



# FY Q1 2025 Earnings Supplement

November 7, 2024



# Safe Harbor Statement/Use of Non-GAAP Financial Measures

## 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 merchant partners and commerce platforms as well as its engagement with existing and prospective originating bank partners and card issuing bank partners; the development, innovation, introduction and performance of, and demand for, the Company's products, including Affirm Card; the Company's ability to execute on its initiatives; the Company's ability to maintain funding sources to support its business; acquisition and retention of merchant partners, commerce platforms and consumers; the Company's future growth, investments, network expansion, product mix, brand awareness, financial position, gross merchandise volume, 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 merchant partners, commerce platforms and consumers and retain and grow its relationships with existing merchant partners, commerce platforms and consumers; the highly competitive and evolving 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; its ability to successfully maintain its relationship with existing originating bank partners and card issuing bank partners and engage additional originating bank partners and card issuing bank partners; its ability to maintain, renew or replace its existing funding arrangements and build and grow new funding relationships; the impact of any of its existing funding sources becoming 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; the impact of elevated market interest rates and corresponding negotiated interest rate spreads on its business; the terms of its securitizations, warehouse credit facilities and forward flow agreements; the impact on its business of general economic conditions, including the impact of inflation, ongoing recessionary concerns, the potential for more instability of financial institutions, the financial performance of its merchant partners and commerce platforms, and fluctuations in the U.S. consumer credit market; its ability to achieve sustained profitability in the future; its ability to grow effectively through acquisitions or other strategic investments or alliances; seasonal or other fluctuations in its revenue and GMV as a result of consumer spending patterns; pending and future litigation, regulatory actions and/or compliance issues; developments in its regulatory environment; its ability to continue to attract and retain highly skilled employees; and other risks that are described in its most recent Annual Report on Form 10-K, 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.

## 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 and adjusted operating margin. 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

Deliver Honest  
Financial Products  
that Improve Lives

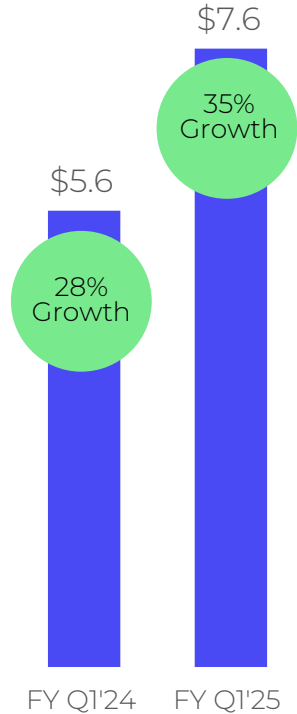


FY Q1 2025

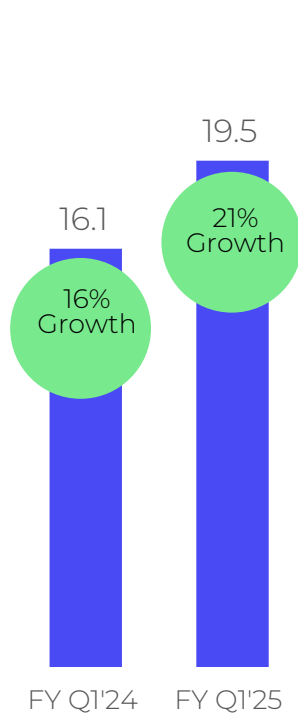
# Operating & Financial Highlights

# First Quarter FY'25 Highlights

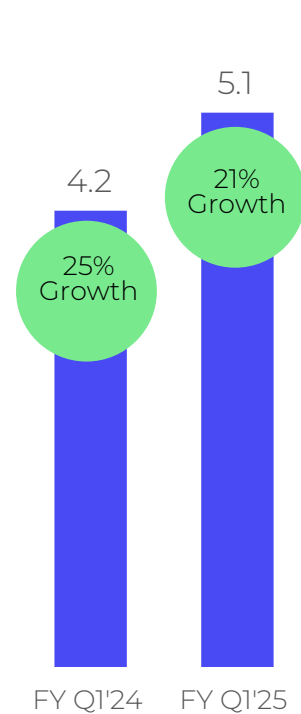
GROSS MERCHANDISE VOLUME (\$B)



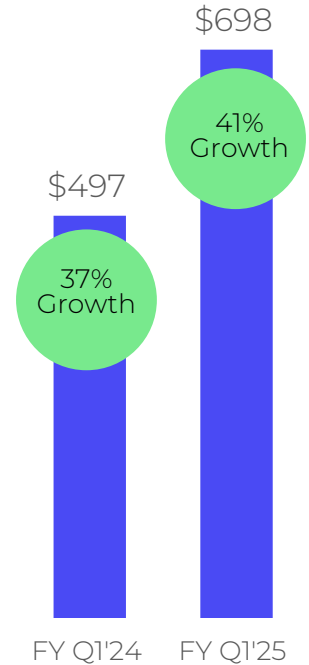
ACTIVE CONSUMERS (M) <sup>(2)</sup>



TRANS. PER ACTIVE CONSUMER <sup>(2)</sup>



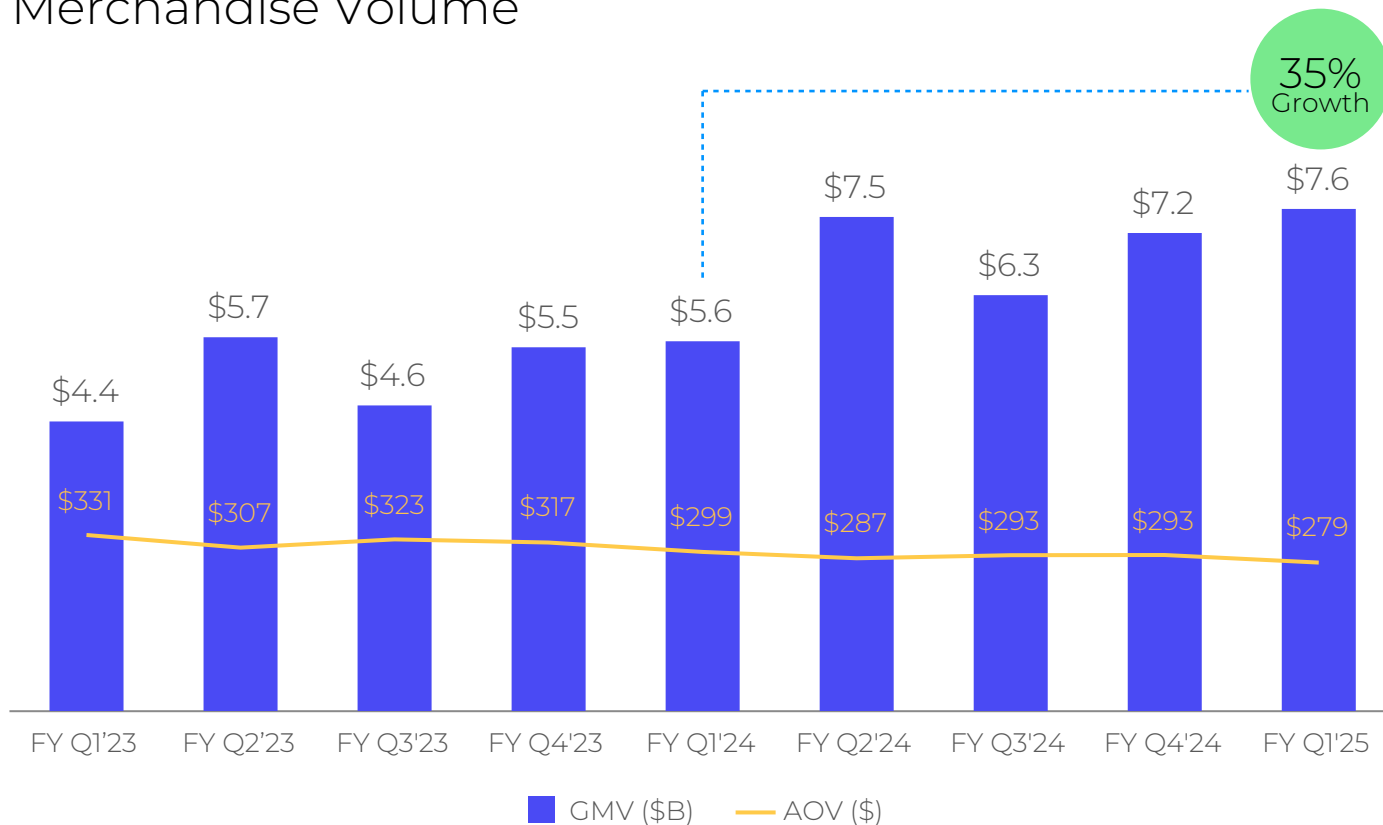
REVENUE (\$M)



FY Q1 2025

# Business Highlights

# Gross Merchandise Volume

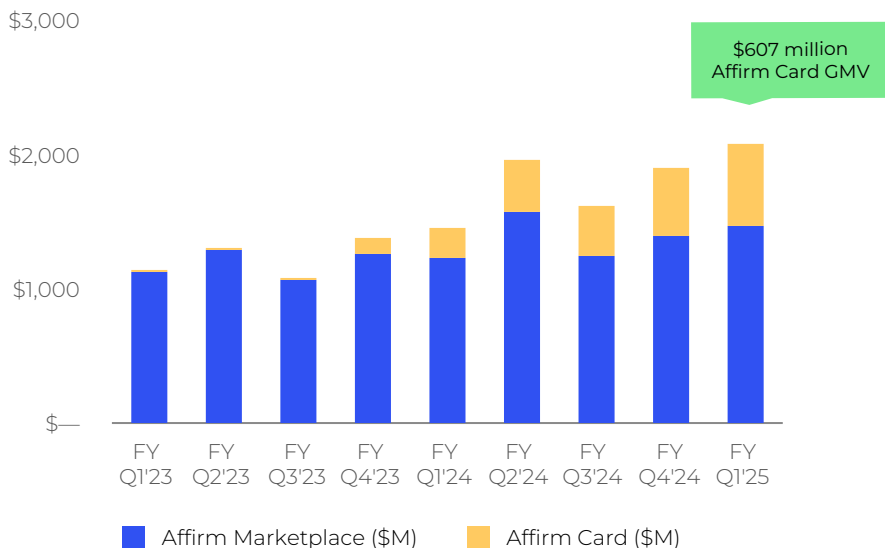


Notes:

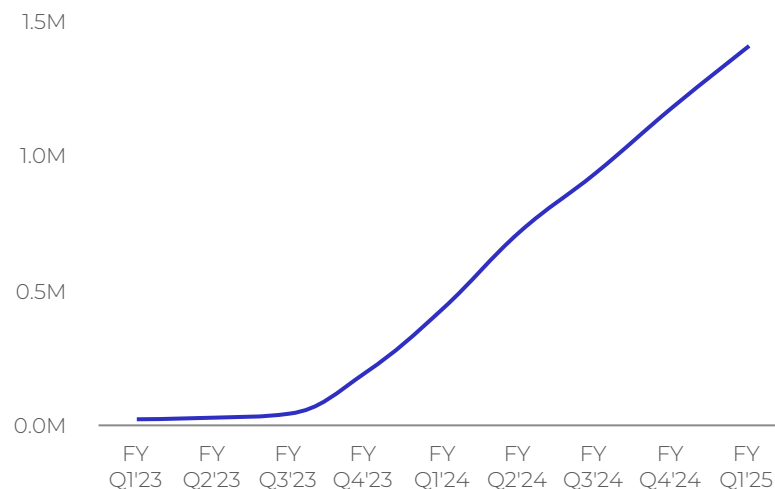
1. GMV defined as the total dollar amount of all transactions on the Affirm platform during the period, net of refunds
2. Average Order Value (AOV) defined as GMV divided by the number of transactions conducted on the Affirm platform during the period
3. Metrics are unaudited

# Affirm Direct-to-Consumer Business Highlights

## Direct-to-Consumer GMV <sup>(1, 2)</sup>



## Affirm Card Active Consumers <sup>(3)</sup>



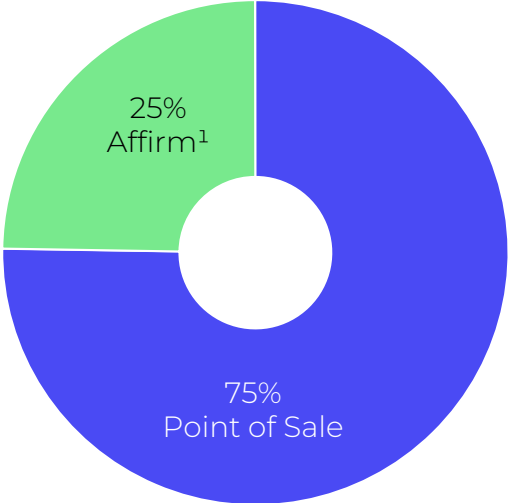
Notes:

- 1. Affirm Marketplace GMV is based on transactions initiated by Affirm through mobile app and website channels.
- 2. Affirm Card GMV includes transactions initiated by consumers via Affirm Card rather than through an Affirm direct integration checkout flow which may be initiated either via the Affirm app or via a physical card.
- 3. Affirm Card Active Consumer defined as a consumer who engages in at least one Affirm Card transaction on our platform during the 12 months prior to the measurement date, presented as of the end of the period.
- 4. Metrics are unaudited.

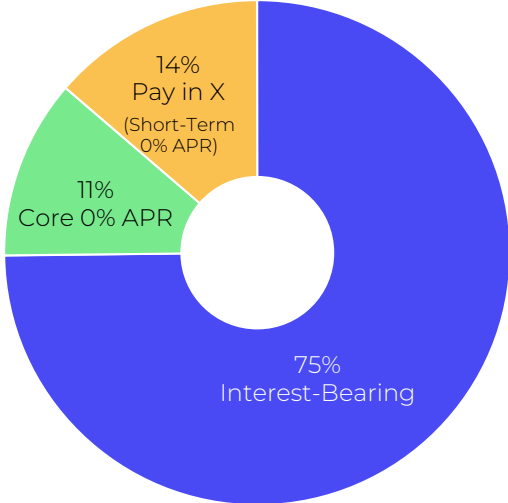


# Power Transactions Across Diverse Channels

POS vs. Affirm<sup>1</sup> Transactions  
FY Q1 2025



Affirm Product Composition<sup>2,3</sup>  
FY Q1 2025



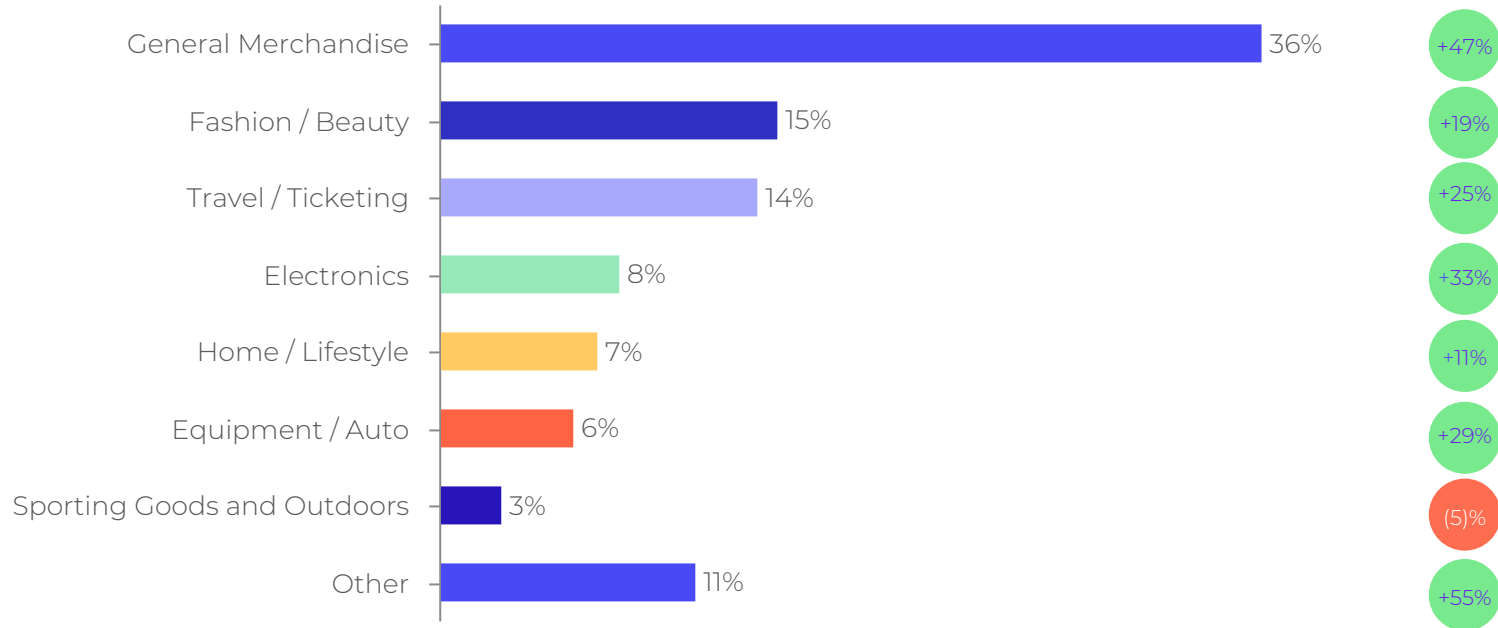
Notes:

