



FY Q4 2024 Earnings Supplement

August 28, 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 higher 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; the impact of the reduction in its workforce announced in February 2023, including 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

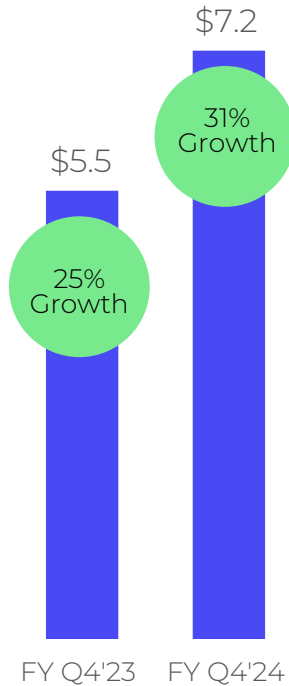


FY Q4 2024

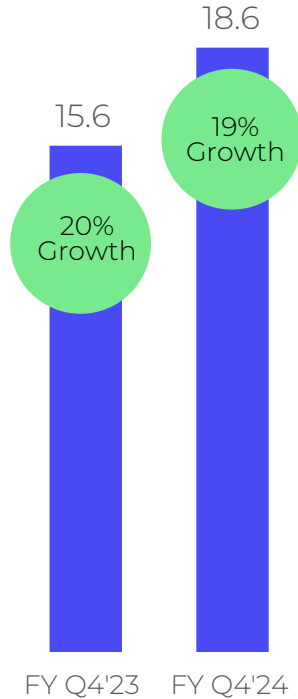
Operating & Financial Highlights

Fourth Quarter FY'24 Highlights

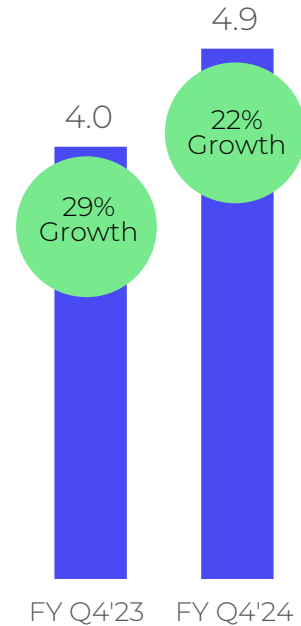
GROSS MERCHANDISE VOLUME (\$B)



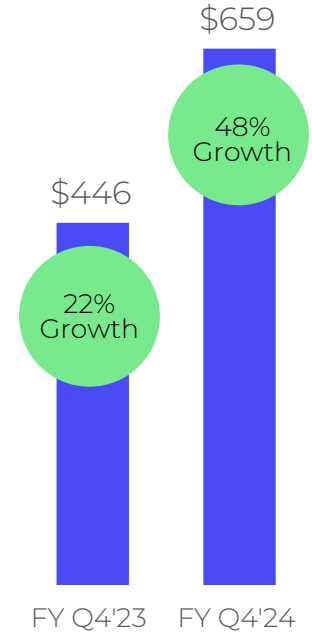
ACTIVE CONSUMERS (M) ⁽²⁾



TRANS. PER ACTIVE CONSUMER ⁽²⁾



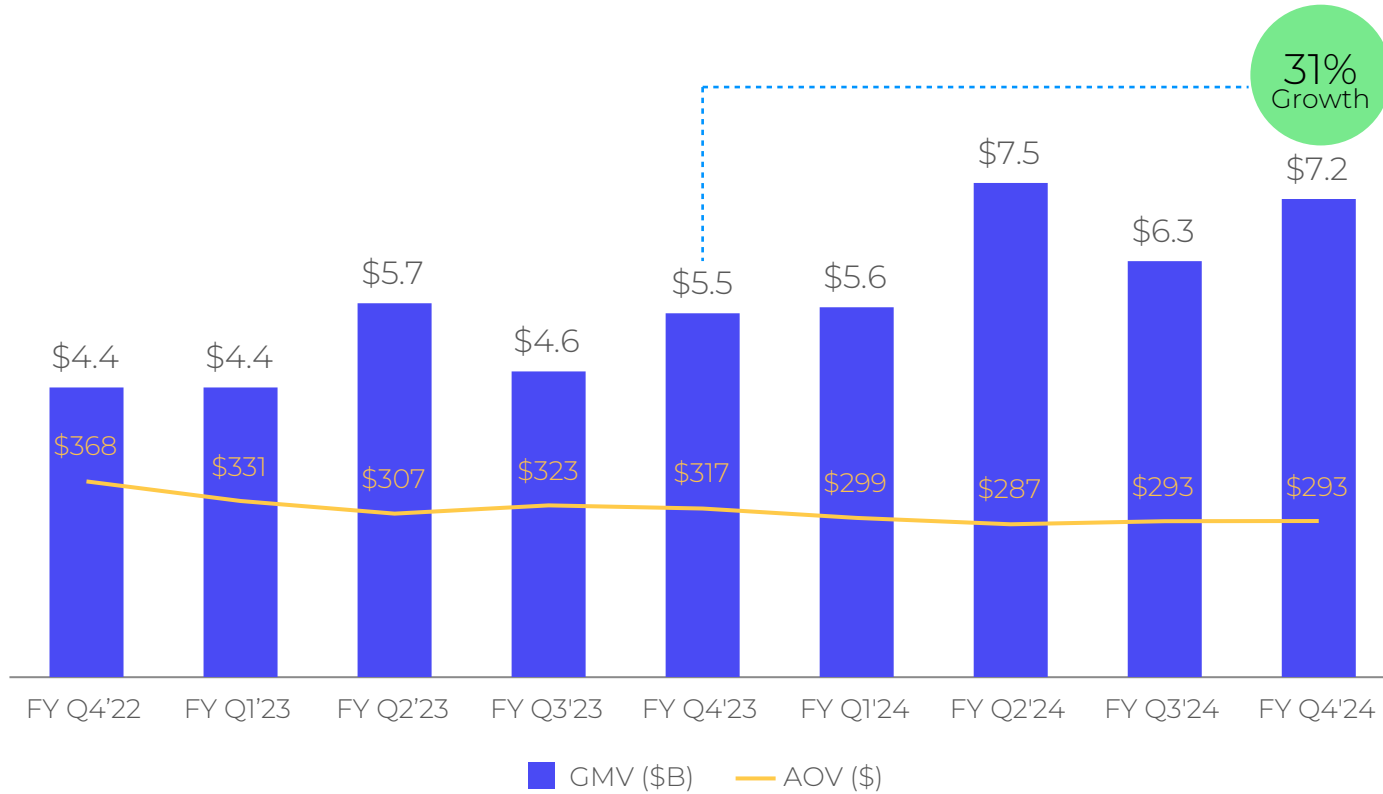
REVENUE (\$M)



FY Q4 2024

Business Highlights

Gross Merchandise Volume

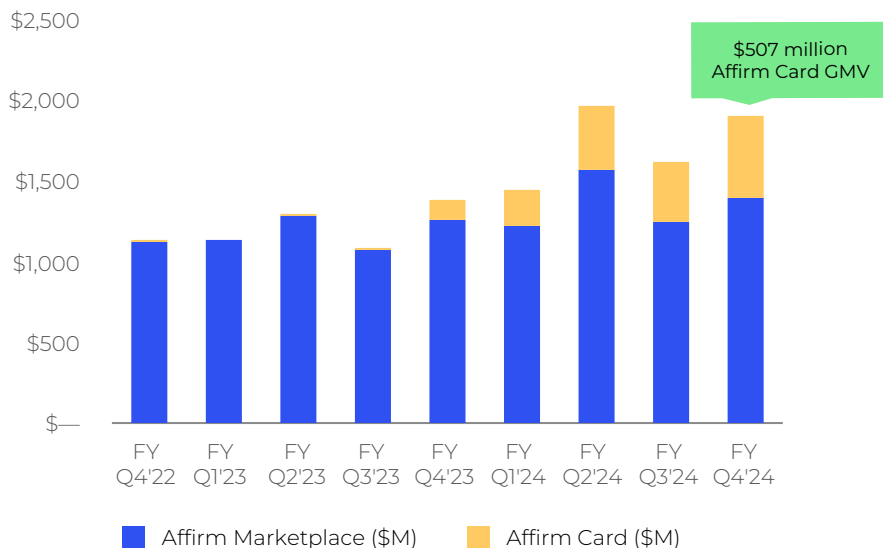


Notes:

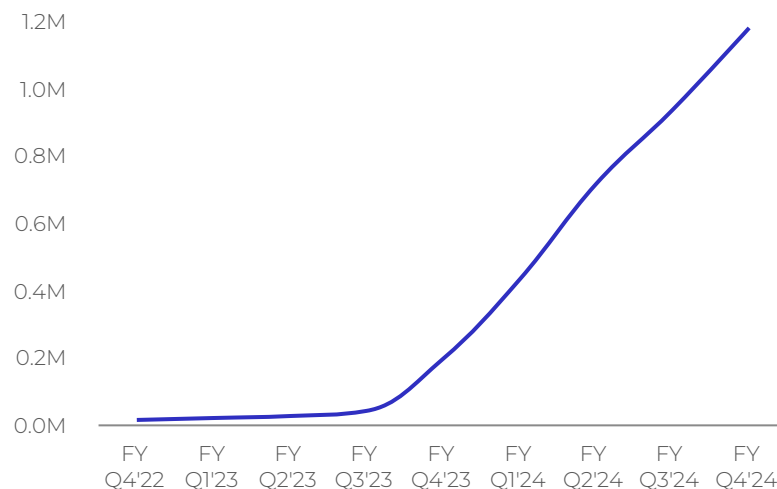
1. GMV defined as the total dollar amount of all transactions on the Affirm platform during the period, net of refunds
2. Average Order Value (AOV) defined as GMV divided by the number of transactions conducted on the Affirm platform during the period
3. Metrics are unaudited

Affirm Direct-to-Consumer Business Highlights

Direct-to-Consumer GMV ^(1, 2)



Affirm Card Active Consumers ⁽³⁾

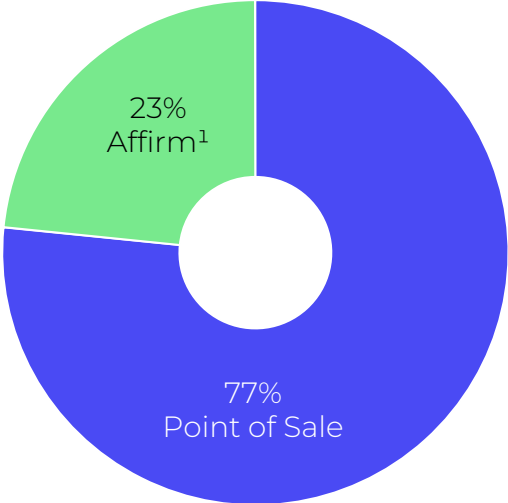


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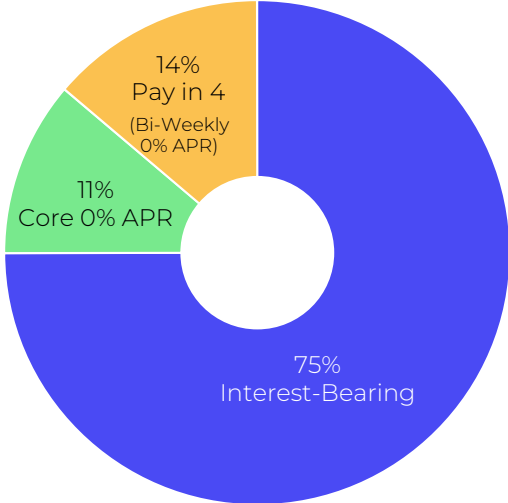
- 1. Affirm Marketplace GMV is based on transactions initiated by Affirm through mobile app and website channels.
- 2. Affirm Card GMV includes transactions initiated by consumers via Affirm Card rather than through an Affirm direct integration checkout flow which may be initiated either via the Affirm 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. Affirm¹ Transactions
FY Q4 2024



