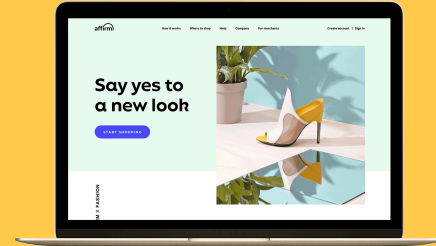


FY Q4 2021 Earnings Supplement

Corrected on September 21, 2021

September 9, 2021



Safe Harbor Statement/Use of Non-GAAP Financial Measures

Cautionary Note About Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the “Securities Act”), and Section 21E of the Securities Exchange Act of 1934, as amended, that involve risks and uncertainties. All statements other than statements of historical fact are forward-looking statements, including statements regarding: our strategy and future operations; our future financial position, gross market value, revenue, transaction costs, operating income, provision for credit losses, and cash flows; and general economic trends and trends in the industry and markets. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements.

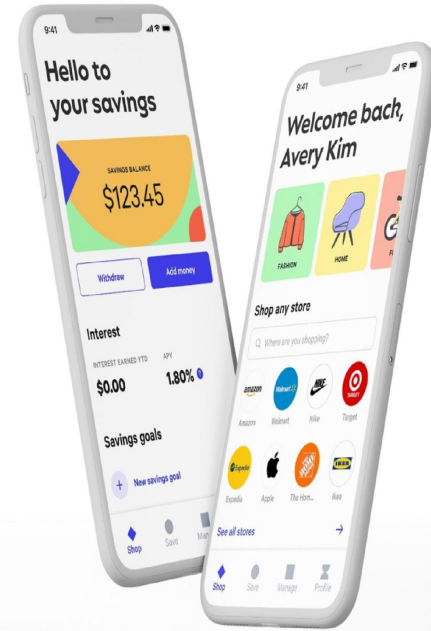
Risks, uncertainties and assumptions include factors relating to: our need to attract additional merchants and consumers and retain and grow our relationships with existing merchants and consumers; our need to maintain a consistently high level of consumer satisfaction and trust in our brand; the concentration of a large percentage of our revenue with a single merchant partner; our ability to sustain our revenue growth rate or the growth rate of our related key operating metrics; the highly competitive nature of our industry; risks relating to our agreement with one of our originating bank partners; the risk that our existing funding arrangements may not be renewed or replaced or our existing funding sources may be unwilling or unable to provide funding to us on terms acceptable to us, or at all; our ability to effectively underwrite loans facilitated through our platform and accurately price credit risk; the performance of loans facilitated through our platform; risks associated with changes in market interest rates; risks relating to our securitizations, warehouse credit facilities and forward flow agreements; the impact on our business of general economic conditions, the financial performance of our merchants, and fluctuations in the U.S. consumer credit market; our ability to grow effectively through acquisitions or other strategic investments or alliances; risks associated with expanding our operations internationally; the potential impact of any cyber-attacks, misconduct, computer viruses, or physical or electronic break-ins that we might experience; risks associated with our business being subject to extensive regulation, examination, and oversight in a variety of areas; and other risks that are described in our Quarterly Report on Form 10-Q for our fiscal quarter ended March 31, 2021 and in our other filings with the Securities and Exchange Commission.

These forward-looking statements reflect our views with respect to future events as of the date hereof and are based on assumptions and subject to risks and uncertainties. Given these uncertainties, you should not place undue reliance on these forward-looking statements. The forward-looking statements are made as of the date hereof, and we assume no obligation and do not intend to update these forward-looking statements.

Use of Non-GAAP Financial Measures

To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles in the United States (“GAAP”), we present the following non-GAAP financial measures: Revenue less transaction costs, revenue less transaction costs as a percentage of GMV, adjusted operating loss, adjusted operating margin, adjusted cash flow from operations, free cash flow, cash flow from loan financing and repayment, and free cash flow after loan financing and repayment. We also present certain operating expenses on a non-GAAP basis, as well as those non-GAAP operating expenses as a percentage of GAAP total revenue. Definitions of each non-GAAP financial measure and reconciliations of each historical non-GAAP financial measure with the most directly comparable GAAP financial measure are included in this presentation. However, a reconciliation of adjusted operating loss to the comparable GAAP measure is not available on a forward-looking basis without unreasonable effort due to the uncertainty regarding, and the potential variability of, expenses that may be incurred in the future. Our management uses these non-GAAP financial measures in conjunction with financial measures prepared in accordance with GAAP for planning purposes, including the preparation of our annual operating budget, as a measure of our operating results and the effectiveness of our business strategy, and in evaluating our financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, and our use of these non-GAAP financial measures has limitations as an analytical tool. Accordingly, you should not consider these non-GAAP financial measures in isolation or as substitutes for analysis of our financial results as reported under GAAP, and these non-GAAP measures should be considered along with other operating and financial performance measures presented in accordance with GAAP. Investors are encouraged to review the related GAAP financial measures and the reconciliations of these non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

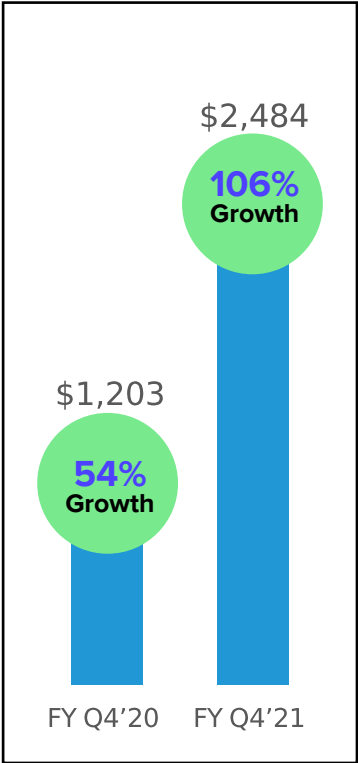
Our Mission:
Build honest
financial products
that improve lives.



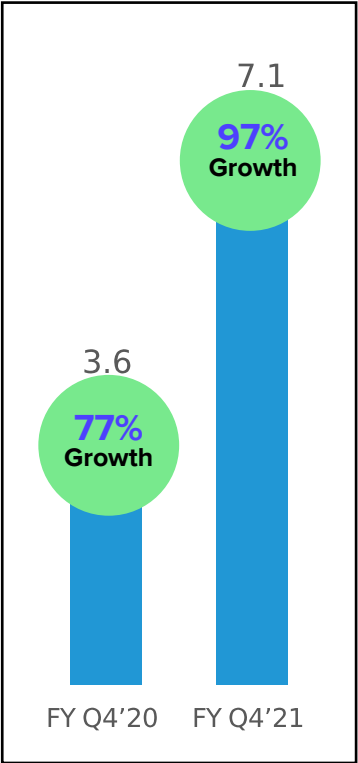
FY Q4 2021 Operating and Financial Highlights

Fourth Quarter 2021 Highlights

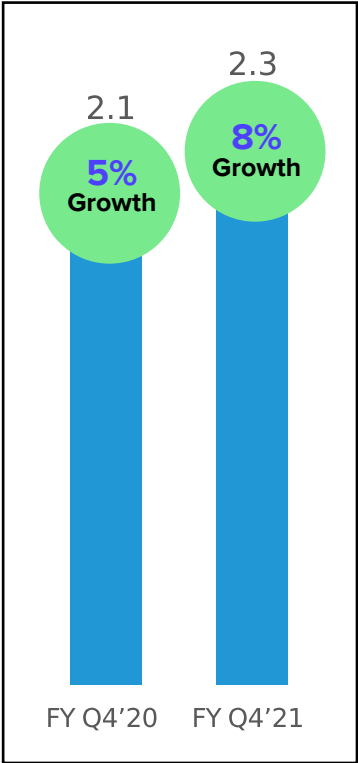
GROSS MERCHANDISE VOLUME (\$M)



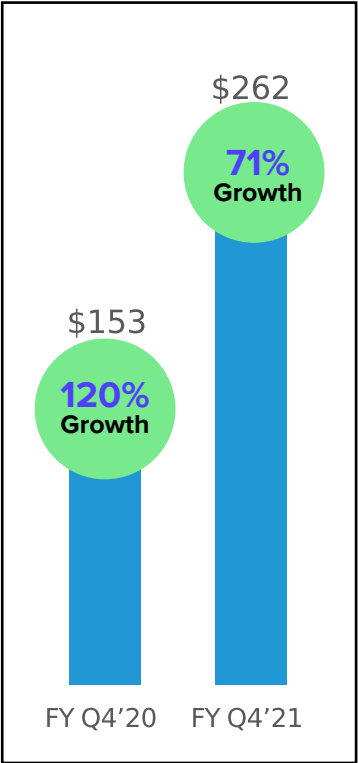
ACTIVE CONSUMERS (M)



TRANS. PER ACTIVE CONSUMER

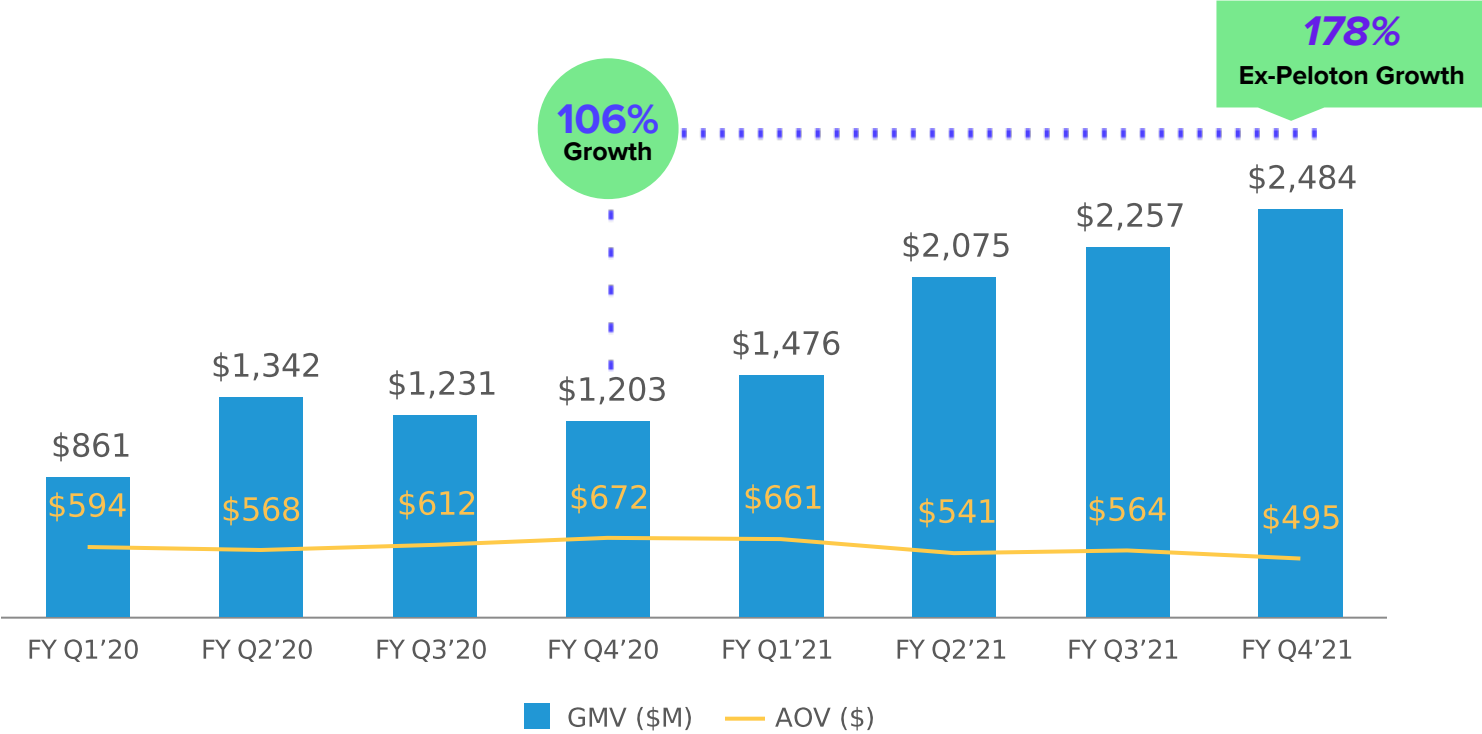


REVENUE (\$M)



