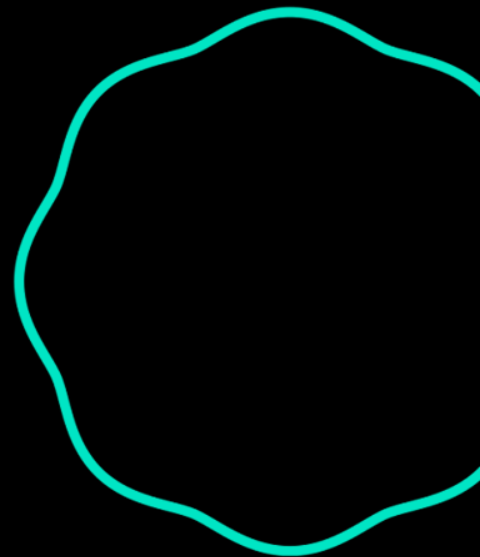




Q3 2024 EARNINGS PRESENTATION

November 7, 2024



DISCLAIMER

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 to assess its financial performance. MoneyLion 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 MoneyLion'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 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 metrics to the most directly comparable GAAP measure are set forth in the Appendix of this presentation. To the extent that forward-looking non-GAAP financial measures are provided, they are presented on a non-GAAP basis without reconciliations of such forward-looking non-GAAP measures, 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.

Forward-Looking Statements

The information in this presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "estimate," "plan," "project," "forecast," "intend," "will," "expect," "anticipate," "believe," "seek," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding, among other things, MoneyLion's financial position, results of operations, cash flows, prospects and growth strategies. These statements are based on various assumptions, whether or not identified in this presentation, and on the current expectations of MoneyLion's management, are subject to a number of risks and uncertainties and are not predictions of actual performance. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of MoneyLion.

Factors that could cause actual results and outcomes to differ from those reflected in forward-looking statements include, among other things: factors relating to the business, operations and financial performance of MoneyLion, including market conditions and global and economic factors beyond MoneyLion's control; MoneyLion's ability to acquire, engage and retain customers and clients and sell or develop additional functionality, products and services to them on the MoneyLion platform; MoneyLion's reliance on third-party partners, service providers and vendors, including its ability to comply with applicable requirements of such third parties; demand for and consumer confidence in MoneyLion's products and services, including as a result of any adverse publicity concerning MoneyLion; any inaccurate or fraudulent information provided to MoneyLion by customers or other third parties; MoneyLion's ability to realize strategic objectives and avoid difficulties and risks of any acquisitions, strategic investments, entries into new businesses, joint ventures, divestitures and other transactions; MoneyLion's success in attracting, retaining and motivating its senior management and other key personnel; MoneyLion's ability to renew or replace its existing funding arrangements and raise financing in the future, to comply with restrictive covenants related to its long-term indebtedness and to manage the effects of changes in the cost of capital; MoneyLion's ability to achieve or maintain profitability in the future; intense and increasing competition in the industries in which MoneyLion and its subsidiaries operate; risks related to the proper functioning of MoneyLion's information technology systems and data storage, including as a result of cyberattacks, data security breaches or other similar incidents or disruptions suffered by MoneyLion or third parties upon which it relies; MoneyLion's ability to protect its intellectual property and other proprietary rights and its ability to obtain or maintain intellectual property, proprietary rights and technology licensed from third parties; MoneyLion's ability to comply with extensive and evolving laws and regulations applicable to its business and the outcome of any legal or governmental proceedings that may be instituted against MoneyLion; MoneyLion's ability to establish and maintain an effective system of internal controls over financial reporting; MoneyLion's ability to maintain the listing of MoneyLion's Class A common stock and of MoneyLion's publicly traded warrants to purchase MoneyLion Class A common stock on the New York Stock Exchange and any volatility in the market price of MoneyLion's securities; and factors discussed in MoneyLion's filings with the Securities and Exchange Commission. If any of these risks materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that MoneyLion presently knows or that MoneyLion currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements.

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



**Q3 2024
KEY
INVESTOR
TAKEAWAYS**

RECORD REVENUE

\$135M

*Raising FY 2024 Revenue Guidance to \$539M From \$530M
at the Midpoint*

**Y/Y Revenue
Growth in Q3**

23%

**Middle of Q3
Guidance
Range of**

\$133-\$138M

**Implied Q4 2024
Guidance of**

\$151M
34% Y/Y Growth

RECORD ADJ. EBITDA⁽⁶⁾

\$24M

*Raising FY 2024 Adj. EBITDA Guidance to \$91M From \$84M
at the Midpoint*

**Exceeded Q3
Guidance Range of**

\$18–\$21M

**Q3 Adj. EBITDA
Margin of**

18.0%

vs. guidance of
13.0%–15.8%

**Generated Positive
Cash Flow**

\$112M

Cash Balance
as of 9/30/24

Note: Guidance noted on this slide is the midpoint of the guidance range.

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.

