

Oportun

3Q 2026 Earnings Presentation

November 3, 2026

FORWARD-LOOKING STATEMENTS

This presentation and the accompanying oral presentation contain forward-looking statements. All statements other than statements of historical fact contained in this presentation and the accompanying oral presentation, including statements as to future performance, results of operations and financial position; achievement of our strategic priorities and goals; our expectations regarding loan origination growth; our expectations regarding macroeconomic conditions and future growth opportunities; our net charge-off rate projections and expectations; our expected pricing initiatives and targeted marketing campaigns; our profitability and future growth opportunities; our total addressable market; our expectation regarding the effect of trends in fair value mark-to-market adjustments on our loan portfolio and asset-backed notes; our expectations regarding the anticipated financial impact and funding cost efficiencies associated with our acquisition of the Oportun-serviced loan portfolio from Pathward; fourth quarter and full-year 2026 outlook; our expectations regarding total revenue, net income, and Adjusted Net Income, Return on Equity and Adjusted ROE, Adjusted EPS, Adjusted EBITDA, operating expenses, originations and annualized NCO rates in full year 2026; business strategy; and plans and objectives of management for future operations of Oportun Financial Corporation ("Oportun," "we," "us," "our," or the "Company"), are forward-looking statements. These statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results and financial position, as well as our plans, objectives and expectations for our performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include those risks described in Oportun's filings with the Securities and Exchange Commission under the caption "Risk Factors", including the Company's most recent annual report on Form 10-K, and include, but are not limited to: our ability to retain existing members and attract new members; our ability to accurately predict demand for, and develop, our financial products and services; the effectiveness of our A.I. model; macroeconomic conditions, including fluctuating inflation and market interest rates; Oportun's future financial performance, including trends in revenue, net revenue, operating expenses, and net income; increases in loan non-payments, delinquencies and charge-offs; Oportun's ability to operate successfully in a highly regulated industry; Oportun's ability to increase market share and enter into new markets; Oportun's ability to realize the benefits from acquisitions and integrate acquired technologies; the risk of security breaches or incidents affecting the Company's information technology systems or those of the Company's third-party vendors or service providers; Oportun's ability to successfully offer loans in additional states; Oportun's ability to compete successfully with companies that are currently in, or may in the future enter, our industry; changes in Oportun's ability to obtain additional financing on acceptable terms or at all; and Oportun's potential need to seek additional strategic alternatives, including restructuring or refinancing its debt, seeking additional debt or equity capital, or reducing or delaying its business activities.

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

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

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

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

All financial information and other metrics used in this presentation are as of September 30, 2026, unless otherwise noted.

Q3 delivered growth with improved profitability & credit

RETURN TO GROWTH

3%

Q3 revenue growth

- First Y/Y revenue growth since 4Q23
- Originations increased 12% Y/Y
- Returning member and secured originations increased 25% Y/Y

PROFITABILITY

21.6%

Q3 GAAP ROE

- Highest since 1Q22 and second highest as a public company
- GAAP EPS more than quadrupled Y/Y
- Adjusted EPS increased 31% Y/Y

CREDIT & FUNDING

10.6%

Annualized NCO rate

- Lowest Annualized NCO rate since 3Q22
- Dollar net charge-offs declined 10% Y/Y
- Interest expense declined 27% Y/Y

LEADERSHIP ADDITIONS

Bill Franklin
Chief Financial Officer

Bernardo Martinez
Chief Retail and Sales Officer

Garrett Hope
Chief Product Officer

FY26 outlook raised for revenue and profitability with lower expected credit losses

See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure.

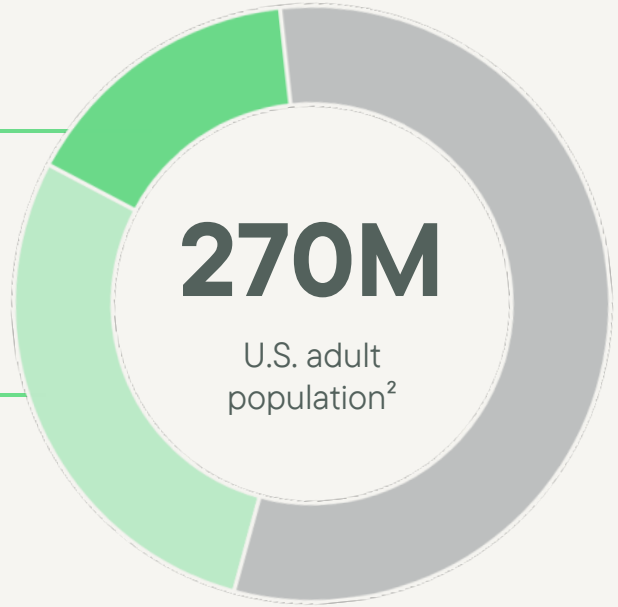
A large addressable market and differentiated capabilities

ADDRESSABLE MARKET

119M
Total addressable market[1]

42M[1]
Latino

77M[1]
Non-Latino



1.1M
Active Members

DIFFERENTIATED CAPABILITIES

BILINGUAL BY DESIGN

Products and services offered in English and Spanish, across all channels

20 YEARS OF DATA SCIENCE INNOVATION

Proprietary data advantage, pioneers in alternative data and machine learning usage towards underserved communities

OMNI-CHANNEL PRESENCE

123 retail locations, ~460 LaaS locations and 1,000+ agents, mobile app with 4.7/5.0 Apple Store Rating

CAPITAL MARKETS ACCESS

55 unique ABS investors and 5 warehouse facilities

Oportun *Forward* strategic opportunity:

Better product fit | Stronger conversion | Better economics | Greater capacity for responsible growth

[1] TAM (total addressable market) starts with the total U.S. adult population and excludes individuals who do not meet our risk approval criteria or do not have a need for our products. Our estimate of 119M U.S. addressable consumers is based on internal analyses and assumptions that may prove incorrect. The estimate is forward-looking, inherently uncertain, and does not account for competitive, regulatory, or technological developments that may limit the market we can serve. Actual market size and our ability to capture any portion of it may differ materially from our estimates. TAM is not a forecast of our revenue, growth, or market share. Latino/non-Latino TAM breakout reflects internal estimates based on Spanish-surname. Classification is not based on self-reported ethnicity and may misclassify individuals in either group.

[2] U.S. Census data as of 2025.

Oportun *Forward*

Our mission: Empowering members to build a better future

THREE STRATEGIC PRIORITIES

Drive durable growth	Build lasting member relationships	Deliver predictable returns
Match qualified consumers to the right product and broaden the funnel	Reward strong performance with better offers, less friction and an interconnected experience	Improve member lifecycle decisioning, scale efficiently and maintain capital and funding capacity
Responsibly revitalizing the new member engine	**Recognizing and rewarding returning members**	**Reducing volatility across cycles**

Designed to accelerate our mission and enhance shareholder value over time

Oportun exceeded high end of Q3 guidance

METRIC	3Q 2026 GUIDANCE	3Q 2026 ACTUAL	
TOTAL REVENUE	$235 - $240M	**$246M**	**Above high end**
NCO RATE (%)[1]	11.0% +/- 15 bps	**10.6%**	**Better than range**
ADJUSTED EBITDA[1]	$43 - $48M	**$56M**	**Above high end**

[1] See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure.