FY Q4 2021 Business Highlights

Gross Merchandise Volume

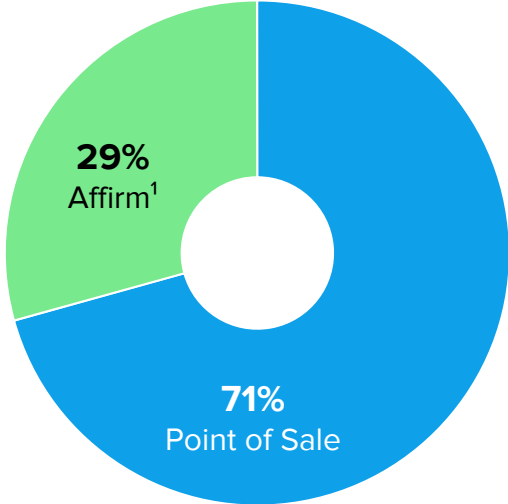


Notes:

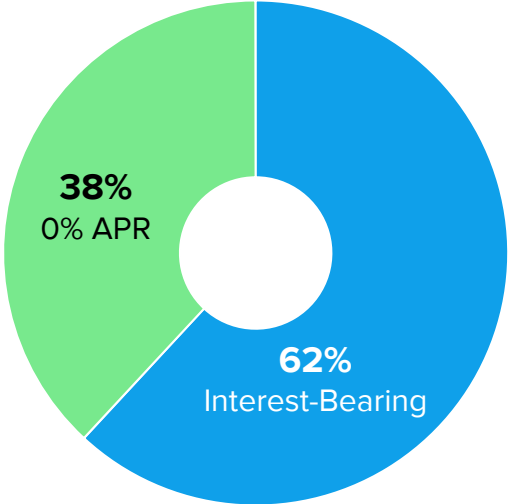
- 1. GMV defined as the total dollar amount of all transactions on the Affirm platform during the period, net of refunds
- 2. AOV defined as GMV divided by the number of transactions conducted on the Affirm platform during the period
- 3. Metrics are unaudited

Power Transactions Across Diverse Channels

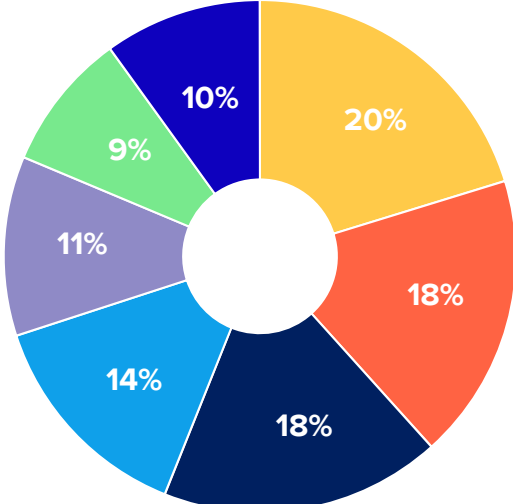
POS VS. AFFIRM¹ TRANSACTIONS
FY Q4 2021



Interest-Bearing vs 0% APR GMV
FY Q4 2021



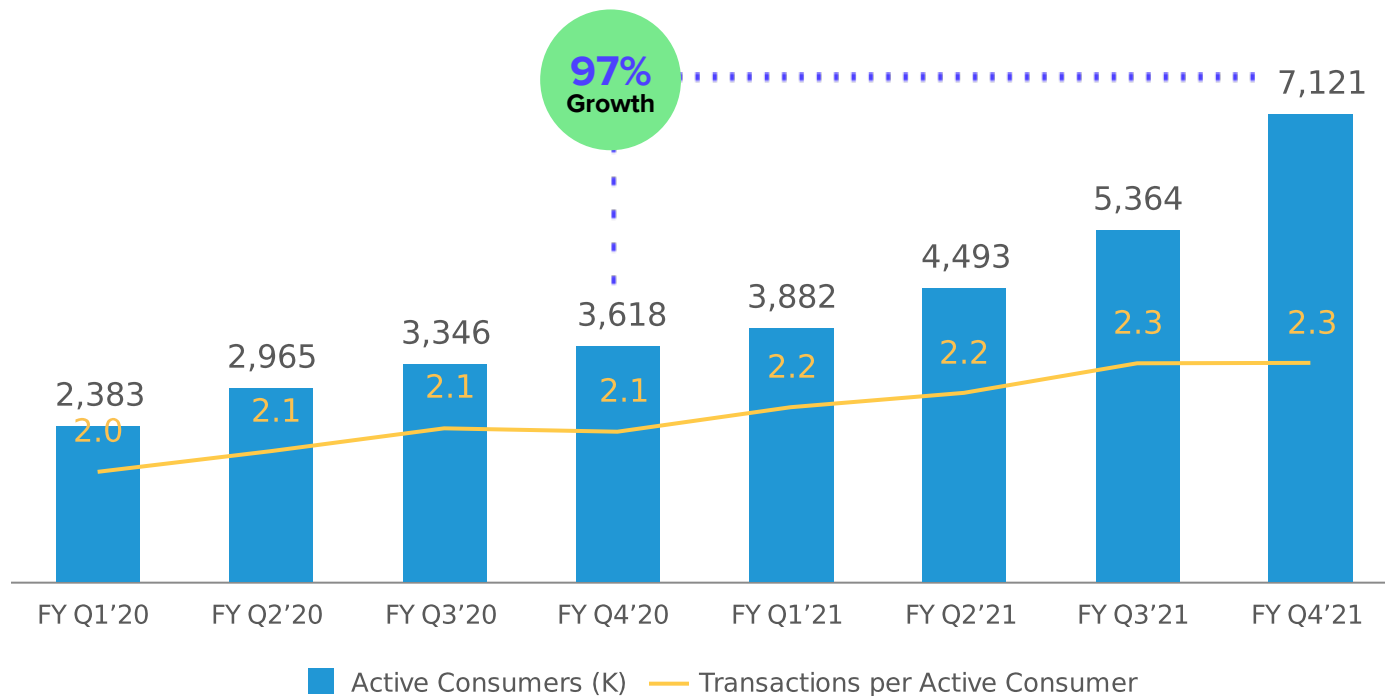
Industry GMV Mix²
FY Q4 2021



Notes:
 1. Based on transactions initiated by Affirm through mobile app and website channels
 2. Excludes volume from transactions facilitated through Affirm virtual card at non-integrated merchants
 3. Metrics are unaudited

- Fashion / Beauty
- Sporting Goods and Outdoors
- Equipment / Auto
- Other
- Home / Lifestyle
- Travel / Ticketing
- Electronics

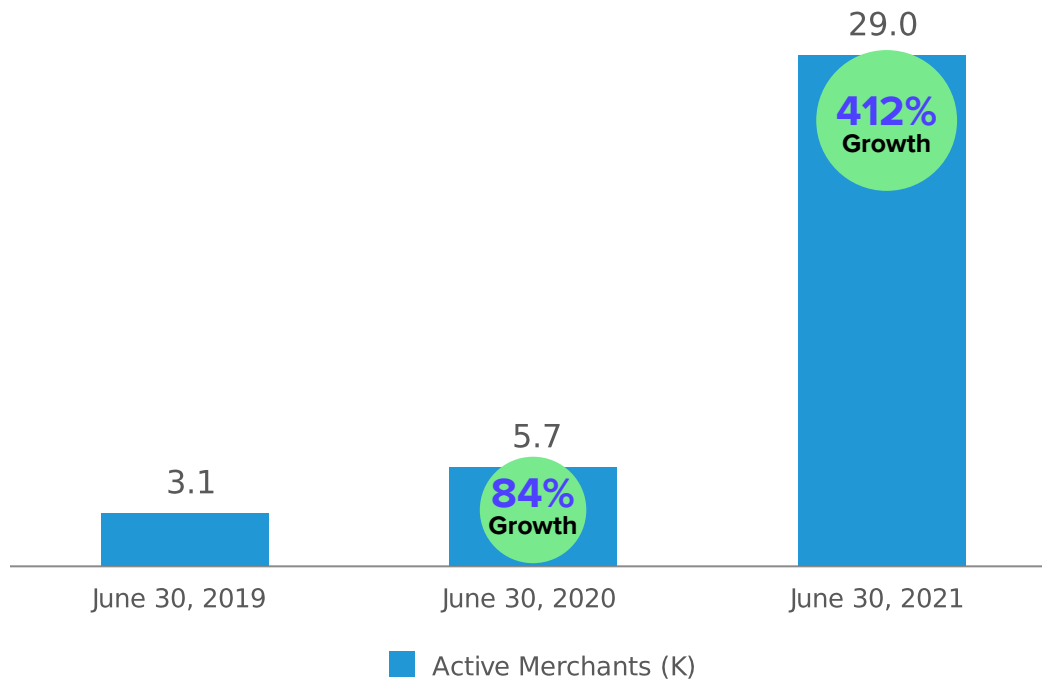
Active Consumers



Notes:

1. Active Consumer defined as a consumer who engages in at least one transaction on our platform during the 12 months prior to the measurement date, presented as of the end of the period. Active consumers includes consumers who engaged in at least one transaction on the PayBright and Returnly platforms during the 12 months prior to the measurement date and prior to the acquisitions of PayBright and Returnly by Affirm
2. Transactions per Active Consumer defined as the average number of transactions that an active consumer has conducted on our platform during the 12 months prior to the measurement date, presented as of the end of the period. Transactions per active consumer includes transactions completed by active consumers on the PayBright and Returnly platforms during the 12 months prior to the measurement date and prior to the acquisitions of PayBright and Returnly by Affirm
3. Metrics are unaudited