- 1. Based on transactions initiated by Affirm through mobile app and website channels as well as Affirm Card
- 2. Beginning in Fiscal Q1 2025, Affirm modified the definition of its short-term 0% low Average Order Value product from Pay in 4 to Pay in X. Pay in X consists of loan transactions with short-term payment plans that have one to four 0% APR installments.
- 3. Excludes Debit (non installment and non Pay in X transaction volume) from the Affirm Card product
- 4. Metrics are unaudited

# Partnerships Across Wide Range of Categories

FY Q1'25 Industry Gross Merchandise Volume Mix

Category Volume Growth  
Q1 Year over Year % Change

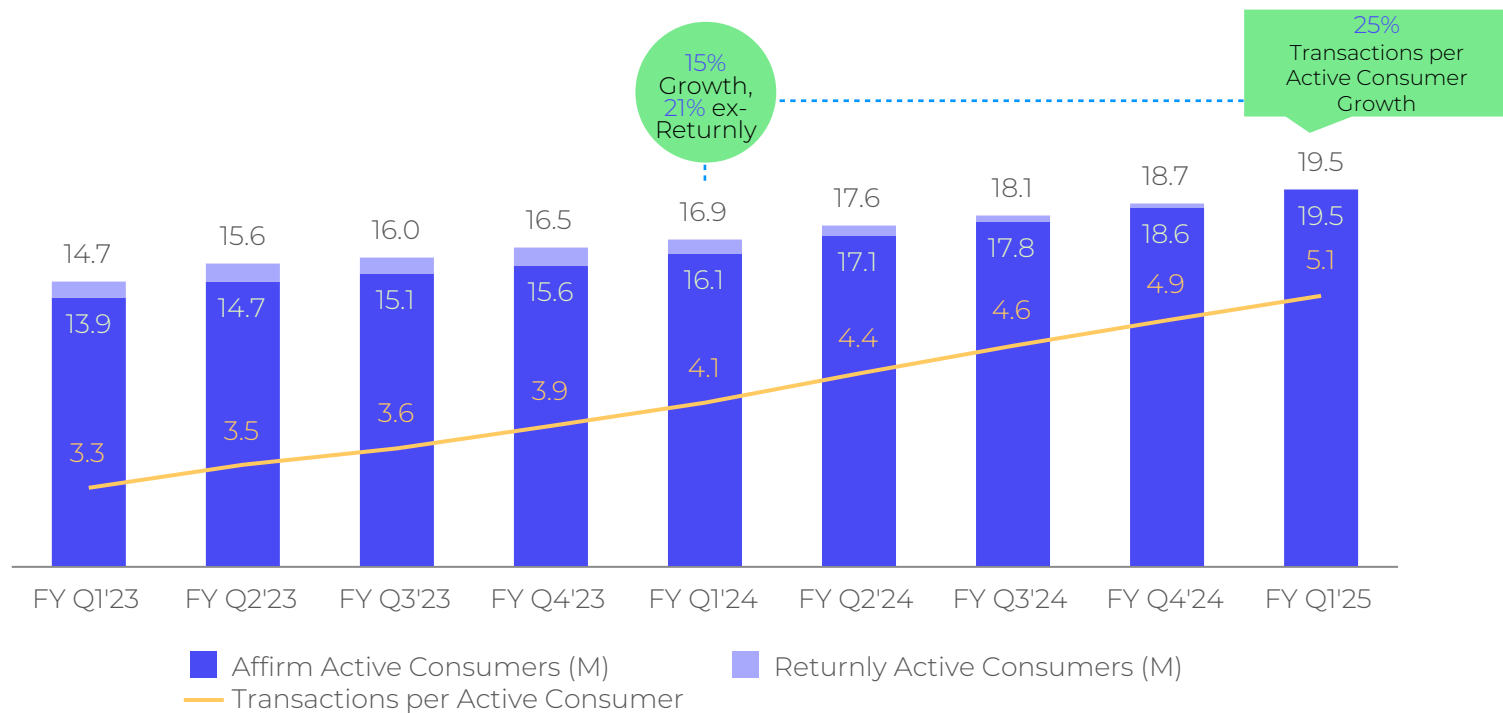


Notes:

1. Metrics are unaudited

2. Excludes volume from transactions facilitated through Affirm virtual card and Affirm Card at non-integrated merchants

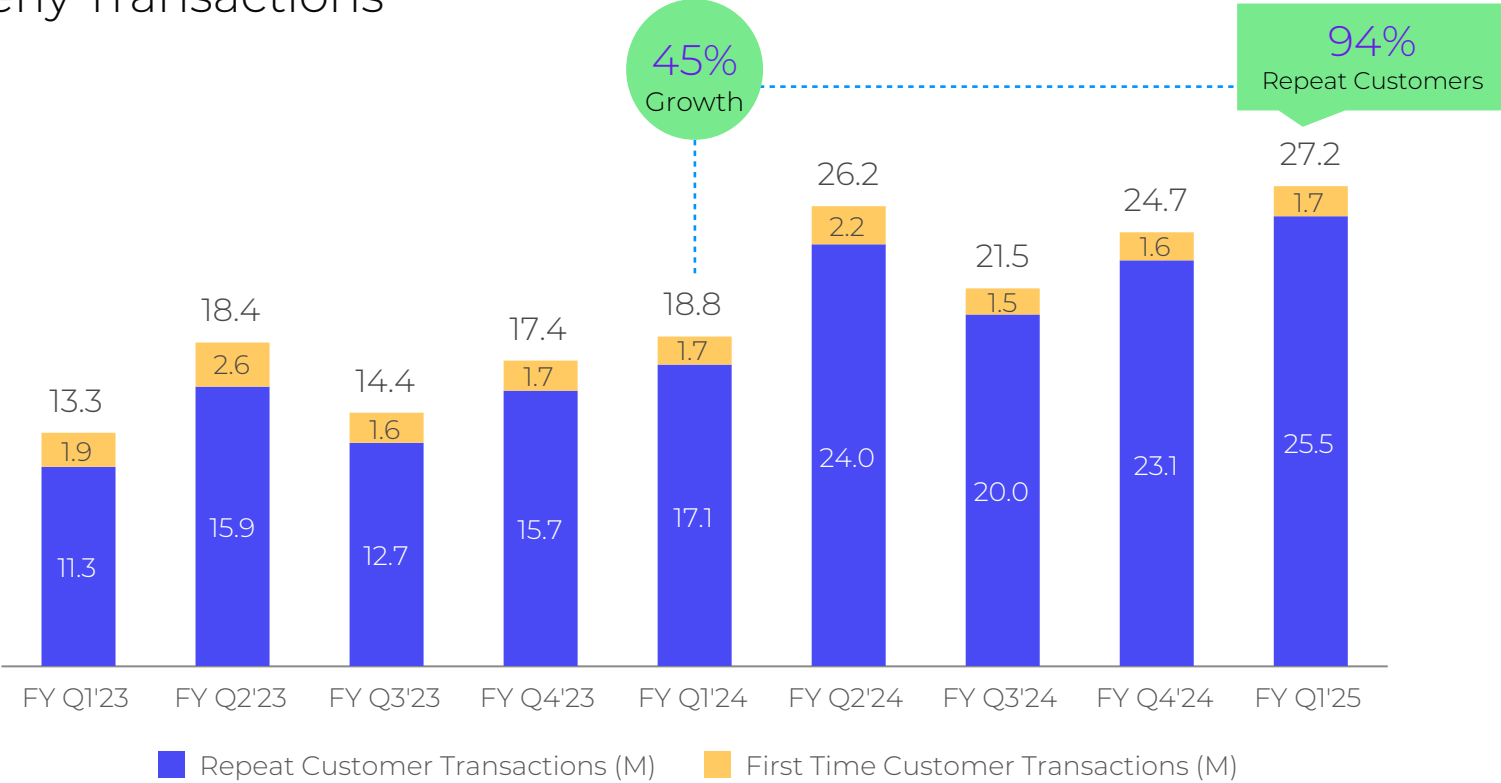
# Active Consumers



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. A Returnly Active Consumer is defined as a consumer who engaged in at least one Returnly transaction and no Affirm transactions on our platform during the 12 months prior to the measurement date, presented as of the end of the period.
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 in all periods through FY Q1'24.
3. Metrics are unaudited

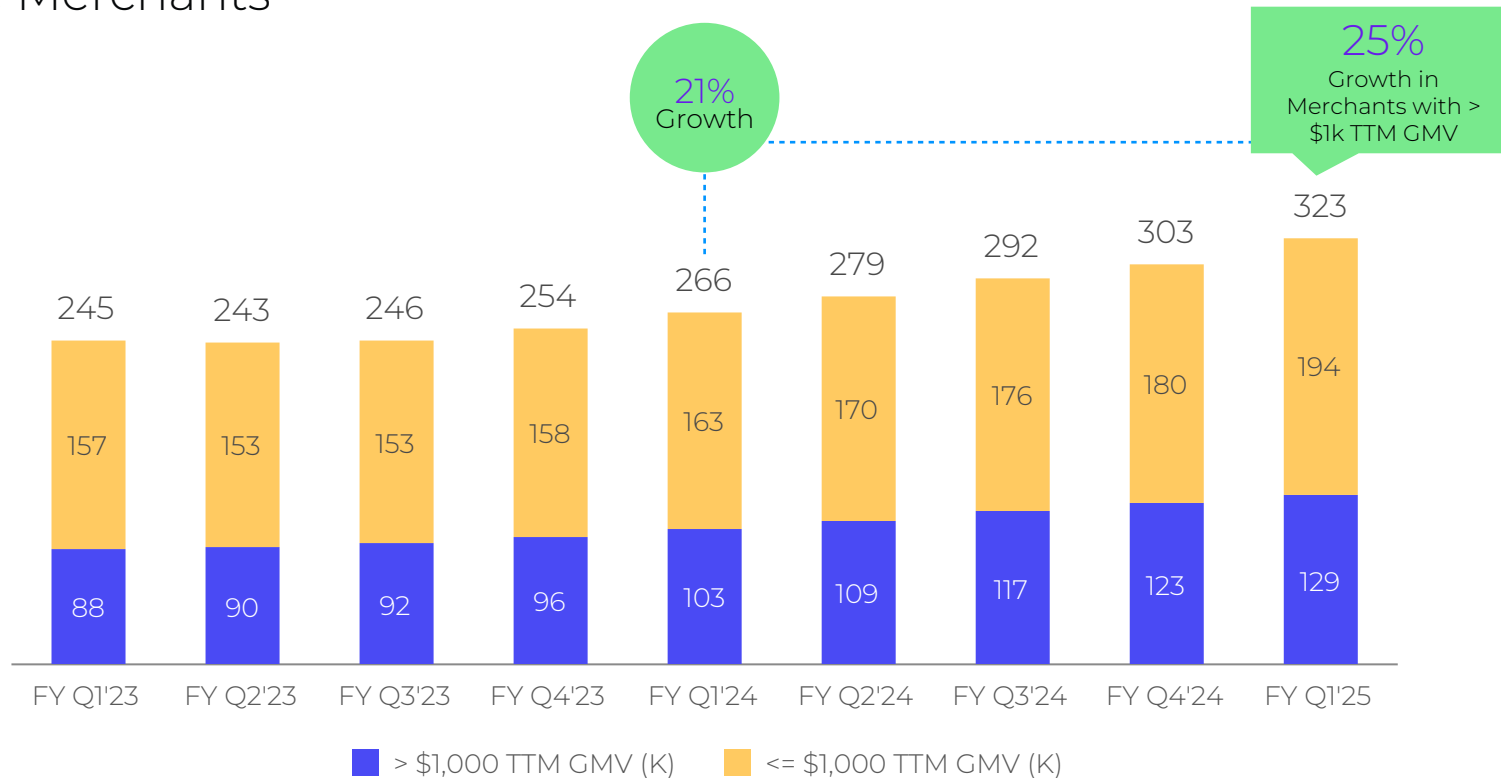
# Quarterly Transactions



Notes:

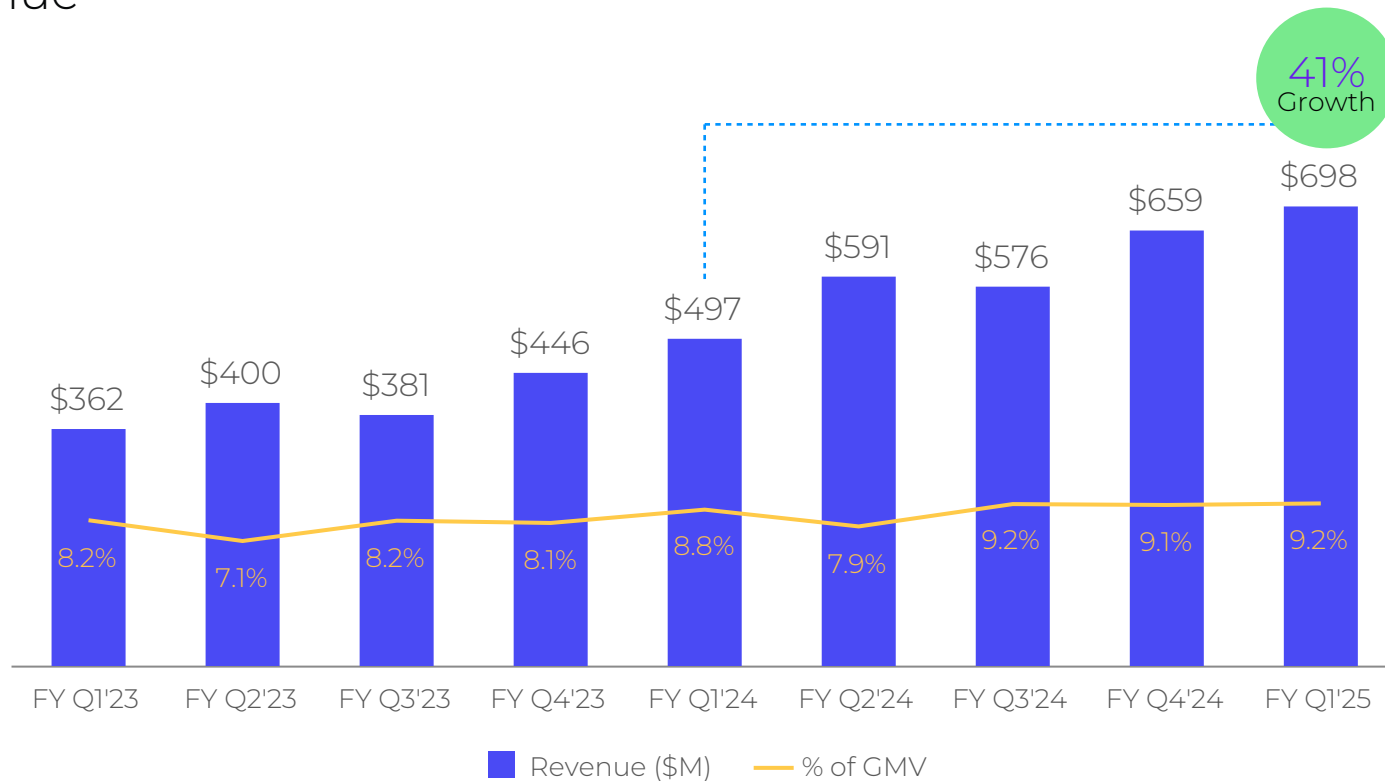
- 1. Metrics are unaudited
- 2. Includes transactions from legacy Returnly business in all quarters through FY Q1'24; excludes Returnly transactions beginning in FY Q2'24

