



# FY Q4 2025 Earnings Supplement

August 28, 2025



# 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 use and provision of AI-powered solutions; 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; its ability to effectively use and provide AI-powered solutions; the impact of elevated market interest rates and corresponding negotiated interest rate spreads on its business; the terms of its securitizations, warehouse credit facilities and forward flow agreements; the impact on its business of general economic conditions, including the impact of inflation, ongoing recessionary concerns, uncertainty relating to the magnitude, duration and impact of tariffs on global trade, 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; its ability to successfully expand into new international geographies; seasonal or other fluctuations in its revenue and GMV as a result of consumer spending patterns; pending and future litigation, regulatory actions and/or compliance issues; developments in its regulatory environment; its ability to continue to attract and retain highly skilled employees; and other risks that are described in its most recent Annual Report on Form 10-K, and in its other filings with the U.S. Securities and Exchange Commission. These forward-looking statements reflect the Company's views with respect to future events as of the date hereof and are based on assumptions and subject to risks and uncertainties. Given these uncertainties, investors should not place undue reliance on these forward-looking statements. The forward-looking statements are made as of the date hereof, and the Company assumes no obligation and does not intend to update these forward-looking statements.

## Use of Non-GAAP Financial Measures

To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles in the United States ("GAAP"), we present the following non-GAAP financial measures: revenue less transaction costs, revenue less transaction costs as a percentage of GMV, adjusted operating income (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 income (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

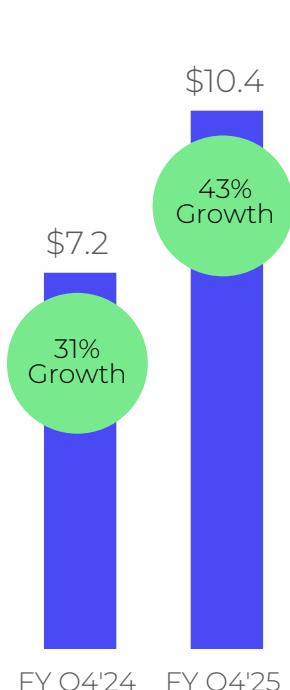


FY Q4 2025

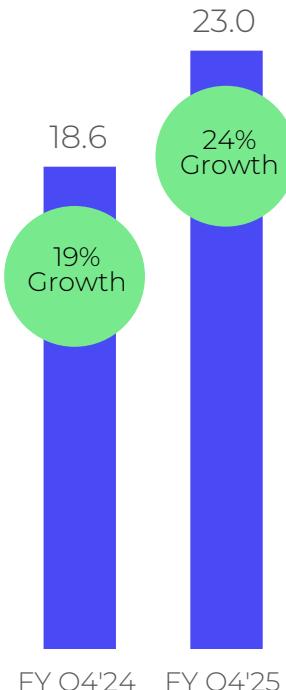
# Operating & Financial Highlights

# Fourth Quarter FY'25 Highlights

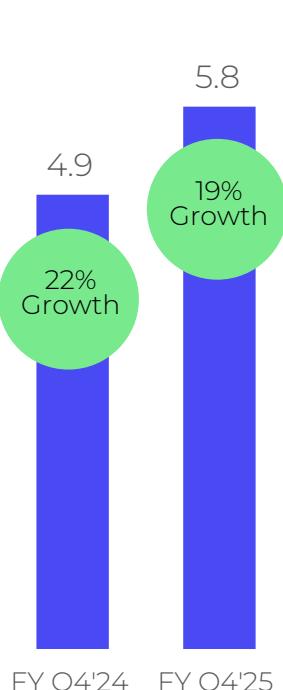
## GROSS MERCHANDISE VOLUME (\$B)



