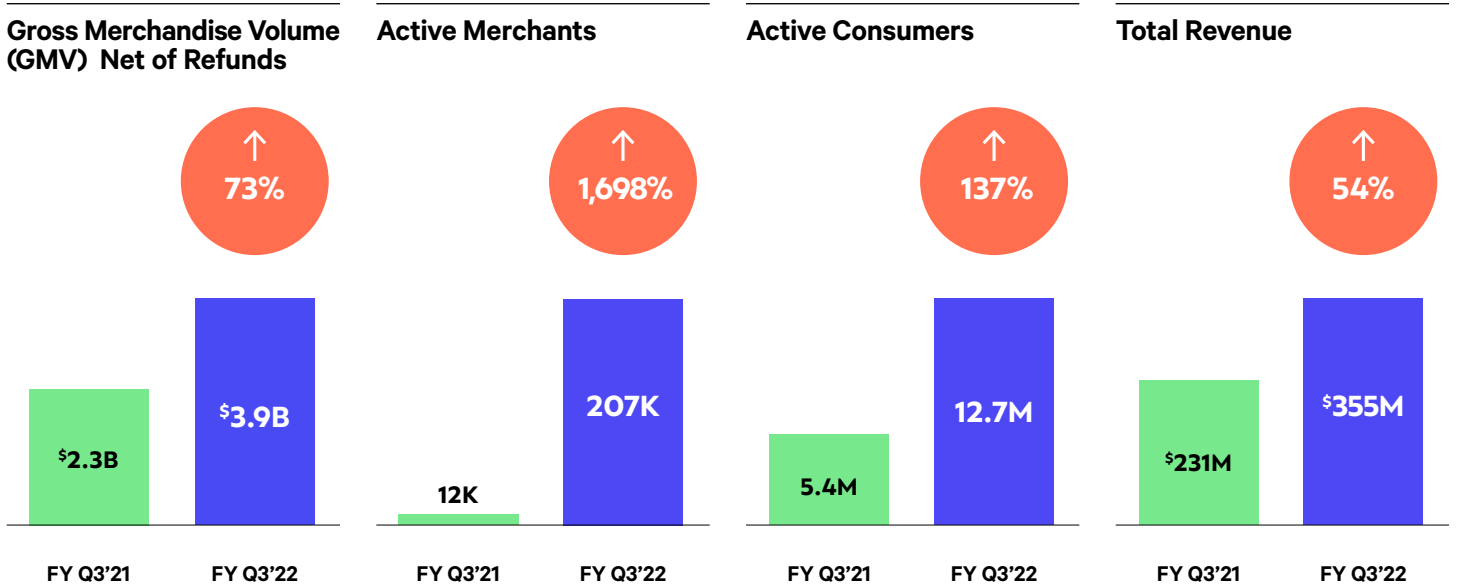


FY Q3 | 2022 Earnings



Our Performance by the Numbers



Delivering Hypergrowth with Attractive Unit Economics

Key highlights from the third quarter¹

Maximizing Engagement and Driving Higher Frequency

- 162%** growth in total transactions
- 81%** of all Affirm transactions were from repeat users
- 19%** increase in transactions per active consumer

Scaling Enterprise Relationships and Diversifying the Network

- Q3 represented the first quarter where Affirm was directly integrated with half of the top 10 largest retailers and commerce platforms in the U.S.
- Expanding multi-year exclusive partnership with Shopify; Affirm to continue serving as exclusive provider of Shop Pay Installments in the U.S. and support all eligible U.S. merchants with both biweekly and monthly payment options
- No single merchant accounted for more than 10% of GMV

Delivering Attractive Unit Economics

- 37%** increase in total revenue less transaction costs



Max Levchin
Founder & CEO

“We continue to deliver strong growth with attractive unit economics as we rapidly scale our network. We are especially proud of the re-engagement we are driving with consumers as 81% of our transactions were from repeat Affirm users. This represents our highest repeat transaction rate we have ever reported. As we advance our strategy to drive growth, maintain attractive unit economics, and deploy superior risk management, we plan to achieve a sustained profitability run rate on an adjusted operating income basis by July 1, 2023.”

Launching New Products to Improve More Lives and Maximize Value

SuperApp

Browser Extension

Crypto Savings

Affirm Debit+

1. All comparisons are made versus the same period in fiscal year 2021 unless otherwise stated

Well-Positioned for Continued Growth and Value Creation

- Fintech category leader with massive and rapidly expanding market opportunities
- Buy now, pay later (BNPL) is the fastest growing payment method² in the \$10 trillion global payments market opportunity³
- Evolving consumer preferences and merchant needs driving demand for Affirm's solutions
- Partnerships span across all verticals, and Affirm addresses more than 60% of U.S. ecommerce
- Solutions become even more valuable in an uncertain macroeconomic environment
- Underwrite every individual transaction before extending access to credit
- Powerful two-sided network: growing consumer and merchant bases reinforce one another
- Attractive unit economics and operating margins at scale
- Fundamentally aligned with consumers and merchants with a brand built on trust, transparency and putting people first

Affirm's Key Advantages

- ✓ Superior technology offers greater reliability, scalability, customization and flexibility for consumers and merchants with no gotchas
- ✓ Ability to address broad range of cart sizes: \$50-\$17,500 and terms ranging from six weeks to 60 months
- ✓ Key competitive advantages further supported by proprietary underwriting and capital markets expertise
- ✓ Alignment with consumers, no late or hidden fees, ever



2. Worldpay Global Payments Report (2021)

3. DC's Worldwide New Media Market Model forecast for 2024

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Cautionary Note About Forward-Looking Statements

This document 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: the Company's strategy and future operations, including the Company's partnerships with certain key merchants and commerce platforms; the development, innovation, introduction and performance of, and demand for, the Company's products, including the Debit+ Card; acquisition and retention of merchants and consumers; the Company's future growth, investments, network expansion, product mix, brand awareness, 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 Company's industry and markets. These forward-looking statements involve known and unknown risks, uncertainties and other important factors that may cause the Company's 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: the Company's need to attract additional merchants, partners and consumers and retain and grow its relationships with existing merchants, partners and consumers; the highly competitive nature of its industry; its need to maintain a consistently high level of consumer satisfaction and trust in its brand; the concentration of a large percentage of its revenue and GMV with a small number of merchant partners and commerce platforms; its ability to sustain its revenue growth rate or the growth rate of its related key operating metrics; the terms of its agreement with one of its originating bank partners; its existing funding arrangements that may not be renewed or replaced or its existing funding sources that may be unwilling or unable to provide funding to it on terms acceptable to it, or at all; its ability to effectively underwrite loans facilitated through its platform and accurately price credit risk; the performance of loans facilitated through its platform; changes in market interest rates; its securitizations, warehouse credit facilities and forward flow agreements; the impact on its business of general economic conditions, the financial performance of its merchants, and fluctuations in the U.S. consumer credit market; its ability to grow effectively through acquisitions or other strategic investments or alliances; seasonal fluctuations in our revenue as a result of consumer spending patterns; pending and future litigation, regulatory actions and/or compliance issues; and other risks that are described in its most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q and in its other filings with the U.S. Securities and Exchange Commission.

These forward-looking statements reflect the Company's 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, investors should not place undue reliance on these forward-looking statements. The forward-looking statements are made as of the date hereof, and the Company assumes no obligation and does not intend to update these forward-looking statements.