# Active Merchants



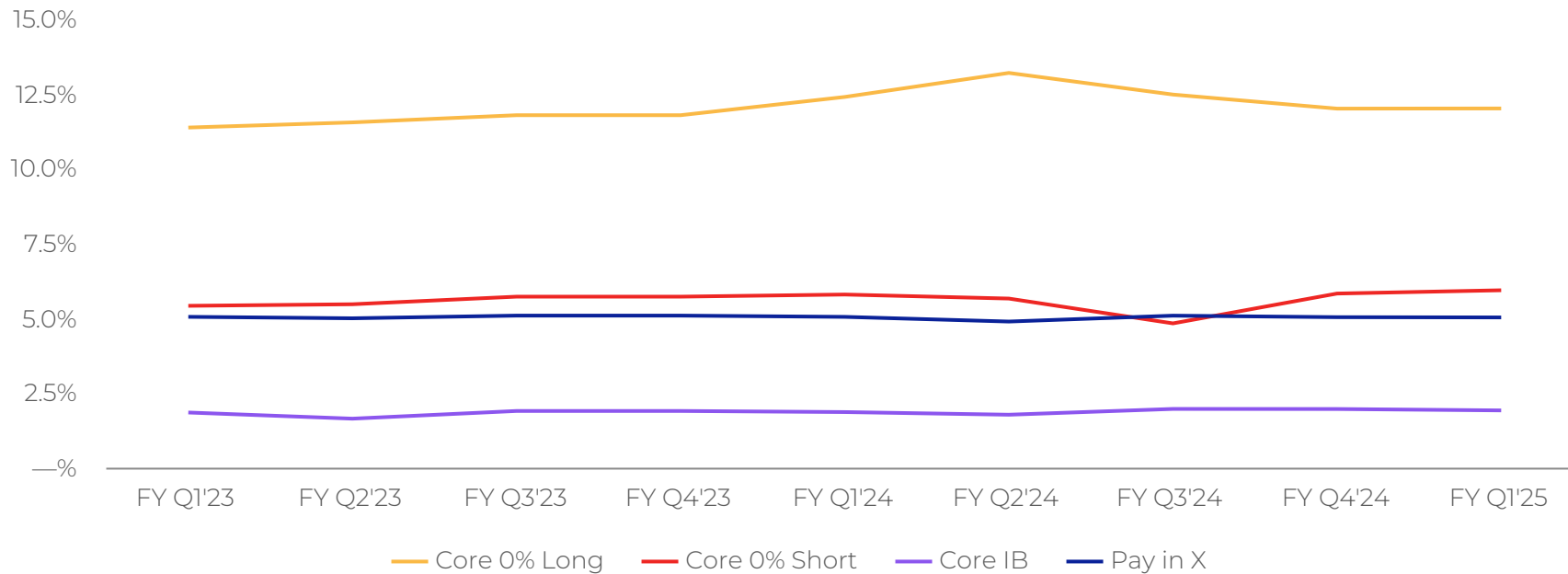
Notes:  
1. Metrics are unaudited

# Revenue



# Merchant Fee Rates

Illustrative merchant fees, transaction fees, and virtual card network fees divided by product level GMV

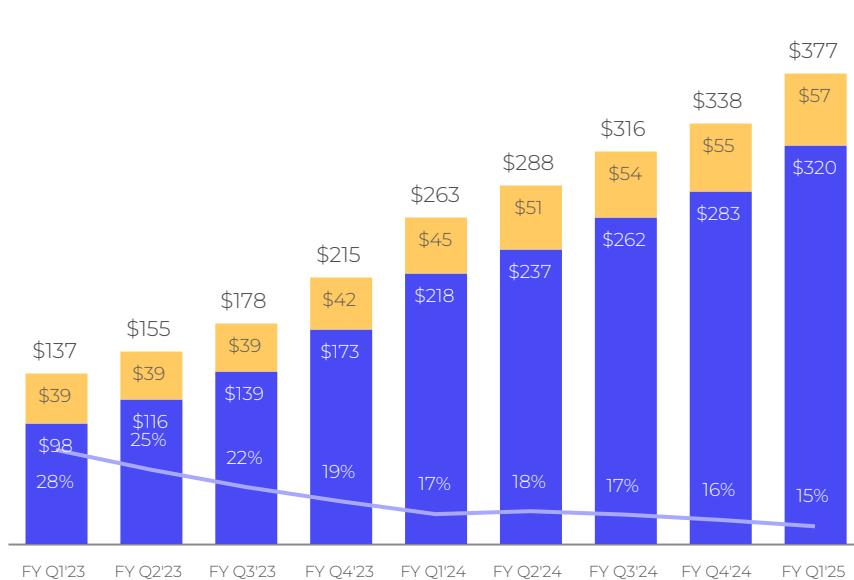


Notes:

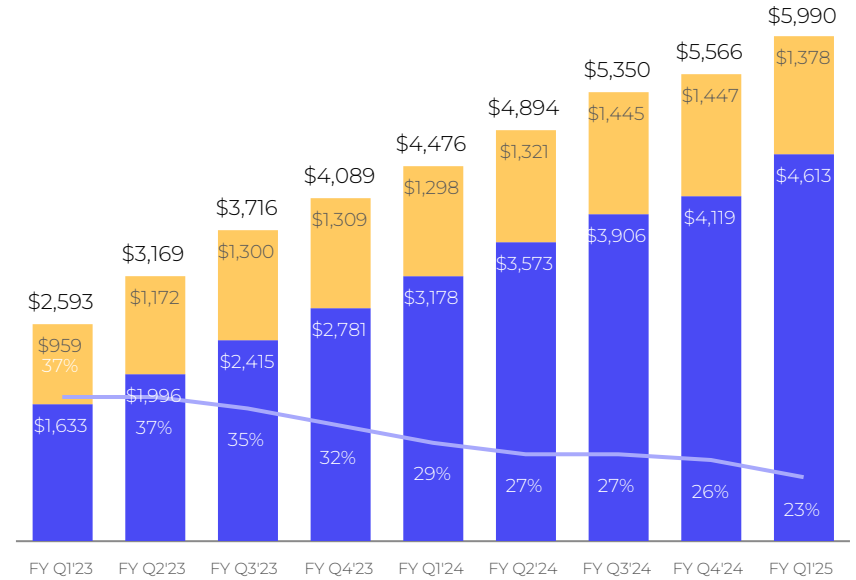
1. Includes lending transactions with Affirm integrated merchants in the US only
2. Core 0% Long includes loans with term lengths greater than 12 months and 0% APR; Core 0% Short includes loans with term lengths at least three months long but less than or equal to 12 months and 0% APR; Core IB includes loans with interest; Pay in X (formerly known as Pay in 4) includes loans with one to four 0% APR installments
3. Excludes Non-Integrated Virtual Card and Affirm Card interchange rates (which are principally set by card networks), loans made outside of the US, PayNow transactions and Returnly transactions
4. Metrics are unaudited

# Interest Income and Loans Held for Investment Composition

## Interest Income Composition



## Composition of Average Loans Held for Investment ("LHFI")



■ Consumer & Other Interest Income (\$M)  
■ Amortization of Discount (\$M)  
— Amortization of Discount as % of Total Interest Income

■ Avg. Interest Bearing LHFI Balance (\$M)  
■ Avg. 0% APR LHFI Balance (\$M)  
— 0% APR Balance % of Avg LHFI

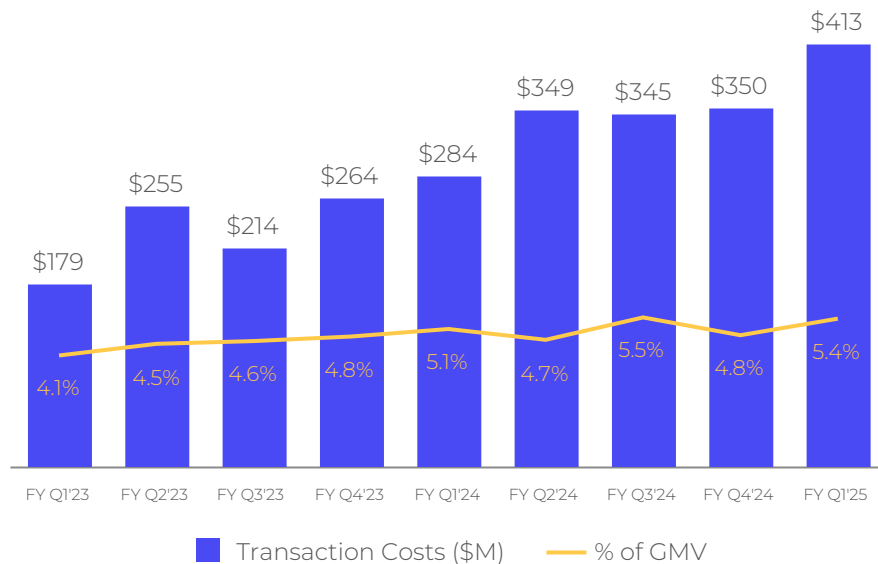
Notes:

1. Amortization of discount is driven by either loan purchases from originating bank partners or the origination of loans with 0% APR or below market interest rates; Consumer & Other Interest Income consists primarily of interest charged to consumers over the term of the consumers' loans based on the principal outstanding
2. 0% APR Loans Held For Investment include all loans that are not interest bearing, including Pay in X (formerly known as Pay in 4) loans
3. Metrics are unaudited

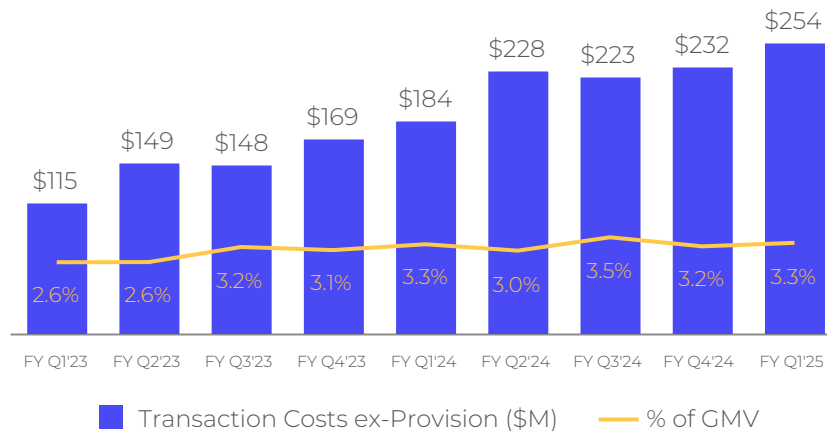


# Transaction Costs

## Transaction Costs



## Transaction Costs ex-Provision

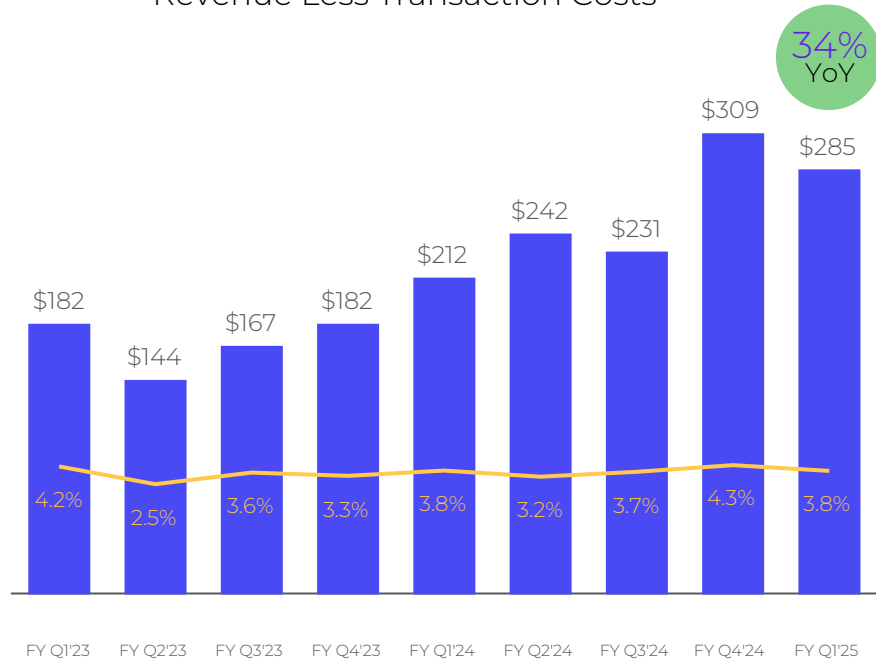


Notes:

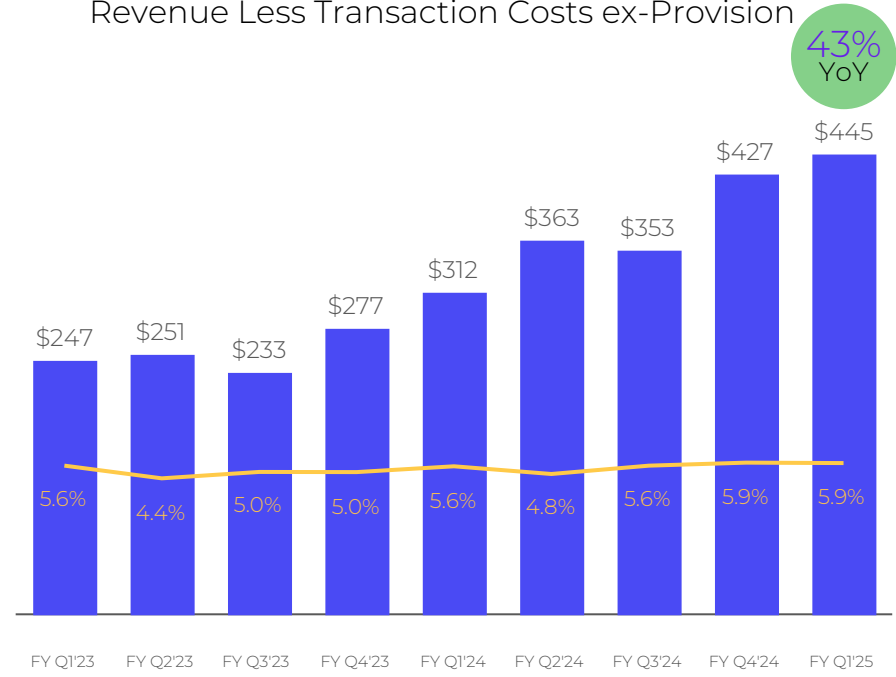
1. Transaction Costs include Loss on loan purchase commitment, Provision for credit losses, Funding costs and Processing and servicing
2. Transaction Costs ex-Provision include Loss on loan purchase commitment, Funding costs and Processing and servicing
3. Metrics are unaudited