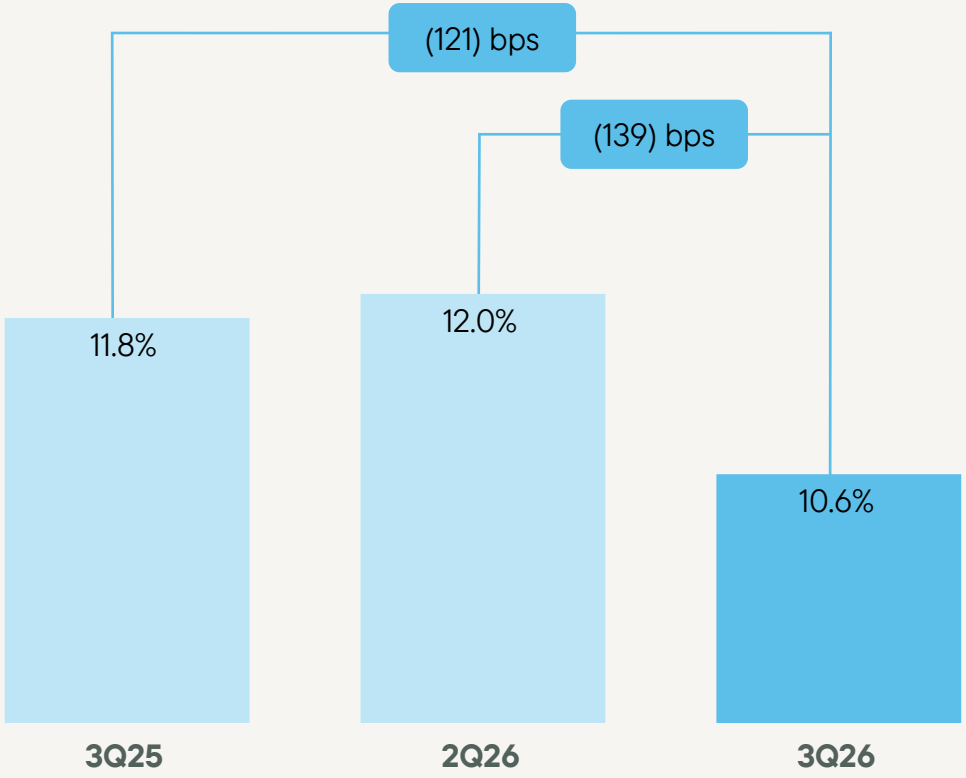
Strength across metrics defined Q3

$246M Total Revenue +3% Y/Y	**$23M** GAAP Net Income +341% Y/Y	**$26M** Adjusted Net Income[1] +38% Y/Y
$56M Adjusted EBITDA[1] +37% Y/Y	**10.6%** NCO Rate[1] -121 bps Y/Y	**$0.51** Adjusted EPS[1] +31% Y/Y

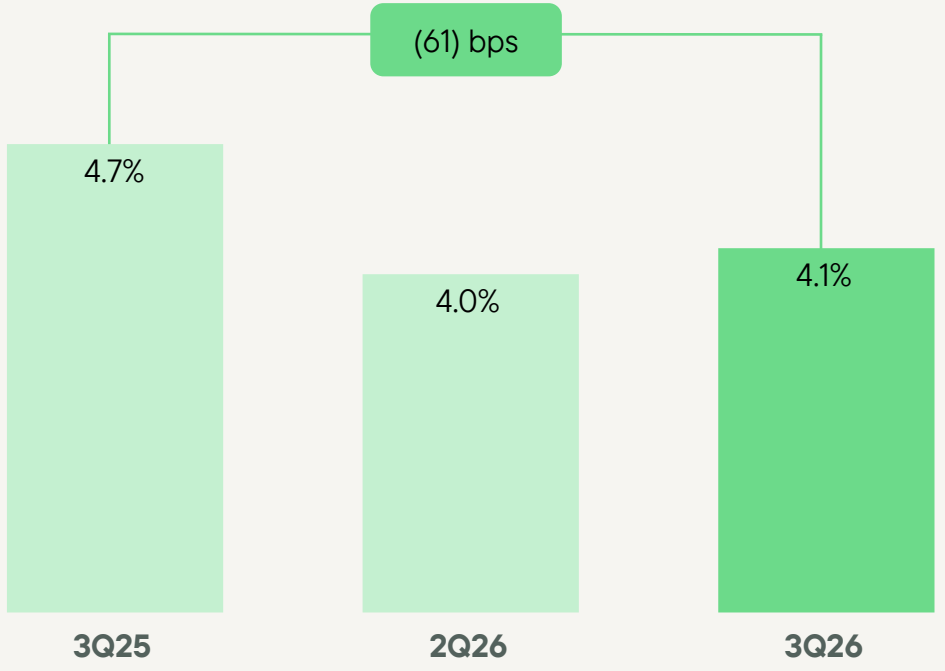
[1] See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure.

NCO rate down sharply Y/Y and sequentially

NCO RATE[1]



30+ DAY DELINQUENCY RATE[1]



[1] See Appendix for definition of Annualized Net Charge-Off Rate and 30+ Day Delinquency Rate; numbers may not foot or cross-foot due to rounding.

Q3 originations growth supported by lower-risk segments

AGGREGATE ORIGINATIONS

$572M

+12% Y/Y

Y/Y growth accelerated from 1% in Q2

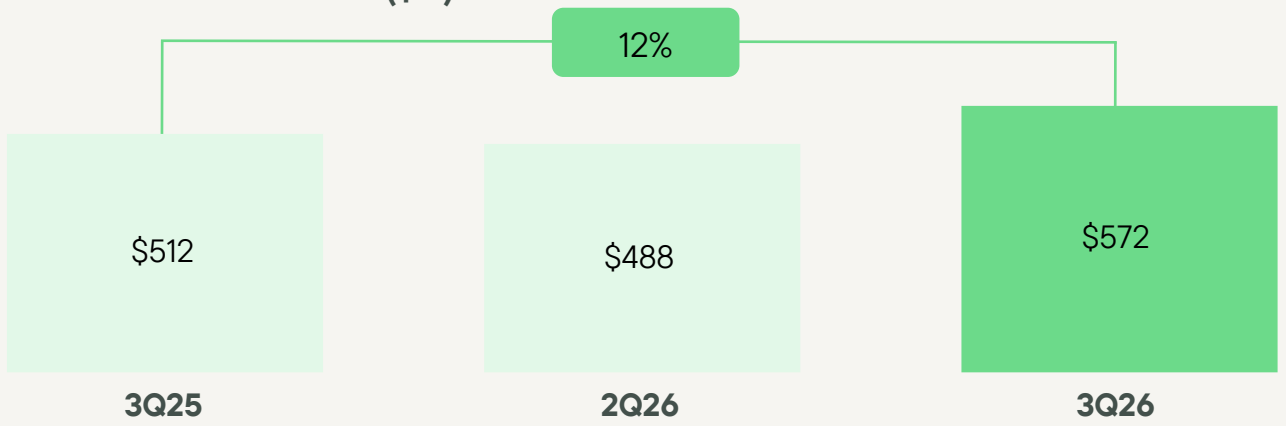
LOWER-RISK SEGMENTS

$470M

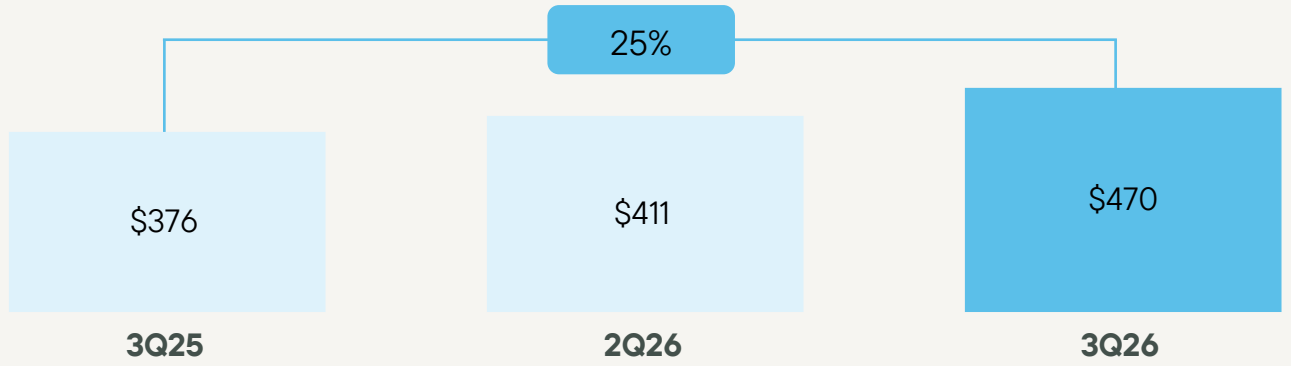
+25% Y/Y

Unsecured returning member and secured originations grew by 25% and 24%, respectively

AGGREGATE ORIGINATIONS ($M)



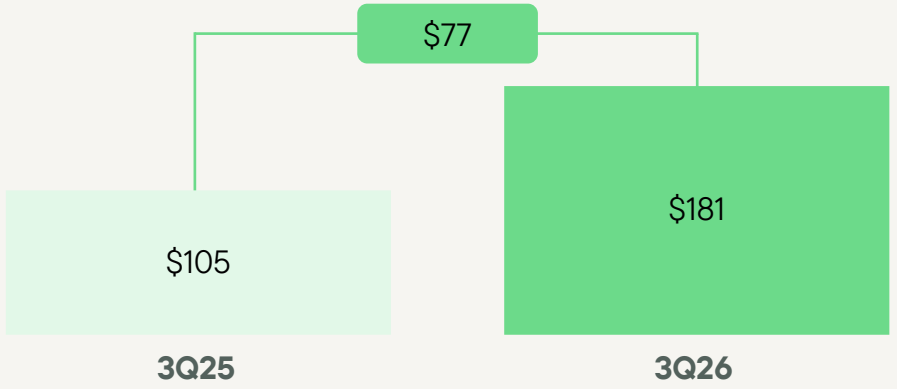
UNSECURED RETURNING MEMBER AND SECURED PERSONAL LOANS ORIGINATIONS ($M)