**Q3 2024
KEY
INVESTOR
TAKEAWAYS**

**Q3 2024
KEY
INVESTOR
TAKEAWAYS**

RECORD ENTERPRISE REVENUE

\$45M

**Enterprise Revenue
Growth**

18%

Q/Q Growth in Q3 2024

**Continued
Momentum**

17%

Q/Q Growth in Q2 2024

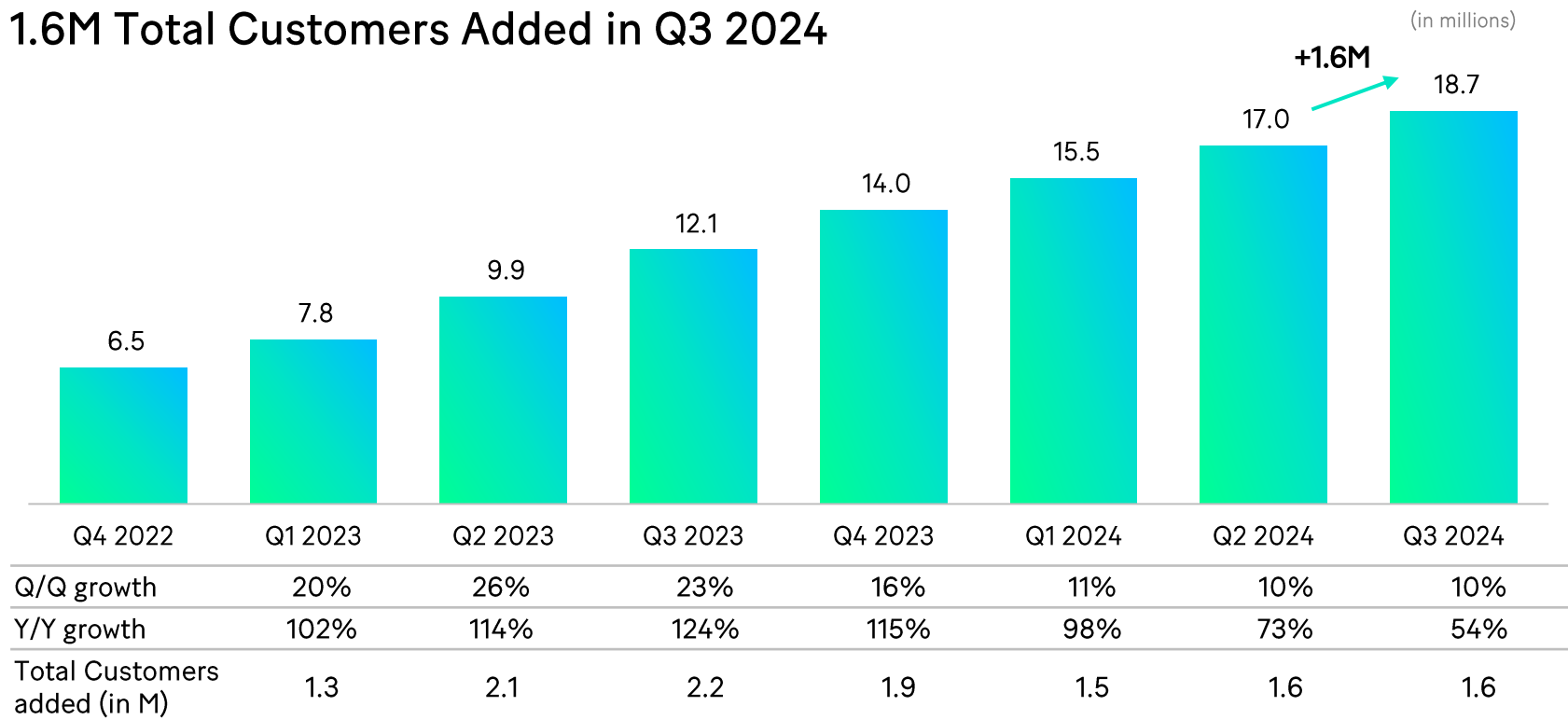
**Strategic Initiatives
Driving Growth**

18%+

Q/Q Growth Expected
in Q4 2024

18.7M TOTAL CUSTOMERS ⁽¹⁾ AS OF Q3 2024

1.6M Total Customers Added in Q3 2024

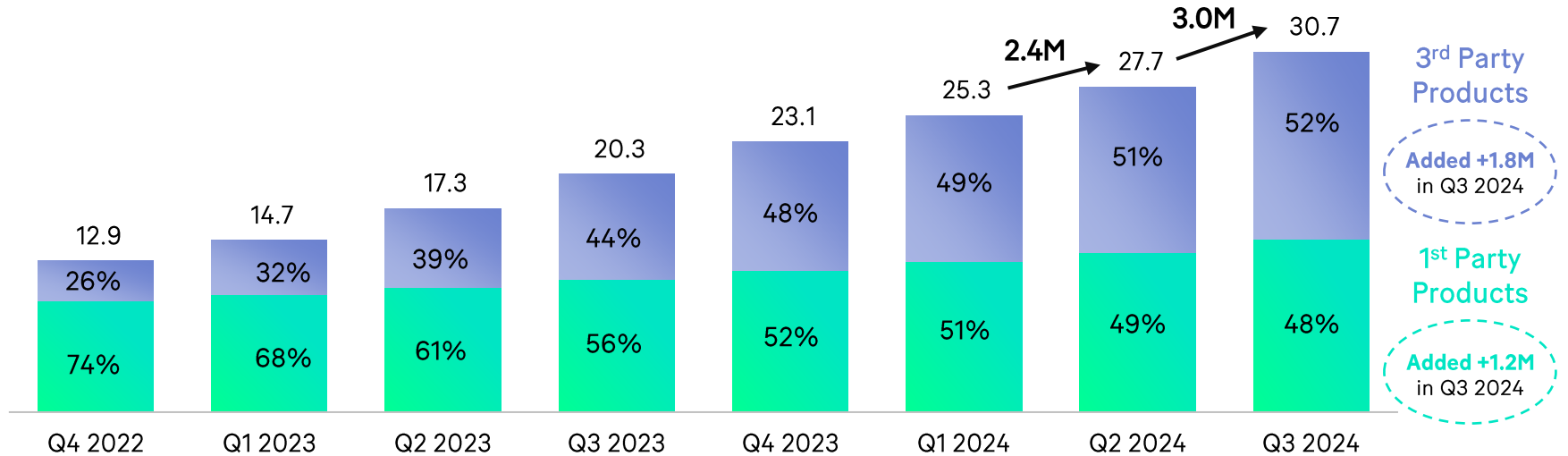


MARKETPLACE DRIVING MAJORITY OF PRODUCT CONSUMPTION GROWTH

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

Total Products

(in millions)

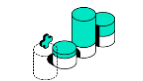


Q/Q growth	14%	18%	17%	14%	10%	10%	11%
Y/Y growth	63%	71%	80%	79%	73%	60%	51%

THE ULTIMATE FINANCIAL MARKETPLACE

This flywheel continues to fuel our growth and profitability advantage

Personal Financial Management (PFM)



