



Q3 2025 earnings

November 4, 2025

## Forward looking statements

This presentation contains "forward-looking" statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including but not limited to, information or predictions concerning our future financial performance, including our financial outlook for Q4 2025 and the full fiscal year 2025 under the heading "Outlook" and management's estimates under the heading "Marketplace update," projected growth and other strategies, business plans and objectives, potential market and growth opportunities, competitive position, technological or market trends, and industry environment. These statements may include words such as "aim", "anticipate", "becoming", "believe", "can have", "continue", "could", "estimate", "expect", "intend", "likely", "look forward", "may", "ongoing", "plan", "potential", "predict", "project", "intend", "should", "target", "aim", "believe", "may", "will", "should", "becoming", "look forward", "could", "can have", "likely", "will", "would" or the negative of these terms or other comparable terminology in connection with any discussion of the timing or nature of future operating or financial performance or other events that do not relate strictly to historical or current facts. Forward-looking statements are based on information available at the time those statements are made or management's good faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in, or suggested by, the forward-looking statements and should not be read as a guarantee of future performance or results. Neither we nor any other person assumes responsibility for the accuracy and completeness of any of these forward-looking statements. We undertake no obligation to update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law.

More information about factors that could affect our results of operations and risks and uncertainties are provided in our public filings with the Securities and Exchange Commission (the "SEC"), including "Risk Factors" in our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q, copies of which may be obtained by visiting our investor relations website at [ir.upstart.com](http://ir.upstart.com) or the SEC's website at [www.sec.gov](http://www.sec.gov). These risks and uncertainties include, but are not limited to: our ability to manage the adverse effects of macroeconomic conditions and disruptions in the banking sector and credit markets, including inflation and related changes in interest rates and monetary policy; our ability to access sufficient loan funding, including through securitizations, committed capital and other co-investment arrangements, whole loan sales and warehouse credit facilities; the effectiveness of our credit decisioning models and risk management efforts, including reflecting the impact of macroeconomic conditions on borrowers' credit risk; our ability to retain existing, and attract new, lending partners; our future growth prospects and financial performance; our ability to manage risks associated with the loans on our balance sheet; our ability to improve and expand our platform and products; and our ability to operate successfully in a highly-regulated industry. Moreover, we operate in very competitive and rapidly changing environments, and new risks may emerge from time to time. It is not possible for us to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. Additional information will be available in other future reports that we file with the SEC from time to time, which could cause actual results to vary from expectations.

This presentation contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.

This presentation includes non-GAAP financial measures, including contribution profit, contribution margin, adjusted EBITDA, adjusted EBITDA margin, adjusted net income (loss), and adjusted net income (loss) per share. These non-GAAP financial measures are in addition to, and not a substitute for or superior to measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures. For example, other companies may calculate similarly-titled non-GAAP financial measures differently. Refer to slides 35-36 for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures. A reconciliation of non-GAAP guidance financial measures to corresponding GAAP guidance financial measures is not available on forward-looking basis without unreasonable effort due to the uncertainty and potential variability of expenses that may be incurred in the future and cannot be reasonably determined or predicted at this time. It is important to note that these factors could be material to our results of operations computed in accordance with GAAP.

Note: Amounts presented in charts may not sum to year-to-date totals due to rounding.

## **Results and outlook**

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## Q3'25 results: profitable growth amidst model responsiveness to macro signals

Focused execution against our 2025 priorities

**Originations: \$2.9B**  
+80% YoY



**Total Revenue: \$277M**  
+71% YoY



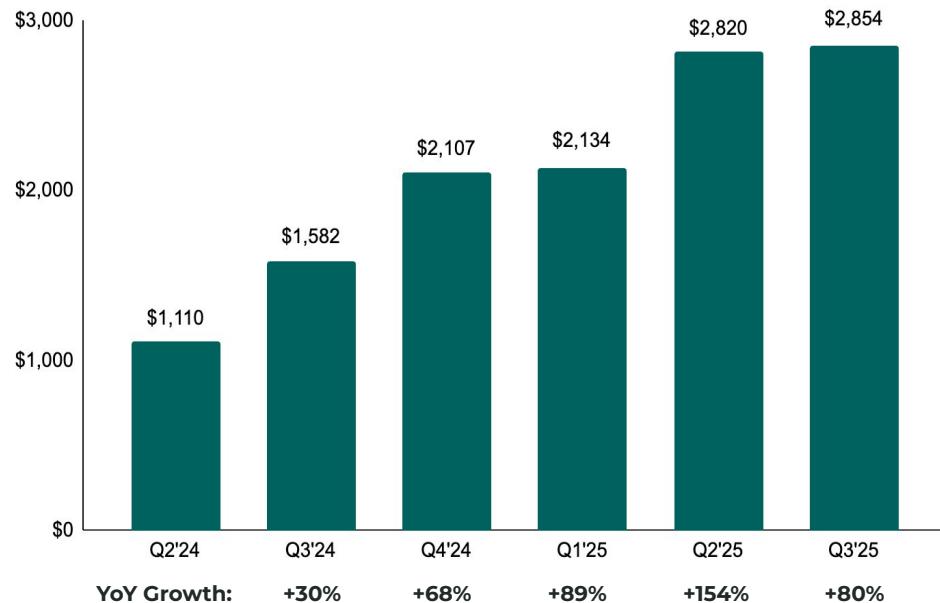
**Net Income: \$32M**  
11% margin



**Adj. EBITDA: \$71M**  
26% margin



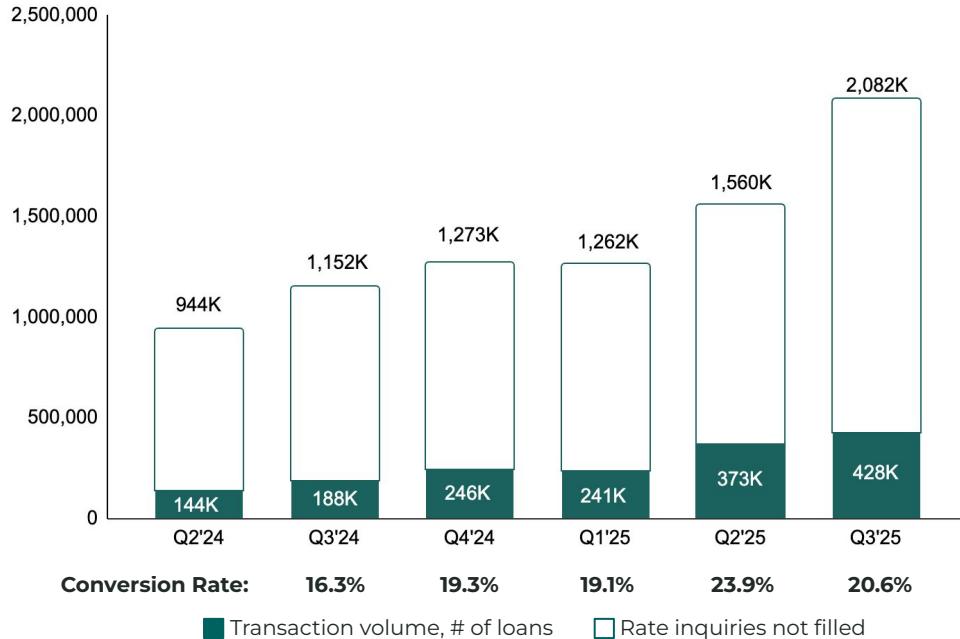
## Transaction Volume, Dollars (\$M)



**Q3'25 originations:**  
**\$2.9B**

+80% YoY

## Loan conversion funnel



**Q3'25 loans:**

**428K**

20.6% Conversion Rate

Reduced conversion reflects model response to evolving macro signals, which have recently improved

Note: Prior to Q3'25, HELOCs were excluded from rate inquiries used to calculate Conversion Rate. Starting in Q3'25, they are included. Earlier periods have not been adjusted due to the immaterial impact (<0.5pp reduction quarterly).