# Revenue Less Transaction Costs

## Revenue Less Transaction Costs



## Revenue Less Transaction Costs ex-Provision



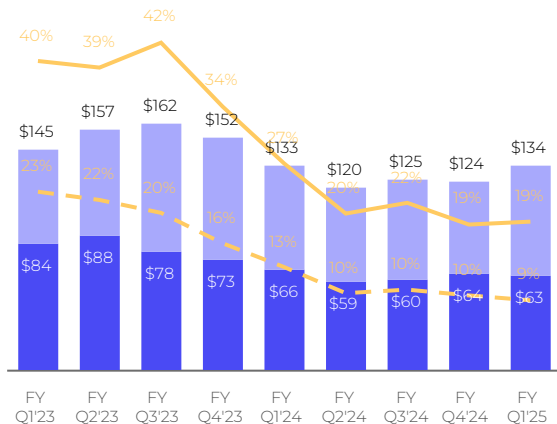
■ Revenue Less Transaction Costs (\$M)    — % of GMV

■ 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. Metrics are unaudited

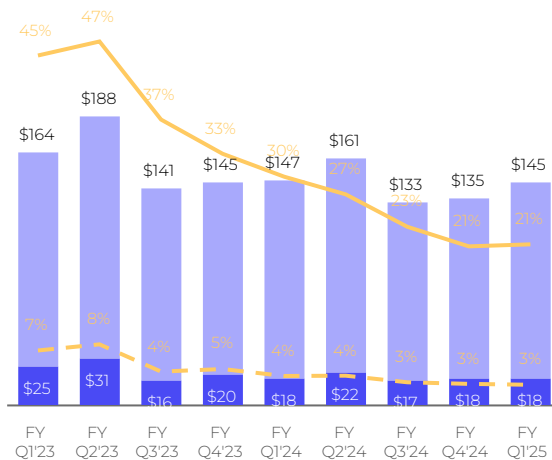
# Operating Expenses

## Technology & Data Analytics



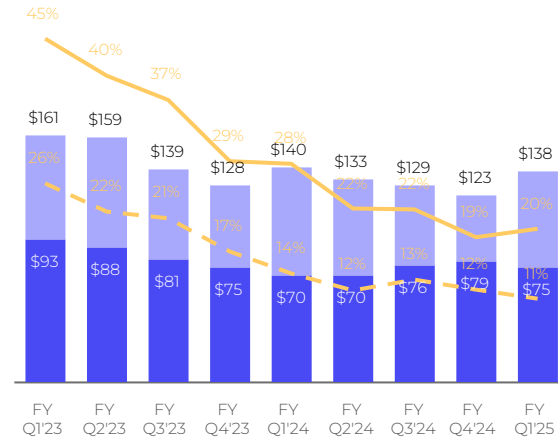
— % of Revenue - GAAP  
- - - % of Revenue - Non-GAAP  
■ Technology & Data Analytics - GAAP (\$M)  
■ Technology & Data Analytics - Non-GAAP(\$M)

## Sales and Marketing



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

## General and Administrative



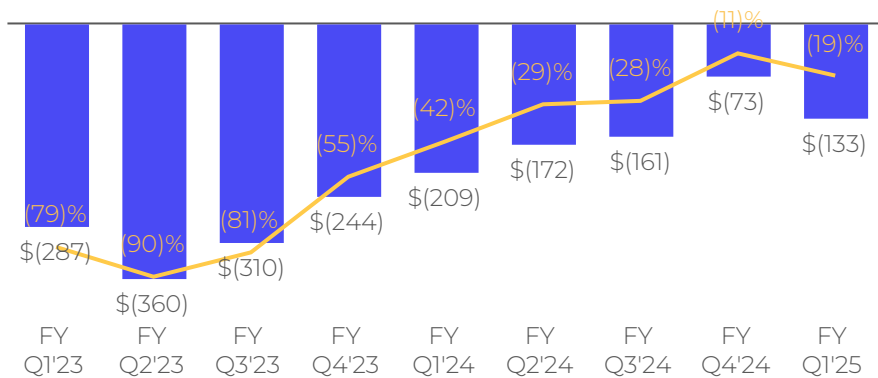
— % of Revenue - GAAP  
- - - % of Revenue - Non-GAAP  
■ General and Administrative - GAAP (\$M)  
■ General and Administrative - Non-GAAP(\$M)

Notes:

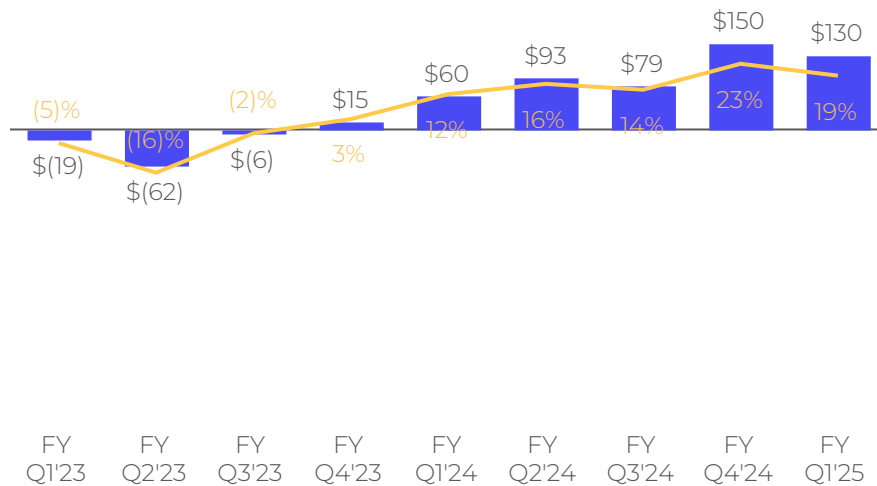
- Non-GAAP operating expenses exclude (a) depreciation and amortization; (b) stock-based compensation included in GAAP operating loss; (c) expenses related to warrants and share-based payments granted to enterprise partners; and (d) certain other costs
- Metrics are unaudited

# 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

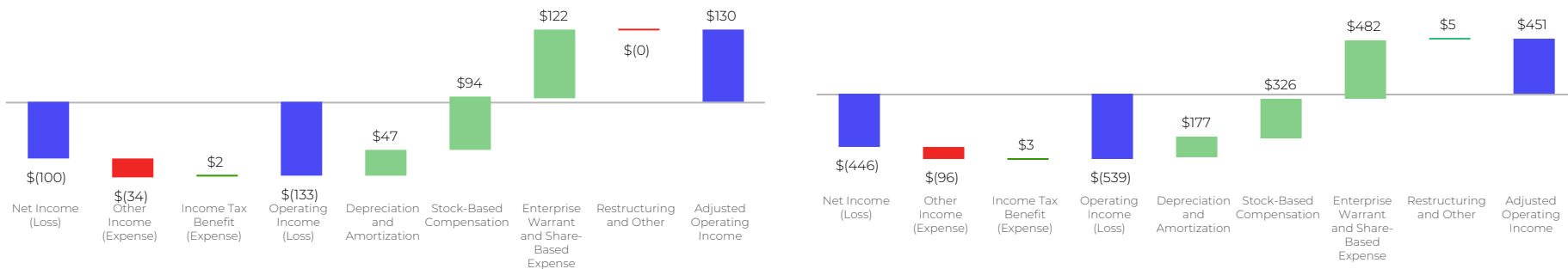
Notes:

- Adjusted Operating Income is calculated as GAAP operating loss, excluding: (a) depreciation and amortization; (b) stock-based compensation included in GAAP operating loss; (c) expenses related to warrants and share-based payments granted to enterprise partners; (d) restructuring costs included in GAAP operating loss; and (e) certain other costs
- Metrics are unaudited

# Net Income to Adjusted Operating Income Reconciliation

Quarter Ending September 30, 2024

12 Months Ending September 30, 2024

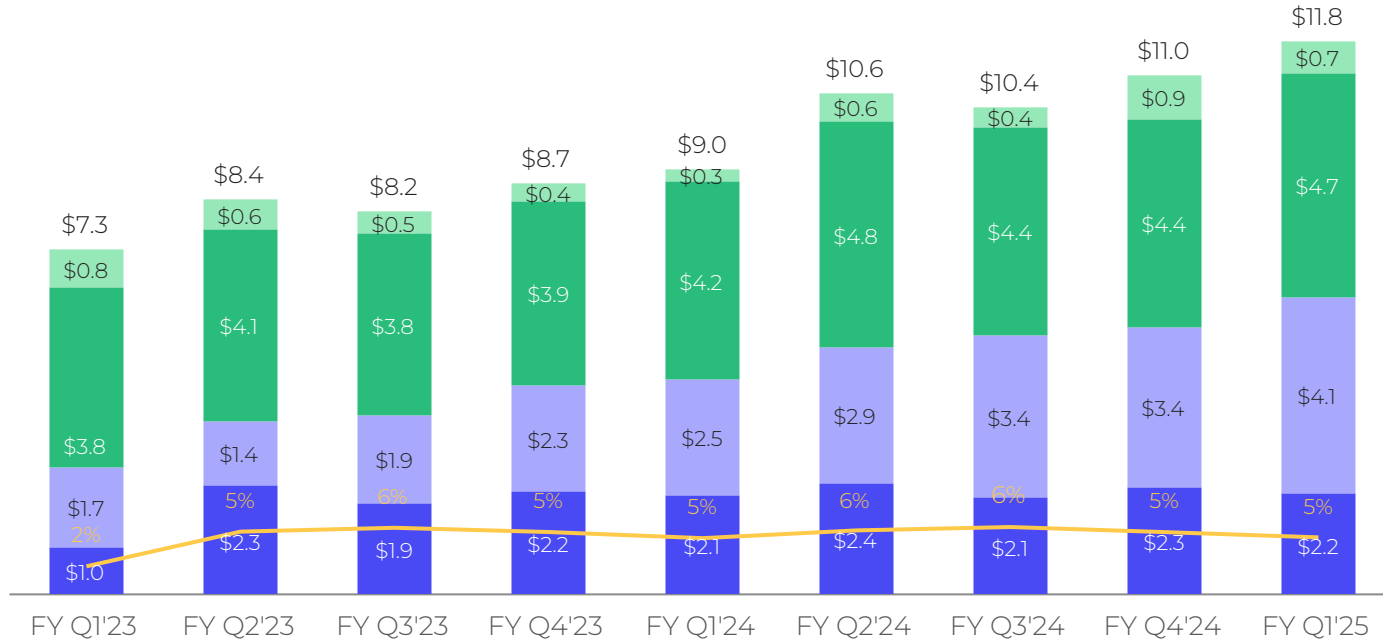


	Quarter Ending				12 Months Ending
	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	September 30, 2024
Net Income (Loss)	\$ (167)	\$ (134)	\$ (45)	\$ (100)	\$ (446)
(-) Other Income (Expense)	(5)	(28)	(29)	(34)	(96)
(-) Income Tax Benefit (Expense)	(1)	1	1	2	3
<b>Operating Income (Loss)</b>	<b>\$ (172)</b>	<b>\$ (161)</b>	<b>\$ (73)</b>	<b>\$ (133)</b>	<b>\$ (539)</b>
(+) Depreciation and Amortization	40	45	44	47	177
(+) Stock-Based Compensation	90	77	65	94	326
(+) Enterprise Warrant and Share-Based Expense	134	112	114	122	482
(+) Restructuring and Other	—	5	—	0	5
(+) Other Costs	—	—	—	—	—
<b>Adjusted Operating Income (Loss)</b>	<b>\$ 93</b>	<b>\$ 79</b>	<b>\$ 150</b>	<b>\$ 130</b>	<b>\$ 451</b>

Notes:

- Dollars in millions
- Adjusted Operating Income is calculated as GAAP operating loss, excluding: (a) depreciation and amortization; (b) stock-based compensation included in GAAP operating loss; (c) expenses related to warrants and share-based payments granted to enterprise partners; (d) restructuring costs included in GAAP operating loss; and (e) certain other costs
- Metrics are unaudited

# Platform Portfolio and Funding Mix



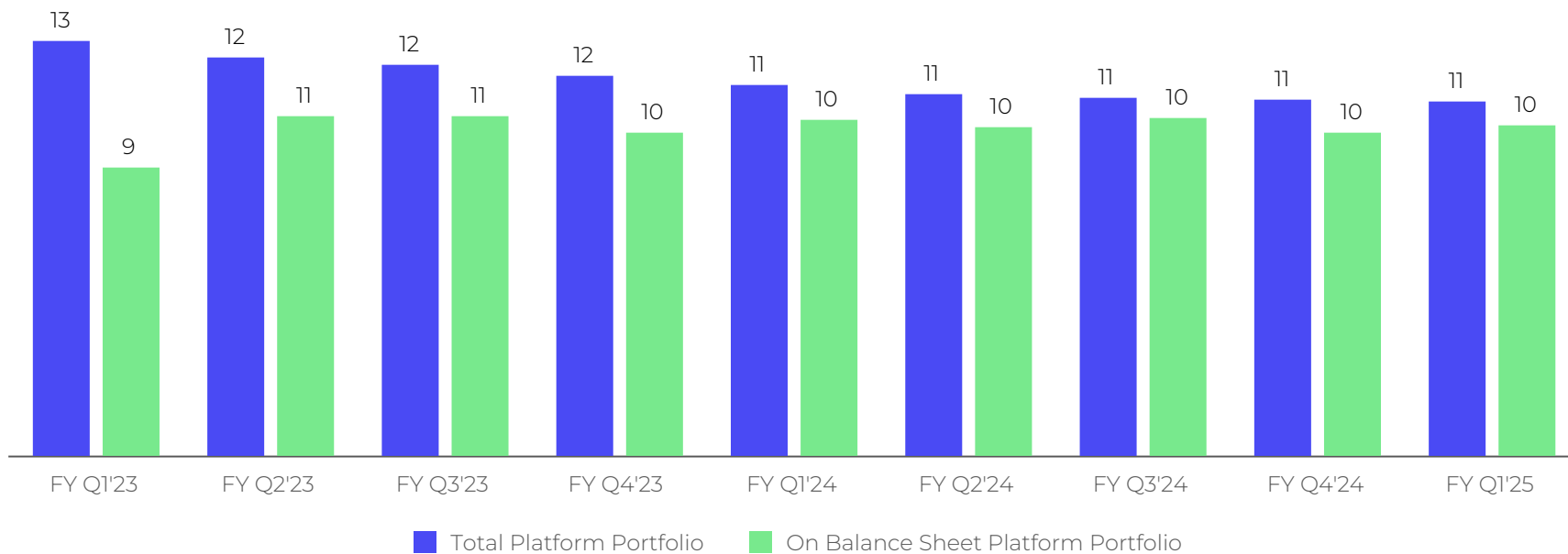
■ On Balance Sheet (non-securitized) (\$B)    ■ On Balance Sheet (securitized) (\$B)  
■ Off Balance Sheet (non-securitized) (\$B)    ■ Off Balance Sheet (securitized) (\$B)  
— Equity Capital Req % Platform

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. Off Balance Sheet (Securitized) includes Loans Pledged as Collateral in securitizations and not consolidated on Affirm's balance sheet
5. 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
6. Metrics are unaudited