AI Powered PFM Insights



Banking
Direct Deposit
Early Paycheck



Rewards & Games



Cash Advance



Credit Builder Loans



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, Home



Credit Cards



Home
Get Repairs, Save on Utilities



Auto
Rent, Buy / Sell



Travel



Insurance
Auto, Life, Home



High Yield Savings



Earn
Side Hustles



Education
Student Loan Refi



Crypto

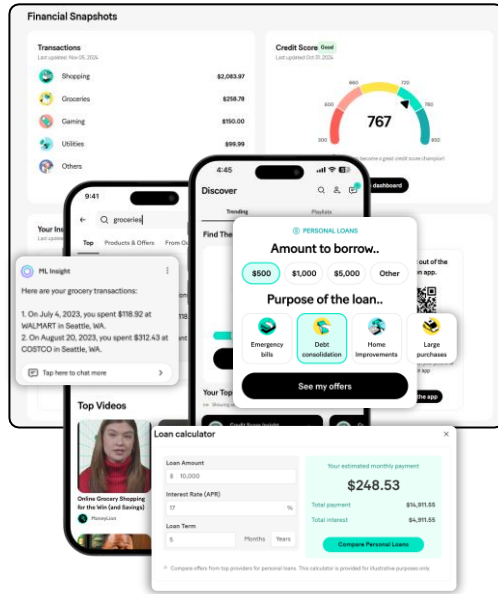


Tax Preparation

THE MOST FULL-FEATURED PFM IN THE INDUSTRY

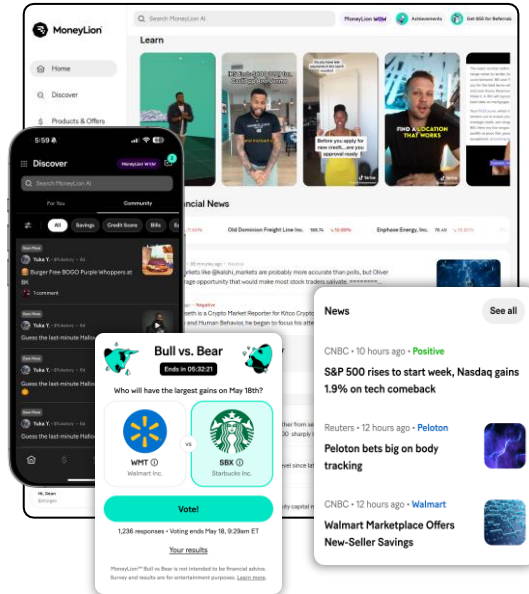
Calculators & Insights

AI-Search, Loan Calculators, Credit Monitoring



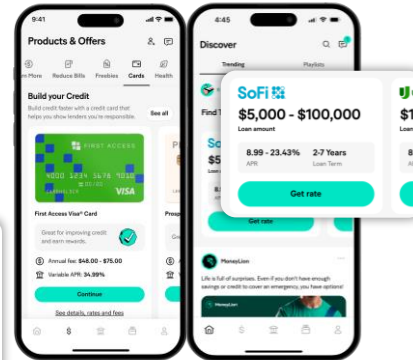
Community

Commenting, News, User-generated Content



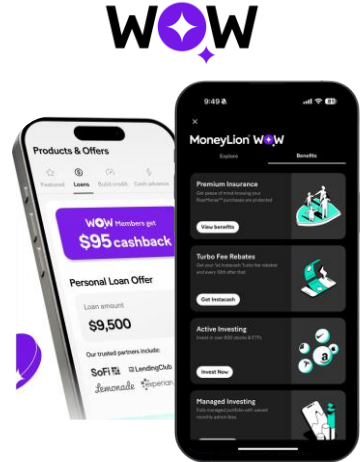
Consumer Marketplace

Personalized and Actionable Offers



Premium Membership

Real Cashback on Financial Decisions

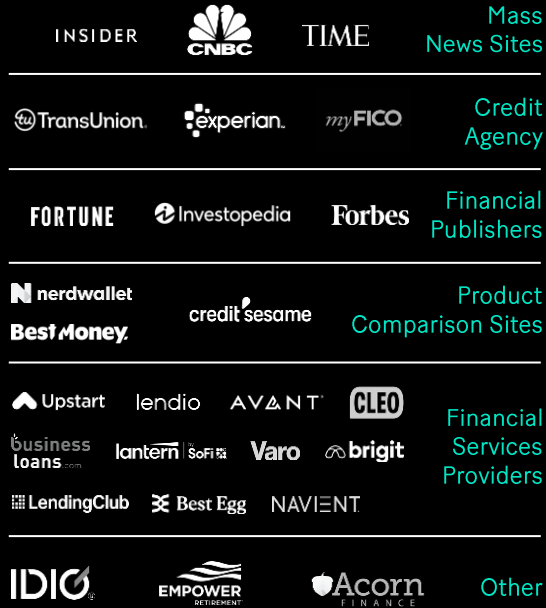


**MONEYLION'S
ENTERPRISE
BUSINESS IS AN
ECOSYSTEM