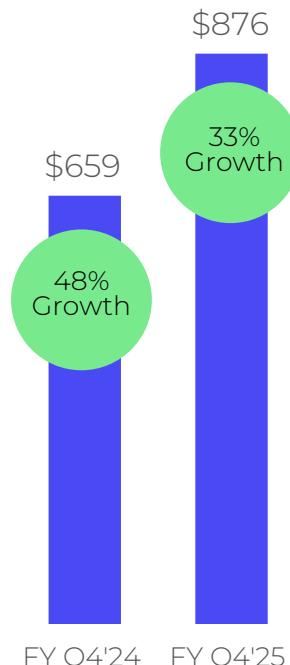
## ACTIVE CONSUMERS (M) <sup>(2)</sup>



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



## REVENUE (\$M)



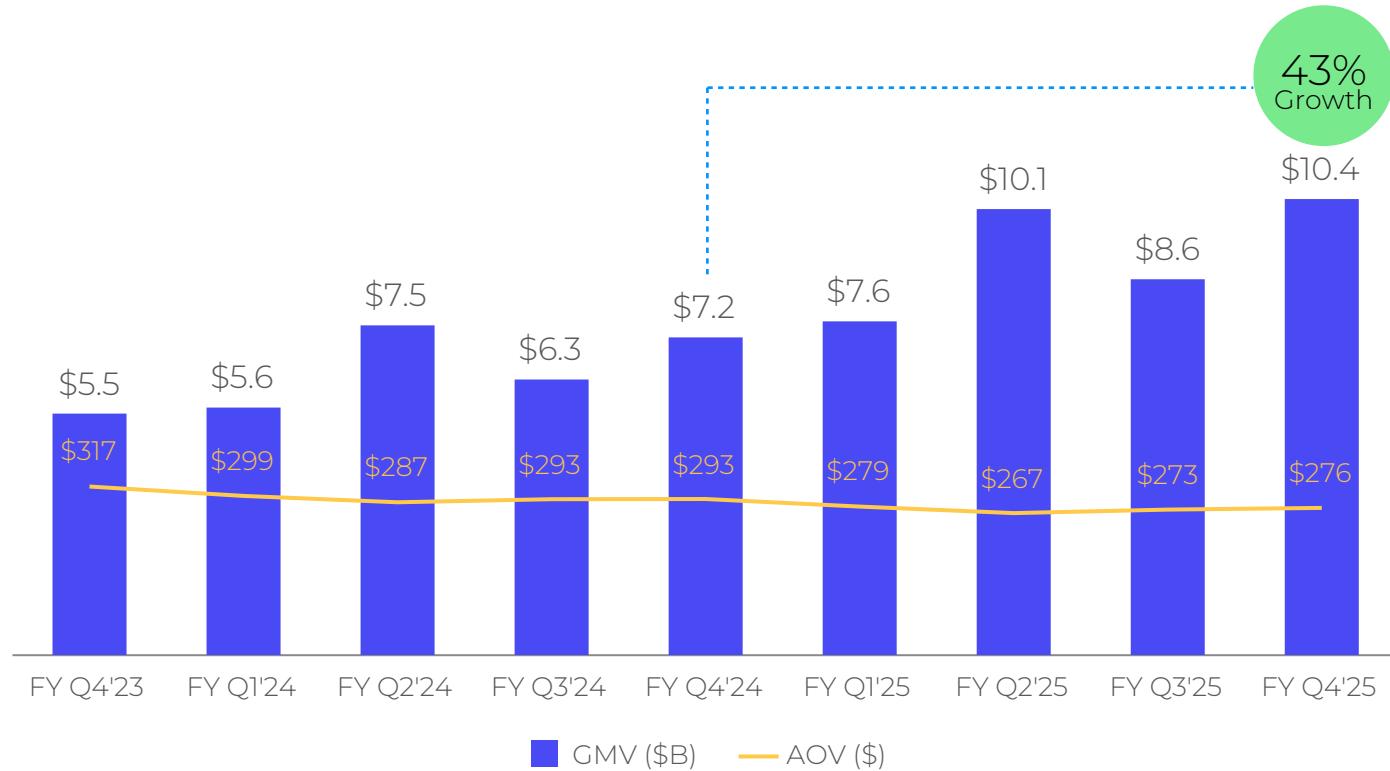
### Notes:

1. Metrics are unaudited
2. Active consumer count excludes 0 and 127 thousand Returnly-only users from FYQ4 '25 and FYQ4 '24, respectively. Refer to slide 11 for active consumer historical trends with Returnly-only disaggregation.