Affirm Product Composition^{2,3}
FY Q4 2024



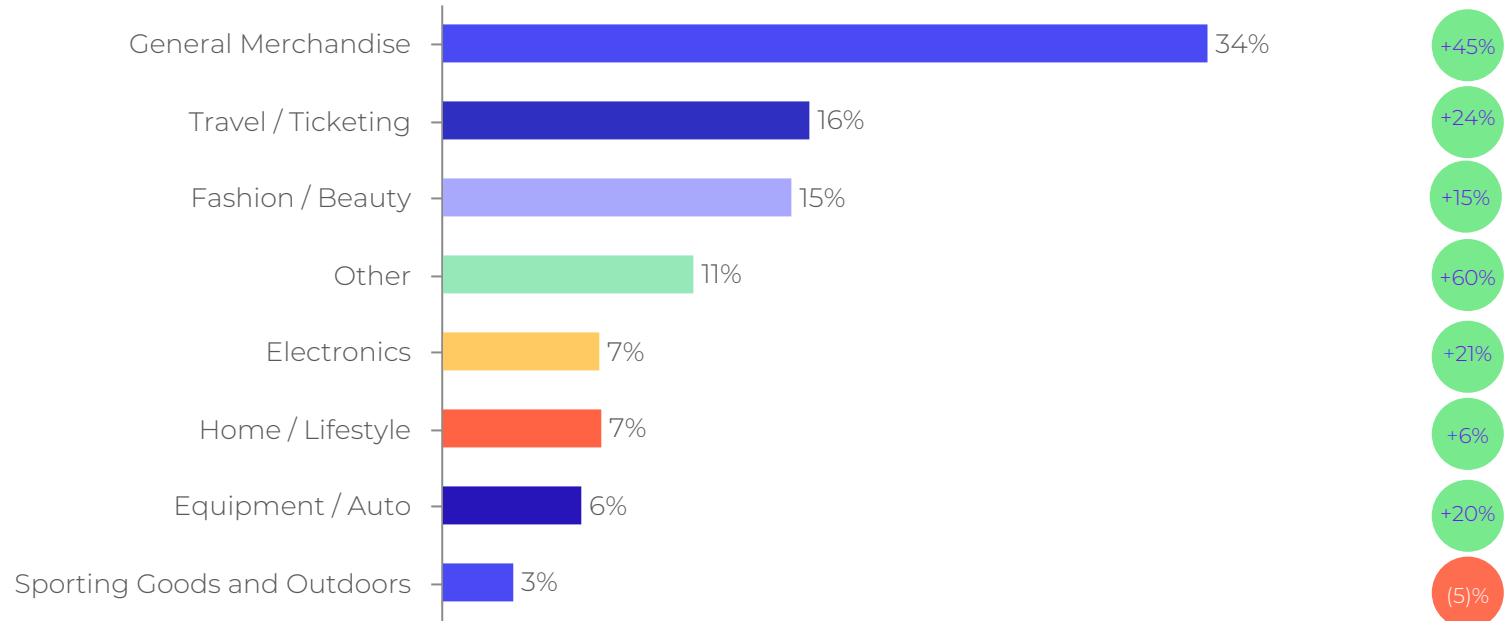
Notes:

- 1. Based on transactions initiated by Affirm through mobile app and website channels as well as Affirm Card
- 2. Beginning in Fiscal Q1 2023, Affirm modified the definition of its low Average Order Value product from Split Pay to Pay in 4. Pay in 4 includes volume from loan transactions with 0% APR and 4 - 8 week term lengths but now excludes volume from monthly installment loans with 0% APR and 3 month term lengths
- 3. Excludes Debit (non installment and non Pay in 4 transaction volume) from the Affirm Card product
- 4. Metrics are unaudited

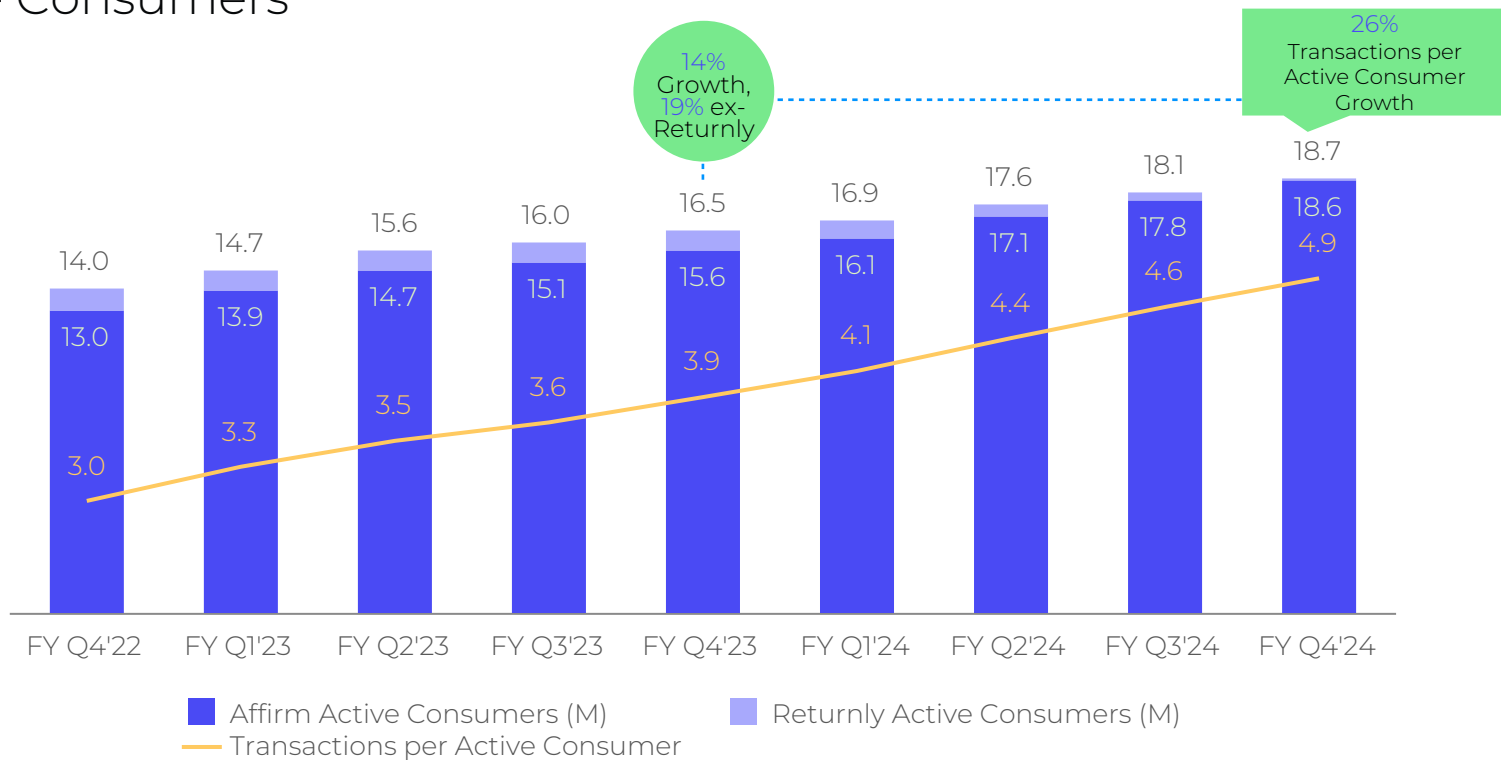
Partnerships Across Wide Range of Categories

FY Q4'24 Industry Gross Merchandise Volume Mix

Category Volume Growth
Q4 Year over Year % Change



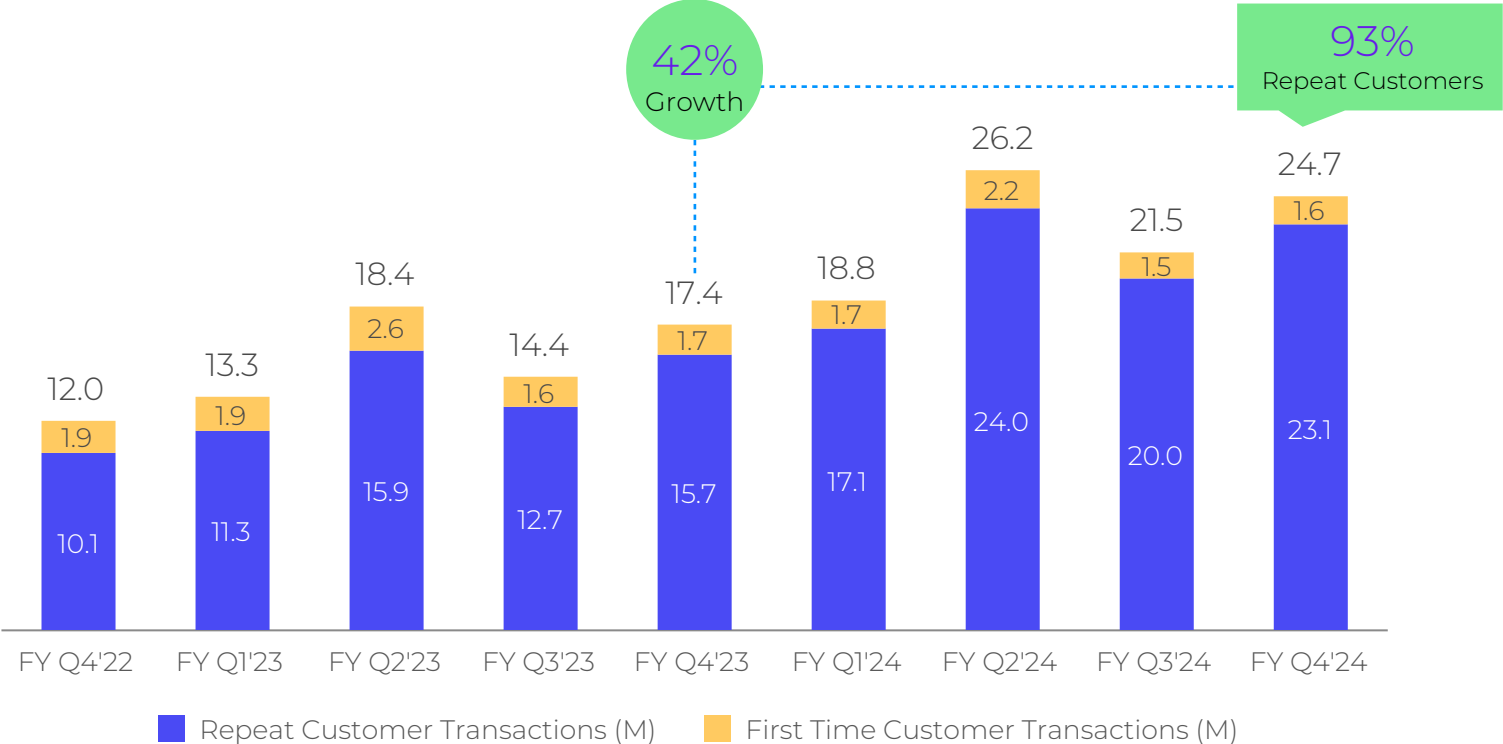
Active Consumers



Notes:

- 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.
- 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.
- Metrics are unaudited

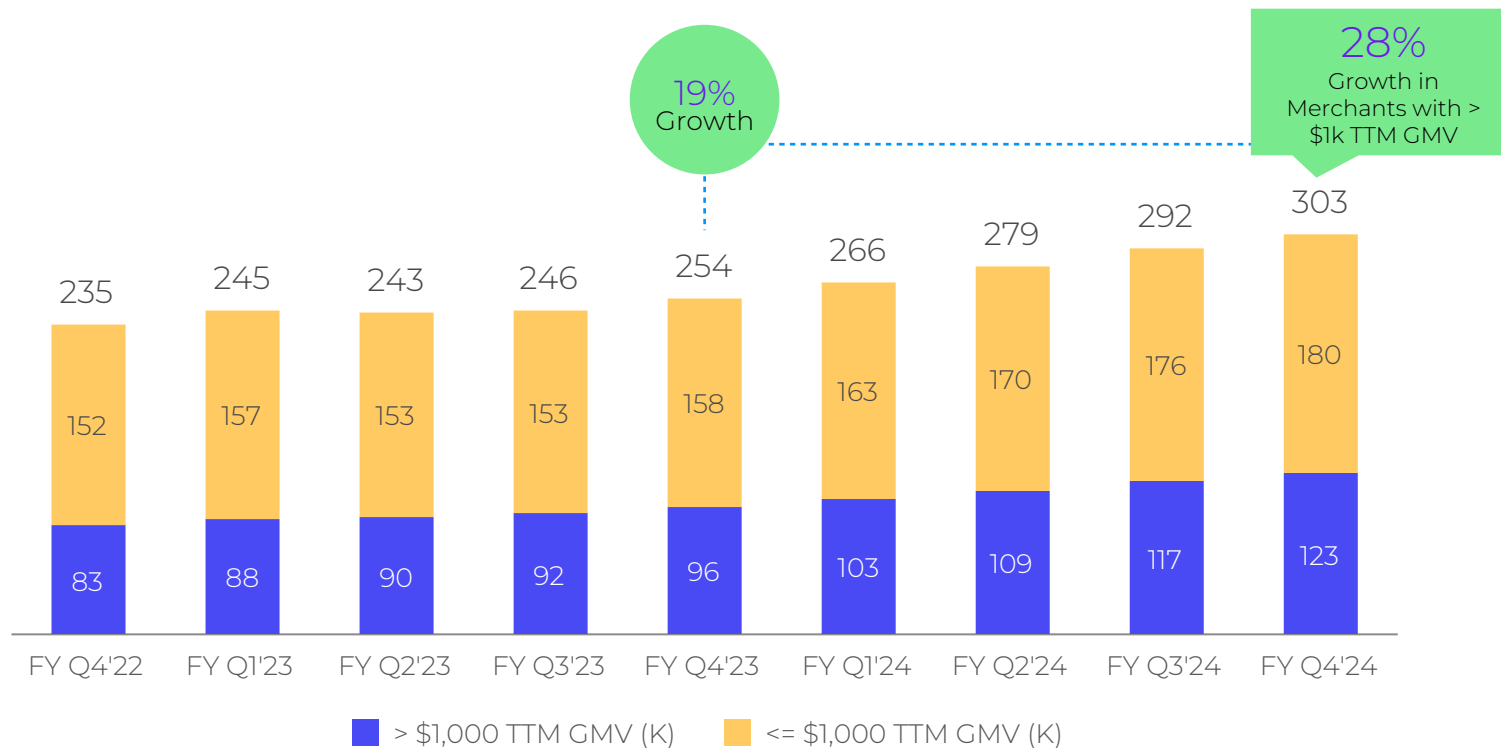
Quarterly Transactions



Notes:

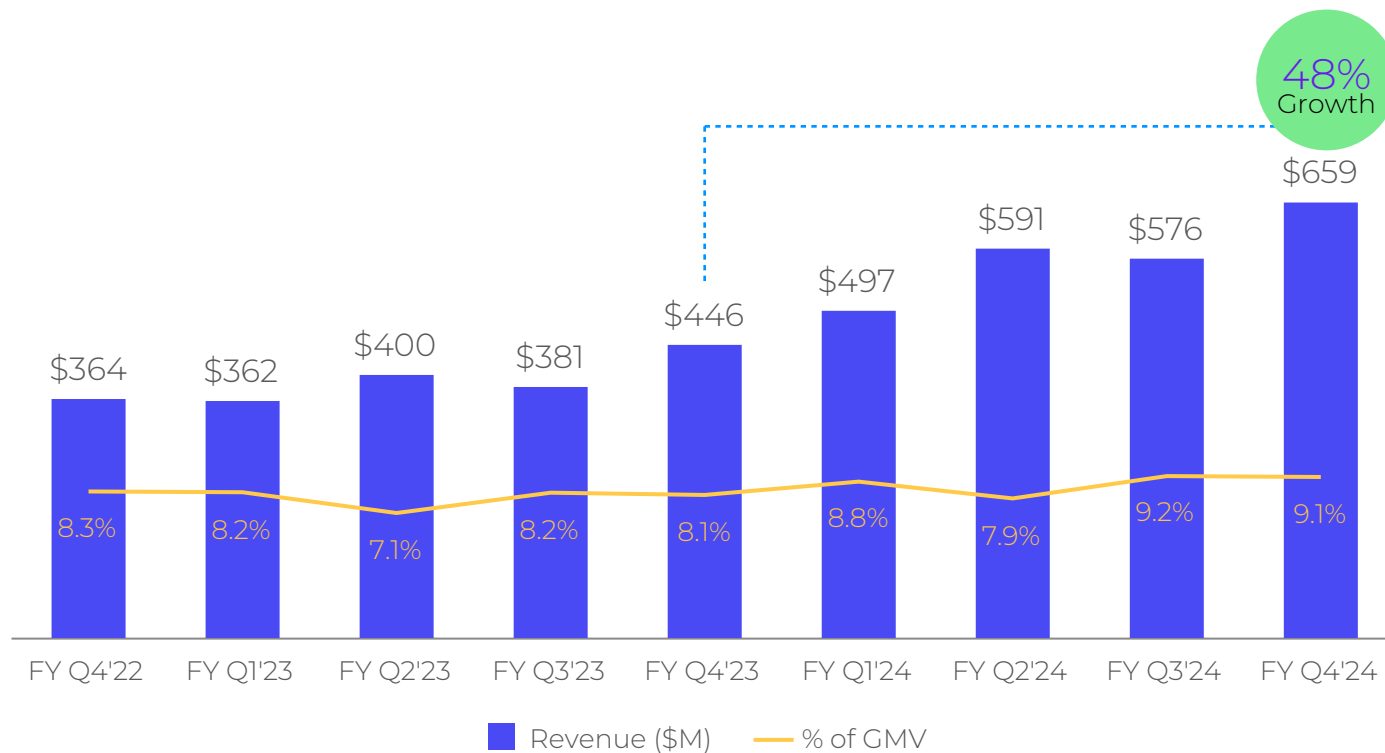
- 1. Metrics are unaudited
- 2. Includes transactions from legacy Returnly business in all quarters through FY Q1'24; excludes Returnly transactions beginning in FY Q2'24

Active Merchants



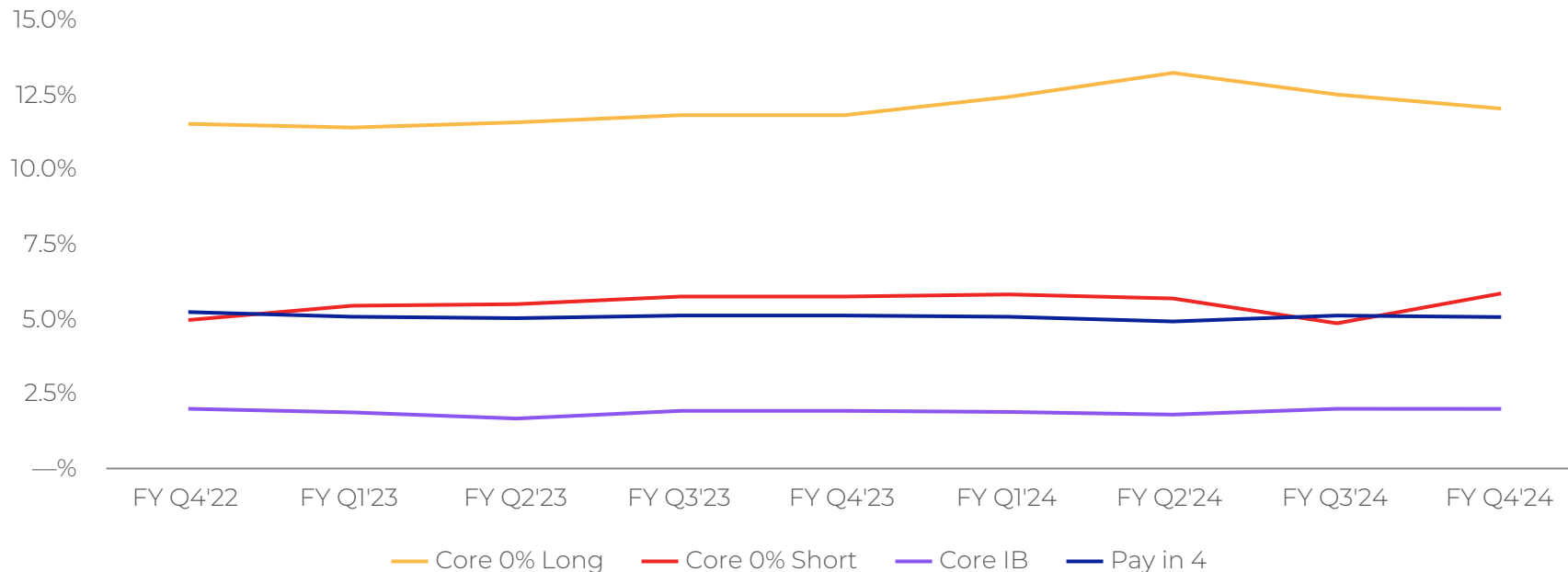
Notes:
1. Metrics are unaudited

Revenue



Merchant Fee Rates

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

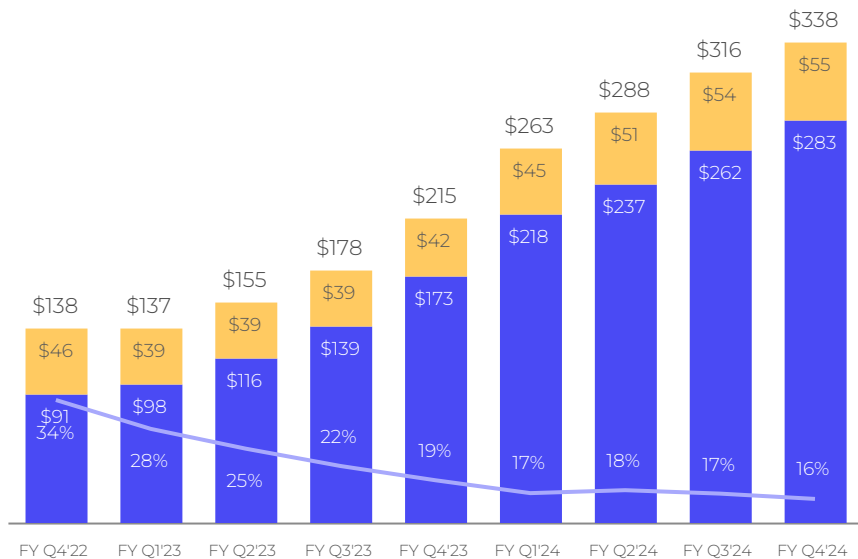


Notes:

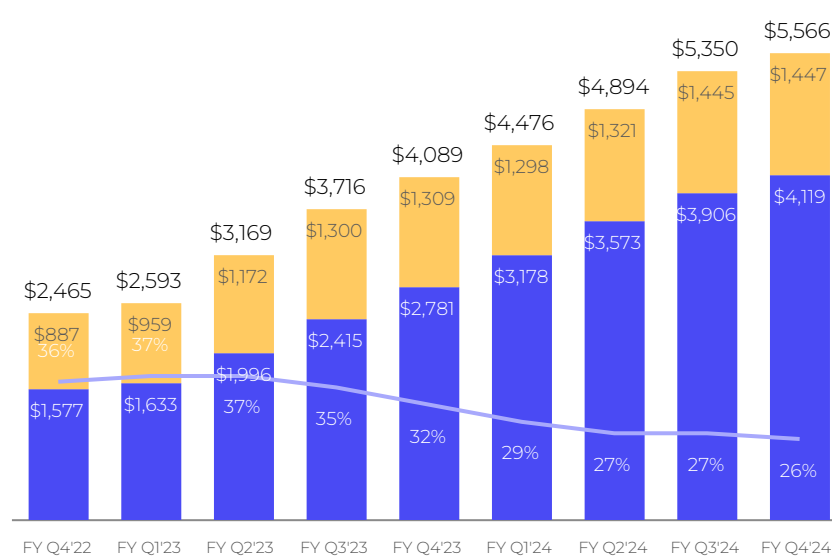
1. Includes lending transactions with Affirm integrated merchants in the US only
2. Core 0% Long includes loans with term lengths greater than 12 months and 0% APR; Core 0% Short includes loans with term lengths at least three months long but less than or equal to 12 months and 0% APR; Core IB includes loans with interest; Pay in 4 (formerly known as Split Pay) includes loans with 0% APR and 6-8 week term lengths
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

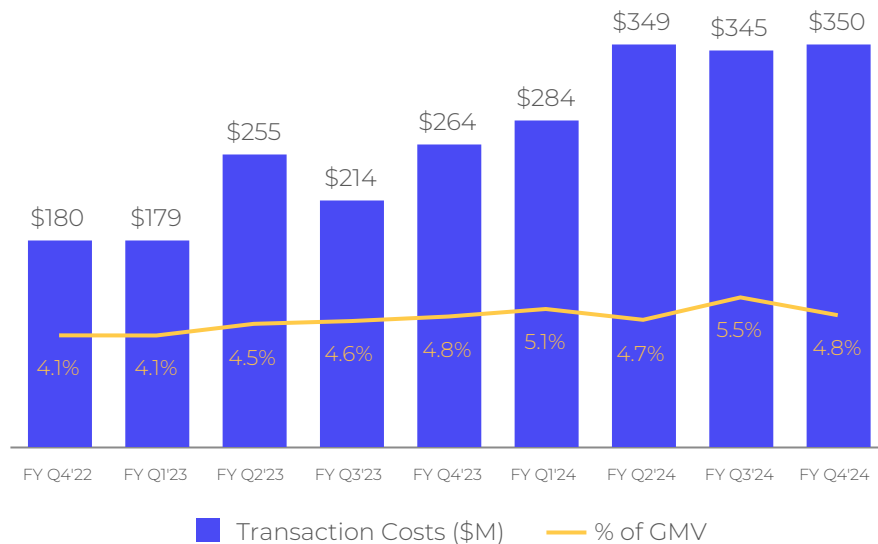
■ Avg. Interest Bearing LHFI Balance (\$M)
■ Avg. 0% APR LHFI Balance (\$M)
— 0% APR Balance % of Avg LHFI

Notes:

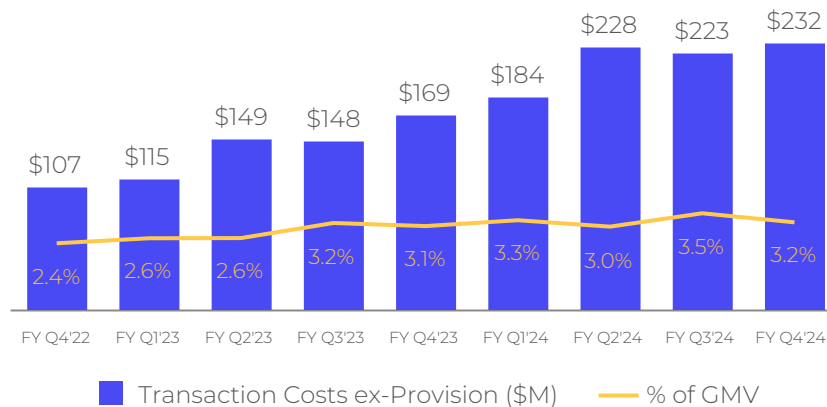
1. Amortization of discount is driven by either loan purchases from originating bank partners or the origination of loans with 0% APR or below market interest rates; Consumer & Other Interest Income consists primarily of interest charged to consumers over the term of the consumers' loans based on the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

Transaction Costs

Transaction Costs

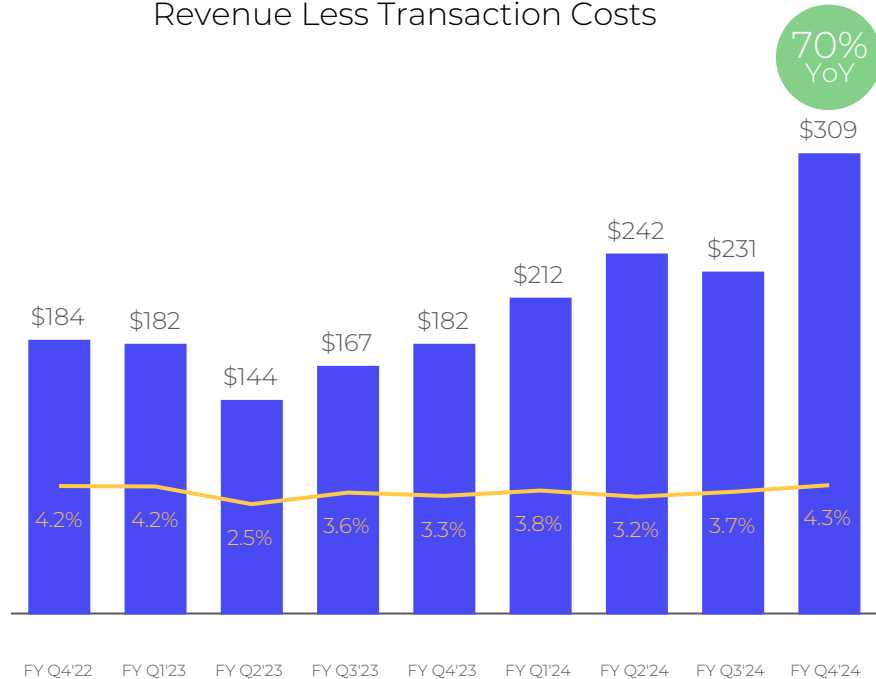


Transaction Costs ex-Provision

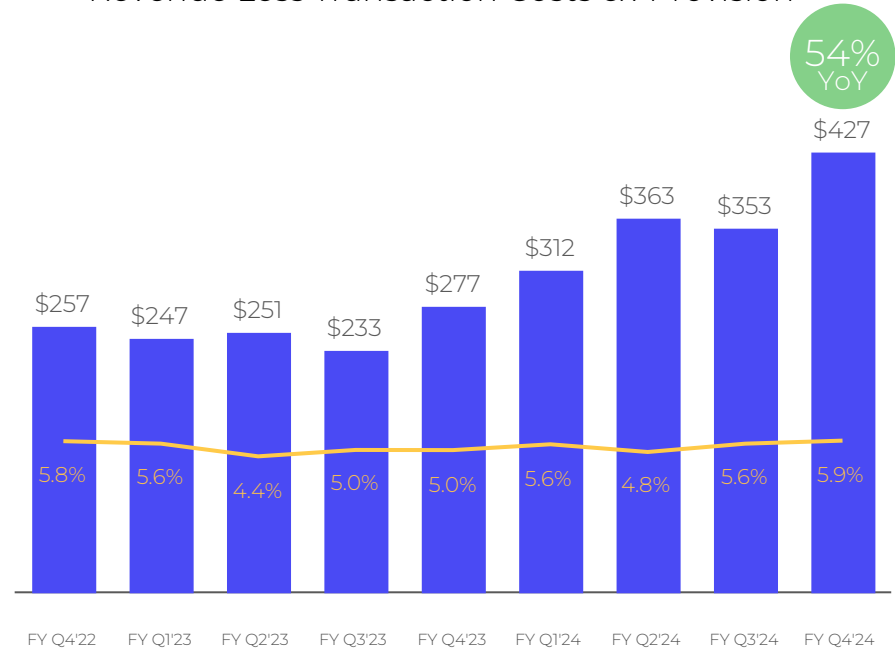


Revenue Less Transaction Costs

Revenue Less Transaction Costs



Revenue Less Transaction Costs ex-Provision



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

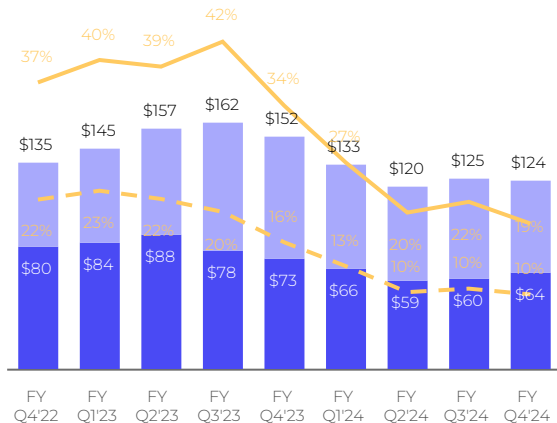
■ Revenue Less Transaction Costs ex-Provision (\$M) — % of GMV

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

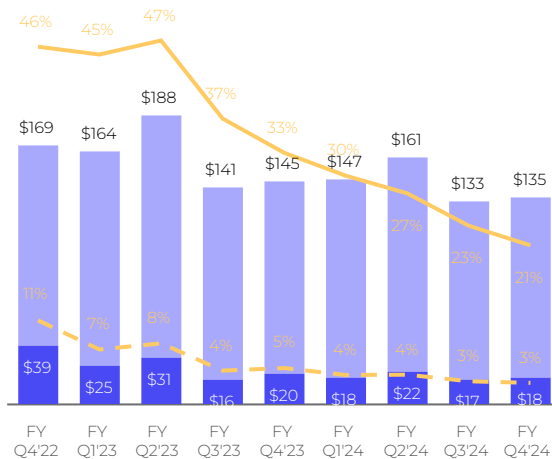
Operating Expenses

Technology & Data Analytics



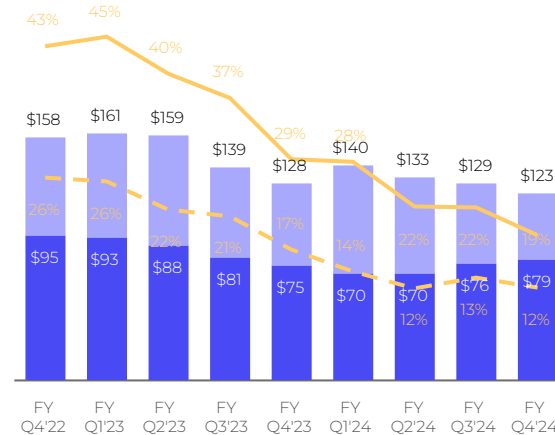
— % of Revenue - GAAP
- - - % of Revenue - Non-GAAP
■ Technology & Data Analytics - GAAP (\$M)
■ Technology & Data Analytics - Non-GAAP(\$M)

Sales and Marketing



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

General and Administrative



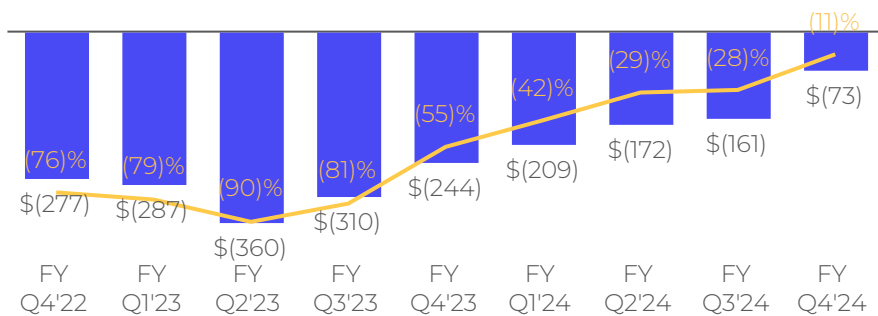
— % of Revenue - GAAP
- - - % of Revenue - Non-GAAP
■ General and Administrative - GAAP (\$M)
■ General and Administrative - Non-GAAP(\$M)

Notes:

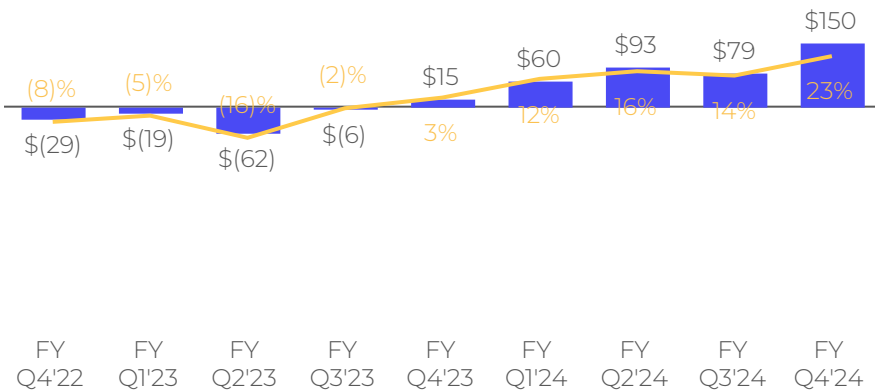
- Non-GAAP operating expenses exclude (a) depreciation and amortization; (b) stock-based compensation included in GAAP operating loss; (c) expenses related to warrants and share-based payments granted to enterprise partners; and (d) certain other costs
- Metrics are unaudited

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

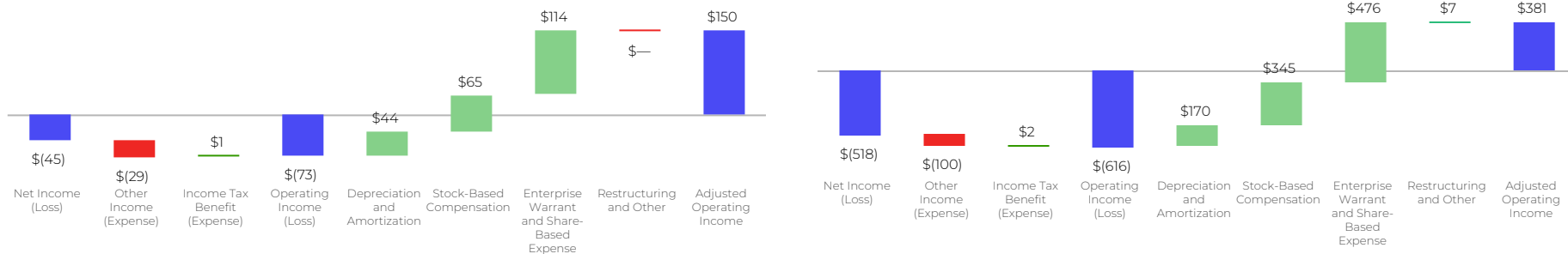
Notes:

- 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 June 30, 2024

12 Months Ending June 30, 2024

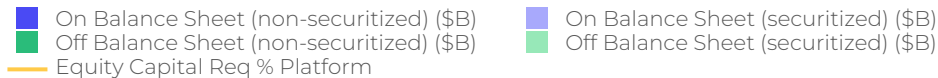
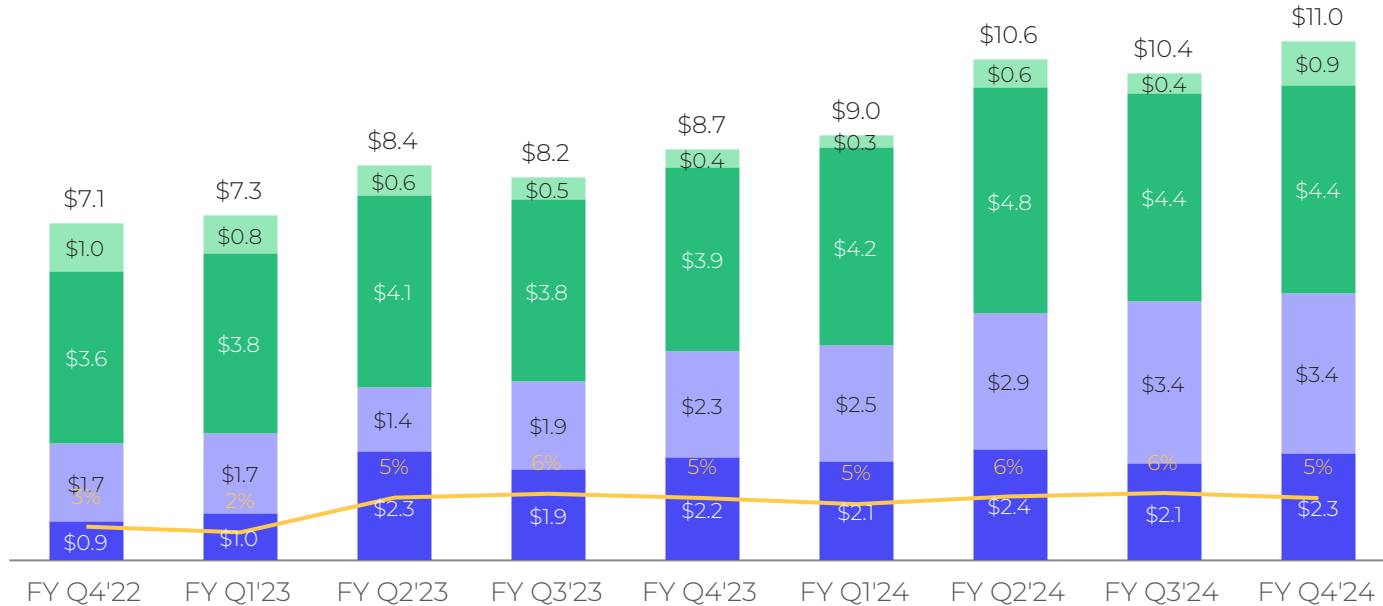


	Quarter Ending				12 Months Ending	
	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	June 30, 2024	
Net Income (Loss)	\$ (172)	\$ (167)	\$ (134)	\$ (45)	\$ (518)	
(-) Other Income (Expense)	(39)	(5)	(28)	(29)	(100)	
(-) Income Tax Benefit (Expense)	1	(1)	1	1	2	
Operating Income (Loss)	\$ (209)	\$ (172)	\$ (161)	\$ (73)	\$ (616)	
(+) Depreciation and Amortization	40	40	45	44	170	
(+) Stock-Based Compensation	112	90	77	65	345	
(+) Enterprise Warrant and Share-Based Expense	115	134	112	114	476	
(+) Restructuring and Other	2	—	5	—	7	
(+) Other Non-Recurring Items	—	—	—	—	—	
Adjusted Operating Income (Loss)	\$ 60	\$ 93	\$ 79	\$ 150	\$ 381	

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

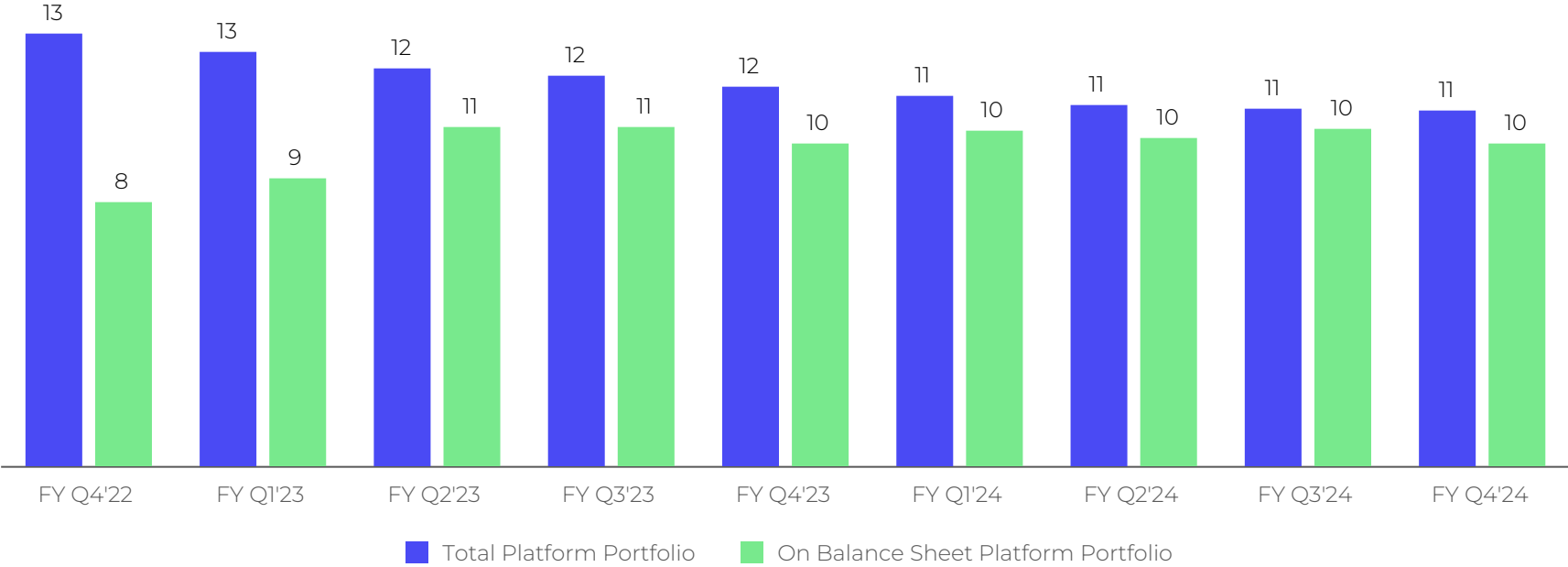


Notes:

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

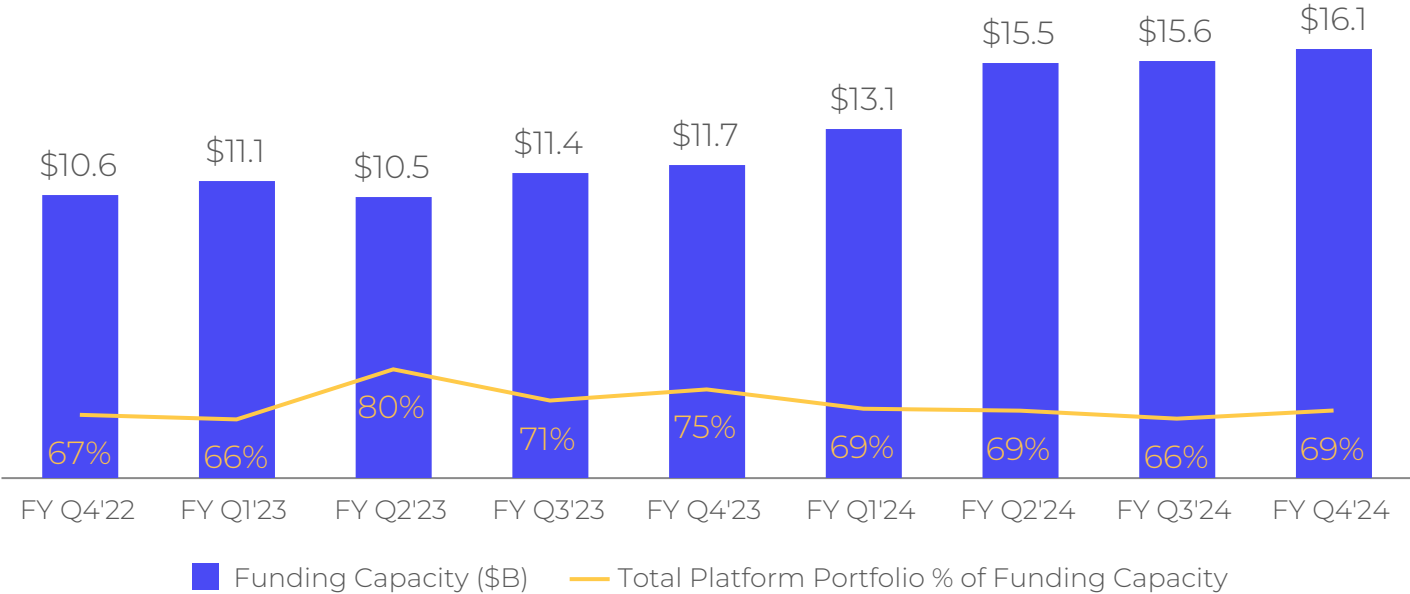


Notes:

- 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



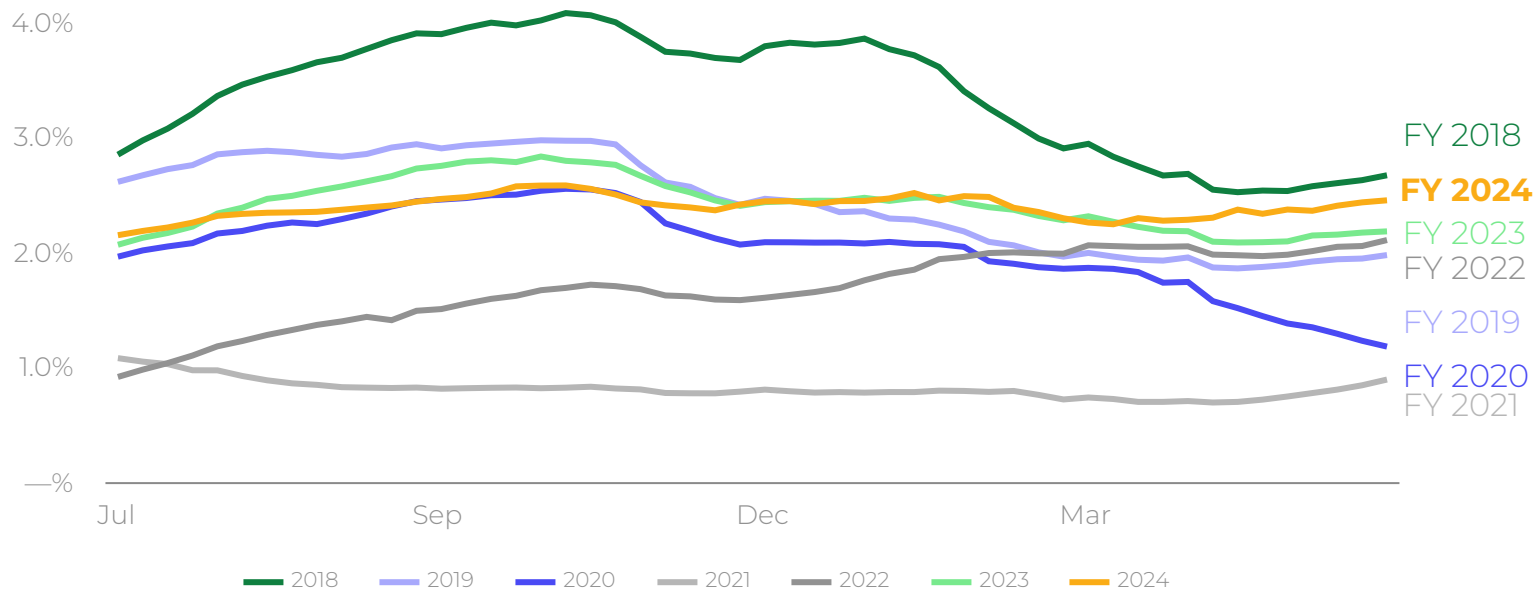
Notes:

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 4 Loans



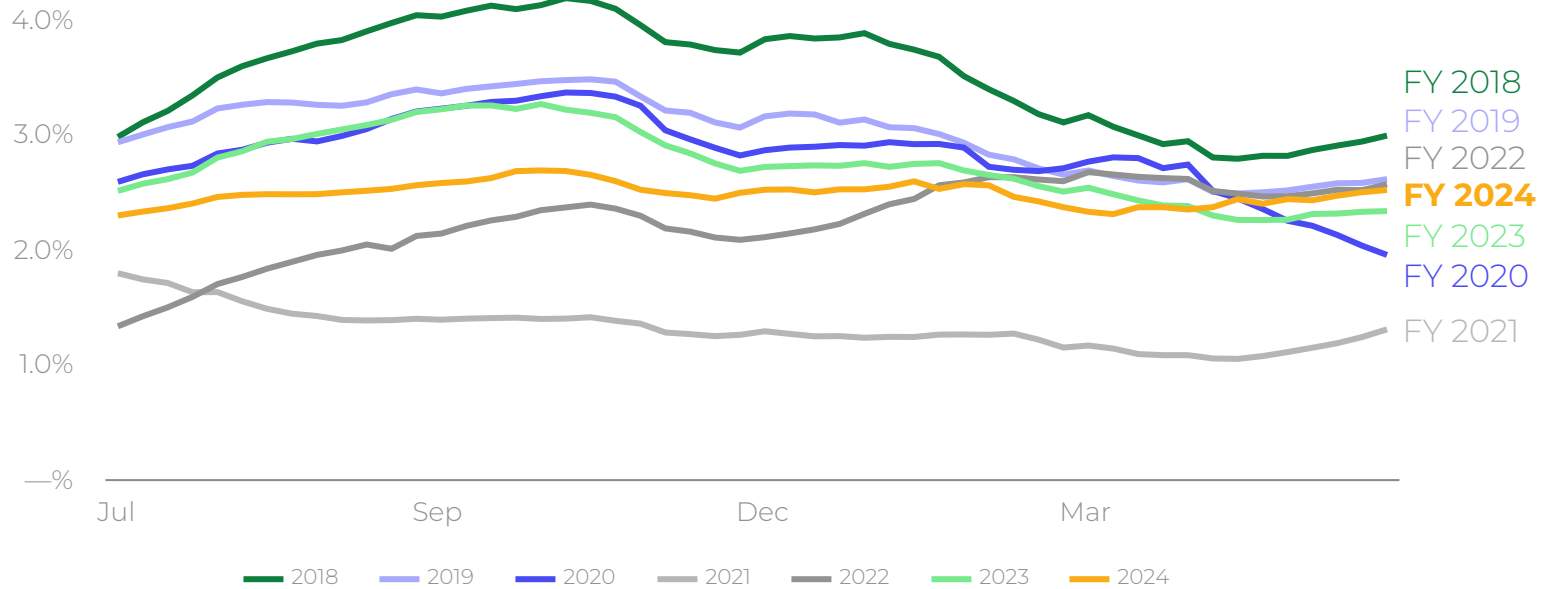
Notes:

1. Data as of April 2024
2. US loans only, excludes Pay in 4 (formerly known as Split Pay) loan transactions with 0% APR and 6-8 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 4 and Peloton Loans



Notes:

1. Data as of April 2024
2. US loans only, excludes Pay in 4 (formerly known as Split Pay) loan transactions with 0% APR and 6-8 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
30+ Days Delinquent				
FY 2018	3.9%	3.8%	2.9%	2.6%
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%
60+ Days Delinquent				
FY 2018	2.3%	2.2%	1.7%	1.4%
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%
90+ Days Delinquent				
FY 2018	1.0%	1.0%	0.8%	0.6%
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%



Notes:

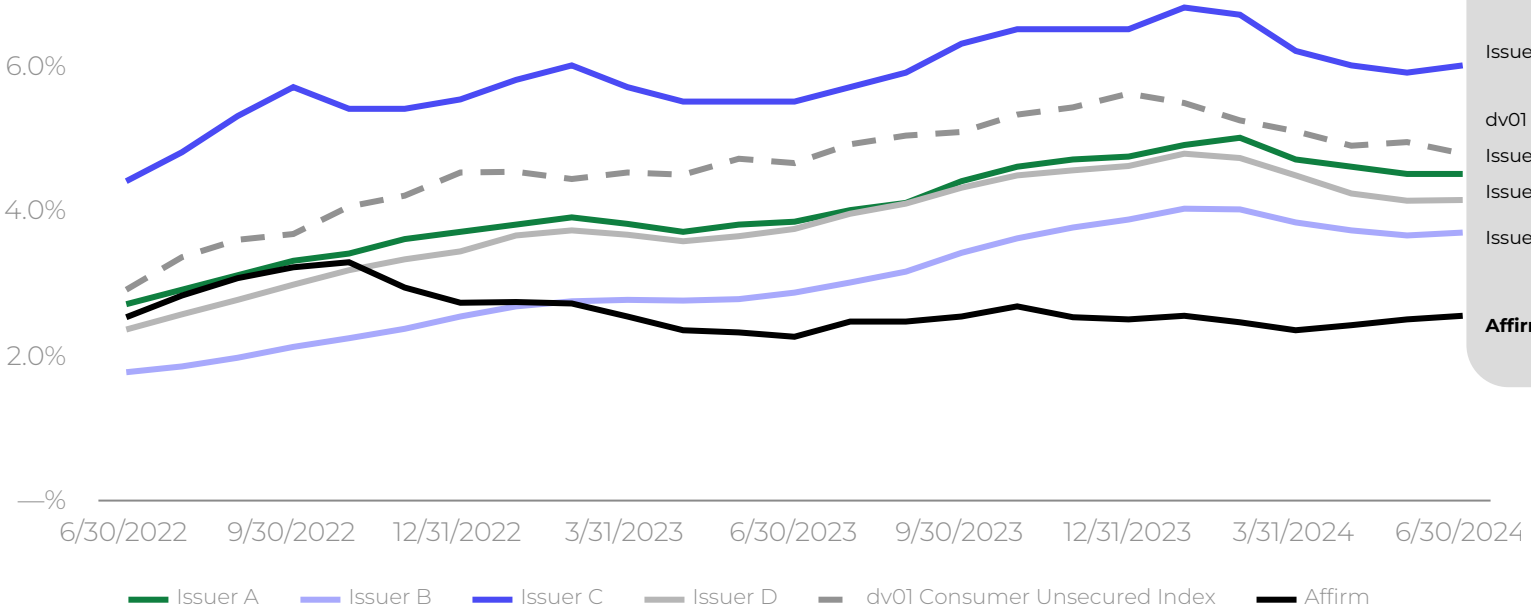
1. US loans only, excludes Pay in 4 (formerly known as Split Pay) loan transactions with 0% APR and 6-8 week term lengths
2. Metrics are unaudited

Monthly Installment Loan Delinquency Rates Ex-Peloton

	As of the Three Months Ending			
	September 30	December 31	March 31	June 30
30+ Days Delinquent				
FY 2018	4.0%	3.8%	3.2%	2.9%
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%
60+ Days Delinquent				
FY 2018	2.3%	2.2%	1.8%	1.6%
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%
90+ Days Delinquent				
FY 2018	1.1%	1.0%	0.9%	0.7%
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%

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	42%
dv01 index	n.a.
Issuer A	27%
Issuer D	31%
Issuer B	20%
Affirm	42%

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 4 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									
	June 30	September 30	December 31	March 31	June 30	September 30	December 31	March 31	June 30	
	2022	2022	2022	2023	2023	2023	2023	2024	2024	
<u>Amortized Cost Basis of Loans Held for Investment by ITACS Score</u>										
96+	\$ 1,374,223	\$ 1,539,374	\$ 2,211,085	\$ 2,322,665	\$ 2,689,847	\$ 2,724,435	\$ 3,010,413	\$ 3,194,962	\$ 3,631,572	
94–96	632,431	663,923	900,297	905,258	1,112,832	1,183,422	1,410,374	1,452,764	1,538,829	
90–94	223,952	161,883	127,076	107,785	137,088	163,444	238,518	245,788	291,342	
<90	44,437	34,795	28,979	19,589	14,992	16,013	19,256	14,273	45,367	
No score	210,491	265,409	355,556	386,419	407,206	415,077	504,802	493,288	100,186	
Total loan receivables	\$ 2,485,534	\$ 2,665,384	\$ 3,622,993	\$ 3,741,716	\$ 4,361,965	\$ 4,502,391	\$ 5,183,363	\$ 5,401,075	\$ 5,607,296	

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

96+	55 %	58 %	61 %	62 %	62 %	61 %	58 %	59 %	65 %	
94–96	25 %	25 %	25 %	24 %	26 %	26 %	27 %	27 %	28 %	
90–94	9 %	6 %	4 %	3 %	3 %	4 %	5 %	5 %	5 %	
<90	2 %	1 %	1 %	1 %	— %	— %	— %	— %	1 %	
No score	8 %	10 %	10 %	10 %	9 %	9 %	10 %	9 %	2 %	
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.

Q4'24 Loan Balance and Net Charge-offs by Loan Origination Year

(\$ in 000s)

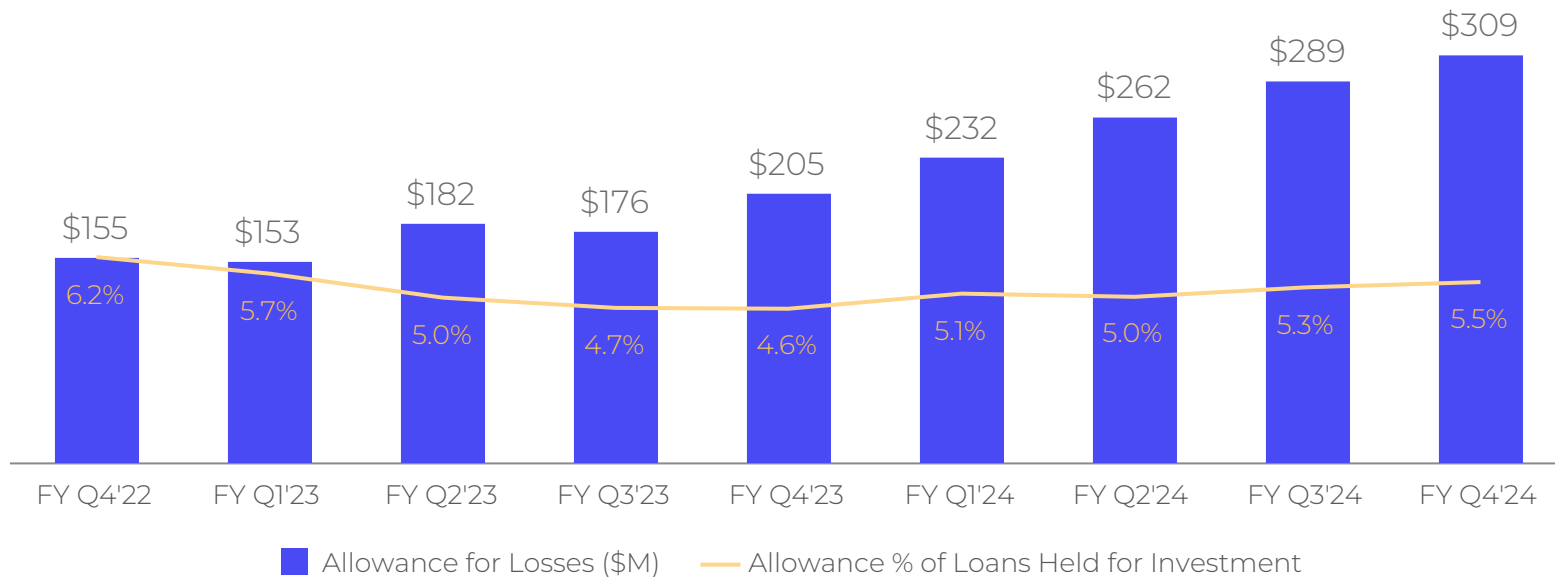
as of June 30, 2024	2024	2023	2022	2021	2020	Prior	Total
<u>Amortized Cost Basis by Fiscal Year of Origination</u>							
Loans Held for Investment and Loans Held for Sale ⁽²⁾	\$ 5,300,448	\$ 282,738	\$ 23,452	\$ 416	\$ 108	\$ 134	\$ 5,607,296
Current period charge-offs	(79,209)	(22,783)	(1,537)	(461)	(20)	(44)	(104,054)
Current period recoveries	3,980	4,458	1,565	242	27	18	10,290
Current period net charge-offs	(75,229)	(18,325)	28	(219)	7	(26)	(93,764)

Notes:

1. Metrics are unaudited

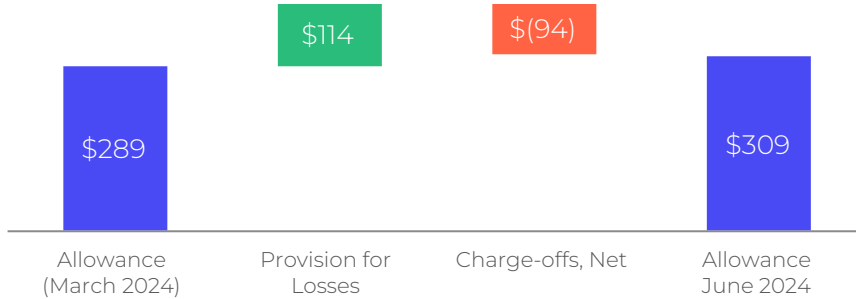
2. Totals shown include the amortized cost basis excluding accrued interest receivable, by fiscal year of origination as of June 30, 2024.