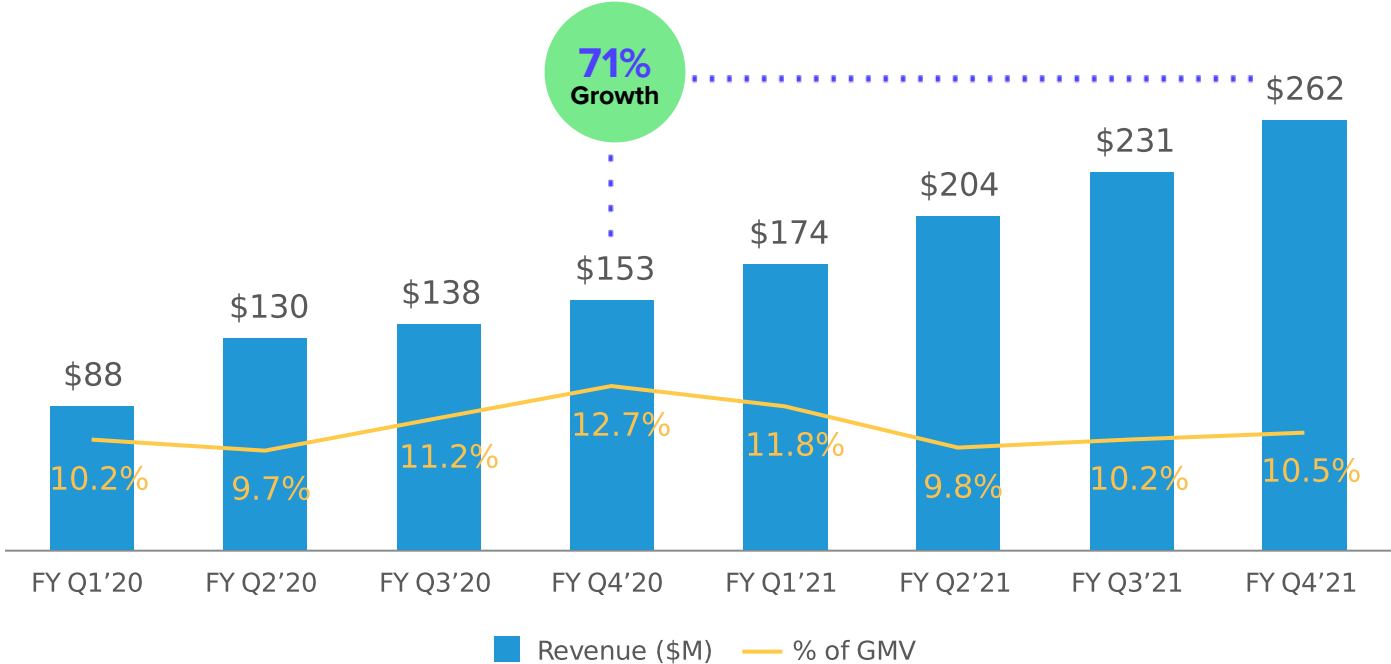
Active Merchants



Notes:

1. Active Merchant defined as a merchant which engages in at least one transaction on Affirm's platform during the 12 months prior to the measurement date
2. Metrics are unaudited

Revenue

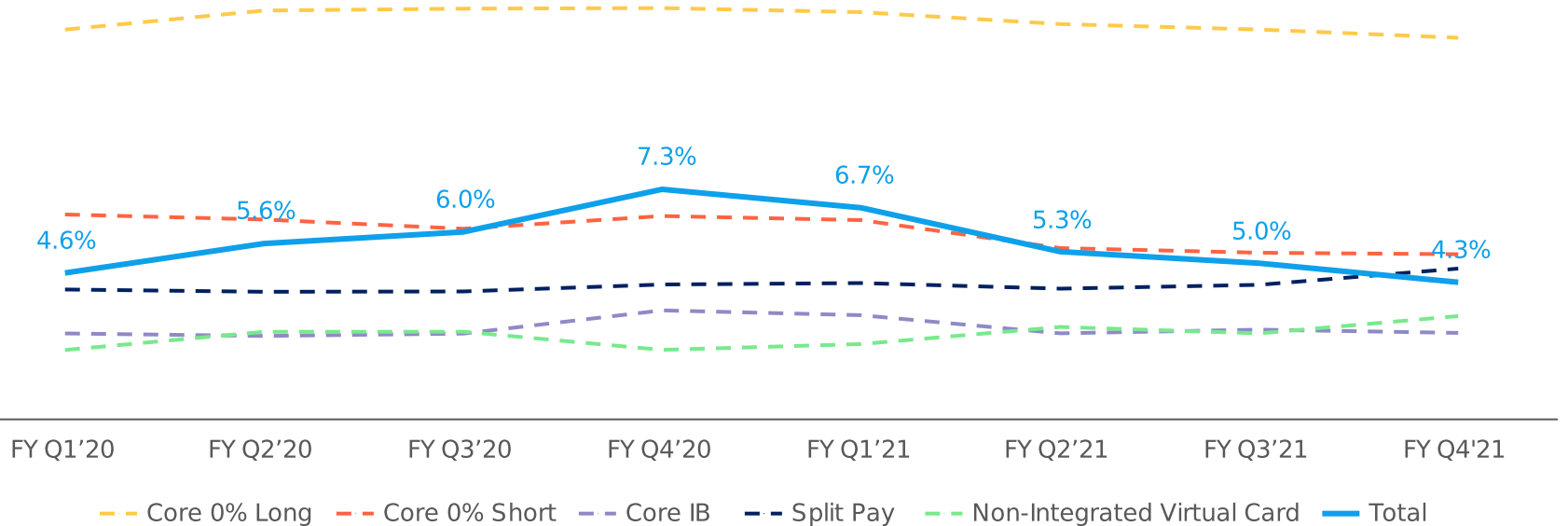


Notes:

- 1. FY Q4'21 and FY Q3'21 Revenue figures include reductions to revenue of \$2.3 million and \$3.5 million, respectively, recorded in relation to the estimated financial impact of Peloton's voluntary recall of its Tread+ and Tread products
- 2. Metrics are unaudited

Network Revenue Take Rate

Consolidated Network Revenue Take Rate and Illustrative Network Revenue Take Rate by Financial Product

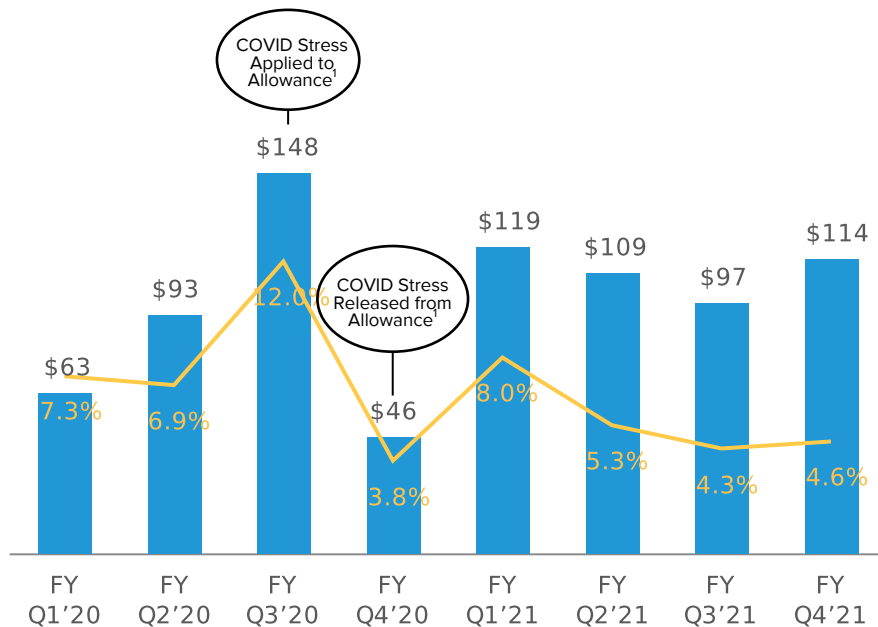


Notes:

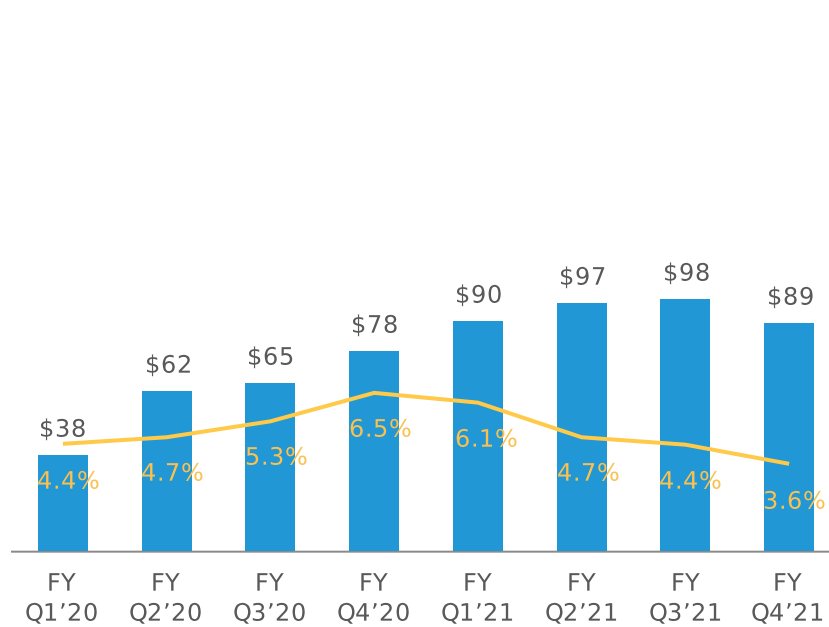
1. Total network revenue take rate calculated as network revenue, which combines merchant network revenue and virtual card network revenue from our consolidated income statement, divided by consolidated GMV; network revenue for all other products estimated as sum of gross merchant fees, transaction fees and virtual card network fees divided by product level GMV
2. Core 0% Long includes loans with term lengths greater than 12 months and 0% APR; Core 0% Short includes loans with term lengths at least three months long but less than or equal to 12 months and 0% APR; Core IB includes loans with interest from Affirm integrated merchants; Split Pay includes loans with 0% APR and 6-8 week term lengths; Non-Integrated Virtual Card includes loans made by Affirm at non integrated merchants using Affirm's virtual card technology; excludes loans made in Canada via Affirm or legacy Paybright business and excludes Returnly transactions
3. Metrics are unaudited

Transaction Costs

Transaction Costs



Transaction Costs ex-Provision



■ Transaction Costs (\$M) — % of GMV

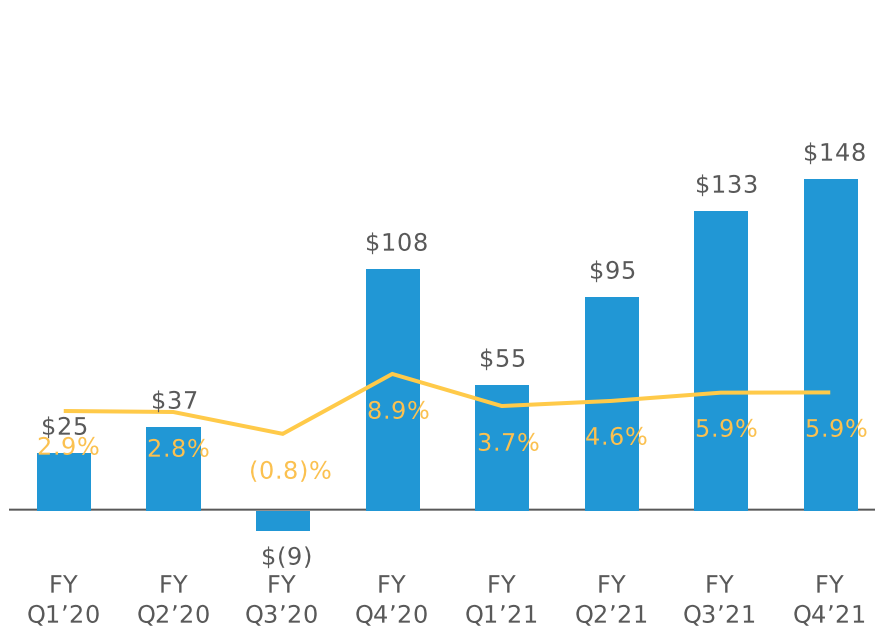
■ Transaction Costs ex-Provision (\$M) — % of GMV

Notes:

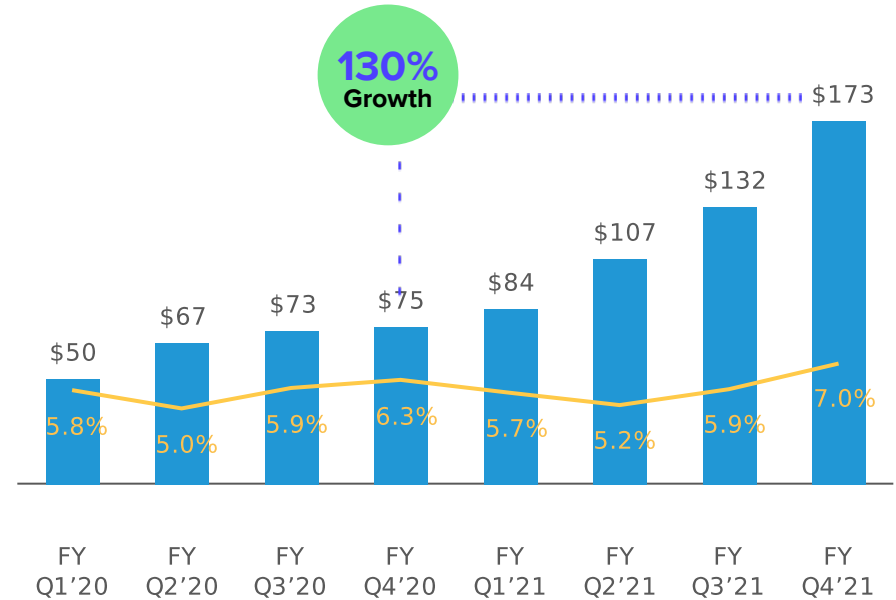
- In March 2020, we updated loss assumptions in our allowance for credit losses to reflect expected stress emerging from forecasted delinquencies and defaults. This resulted in an increase of the allowance for credit losses as a percent of loans held for investment from 8.9% as of February 29, 2020, to 14.8% as of March 31, 2020. In the months subsequent to this, we have seen stronger than expected repayment history in the portfolio resulting in a release of the allowance. These applications or releases of stress on the allowance impact the income statement via the provision for credit losses operating expense line.
- Transaction Costs include Loss on loan purchase commitment, Provision for credit losses, Funding costs and Processing and servicing
- Transaction Costs ex-Provision include Loss on loan purchase commitment, Funding costs and Processing and servicing
1. FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
- Metrics are unaudited

Revenue Less Transaction Costs

Revenue Less Transaction Costs



Revenue Less Transaction Costs ex-Provision



■ Revenue Less Transaction Costs (\$M) — % of GMV

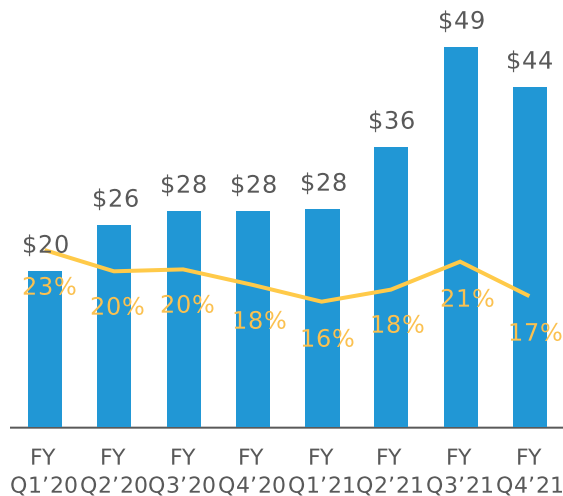
■ Revenue Less Transaction Costs ex-Provision (\$M)
— % of GMV

Notes:

1. Transaction Costs include Loss on loan purchase commitment, Provision for credit losses, Funding costs and Processing and servicing
2. Transaction Costs ex-Provision include Loss on loan purchase commitment, Funding costs and Processing and servicing
3. FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
4. Metrics are unaudited

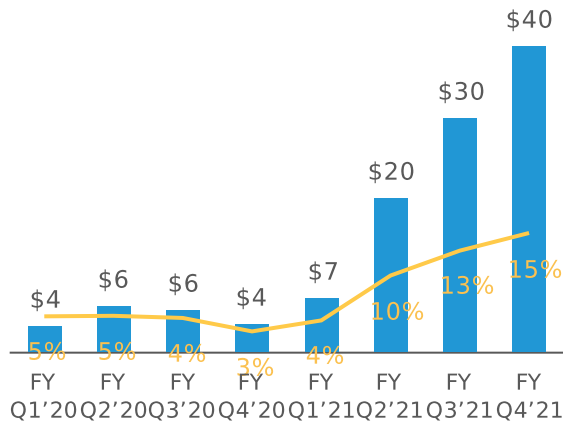
Non-GAAP Operating Expenses

Technology & Data Analytics



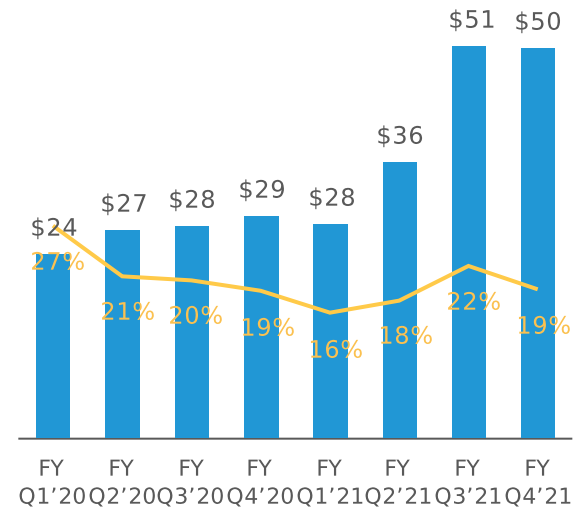
■ Technology & Data Analytics (\$M)
— % of Revenue

Sales and Marketing



■ Sales and Marketing (\$M)
— % of Revenue

General and Administrative



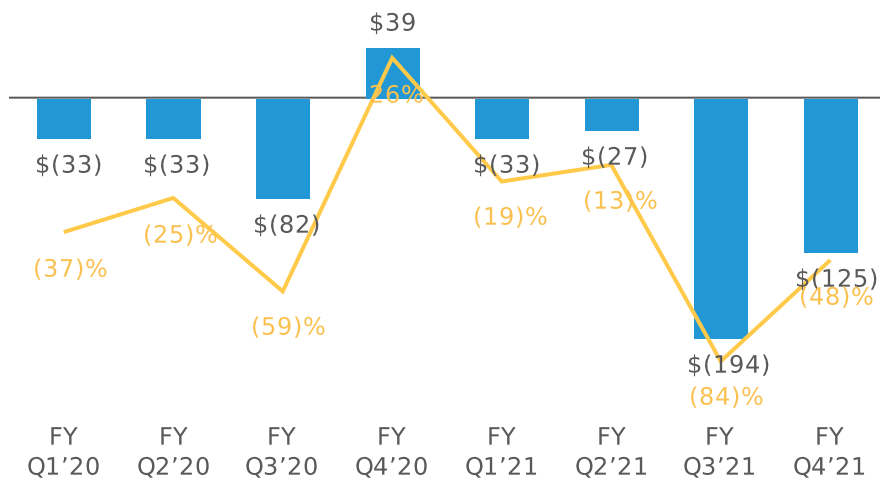
■ General and Administrative (\$M)
— % of Revenue

Notes:

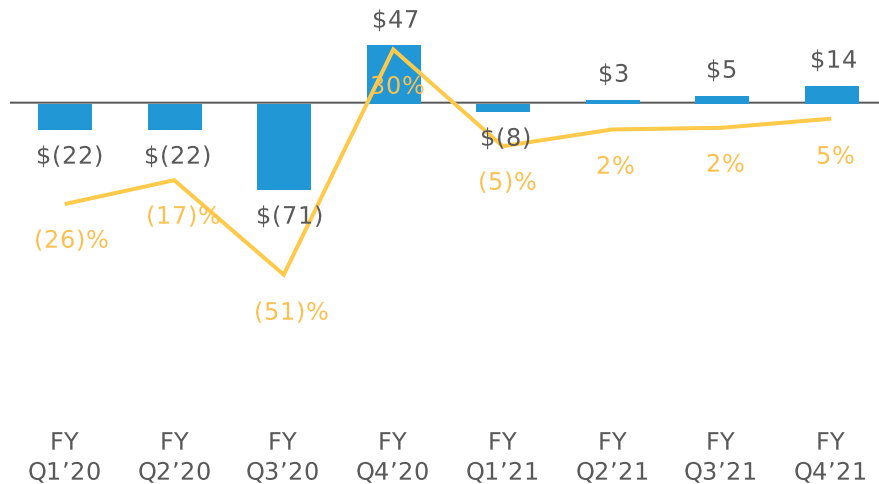
1. Non-GAAP operating expenses exclude (a) depreciation and amortization; (b) stock-based compensation included in GAAP operating loss; (c) the amortization of its commercial agreement asset; and (d) certain other costs
2. Metrics are unaudited

GAAP and Adj. Operating Income / (Loss)

GAAP Operating Income / (Loss)



Adjusted Operating Income / (Loss)



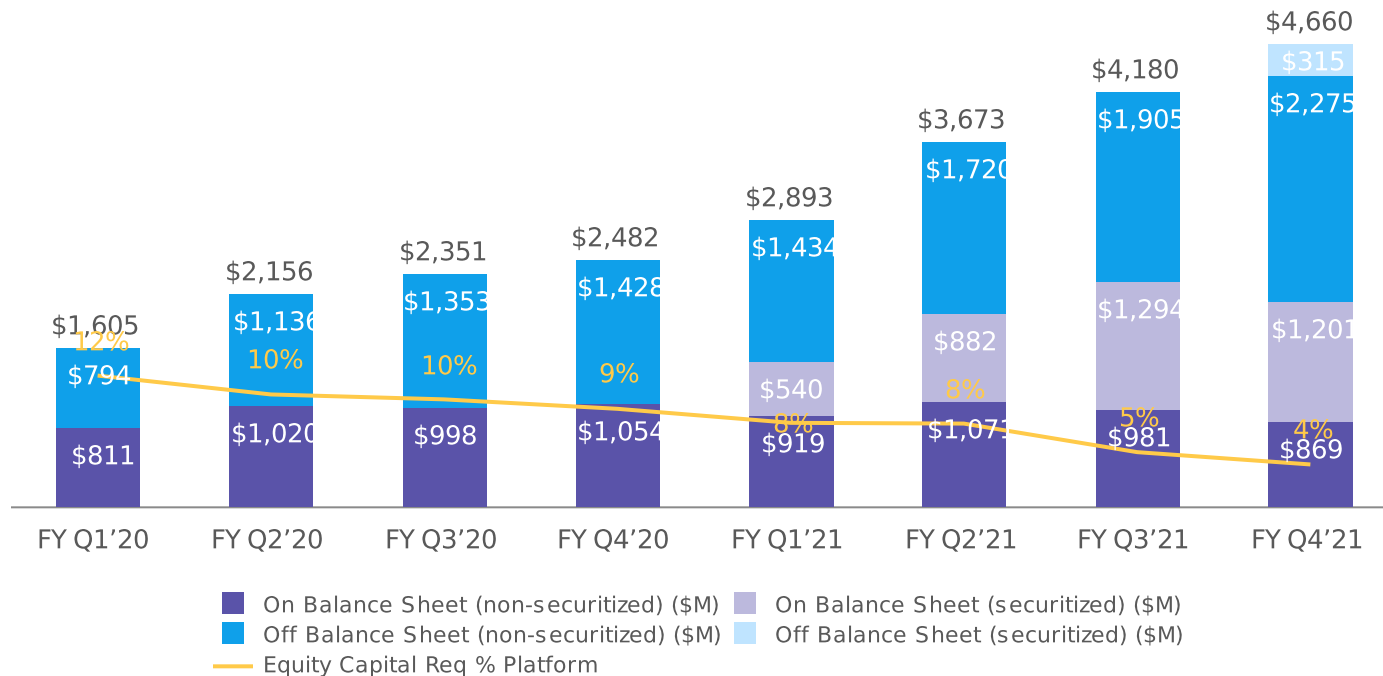
■ Operating Income / (Loss) (\$M) — Operating Margin