FY Q4 2025

# Business Highlights

# Gross Merchandise Volume

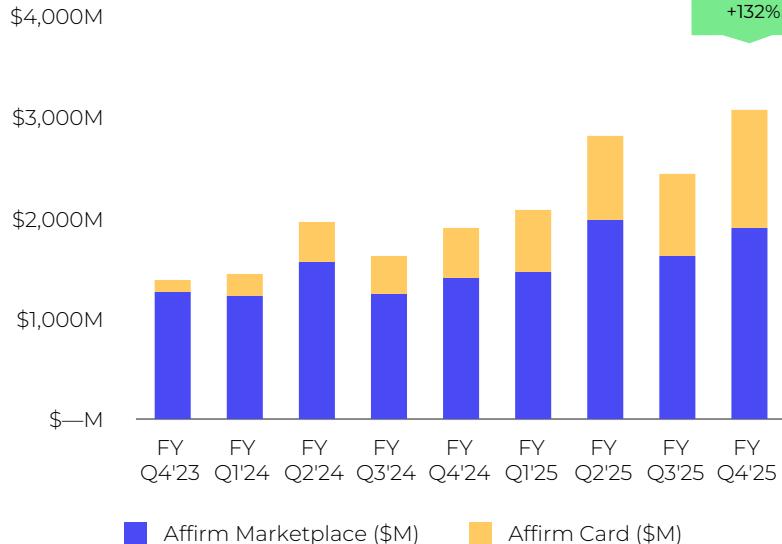


## Notes:

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

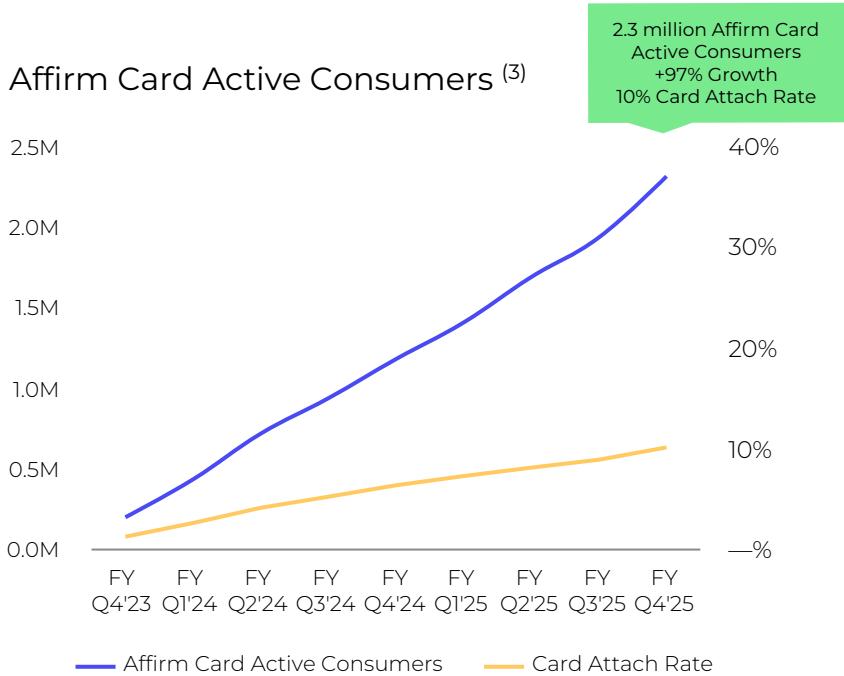
# Affirm Direct-to-Consumer Business Highlights