Allowance and Loans Held for Investment

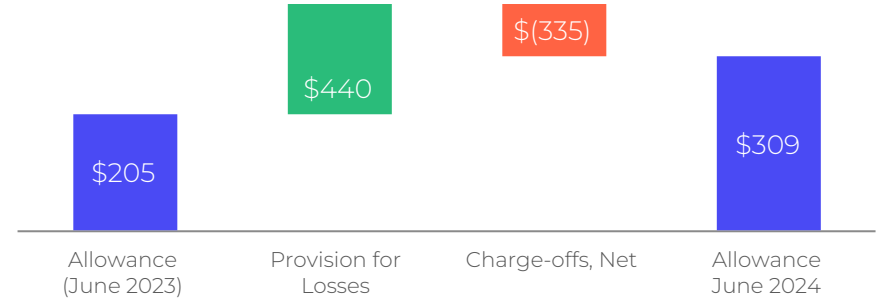


Change in Allowance for Credit Losses

Quarterly Change in Allowance



Last 12 Months Change in Allowance



Last 12 Months Change in Allowance

	Quarter Ending				12 Months Ending
	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	June 30, 2024
Beginning of Period Allowance	\$ 205	\$ 232	\$ 262	\$ 289	\$ 205
(+) Provision for Loan Losses ³	93	116	117	114	440
(-) Charge-offs, Net	(65)	(86)	(90)	(94)	(335)
End of Period Allowance	\$ 232	\$ 262	\$ 289	\$ 309	\$ 309
Loans Held for Investment	\$ 4,549	\$ 5,239	\$ 5,461	\$ 5,670	\$ 5,670
<i>Allowance % of Loans Held for Investment</i>	<i>5.1 %</i>	<i>5.0 %</i>	<i>5.3 %</i>	<i>5.5 %</i>	<i>5.5 %</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-announced wallet partnership is not expected to contribute materially to financial results in FY'25. This reflects the early stage of the partnership which is currently pre-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 Q1 2025 and FY 2025 Outlook

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

- **GMV** of more than \$33.5 billion
- **Revenue as a % of GMV** at least 10 basis points higher than FY'24
- **Revenue Less Transaction Costs as a % of GMV** at least 10 basis points higher than FY'24
- **Adjusted Operating Margin** of more than 18.4 percent
- **Weighted Average Shares Outstanding** of 323 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 first fiscal quarter of 2025:

	Fiscal Q1 2025
GMV	\$7,100 to \$7,400 million
Revenue	\$640 to \$670 million
Transaction Costs	\$375 to \$390 million
Revenue Less Transaction Costs	\$265 to \$280 million
Adjusted Operating Margin	14 to 16 percent
Weighted Average Shares Outstanding	319 million

Financials

Components of Interest Income

Three Months Ended:

(\$ in 000s)	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024
Interest income on unpaid principal balance	\$ 99,125	\$ 106,138	\$ 125,858	\$ 147,759	\$ 181,437	\$ 226,158	\$ 248,083	\$ 273,581	\$ 295,197
Amortization of discount on loans held for investment	46,197	38,969	38,838	39,130	41,766	45,118	51,024	53,960	54,552
Amortization of premiums on loans	(3,946)	(4,374)	(4,580)	(4,515)	(4,159)	(3,980)	(4,183)	(4,256)	(4,526)
Interest receivable charged-off, net of recoveries	(3,752)	(3,931)	(4,795)	(4,104)	(4,220)	(4,617)	(6,578)	(7,573)	(7,605)
Total interest income	\$ 137,624	\$ 136,802	\$ 155,321	\$ 178,270	\$ 214,824	\$ 262,679	\$ 288,346	\$ 315,712	\$ 337,618

Fully Diluted Shares Outstanding (FY Q4'24)

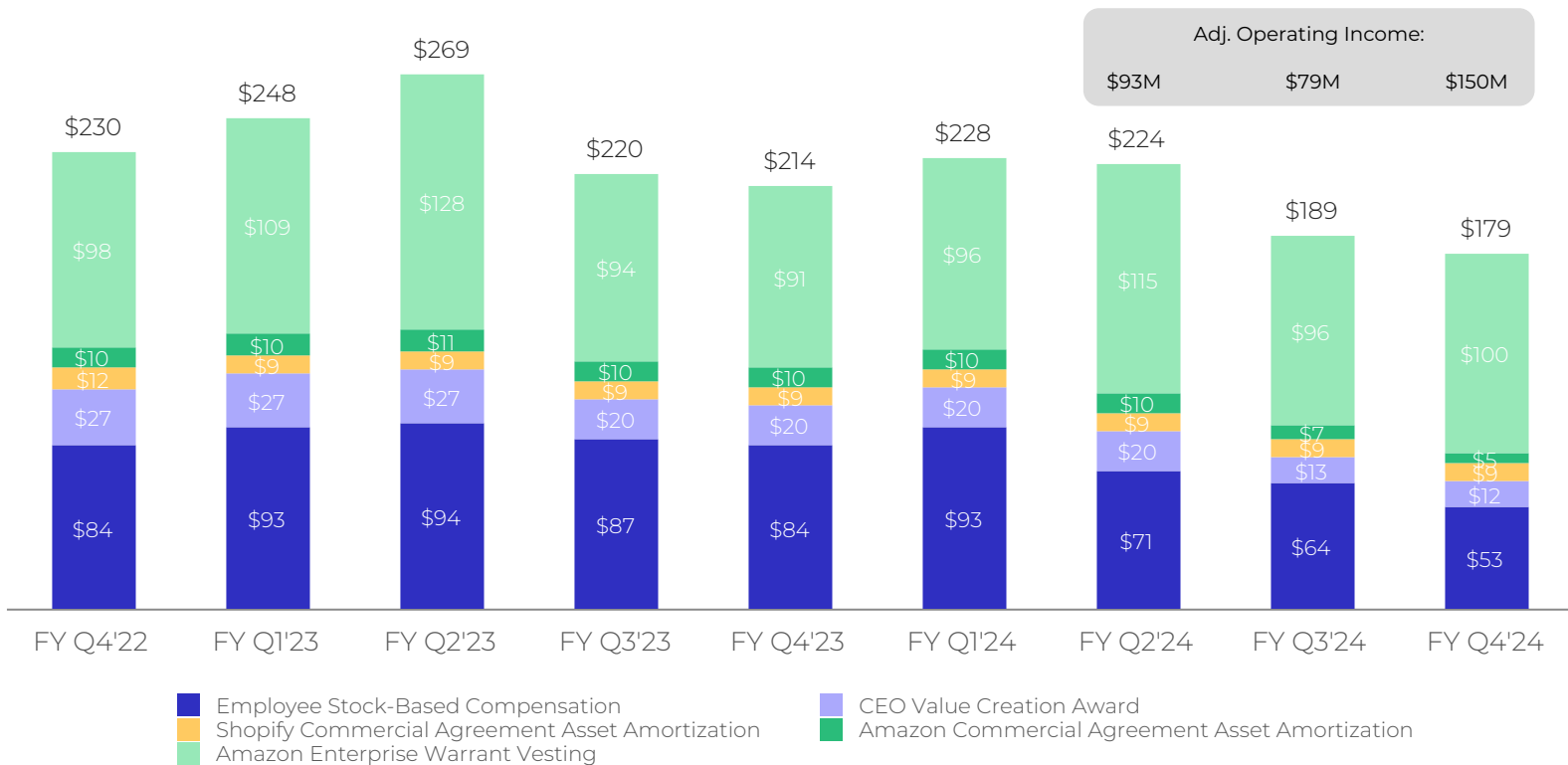
(Shares in millions)

Common Shares Outstanding	311
Plus: Balance of Options, Weighted Average Strike Price: \$15.84	17
Plus: Vested Warrants, Weighted Average Strike Price: \$0.01	6
Less: Treasury Stock Reduction of Options and Vested Warrants Outstanding	(8)
Plus: Restricted Stock Units	18
<hr/>	
Fully Diluted Shares, Treasury Stock Method	344

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, 2024
- Balance of options and vested warrants outstanding as of June 30, 2024 and reduced by 8 million shares using treasury stock method with \$32.51 closing stock price as of 8/27/2024
- Vested warrants include penny warrants
- Excludes 12.5 million Value Creation Awards with \$49.00 strike price and \$100.00 strike price warrants

Share-Based Payment Expense



■ Employee Stock-Based Compensation
■ Shopify Commercial Agreement Asset Amortization
■ Amazon Enterprise Warrant Vesting
■ CEO Value Creation Award
■ Amazon Commercial Agreement Asset Amortization



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									
	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	
Gross Merchandise Value (\$M)	\$ 4,396	\$ 4,389	\$ 5,658	\$ 4,639	\$ 5,515	\$ 5,617	\$ 7,494	\$ 6,294	\$ 7,241	
Revenue										
Merchant network revenue	\$ 118,126	\$ 113,149	\$ 134,019	\$ 119,013	\$ 141,419	\$ 145,950	\$ 188,357	\$ 159,292	\$ 181,008	
Card network revenue	31,574	26,708	29,117	29,469	34,044	33,476	39,269	35,676	42,980	
Total network revenue	\$ 149,700	\$ 139,857	\$ 163,136	\$ 148,482	\$ 175,463	\$ 179,426	\$ 227,626	\$ 194,968	\$ 223,988	
Interest income	137,624	136,802	155,321	178,270	214,824	262,679	288,346	315,712	337,618	
Gain (loss) on sales of loans	55,282	63,595	59,607	32,813	32,326	34,285	52,702	40,183	69,983	
Servicing income	21,528	21,370	21,494	21,413	23,212	20,157	22,436	25,294	27,596	
Total Revenue, net	\$ 364,134	\$ 361,624	\$ 399,558	\$ 390,978	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	
Transaction Costs										
Loss on loan purchase commitment	\$ 40,285	\$ 35,610	\$ 38,422	\$ 31,224	\$ 35,009	\$ 34,866	\$ 53,630	\$ 44,143	\$ 47,756	
Provision for credit losses	72,691	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609	
Funding costs	19,417	25,066	43,751	51,188	63,008	73,931	84,617	90,449	95,256	
Processing and servicing	47,393	54,359	66,508	65,229	71,247	75,671	90,203	88,209	89,166	
Total Transaction Costs	\$ 179,786	\$ 179,285	\$ 255,370	\$ 214,079	\$ 263,747	\$ 284,164	\$ 349,330	\$ 345,244	\$ 349,787	
Revenue Less Transaction Costs	\$ 184,348	\$ 182,339	\$ 144,188	\$ 166,899	\$ 182,078	\$ 212,383	\$ 241,780	\$ 230,913	\$ 309,398	
Line Items as a % of GMV										
Gross Merchandise Value	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	
Revenue										
Merchant network revenue	2.7 %	2.6 %	2.4 %	2.6 %	2.6 %	2.6 %	2.5 %	2.5 %	2.5 %	
Virtual card network revenue	0.7 %	0.6 %	0.5 %	0.6 %	0.6 %	0.6 %	0.5 %	0.6 %	0.6 %	
Total network revenue	3.4 %	3.2 %	2.9 %	3.2 %	3.2 %	3.2 %	3.0 %	3.1 %	3.1 %	
Interest income	31 %	31 %	2.7 %	3.8 %	3.9 %	4.7 %	3.8 %	5.0 %	4.7 %	
Gain (loss) on sales of loans	1.3 %	1.4 %	1.1 %	0.7 %	0.6 %	0.6 %	0.7 %	0.6 %	1.0 %	
Servicing income	0.5 %	0.5 %	0.4 %	0.5 %	0.4 %	0.4 %	0.3 %	0.4 %	0.4 %	
Total Revenue, net	8.3 %	8.2 %	7.1 %	8.2 %	8.1 %	8.8 %	7.9 %	9.2 %	9.1 %	
Transaction Costs										
Loss on loan purchase commitment	0.9 %	0.8 %	0.7 %	0.7 %	0.6 %	0.6 %	0.7 %	0.7 %	0.7 %	
Provision for credit losses	1.7 %	1.5 %	1.9 %	1.4 %	1.7 %	1.8 %	1.6 %	1.9 %	1.6 %	
Funding costs	0.4 %	0.6 %	0.8 %	1.1 %	1.1 %	1.3 %	1.1 %	1.4 %	1.3 %	
Processing and servicing	11 %	12 %	12 %	14 %	13 %	13 %	12 %	14 %	12 %	
Total Transaction Costs	4.1 %	4.1 %	4.5 %	4.6 %	4.8 %	5.1 %	4.7 %	5.5 %	4.8 %	
Revenue Less Transaction Costs	4.2 %	4.2 %	2.5 %	3.6 %	3.3 %	3.8 %	3.2 %	3.7 %	4.3 %	