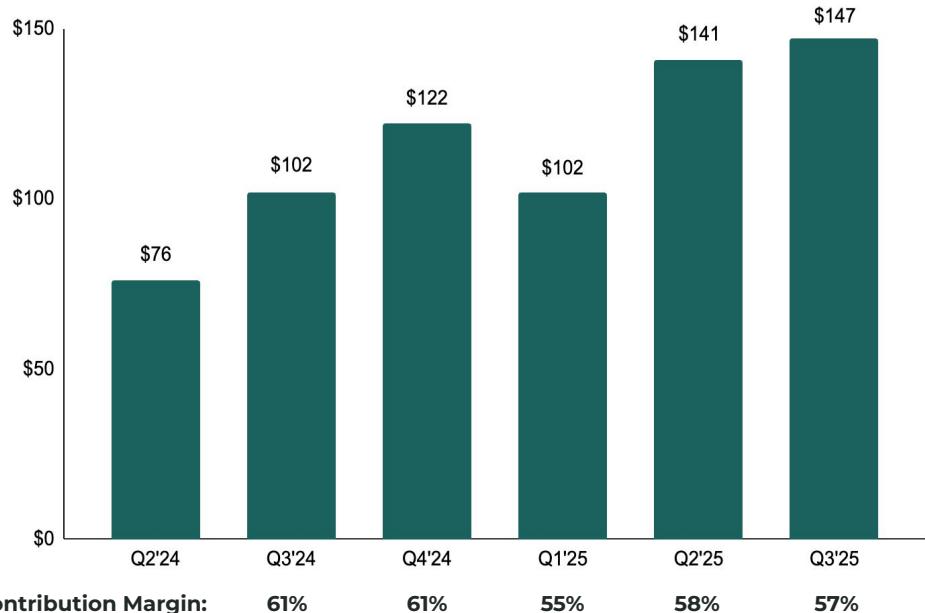
## Total Revenue (\$M)



■ Platform & referral fees ■ Servicing & other fees ■ Net interest income & fair value adj.

**Q3'25 Revenue:**  
**\$277M**  
+71% YoY

## Contribution Profit (\$M)

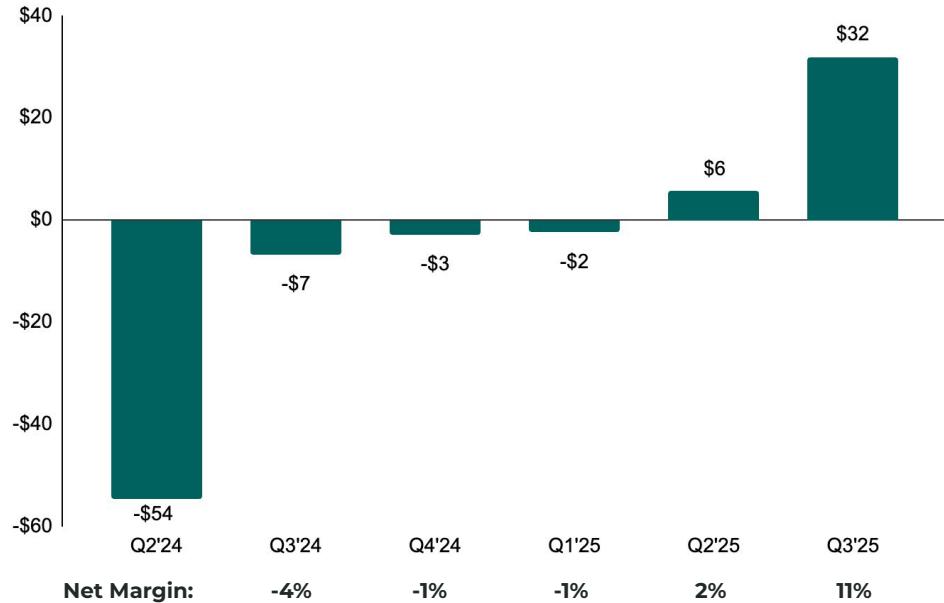


**Q3'25 Contribution:**

**\$147M**

57% Contribution Margin

## GAAP Net Income (Loss) (\$M)



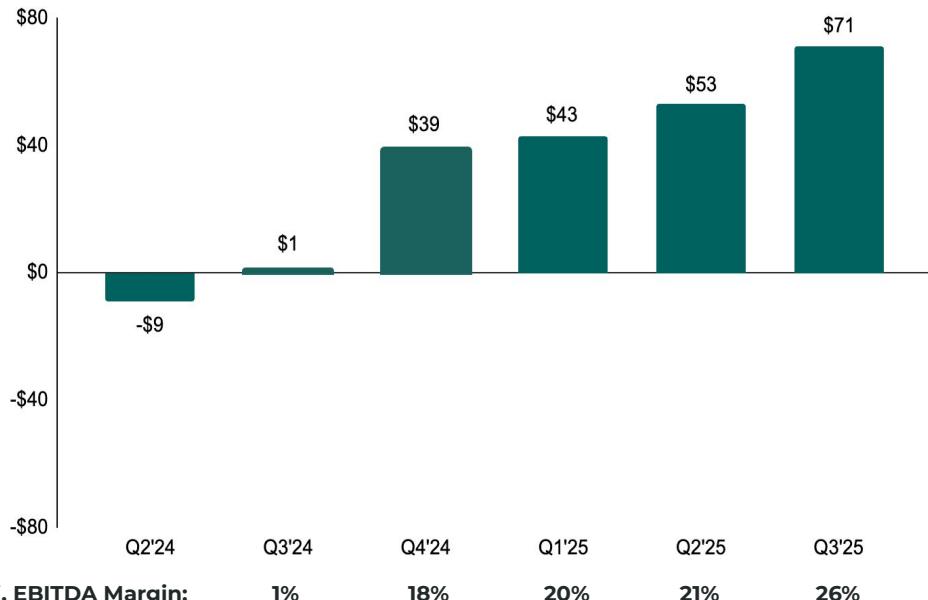
**Q3'25 Net Income:**

**\$32M**

11% Net Income Margin

## Adjusted EBITDA

(\$M)



**Q3'25 Adjusted EBITDA:**

**\$71M**

**26% Adj. EBITDA Margin**

## Outlook

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	Q4'25	FY 2025
Total Revenue	\$288 million	\$1.035 billion
Revenue from fees	\$262 million	\$946 million
Net interest income	\$26 million	\$89 million
Contribution Margin	53%	-
GAAP Net Income	\$17 million	\$50 million
Non-GAAP Adjusted Net Income	\$52 million	-
Adjusted EBITDA	\$63 million	-
Adjusted EBITDA Margin (% of Total Revenue)	-	22%
Basic weighted average share count	98 million	-
Diluted weighted average share count	111 million	-