# Platform Portfolio Loans - Remaining Term Length

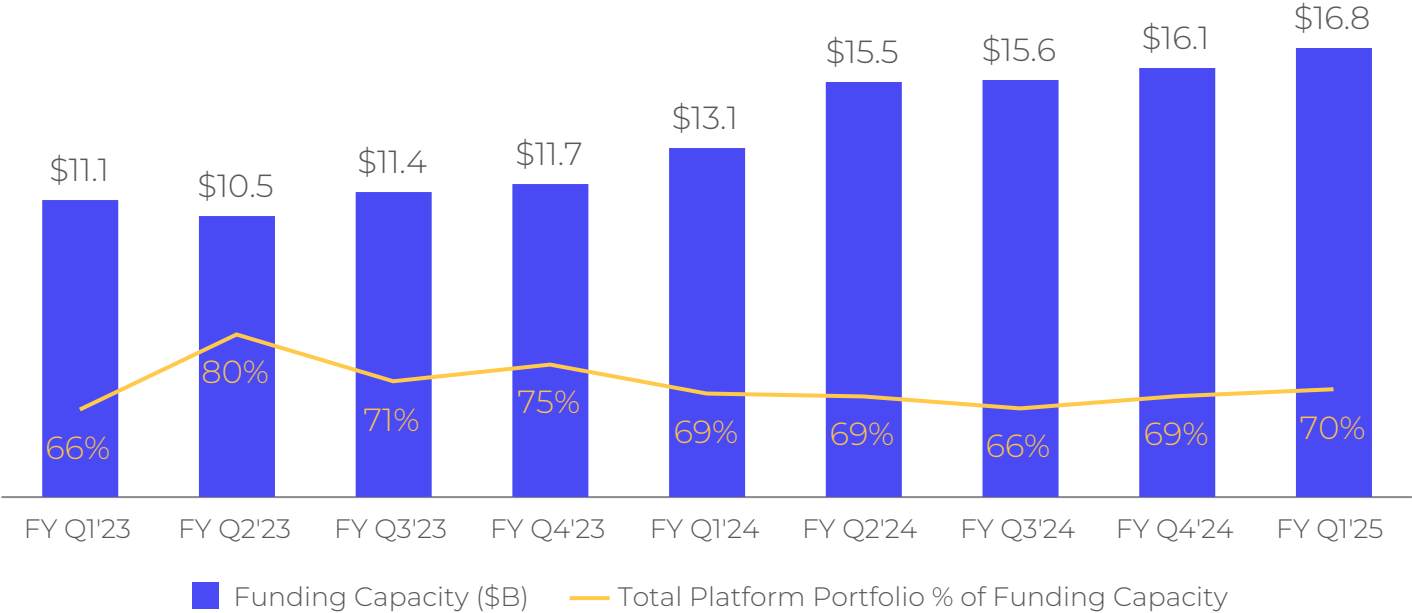
Weighted average remaining term of Total and On Balance Sheet Platform Portfolio (*in months*), as of quarter-end date



Notes:

1. Total Platform Portfolio includes loans owned by Affirm and third parties, on balance sheet portfolio includes loans owned by Affirm
2. Excludes loans made internationally via Affirm or legacy Paybright business and excludes Returnly transactions
3. Metrics are unaudited

# Funding Capacity



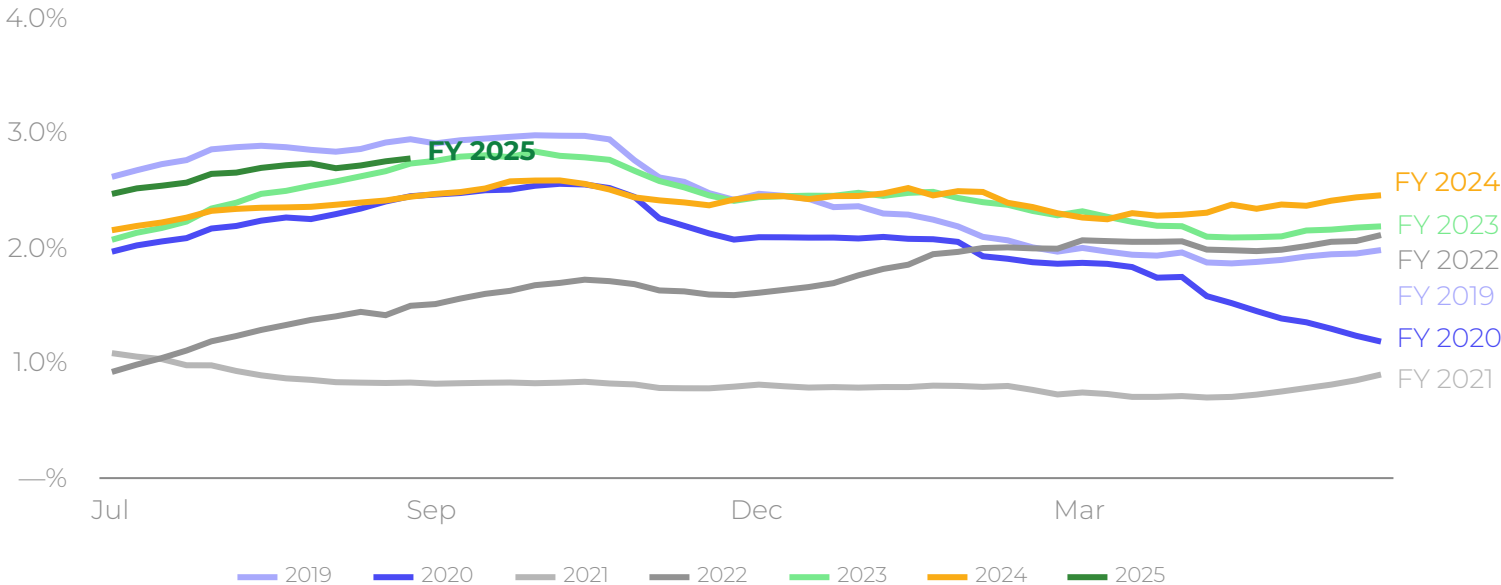
Notes:

1. Metrics are unaudited
2. The Company defines funding capacity as the total amount of committed funding provided by warehouse credit facilities, securitizations, and forward flow loan sale agreements available for the purchase or financing of loans. Funding capacity also includes the utilized portion of uncommitted forward flow loan sale agreements as of the measurement date. The Company believes that funding capacity is a useful performance indicator to both the Company and investors of its ability to fund loan transactions on the Affirm platform.



# Delinquency Performance: Monthly DQ30+

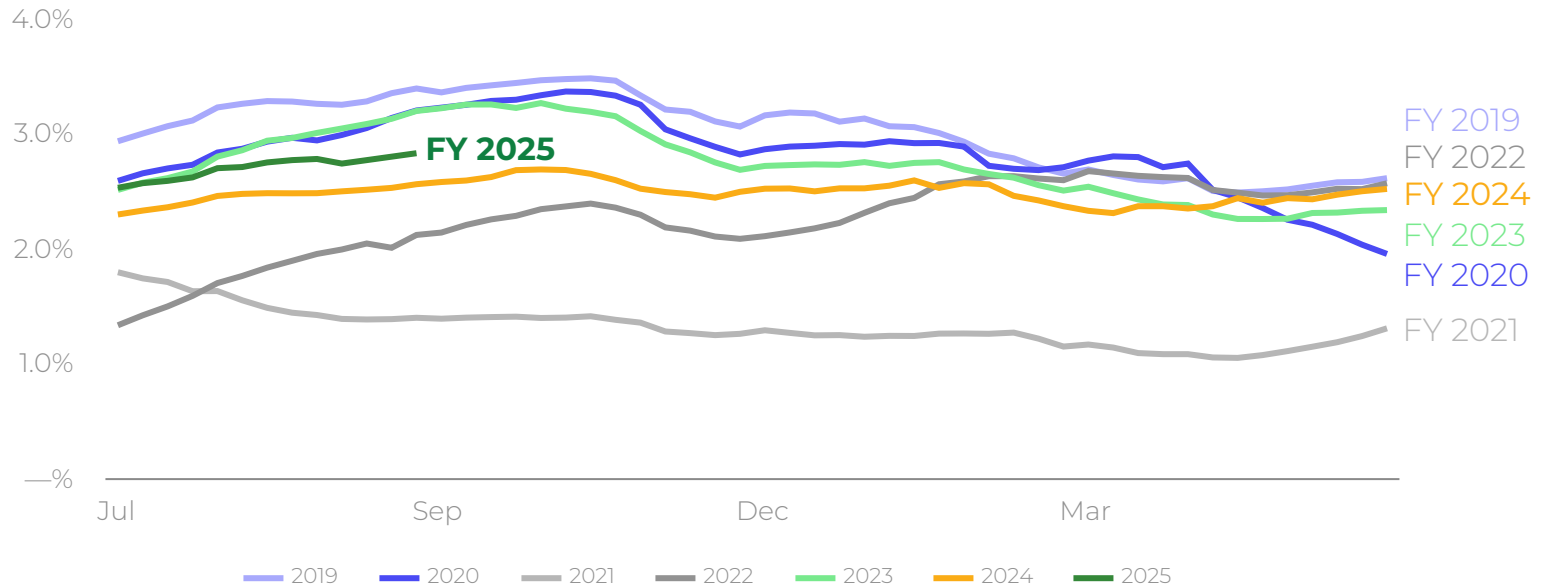
Delinquencies (DQ) of 30+ days as % of Active Balances Excluding Pay in X Loans



Notes:  
 1. Data as of October 2024  
 2. US loans only, excludes Pay in X (formerly known as Split Pay) loan transactions with 0% APR and 4-8 week term lengths  
 3. Metrics are unaudited

# Delinquency Performance: Monthly DQ30+ ex-Peloton

Delinquencies (DQ) of 30+ days as % of Active Balances Excluding Pay in X and Peloton Loans



Notes:

1. Data as of October 2024
2. US loans only, excludes Pay in X (formerly known as Split Pay) loan transactions with 0% APR and 4-8 week term lengths and loans made for Peloton purchases
3. Metrics are unaudited



# Monthly Installment Loan Delinquency Rates

	As of the Three Months Ending			
	September 30	December 31	March 31	June 30
<b>30+ Days Delinquent</b>				
FY 2019	2.9%	2.5%	2.0%	1.9%
FY 2020	2.5%	2.1%	1.9%	1.1%
FY 2021	0.8%	0.8%	0.7%	0.9%
FY 2022	1.5%	1.6%	2.1%	2.1%
FY 2023	2.7%	2.4%	2.3%	2.1%
FY 2024	2.4%	2.4%	2.3%	2.4%
FY 2025	2.8%			
<b>60+ Days Delinquent</b>				
FY 2019	1.6%	1.4%	1.2%	1.1%
FY 2020	1.4%	1.2%	1.1%	0.8%
FY 2021	0.5%	0.4%	0.4%	0.5%
FY 2022	0.9%	0.9%	1.2%	1.2%
FY 2023	1.6%	1.5%	1.4%	1.2%
FY 2024	1.4%	1.4%	1.4%	1.5%
FY 2025	1.7%			
<b>90+ Days Delinquent</b>				
FY 2019	0.8%	0.7%	0.5%	0.5%
FY 2020	0.6%	0.6%	0.5%	0.4%
FY 2021	0.2%	0.2%	0.2%	0.2%
FY 2022	0.4%	0.4%	0.5%	0.5%
FY 2023	0.7%	0.7%	0.6%	0.5%
FY 2024	0.7%	0.7%	0.6%	0.6%
FY 2025	0.8%			



Notes:

1. US loans only, excludes Pay in X (formerly known as Split Pay) loan transactions with 0% APR and 4-8 week term lengths
2. Metrics are unaudited

# Monthly Installment Loan Delinquency Rates Ex-Peloton

	As of the Three Months Ending			
	September 30	December 31	March 31	June 30
<b>30+ Days Delinquent</b>				
FY 2019	3.3%	3.2%	2.7%	2.6%
FY 2020	3.2%	2.9%	2.8%	1.8%
FY 2021	1.4%	1.3%	1.2%	1.3%
FY 2022	2.1%	2.1%	2.7%	2.5%
FY 2023	3.2%	2.7%	2.5%	2.3%
FY 2024	2.5%	2.5%	2.4%	2.5%
FY 2025	2.8%			
<b>60+ Days Delinquent</b>				
FY 2019	1.9%	1.8%	1.6%	1.5%
FY 2020	1.8%	1.7%	1.6%	1.3%
FY 2021	0.8%	0.7%	0.7%	0.7%
FY 2022	1.2%	1.2%	1.6%	1.4%
FY 2023	1.9%	1.6%	1.5%	1.3%
FY 2024	1.5%	1.5%	1.4%	1.5%
FY 2025	1.7%			
<b>90+ Days Delinquent</b>				
FY 2019	0.9%	0.9%	0.7%	0.6%
FY 2020	0.8%	0.8%	0.7%	0.6%
FY 2021	0.4%	0.3%	0.3%	0.3%
FY 2022	0.6%	0.6%	0.6%	0.6%
FY 2023	0.9%	0.8%	0.7%	0.6%
FY 2024	0.7%	0.7%	0.7%	0.6%
FY 2025	0.8%			

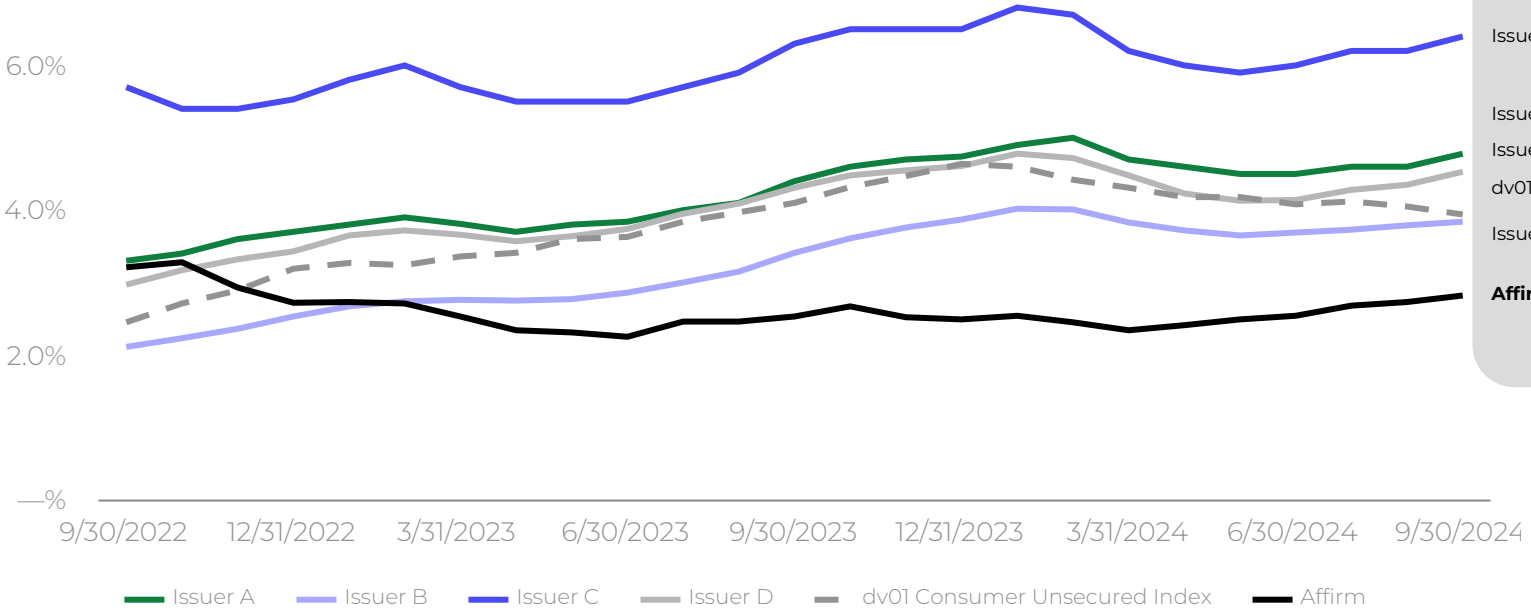


Notes:

1. US loans only, excludes Pay in X (formerly known as Split Pay) loan transactions with 0% APR and 4-8 week term lengths and loans made for Peloton purchases
2. Metrics are unaudited

# 30+ Day Delinquency Performance Against Select Consumer Lenders

Affirm Delinquencies of 30+ days as % of Monthly Installment Loan Active Balances Ex-Peloton



% Non-Prime Receivables	
Issuer C	43%
Issuer A	28%
Issuer D	31%
dv01 index	n.a.
Issuer B	20%
<b>Affirm</b>	<b>42%</b>

Notes:  
 Select consumer lenders include Bread Financial, Capital One, Discover, and Synchrony Financial. Non-Prime receivable mix as of June 30, 2024 or most recently available period based upon publicly available data. Non-Prime is generally defined as a FICO score below 650 to 660. U.S. loans only. Affirm 30+ day delinquencies and non-Prime Receivables mix excludes Pay in X and Peloton loans. The dv01 consumer unsecured index looks at over 4.9 million active loans from leading U.S. online consumer lenders. dv01 delinquency data is owned by, and used with the permission of, dv01, Inc. and may not be reproduced or redistributed outside of this letter without dv01, Inc.'s prior consent. dv01 data reflects 30+ day loan impairments, which includes delinquencies and loan modifications. dv01 data is subject to subsequent revisions.