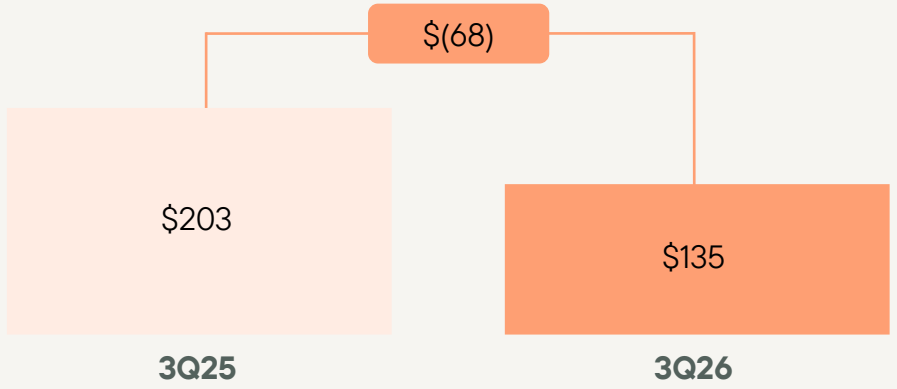
Note: Numbers may not foot or cross-foot due to rounding.

Oportun has increased unrestricted cash while reducing corporate debt

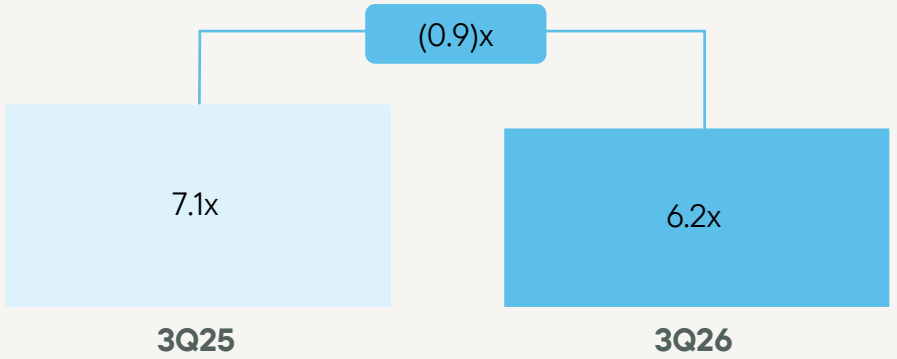
UNRESTRICTED CASH EOP ($M)



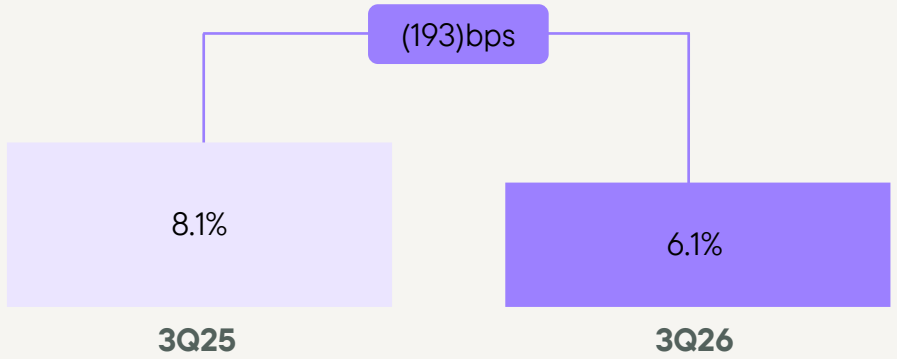
CORPORATE DEBT EOP ($M)



DEBT TO EQUITY (LEVERAGE)



COST OF DEBT



See Appendix for Key Definitions. Numbers may not foot or cross-foot due to rounding.

ROE reached the target range

3Q26 YEAR-OVER-YEAR DRIVERS

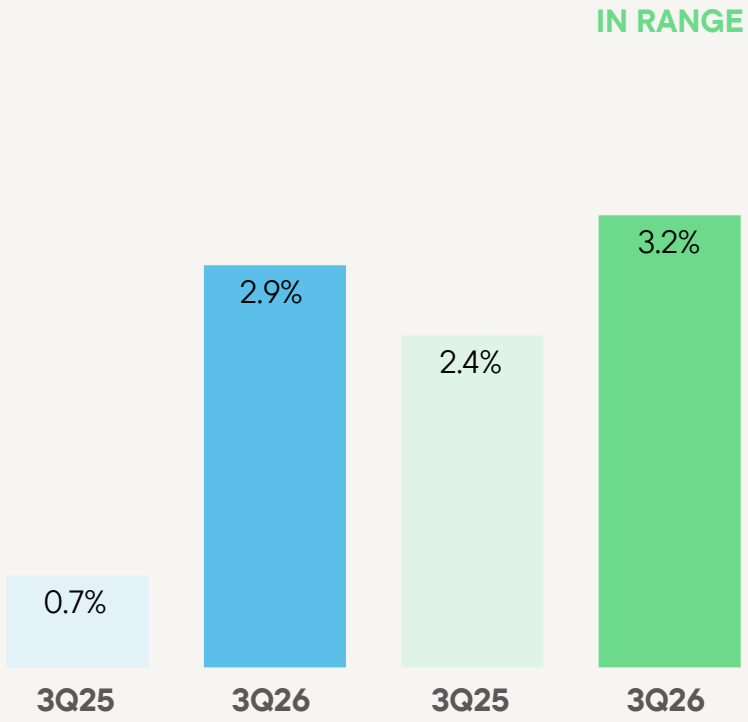
+136 bps
PORTFOLIO YIELD
33.0% → 34.4%

-193 bps
COST OF DEBT
8.1% → 6.1%

-121 bps
NCO RATE
11.8% → 10.6%

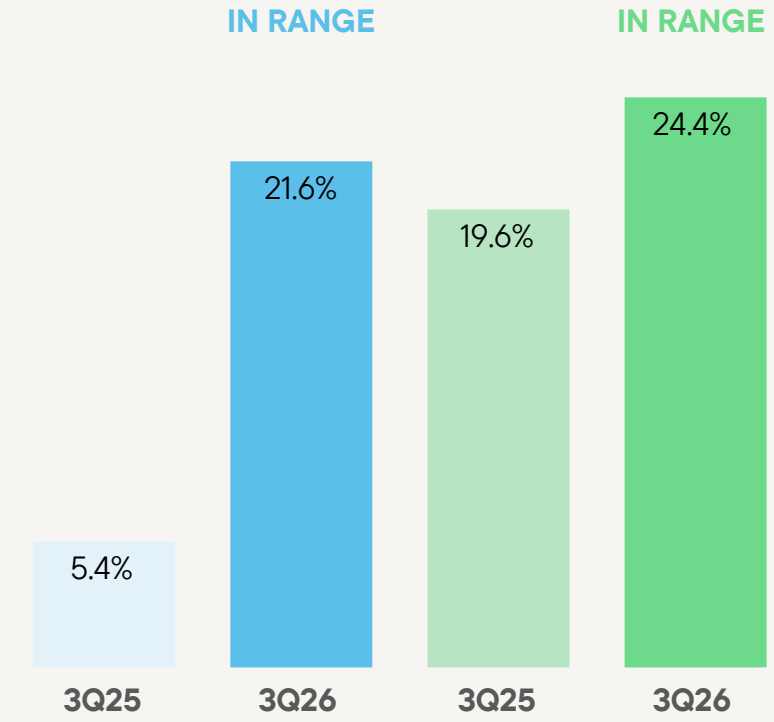
GAAP ROA
Target range 3-4%

ADJUSTED ROA[1,2]



GAAP ROE
Target range 20-28%

ADJUSTED ROE[2]



[1] Corporate level ROA based on assumed tax rate of 27.0%.
[2] Long-term targets are GAAP metrics. For comparison purposes, quarterly metrics are presented on an adjusted basis to exclude non-recurring items.
See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure.