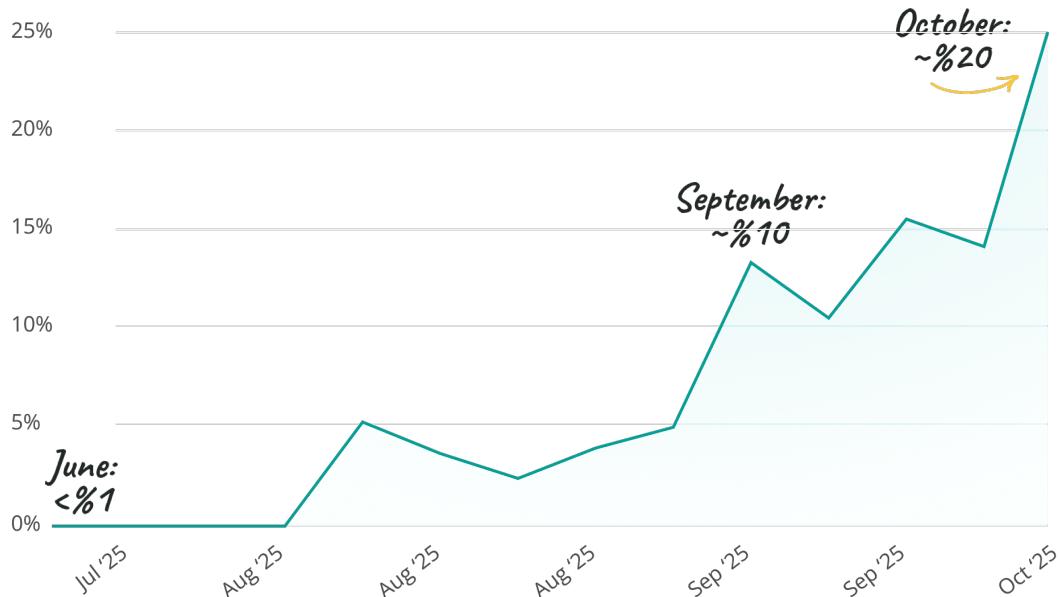
Note: Guidance figures are approximate.

## **Technology and product highlights**

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## Q3'25 product highlight: automated home loan approvals

### Percentage of HELOCs automatically approved



### Upstart HELOC innovation

**2024:** borrowers can automatically verify identity and income

**1H 2025:** expanded our system to include 12+ additional verification factors required for automatic HELOC approval

**June 2025:** Upstart enables full automation of HELOC approval process

### Q3'25:

- Increased automated lien and property verification rates via expanded data inputs
- Added instant verification for co-applicant identity and income

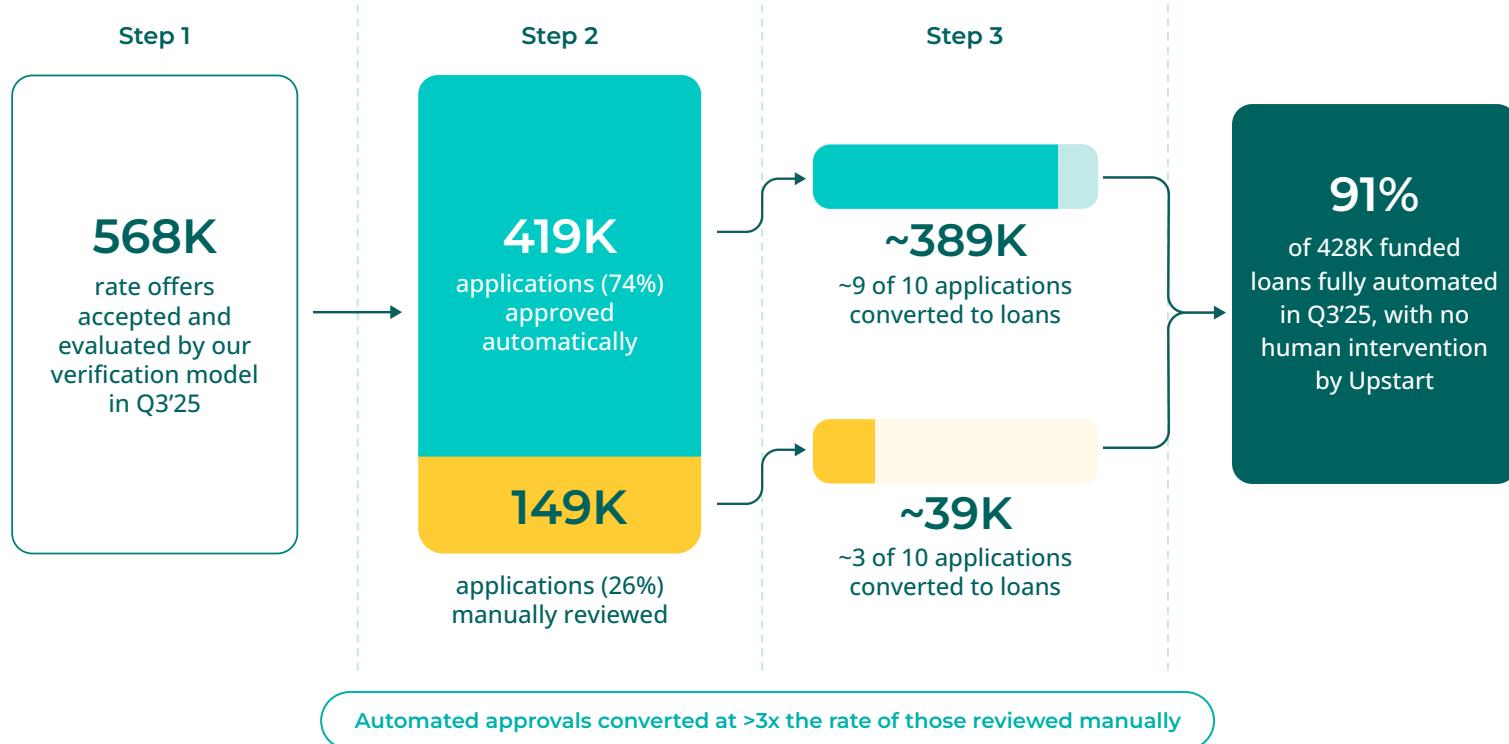
## Upstart AI supports scale and leads to radically better consumer experiences

**Q3'25: 91% of loans were fully automated, with no human intervention by Upstart**



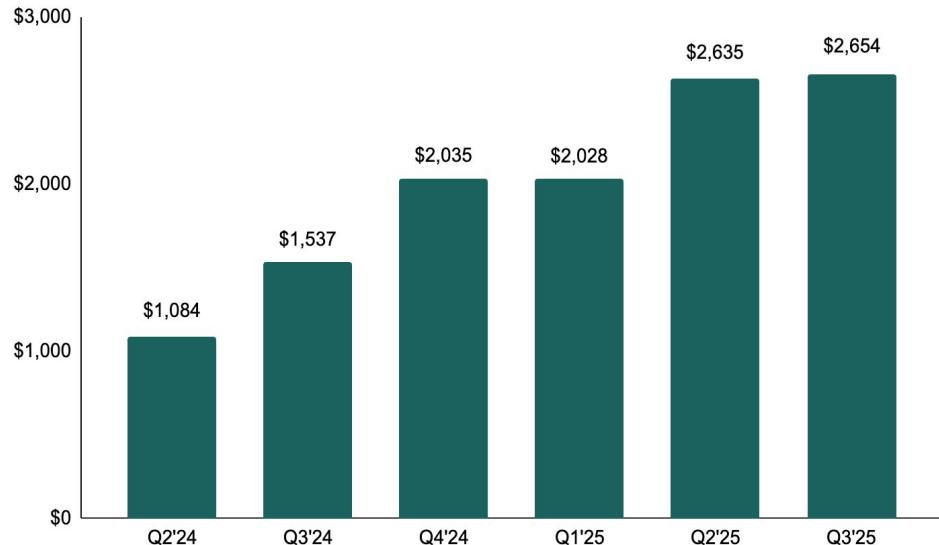
## More automation can drive higher loan volumes

Breaking down the math - how we arrived at the percentage of loans fully automated in Q3'25



## Personal loan originations

(\$M)



	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25
# of loans	143,050	186,577	243,137	237,201	366,423	420,089

Note: As of Q3'25, Auto Secured Personal Loans (ASPLs) are classified under "Auto" instead of "Personal Loans." Prior periods have been recast accordingly.