# Loans Held for Investment by ITACS Score

(\$ in 000s)

	Three Months Ending									
	September 30	December 31	March 31	June 30	September 30	December 31	March 31	June 30	September 30	
	2022	2022	2023	2023	2023	2023	2024	2024	2024	
<u>Amortized Cost Basis of Loans Held for Investment by ITACS Score</u>										
96+	\$ 1,539,374	\$ 2,211,085	\$ 2,322,665	\$ 2,689,847	\$ 2,724,435	\$ 3,010,413	\$ 3,194,962	\$ 3,631,572	\$ 4,132,054	
94-96	663,923	900,297	905,258	1,112,832	1,183,422	1,410,374	1,452,764	1,538,829	1,697,102	
90-94	161,883	127,076	107,785	137,088	163,444	238,518	245,788	291,342	296,007	
<90	34,795	28,979	19,589	14,992	16,013	19,256	14,273	45,367	51,780	
No score	265,409	355,556	386,419	407,206	415,077	504,802	493,288	100,186	61,384	
Total loan receivables	\$ 2,665,384	\$ 3,622,993	\$ 3,741,716	\$ 4,361,965	\$ 4,502,391	\$ 5,183,363	\$ 5,401,075	\$ 5,607,296	\$ 6,238,327	

## Percentage of Amortized Cost Basis of Loans Held for Investment by ITACS Score

96+	58 %	61 %	62 %	62 %	61 %	58 %	59 %	65 %	66 %	
94-96	25 %	25 %	24 %	26 %	26 %	27 %	27 %	28 %	27 %	
90-94	6 %	4 %	3 %	3 %	4 %	5 %	5 %	5 %	5 %	
<90	1 %	1 %	1 %	— %	— %	— %	— %	1 %	1 %	
No score	10 %	10 %	10 %	9 %	9 %	10 %	9 %	2 %	1 %	
Total loan receivables	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	

Notes:

1. Metrics are unaudited

2. Table presents ITACS score distribution of the unpaid principal balance of loans held for investment

3. Balance for loans with "No score" represents loan receivables in experimental products or new markets without sufficient data currently available for use by the Affirm scoring methodology (e.g. Canada)

4. Affirm Canada loans were assigned ITACS scores beginning in F4Q24. Canadian loan receivables are included in "No score" in prior periods.

# Q1'25 Loan Balance and Net Charge-offs by Loan Origination Year

(\$ in 000s)

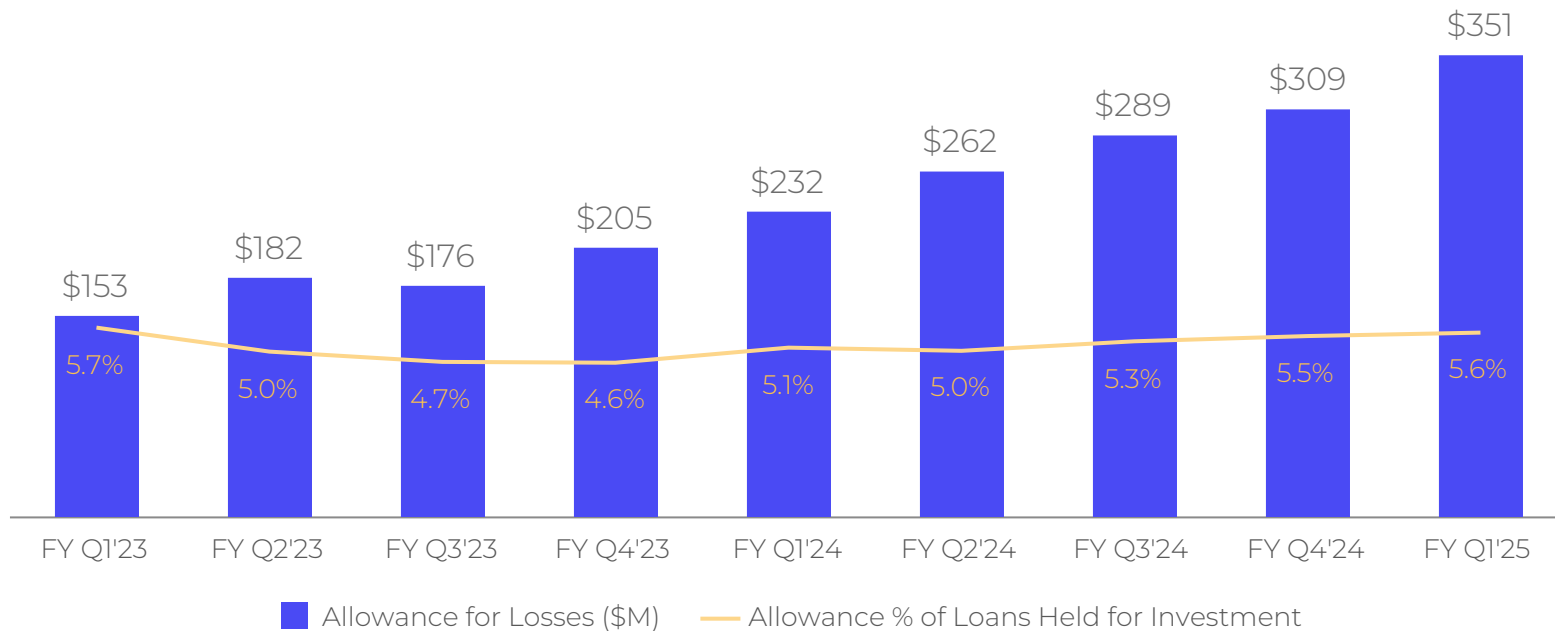
as of September 30, 2024	2025	2024	2023	2022	2021	Prior	Total
<u>Amortized Cost Basis by Fiscal Year of Origination</u>							
Loans Held for Investment and Loans Held for Sale <sup>(2)</sup>	\$ 3,269,463	\$ 2,765,356	\$ 186,872	\$ 16,269	\$ 301	\$ 66	\$ 6,238,327
Current period charge-offs	(1,552)	(107,403)	(11,829)	(510)	(94)	(60)	(121,448)
Current period recoveries	88	3,184	3,357	1,227	242	54	8,152
Current period net charge-offs	(1,464)	(104,219)	(8,472)	717	148	(6)	(113,296)

Notes:

1. Metrics are unaudited

2. Totals shown include the amortized cost basis excluding accrued interest receivable, by fiscal year of origination as of September 30, 2024.

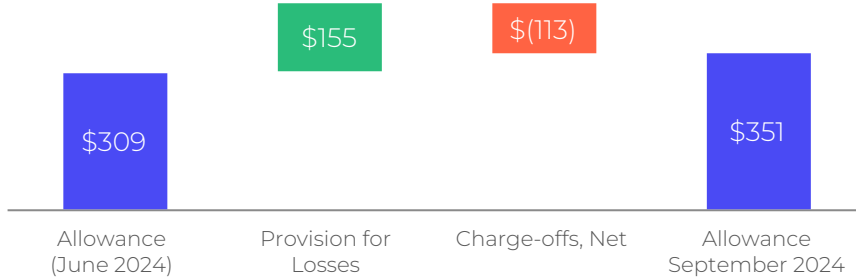
# Allowance and Loans Held for Investment



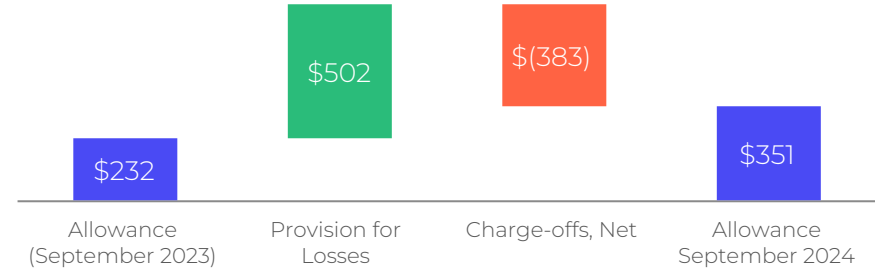


# Change in Allowance for Credit Losses

## Quarterly Change in Allowance



## Last 12 Months Change in Allowance



## Last 12 Months Change in Allowance

	Quarter Ending				12 Months Ending
	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	September 30, 2024
Beginning of Period Allowance	\$ 232	\$ 262	\$ 289	\$ 309	\$ 232
(+) Provision for Loan Losses <sup>3</sup>	116	117	114	155	502
(-) Charge-offs, Net	(86)	(90)	(94)	(113)	(383)
<b>End of Period Allowance</b>	<b>\$ 262</b>	<b>\$ 289</b>	<b>\$ 309</b>	<b>\$ 351</b>	<b>\$ 351</b>
Loans Held for Investment	\$ 5,239	\$ 5,461	\$ 5,670	\$ 6,311	\$ 6,311
<i>Allowance % of Loans Held for Investment</i>	<i>5.0 %</i>	<i>5.3 %</i>	<i>5.5 %</i>	<i>5.6 %</i>	<i>5.6 %</i>

Notes:

1. Dollars in millions
2. Metrics are unaudited
3. Table details activity in the allowance for credit losses, including charge-offs, recoveries and provision for loan losses; excludes provision for merchant and affiliate network revenue losses

# Outlook

# Key Assumptions Incorporated in Outlook

## **Enterprise Warrant Expense:**

- Expenses associated with amortization of the A through C tranches of warrants granted to an enterprise partner are expected to decline to \$5 million per quarter in FQ3'25 and FQ4'25 compared to \$74 million in FQ3'24 and \$72 million in FQ4'24.
- FY'25 expenses associated with the “performance tranche” of warrants granted to the aforementioned enterprise partner are expected to be similar to FY'24.

## **Funding:**

- Equity Capital Required (“ECR”) as a percentage of Total Platform Portfolio (“ECR Ratio”) is expected to remain stable compared to FY'24.
- Based upon the current forward interest rate curve which is embedded in our outlook, benchmark interest rates are expected to decline in FY'25 which should be a tailwind to RLTC as a percentage of GMV.

## **Product and Go-to-Market Initiatives:**

- Our outlook includes the expected financial impact of our Affirm Money Account, the business-to-business (B2B) product, and our UK expansion. None of these initiatives are expected to be material growth contributors during FY'25.
- A recently-launched wallet partnership is not expected to contribute materially to financial results in FY'25. This reflects that the partnership remains in the early stages of commercialization.

## **Seasonality:**

- The quarterly seasonality of FY'25 GMV is expected to be consistent with FY'24, with the second and fourth fiscal quarters showing elevated volumes.

# FY Q2 2025 and FY 2025 Outlook

## The following summarizes Affirm's financial outlook for the full year Fiscal 2025:

- **GMV** of more than \$34 billion
- **Revenue as a % of GMV** at least 20 basis points higher than FY'24
- **Revenue Less Transaction Costs as a % of GMV** at least 20 basis points higher than FY'24
- **Adjusted Operating Margin** of at least 20 percent
- **Weighted Average Shares Outstanding** of 322 million
- **Operating Income:** Based upon our current forecast, we expect to achieve operating income profitability on a GAAP basis in FQ4'25 and plan to operate the business going forward in a manner designed to maintain profitability on this basis.

## The following table summarizes Affirm's financial outlook for the second fiscal quarter of 2025:

	Fiscal Q2 2025
<b>GMV</b>	\$9,350 to \$9,750 million
<b>Revenue</b>	\$770 to \$810 million
<b>Transaction Costs</b>	\$420 to \$440 million
<b>Revenue Less Transaction Costs</b>	\$350 to \$370 million
<b>Adjusted Operating Margin</b>	21 to 23 percent
<b>Weighted Average Shares Outstanding</b>	322 million

# Financials

# Components of Interest Income

Three Months Ended:

(\$ in 000s)	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024
Interest income on unpaid principal balance	\$ 106,138	\$ 125,858	\$ 147,759	\$ 181,437	\$ 226,158	\$ 248,083	\$ 273,581	\$ 295,197	\$ 337,159
Amortization of discount on loans held for investment	38,969	38,838	39,130	41,766	45,118	51,024	53,960	54,552	56,697
Amortization of premiums on loans	(4,374)	(4,580)	(4,515)	(4,159)	(3,980)	(4,183)	(4,256)	(4,526)	(4,633)
Interest receivable charged-off, net of recoveries	(3,931)	(4,795)	(4,104)	(4,220)	(4,617)	(6,578)	(7,573)	(7,605)	(12,159)
Total interest income	\$ 136,802	\$ 155,321	\$ 178,270	\$ 214,824	\$ 262,679	\$ 288,346	\$ 315,712	\$ 337,618	\$ 377,064

# Fully Diluted Shares Outstanding (FY Q1'25)

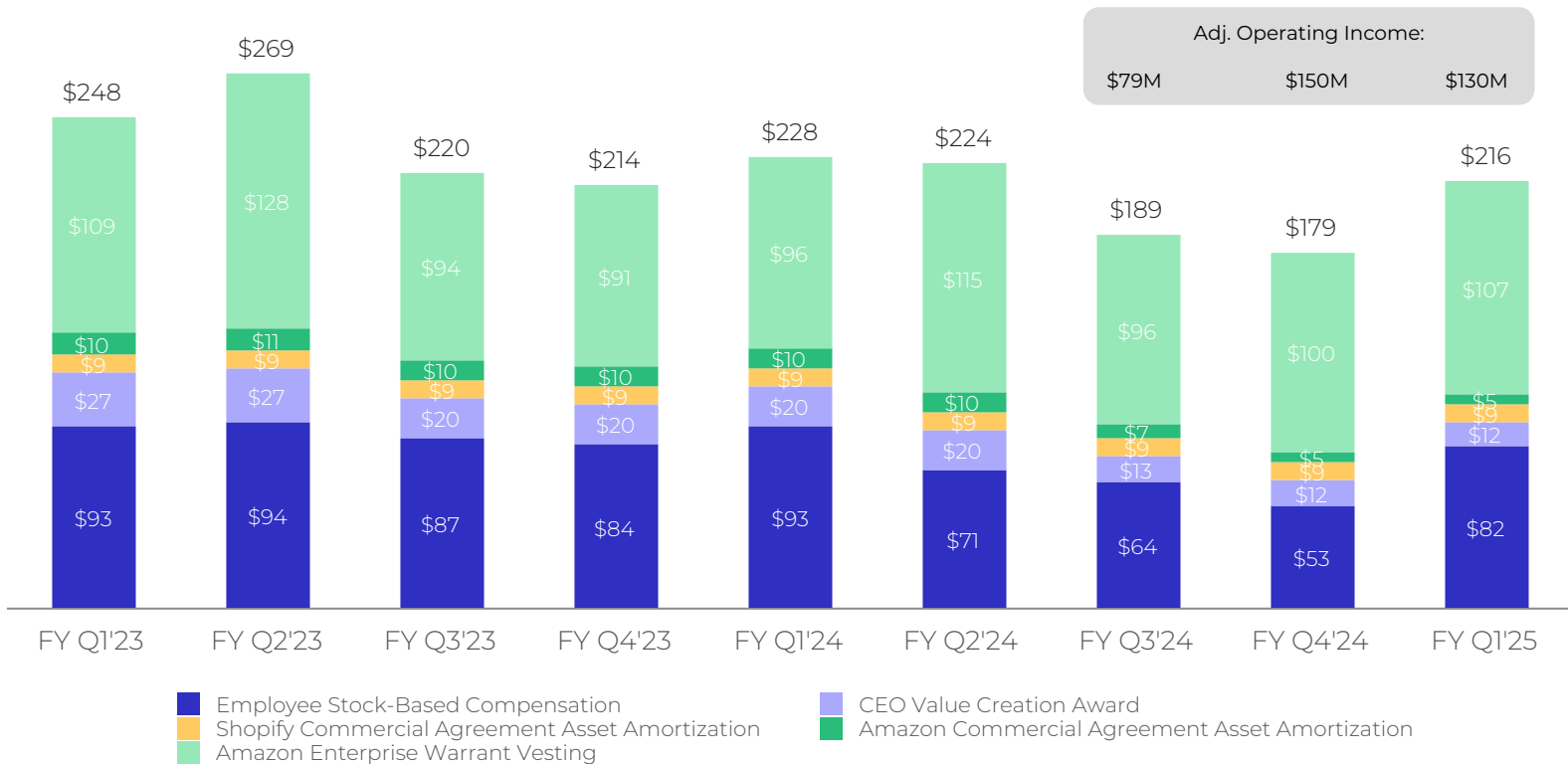
*(Shares in millions)*

Common Shares Outstanding	314
Plus: Balance of Options, Weighted Average Strike Price: \$15.84	17
Plus: Vested Warrants, Weighted Average Strike Price: \$0.01	7
Plus: CEO Value Creation Award, Weighted Average Strike Price: \$49.00	13
Less: Treasury Stock Reduction of Options and Vested Warrants Outstanding	(18)
Plus: Restricted Stock Units	24
<hr/>	
Fully Diluted Shares, Treasury Stock Method	357