Full-year guidance raised across metrics

METRIC	4Q 2026E	FY 2026E
TOTAL REVENUE	$247 - $252M	$955 - $960M
NCO RATE (%)[1]	11.05% +/- 15 bps	11.6% +/- 10 bps
ADJUSTED EBITDA[1]	$49 - $54M	$183 - $188M
ADJUSTED NET INCOME[1]		$80 - $85M
ADJUSTED EPS[1,2]		$1.60 - $1.70

Full-year guidance at midpoints now reflects revenue growth and higher Adjusted EPS

[1] See Appendix for Key Definitions and the forward looking adjusted EBITDA, Adjusted Net Income and Adjusted EPS reconciliation slides for a reconciliation to the most comparable GAAP measure; numbers may not foot or cross-foot due to rounding.

[2] Assumes 50.2M fully diluted shares.

Appendix

Definitions, operating detail, financial statements, and non-GAAP reconciliations

Oportun

Key definitions

- **30+ Day Delinquency Rate** is the unpaid principal balance for our owned loans 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
- **Active Members** is the number of unique individuals who, at the end of a reporting period, have either an outstanding loan owned or serviced by us, excluding charged-off loans, or a qualifying active Savings relationship. Loans include those originated by us or under a bank partnership program that we service.
- **Adjusted EBITDA** is a non-GAAP financial measure calculated as net income, 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 for the impact of our election of the fair value option, and further adjusted to exclude income tax expense (benefit), stock-based compensation expense, fair value mark-to-market adjustment on asset-backed notes, and certain non-recurring charges
- **Adjusted Operating Expense** is a non-GAAP financial measure calculated by adjusting total operating expenses to exclude stock-based compensation expense and certain non-recurring charges
- **Adjusted OpEx Ratio** is a non-GAAP financial measure calculated as Adjusted Operating Expense divided by Average Daily Principal Balance
- **Adjusted Return on Equity ("Adjusted ROE")** is a non-GAAP financial measure calculated by dividing annualized Adjusted Net Income by average total stockholders' equity; prior to January 1, 2020, Adjusted ROE was calculated by dividing annualized Adjusted Net Income by average total stockholders' equity
- **Adjusted Return on Assets ("Adjusted ROA")** is annualized Adjusted Net Income as a percentage of average total assets during the period
- **Aggregate Originations** is the aggregate amount disbursed to borrowers during a specified period, including amounts originated by us through our Lending as a Service partners or under our bank partnership programs. Aggregate Originations exclude any fees in connection with the origination of a loan
- **Annualized Net Charge-Off Rate ("NCO Rate")** is calculated as annualized loan principal losses (net of recoveries) divided by the Average Daily Principal Balance of owned loans 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 at the end of each calendar day during the period
- **Corporate Debt** is a senior secured term loan secured by the assets 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
- **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 to new and returning borrowers during a period
- **Debt to Equity (or "Leverage")** is calculated as total debt outstanding divided by total stockholder's equity outstanding
- **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.
- **Managed Principal Balance at End of Period** is the total amount of outstanding principal balance for all loans, including loans sold, which we continue to service, at the end of the period. Managed Principal Balance at End of Period also includes loans and accounts originated under a bank partnership program that we service
- **Net Interest Margin** is calculated by subtracting interest expense from total revenue
- **Net Interest Margin Ratio** is calculated as annualized Net Interest Margin divided by Average Daily Principal Balance
- **Net Charge-Offs ("NCO")** is loan principal losses (net of recoveries)
- **OpEx** is total operating expense
- **OpEx Ratio** is calculated as annualized Operating Expense divided by Average Daily Principal Balance
- **Owned Principal Balance EOP** is the total amount of outstanding principal balance for all loans, including finance receivables pledged as part of a secured borrowing and excluding loans and receivables sold or retained by a bank partner, at the end of the period
- **Portfolio Yield** is annualized interest income as a percentage of Average Daily Principal Balance
- **Return on Assets ("ROA")** is annualized net income as a percentage of average total assets during the period
- **Return on Equity ("ROE")** is calculated as annualized net income divided by average stockholders' equity for a period
- **Risk Adjusted Net Interest Margin** is a non-GAAP financial measure calculated by adjusting our Net Interest Margin to exclude the impact of fair value mark-to-market adjustment on Loans Receivable at Fair Value, Charge-offs, net of recoveries on Loans Receivable at Fair Value, debt restructuring costs, and certain non-recurring charges
- **Risk Adjusted Net Interest Margin Ratio** is a non-GAAP financial measure calculated as annualized Risk Adjusted Net Interest Margin divided by Average Daily Principal Balance

APPENDIX

Member stability supports a disciplined credit stance

659

average Vantage score at origination[1]

~98% of ending principal balance had a Vantage score at origination

U.S. BANK ACCOUNTS	**95%**	of loans disbursed to U.S. bank accounts[2]
EMPLOYMENT STABILITY	**5.7 years**	on average with the same employer
RESIDENTIAL STABILITY	**6.5 years**	on average at the same residence

Figures reflect member attributes for loans originated during 3Q26.

[1] Active loans as of 9/30/26.

[2] Oportun does not disburse loans to non-U.S. bank accounts.

Q3 total revenue grew for the first time since 4Q23

TOTAL REVENUE

$246M

+3.2% Y/Y

Driven by higher originations

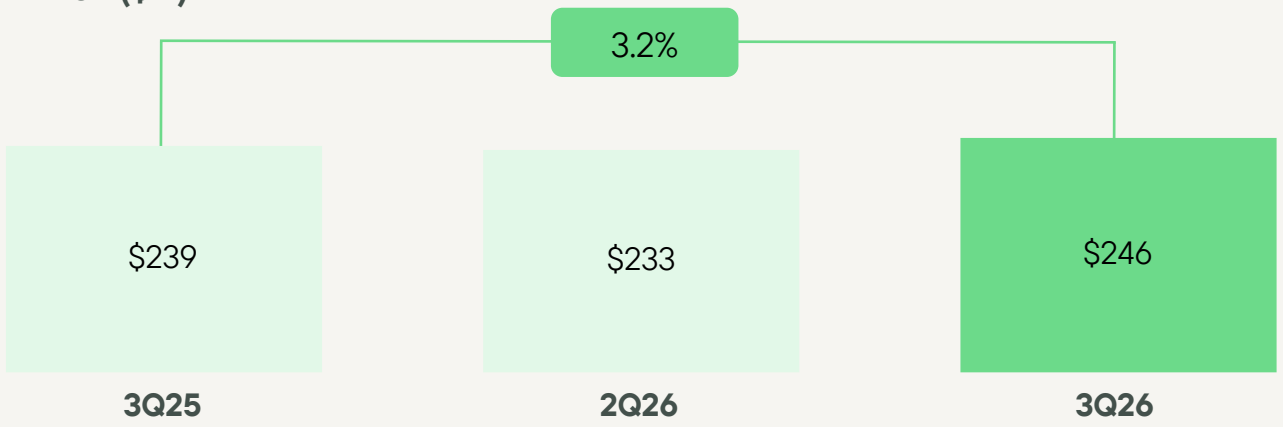
NET REVENUE

$127M

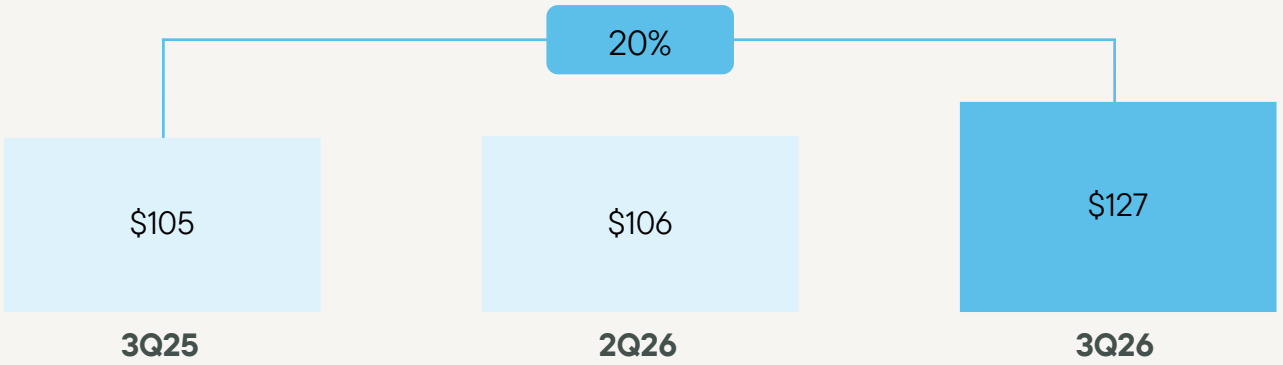
+20% Y/Y

Lower interest expense Y/Y

TOTAL REVENUE ($M)