**Q3'25 originations:**

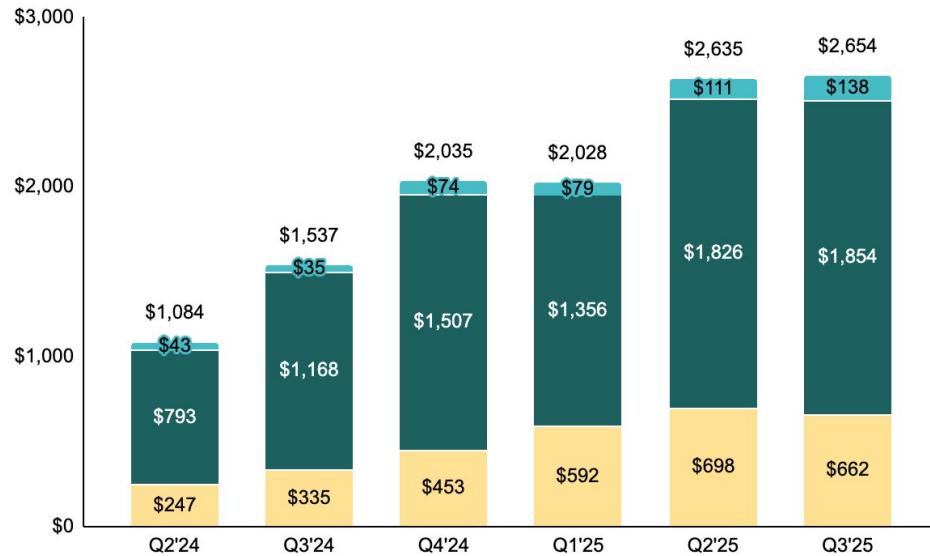
**\$2.7B**

Personal loan originations  
grew 73% YoY.

## Personal loan originations by borrower segment

(\$M)

Small dollar   Core   Super prime (720+)



	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25
# of loans	143,050	186,577	243,137	237,201	366,423	420,089

Note: Chart amounts may not add to totals due to rounding. As of Q3'25, Auto Secured Personal Loans (ASPLs) are classified under "Auto" instead of "Personal Loans." Prior periods have been recast accordingly.

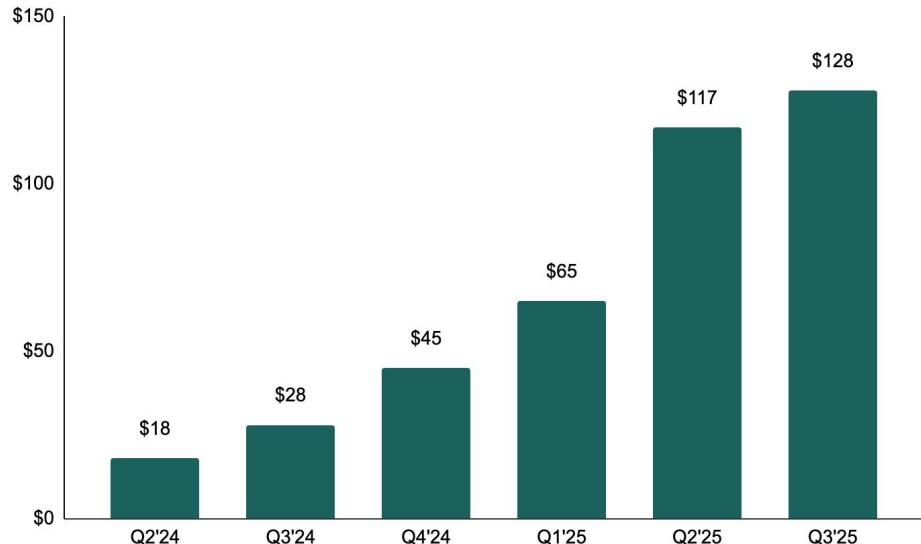
**Q3'25 originations**

**\$2.7B**

Super prime made up 25% of personal loan originations.  
“Best rates for all” is unlocking value across the credit spectrum.

## Auto originations

(\$M)



	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25
# of loans	724	1,289	2,073	2,839	5,058	6,705

Note: As of Q3'25, Auto Secured Personal Loans (ASPLs) are classified under "Auto" instead of "Personal Loans." Prior periods have been recast accordingly.

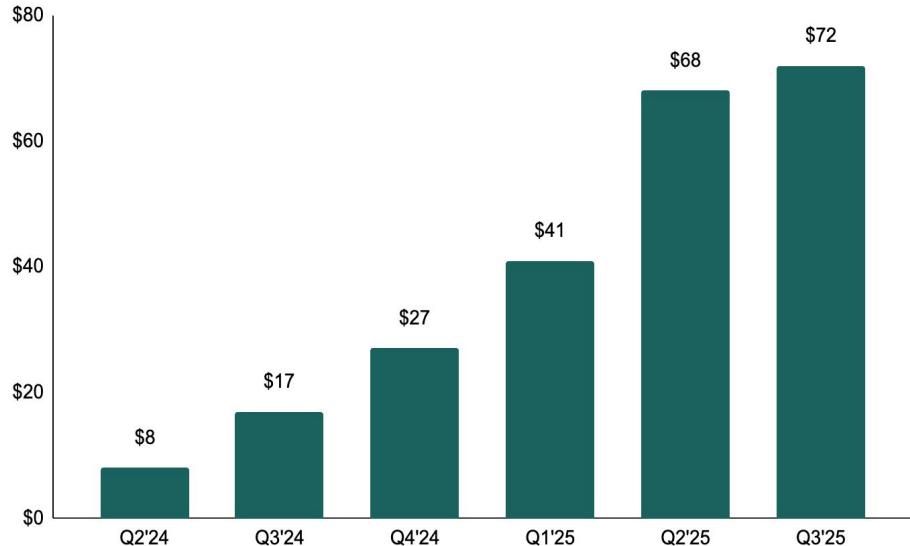
**Q3'25 originations**

**\$128M**

Auto originations grew  
~5X versus Q3'24 and 9%  
sequentially.

## Home originations

(\$M)



**# of loans**

126

283

453

666

1,118

1,262

**Q3'25 originations**

**\$72M**

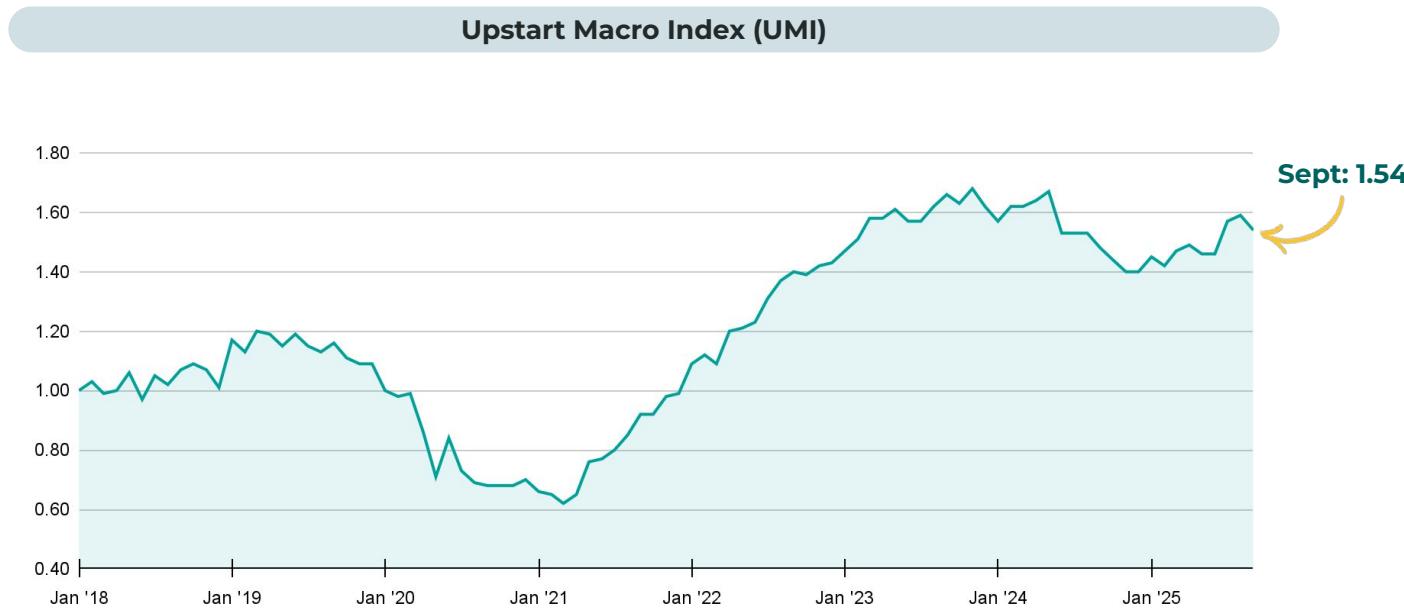
Home originations grew  
~4X versus Q3'24 and  
6% sequentially.