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



\$1,176 million  
Affirm Card GMV  
+132% Growth

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

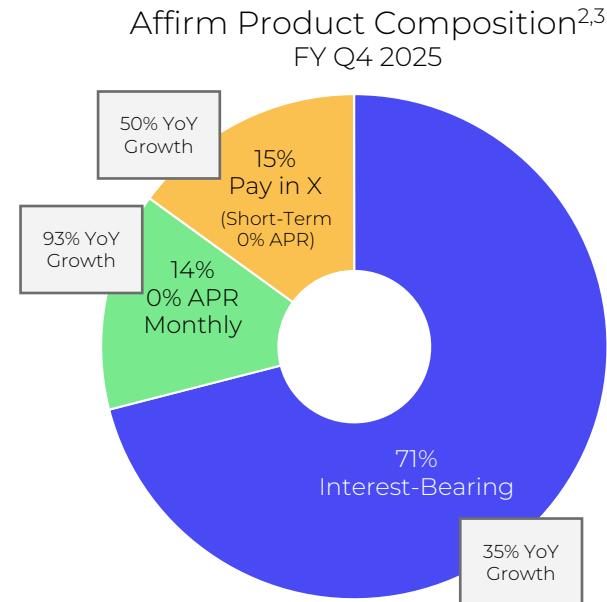
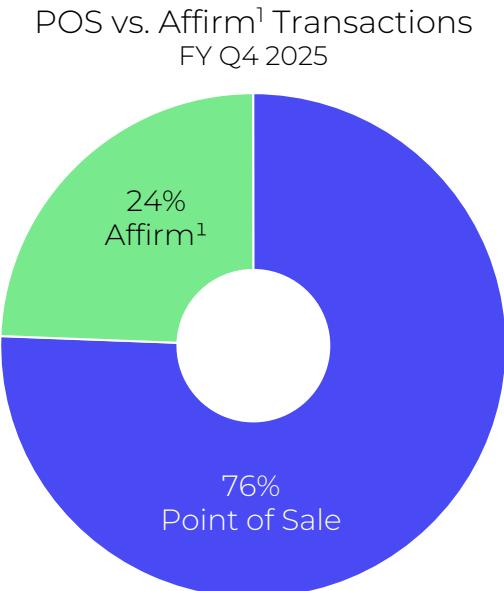


2.3 million Affirm Card  
Active Consumers  
+97% Growth  
10% Card Attach Rate

### Notes:

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

# Power Transactions Across Diverse Channels



## Notes:

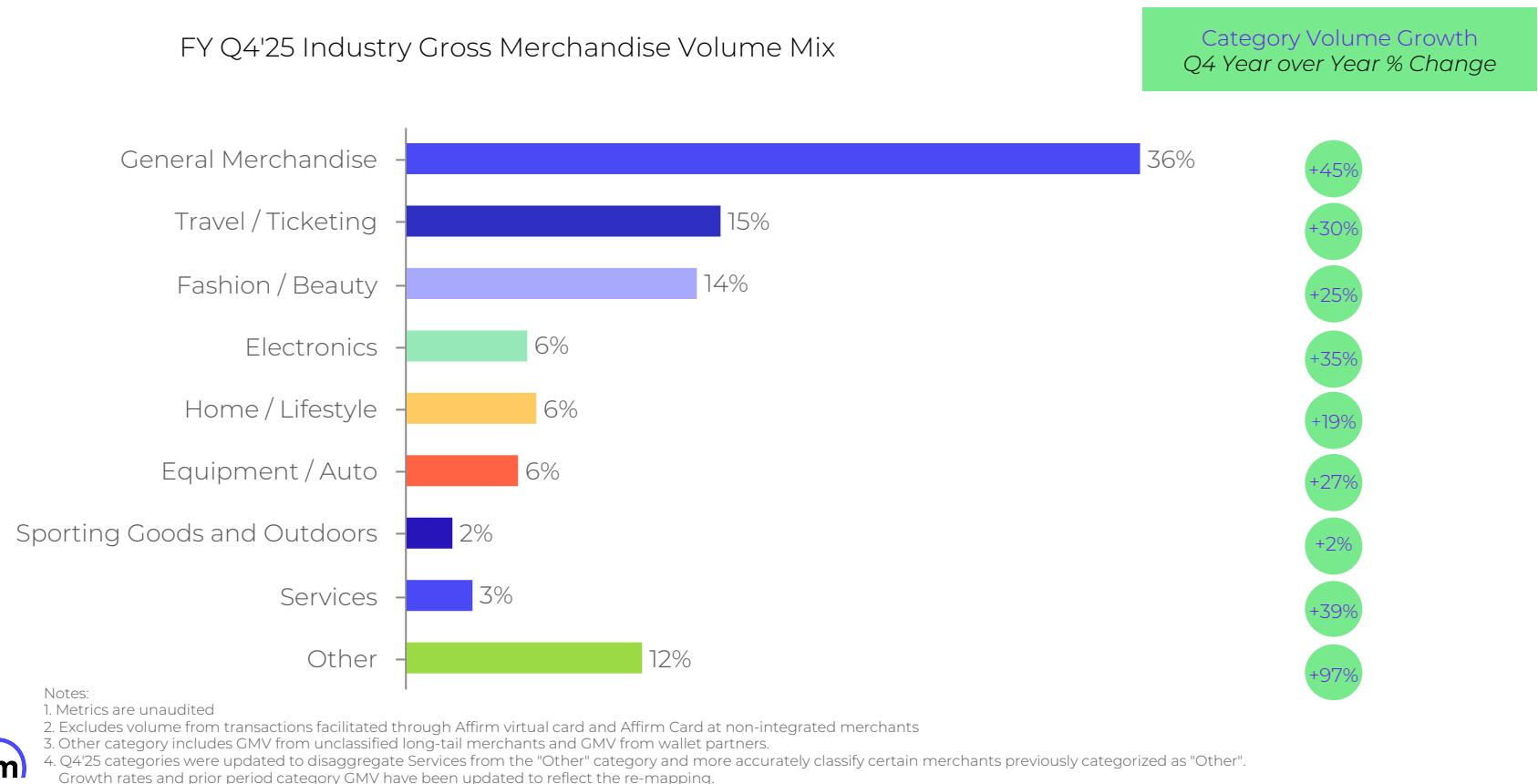
1. Based on transactions initiated by Affirm through mobile app and website channels as well as Affirm Card