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

- Common shares outstanding and restricted stock units are as of September 30, 2024
- Balance of options and vested warrants outstanding as of September 30, 2024 and reduced by 18 million shares using treasury stock method with \$50.00 closing stock price as of 11/6/2024
- Vested warrants include penny warrants
- Excludes \$100.00 strike price warrants

# Share-Based Payment Expense



Notes:  
 1. Metrics are unaudited  
 2. Dollars in millions  
 3. Amounts above are included in Operating Expenses



# Reconciliations

# Quarterly Revenue & Transaction Cost Detail

(\$ in 000s except GMV)	Three Months Ended									
	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	
<b>Gross Merchandise Value (\$M)</b>	\$ 4,389	\$ 5,658	\$ 4,639	\$ 5,515	\$ 5,617	\$ 7,494	\$ 6,294	\$ 7,241	\$ 7,598	
<b>Revenue</b>										
Merchant network revenue	\$ 113,149	\$ 134,019	\$ 119,013	\$ 141,419	\$ 145,950	\$ 188,357	\$ 159,292	\$ 181,008	\$ 184,339	
Card network revenue	26,708	29,117	29,469	34,044	33,476	39,269	35,676	42,980	47,480	
Total network revenue	\$ 139,857	\$ 163,136	\$ 148,482	\$ 175,463	\$ 179,426	\$ 227,626	\$ 194,968	\$ 223,988	\$ 231,819	
Interest income	136,802	155,321	178,270	214,824	262,679	288,346	315,712	337,618	377,064	
Gain (loss) on sales of loans	63,595	59,607	32,813	32,326	34,285	52,702	40,183	69,983	63,613	
Servicing income	21,370	21,494	21,413	23,212	20,157	22,436	25,294	27,596	25,983	
<b>Total Revenue, net</b>	\$ 361,624	\$ 399,558	\$ 380,978	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	\$ 698,479	
<b>Transaction Costs</b>										
Loss on loan purchase commitment	\$ 35,610	\$ 38,422	\$ 31,224	\$ 35,009	\$ 34,866	\$ 53,630	\$ 44,143	\$ 47,756	\$ 54,237	
Provision for credit losses	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609	159,824	
Funding costs	25,066	43,751	51,188	63,008	73,931	84,617	90,449	95,256	104,145	
Processing and servicing	54,359	66,508	65,229	71,247	75,671	90,203	88,209	89,166	95,146	
<b>Total Transaction Costs</b>	\$ 179,285	\$ 255,370	\$ 214,079	\$ 263,747	\$ 284,164	\$ 349,330	\$ 345,244	\$ 349,787	\$ 413,352	
<b>Revenue Less Transaction Costs</b>	\$ 182,339	\$ 144,188	\$ 166,899	\$ 182,078	\$ 212,383	\$ 241,780	\$ 230,913	\$ 309,398	\$ 285,127	
<b>Line Items as a % of GMV</b>										
<b>Gross Merchandise Value</b>	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	
<b>Revenue</b>										
Merchant network revenue	2.6 %	2.4 %	2.6 %	2.6 %	2.6 %	2.5 %	2.5 %	2.5 %	2.4 %	
Virtual card network revenue	0.6 %	0.5 %	0.6 %	0.6 %	0.6 %	0.5 %	0.6 %	0.6 %	0.6 %	
Total network revenue	3.2 %	2.9 %	3.2 %	3.2 %	3.2 %	3.0 %	3.1 %	3.1 %	3.1 %	
Interest income	31 %	2.7 %	3.8 %	3.9 %	4.7 %	3.8 %	5.0 %	4.7 %	5.0 %	
Gain (loss) on sales of loans	1.4 %	1.1 %	0.7 %	0.6 %	0.6 %	0.7 %	0.6 %	1.0 %	0.8 %	
Servicing income	0.5 %	0.4 %	0.5 %	0.4 %	0.4 %	0.3 %	0.4 %	0.4 %	0.3 %	
<b>Total Revenue, net</b>	8.2 %	7.1 %	8.2 %	8.1 %	8.8 %	7.9 %	9.2 %	9.1 %	9.2 %	
<b>Transaction Costs</b>										
Loss on loan purchase commitment	0.8 %	0.7 %	0.7 %	0.6 %	0.6 %	0.7 %	0.7 %	0.7 %	0.7 %	
Provision for credit losses	1.5 %	1.9 %	1.4 %	1.7 %	1.8 %	1.6 %	1.9 %	1.6 %	2.1 %	
Funding costs	0.6 %	0.8 %	1.1 %	1.1 %	1.3 %	1.1 %	1.4 %	1.3 %	1.4 %	
Processing and servicing	1.2 %	1.2 %	1.4 %	1.3 %	1.3 %	1.2 %	1.4 %	1.2 %	1.3 %	
<b>Total Transaction Costs</b>	4.1 %	4.5 %	4.6 %	4.8 %	5.1 %	4.7 %	5.5 %	4.8 %	5.4 %	
<b>Revenue Less Transaction Costs</b>	4.2 %	2.5 %	3.6 %	3.3 %	3.8 %	3.2 %	3.7 %	4.3 %	3.8 %	

Notes:

1. Metrics are unaudited

# Annual Revenue & Transaction Cost Detail

(\$ in 000s except GMV)	Twelve Months Ended:					
	June 30, 2022		June 30, 2023		June 30, 2024	
<b>Gross Merchandise Value (\$M)</b>	\$	15,483	\$	20,201	\$	26,646
<b>Revenue</b>						
Merchant network revenue	\$	458,511	\$	507,600	\$	674,607
Card network revenue		100,696		119,338		151,401
Total network revenue	\$	559,207	\$	626,938	\$	826,008
Interest income		527,880		685,217		1,204,355
Gain (loss) on sales of loans		196,435		188,341		197,153
Servicing income		65,770		87,489		95,483
<b>Total Revenue, net</b>	\$	1,349,292	\$	1,587,985	\$	2,322,999
<b>Transaction Costs</b>						
Loss on loan purchase commitment	\$	204,081	\$	140,265	\$	180,395
Provision for credit losses		255,272		331,860		460,628
Funding costs		69,694		183,013		344,253
Processing and servicing		157,814		257,343		343,249
<b>Total Transaction Costs</b>	\$	686,861	\$	912,481	\$	1,328,525
<b>Revenue Less Transaction Costs</b>	\$	662,431	\$	675,504	\$	994,474
<b>Line Items as a % of GMV</b>						
<b>Gross Merchandise Value</b>		100.0 %		100.0 %		100.0 %
<b>Revenue</b>						
Merchant network revenue		3.0 %		2.5 %		2.5 %
Virtual card network revenue		0.7 %		0.6 %		0.6 %
Total network revenue		3.6 %		3.1 %		3.1 %
Interest income		3.4 %		3.4 %		4.5 %
Gain (loss) on sales of loans		1.3 %		0.9 %		0.7 %
Servicing income		0.4 %		0.4 %		0.4 %
<b>Total Revenue, net</b>		8.7 %		7.9 %		8.7 %
<b>Transaction Costs</b>						
Loss on loan purchase commitment		1.3 %		0.7 %		0.7 %
Provision for credit losses		1.6 %		1.6 %		1.7 %
Funding costs		0.5 %		0.9 %		1.3 %
Processing and servicing		1.0 %		1.3 %		1.3 %
<b>Total Transaction Costs</b>		4.4 %		4.5 %		5.0 %
<b>Revenue Less Transaction Costs</b>		4.3 %		3.3 %		3.7 %

Notes:

1. Metrics are unaudited

# Income Statement Reconciliations - Fiscal Quarter

Three Months Ended

	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024
<b>Income Statement Reconciliations (\$K)</b>									
Total Revenue	\$ 361,624	\$ 399,558	\$ 380,978	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	\$ 698,479
<b>Operating Expenses</b>									
Loss on loan purchase commitment	\$ 35,610	\$ 38,422	\$ 31,224	\$ 35,009	\$ 34,866	\$ 53,630	\$ 44,143	\$ 47,756	\$ 54,237
Provision for credit losses	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609	159,824
Funding costs	25,066	43,751	51,188	63,008	73,931	84,617	90,449	95,256	104,145
Processing and servicing	54,359	66,508	65,229	71,247	75,671	90,203	88,209	89,166	95,146
Total Transaction Costs	\$ 179,285	\$ 255,370	\$ 214,079	\$ 263,747	\$ 284,164	\$ 349,330	\$ 345,244	\$ 349,787	\$ 413,352
Technology and data analytics	144,961	156,747	161,792	152,318	132,965	119,833	124,828	124,231	134,290
Sales and marketing	163,873	188,334	140,942	145,131	146,866	161,265	132,950	135,324	145,233
Restructuring and other	—	—	34,934	936	1,665	56	5,203	(156)	(255)
General and administrative	160,972	158,639	139,266	127,521	140,334	132,777	128,721	123,459	138,482
Total Operating Expenses	\$ 649,091	\$ 759,090	\$ 691,013	\$ 689,653	\$ 705,994	\$ 763,261	\$ 736,946	\$ 732,645	\$ 831,102
Operating Income (Loss)	\$ (287,467)	\$ (359,532)	\$ (310,035)	\$ (243,828)	\$ (209,447)	\$ (172,151)	\$ (160,789)	\$ (73,460)	\$ (132,623)
<b>Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision</b>									
Total Revenue	\$ 361,624	\$ 399,558	\$ 380,978	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	\$ 698,479
Less: Loss on loan purchase commitment	35,610	38,422	31,224	35,009	34,866	53,630	44,143	47,756	54,237
Less: Provision for credit losses	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609	159,824
Less: Funding costs	25,066	43,751	51,188	63,008	73,931	84,617	90,449	95,256	104,145
Less: Processing and servicing	54,359	66,508	65,229	71,247	75,671	90,203	88,209	89,166	95,146
Revenue Less Transaction Costs	\$ 182,339	\$ 144,188	\$ 166,899	\$ 182,078	\$ 212,383	\$ 241,780	\$ 230,913	\$ 309,398	\$ 285,127
Plus: Provision for credit losses	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609	159,824
Revenue Less Transaction Costs ex-Provision	\$ 246,589	\$ 250,877	\$ 233,337	\$ 276,561	\$ 312,079	\$ 362,660	\$ 353,356	\$ 427,007	\$ 444,951
<b>Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)</b>									
Operating Income (Loss)	\$ (287,467)	\$ (359,532)	\$ (310,035)	\$ (243,828)	\$ (209,447)	\$ (172,151)	\$ (160,789)	\$ (73,460)	\$ (132,623)
Plus: Depreciation and amortization	20,882	23,004	46,068	43,279	40,060	40,372	45,189	44,284	46,715
Plus: Stock-based compensation expense	119,808	121,775	106,789	103,337	112,359	90,164	77,075	64,913	94,233
Plus: Enterprise warrant and share-based expense	128,205	147,516	112,961	110,467	115,373	134,167	111,829	114,226	121,519
Plus: Restructuring and other <sup>1</sup>	—	—	34,934	936	1,665	56	5,203	(156)	(255)
Plus: Other costs <sup>2</sup>	5	5,203	2,858	517	(66)	—	—	—	—
Adjusted Operating Income (Loss)	\$ (18,567)	\$ (62,034)	\$ (6,425)	\$ 14,709	\$ 59,944	\$ 92,608	\$ 78,506	\$ 149,807	\$ 129,589

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited.

# Income Statement Reconciliations - Fiscal Year

	June 30, 2022		June 30, 2023		June 30, 2024	
<b>Income Statement Reconciliations (\$K)</b>						
Total Revenue	\$	1,349,292	\$	1,587,985	\$	2,322,999
Operating Expenses						
Loss on loan purchase commitment	\$	204,081	\$	140,265	\$	180,395
Provision for credit losses		255,272		331,860		460,628
Funding costs		69,694		183,013		344,253
Processing and servicing		157,814		257,343		343,249
Total Transaction Costs	\$	686,861	\$	912,481	\$	1,328,525
Technology and data analytics		418,643		615,818		501,857
Sales and marketing		532,343		638,280		576,405
Restructuring and other		—		35,870		6,768
General and administrative		577,493		586,398		525,291
Total Operating Expenses	\$	2,215,340	\$	2,788,847	\$	2,938,846
Operating Income (Loss)	\$	(866,048)	\$	(1,200,862)	\$	(615,847)
<b>Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision</b>						
Total Revenue	\$	1,349,292	\$	1,587,985	\$	2,322,999
Less: Loss on loan purchase commitment		204,081		140,265		180,395
Less: Provision for credit losses		255,272		331,860		460,628
Less: Funding costs		69,694		183,013		344,253
Less: Processing and servicing		157,814		257,343		343,249
Revenue Less Transaction Costs	\$	662,431	\$	675,504	\$	994,474
Plus: Provision for credit losses		255,272		331,860		460,628
Revenue Less Transaction Costs ex-Provision	\$	917,703	\$	1,007,364	\$	1,455,102
<b>Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)</b>						
Operating Income (Loss)	\$	(866,048)	\$	(1,200,862)	\$	(615,847)
Plus: Depreciation and amortization		52,722		133,233		169,904
Plus: Stock-based compensation expense		390,983		451,709		344,511
Plus: Enterprise warrant and share-based expense		343,268		499,150		475,595
Plus: Restructuring and other <sup>1</sup>		—		35,870		6,768
Plus: Other costs <sup>2</sup>		743		8,583		(66)
Adjusted Operating Income (Loss)	\$	(78,332)	\$	(72,317)	\$	380,865

NOTES:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations, H2'24

(\$ in 000s)

