



# Earnings Supplement

Q2 2025

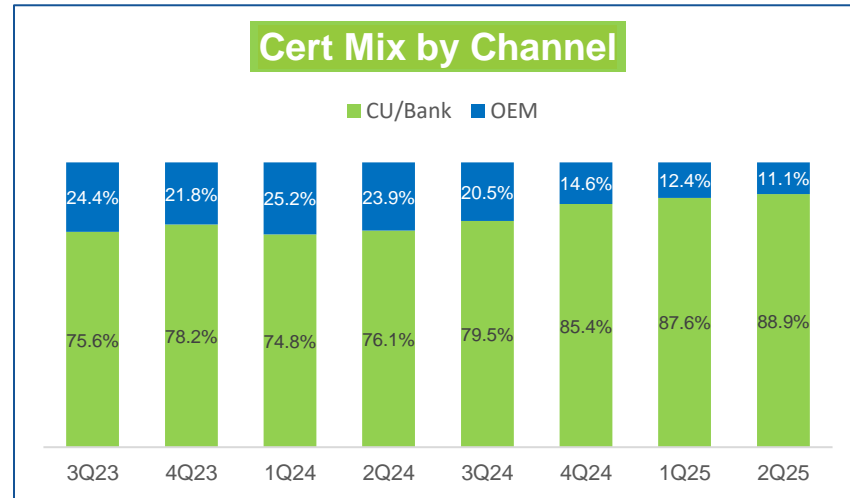
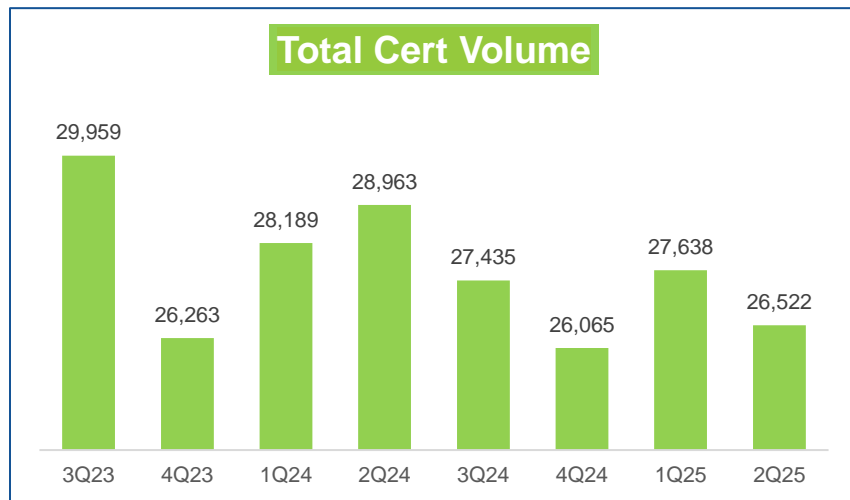
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## Q2 2025 Financial Highlights

	Q2 2025	Q2 2024
Total Certs	26,522	28,963
Revenue	\$25.3 million	\$26.7 million
Adj. EBITDA <sup>1</sup>	\$4.1 million	\$6.8 million

(1) See reconciliation of GAAP to non-GAAP financial measures on page 9.

# Loan Origination Performance by Quarter & Channel



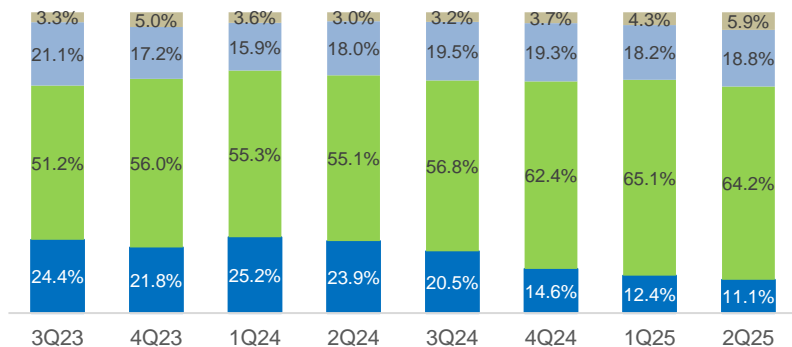
*Total certified loan volumes reflect typical seasonal patterns along with our strategic implementation of enhanced underwriting standards aimed at building a higher quality loan portfolio.*

*While we anticipate volumes to remain relatively stable through the second half of 2025, we believe we are well positioned for renewed growth in 2026 with improved underwriting and pricing actions. Our CU/Bank channel loans typically have higher program fees compared to our OEM loans, which leads to more favorable economics.*