Note: Home originations are defined as: total committed amount the borrower can draw against.

## Marketplace update

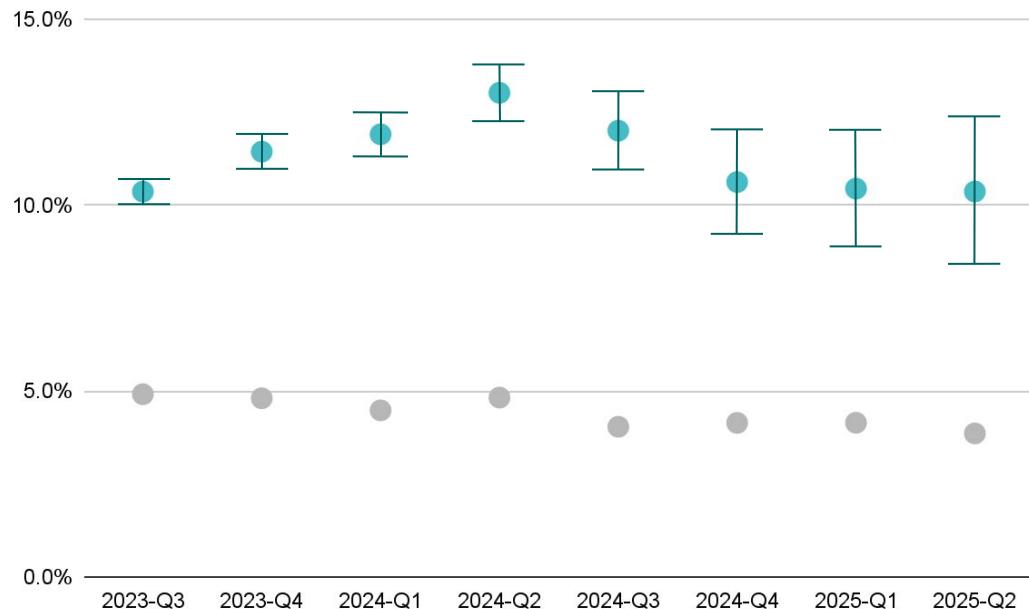
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## Latest UMI suggests improvement in consumer health vs July and August



Note: UMI estimates the impact of the macroeconomy on actual credit losses based on Upstart-powered unsecured personal loan data, see: <https://www.upstart.com/umi>. UMI data as of 10/30/25.

## Equal investment in all Upstart cohorts since Q3'23 would yield an 11.3% net annualized return



The net annualized return from investing equally in all Upstart cohorts since Q3'23 would represent a 7.4% premium over the 2-Year Treasury

- 2-Year Treasury Yield
- Expected cash flows
- Upside/downside range

Note: This presentation shows net annualized return, which includes an assumption of future cash flows based on performance after servicing fees. All data are as of 9/30/25. "Upside," "expected" and "downside" are Upstart's internal estimates of the returns observed for each vintage since Q3 2023. Q3 2025 is excluded due to limited seasoning.

# Value of Upstart's co-investments in committed capital partnerships

Upstart shares in the risk of our committed capital partnerships, via various forms of minority co-investment.

## Capital co-invested

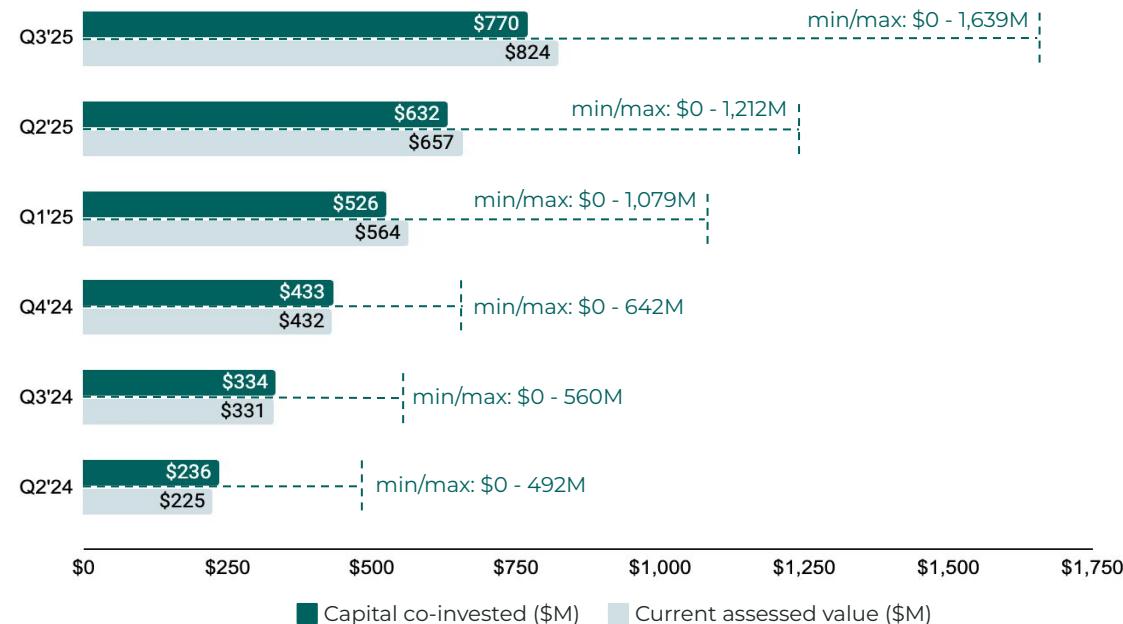
Cumulative outstanding amount Upstart has invested into these capital agreements.

## Current assessed value

The undiscounted amount of cash Upstart expects to receive over the duration of these agreements.

## Min/max possible values

The range of cash Upstart could receive from these agreements depending on loan performance.