ENABLER**

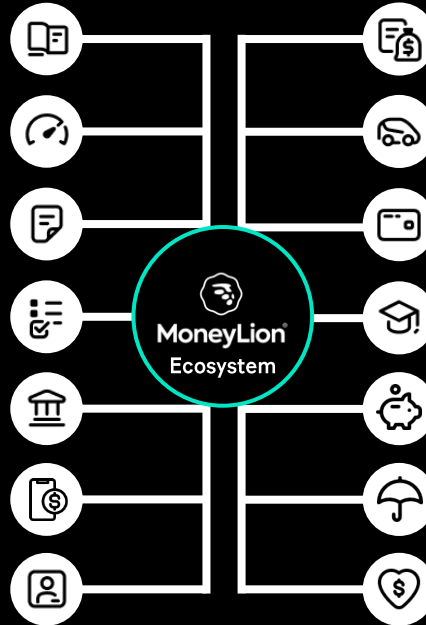


MASSIVE NETWORK OF 1,200+ PARTNERS DROVE ~90M TOTAL CUSTOMER INQUIRIES

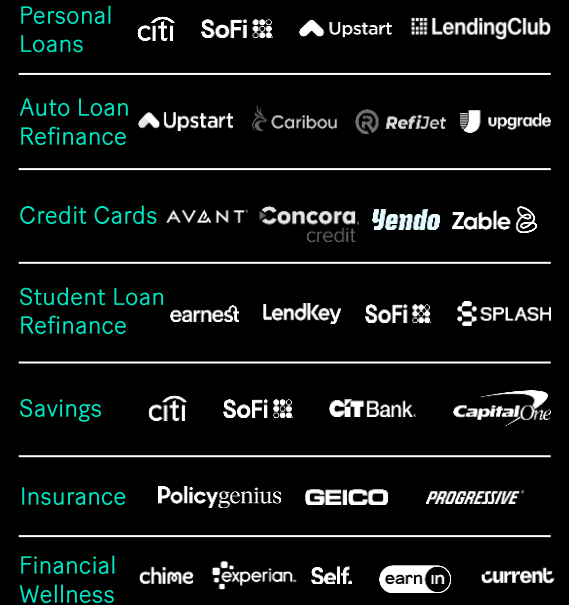
Diversified Mix of Channel Partners



Powered By Our Embedded Finance Technology



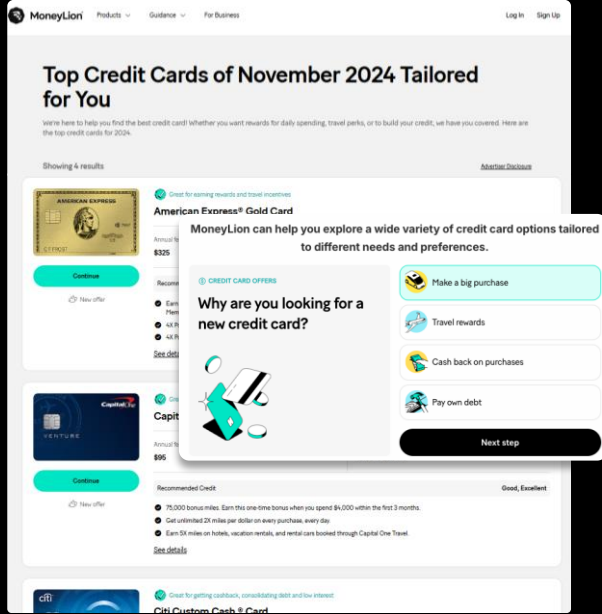
Deep Partnerships with Product Partners



BUILDING DEPTH IN KEY VERTICALS

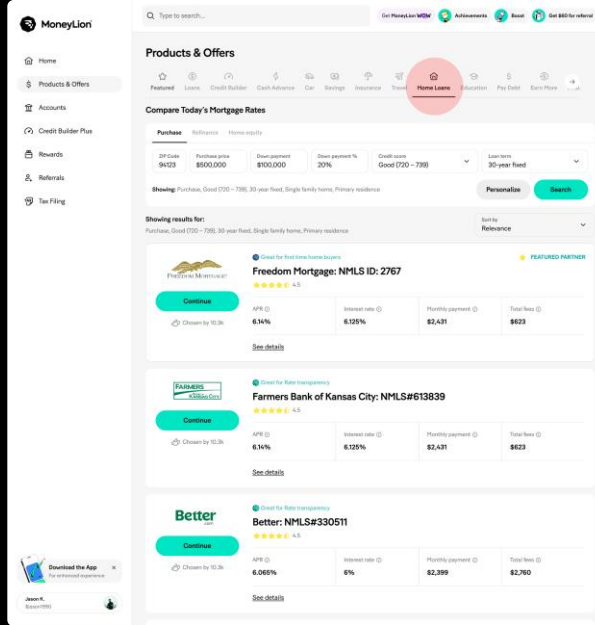
Credit Cards

New entry points (i.e., blog posts)
Personalized lifecycle campaigns



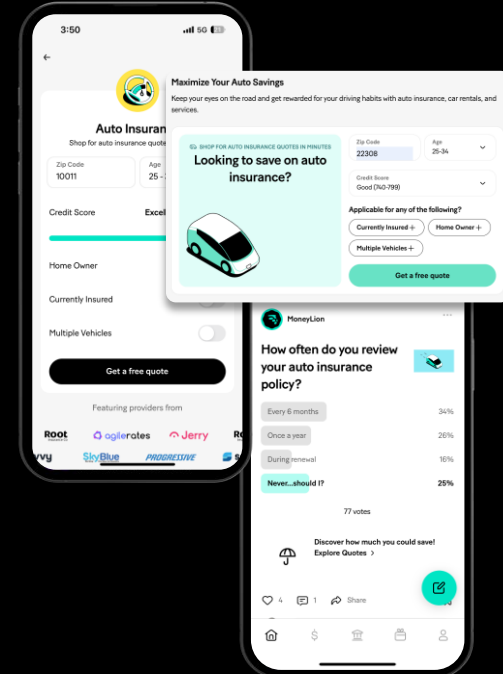
Mortgages (coming soon)

HELOCs and more to come
Realtime pricing displays, content & widgets



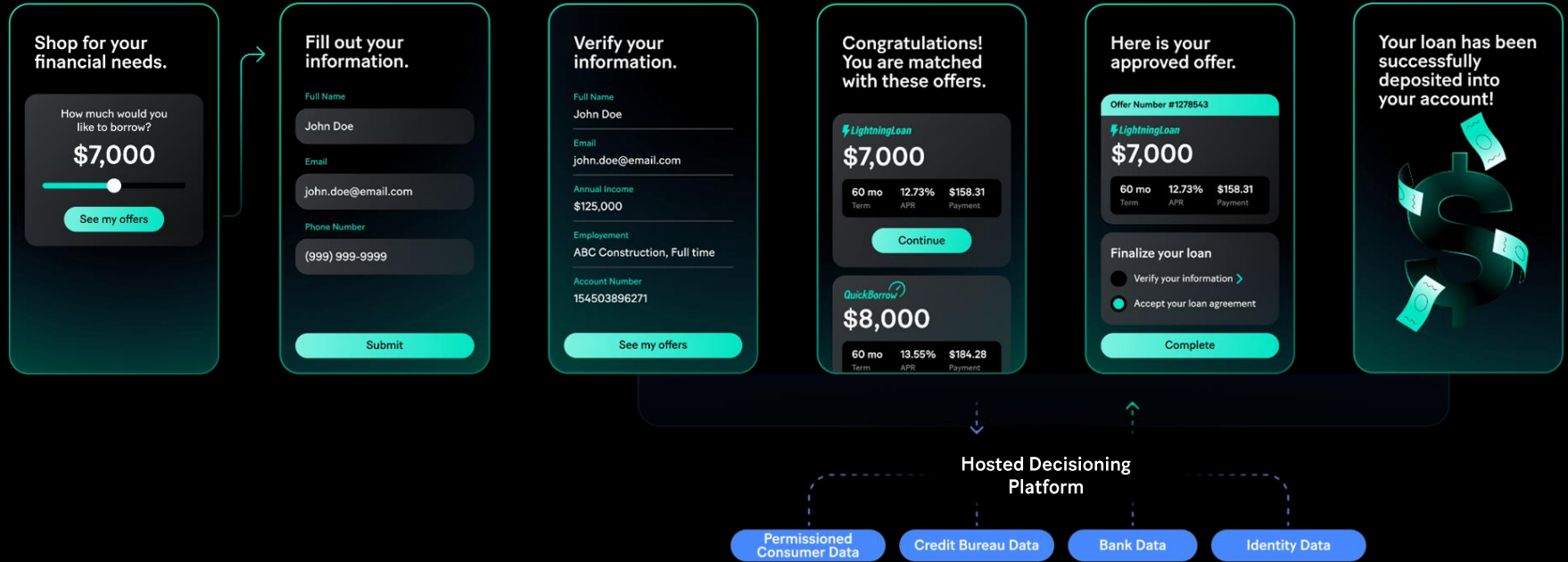
Auto Insurance

Strong initial traction in the consumer marketplace ahead of broader rollout



MONEYLION CHECKOUT

Integrating all steps of the financial product journey—from search and application to decisioning, checkout and fulfillment—into a single unified experience