2. Beginning in Fiscal Q1 2025, Affirm modified the definition of its short-term 0% low Average Order Value product from Pay in 4 to Pay in X. Pay in X consists of loan transactions with short-term payment plans that have one to four 0% APR installments.

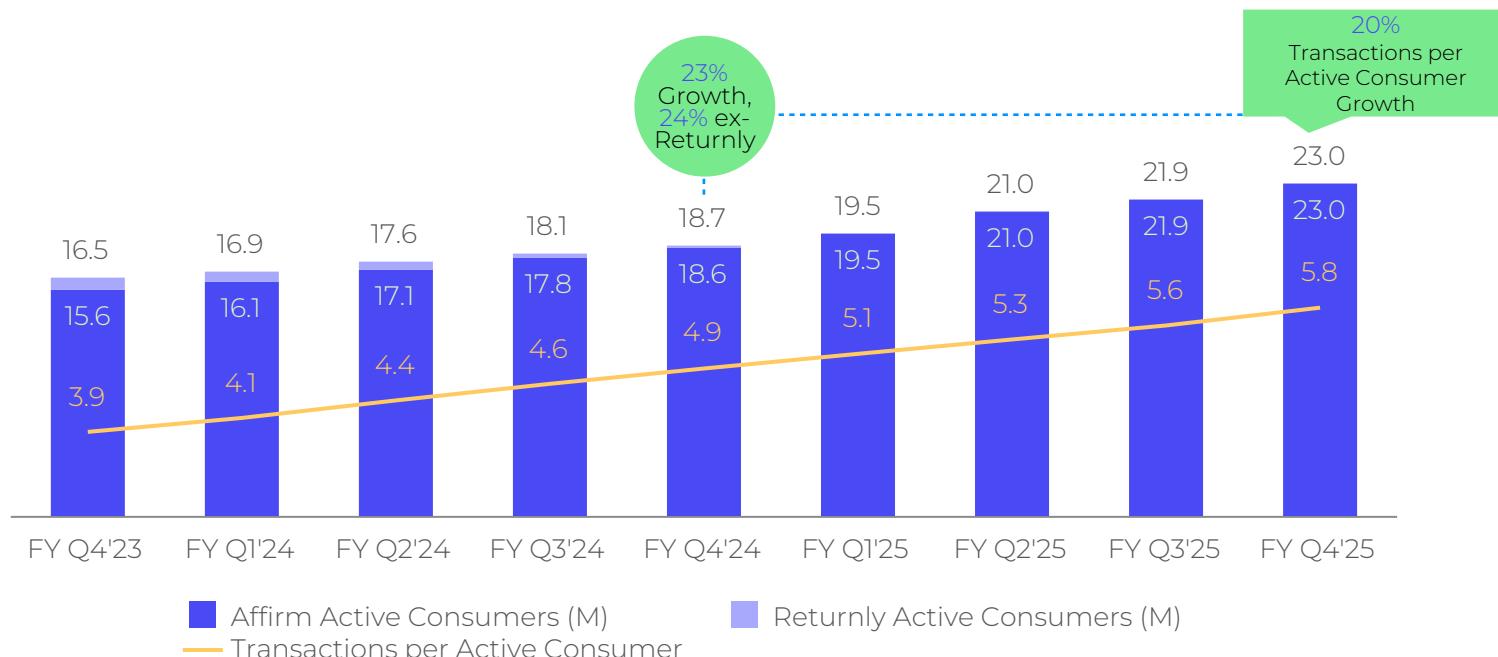
3. Excludes Debit (non Installment and non Pay in X transaction volume) from the Affirm Card product