# Loan Origination Mix by Segment & Vehicle Category

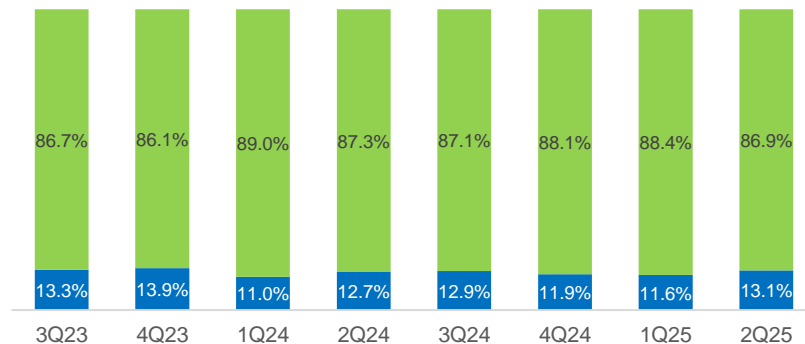
## Cert Mix by Segment

■ OEM ■ Indirect ■ Direct ■ Refinance



## Cert Mix by New/Used

■ New ■ Used

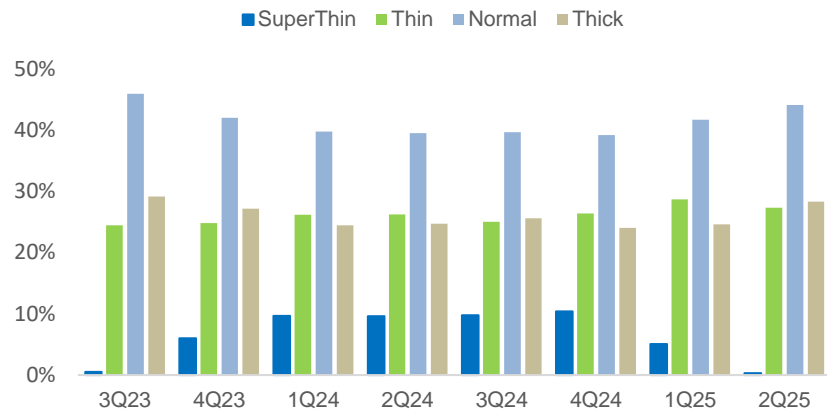


*Loan origination mix in 2Q25 reflects a strategic pivot toward higher-quality credit union and bank partnerships, with OEM volumes continuing to decline as a percentage of total originations. We are also seeing refinance volumes start to recover as interest rates decline.*

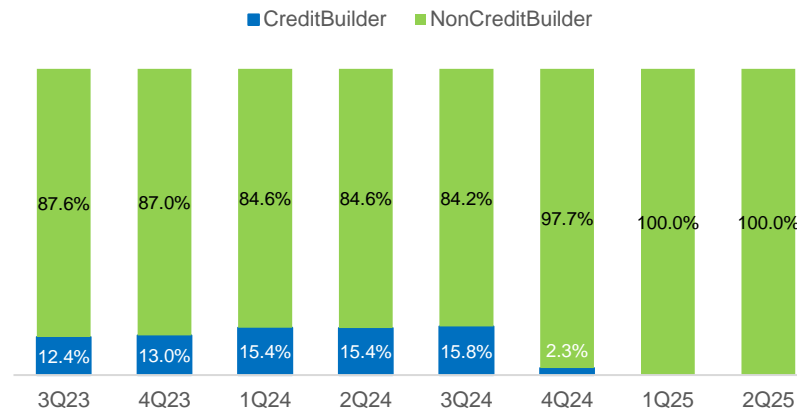
*Our portfolio remains predominantly focused on used vehicles, which we believe continues to provide attractive unit economics and serves the core needs of our target customer base. As tariffs change the mix of new cars available, we believe there may be an increase in used certs vs new, offset by higher vehicle prices as new inventory is impacted.*

# Loan Mix by Credit Profile

## Cert Mix by Credit Depth



## Credit Builder %

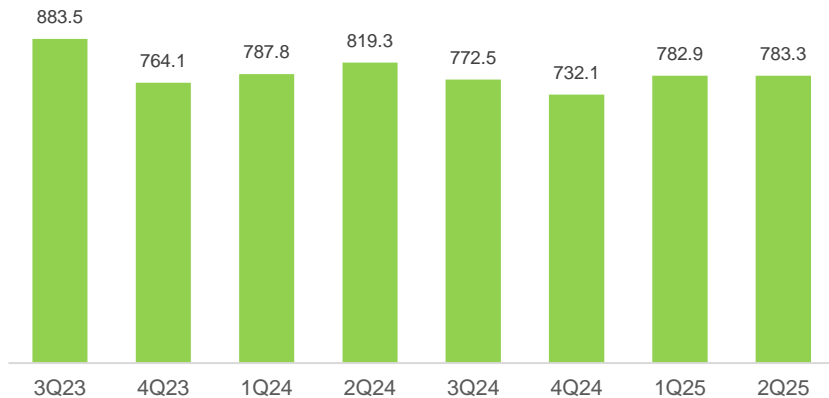


*We believe the credit portfolio in 2Q25 demonstrates disciplined underwriting with a healthy mix across credit depth segments. As discussed last quarter, our current quarter credit builder exposure was nonmaterial in order to improve the quality and profitability of our portfolio.*