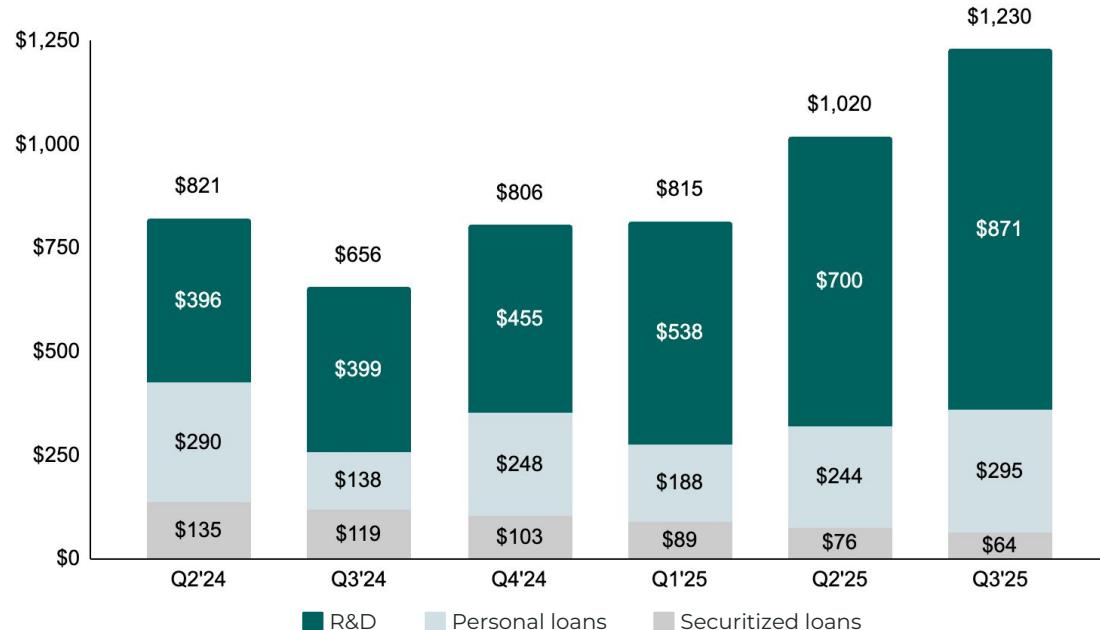
Note: "Capital co-invested" is based on Upstart's GAAP disclosure of maximum exposure to losses excluding certain amounts that management does not view as at risk totaling: \$24M Q2'24, \$24M Q3'24, \$25M Q4'24, \$28M Q1'25, \$28M Q2'25, \$27M Q3'25. See our SEC filings for more information.

## Loans held by Upstart

Q3'25: ~70% R&D - Auto, SDL and Home (\$M)

### R&D product funding

- Actively advancing multiple deals across newer product areas
- On track for tangible deal outcomes by year-end
- Expect reduced R&D balances and new volume flow to capital partners in future quarters



Note: "R&D" loans are to test and evaluate our AI models for emerging products such as Auto and Home.

Note: "Securitized" loans are from Q3'23 ABS, reflect GAAP treatment; Upstart's retained value was \$9M as of 9/30/25.

## Financial appendix

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# Condensed Consolidated Balance Sheet

(\$ in thousands)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Assets</b>						
Cash and cash equivalents	\$ 374,791	\$ 445,274	\$ 788,422	\$ 599,778	\$ 395,940	\$ 489,784
Restricted cash	185,827	210,493	187,841	239,750	305,520	347,121
Loans (at fair value) <sup>(1)</sup>	820,628	656,120	806,304	814,677	1,019,504	1,229,976
Property, equipment, and software, net	39,728	38,328	39,013	42,407	43,942	44,259
Operating lease right of use assets	49,144	46,318	43,455	40,557	37,620	34,646
Beneficial interest assets (at fair value)	97,804	131,483	176,848	216,578	266,761	316,199
Non-marketable equity securities	41,250	41,250	41,250	41,250	41,250	41,250
Goodwill	67,062	67,062	67,062	67,062	67,062	67,062
Other assets	143,990	172,652	216,763	234,218	300,269	334,551
<b>Total assets</b>	<b>\$ 1,820,224</b>	<b>\$ 1,808,980</b>	<b>\$ 2,366,958</b>	<b>\$ 2,296,277</b>	<b>\$ 2,477,868</b>	<b>\$ 2,904,848</b>

(1) Includes \$135.1 million, \$118.5 million, \$102.9 million, \$88.9 million, \$75.9 million, and \$64.1 million of loans, at fair value, contributed as collateral for the consolidated securitization as of June 30, 2024, September 30, 2024, December 31, 2024, March 31, 2025, June 30, 2025, and September 30, 2025, respectively.

# Condensed Consolidated Balance Sheet (cont.)

(\$ in thousands)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Liabilities and Stockholders' Equity</b>						
Liabilities:						
Payable to investors	\$ 65,502	\$ 60,778	\$ 60,173	\$ 83,114	\$ 91,669	\$ 93,400
Borrowings	912,727	887,367	1,402,168	1,334,863	1,428,479	1,855,754
Payable to securitization note holders (at fair value)	113,652	100,335	87,321	75,904	65,152	55,175
Accrued expenses and other liabilities	77,259	111,616	133,800	78,680	126,725	116,250
Operating lease liabilities	56,374	53,348	50,278	47,074	43,833	40,551
<b>Total liabilities</b>	<b>1,225,514</b>	<b>1,213,444</b>	<b>1,733,740</b>	<b>1,619,635</b>	<b>1,755,858</b>	<b>2,161,130</b>
Stockholders' equity:						
Common stock	9	9	9	10	10	10
Additional paid-in capital	996,345	1,003,929	1,044,366	1,090,236	1,129,997	1,119,900
Accumulated deficit	(401,644)	(408,402)	(411,157)	(413,604)	(407,997)	(376,192)
Total stockholders' equity	594,710	595,536	633,218	676,642	722,010	743,718
<b>Total liabilities and stockholders' equity</b>	<b>\$ 1,820,224</b>	<b>\$ 1,808,980</b>	<b>\$ 2,366,958</b>	<b>\$ 2,296,277</b>	<b>\$ 2,477,868</b>	<b>\$ 2,904,848</b>

# Condensed Consolidated Statement of Operations

(in thousands, except share and per share data)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Revenue:						
Revenue from fees, net <sup>(1)</sup>	\$ 130,532	\$ 167,590	\$ 199,276	\$ 185,475	\$ 240,777	\$ 258,539
Interest income, interest expense, and fair value adjustments, net:						
Interest income <sup>(2)</sup>	52,883	40,845	41,461	40,568	45,623	57,203
Interest expense <sup>(2)</sup>	(11,470)	(10,818)	(7,431)	(7,020)	(7,772)	(8,794)
Fair value and other adjustments <sup>(2)(3)</sup>	(44,315)	(35,477)	(14,342)	(5,652)	(21,337)	(29,843)
Total interest income, interest expense, and fair value adjustments, net	(2,902)	(5,450)	19,688	27,896	16,514	18,566
Total revenue	127,630	162,140	218,964	213,371	257,291	277,105
Operating expenses:						
Sales and marketing	32,958	43,229	55,463	58,970	73,105	78,844
Customer operations	38,684	39,302	40,602	40,501	46,246	49,790
Engineering and product development	58,453	64,887	67,222	57,838	68,825	64,026
General, administrative, and other	53,021	59,874	60,427	60,558	64,573	60,779
Total operating expenses	183,116	207,292	223,714	217,867	252,749	253,439
Income (loss) from operations	(55,486)	(45,152)	(4,750)	(4,496)	4,542	23,666
Other income, net	2,212	6,381	6,136	7,037	6,027	5,961
Expense on convertible notes	(1,181)	(1,303)	(4,030)	(4,959)	(4,913)	(4,944)
Gain on debt extinguishment	-	33,361	-	-	-	7,246
Net income (loss) before income taxes	(54,455)	(6,713)	(2,644)	(2,418)	5,656	31,929
Provision for income taxes	15	45	111	29	49	124
Net income (loss)	\$ (54,470)	\$ (6,758)	\$ (2,755)	\$ (2,447)	\$ 5,607	\$ 31,805
Net income (loss) per share, basic	\$ (0.62)	\$ (0.07)	\$ (0.03)	\$ (0.03)	\$ 0.06	\$ 0.33
Net income (loss) per share, diluted	\$ (0.62)	\$ (0.07)	\$ (0.03)	\$ (0.03)	\$ 0.05	\$ 0.23
Weighted-average number of shares outstanding used in computing net income (loss) per share, basic	88,435,893	90,119,481	92,174,306	94,274,538	95,526,364	96,682,774
Weighted-average number of shares outstanding used in computing net income (loss) per share, diluted	88,435,893	90,119,481	92,174,306	94,274,538	102,852,284	109,724,669

(1)(2) - Refer to slide 29 for further information.