4. Metrics are unaudited

# Partnerships Across Wide Range of Categories



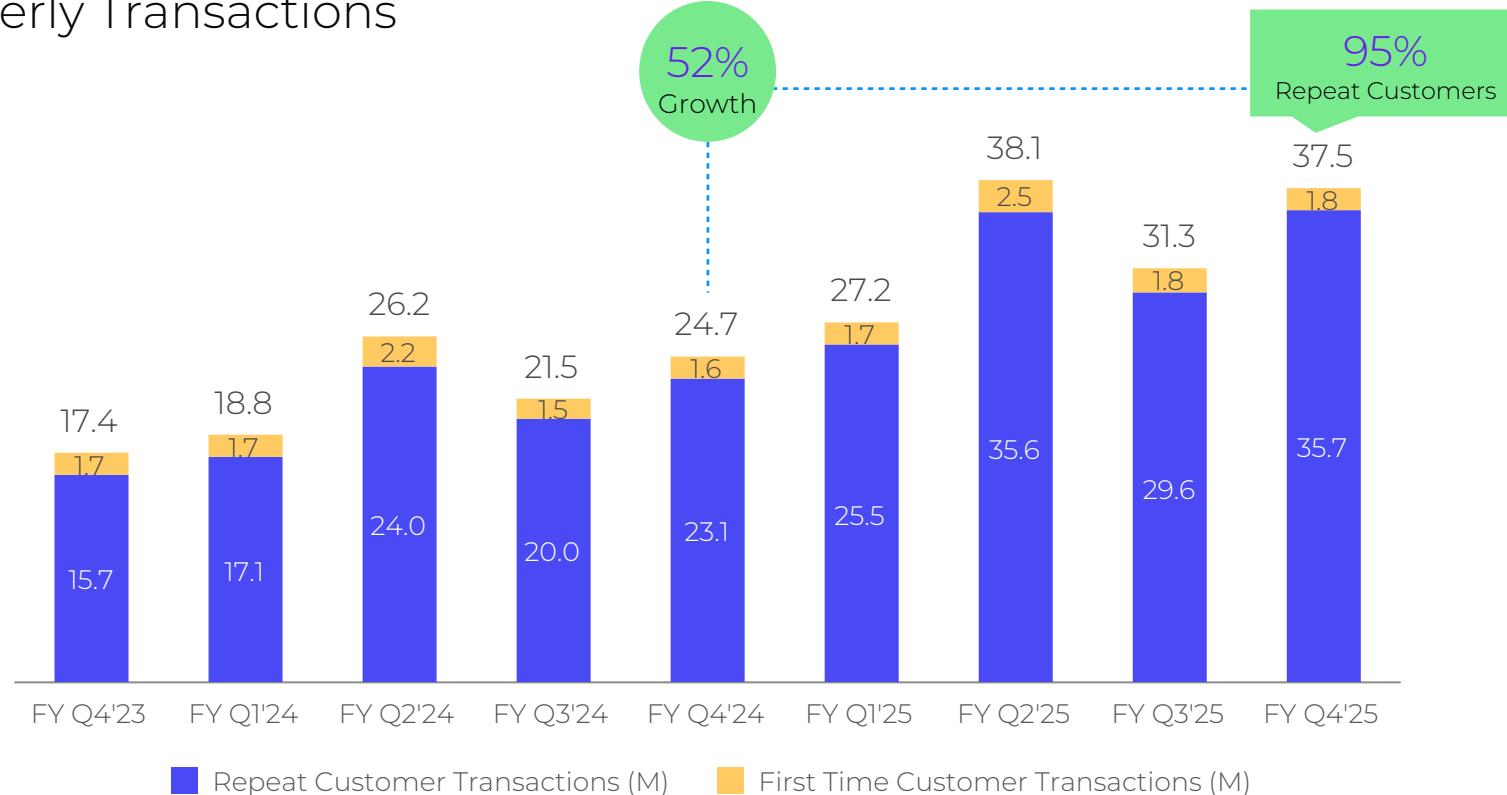
# Active Consumers



## Notes:

1. Active Consumer defined as a consumer who engages in at least one transaction on our platform during the 12 months prior to the measurement date, presented as of the end of the period. Active Consumers includes consumers who engaged in at least one transaction on the PayBright and Returnly platforms during the 12 months prior to the measurement date and prior to the acquisitions of PayBright and Returnly by Affirm. A Returnly Active Consumer is defined as a consumer who engaged in at least one Returnly transaction and no Affirm transactions on our platform during the 12 months prior to the measurement date, presented as of the end of the period.
2. Transactions per Active Consumer defined as the average number of transactions that an Active Consumer has conducted on our platform during the 12 months prior to the measurement date, presented as of the end of the period. Transactions per Active Consumer includes transactions completed by Active Consumers on the PayBright and Returnly platforms during the 12 months prior to the measurement date and prior to the acquisitions of PayBright and Returnly by Affirm in all periods through FY Q1'24. Metrics are unaudited