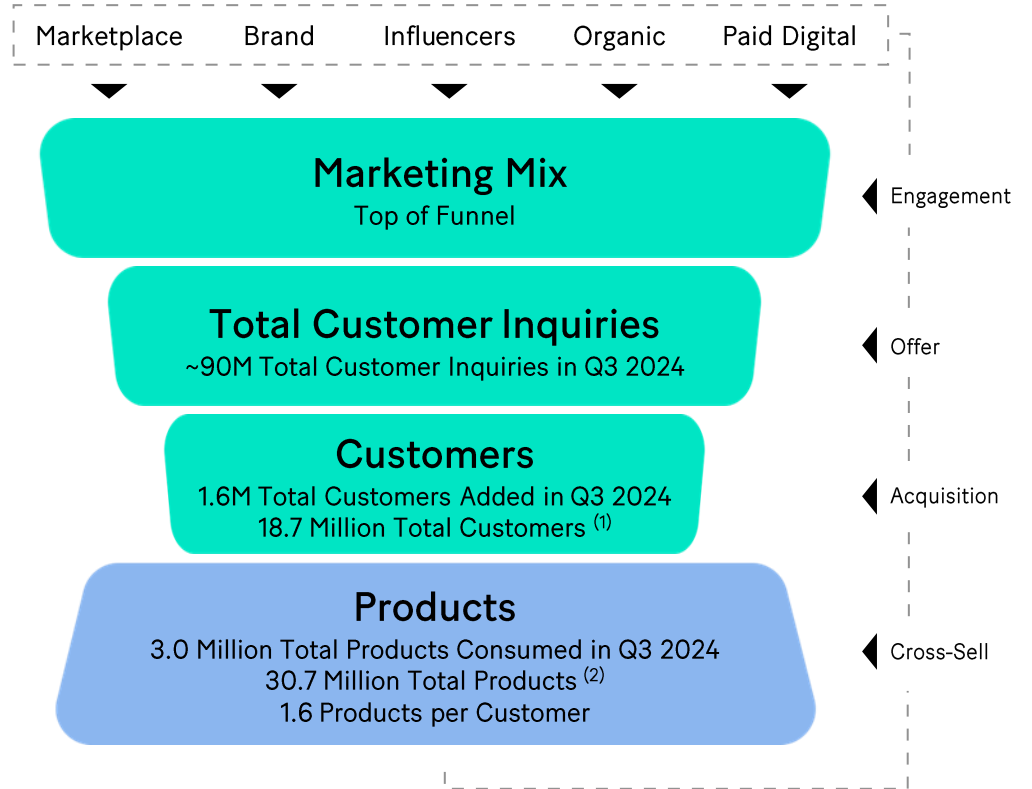
FINANCIAL UPDATE



CUSTOMER ACQUISITION AND LIFECYCLE STRATEGY

Unique top of funnel drove **~90 million** Total Customer Inquiries in Q3 2024 (up from 85 million in Q2 2024) and 1.6 million Total Customers added

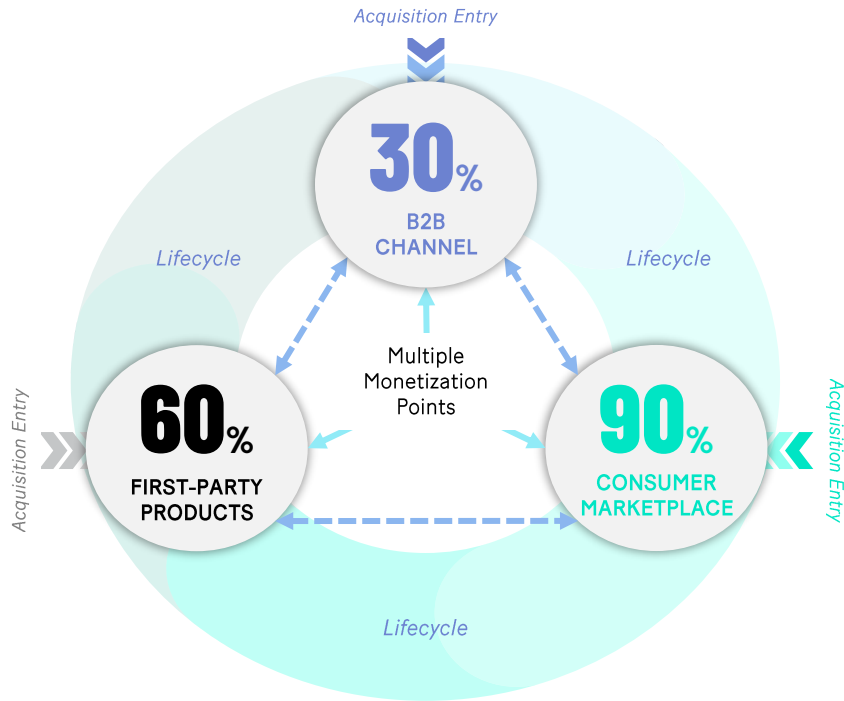
Lifecycle marketing engine gives customers more options to drive better outcomes, resulting in 1.6 products per customer



Note: Total Customer Inquiries is composed of Consumer Inquiries, which represents the number of submitted consumer applications for financial products across our marketplace business, MoneyLion app installs and users who have registered via the MoneyLion website. Metrics are as of September 30, 2024, with Total Customers added and incremental Total Products consumed related to Q3 2024. Products per customer calculated as Total Products divided by Total Customers. See "Footnotes" section for detailed footnotes and definitions.

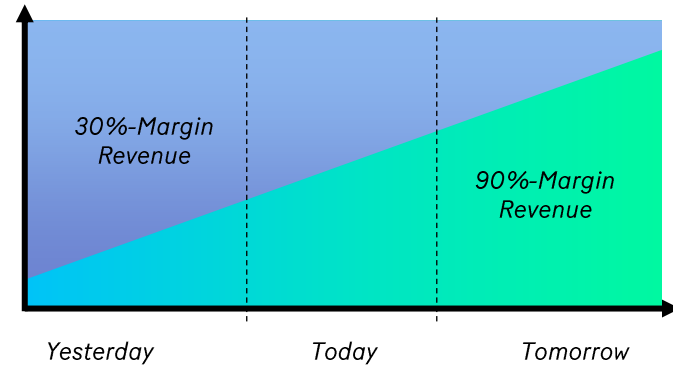
"30/60/90" LIFECYCLE STRATEGY

Increases MoneyLion's Mix of High-Margin Enterprise Revenue



MoneyLion is accelerating its mix of high contribution-margin Enterprise revenue...

Illustrative **Enterprise** Revenue Mix Shift



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

STRONG BUSINESS EQUATION

LTM Q3 2024:

6.6M Total Customers⁽¹⁾ added

< \$20 CAC

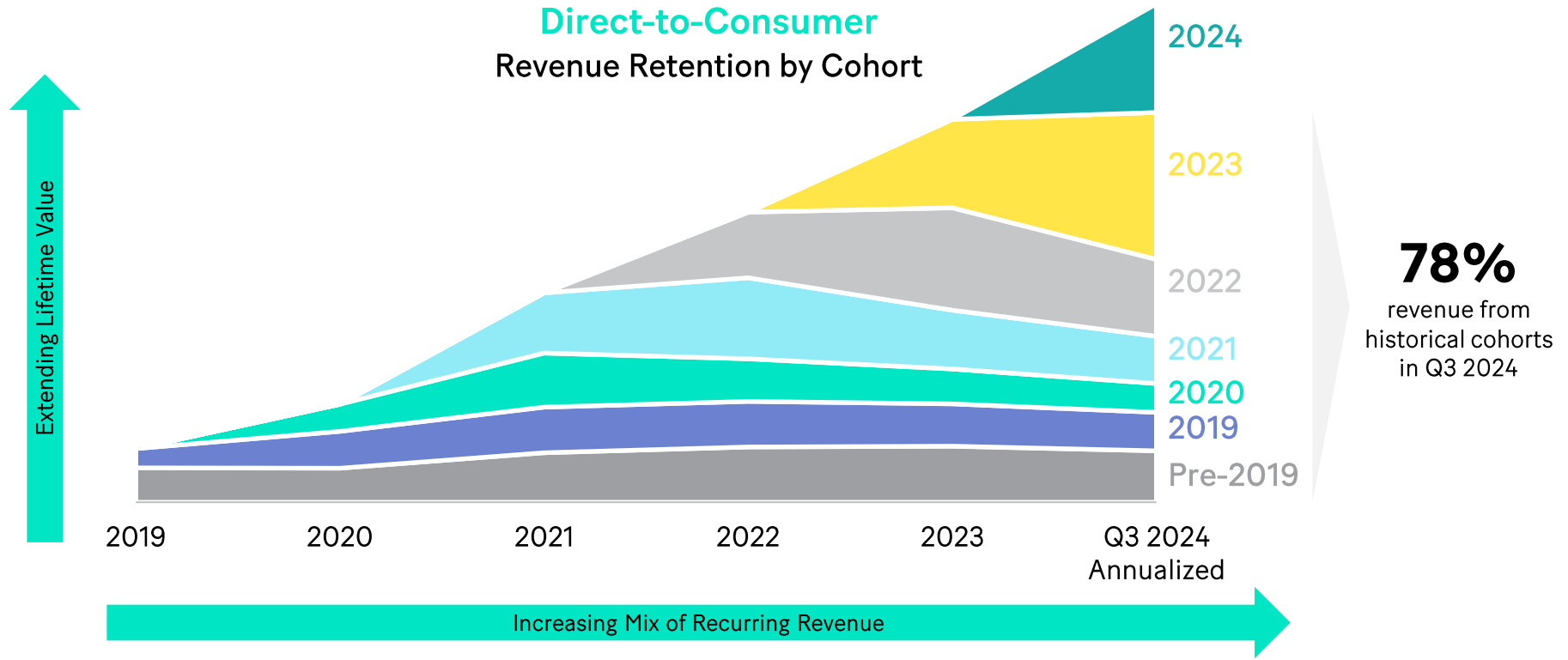
~6 month Payback Period

\$32 ARPU

MoneyLion's rapid growth and margin profile are expected to persist in the near term as we take market share and invest in high-ROI initiatives

This reflects our ambition to generate sustainable cash flow and revenue growth

CONSUMER LIFETIME PERFORMANCE OF EVERY COHORT DRIVING SIGNIFICANT RECURRING REVENUE

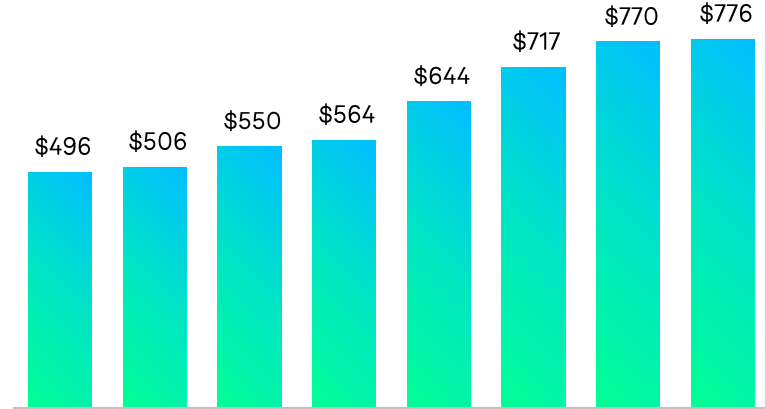


CONTINUED STRENGTH IN CONSUMER

38% Y/Y Growth

Total Originations⁽³⁾

(in millions)

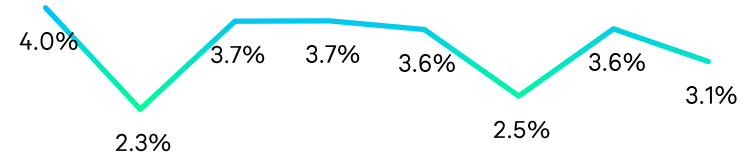


Q4 2022 Q1 2023 Q2 2023 Q3 2023 Q4 2023 Q1 2024 Q2 2024 Q3 2024

Q/Q growth	2%	9%	3%	14%	11%	7%	1%
Y/Y growth	24%	25%	26%	30%	42%	40%	38%

Provision Expense as a % of Originations⁽⁴⁾

We are continuously implementing changes to optimize credit performance



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

*MoneyLion historically experienced a seasonal benefit in the first quarter of every year. **This benefit will go away in Q1 2025 as we transition to our forward flow financing arrangement, and we'll continue to maintain healthy loss rates.***



Note: See "Footnotes" section for detailed footnotes and definitions.

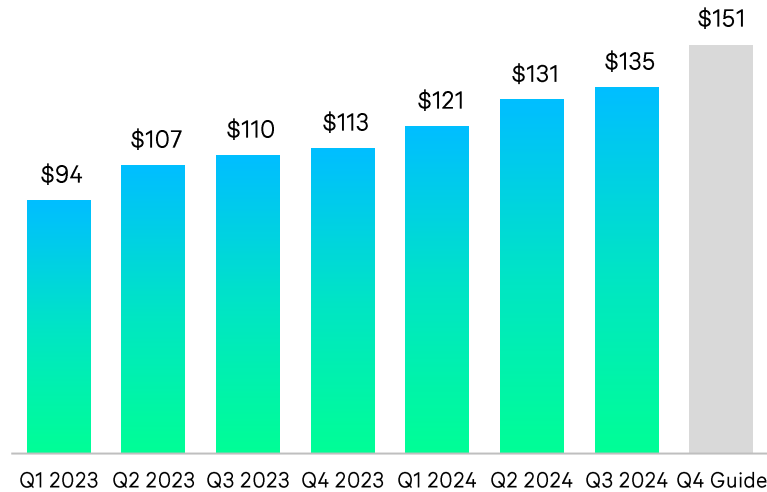
Note: Provision expense as a % of originations for Q3 2024 has been calculated for comparability purposes to treat receivables that have been sold through the forward flow facility as though they were sold under the legacy warehouse facility.

ANOTHER RECORD QUARTER OF REVENUE

Representing 23% Y/Y Growth; **Accelerating** to 34% in Q4 2024

Quarterly Revenue

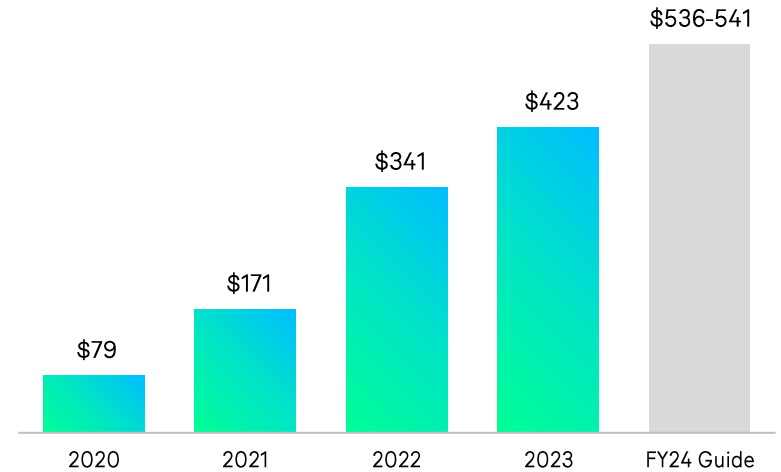
(in millions)



Q/Q growth	14%	3%	2%	7%	8%	4%	12%
Y/Y growth	22%	24%	19%	29%	23%	23%	34%

Annual Revenue

(in millions)