(3) - Refer to slide 30 for further information.

# Revenue Breakout

(in thousands)

(1) This footnote is related to the table on slide 29. The following table presents revenue from fees disaggregated by type of service as follows:

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Revenue from fees, net:						
Platform and referral fees, net	\$ 98,595	\$ 134,199	\$ 165,758	\$ 150,975	\$ 202,845	\$ 216,882
Servicing and other fees, net	31,937	33,391	33,518	34,500	37,932	41,657
Total revenue from fees, net	\$ 130,532	\$ 167,590	\$ 199,276	\$ 185,475	\$ 240,777	\$ 258,539

(2) This footnote is related to the table on slide 29. The following table presents interest income, interest expense and unrealized loss on loans, loan charge-offs, and other fair value adjustments, net related to the consolidated securitization as follows:

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Interest income, interest expense, and fair value adjustments, net related to consolidated securitization:						
Interest income	\$ 7,714	\$ 6,748	\$ 5,882	\$ 5,112	\$ 4,465	\$ 3,876
Interest expense	(2,514)	(2,272)	(2,052)	(1,849)	(1,668)	(1,489)
Unrealized loss on loans, loan charge-offs, and other fair value adjustments, net	(9,266)	(5,726)	(3,753)	(3,780)	(3,238)	(1,970)
Total interest income, interest expense, and fair value adjustments, net	\$ (4,066)	\$ (1,250)	\$ 77	\$ (517)	\$ (441)	\$ 417

## Revenue Breakout (in thousands)

(3) This footnote is related to the table on slide 29. The following table presents components of fair value adjustments, net as follows:

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Fair value and other adjustments, net:</b>						
Unrealized loss on loans, loan charge-offs, and other fair value adjustments, net	\$ (31,949)	\$ (31,579)	\$ (18,374)	\$ (21,326)	\$ (18,878)	\$ (15,545)
Realized gain (loss) on sale of loans, net	(4,511)	(2,950)	(1,418)	(1,991)	3,829	(313)
Fair value adjustments and realized gains (losses) on beneficial interests, net	(7,855)	(948)	5,450	17,665	(6,288)	(13,985)
<b>Total fair value and other adjustments, net</b>	<b>\$ (44,315)</b>	<b>\$ (35,477)</b>	<b>\$ (14,342)</b>	<b>\$ (5,652)</b>	<b>\$ (21,337)</b>	<b>\$ (29,843)</b>

# Condensed Consolidated Statement of Cash Flows

(in thousands)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Cash flows from operating activities</b>						
Net income (loss)	\$ (54,470)	\$ (6,758)	\$ (2,755)	\$ (2,447)	\$ 5,607	\$ 31,805
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:						
Change in fair value of loans	49,761	63,767	(42,543)	7,062	(28,126)	(62,384)
Change in fair value of servicing assets	3,915	4,637	3,652	4,090	4,550	4,155
Change in fair value of servicing liabilities	(363)	(60)	(369)	(285)	(338)	(386)
Change in fair value of beneficial interest assets	3,414	(34,758)	40,976	(17,600)	(5,884)	7,279
Change in fair value of beneficial interest liabilities	4,371	3,289	(65)	(65)	12,172	6,706
Change in fair value of other financial instruments	(5,867)	12,579	(4,133)	(33)	(2,351)	(3,145)
Stock-based compensation	34,209	33,618	29,796	29,831	35,511	34,155
Gain on loan servicing rights, net	(2,951)	(5,551)	(4,001)	(4,945)	(7,506)	(7,925)
Gain on debt extinguishment	-	(33,361)	-	-	-	(7,246)
Depreciation and amortization	4,828	5,390	4,699	6,400	5,843	6,131
Loan premium amortization	(3,545)	(4,790)	(6,147)	(8,352)	(10,824)	(14,384)
Non-cash interest expense and other	773	615	1,061	1,325	1,678	2,216

# Condensed Consolidated Statement of Cash Flows (cont.)

(in thousands)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Net changes in operating assets and liabilities:</b>						
Purchases of loans held-for-sale	(773,470)	(1,056,233)	(1,683,022)	(1,345,253)	(2,624,546)	(2,440,455)
Proceeds from sale of loans held-for-sale	719,304	1,121,045	1,488,898	1,316,696	2,407,037	2,270,958
Principal payments received for loans held-for-sale	62,494	41,675	35,879	38,252	44,886	55,407
Principal payments received for loans held by consolidated securitization	12,376	11,818	11,465	10,280	9,653	9,839
Settlements of beneficial interest liabilities	(1,657)	(1,325)	(3,008)	(5,992)	(5,672)	(4,052)
Proceeds from beneficial interest assets (derivatives)	-	-	-	731	75	3,290
Settlements of beneficial interest assets (derivatives)	-	-	-	(485)	(538)	(636)
Other assets	6,547	(7,832)	(6,580)	6,437	(2,373)	(239)
Operating lease liability and right-of-use asset	(198)	(200)	(207)	(306)	(304)	(308)
Payable to investors for beneficial interest assets <sup>(1)</sup>	1,392	-	-	-	-	-
Accrued expenses and other liabilities	12,717	31,775	25,478	(48,827)	41,288	(13,410)
<b>Net cash provided by (used in) operating activities</b>	<b>\$ 73,580</b>	<b>\$ 179,340</b>	<b>\$ (110,926)</b>	<b>\$ (13,486)</b>	<b>\$ (120,162)</b>	<b>\$ (122,629)</b>

(1) During 2024, the Company elected to change the presentation of changes in the payable to investors balance on the condensed consolidated statement of cash flows. Under the new presentation, a portion of the payable to investors balance related to fiduciary cash was reclassified from operating to financing activities.

# Condensed Consolidated Statement of Cash Flows (cont.)

(in thousands)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Cash flows from investing activities</b>						
Purchases and originations of loans held-for-investment	(64,789)	(85,639)	(126,516)	(149,916)	(228,024)	(288,109)
Proceeds from sale of loans held-for-investment	-	-	-	1,647	18,600	30,948
Principal payments received for loans held-for-investment	32,965	39,561	45,498	57,417	72,524	92,055
Principal payments received for notes receivable and repayments of residual certificates	1,456	1,323	1,913	2,685	3,836	6,374
Acquisition and settlements of beneficial interest assets (hybrid instruments)	(45,133)	-	(4,507)	(617)	(959)	(32)
Proceeds from beneficial interest assets (hybrid instruments)	1,729	1,079	9,122	16,374	28,555	49,300
Issuance of line of credit receivable	-	-	-	-	-	(7,862)
Repayments of line of credit receivable	-	-	-	-	-	783
Purchases of property and equipment	(37)	(116)	-	-	(115)	(75)
Capitalized software costs	(2,291)	(2,378)	(3,419)	(6,159)	(4,251)	(3,888)
Net cash used in investing activities	\$ (76,100)	\$ (46,170)	\$ (77,909)	\$ (78,569)	\$ (109,834)	\$ (120,506)