■ Adj. Operating Income / (Loss) (\$M) — Adj. Op Margin

Notes:

- Adjusted Operating Income calculated as GAAP operating loss, excluding: (a) depreciation and amortization; (b) stock-based compensation included in GAAP operating loss; (c) the amortization of its commercial agreement asset; and (d) certain other costs
- FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020
- FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
- Metrics are unaudited

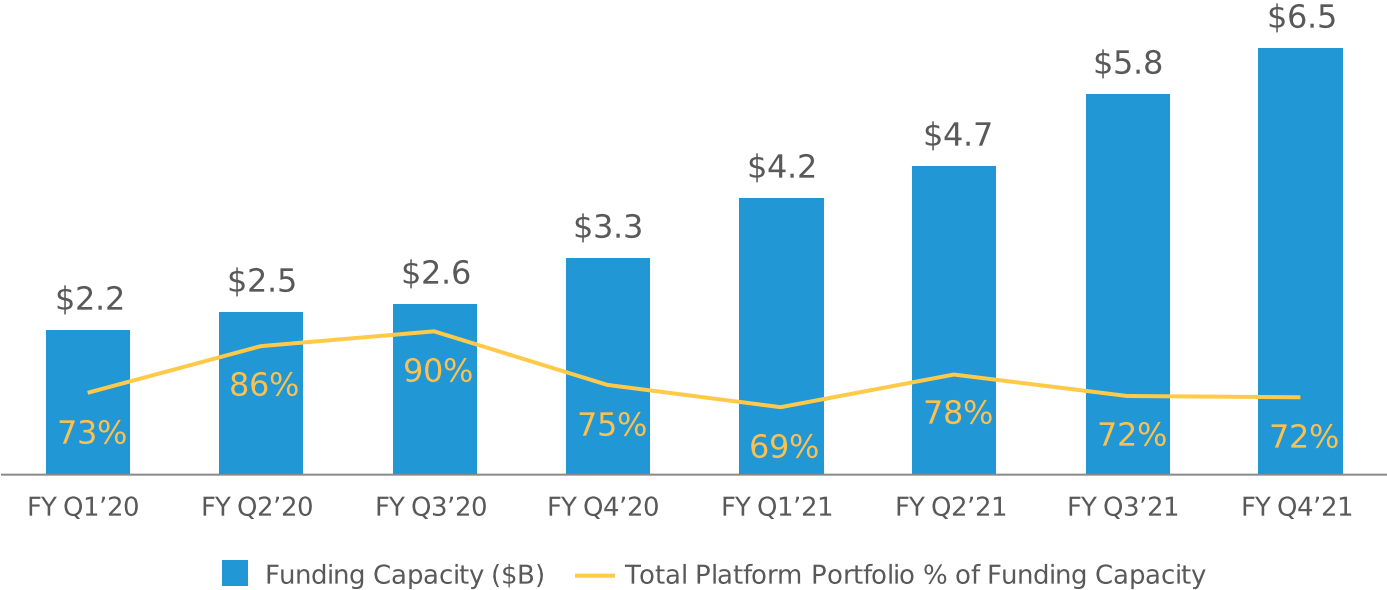
Platform Portfolio and Funding Mix



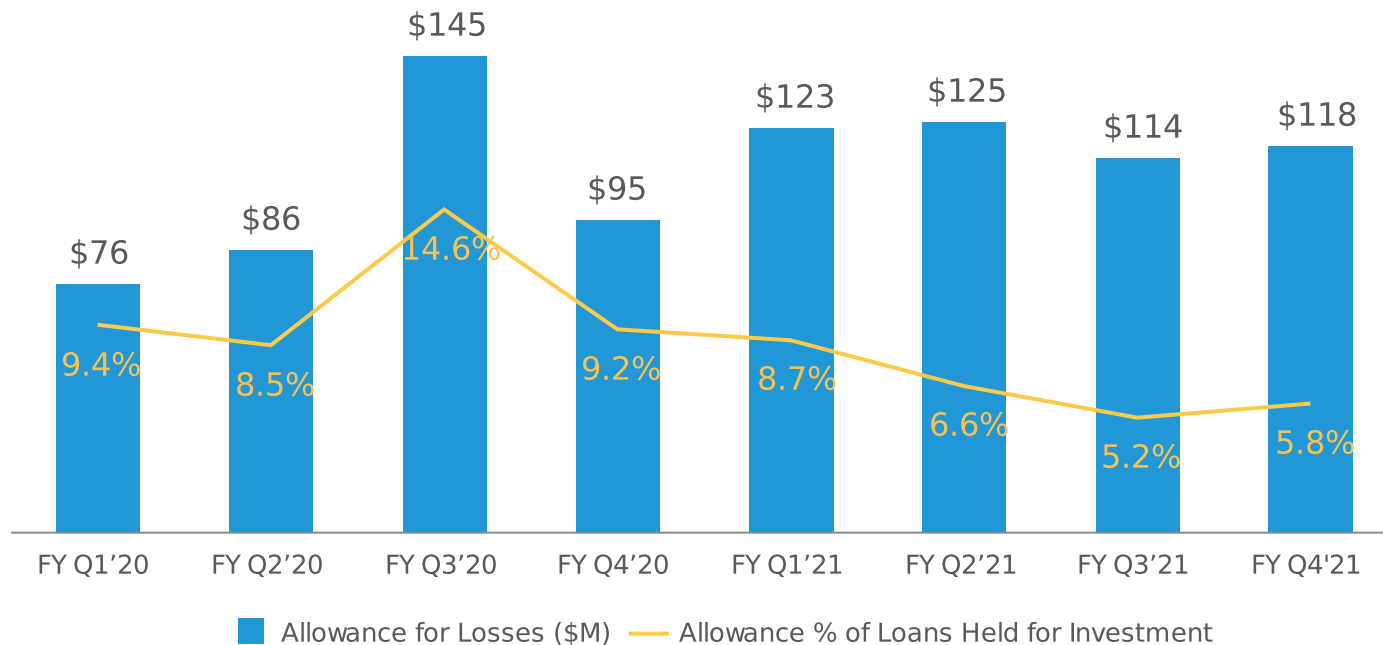
Notes:

1. On Balance Sheet (Non-Securitized) includes Loans Pledged as Collateral in warehouse financing vehicles or held by Affirm and consolidated on Affirm's balance sheet
2. On Balance Sheet (Securitized) includes Loans Pledged as Collateral in securitizations and consolidated on Affirm's balance sheet
3. Off Balance Sheet includes Loans Held by Third Parties and not consolidated on Affirm's balance sheet
4. Equity Capital Required is the sum of the balance of loans held for investment and loans held for sale, less the balance of funding debt and notes issued by securitization trusts as of the balance sheet date
5. Metrics are unaudited

Funding Capacity



Allowance and Loans Held for Investment



Non-GAAP Free Cash Flow

(\$ in 000s)	Three Months Ended							
	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
Net loss	\$ (30,795)	\$ (30,996)	\$ (85,620)	\$ 34,813	\$ (3,946)	\$ (26,610)	\$ (272,140)	\$ (128,227)
Provision for losses	24,844	30,178	82,216	(32,171)	28,931	12,521	(1,063)	25,489
Net charge-offs	(15,090)	(20,153)	(19,887)	(17,533)	(11,320)	(9,116)	(10,245)	(20,559)
Amortization of premiums and discounts on loans	(6,303)	(6,891)	(7,474)	(6,937)	(11,123)	(20,330)	(29,252)	(29,666)
Stock-based compensation	8,425	8,369	7,795	5,036	6,203	6,521	164,728	110,581
Depreciation and amortization	2,112	2,432	2,877	2,023	3,720	3,351	5,021	7,887
Amortization of commercial agreement assets	—	—	—	—	14,261	17,039	18,797	19,006
Changes in fair value of assets and liabilities	(741)	1,643	(1,608)	3,553	(30,202)	(366)	75,878	6,345
Other net loss reconciliations from cash flow from operations	723	620	(262)	1,313	1,691	3,193	16,954	1,251
Change in operating assets and liabilities	(736)	5,623	31,226	(5,137)	12,547	(4,124)	(81,192)	19,021
Change in restricted cash	(4,564)	(36,604)	14,006	3,416	(40,382)	(14,598)	(67,281)	(42,744)
Adjusted Cash Flow from Operations	\$ (22,125)	\$ (45,779)	\$ 23,269	\$ (11,624)	\$ (29,620)	\$ (32,519)	\$ (179,795)	\$ (31,616)
Additions to property equipment and software	(5,411)	(8,091)	(5,202)	(2,315)	(4,169)	(2,894)	(5,351)	(7,838)
Free Cash Flow	\$ (27,536)	\$ (53,870)	\$ 18,067	\$ (13,939)	\$ (33,789)	\$ (35,413)	\$ (185,146)	\$ (39,454)
Loans purchases and originations	\$ (901,793)	\$ (1,522,868)	\$ (1,244,575)	\$ (1,262,567)	\$ (1,524,647)	\$ (2,201,056)	\$ (2,228,803)	\$ (2,583,480)
Loan sale balances sold	385,513	793,202	588,426	526,323	397,541	778,098	724,766	1,428,515
Debt financing, net	47,308	181,495	(30,599)	44,759	382,220	425,935	290,511	(148,503)
Principal repayment of loans	437,642	505,844	664,401	686,946	749,128	951,681	1,301,542	1,322,267
Net charge-offs	15,090	20,153	19,887	17,533	11,320	9,116	10,245	20,559
Cash Flow from Loan Financing and Repayment	\$ (16,240)	\$ (22,174)	\$ (2,460)	\$ 12,994	\$ 15,562	\$ (36,226)	\$ 98,261	\$ 39,358
Free Cash Flow After Loan Financing and Repayment	\$ (43,776)	\$ (76,044)	\$ 15,607	\$ (945)	\$ (18,227)	\$ (71,639)	\$ (86,885)	\$ (96)
Plus: Change in restricted cash	4,564	36,604	(14,006)	(3,416)	40,382	14,598	67,281	42,744
Plus: Proceeds from initial public offering, net	—	—	—	—	—	—	1,305,301	(125)
Plus: Other investing cash inflows	—	—	—	—	—	—	337	1,116
Less: Other investing cash outflows	—	—	—	—	—	—	(22,000)	(10,178)
Less: Acquisition funds, net	—	—	—	—	—	(113,628)	8,852	(117,657)
Less: Acquisition of commercial agreement assets	—	—	—	—	—	—	—	—
Less: Proceeds from issuance of convertible debt, net	—	—	—	75,000	—	—	—	—
Less: Proceeds, repurchases and issuance of preferred and common stock	15,361	(39,704)	154	958	435,591	21,585	20,382	3,213
Less: Payments of tax withholding for stock-based compensation	—	—	—	—	—	—	(127,566)	(30,714)
Plus: Exchange rate effects on cash, cash equivalents and restricted cash	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 4,510	\$ (2,673)
Net Increase (Decrease) in Cash and Restricted Cash, GAAP	\$ (23,851)	\$ (79,144)	\$ 1,755	\$ 71,597	\$ 457,746	\$ (149,084)	\$ 1,170,212	\$ (114,370)
Cash and restricted cash, beginning of period	357,771	333,920	254,776	256,531	328,128	785,874	636,790	1,807,002
Cash and Restricted Cash, end of period	\$ 333,920	\$ 254,776	\$ 256,531	\$ 328,128	\$ 785,874	\$ 636,790	\$ 1,807,002	\$ 1,692,632

Notes:

- The impact of net charge-offs for the quarter ended June 30, 2021 was corrected on September 21, 2021
- Loan purchases & origination includes Purchases of loans held for sale and Purchases and originations of loans from Cash Flow Statement
- Loan sale balances sold includes (Gain) loss on sales of loans, Proceeds from sale of loans held for sale and Proceeds from Cash Flow Statement
- Debt financing, net includes Proceeds from funding debt, Capitalization of debt issuance costs, Principal repayments of funding debt, Proceeds from issuance of notes and certificates by securitization trust and Principal repayments of notes issued by securitization trust
- FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
- Metrics are unaudited

Guidance

FY Q1 2022 and FY 2022 Guidance

	<u>Fiscal Q1 2022</u>	<u>Fiscal Year 2022</u>
GMV	\$2.42 to \$2.52 billion	\$12.45 to \$12.75 billion
Revenue	\$240 to \$250 million	\$1,160 to \$1,190 million
Transaction Costs	\$145 to \$150 million	\$605 to \$620 million
Revenue Less Transaction Costs	\$95 to \$100 million	\$555 to \$570 million
Adjusted Operating Loss	\$(68) to \$(63) million	\$(145) to \$(135) million
Weighted Average Shares Outstanding	275 million	290 million

Affirm's financial outlook for GMV and Revenue assumes the following:

- The Company has not included estimates of potential contributions to GMV or revenue from the recently announced partnership with Amazon, which is currently being tested with select customers. The Company plans to provide additional detail on the financial impact of the partnership in subsequent quarters
- The Company has also not included any potential GMV or Revenue contributions from its forthcoming rollout of Affirm Debit+ and plans to update its outlook as the offering is more widely available
- The Company expects a moderation in GMV and revenue from Peloton in fiscal year 2022
- Split Pay offerings, which include the Company's Shopify partnership, are expected to contribute 10-15% of the Company's fiscal year 2022 GMV, with the majority of this volume coming from the Shop Pay Installments program

Financials

Balance Sheet

(\$ in 000s)	Three Months Ended							
	September 30, 2019	December 31, 2019	March 31 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
Cash and cash equivalents	\$ 292,033	\$ 176,285	\$ 192,046	\$ 267,059	\$ 684,423	\$ 520,741	\$ 1,623,672	\$ 1,466,558
Restricted cash	41,887	78,491	64,485	61,069	101,451	116,049	183,330	226,074
Loans held for sale	—	6,255	8,979	4,459	4,085	12,302	12,774	13,030
Loans held for investment	808,683	1,012,987	989,597	1,034,312	1,414,157	1,888,432	2,195,394	2,022,320
Allowance for credit losses	(76,060)	(85,855)	(144,930)	(95,137)	(123,021)	(124,992)	(113,754)	(117,760)
Loans held for investment, net	732,623	927,132	844,667	939,175	1,291,136	1,763,440	2,081,640	1,904,560
Accounts receivable, net	45,085	46,160	44,014	59,001	49,026	67,046	66,080	91,575
Securitization notes receivable and residual certificates	—	—	—	—	—	—	—	16,170
Property, equipment and software, net	37,842	44,286	47,278	48,140	49,562	49,358	55,120	62,499
Goodwill	—	—	—	—	—	—	279,198	516,515
Intangible assets	—	—	—	—	—	—	—	67,930
Commercial agreement assets	—	—	—	—	—	—	246,383	227,377
Other assets	41,878	48,176	16,287	23,348	136,899	257,964	219,868	274,679
Total Assets	\$ 1,191,348	\$ 1,326,785	\$ 1,217,756	\$ 1,402,251	\$ 2,316,582	\$ 2,786,900	\$ 4,768,065	\$ 4,866,967
Accounts payable	\$ 8,667	\$ 12,837	\$ 12,410	\$ 18,361	\$ 24,471	\$ 26,224	\$ 29,005	\$ 57,758
Payable to third-party loan owners	19,859	23,589	22,960	24,998	21,205	33,043	36,523	50,079
Accrued interest payable	2,392	2,688	2,224	1,860	2,132	3,133	3,891	2,751
Accrued expenses and other liabilities	14,716	21,479	21,929	27,810	90,562	117,132	291,428	317,951
Convertible debt	—	—	—	74,222	—	—	—	—
Notes issued by securitization trusts	—	—	—	—	498,921	818,446	1,241,126	1,176,673
Funding debt	617,142	799,178	769,099	817,926	698,892	804,960	760,395	680,602
Total Liabilities	\$ 662,776	\$ 859,771	\$ 828,622	\$ 965,177	\$ 1,336,183	\$ 1,802,938	\$ 2,362,368	\$ 2,285,814
Redeemable convertible preferred stock	\$ 813,555	\$ 804,170	\$ 804,170	\$ 804,170	\$ 1,327,163	\$ 1,327,271	\$ —	\$ —
Common stock	—	—	—	—	—	—	3	3
Treasury Stock	—	—	—	—	—	—	—	—
Additional paid in capital	64,890	59,195	67,809	80,373	114,226	142,477	3,160,802	3,462,762
Accumulated deficit	(349,898)	(396,361)	(481,981)	(447,167)	(461,093)	(487,703)	(759,854)	(888,381)
Accumulated other comprehensive gain (loss)	25	10	(864)	(302)	103	1,917	4,746	6,769
Total stockholders' (deficit)	\$ (284,983)	\$ (337,156)	\$ (415,036)	\$ (367,096)	\$ (346,764)	\$ (343,309)	\$ 2,405,697	\$ 2,581,153
Total Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Deficit	\$ 1,191,348	\$ 1,326,785	\$ 1,217,756	\$ 1,402,251	\$ 2,316,582	\$ 2,786,900	\$ 4,768,065	\$ 4,866,967

Notes:

- FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
- Metrics are unaudited

Income Statement

(\$ in 000s except GMV)	Three Months Ended									Q4 YoY Growth	
	September 30, 2019	December 31, 2019	March 31 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021	YoY #	YoY %	
Active Consumers (in thousands)	2,383	2,965	3,346	3,618	3,882	4,493	5,364	7,121	3,503	97 %	
Transactions per Active Users	2.0	2.1	2.1	2.1	2.2	2.2	2.3	2.3	0.2	8 %	
Gross Merchandise Value (\$M)	\$ 861	\$ 1,342	\$ 1,231	\$ 1,203	\$ 1,476	\$ 2,075	\$ 2,257	\$ 2,484	\$ 1,281	106 %	
Revenue											
Merchant network revenue	\$ 36,389	\$ 67,764	\$ 67,350	\$ 85,249	\$ 93,265	\$ 99,630	\$ 97,999	\$ 88,657	\$ 3,408	4 %	
Virtual card network revenue	3,601	7,110	5,930	2,699	5,958	10,820	13,809	19,264	16,565	614 %	
Total network revenue	\$ 39,990	\$ 74,874	\$ 73,280	\$ 87,948	\$ 99,223	\$ 110,450	\$ 111,808	\$ 107,921	\$ 19,973	23 %	
Interest income	40,168	45,073	52,372	49,117	54,237	73,857	94,530	103,793	54,676	111 %	
Gain (loss) on sales of loans	5,725	4,738	9,866	11,578	16,434	14,560	16,350	42,582	31,004	268 %	
Servicing income	2,064	5,291	2,755	4,689	4,084	5,174	7,977	7,484	2,795	60 %	
Total Revenue, net	\$ 87,947	\$ 129,976	\$ 138,273	\$ 153,332	\$ 173,978	\$ 204,041	\$ 230,665	\$ 261,780	\$ 108,448	71 %	
Operating Expenses											
Loss on loan purchase commitment	\$ 19,961	\$ 42,661	\$ 43,519	\$ 55,311	\$ 65,868	\$ 67,768	\$ 62,054	\$ 51,010	\$ (4,301)	(8)%	
Provision for credit losses	24,844	30,178	82,216	(32,171)	28,931	12,521	(1,063)	25,489	57,660	(179)%	
Funding costs	8,128	8,167	8,204	7,817	10,352	12,060	14,665	15,623	7,806	100 %	
Processing and servicing	9,695	11,652	13,678	14,806	13,498	16,802	21,543	21,924	7,118	48 %	
Total transaction costs	\$ 62,628	\$ 92,658	\$ 147,617	\$ 45,763	\$ 118,649	\$ 109,151	\$ 97,199	\$ 114,046	\$ 68,283	149 %	
Technology and data analytics	25,368	31,612	33,654	31,744	33,768	41,634	109,447	71,233	39,489	124 %	
Sales and marketing	5,219	7,651	7,108	5,066	22,582	39,112	59,041	63,544	58,478	1154 %	
General and administrative	27,704	30,688	31,399	31,439	32,273	40,916	159,415	137,647	106,208	338 %	
Total Operating Expenses	\$ 120,919	\$ 162,609	\$ 219,778	\$ 114,012	\$ 207,272	\$ 230,813	\$ 425,102	\$ 386,470	\$ 272,458	239 %	
Operating Income / (Loss)	\$ (32,972)	\$ (32,633)	\$ (81,505)	\$ 39,320	\$ (33,294)	\$ (26,772)	\$ (194,437)	\$ (124,690)	\$ (164,010)	(417)%	
Other income (expense), net	2,273	1,730	(4,022)	(4,413)	29,445	240	(5,985)	(1,572)	(5,985)	36 %	
Income / (Loss) Before Income Taxes	\$ (30,699)	\$ (30,903)	\$ (85,527)	\$ 34,907	\$ (3,849)	\$ (26,532)	\$ (272,210)	\$ (130,675)	\$ (165,582)	(474)%	
Income tax (benefit) expense	96	93	93	94	97	78	(70)	(2,448)	(2,542)	(2704)%	
Net Income / (Loss)	\$ (30,795)	\$ (30,996)	\$ (85,620)	\$ 34,813	\$ (3,946)	\$ (26,610)	\$ (272,140)	\$ (128,227)	\$ (163,040)	(468)%	
Excess return to preferred stockholders on repurchase	—	(13,205)	—	—	—	—	—	—	—	—	
Net Income / (Loss) Attributable to Common Stockholders	\$ (30,795)	\$ (44,201)	\$ (85,620)	\$ 34,813	\$ (3,946)	\$ (26,610)	\$ (272,140)	\$ (128,227)	\$ (163,040)	(468)%	
Revenue Less Transaction Costs	\$ 25,319	\$ 37,318	\$ (9,344)	\$ 107,569	\$ 55,329	\$ 94,890	\$ 133,466	\$ 147,734	\$ 40,165	37 %	
% of GMV	2.9 %	2.8 %	(0.8)%	8.9 %	3.7 %	4.6 %	5.9 %	5.9 %	6.7 %		
Adjusted Operating Income / (Loss)	\$ (22,435)	\$ (21,907)	\$ (70,658)	\$ 46,743	\$ (7,919)	\$ 3,110	\$ 4,933	\$ 14,213	\$ (32,530)	(70)%	
% of Revenue	(25.5)%	(16.9)%	(51.1)%	30.5 %	(4.6)%	1.5 %	2.1 %	5.4 %	53.2 %		

Notes:

1. FY Q4'21 and FY Q3'21 Revenue figures include reductions to revenue of \$2.3 million and \$3.5 million, respectively, recorded in relation to the estimated financial impact of Peloton's voluntary recall of its Tread+ and Tread products
2. Q1 2021 Other Income includes non-cash gain resulting from the extinguishment of a beneficial conversion feature embedded within the Convertible Debt that was raised in FQ4'20 and converted to preferred stock in FQ1'21; Q3 Other Income includes adjustment to reflect the change in fair value of the contingent consideration liability associated with our acquisition of PayBright Inc., driven by changes in the value of our common stock
3. FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
4. Metrics are unaudited