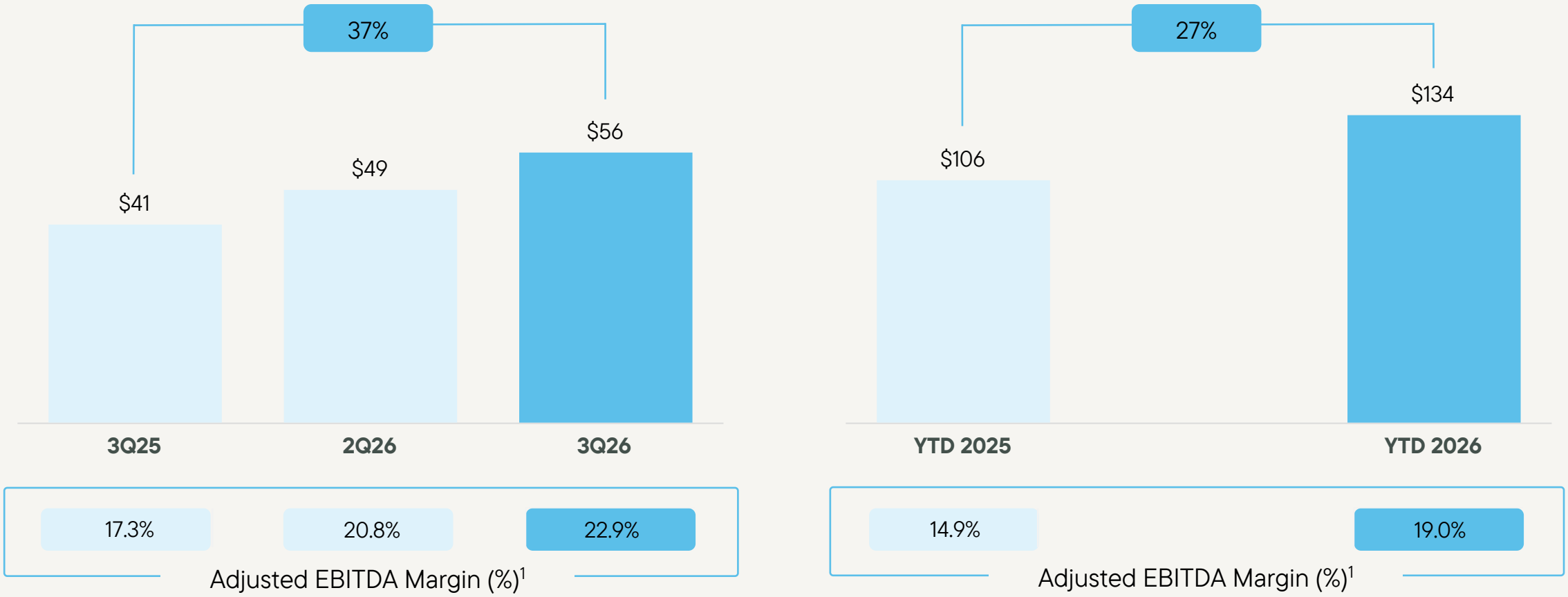


NET REVENUE ($M)



$56M of Q3 Adjusted EBITDA, up 37% Y/Y

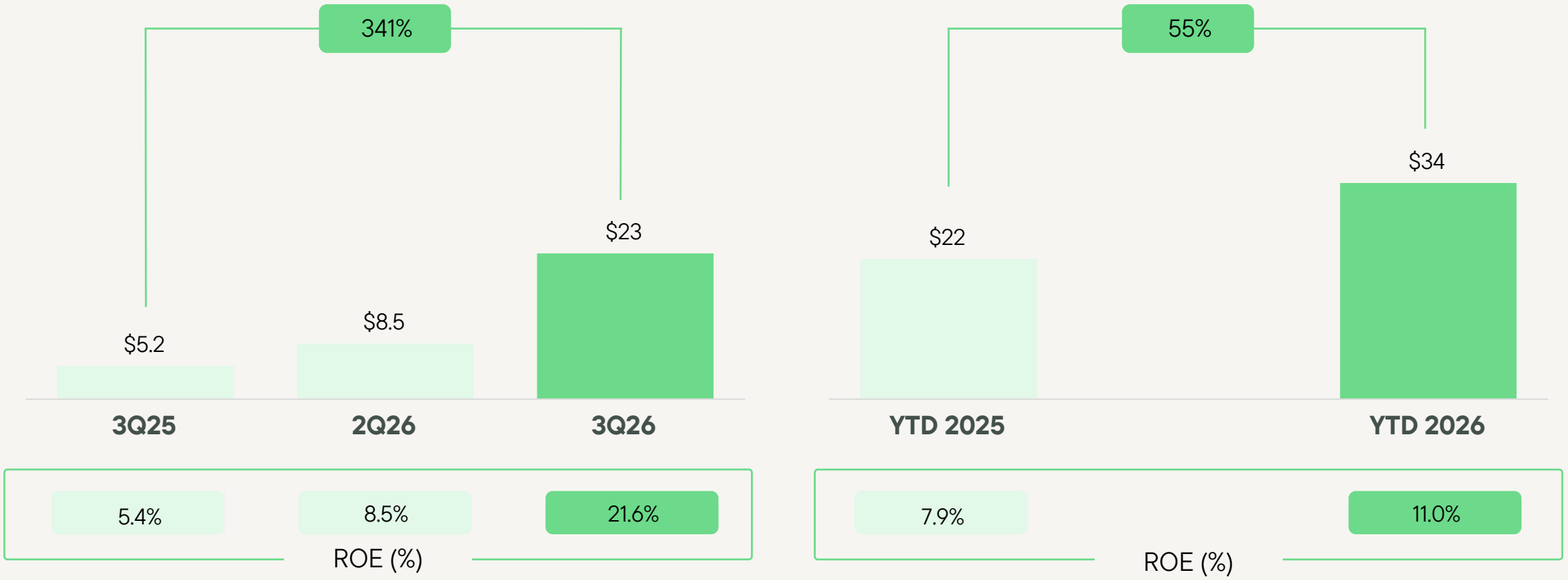
ADJUSTED EBITDA ($M)[1]



[1] See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure; numbers may not foot or cross-foot due to rounding.

$23M of Q3 Net Income, up 341% Y/Y

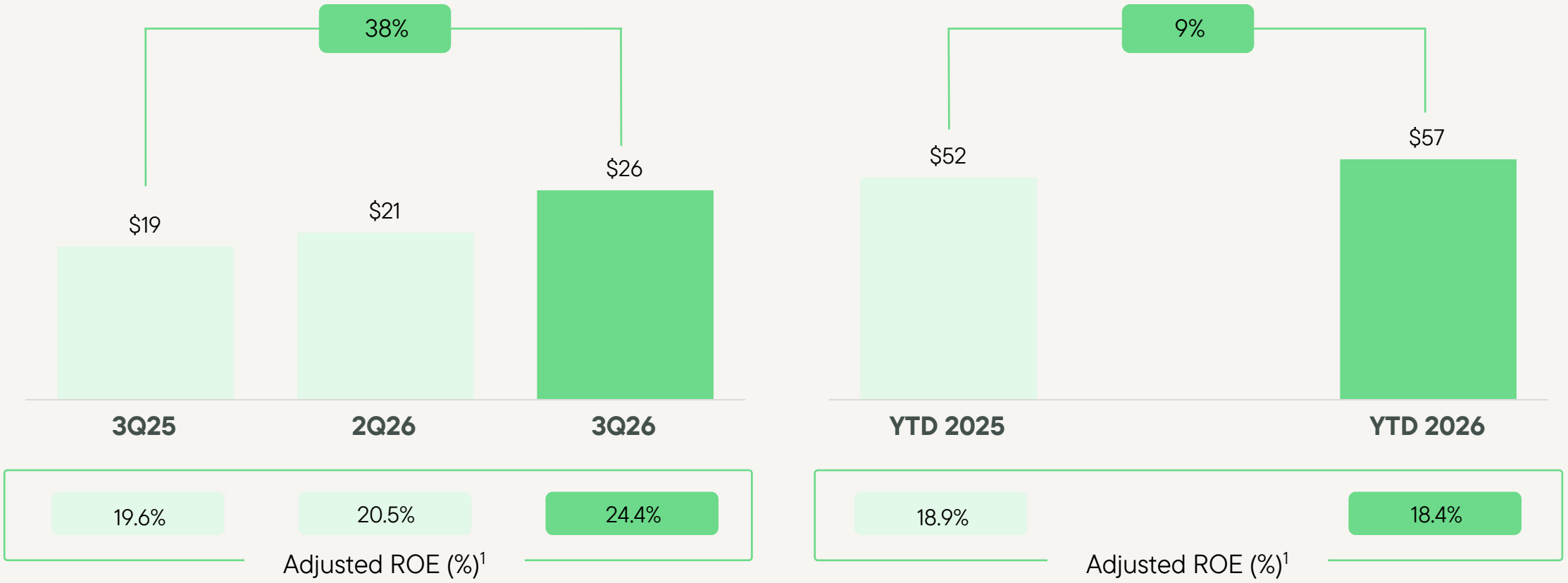
NET INCOME ($M)