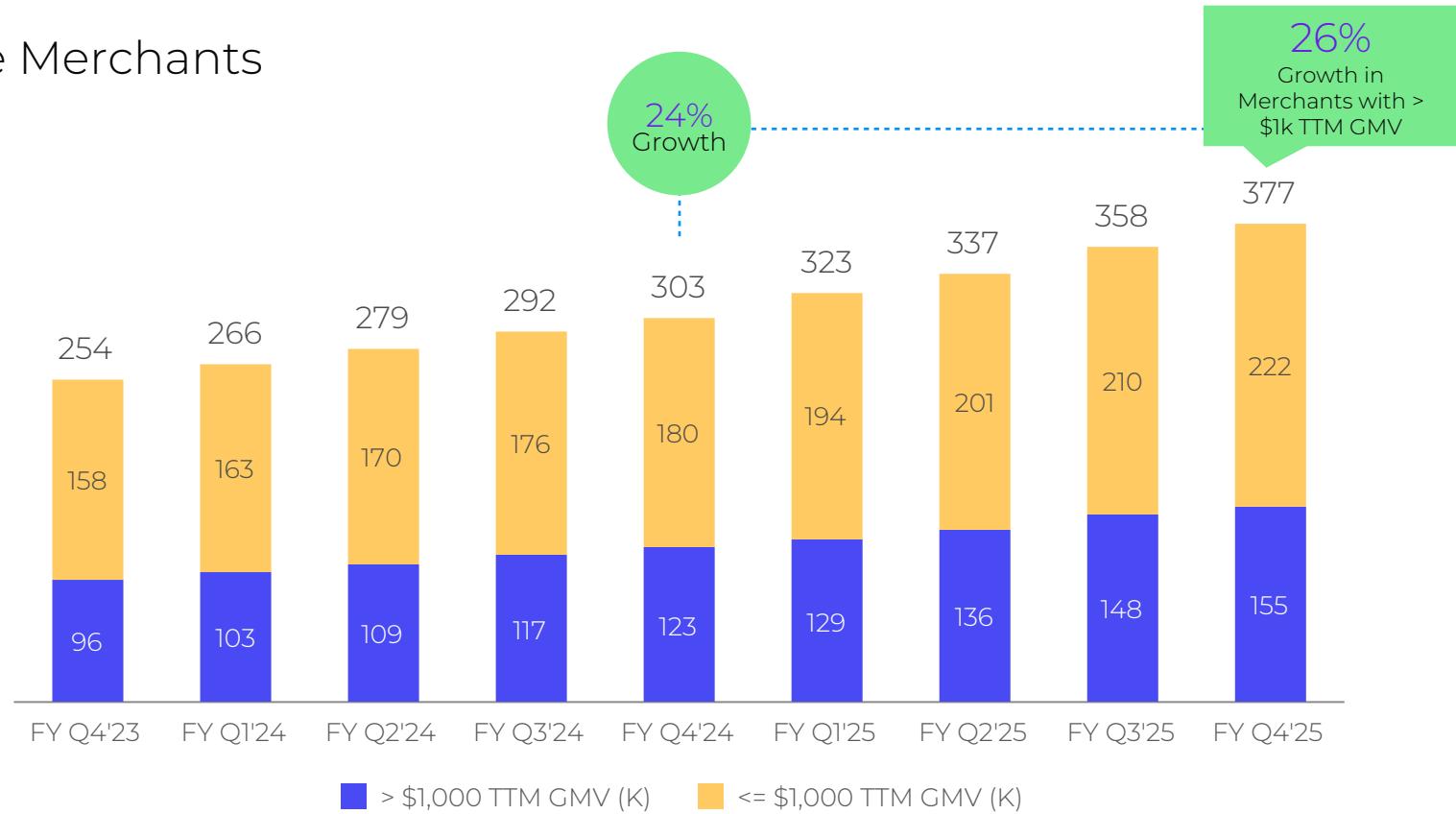
## Quarterly Transactions



### 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