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	
Gross Merchandise Value (\$M)	\$	15,483	\$	20,201	\$	26,646
Revenue						
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
Total Revenue, net	\$	1,349,292	\$	1,587,985	\$	2,322,999
Transaction Costs						
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
Revenue Less Transaction Costs	\$	662,431	\$	675,504	\$	994,474
Line Items as a % of GMV						
Gross Merchandise Value		100.0 %		100.0 %		100.0 %
Revenue						
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 %
Total Revenue, net		8.7 %		7.9 %		8.7 %
Transaction Costs						
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 %
Total Transaction Costs		4.4 %		4.5 %		5.0 %
Revenue Less Transaction Costs		4.3 %		3.3 %		3.7 %

Notes:

1. Metrics are unaudited

Income Statement Reconciliations - Fiscal Quarter

Three Months Ended

	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024
Income Statement Reconciliations (\$K)									
Total Revenue	\$ 364,134	\$ 361,624	\$ 399,558	\$ 380,978	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185
Operating Expenses									
Loss on loan purchase commitment	\$ 40,285	\$ 35,610	\$ 38,422	\$ 31,224	\$ 35,009	\$ 34,866	\$ 53,630	\$ 44,143	\$ 47,756
Provision for credit losses	72,691	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609
Funding costs	19,417	25,066	43,751	51,188	63,008	73,931	84,617	90,449	95,256
Processing and servicing	47,393	54,359	66,508	65,229	71,247	75,671	90,203	88,209	89,166
Total Transaction Costs	\$ 179,786	\$ 179,285	\$ 255,370	\$ 214,079	\$ 263,747	\$ 284,164	\$ 349,330	\$ 345,244	\$ 349,787
Technoloav and data analytics	135,350	144,961	156,747	161,792	152,318	132,965	119,833	124,828	124,231
Sales and marketing	168,693	163,873	188,334	140,942	145,131	146,866	161,265	132,950	135,324
Restructuring and other	—	—	—	34,934	936	1,665	56	5,203	(156)
General and administrative	157,531	160,972	158,639	139,266	127,521	140,334	132,777	128,721	123,459
Total Operating Expenses	\$ 641,360	\$ 649,091	\$ 759,090	\$ 691,013	\$ 689,653	\$ 705,994	\$ 763,261	\$ 736,946	\$ 732,645
Operating Income (Loss)	\$ (277,226)	\$ (287,467)	\$ (359,532)	\$ (310,035)	\$ (243,828)	\$ (209,447)	\$ (172,151)	\$ (160,789)	\$ (73,460)
Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision									
Total Revenue	\$ 364,134	\$ 361,624	\$ 399,558	\$ 380,978	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185
Less: Loss on loan purchase commitment	40,285	35,610	38,422	31,224	35,009	34,866	53,630	44,143	47,756
Less: Provision for credit losses	72,691	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609
Less: Funding costs	19,417	25,066	43,751	51,188	63,008	73,931	84,617	90,449	95,256
Less: Processing and servicing	47,393	54,359	66,508	65,229	71,247	75,671	90,203	88,209	89,166
Revenue Less Transaction Costs	\$ 184,348	\$ 182,339	\$ 144,188	\$ 166,899	\$ 182,078	\$ 212,383	\$ 241,780	\$ 230,913	\$ 309,398
Plus: Provision for credit losses	72,691	64,250	106,689	66,438	94,483	99,696	120,880	122,443	117,609
Revenue Less Transaction Costs ex-Provision	\$ 257,039	\$ 246,589	\$ 250,877	\$ 233,337	\$ 276,561	\$ 312,079	\$ 362,660	\$ 353,356	\$ 427,007
Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)									
Operating Income (Loss)	\$ (277,226)	\$ (287,467)	\$ (359,532)	\$ (310,035)	\$ (243,828)	\$ (209,447)	\$ (172,151)	\$ (160,789)	\$ (73,460)
Plus: Depreciation and amortization	17,115	20,882	23,004	46,068	43,279	40,060	40,372	45,189	44,284
Plus: Stock-based compensation expense	110,870	119,808	121,775	106,789	103,337	112,359	90,164	77,075	64,913
Plus: Enterprise warrant and share-based expense	119,517	128,205	147,516	112,961	110,467	115,373	134,167	111,829	114,226
Plus: Restructuring and other	—	—	—	34,934	936	1,665	56	5,203	(156)
Plus: Other non-recurring items*	415	5	5,203	2,858	517	(66)	—	—	—
Adjusted Operating Income (Loss)	\$ (29,309)	\$ (18,567)	\$ (62,034)	\$ (6,425)	\$ 14,709	\$ 59,944	\$ 92,608	\$ 78,506	\$ 149,807

Notes:

1. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs

2. Metrics are unaudited

Income Statement Reconciliations - Fiscal Year

	June 30, 2022		June 30, 2023		June 30, 2024	
Income Statement Reconciliations (\$K)						
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)
Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision						
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
Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)						
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: Enterorise warrant and share-based expense		343,268		499,150		475,595
Plus: Restructuring and other		—		35,870		6,768
Plus: Other non-recurring items*		743		8,583		(66)
Adjusted Operating Income (Loss)	\$	(78,332)	\$	(72,317)	\$	380,865

Notes:

1. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs
2. 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	Other Non-Recurring Items	Non-GAAP				
Loss on loan purchase commitment	\$ 47,756	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 47,756				
Provision for credit losses	117,609	0	0	0	0	0	117,609				
Funding costs	95,256	0	0	0	0	0	95,256				
Processing and servicing	89,166	35	114	0	0	0	89,017				
Total Transaction Costs	\$ 349,787	\$ 35	\$ 114	\$ 0	\$ 0	\$ 0	\$ 349,638				
Technology and data analytics	\$ 124,231	\$ 42,875	\$ 17,789	\$ 0	\$ 0	\$ 0	\$ 63,567				
Sales and marketing	135,324	757	2,746	114,226	0	0	17,595				
General and administrative	123,459	616	44,264	0	0	0	78,579				
Restructuring and other	(156)	0	0	0	(156)	0	0				
Other Operating Expenses	\$ 382,858	\$ 44,249	\$ 64,799	\$ 114,226	\$ (156)	\$ 0	\$ 159,740				
Total Operating Expenses	\$ 732,645	\$ 44,284	\$ 64,913	\$ 114,226	\$ (156)	\$ —	\$ 509,378				

(\$ in 000s)

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



Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs

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	Other Non-Recurring Items	Non-GAAP			
Loss on loan purchase commitment	\$ 53,630	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 53,630			
Provision for credit losses	120,880	0	0	0	0	0	120,880			
Funding costs	84,617	0	0	0	0	0	84,617			
Processing and servicing	90,203	158	1,353	0	0	0	88,692			
Total Transaction Costs	\$ 349,330	\$ 158	\$ 1,353	\$ 0	\$ 0	\$ 0	\$ 347,819			
Technology and data analytics	\$ 119,833	\$ 38,531	\$ 22,567	\$ 0	\$ 0	\$ 0	\$ 58,735			
Sales and marketing	161,265	721	4,305	134,167	0	0	22,072			
General and administrative	132,777	962	61,939	0	0	0	69,876			
Restructuring and other	56	0	0	0	56	0	0			
Other Operating Expenses	\$ 413,931	\$ 40,213	\$ 88,811	\$ 134,167	\$ 56	\$ 0	\$ 150,683			
Total Operating Expenses	\$ 763,261	\$ 40,372	\$ 90,164	\$ 134,167	\$ 56	\$ —	\$ 498,502			

(\$ in 000s)

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



Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs

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 charges, net		Other Non-Recurring Items		Non-GAAP	
Loss on loan purchase commitment	\$	35,009	\$	0	\$	0	\$	0	\$	0	\$	0	\$	35,009
Provision for credit losses		94,483		0		0		0		0		0		94,483
Funding costs		63,008		0		0		0		0		0		63,008
Processing and servicing		71,247		109		1,411		0		0		0		69,727
Total Transaction Costs	\$	263,747	\$	109	\$	1,411	\$	0	\$	0	\$	0	\$	262,227
Technology and data analytics	\$	152,318	\$	34,737	\$	44,394	\$	0	\$	0	\$	0	\$	73,187
Sales and marketing		145,131		7,773		6,397		110,467		0		0		20,493
General and administrative		127,521		660		51,135		0		0		517		75,208
Restructuring and other		936		0		0		0		936		0		0
Other Operating Expenses	\$	425,906	\$	43,170	\$	101,926	\$	110,467	\$	936	\$	517	\$	168,889
Total Operating Expenses	\$	689,653	\$	43,279	\$	103,337	\$	110,467	\$	936	\$	517	\$	431,116

(\$ in 000s)

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

Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs

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 charges, net		Other Non-Recurring Items		Non-GAAP	
Loss on loan purchase commitment	\$	38,422	\$	0	\$	0	\$	0	\$	0	\$	0	\$	38,422
Provision for credit losses		106,689		0		0		0		0		0		106,689
Funding costs		43,751		0		0		0		0		0		43,751
Processing and servicing		66,508		108		1,033		0		0		0		65,367
Total Transaction Costs	\$	255,370	\$	108	\$	1,033	\$	0	\$	0	\$	0	\$	254,229
Technology and data analytics	\$	156,747	\$	20,154	\$	48,534	\$	0	\$	0	\$	0	\$	88,059
Sales and marketing		188,334		2,161		5,549		147,516		0		1,930		31,179
General and administrative		158,639		581		66,659		0		0		3,273		88,126
Restructuring and other		0		0		0		0		0		0		0
Other Operating Expenses	\$	503,720	\$	22,896	\$	120,742	\$	147,516	\$	0	\$	5,203	\$	207,363
Total Operating Expenses	\$	759,090	\$	23,004	\$	121,775	\$	147,516	\$	—	\$	5,203	\$	461,592

(\$ in 000s)

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

Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs

GAAP to Non-GAAP Expense Reconciliations, H2'22

(\$ in 000s)

	Three Months Ended June 30, 2022													
	GAAP		D&A		Stock-Based Compensation Expense		Enterprise Warrant & Share Based Expenses		Restructuring charges, net		Other Non-Recurring Items		Non-GAAP	
Loss on loan purchase commitment	\$	40,285	\$	0	\$	0	\$	0	\$	0	\$	0	\$	40,285
Provision for credit losses		72,691		0		0		0		0		0		72,691
Funding costs		19,417		0		0		0		0		0		19,417
Processing and servicing		47,393		145		895		0		0		0		46,353
Total Transaction Costs	\$	179,786	\$	145	\$	895	\$	0	\$	0	\$	0	\$	178,746
Technology and data analytics	\$	135,350	\$	13,992	\$	41,398	\$	0	\$	0	\$	0	\$	79,960
Sales and marketing		168,693		2,314		7,569		119,517		0		0		39,293
General and administrative		157,531		664		61,008		0		0		415		95,444
Restructuring and other		0		0		0		0		0		0		0
Other Operating Expenses	\$	461,574	\$	16,970	\$	109,975	\$	119,517	\$	0	\$	415	\$	214,697
Total Operating Expenses	\$	641,360	\$	17,115	\$	110,870	\$	119,517	\$	—	\$	415	\$	393,443

(\$ in 000s)

	Three Months Ended March 31, 2022													
	GAAP		D&A		Stock-Based Compensation Expense		Enterprise Warrant & Share Based Expenses		Restructuring charges, net		Other Non-Recurring Items		Non-GAAP	
Loss on loan purchase commitment	\$	46,853	\$	0	\$	0	\$	0	\$	0	\$	0	\$	46,853
Provision for credit losses		66,294		0		0		0		0		0		66,294
Funding costs		15,824		0		0		0		0		0		15,824
Processing and servicing		43,371		124		650		0		0		0		42,597
Total Transaction Costs	\$	172,342	\$	124	\$	650	\$	0	\$	0	\$	0	\$	171,568
Technology and data analytics	\$	110,291	\$	10,058	\$	33,639	\$	0	\$	0	\$	0	\$	66,594
Sales and marketing		156,214		2,372		5,998		119,039		0		0		28,805
General and administrative		142,466		549		58,100		0		0		25		83,792
Restructuring and other		0		0		0		0		0		0		0
Other Operating Expenses	\$	408,971	\$	12,978	\$	97,737	\$	119,039	\$	0	\$	25	\$	179,192
Total Operating Expenses	\$	581,313	\$	13,102	\$	98,387	\$	119,039	\$	—	\$	25	\$	350,760

Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs

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

(\$ in 000s)

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

Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions and restructuring and exit and disposal costs

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 charges, net	Other Non-Recurring Items	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			
Total Transaction Costs	\$ 686,861	\$ 604	\$ 2,431	\$ 0	\$ 0	\$ 0	\$ 683,826			
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			
Other Operating Expenses	\$ 1,528,479	\$ 52,118	\$ 388,552	\$ 343,268	\$ 0	\$ 743	\$ 743,797			
Total Operating Expenses	\$ 2,215,340	\$ 52,722	\$ 390,983	\$ 343,268	\$ —	\$ 743	\$ 1,427,623			



Notes:

1. Metrics are unaudited
2. Other costs consist of expenses incurred in the period associated with the Company's acquisitions, impairment charges, and exit and disposal costs