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

$26M of Q3 Adjusted Net Income, up 38% Y/Y

ADJUSTED NET INCOME ($M)[1]



[1] See Appendix for Key Definitions and non-GAAP reconciliation to the most comparable GAAP measure; numbers may not foot or cross-foot due to rounding.

Key financial & operating metrics

	Quarter Ended						Nine Months Ended September 30		
	3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	2026	2025	Change Y / Y
Aggregate Originations (Millions)	$571.8	$487.7	$416.9	$494.9	$511.8	11.7%	$1,476.5	$1,461.9	1.0%
Portfolio Yield (%)	34.4%	33.3%	32.1%	33.3%	33.0%	136 bps	33.3%	33.0%	31 bps
30+ Day Delinquency Rate (%)	4.1%	4.0%	4.5%	4.9%	4.7%	(61) bps	4.1%	4.7%	(61) bps
Annualized Net Charge-Off Rate (%)	10.6%	12.0%	12.7%	12.3%	11.8%	(121) bps	11.7%	12.0%	(21) bps

	Quarter Ended						Nine Months Ended September 30		
Other Useful Metrics	3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	2026	2025	Change Y / Y
Managed Principal Balance EOP (Millions)	$2,847.5	$2,777.7	$2,804.3	$2,914.0	$2,941.8	(3.2)%	$2,847.5	$2,941.8	(3.2)%
Owned Principal Balance EOP (Millions)	$2,677.3	$2,613.4	$2,640.6	$2,739.0	$2,632.7	1.7%	$2,677.3	$2,632.7	1.7%
Average Daily Principal Balance (Millions)	$2,669.0	$2,643.0	$2,721.6	$2,765.0	$2,669.5	—%	$2,677.6	$2,680.4	(0.1)%
Average Daily Debt Balance (Millions)	$2,666.2	$2,666.2	$2,764.1	$2,892.2	$2,788.9	(4.4)%	$2,698.5	$2,802.2	(3.7)%
Debt to Equity (Leverage)	6.2x	6.5x	6.8x	7.2x	7.1x	(0.9)x	6.2x	7.1x	(0.9)x
Annualized interest expense (Millions)	$163.2	$168.2	$194.6	$229.9	$224.6	(27.4)%	$175.2	$232.1	(24.5)%
Cost of Debt (%)	6.1%	6.3%	7.0%	7.9%	8.1%	(193) bps	6.5%	8.3%	(179) bps
Customer Acquisition Cost[1]	$131	$127	$134	$111	$103	27.2%	$131	$118	11.0%

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

Note: See Appendix for Key Definitions, numbers may not foot or cross-foot due to rounding.

Condensed consolidated income statement

($ Millions, except per share data. Shares in Millions)	Quarter Ended					Change	Nine Months Ended September 30		Change
	3Q26	2Q26	1Q26	4Q25	3Q25	Y / Y	2026	2025	Y / Y
Interest income	$231.4	$219.3	$215.7	$232.4	$222.3	4.1%	$666.4	$660.8	0.8%
Non-interest income	14.8	14.0	13.1	15.4	16.3	(9.2)%	41.9	48.1	(12.9)%
Total revenue	**$246.3**	**$233.2**	**$228.8**	**$247.7**	**$238.7**	**3.2%**	**$708.3**	**$708.9**	**(0.1)%**
Less:									
Interest expense	$41.1	$41.9	$48.0	$57.9	$56.6	(27.4)%	$131.0	$173.6	(24.5)%
Net increase (decrease) in fair value	(78.6)	(85.7)	(85.9)	(99.4)	(77.0)	(2.0)%	(250.1)	(219.9)	(13.7)%
Net Revenue	**$126.6**	**$105.6**	**$94.9**	**$90.4**	**$105.1**	**20.5%**	**$327.1**	**$315.4**	**3.7%**
Operating expenses:									
Sales and marketing	$21.1	$17.6	$15.9	$16.1	$16.5	28.0%	$54.7	$54.5	0.4%
Other operating expenses	70.9	72.4	75.4	67.7	74.3	(4.6)%	218.7	223.5	(2.1)%
Total operating expenses	**$92.0**	**$90.0**	**$91.3**	**$83.8**	**$90.8**	**1.3%**	**$273.3**	**$277.9**	**(1.7)%**
Income before taxes	**$34.6**	**$15.6**	**$3.6**	**$6.6**	**$14.2**	**142.8%**	**$53.8**	**$37.5**	**43.3%**
Income tax provision	11.7	7.1	1.2	3.2	9.0	28.8%	20.0	15.7	27.3%
Net income	**$22.9**	**$8.5**	**$2.3**	**$3.4**	**$5.2**	**341.2%**	**$33.8**	**$21.8**	**54.8%**
Memo:									
Earnings per share	$0.47	$0.18	$0.05	$0.07	$0.11	327.3%	$0.70	$0.47	48.9%
Diluted earnings per share	$0.45	$0.17	$0.05	$0.07	$0.11	309.1%	$0.68	$0.46	47.8%
Weighted average common shares outstanding - basic	48.6	48.4	47.4	46.9	46.7	4.0%	48.2	46.3	4.1%
Weighted average common shares outstanding - diluted	51.0	49.4	48.5	48.2	48.3	5.5%	49.6	47.8	3.9%

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

Condensed consolidated balance sheet

($ Millions)	Quarter Ended 3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y
Cash and cash equivalents	$181.2	$139.6	$130.4	$105.5	$104.6	73.2%
Restricted cash	77.2	72.8	79.5	93.4	119.3	(35.3)%
Total cash	**$258.4**	**$212.4**	**$209.9**	**$198.9**	**$224.0**	**15.4%**
Loans receivable at fair value	2,795.5	2,736.8	2,771.8	2,874.1	2,759.7	1.3%
Other assets	160.0	180.1	185.8	184.8	202.6	(21.0)%
Total assets	**$3,213.8**	**$3,129.3**	**$3,167.5**	**$3,257.9**	**$3,186.2**	**0.9%**
Secured financing	$449.7	$304.2	$212.5	$199.4	$161.9	177.7%
Asset-backed notes at fair value	93.5	137.8	194.3	263.8	352.8	(73.5)%
Asset-backed borrowings at amortized cost	2,039.0	2,088.5	2,154.4	2,192.6	2,040.1	(0.1)%
Corporate financing	121.2	119.9	145.1	143.7	175.7	(31.0)%
Other liabilities	77.0	71.9	65.0	68.3	71.8	7.2%
Total liabilities	**$2,780.3**	**$2,722.2**	**$2,771.3**	**$2,867.8**	**$2,802.3**	**(0.8)%**
Total stockholders' equity	**$433.4**	**$407.1**	**$396.3**	**$390.1**	**$383.9**	**12.9%**
Total liabilities and stockholders' equity	**$3,213.8**	**$3,129.3**	**$3,167.5**	**$3,257.9**	**$3,186.2**	**0.9%**