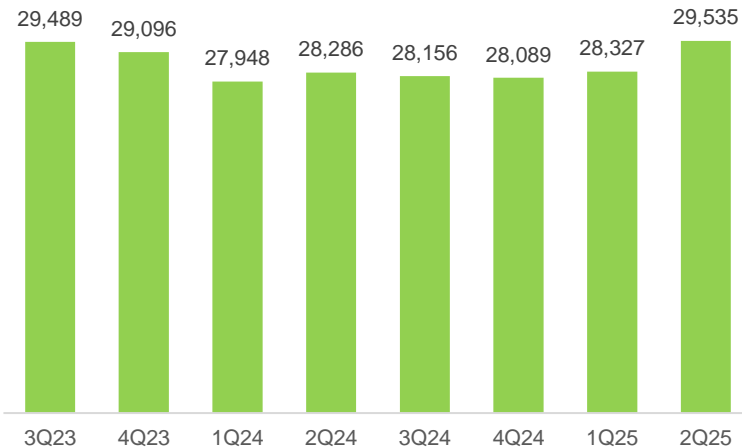
*Super Thin files also made up only 0.3% of loans in the current quarter, which peaked at 10.4% in the fourth quarter of 2024. We have made appropriate pricing adjustments in an effort to adequately account for risk across all segments.*

# Facilitated Loan Volume & Average Loan Size Trends

Facilitated Loan Origination Volume  
(\$M)



Average Loan Size (\$)



*Average loan size has been trending up since 4Q24, increasing to \$29,535 in 2Q25. We believe this increase reflects our focus on higher-value lending opportunities and improved customer mix that supports enhanced unit economics for our fees.*

# Key Performance Indicators

		Three Months Ended June 30,	
		2025	2024
<b>Certs</b>			
Credit Union & Bank		23,591	22,038
OEM		2,931	6,925
<b>Total Certs</b>		<b>26,522</b>	<b>28,963</b>
<b>Unit Economics</b>			
Avg. Profit Share Revenue per Cert <sup>(1)</sup>	\$	289	\$ 552
Avg. Program Fee Revenue per Cert	\$	563	\$ 512
<b>Originations</b>			
Facilitated Loan Origination Volume (\$ in 000s)	\$	783,327	\$ 819,253
Average Loan Size	\$	29,535	\$ 28,286
<b>Channel Overview</b>			
New Vehicle Certs as a % of Total		13.1 %	12.7 %
Used Vehicle Certs as a % of Total		86.9 %	87.3 %
Indirect Certs as a % of Total		75.3 %	79.0 %
Direct Certs as a % of Total		18.8 %	18.0 %
Refinance Certs as a % of Total		5.9 %	3.0 %

<sup>(1)</sup> Represents average profit share revenue per certified loan originated in the period excluding the impact of profit share revenue recognized in the period associated with historical vintages. The profit share revenue impact related to change in estimates of historical vintages was an increase of \$0.3 million and a reduction of \$6.7 million for the three months ended June 30, 2025 and 2024, respectively.

# Financial Results

(\$ in '000s)

	Three Months Ended June 30,	
	2025	2024
<b>Revenue</b>		
Program fees	\$ 14,933	\$ 14,836
Profit share <sup>(1)</sup>	7,969	9,333
Claims administration and other service fees	2,408	2,558
<b>Total revenue</b>	<b>25,310</b>	<b>26,727</b>
<b>Cost of services</b>	<b>5,509</b>	<b>5,713</b>
<b>Gross profit</b>	<b>19,801</b>	<b>21,014</b>
<b>Operating expenses</b>		
General and administrative	11,964	11,745
Selling and marketing	4,146	4,149
Research and development	2,515	1,130
<b>Total operating expenses</b>	<b>18,625</b>	<b>17,024</b>
<b>Operating income</b>	<b>1,176</b>	<b>3,990</b>
Interest expense	(2,419)	(2,736)
Interest income	2,357	3,086
<b>Income before income taxes</b>	<b>1,114</b>	<b>4,340</b>
Income tax expense	80	1,438
<b>Net income</b>	<b>\$ 1,034</b>	<b>\$ 2,902</b>

<sup>(1)</sup> Profit share revenue was increased by a change in estimate of historical vintages of \$0.3 million for the three months ended June 30, 2025 and reduced by a change in estimate of \$6.7 million for the three months ended June 30, 2024.



# Reconciliation of GAAP to Non-GAAP Financial Measures

## **Adjusted EBITDA**

*(\$ in 000's)*

### **Net income**

Non-GAAP adjustments:

Interest (income) expense, net

Income tax expense

Depreciation and amortization expense

Share-based compensation expense

### **Total adjustments**

### **Adjusted EBITDA**

### **Adjusted EBITDA margin**

Three Months Ended June 30,	
2025	2024
\$ 1,034	\$ 2,902
62	(350)
80	1,438
590	415
2,334	2,368
3,066	3,871
\$ 4,100	\$ 6,773
16 %	25 %

Beginning in the quarter ended June 30, 2025, we have updated the presentation of Adjusted EBITDA to exclude interest income as we believe the exclusion of interest income aligns our definition with comparable companies. Prior periods presented have been conformed to the current period presentation.