Oportun

1Q 2023 PERFORMANCE

BUSINESS & FINANCIAL HIGHLIGHTS

14%	27%	21%	48.5%	70bps	$77M
Member Growth YoY	Avg. Daily Principal Balance Growth YoY	Revenue Growth YoY	Adj. Operating Efficiency[1]	Decline in NCOs QoQ	Operating Cash Flow

EXCEEDED 1Q'23 GUIDANCE

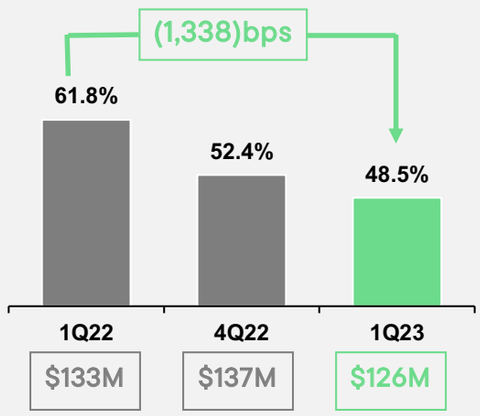
	GUIDANCE	ACTUAL
Revenue	$245-250M	$260M ✓
Annualized Net Charge-Off Rate	12.5% +/-15bps	12.1% ✓
Adj. EBITDA[1]	$(49)-(44)M	$(24)M ✓

2Q'23 & FY'23 GUIDANCE

	2Q'23	FY'23
Revenue	$250-255M	$975-1,000M
Annualized Net Charge-Off Rate	12.8% +/-15bps	11.6% +/-40bps
Adj. EBITDA[1]	$2-7M	$70-75M

CONTINUED EXPENSE RATIONALIZATION

ADJUSTED OPERATING EFFICIENCY & EXPENSES [1]

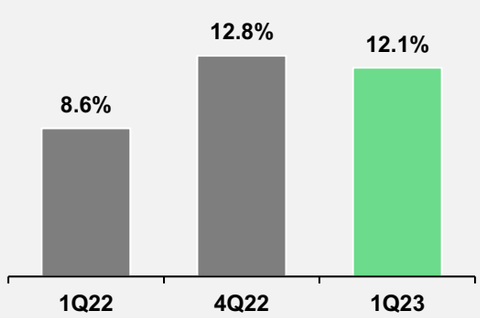


COST SAVING MEASURES

- ✓ Operating expenses declined QoQ from 4Q'22
- ✓ Post-IPO record adjusted operating efficiency
- ✓ Actions taken in February to deliver $48-53M in annualized run rate expense savings
- ✓ New measures taken in May to deliver an additional $78-83M in annualized run rate expense savings

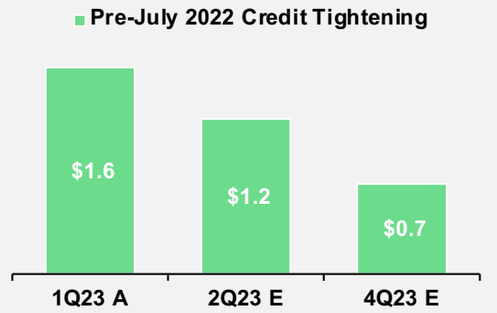
IMPROVING CREDIT POST-JULY CREDIT TIGHTENING

ANNUALIZED NET CHARGE-OFF RATE (%)



✓ 1Q'23 annualized NCOs declined by 70bps sequentially

QUARTER-END BACK BOOK PORTFOLIO OUTSTANDING ($B)[2]



✓ Post-July loans performing better or near 2019 pre-pandemic vintages

(1) See 1Q23 Earnings Presentation for a reconciliation of non-GAAP financial measures to the most comparable measure, calculated in accordance with GAAP.
(2) We refer to the originations made prior to our significant credit-tightening in July 2022 as the back book. Excludes credit cards.