Components of Interest Income

(\$ in 000s)	Three Months Ended							
	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
Interest income on unpaid principal balance	\$ 34,988	\$ 39,747	\$ 46,444	\$ 42,195	\$ 42,502	\$ 54,243	\$ 65,921	\$ 74,860
Amortization of discount on loans held for investment	7,406	8,323	9,175	10,347	14,770	22,448	31,625	32,235
Amortization of premiums on loans	(1,103)	(1,432)	(1,701)	(1,921)	(1,958)	(2,118)	(2,373)	(2,569)
Interest receivable charged-off, net of recoveries	(1,123)	(1,565)	(1,546)	(1,504)	(1,077)	(716)	(643)	(733)
Total interest income	\$ 40,168	\$ 45,073	\$ 52,372	\$ 49,117	\$ 54,237	\$ 73,857	\$ 94,530	\$ 103,793

GAAP Statement of Cash Flows

Three Months Ended

(\$ in 000s)	September 30, 2019	December 31, 2019	March 31 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
Net Loss	\$ (30,795)	\$ (30,996)	\$ (85,620)	\$ 34,813	\$ (3,946)	\$ (26,610)	\$ (272,140)	\$ (128,227)
Adjustments to reconcile net loss to net cash used in operating activities:								
Provision for credit losses	24,844	30,178	82,216	(32,171)	28,931	12,521	(1,063)	25,489
Amortization of premiums and discounts on loans	(6,303)	(6,891)	(7,474)	(6,937)	(11,123)	(20,330)	(29,252)	(29,666)
(Gain) loss on sales of loans	(5,725)	(4,738)	(9,866)	(11,578)	(16,434)	(14,560)	(16,350)	(42,582)
Changes in fair value of assets and liabilities	(741)	1,643	(1,608)	3,553	(30,202)	(366)	75,878	6,345
Amortization of commercial agreement assets	—	—	—	—	14,261	17,039	18,797	19,006
Amortization of debt issuance costs	600	542	519	652	1,083	1,278	1,314	2,741
Stock-based compensation	8,425	8,369	7,795	5,036	6,203	6,521	164,728	110,581
Depreciation and amortization	2,112	2,432	2,877	2,023	3,720	3,351	5,021	7,887
Impairment of right of use assets	—	—	—	—	—	—	11,141	403
Other	123	78	(781)	661	608	1,915	4,499	(1,893)
Purchases of loans held for sale	(343,488)	(741,322)	(551,140)	(465,533)	(346,878)	(687,037)	(606,757)	(1,000,062)
Proceeds from the sale of loans held for sale	333,156	718,965	523,646	446,171	338,926	662,747	597,881	995,281
Change in operating assets and liabilities:	(736)	5,623	31,226	(5,137)	12,547	(4,124)	(81,192)	19,021
Net Cash Provided by (Used in) Operating Activities	\$ (18,528)	\$ (16,117)	\$ (8,210)	\$ (28,447)	\$ (2,304)	\$ (47,655)	\$ (127,495)	\$ (15,676)
Purchases & Origination of loans	\$ (558,305)	\$ (781,546)	\$ (693,435)	\$ (797,034)	\$ (1,177,769)	\$ (1,514,019)	\$ (1,622,046)	\$ (1,583,418)
Proceeds from the sale of loans	58,082	78,975	74,646	91,730	75,049	129,911	143,235	475,816
Principal repayments of loans	437,642	505,844	664,401	686,946	749,128	951,681	1,301,542	1,322,267
Acquisition, net of cash and restricted cash acquired	—	—	—	—	—	(113,628)	8,852	(117,657)
Acquisition of commercial agreement assets	—	—	—	—	—	—	—	—
Additions to property, equipment and software	(5,411)	(8,091)	(5,202)	(2,315)	(4,169)	(2,894)	(5,351)	(7,838)
Other investing cash inflows	—	—	—	—	—	—	—	337
Other investing cash outflows	—	—	—	—	—	—	(22,000)	(10,178)
Net Cash Used in Investing Activities	\$ (67,992)	\$ (204,818)	\$ 40,410	\$ (20,673)	\$ (357,761)	\$ (548,949)	\$ (195,431)	\$ 80,108
Proceeds from funding debt	\$ 410,534	\$ 559,248	\$ 558,965	\$ 604,058	\$ 773,938	\$ 759,441	\$ 762,887	\$ 645,988
Payments of debt issuance costs	—	(1,371)	(12)	(6,304)	(4,617)	(2,170)	(4,479)	(1,233)
Principal repayments of funding debt	(363,226)	(376,382)	(589,552)	(552,995)	(890,556)	(653,946)	(893,558)	(727,043)
Proceeds from issuance of notes and certificates by securitization trusts	—	—	—	—	518,232	378,223	499,774	(350)
Principal repayments of notes issued by securitization trusts	—	—	—	—	(14,777)	(55,613)	(74,113)	(65,865)
Proceeds from issuance of convertible debt, net	—	—	—	75,000	—	—	—	—
Proceeds from issuance of redeemable convertible preferred stock, net	15,483	(2)	—	—	434,434	108	—	—
Repurchases and conversion of redeemable convertible preferred stock	—	(22,591)	—	—	—	—	(13)	—
Proceeds from initial public offering, net	—	—	—	—	—	—	1,305,301	(125)
Proceeds from exercise of common stock options and warrants	743	478	554	958	1,741	21,676	20,398	3,227
Repurchases of common stock	(865)	(17,589)	(400)	—	(584)	(199)	(3)	(14)
Payments of tax withholding for stock-based compensation	—	—	—	—	—	—	(127,566)	(30,714)
Net Cash Provided by Financing Activities	\$ 62,669	\$ 141,791	\$ (30,445)	\$ 120,717	\$ 817,811	\$ 447,520	\$ 1,488,628	\$ (176,129)
Exchange rate effects on cash, cash equivalents and restricted cash	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 4,510	\$ (2,673)
Net Increase (Decrease) in Cash, Cash Equivalents and Restricted Cash	\$ (23,851)	\$ (79,144)	\$ 1,755	\$ 71,597	\$ 457,746	\$ (149,084)	\$ 1,170,212	\$ (114,370)
Cash, cash equivalents and restricted cash, beginning of period	357,771	333,920	254,776	256,531	328,128	785,874	636,790	1,807,002
Cash, Cash Equivalents and Restricted Cash, End of Period	\$ 333,920	\$ 254,776	\$ 256,531	\$ 328,128	\$ 785,874	\$ 636,790	\$ 1,807,002	\$ 1,692,632

Notes: 1. FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; 2. FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense; 3. Metrics are unaudited

Fully Diluted Shares Outstanding (June 30, 2021)

(Shares in millions)

Common Shares Outstanding	269
Plus: Balance of Options, Weighted Average Strike Price: \$21.34	44
Less: Treasury Stock Reduction of Options Outstanding	(11)
Plus: Restricted Stock Units	14
Fully Diluted Shares, Treasury Stock Method	317

Derivation of Fully Diluted Shares Outstanding Estimate relies upon below inputs and assumptions:

- Common shares outstanding and restricted stock units are as of June 30, 2021
- Balance of options outstanding as of June 30, 2021 and reduced by 11 million shares using treasury stock method with \$87.54 closing stock price as of September 8, 2021

Reconciliations

Income Statement Reconciliations

	Three Months Ended							
	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
Income Statement Reconciliations (\$K)								
Total Revenue	\$ 87,947	\$ 129,976	\$ 138,273	\$ 153,332	\$ 173,978	\$ 204,041	\$ 230,665	\$ 261,780
Operating Expenses								
Loss on loan purchase commitment	19,961	42,661	43,519	55,311	65,868	67,768	\$ 62,054	\$ 51,010
Provision for credit losses	24,844	30,178	82,216	(32,171)	28,931	12,521	(1,063)	25,489
Funding costs	8,128	8,167	8,204	7,817	10,352	12,060	14,665	15,623
Processing and servicing	9,695	11,652	13,678	14,806	13,498	16,802	21,543	21,924
Total Transaction Costs	62,628	92,658	147,617	45,763	118,649	109,151	\$ 97,199	\$ 114,046
Technology and data analytics	25,368	31,612	33,654	31,744	33,768	41,634	109,447	71,233
Sales and marketing	5,219	7,651	7,108	5,066	22,582	39,112	59,041	63,544
General and administrative	27,704	30,688	31,399	31,439	32,273	40,916	159,415	137,647
Total Operating Expenses	\$ 120,919	\$ 162,609	\$ 219,778	\$ 114,012	\$ 207,272	\$ 230,813	\$ 425,102	\$ 386,470
Operating Income (Loss)	\$ (32,972)	\$ (32,633)	\$ (81,505)	\$ 39,320	\$ (33,294)	\$ (26,772)	\$ (194,437)	\$ (124,690)
Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision								
Total Revenue	\$ 87,947	\$ 129,976	\$ 138,273	\$ 153,332	\$ 173,978	\$ 204,041	\$ 230,665	\$ 261,780
Less: Loss on loan purchase commitment	19,961	42,661	43,519	55,311	65,868	67,768	62,054	51,010
Less: Provision for credit losses	24,844	30,178	82,216	(32,171)	28,931	12,521	(1,063)	25,489
Less: Funding costs	8,128	8,167	8,204	7,817	10,352	12,060	14,665	15,623
Less: Processing and servicing	9,695	11,652	13,678	14,806	13,498	16,802	21,335	21,924
Revenue Less Transaction Costs	\$ 25,319	\$ 37,318	\$ (9,344)	\$ 107,569	\$ 55,329	\$ 94,890	\$ 133,674	\$ 147,734
Plus: Provision for credit losses	24,844	30,178	82,216	(32,171)	28,931	12,521	(1,063)	25,489
Revenue Less Transaction Costs ex-Provision	\$ 50,163	\$ 67,496	\$ 72,872	\$ 75,398	\$ 84,260	\$ 107,411	\$ 132,611	\$ 173,223
Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)								
Operating Income (Loss)	\$ (32,972)	\$ (32,633)	\$ (81,505)	\$ 39,320	\$ (33,294)	\$ (26,772)	\$ (194,437)	\$ (124,690)
Plus: Depreciation and amortization	2,112	2,432	2,877	2,023	3,720	3,351	5,021	7,887
Plus: Stock-based compensation expense	8,425	8,294	7,970	5,400	6,203	6,521	164,728	110,581
Plus: Amortization of commercial agreements	—	—	—	—	14,261	17,039	16,668	16,853
Plus: Other costs*	—	—	—	—	1,191	2,971	12,953	3,582
Adjusted Operating Income (Loss)	\$ (22,435)	\$ (21,907)	\$ (70,658)	\$ 46,743	\$ (7,919)	\$ 3,110	\$ 4,933	\$ 14,213

Notes:

- Other costs in FY'21 include adjustments for one-time IPO expenses, PayBright, Returnly, Kite and Shopbrain acquisition expenses and sublease impairment charge
- FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
- Metrics are unaudited