# Condensed Consolidated Statement of Cash Flows (cont.)

(in thousands)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
<b>Cash flows from financing activities</b>						
Proceeds from borrowings	173,250	50,077	89,694	53,655	122,701	36,492
Proceeds from convertible notes issuance, net of debt issuance costs paid to lender	-	423,002	490,438	-	-	678,270
Payment of debt issuance costs to third party	-	(1,455)	(2,490)	(443)	-	(2,701)
Repayments of borrowings	(44,824)	(138,180)	(64,173)	(122,285)	(30,406)	(54,803)
Payments for repurchases of convertible notes	-	(325,344)	-	-	-	(224,154)
Purchase of capped calls	-	(40,883)	-	-	-	(55,200)
Settlement of capped calls	-	580	-	-	-	564
Principal payments made on securitization notes	(14,882)	(14,259)	(12,663)	(11,444)	(10,577)	(10,002)
Payable to investors <sup>(1)</sup>	9,429	(4,724)	(605)	22,941	8,555	1,731
Proceeds from issuance of common stock under employee stock purchase plan	-	3,120	-	4,692	-	3,757
Proceeds from exercise of stock options	1,015	10,062	9,133	8,209	1,657	4,628
Taxes paid related to net share settlement of equity awards	(1)	(17)	(3)	(5)	(2)	(2)
Net cash provided by (used in) financing activities	\$ 123,987	\$ (38,021)	\$ 509,331	\$ (44,680)	\$ 91,928	\$ 378,580
Change in cash, cash equivalents and restricted cash	121,467	95,149	320,496	(136,735)	(138,068)	135,445
<b>Cash, cash equivalents and restricted cash</b>						
Cash, cash equivalents and restricted cash at beginning of period	439,151	560,618	655,767	976,263	839,528	701,460
<b>Cash, cash equivalents and restricted cash at end of period</b>	<b>\$ 560,618</b>	<b>\$ 655,767</b>	<b>\$ 976,263</b>	<b>\$ 839,528</b>	<b>\$ 701,460</b>	<b>\$ 836,905</b>

(1) During 2024, the Company elected to change the presentation of changes in the payable to investors balance on the condensed consolidated statement of cash flows. Under the new presentation, a portion of the payable to investors balance related to fiduciary cash was reclassified from operating to financing activities.

# Reconciliation of non-GAAP financial measures

(in thousands, except ratios)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Total revenue	\$ 127,630	\$ 162,140	\$ 218,964	\$ 213,371	\$ 257,291	\$ 277,105
Net income (loss)	(54,470)	(6,758)	(2,755)	(2,447)	5,607	31,805
<i>Net Income (Loss) Margin</i>	(43%)	(4%)	(1%)	(1%)	2%	11%
Adjusted to exclude the following:						
Stock-based compensation and certain payroll tax expenses <sup>(1)</sup>	\$ 35,410	\$ 34,794	\$ 32,087	\$ 33,636	\$ 36,641	\$ 35,404
Depreciation and amortization	4,828	5,390	4,699	6,400	5,843	6,131
Reorganization expenses	3,778	-	603	-	-	-
Expense on convertible notes	1,183	1,303	4,030	4,959	4,913	4,944
Gain on debt extinguishment	-	(33,361)	-	-	-	(7,246)
Provision for income taxes	15	45	111	29	49	124
Adjusted EBITDA	\$ (9,256)	\$ 1,413	\$ 38,775	\$ 42,577	\$ 53,053	\$ 71,162
<i>Adjusted EBITDA Margin</i>	(7%)	1%	18%	20%	21%	26%

(1) Payroll tax expenses include the employer payroll tax-related expense on employee stock transactions, as the amount is dependent on our stock price and other factors that are beyond our control and do not correlate to the operation of our business.

# Reconciliation of non-GAAP financial measures

(in thousands, except ratios)

	Fiscal 2024			Fiscal 2025		
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Revenue from fees, net	\$ 130,532	\$ 167,590	\$ 199,276	\$ 185,475	\$ 240,777	\$ 258,539
Income (loss) from operations	(55,486)	(45,152)	(4,750)	(4,496)	4,542	23,666
<i>Operating Margin</i>	(43%)	(27%)	(2%)	(2%)	2%	9%
Sales and marketing, net of borrower acquisition costs <sup>(1)</sup>	\$ 9,741	\$ 10,480	\$ 11,231	\$ 10,408	\$ 12,170	\$ 11,582
Customer operations, net of borrower verification and servicing costs <sup>(2)</sup>	7,486	6,837	7,456	5,960	6,947	5,919
Engineering and product development	58,453	64,887	67,222	57,838	68,825	64,026
General, administrative, and other	53,021	59,874	60,427	60,558	64,573	60,779
Interest income, interest expense, and fair value adjustments, net	2,902	5,450	(19,688)	(27,896)	(16,514)	(18,566)
<i>Contribution Profit</i>	\$ 76,117	\$ 102,376	\$ 121,898	\$ 102,372	\$ 140,543	\$ 147,406
<i>Contribution Margin</i>	58%	61%	61%	55%	58%	57%

(1) Borrower acquisition costs were \$23.2 million, \$32.7 million, \$44.2 million, \$48.6 million, \$60.9 million, and \$67.3 million for the three months ended June 30, 2024, September 30, 2024, December 31, 2024, March 31, 2025, June 30, 2025, and September 30, 2025, respectively. Borrower acquisition costs consist of our sales and marketing expenses adjusted to exclude costs not directly attributable to attracting a new borrower, such as payroll-related expenses for our business development and marketing teams, as well as other operational, brand awareness and marketing activities. These costs do not include reorganization expenses.

(2) Borrower verification and servicing costs were \$31.2 million, \$32.5 million, \$33.1 million, \$34.5 million, and \$39.3 million, and \$43.9 million for the three months ended June 30, 2024, September 30, 2024, December 31, 2024, March 31, 2025, June 30, 2025, and September 30, 2025, respectively. Borrower verification and servicing costs consist of payroll and other personnel-related expenses for personnel engaged in loan onboarding, verification and servicing, as well as servicing system costs. It excludes payroll and personnel-related expenses and stock-based compensation for certain members of our customer operations team whose work is not directly attributable to onboarding and servicing loans. These costs do not include reorganization expenses.

## Key Operating Metrics & Non-GAAP Financial Measures

- We define **Transaction Volume, Dollars** as the total principal of loan originations (or committed amounts for HELOCs) facilitated on our marketplace during the periods presented. We define **Transaction Volume, Number of Loans** as the number of loan originations (or commitments issued for HELOCs) facilitated on our marketplace during the periods presented. We believe these metrics are good proxies for our overall scale and reach as a platform.
- We define **Conversion Rate** as the Transaction Volume, Number of Loans in a period divided by the number of rate inquiries received that we estimate to be legitimate, which we record when a borrower requests a loan offer on our platform. We track this metric to understand the impact of improvements to the efficiency of our borrower funnel on our overall growth.
- We define **Percentage of Loans Fully Automated** as the total number of loans in a given period originated end-to-end (from initial rate request to final funding for personal loans and small dollar loans and from initial rate request to signing of the loan agreement for auto loans) with no human involvement required by the Company divided by the Transaction Volume, Number of Loans in the same period.
- To derive **Contribution Profit**, we subtract the sum of borrower acquisition costs as well as borrower verification and servicing costs from revenue from fees, net. To calculate Contribution Margin we divide Contribution Profit by revenue from fees, net.
- We calculate **Adjusted EBITDA** as net income (loss) adjusted to exclude stock-based compensation expense and certain payroll tax expenses, depreciation and amortization, expense on convertible notes, provision for income taxes, gain on debt extinguishment, net gain on lease modification and reorganization expenses. We calculate **Adjusted EBITDA Margin** as Adjusted EBITDA divided by total revenue. Adjusted EBITDA and Adjusted EBITDA Margin includes interest expense from corporate debt and warehouse credit facilities which is incurred in the course of earning corresponding interest income.
- We define **Adjusted Net Income (Loss)** as net income (loss) exclusive of stock-based compensation expense and certain payroll tax expenses as well as certain items that are not related to core business and ongoing operations, such as gain on debt extinguishment, net gain on lease modification and reorganization expenses. **Adjusted Net Income (Loss) Per Share** is calculated by dividing Adjusted Net Income (Loss) Per Share by the weighted-average common shares outstanding.

**Thank You**

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