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

Adjusted EBITDA reconciliation

	Quarter Ended						Nine Months Ended September 30,		
($ Millions)	3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	2026	2025	Change Y / Y
Net income	$22.9	$8.5	$2.3	$3.4	$5.2	341.2%	$33.8	$21.8	54.8%
Adjustments:									
Income tax expense (benefit)	$11.7	$7.1	$1.2	$3.2	$9.0	28.8%	$20.0	$15.7	27.3%
Interest on corporate financing	5.8	6.0	7.0	7.5	9.0	(36.0)%	18.7	28.2	(33.5)%
Depreciation and amortization	8.8	8.8	9.0	9.5	10.2	(13.6)%	26.7	32.0	(16.7)%
Stock-based compensation expense	2.9	2.6	3.0	2.7	2.5	15.2%	8.4	8.0	4.5%
Other non-recurring charges (receipts), net	(2.8)	9.0	6.0	6.6	4.4	NM	12.2	10.0	21.7%
Fair value mark-to-market adjustment	7.2	6.6	0.8	9.7	0.8	750.6%	14.7	(9.8)	NM
Adjusted EBITDA	**$56.5**	**$48.6**	**$29.4**	**$42.5**	**$41.2**	**37%**	**$134.4**	**$106.0**	**27%**
Memo:									
Total revenue	$246.3	$233.2	$228.8	$247.7	$238.7	3.2%	$708.3	$708.9	(0.1)%
Adjusted EBITDA Margin (%)[1]	**22.9%**	**20.8%**	**12.8%**	**17.1%**	**17.3%**	**567 bps**	**19.0%**	**14.9%**	**403 bps**

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[1] 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 3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	Nine Months Ended September 30, 2026	2025	Change Y / Y
Net income	$22.9	$8.5	$2.3	$3.4	$5.2	341.2%	$33.8	$21.8	54.8%
Adjustments:									
Income tax expense	$11.7	$7.1	$1.2	$3.2	$9.0	28.8%	$20.0	$15.7	27.3%
Stock-based compensation expense	2.9	2.6	3.0	2.7	2.5	15.2%	8.4	8.0	4.5%
Other non-recurring charges (receipts), net	(2.8)	9.0	6.0	6.6	4.4	NM	12.2	10.0	21.7%
Mark-to-market adjustment on ABS notes	0.7	1.0	1.4	2.0	4.6	(83.7)%	3.2	15.8	(79.8)%
Adjusted income before taxes	**$35.4**	**$28.2**	**$14.0**	**$17.8**	**$25.7**	**37.8%**	**$77.6**	**$71.4**	**8.6%**
Normalized income tax expense	(9.6)	(7.6)	(3.8)	(4.8)	(6.9)	(37.8)%	(20.9)	(19.3)	(8.6)%
Income tax rate (%)	27.0%	27.0%	27.0%	27.0%	27.0%		27.0%	27.0%	
Adjusted Net Income	**$25.9**	**$20.6**	**$10.2**	**$13.0**	**$18.8**	**37.8%**	**$56.6**	**$52.1**	**8.6%**
Memo:									
Stockholders' equity	$433.4	$407.1	$396.3	$390.1	$383.9	12.9%	$433.4	$383.9	12.9%
GAAP ROE	**21.6%**	**8.5%**	**2.4%**	**3.5%**	**5.4%**	1,622 bps	**11.0%**	**7.9%**	**306 bps**
Adjusted ROE (%)[1]	**24.4%**	**20.5%**	**10.5%**	**13.3%**	**19.6%**	481 bps	**18.4%**	**18.9%**	**(52) bps**
Total assets	$3,213.8	$3,129.3	$3,167.5	$3,257.9	$3,186.2	0.9%	$3,213.8	$3,186.2	0.9%
GAAP ROA	**2.9%**	**1.1%**	**0.3%**	**0.4%**	**0.7%**	**221 bps**	**1.4%**	**0.9%**	**49 bps**
Adjusted ROA[2]	**3.2%**	**2.6%**	**1.3%**	**1.6%**	**2.4%**	**87 bps**	**2.3%**	**2.2%**	**17 bps**

[1] Calculated as Adjusted Net Income divided by average stockholders' equity. ROE has been annualized.

[2] Calculated as Adjusted Net Income divided by average total assets. ROA has been annualized.

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

Adjusted Operating Expense and Adjusted Operating Expense Ratio reconciliation

	Quarter Ended						Nine Months Ended September 30,		
($ Millions)	3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	2026	2025	Change Y / Y
OpEx Ratio (%)	13.7%	13.7%	13.6%	12.0%	13.5%	17 bps	13.6%	13.9%	(21) bps
Total operating expense	**$92.0**	**$90.0**	**$91.3**	**$83.8**	**$90.8**	**1.3%**	**$273.3**	**$277.9**	**(1.7)%**
Less:									
Stock-based compensation expense	(2.9)	(2.6)	(3.0)	(2.7)	(2.5)	(15.2)%	(8.4)	(8.0)	(4.5)%
Other non-recurring (charges) receipts, net	3.3	(3.3)	(3.1)	(0.5)	(3.6)	NM	(3.1)	(7.7)	59.6%
Total Adjusted Operating Expense	**$92.4**	**$84.1**	**$85.2**	**$80.7**	**$84.7**	**9.2%**	**$261.8**	**$262.1**	**(0.1)%**
Average Daily Principal Balance	$2,669.0	$2,643.0	$2,721.6	$2,765.0	$2,669.5	—%	$2,677.6	$2,680.4	(0.1)%
Adjusted OpEx Ratio (%)	**13.7%**	**12.8%**	**12.7%**	**11.6%**	**12.6%**	**116 bps**	**13.1%**	**13.1%**	**(1) bps**

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

Risk Adjusted Net Interest Margin reconciliation

($ Millions)	Quarter Ended 3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	Nine Months Ended September 30, 2026	2025	Change Y / Y
Total Revenue	$246.3	$233.2	$228.8	$247.7	$238.7	3.2%	$708.3	$708.9	(0.1)%
Less: Interest Expense	41.1	41.9	48.0	57.9	56.6	(27.4)%	131.0	173.6	(24.5)%
Net Interest Margin	**$205.1**	**$191.3**	**$180.8**	**$189.8**	**$182.1**	**12.7%**	**$577.2**	**$535.4**	**7.8%**
Net Interest Margin Ratio (%)	**30.5%**	**29.0%**	**26.9%**	**27.2%**	**27.1%**	**343 bps**	**28.8%**	**26.7%**	**211 bps**
Adjustments:									
Mark-to-market adjustment on loans	$(6.5)	$(5.6)	$(0.7)	$4.9	$6.6	NM	$(12.7)	$28.1	NM
Mark-to-market adjustment on derivatives	—	—	1.2	(12.6)	(2.9)	100.0%	1.2	(2.5)	NM
Net settlements on derivative instruments	—	—	(0.2)	(4.0)	3.4	(100.0)%	(0.2)	10.1	NM
Net charge-offs	(71.4)	(79.0)	(84.9)	(85.7)	(79.6)	10.3%	(235.3)	(239.8)	1.9%
Debt restructuring costs	—	5.1	2.3	5.4	—	NM	7.4	—	NM
Other non-recurring charges	0.6	0.6	0.6	0.7	0.8	(28.1)%	1.7	2.3	(24.9)%
Risk Adjusted Net Interest Margin	**$127.9**	**$112.3**	**$99.2**	**$98.5**	**$110.4**	**15.8%**	**$339.4**	**$333.5**	**1.7%**
Average Daily Principal Balance	$2,669.0	$2,643.0	$2,721.6	$2,765.0	$2,669.5	—%	$2,677.6	$2,680.4	(0.1)%
Risk Adjusted Net Interest Margin Ratio (%)	**19.0%**	**17.0%**	**14.8%**	**14.1%**	**16.4%**	**261 bps**	**16.9%**	**16.6%**	**30 bps**

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

Basic and diluted earnings per share reconciliation

	Quarter Ended						Nine Months Ended September 30		
						Change			Change
($ Millions, except per share data. Shares in Millions)	**3Q26**	**2Q26**	**1Q26**	**4Q25**	**3Q25**	**Y / Y**	**2026**	**2025**	**Y / Y**
Net income	$22.9	$8.5	$2.3	$3.4	$5.2	341.2%	$33.8	$21.8	54.8%
Net income attributable to common stockholders	**$22.9**	**$8.5**	**$2.3**	**$3.4**	**$5.2**	**341.2%**	**$33.8**	**$21.8**	**54.8%**
Basic weighted-average common shares outstanding	48.6	48.4	47.4	46.9	46.7	4.0%	48.2	46.3	4.1%
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	2.4	1.0	1.1	1.3	1.6	49.8%	1.5	1.5	(0.6)%
Diluted weighted-average common shares outstanding	**51.0**	**49.4**	**48.5**	**48.2**	**48.3**	**5.5%**	**49.6**	**47.8**	**3.9%**
Earnings per share:									
Basic	**$0.47**	**$0.18**	**$0.05**	**$0.07**	**$0.11**	**327.3%**	**$0.70**	**$0.47**	**48.9%**
Diluted	$0.45	$0.17	$0.05	$0.07	$0.11	309.1%	$0.68	$0.46	47.8%