Cash Flow Statement Reconciliations

Statement of Cash Flows Reconciliation (\$K)	Three Months Ended							
	September 30,	December 31, 2019	March 31 2020	June 30, 2020	September 30,	December 31, 2020	March 31, 2021	June 30, 2021
Reconciliation from Adjusted Cash Flow from Operations to Cash Flows from Operating Activities								
Adjusted cash flow from operations	\$ (22,125)	\$ (45,779)	\$ 23,269	\$ (11,624)	\$ (29,620)	\$ (32,519)	\$ (179,795)	\$ (31,616)
Plus: Net charge-offs	\$ 15,090	\$ 20,153	\$ 19,887	\$ 17,533	\$ 11,320	\$ 9,116	\$ 10,245	\$ 20,559
Plus: Change in restricted cash	4,564	36,604	(14,006)	(3,416)	40,382	14,598	67,281	42,744
Plus: Purchases of loans held for sale	(343,488)	(741,322)	(551,140)	(465,533)	(346,878)	(687,037)	(606,757)	(1,000,062)
Plus: Proceeds from the sale of loans held for sale	333,156	718,965	523,646	446,171	338,926	662,747	597,881	995,281
Plus: (Gain) loss on sales of loans	(5,725)	(4,738)	(9,866)	(11,578)	(16,434)	(14,560)	(16,350)	(42,582)
Cash Flows from Operating Activities	\$ (18,528)	\$ (16,117)	\$ (8,210)	\$ (28,447)	\$ (2,304)	\$ (47,655)	\$ (127,495)	\$ (15,676)
Reconciliation from Free Cash Flow after Loan Financing and Repayment to Net Increase (Decrease) in Cash and Restricted Cash								
Free cash flow after loan financing and repayment	\$ (43,776)	\$ (76,044)	\$ 15,607	\$ (945)	\$ (18,227)	\$ (71,639)	\$ (86,885)	\$ (96)
Plus: Change in restricted cash	4,564	36,604	(14,006)	(3,416)	40,382	14,598	67,281	42,744
Plus: Proceeds from initial public offering, net	—	—	—	—	—	—	1,305,301	(125)
Plus: Other investing cash inflows	—	—	—	—	—	—	337	1,116
Less: Other investing cash outflows	—	—	—	—	—	—	(22,000)	(10,178)
Less: Acquisition funds, net	—	—	—	—	—	(113,628)	8,852	(117,657)
Less: Acquisition of commercial agreement assets	—	—	—	—	—	—	—	—
Less: Proceeds from issuance of convertible debt, net	—	—	—	75,000	—	—	—	—
Less: Proceeds, repurchases and issuance of preferred and common stock	15,361	(39,704)	154	958	435,591	21,585	20,382	3,213
Less: Payments of tax withholding for stock-based compensation	—	—	—	—	—	—	(127,566)	(30,714)
Plus: Exchange rate effects on cash, cash equivalents and restricted cash	—	—	—	—	—	—	4,510	(2,673)
Net Increase (Decrease) in Cash and Restricted Cash	\$ (23,851)	\$ (79,144)	\$ 1,755	\$ 71,597	\$ 457,746	\$ (149,084)	\$ 1,170,212	\$ (114,370)
Net Increase (Decrease) in Cash and Restricted Cash	\$ (23,851)	\$ (79,144)	\$ 1,755	\$ 71,597	\$ 457,746	\$ (149,084)	\$ 1,170,212	\$ (114,370)
Cash and restricted cash, beginning of period	357,771	333,920	254,776	256,531	328,128	785,874	636,790	1,807,002
Cash and Restricted Cash, end of period	\$ 333,920	\$ 254,776	\$ 256,531	\$ 328,128	\$ 785,874	\$ 636,790	\$ 1,807,002	\$ 1,692,632

Notes:

- The impact of net charge-offs for the quarter ended June 30, 2021 was corrected on September 21, 2021
- FY Q1'21 and FY Q2'21 amounts include adjustments to amounts previously reported due to effects of adoption of accounting standards effective July 1, 2020; FY Q3'21 amounts include adjustments to amounts previously reported due to an adjustment to stock-based compensation expense
- Metrics are unaudited

GAAP to Non-GAAP Expense Reconciliations, H2'21

(\$ in 000s)

Three Months Ended June 30, 2021

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$		\$	
Loss on loan purchase commitment	\$	51,010	\$	0	\$	0	\$	0	\$	0	\$	51,010
Provision for credit losses		25,489		0		0		0		0		25,489
Funding costs		15,623		0		0		0		0		15,623
Processing and servicing		21,924		153		473		0		0		21,298
Total Transaction Costs	\$	114,046	\$	153	\$	473	\$	0	\$	0	\$	113,420
Technology and data analytics	\$	71,233	\$	5,178	\$	21,922	\$	0	\$	0	\$	44,133
Sales and marketing		63,544		636		6,415		16,853		0		39,640
General and administrative		137,647		1,920		81,771		0		3,582		50,374
Other Operating Expenses	\$	272,424	\$	7,734	\$	110,108	\$	16,853	\$	3,582	\$	134,147
Total Operating Expenses	\$	386,470	\$	7,887	\$	110,581	\$	16,853	\$	3,582	\$	247,567

(\$ in 000s)

Three Months Ended March 31, 2021

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$		\$	
Loss on loan purchase commitment	\$	62,054	\$	0	\$	0	\$	0	\$	0	\$	62,054
Provision for credit losses		(1,063)		0		0		0		0		(1,063)
Funding costs		14,665		0		0		0		0		14,665
Processing and servicing		21,543		120		1,621		0		0		19,802
Total Transaction Costs	\$	97,199	\$	120	\$	1,621	\$	0	\$	0	\$	95,458
Technology and data analytics	\$	109,447	\$	3,655	\$	56,699	\$	0	\$	0	\$	49,093
Sales and marketing		59,041		475		11,425		16,668		0		30,473
General and administrative		159,415		771		94,983		0		12,953		50,708
Other Operating Expenses	\$	327,903	\$	4,901	\$	163,107	\$	16,668	\$	12,953	\$	130,274
Total Operating Expenses	\$	425,102	\$	5,021	\$	164,728	\$	16,668	\$	12,953	\$	225,732

Notes:

1. Subsequent to the issuance of our consolidated financial statements as of and for the quarter ended March 31, 2021, we identified an adjustment to stock-based compensation expense for the quarter ended March 31, 2021, which is reflected in these tables
 2. Metrics are unaudited

GAAP to Non-GAAP Expense Reconciliations, H1'21

(\$ in 000s)

Three Months Ended December 31, 2020

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$			
Loss on loan purchase commitment	\$	67,768	\$	0	\$	0	\$	0	\$	0	\$	67,768
Provision for credit losses		12,521		0		0		0		0		12,521
Funding costs		12,060		0		0		0		0		12,060
Processing and servicing		16,802		85		287		0		0		16,430
Total Transaction Costs	\$	109,151	\$	85	\$	287	\$	0	\$	0	\$	108,779
Technology and data analytics	\$	41,634	\$	2,723	\$	2,556	\$	0	\$	0	\$	36,355
Sales and marketing		39,112		439		581		17,039		942		20,111
General and administrative		40,916		104		3,097		0		2,029		35,686
Other Operating Expenses	\$	121,662	\$	3,266	\$	6,234	\$	17,039	\$	2,971	\$	92,152
Total Operating Expenses	\$	230,813	\$	3,351	\$	6,521	\$	17,039	\$	2,971	\$	200,931

(\$ in 000s)

Three Months Ended September 30, 2020

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$			
Loss on loan purchase commitment	\$	65,868	\$	0	\$	0	\$	0	\$	0	\$	65,868
Provision for credit losses		28,931		0		0		0		0		28,931
Funding costs		10,352		0		0		0		0		10,352
Processing and servicing		13,498		77		26		0		0		13,395
Total Transaction Costs	\$	118,649	\$	77	\$	26	\$	0	\$	0	\$	118,546
Technology and data analytics	\$	33,768	\$	3,124	\$	2,213	\$	0	\$	0	\$	28,431
Sales and marketing		22,582		406		760		14,261		0		7,155
General and administrative		32,273		113		3,204		0		1,191		27,765
Other Operating Expenses	\$	88,623	\$	3,643	\$	6,177	\$	14,261	\$	1,191	\$	63,351
Total Operating Expenses	\$	207,272	\$	3,720	\$	6,203	\$	14,261	\$	1,191	\$	181,897

GAAP to Non-GAAP Expense Reconciliations, H2'20

(\$ in 000s)

Three Months Ended June 30, 2020

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$			
Loss on loan purchase commitment	\$	55,311	\$	0	\$	0	\$	0	\$	0	\$	55,311
Provision for credit losses		(32,171)		0		0		0		0		(32,171)
Funding costs		7,817		0		0		0		0		7,817
Processing and servicing		14,806		40		28		0		0		14,738
Total Transaction Costs	\$	45,763	\$	40	\$	28	\$	0	\$	0	\$	45,695
Technology and data analytics	\$	31,744	\$	1,702	\$	1,988	\$	0	\$	0	\$	28,054
Sales and marketing		5,066		237		868		0		0		3,961
General and administrative		31,439		44		2,496		0		0		28,899
Other Operating Expenses	\$	68,249	\$	1,983	\$	5,352	\$	0	\$	0	\$	60,914
Total Operating Expenses	\$	114,012	\$	2,023	\$	5,380	\$	—	\$	—	\$	106,609

(\$ in 000s)

Three Months Ended March 31, 2020

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$			
Loss on loan purchase commitment	\$	43,519	\$	0	\$	0	\$	0	\$	0	\$	43,519
Provision for credit losses		82,216		0		0		0		0		82,216
Funding costs		8,204		0		0		0		0		8,204
Processing and servicing		13,678		87		27		0		0		13,564
Total Transaction Costs	\$	147,617	\$	87	\$	27	\$	0	\$	0	\$	147,503
Technology and data analytics	\$	33,654	\$	2,188	\$	3,360	\$	0	\$	0	\$	28,106
Sales and marketing		7,108		503		918		0		0		5,687
General and administrative		31,399		99		3,665		0		0		27,635
Other Operating Expenses	\$	72,161	\$	2,790	\$	7,943	\$	0	\$	0	\$	61,428
Total Operating Expenses	\$	219,778	\$	2,877	\$	7,970	\$	—	\$	—	\$	208,931

GAAP to Non-GAAP Expense Reconciliations, H1'20

(\$ in 000s)

Three Months Ended December 31, 2019

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$		\$	
Loss on loan purchase commitment	\$	42,661	\$	0	\$	0	\$	0	\$	0	\$	42,661
Provision for credit losses		30,178		0		0		0		0		30,178
Funding costs		8,167		0		0		0		0		8,167
Processing and servicing		11,652		82		32		0		0		11,538
Total Transaction Costs	\$	92,658	\$	82	\$	32	\$	0	\$	0	\$	92,544
Technology and data analytics	\$	31,612	\$	1,808	\$	3,610	\$	0	\$	0	\$	26,194
Sales and marketing		7,651		457		963		0		0		6,231
General and administrative		30,688		85		3,689		0		0		26,914
Other Operating Expenses	\$	69,951	\$	2,350	\$	8,262	\$	0	\$	0	\$	59,339
Total Operating Expenses	\$	162,609	\$	2,432	\$	8,294	\$	—	\$	—	\$	151,883

(\$ in 000s)

Three Months Ended September 30, 2019

	GAAP		D&A		Stock-Based Compensation Expense		Shopify Warrant Expense		Other Costs		Non-GAAP	
	\$		\$		\$		\$		\$		\$	
Loss on loan purchase commitment	\$	19,961	\$	0	\$	0	\$	0	\$	0	\$	19,961
Provision for credit losses		24,844		0		0		0		0		24,844
Funding costs		8,128		0		0		0		0		8,128
Processing and servicing		9,695		60		(5)		0		0		9,640
Total Transaction Costs	\$	62,628	\$	60	\$	(5)	\$	0	\$	0	\$	62,573
Technology and data analytics	\$	25,368	\$	1,601	\$	3,327	\$	0	\$	0	\$	20,440
Sales and marketing		5,219		388		1,291		0		0		3,540
General and administrative		27,704		62		3,812		0		0		23,830
Other Operating Expenses	\$	58,291	\$	2,051	\$	8,430	\$	0	\$	0	\$	47,810
Total Operating Expenses	\$	120,919	\$	2,111	\$	8,425	\$	—	\$	—	\$	110,383