Y/Y growth	116%	99%	24%	27%-28%
------------	------	-----	-----	----------------

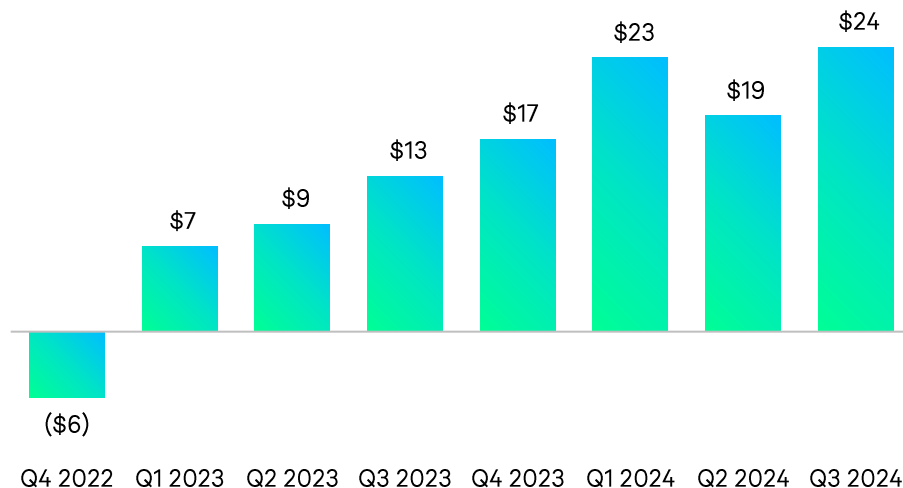
PROFITABILITY AT SCALE

- Q3 2024 last twelve months Adjusted EBITDA of **\$83M**
- Consistently generating **cash flow**, while reinvesting in growth and **taking market share**
 - Ended Q3 with **\$112M** of cash vs. \$98M in Q2 2024
- As we invest in **growth initiatives**, we expect Adjusted EBITDA margins between **14-18%** in Q4 2024

Quarterly Adj. EBITDA ⁽⁶⁾

(in millions)

Margin (5.9%) 7.8% 8.7% 12.1% 14.6% 19.4% 14.2% 18.0%



Q3 2024 RESULTS COMPARED TO GUIDANCE

Met or Exceeded Guidance Across All Metrics in Q3 2024

(in millions)	Q3 2024		
	Guidance	Actual	
Revenue	\$133 – \$138	\$135	23% Y/Y Revenue Growth
<i>Y/Y Revenue Growth</i>	<i>21% – 25%</i>	<i>23%</i>	4% Q/Q Revenue Growth
Adjusted EBITDA ⁽⁶⁾	\$18 – \$21	\$24	590 bps Y/Y Adj. EBITDA Margin Expansion
<i>Adj. EBITDA Margin</i>	<i>13.0% – 15.8%</i>	<i>18.0%</i>	

Q4 2024 IMPLIED GUIDANCE

Positioned for **Accelerating Growth** in the Fourth Quarter

(in millions)	Q3 2024	Q4 2024		
	Actual	Prior Guidance	New Guidance	
Revenue	\$135	\$135 - \$150	\$149 - \$154	34% Y/Y Revenue Growth
<i>Y/Y Revenue Growth</i>	23%	20% - 33%	32% - 36%	12% Q/Q Revenue Growth
Adjusted EBITDA ⁽⁶⁾	\$24	\$17 - \$27	\$22 - \$27	15.9% Adj. EBITDA Margin
<i>Adj. EBITDA Margin</i>	18.0%	11.3% - 20.0%	14.1% - 17.9%	

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.

Note: Growth and margin metrics for guidance based on mid-point.

FY 2024 GUIDANCE

Demonstrating Profitability at Scale

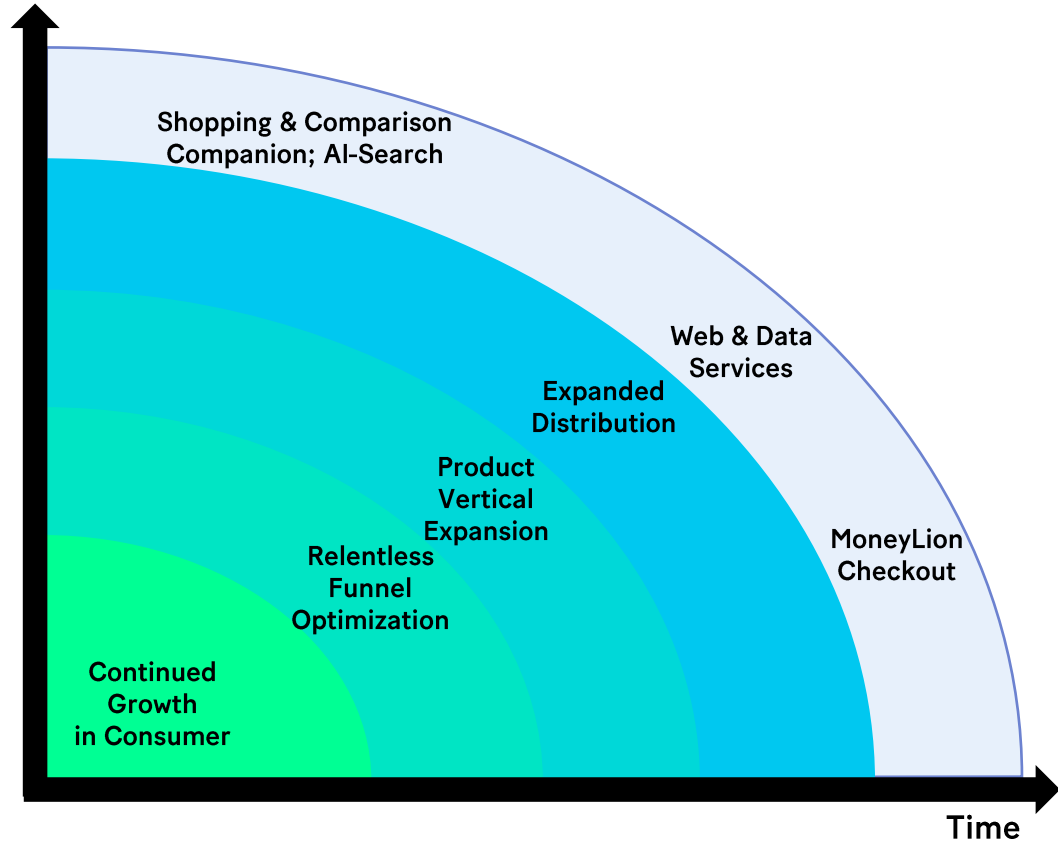
	FY 2023	FY 2024		
	Actual	Prior Guidance	New Guidance	
(in millions)				
Revenue	\$423	\$525 - \$535	\$536 - \$541	27% FY 2024 Y/Y Revenue Growth
<i>Y/Y Revenue Growth</i>	24%	24% - 26%	27% - 28%	
Adjusted EBITDA ⁽⁶⁾	\$46	\$80 - \$87	\$88 - \$93	16.8% FY 2024 Adj. EBITDA Margin
<i>Adj. EBITDA Margin</i>	11.0%	15.0% - 16.6%	16.3% - 17.4%	

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.