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

Adjusted Earnings Per Share reconciliation

($ Millions, except per share data. Shares in Millions)	Quarter Ended 3Q26	2Q26	1Q26	4Q25	3Q25	Change Y / Y	Nine Months Ended September 30 2026	2025	Change Y / Y
Diluted earnings per share	$0.45	$0.17	$0.05	$0.07	$0.11	309.1%	$0.68	$0.46	47.8%
Adjusted Net Income	**$25.9**	**$20.6**	**$10.2**	**$13.0**	**$18.8**	**37.8%**	**$56.6**	**$52.1**	**8.6%**
Basic weighted-average common shares outstanding	48.6	48.4	47.4	46.9	46.7	4.0%	48.2	46.3	4.1%
Weighted average effect of dilutive securities:									
Stock options	—	—	—	—	—	NM	—	—	NM
Restricted stock units	2.4	1.0	1.1	1.3	1.6	49.8%	1.5	1.5	(0.6)%
Diluted adjusted weighted-average common shares outstanding	**51.0**	**49.4**	**48.5**	**48.2**	**48.3**	**5.5%**	**49.6**	**47.8**	**3.9%**
Adjusted EPS	**$0.51**	**$0.42**	**$0.21**	**$0.27**	**$0.39**	**30.6%**	**$1.14**	**$1.09**	**4.5%**

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

APPENDIX

Net change in fair value

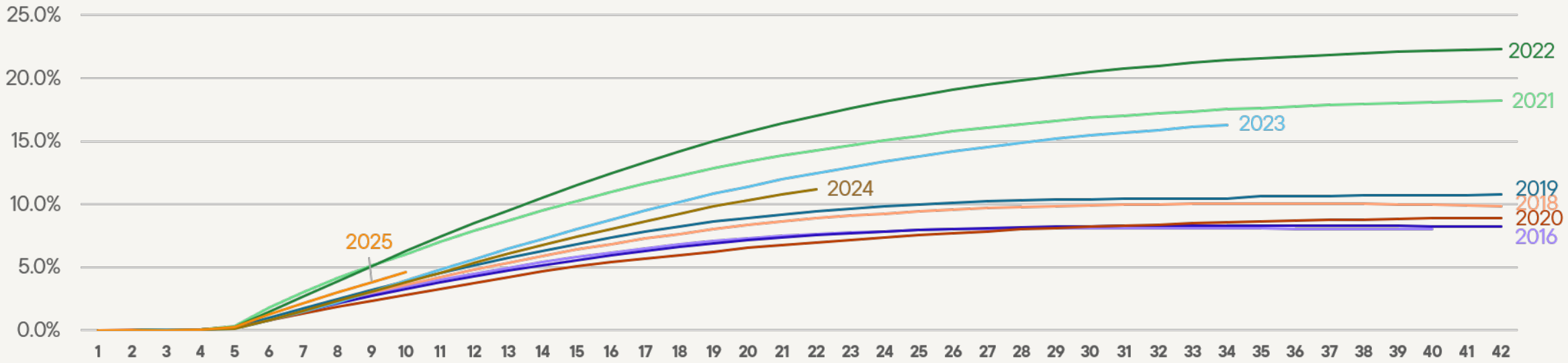
- Increase in FV of Loans will increase Net Revenue
- Increase in FV of Notes will decrease Net Revenue

	Quarter Ended				Change	
$ Millions	**3Q26**	**2Q26**	**3Q25**	**2Q25**	**Q / Q**	**Y / Y**
Loan Portfolio Drivers						
Discount rate	6.5%	6.3%	6.3%	7.0%	*23 bps*	*28 bps*
Remaining cumulative charge-offs as a % of principal balance	12.0%	12.2%	12.2%	12.0%	*(21) bps*	*(22) bps*
Average life in years	1.03	1.04	1.07	1.08	-0.01	-0.04
Loans Receivable at Fair Value						
Fair value loan portfolio – principal balance	$2,677.3	$2,613.4	$2,632.7	$2,636.4	$64.0	$44.6
Interest and Fee Receivable, net	36.3	35.1	37.3	36.1	1.2	(1.0)
Cumulative fair value mark-to-market adjustment	81.8 vs	88.2	89.6 vs	83.0 A	(6.5)	(7.8)
Fair value loan portfolio - end of period	**$2,795.5**	**$2,736.8**	**$2,759.7**	**$2,755.5**	**$58.7**	**$35.8**
Price	*104.3%*	*104.6%*	*104.8%*	*104.5%*	*(30) bps*	*(57) bps*
Asset-Backed Notes at Fair Value						
Carrying value of asset-backed notes	$94.8	$139.8	$359.3	$629.0 B	$(45.1)	$(264.5)
Cumulative fair value mark-to-market adjustment	(1.3) vs	(2.0)	(6.5) vs	(11.1)	0.7	5.2
Fair value asset-backed notes – end of period	**$93.5**	**$137.8**	**$352.8**	**$617.9**	**$(44.3)**	**$(259.3)**
Price	*98.6%*	*98.5%*	*98.2%*	*98.2%*	*9 bps*	*45 bps*
Net Change in Fair Value Summary						
A Mark-to-market adjustment on loans	(6.5)	(5.6)	6.6	9.1	(0.9)	(13.1)
B Mark-to-market adjustment on asset-backed notes	(0.7)	(1.0)	(4.6)	(3.4)	0.3	3.8
Mark-to-market adjustment on derivatives	—	—	(2.9)	—	—	2.9
Total fair value mark-to-market adjustment	(7.2)	(6.6)	(0.8)	5.7	(0.6)	(6.4)
Net charge-offs	(71.4)	(79.0)	(79.6)	(79.0)	7.7	8.2
Net settlements on derivative instruments	—	—	3.4	3.0	—	(3.4)
Total Net Change in Fair Value	**$(78.6)**	**$(85.7)**	**$(77.0)**	**$(70.3)**	**$7.1**	**$(1.6)**

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

Net lifetime loan loss rates by vintage

CUMULATIVE NET PRINCIPAL CHARGE-OFFS



YEAR OF ORIGINATION	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Dollar Weighted Average Original Term for Vintage (Months)	24.2	26.3	29.0	30.0	32.0	33.3	37.8	39.2	35.6	33.7
Net Lifetime Loan Losses as % of Original Principal Balance	8.0%	8.2%	9.8%	10.8%	9.0%	18.4%	22.5%*	16.3%*	11.2%*	4.6%*
Outstanding Principal Balance as % of Original Amount Disbursed	0.0%	0.0%	0.0%	—%	—%	0.2%	2.1%	11.5%	27.7%	65.1%

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.

* Vintage is not fully mature from a loss perspective.

Forward-looking Adjusted EBITDA reconciliation

($ Millions)	4Q 2026 Low	4Q 2026 High	FY 2026 Low	FY 2026 High
Net income	**$21.8**	**$26.2**	**$55.6**	**$60.0**
Adjustments:				
Income tax expense (benefit)	$11.8	$14.3	$31.3	$33.8
Interest on corporate financing	5.9	5.9	24.6	24.6
Depreciation and amortization	8.7	8.7	35.3	35.3
Stock-based compensation expense	3.5	3.5	11.9	11.9
Other non-recurring charges (receipts), net	(5.2)	(5.2)	7.0	7.0
Fair value mark-to-market adjustment	2.6	0.7	17.2	15.4
Adjusted EBITDA	**$49.0**	**$54.0**	**$183.0**	**$188.0**

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

Forward-looking Adjusted Net Income and Adjusted Earnings Per Share reconciliation

($ Millions, except per share data. Shares in Millions)	FY 2026 Low	FY 2026 High
Net Income	**$55.6**	**$60.0**
Adjustments:		
Income tax expense (benefit)	$31.3	$33.8
Stock-based compensation expense	11.9	11.9
Other non-recurring charges	7.0	7.0
Mark-to-market adjustment on ABS notes	3.8	3.8
Adjusted income before taxes	**$109.6**	**$116.4**
Normalized income tax expense	29.6	31.4
Adjusted Net Income	**$80.0**	**$85.0**
Diluted adjusted weighted-average common shares outstanding	**50.2**	**50.2**
Diluted earnings per share	**$1.11**	**$1.20**
Adjusted EPS	**$1.60**	**$1.70**

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

EARNINGS PRESENTATION



November 3, 2026