Three Months Ended September 30, 2024

	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP
Loss on loan purchase commitment	\$ 54,237	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 54,237
Provision for credit losses	159,824	0	0	0	0	0	159,824
Funding costs	104,145	0	0	0	0	0	104,145
Processing and servicing	95,146	32	262	0	0	0	94,852
<b>Total Transaction Costs</b>	<b>\$ 413,352</b>	<b>\$ 32</b>	<b>\$ 262</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 413,058</b>
Technology and data analytics	\$ 134,290	\$ 45,392	\$ 25,972	\$ 0	\$ 0	\$ 0	\$ 62,926
Sales and marketing	145,233	686	5,195	121,519	0	0	17,833
General and administrative	138,482	605	62,804	0	0	0	75,073
Restructuring and other	(255)	0	0	0	(255)	0	0
<b>Other Operating Expenses</b>	<b>\$ 417,750</b>	<b>\$ 46,683</b>	<b>\$ 93,971</b>	<b>\$ 121,519</b>	<b>\$ (255)</b>	<b>\$ 0</b>	<b>\$ 155,833</b>
<b>Total Operating Expenses</b>	<b>\$ 831,102</b>	<b>\$ 46,715</b>	<b>\$ 94,233</b>	<b>\$ 121,519</b>	<b>\$ (255)</b>	<b>\$ —</b>	<b>\$ 568,890</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations, H2'24

(\$ in 000s)

	Three Months Ended June 30, 2024							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 47,756	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 47,756
Provision for credit losses	117,609	0	0	0	0	0	0	117,609
Funding costs	95,256	0	0	0	0	0	0	95,256
Processing and servicing	89,166	35	114	0	0	0	0	89,017
<b>Total Transaction Costs</b>	<b>\$ 349,787</b>	<b>\$ 35</b>	<b>\$ 114</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 349,638</b>
Technology and data analytics	\$ 124,231	\$ 42,875	\$ 17,789	\$ 0	\$ 0	\$ 0	\$ 0	\$ 63,567
Sales and marketing	135,324	757	2,746	114,226	0	0	0	17,595
General and administrative	123,459	616	44,264	0	0	0	0	78,579
Restructuring and other	(156)	0	0	0	(156)	0	0	0
Other Operating Expenses	\$ 382,858	\$ 44,249	\$ 64,799	\$ 114,226	\$ (156)	\$ 0	\$ 0	\$ 159,740
<b>Total Operating Expenses</b>	<b>\$ 732,645</b>	<b>\$ 44,284</b>	<b>\$ 64,913</b>	<b>\$ 114,226</b>	<b>\$ (156)</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 509,378</b>

(\$ in 000s)

	Three Months Ended March 31, 2024							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 44,143	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 44,143
Provision for credit losses	122,443	0	0	0	0	0	0	122,443
Funding costs	90,449	0	0	0	0	0	0	90,449
Processing and servicing	88,209	58	165	0	0	0	0	87,986
<b>Total Transaction Costs</b>	<b>\$ 345,244</b>	<b>\$ 58</b>	<b>\$ 165</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 345,021</b>
Technology and data analytics	\$ 124,828	\$ 43,841	\$ 21,105	\$ 0	\$ 0	\$ 0	\$ 0	\$ 59,882
Sales and marketing	132,950	683	3,858	111,829	0	0	0	16,580
General and administrative	128,721	606	51,947	0	0	0	0	76,168
Restructuring and other	5,203	0	0	0	5,203	0	0	0
Other Operating Expenses	\$ 391,702	\$ 45,130	\$ 76,910	\$ 111,829	\$ 5,203	\$ 0	\$ 0	\$ 152,630
<b>Total Operating Expenses</b>	<b>\$ 736,946</b>	<b>\$ 45,189</b>	<b>\$ 77,075</b>	<b>\$ 111,829</b>	<b>\$ 5,203</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 497,651</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations, H1'24

(\$ in 000s)

	Three Months Ended December 31, 2023							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 53,630	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 53,630
Provision for credit losses	120,880	0	0	0	0	0	0	120,880
Funding costs	84,617	0	0	0	0	0	0	84,617
Processing and servicing	90,203	158	1,353	0	0	0	0	88,692
<b>Total Transaction Costs</b>	<b>\$ 349,330</b>	<b>\$ 158</b>	<b>\$ 1,353</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 347,819</b>
Technology and data analytics	\$ 119,833	\$ 38,531	\$ 22,567	\$ 0	\$ 0	\$ 0	\$ 0	\$ 58,735
Sales and marketing	161,265	721	4,305	134,167	0	0	0	22,072
General and administrative	132,777	962	61,939	0	0	0	0	69,876
Restructuring and other	56	0	0	0	56	0	0	0
Other Operating Expenses	\$ 413,931	\$ 40,213	\$ 88,811	\$ 134,167	\$ 56	\$ 0	\$ 0	\$ 150,683
<b>Total Operating Expenses</b>	<b>\$ 763,261</b>	<b>\$ 40,372</b>	<b>\$ 90,164</b>	<b>\$ 134,167</b>	<b>\$ 56</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 498,502</b>

(\$ in 000s)

	Three Months Ended September 30, 2023							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 34,866	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 34,866
Provision for credit losses	99,696	0	0	0	0	0	0	99,696
Funding costs	73,931	0	0	0	0	0	0	73,931
Processing and servicing	75,671	99	1,575	0	0	0	0	73,997
<b>Total Transaction Costs</b>	<b>\$ 284,164</b>	<b>\$ 99</b>	<b>\$ 1,575</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 282,490</b>
Technology and data analytics	\$ 132,965	\$ 31,676	\$ 35,135	\$ 0	\$ 0	\$ 0	\$ 0	\$ 66,154
Sales and marketing	146,866	7,681	5,465	115,373	0	0	0	18,347
General and administrative	140,334	604	70,184	0	0	(66)	0	69,612
Restructuring and other	1,665	0	0	0	1,665	0	0	0
Other Operating Expenses	\$ 421,830	\$ 39,961	\$ 110,784	\$ 115,373	\$ 1,665	\$ (66)	\$ 0	\$ 154,113
<b>Total Operating Expenses</b>	<b>\$ 705,994</b>	<b>\$ 40,060</b>	<b>\$ 112,359</b>	<b>\$ 115,373</b>	<b>\$ 1,665</b>	<b>\$ (66)</b>	<b>\$ 0</b>	<b>\$ 436,603</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited



# GAAP to Non-GAAP Expense Reconciliations, H2'23

(\$ in 000s)

	Three Months Ended June 30, 2023									
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP			
Loss on loan purchase commitment	\$ 35,009	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 35,009
Provision for credit losses	94,483	0	0	0	0	0	0	0	0	94,483
Funding costs	63,008	0	0	0	0	0	0	0	0	63,008
Processing and servicing	71,247	109	1,411	0	0	0	0	0	0	69,727
<b>Total Transaction Costs</b>	<b>\$ 263,747</b>	<b>\$ 109</b>	<b>\$ 1,411</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 262,227</b>
Technology and data analytics	\$ 152,318	\$ 34,737	\$ 44,394	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 73,187
Sales and marketing	145,131	7,773	6,397	110,467	0	0	0	0	0	20,493
General and administrative	127,521	660	51,135	0	0	0	0	517	0	75,208
Restructuring and other	936	0	0	0	936	0	0	0	0	0
<b>Other Operating Expenses</b>	<b>\$ 425,906</b>	<b>\$ 43,170</b>	<b>\$ 101,926</b>	<b>\$ 110,467</b>	<b>\$ 936</b>	<b>\$ 517</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 168,889</b>
<b>Total Operating Expenses</b>	<b>\$ 689,653</b>	<b>\$ 43,279</b>	<b>\$ 103,337</b>	<b>\$ 110,467</b>	<b>\$ 936</b>	<b>\$ 517</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 431,116</b>

(\$ in 000s)

	Three Months Ended March 31, 2023									
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP			
Loss on loan purchase commitment	\$ 31,224	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 31,224
Provision for credit losses	66,438	0	0	0	0	0	0	0	0	66,438
Funding costs	51,188	0	0	0	0	0	0	0	0	51,188
Processing and servicing	65,229	100	1,120	0	0	0	0	0	0	64,009
<b>Total Transaction Costs</b>	<b>\$ 214,079</b>	<b>\$ 100</b>	<b>\$ 1,120</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 212,859</b>
Technology and data analytics	\$ 161,792	\$ 39,167	\$ 45,040	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 77,585
Sales and marketing	140,942	5,890	5,840	112,961	0	0	0	0	0	16,251
General and administrative	139,266	911	54,789	0	0	0	0	2,858	0	80,708
Restructuring and other	34,934	0	0	0	34,934	0	0	0	0	0
<b>Other Operating Expenses</b>	<b>\$ 476,934</b>	<b>\$ 45,968</b>	<b>\$ 105,669</b>	<b>\$ 112,961</b>	<b>\$ 34,934</b>	<b>\$ 2,858</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 174,544</b>
<b>Total Operating Expenses</b>	<b>\$ 691,013</b>	<b>\$ 46,068</b>	<b>\$ 106,789</b>	<b>\$ 112,961</b>	<b>\$ 34,934</b>	<b>\$ 2,858</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 387,403</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations, H1'23

(\$ in 000s)

	Three Months Ended December 31, 2022							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 38,422	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 38,422
Provision for credit losses	106,689	0	0	0	0	0	0	106,689
Funding costs	43,751	0	0	0	0	0	0	43,751
Processing and servicing	66,508	108	1,033	0	0	0	0	65,367
<b>Total Transaction Costs</b>	<b>\$ 255,370</b>	<b>\$ 108</b>	<b>\$ 1,033</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 254,229</b>
Technology and data analytics	\$ 156,747	\$ 20,154	\$ 48,534	\$ 0	\$ 0	\$ 0	\$ 0	\$ 88,059
Sales and marketing	188,334	2,161	5,549	147,516	0	1,930	0	31,179
General and administrative	158,639	581	66,659	0	0	3,273	0	88,126
Restructuring and other	0	0	0	0	0	0	0	0
<b>Other Operating Expenses</b>	<b>\$ 503,720</b>	<b>\$ 22,896</b>	<b>\$ 120,742</b>	<b>\$ 147,516</b>	<b>\$ 0</b>	<b>\$ 5,203</b>	<b>\$ 0</b>	<b>\$ 207,363</b>
<b>Total Operating Expenses</b>	<b>\$ 759,090</b>	<b>\$ 23,004</b>	<b>\$ 121,775</b>	<b>\$ 147,516</b>	<b>\$ —</b>	<b>\$ 5,203</b>	<b>\$ 0</b>	<b>\$ 461,592</b>

(\$ in 000s)

	Three Months Ended September 30, 2022							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 35,610	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 35,610
Provision for credit losses	64,250	0	0	0	0	0	0	64,250
Funding costs	25,066	0	0	0	0	0	0	25,066
Processing and servicing	54,359	95	912	0	0	0	0	53,352
<b>Total Transaction Costs</b>	<b>\$ 179,285</b>	<b>\$ 95</b>	<b>\$ 912</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 178,278</b>
Technology and data analytics	\$ 144,961	\$ 17,963	\$ 43,428	\$ 0	\$ 0	\$ 0	\$ 0	\$ 83,570
Sales and marketing	163,873	2,199	8,128	128,205	0	0	0	25,341
General and administrative	160,972	625	67,340	0	0	5	0	93,002
Restructuring and other	0	0	0	0	0	0	0	0
<b>Other Operating Expenses</b>	<b>\$ 469,806</b>	<b>\$ 20,787</b>	<b>\$ 118,896</b>	<b>\$ 128,205</b>	<b>\$ 0</b>	<b>\$ 5</b>	<b>\$ 0</b>	<b>\$ 201,913</b>
<b>Total Operating Expenses</b>	<b>\$ 649,091</b>	<b>\$ 20,882</b>	<b>\$ 119,808</b>	<b>\$ 128,205</b>	<b>\$ —</b>	<b>\$ 5</b>	<b>\$ 0</b>	<b>\$ 380,191</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations (FY'23 & FY'24)

(\$ in 000s)

	Twelve Months Ended June 30, 2024							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 180,395	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 180,395
Provision for credit losses	460,628	0	0	0	0	0	0	460,628
Fundina costs	344,253	0	0	0	0	0	0	344,253
Processing and servicing	343,249	351	3,207	0	0	0	0	339,691
<b>Total Transaction Costs</b>	<b>\$ 1,328,525</b>	<b>\$ 351</b>	<b>\$ 3,207</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 1,324,967</b>
Technology and data analytics	\$ 501,857	\$ 156,924	\$ 96,596	\$ 0	\$ 0	\$ 0	\$ 0	\$ 248,337
Sales and marketing	576,405	9,842	16,374	475,595	0	0	0	74,594
General and administrative	525,291	2,788	228,334	0	0	0	(66)	294,236
Restructuring and other	6,768	0	0	0	6,768	0	0	0
Other Operating Expenses	\$ 1,610,321	\$ 169,553	\$ 341,304	\$ 475,595	\$ 6,768	\$ (66)	\$ (66)	\$ 617,167
<b>Total Operating Expenses</b>	<b>\$ 2,938,846</b>	<b>\$ 169,904</b>	<b>\$ 344,511</b>	<b>\$ 475,595</b>	<b>\$ 6,768</b>	<b>\$ (66)</b>	<b>\$ (66)</b>	<b>\$ 1,942,134</b>

(\$ in 000s)

	Twelve Months Ended June 30, 2023							
	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP	
Loss on loan purchase commitment	\$ 140,265	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 140,265
Provision for credit losses	331,860	0	0	0	0	0	0	331,860
Funding costs	183,013	0	0	0	0	0	0	183,013
Processing and servicing	257,343	412	4,476	0	0	0	0	252,455
<b>Total Transaction Costs</b>	<b>\$ 912,481</b>	<b>\$ 412</b>	<b>\$ 4,476</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 907,593</b>
Technology and data analytics	\$ 615,818	\$ 112,021	\$ 181,396	\$ 0	\$ 0	\$ 0	\$ 0	\$ 322,401
Sales and marketing	638,280	18,023	25,914	499,150	0	1,930	0	93,263
General and administrative	586,398	2,777	239,923	0	0	6,653	0	337,044
Restructuring and other	35,870	0	0	0	35,870	0	0	0
Other Operating Expenses	\$ 1,876,366	\$ 132,821	\$ 447,233	\$ 499,150	\$ 35,870	\$ 8,583	\$ (8,583)	\$ 752,708
<b>Total Operating Expenses</b>	<b>\$ 2,788,847</b>	<b>\$ 133,233</b>	<b>\$ 451,709</b>	<b>\$ 499,150</b>	<b>\$ 35,870</b>	<b>\$ 8,583</b>	<b>\$ (8,583)</b>	<b>\$ 1,660,301</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliation (FY'22)

(\$ in 000s)

Twelve Months Ended June 30, 2022

	GAAP	D&A	Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP
Loss on loan purchase commitment	\$ 204,081	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 204,081
Provision for credit losses	255,272	0	0	0	0	0	255,272
Funding costs	69,694	0	0	0	0	0	69,694
Processing and servicing	157,814	604	2,431	0	0	0	154,779
<b>Total Transaction Costs</b>	<b>\$ 686,861</b>	<b>\$ 604</b>	<b>\$ 2,431</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 683,826</b>
Technology and data analytics	\$ 418,643	\$ 40,480	\$ 116,531	\$ 0	\$ 0	\$ 0	\$ 261,631
Sales and marketing	532,343	7,544	23,224	343,268	0	0	158,307
General and administrative	577,493	4,094	248,797	0	0	743	323,859
Restructuring and other	0	0	0	0	0	0	0
<b>Other Operating Expenses</b>	<b>\$ 1,528,479</b>	<b>\$ 52,118</b>	<b>\$ 388,552</b>	<b>\$ 343,268</b>	<b>\$ 0</b>	<b>\$ 743</b>	<b>\$ 743,797</b>
<b>Total Operating Expenses</b>	<b>\$ 2,215,340</b>	<b>\$ 52,722</b>	<b>\$ 390,983</b>	<b>\$ 343,268</b>	<b>\$ —</b>	<b>\$ 743</b>	<b>\$ 1,427,623</b>

Notes:

1. Restructuring and other includes expenses incurred in the period associated with the Company's restructurings and other exit and disposal activities, which were presented separately in the income statement beginning March 31, 2023

2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and impairment charges. For the three months ended December 31, 2022 and earlier periods, other costs also include expenses related to exit and disposal activities, including one-time employee termination benefits

3. Metrics are unaudited