.0	6.2	6.1	6.2	6.1	6.1	6.4	6.2	6.3	21.7	24.8
Change in fair value of warrant liability	(3.9)	(3.0)	(0.4)	(0.6)	0.1	(0.2)	0.1	0.4	(0.1)	0.1	(7.9)	0.5
Change in fair value of contingent consideration from M&A	4.7	(8.5)	(10.2)	(27.2)	(0.2)	(6.4)	_	_	_	_	(41.3)	(6.6)
Goodwill impairment loss	_	· -	_	136.8		26.7	_	_	_	_	136.8	26.7
Stock-based compensation	3.3	5.2	5.1	6.0	5.7	5.2	5.7	6.2	6.5	7.5	19.6	22.9
Other expenses	4.8	2.0	3.1	2.5	1.2	2.2	2.0	6.0	1.4	0.7	12.4	11.4
Adjusted EBITDA (non-GAAP)	(\$24.8)	(\$18.5)	(\$14.3)	(\$5.6)	\$7.3	\$9.2	\$13.4	\$16.5	\$23.5	\$18.5	(\$63.3)	\$46.4
Adjusted EBITDA Margin	(35.6%)	(21.2%)	(16.2%)	(5.9%)	7.8%	8.7%	12.1%	14.6%	19.4%	14.2%	(18.6%)	11.0%



### SELECT BALANCE SHEET ITEMS AS OF 6/30/2024

(\$ in millions)	MoneyLion Inc. Consolidated Less Balances Held at VIEs* (Non-GAAP)	Held in SPVs*	MoneyLion Inc. Consolidated
Assets			
Cash	98.4	-	98.4
Restricted cash	3.2	1.6	4.7
Consumer receivables, net of expected loss reserve	3 46.7	150.2	196.8
Enterprise receivables	23.0		23.0
Property and equipment, net	2.0	_	2.0
Intangible assets, net	168.3	_	168.3
Receivable from payment processor	2 29.5	-	29.5
Other assets	23.0	-	23.0
Total other assets	52.5	-	52.5
Total assets	394.0	151.8	545.7
Liabilities			
Secured loans	64.5	<b>4</b> -	<b>5</b> 64.5
Accounts payable and accrued liabilities	49.0	_	49.0
Warrant liability	0.8	_	0.8
Other debt	-	129.9	129.9
Other liabilities	23.1		23.1
Total liabilities	137.4	129.9	267.3

- SPV Credit Facilities balance sheet.
   Consolidated into MoneyLion Inc. Balance Sheet for GAAP accounting purposes
- 2. Receivable from payment processor, which effectively represents cash in transit
- Consumer receivables held directly by MoneyLion and includes fees and subscription receivables
- 4. Represents loan and Instacash receivables pledged by wholly-owned SPV borrowers to finance additional receivables, where the main recourse third-party lenders have is principal cash collected and future collections, up to the Other debt balance and related interest
- 5. Secured loans represent MoneyLion's long-term senior debt



### **FOOTNOTES**

- (1) Total Customers is the cumulative number of customers that have opened at least one account, including banking, membership subscription, secured personal loan, Instacash advance, managed investment account, cryptocurrency account and customers that are monetized through our marketplace and affiliate products. Total Customers also include customers that have submitted for, received or clicked on at least one marketplace credit offer.
- (2) Total Products is the total number of products that our Total Customers have opened, including banking, membership subscription, secured personal loan, Instacash advance, managed investment account, cryptocurrency account and monetized marketplace and affiliate products, as well as customers who signed up for our financial tracking services (with either credit tracking enabled or external linked accounts), whether or not the customer is still registered for the product. Total Products also include marketplace credit offers that our Total Customers have submitted for, received or clicked on through our marketplace. If a customer has funded multiple secured personal loans or Instacash advances or opened multiple products through our marketplace, it is only counted once for each product type.
- (3) Total Originations is the dollar volume of the secured personal loans originated and Instacash advances funded within the stated period. All originations were originated directly by MoneyLion.
- (4) Provision Expense as a % of Originations is defined as provision for loss on finance receivables for the period divided by Total Originations for the period.
- (5) Enterprise Partners is composed of Product Partners and Channel Partners. Product Partners are the providers of the financial and non-financial products and services that we offer in our marketplaces, including financial institutions, financial service providers and other affiliate partners. Channel Partners are organizations that allow us to reach a wide base of consumers, including but not limited to news sites, content publishers, product comparison sites and financial institutions.
- (6) Adjusted EBITDA is a non-GAAP measure and is defined as net income (loss) plus interest expense related to corporate debt, income tax expense (benefit), depreciation and amortization expense, change in fair value of warrant liability, change in fair value of contingent consideration from mergers and acquisitions, goodwill impairment loss, stock-based compensation and certain other expenses that management does not consider in measuring performance.