Note: Growth and margin metrics for guidance based on mid-point.

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

(in millions)	FY 2022				FY 2023				FY 2024		
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 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	\$90.2
Enterprise	20.8	34.1	34.3	32.7	28.3	37.0	39.2	33.9	32.9	38.4	45.3
Revenue	\$69.7	\$87.3	\$88.7	\$94.9	\$93.7	\$106.5	\$110.3	\$113.0	\$121.0	\$130.8	\$135.5
Adjusted EBITDA⁽⁶⁾	(\$24.8)	(\$18.5)	(\$14.3)	(\$5.6)	\$7.3	\$9.2	\$13.4	\$16.5	\$23.5	\$18.5	\$24.4
Adj. EBITDA Margin	(35.6%)	(21.2%)	(16.2%)	(5.9%)	7.8%	8.7%	12.1%	14.6%	19.4%	14.2%	18.0%
Total Originations⁽³⁾	\$408	\$439	\$446	\$496	\$506	\$550	\$564	\$644	\$717	\$770	\$776
Provision Expense as a % of Originations⁽⁴⁾	4.8%	5.4%	5.3%	4.0%	2.3%	3.7%	3.7%	3.6%	2.5%	3.6%	3.1%
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	11.1
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	11.1

Note: See "Footnotes" section for detailed footnotes and definitions.

Note: Adjusted EBITDA is a non-GAAP measure. See the Appendix for a reconciliation of this measure to its most directly comparable GAAP measure.

Note: Provision expense as a % of originations for Q3 2024 has been calculated for comparability purposes to treat receivables that have been sold through the forward flow facility as though they were sold under the legacy warehouse facility.

* 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.

RECONCILIATION TO NON-GAAP FINANCIALS:

Adjusted EBITDA ⁽⁶⁾

(\$ millions)	FY 2022				FY 2023				FY 2024			FY 2022	FY 2023
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		
Net income (loss) (GAAP)	(\$10.0)	(\$23.1)	(\$21.0)	(\$135.0)	(\$9.2)	(\$27.7)	(\$4.1)	(\$4.2)	\$7.1	\$3.1	(\$2.8)	(\$189.1)	(\$45.2)
Add back:													
Interest expense related to corporate debt ^(a)	1.4	2.7	2.9	3.2	3.6	3.5	3.2	2.8	2.8	2.6	2.5	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)	3.3	(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	6.5	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	(0.4)	(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	7.3	19.6	22.9
Other expenses ^(b)	4.8	2.0	3.1	2.5	1.2	2.2	2.0	6.0	1.4	0.7	8.0	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	\$24.4	(\$63.3)	\$46.4
<i>Adjusted EBITDA Margin</i>	<i>(35.6%)</i>	<i>(21.2%)</i>	<i>(16.2%)</i>	<i>(5.9%)</i>	<i>7.8%</i>	<i>8.7%</i>	<i>12.1%</i>	<i>14.6%</i>	<i>19.4%</i>	<i>14.2%</i>	<i>18.0%</i>	<i>(18.6%)</i>	<i>11.0%</i>

Note: See "Footnotes" section for detailed footnotes and definitions.

Note: (a) We add back the interest expense related to all outstanding corporate debt, excluding outstanding principal balances related to the ROAR 1 SPV Credit Facility and the ROAR 2 SPV Credit Facility. For U.S. GAAP reporting purposes, interest expense related to corporate debt is included within interest expense in the consolidated statement of operations. (b) We add back other expenses, including those related to transactions, including mergers and acquisitions and financings, that occurred, litigation-related expenses and certain costs or gains that management does not consider in measuring performance. Generally, these expenses are included within other expenses or professional fees in the consolidated statement of operations.

ILLUSTRATIVE FORWARD FLOW FINANCIAL STATEMENT IMPACT

Income Statement

- 1 Consumer
- 2 Enterprise

Total revenue, net

- 3 Provision for credit losses on consumer receivables

- 4 Loss on sale of consumer receivables

Compensation and benefits
Marketing
Direct costs
Professional services
Technology-related costs
Other operating expenses

Total operating expenses

Net income before other (exp) inc

- 5 Interest expense
- Change in fair value of warrant liability
- Other income (expense)

Net income before income taxes

Income tax expense (benefit)

Net income (loss)

- 1 Consumer revenue related to Instacash remains unchanged

- 2 Enterprise revenue increases with the addition of servicing revenue

- 3 Provision for Instacash principal receivables goes away; provision for fees receivables remains

- 4 Loss on sale, a new expense line, is added and will account for the difference between the principal amount sold and the sale price

- 5 Interest expense related to a portion of the warehouse facilities goes away; interest expense related to corporate debt remains

Balance Sheet

Assets

Cash
Restricted cash
1 Consumer receivables, net
2 Consumer receivables held for sale
Enterprise receivables, net
Property and equipment, net
Intangible assets, net
Other assets

Total assets

Liabilities and Stockholders' Equity

Secured loans, net
Accounts payable and accrued liabilities
Warrant liability
3 Other debt, net
Other liabilities

Total liabilities

Total stockholders' equity

Total liabilities & stockholders' equity

- 1 Consumer receivables decrease as Instacash principal receivables are moved off balance sheet at the point of sale. All other receivables remain

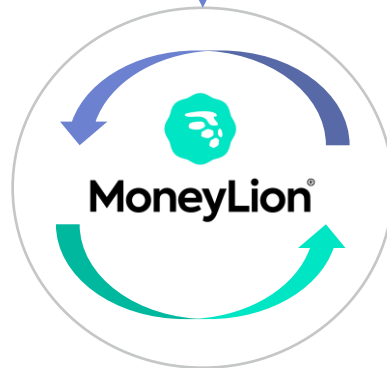
- 2 Consumer receivables held for sale represent the receivables MoneyLion originated and intends to sell under the forward flow agreement, recorded at the lower of cost or fair value

- 3 Debt related to a portion of the warehouse facilities goes away as it is paid down while MoneyLion transitions to the forward flow agreement

FAQ: HOW DO INTEREST RATES IMPACT ML?

When Interest Rates Fall

- Conversion rates **increase** for 3rd party credit products (e.g., personal loans)
- Demand increases for auto insurance, credit cards, mortgages, refinancing, financial wellness products
- Demand for 1st party products remains consistent
- Marketing spend on our Enterprise network increases
- Senior debt cost of capital decreases



When Interest Rates Rise

- Demand increases for high-yield savings and debt consolidation products
- Demand for 1st party products remains consistent
- Conversion rates decrease for 3rd party credit products (e.g., personal loans)
- Marketing spend on our Enterprise network decreases with step function increase in rates
- Senior debt cost of capital increases

As a Consumer Finance Digital Ecosystem, MoneyLion Enjoys Resiliency Across Interest Rate Regimes

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. Provision Expense as a % of Originations for Q3 2024 has been calculated for comparability purposes to treat receivables that have been sold through the forward flow facility as though they were sold under the legacy warehouse facility.
- (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 (loss) income 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.