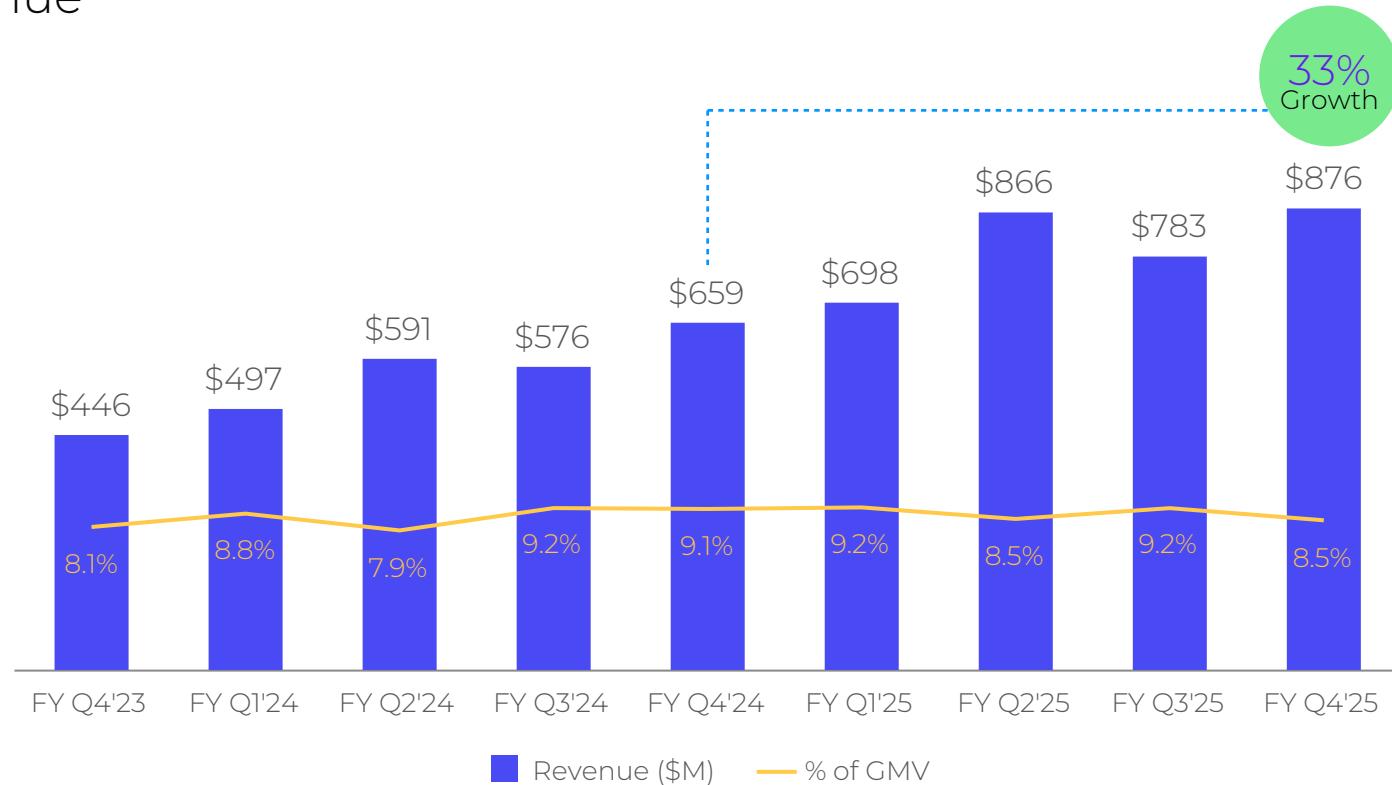
## Active Merchants



### Notes:

1. Metrics are unaudited

# Revenue

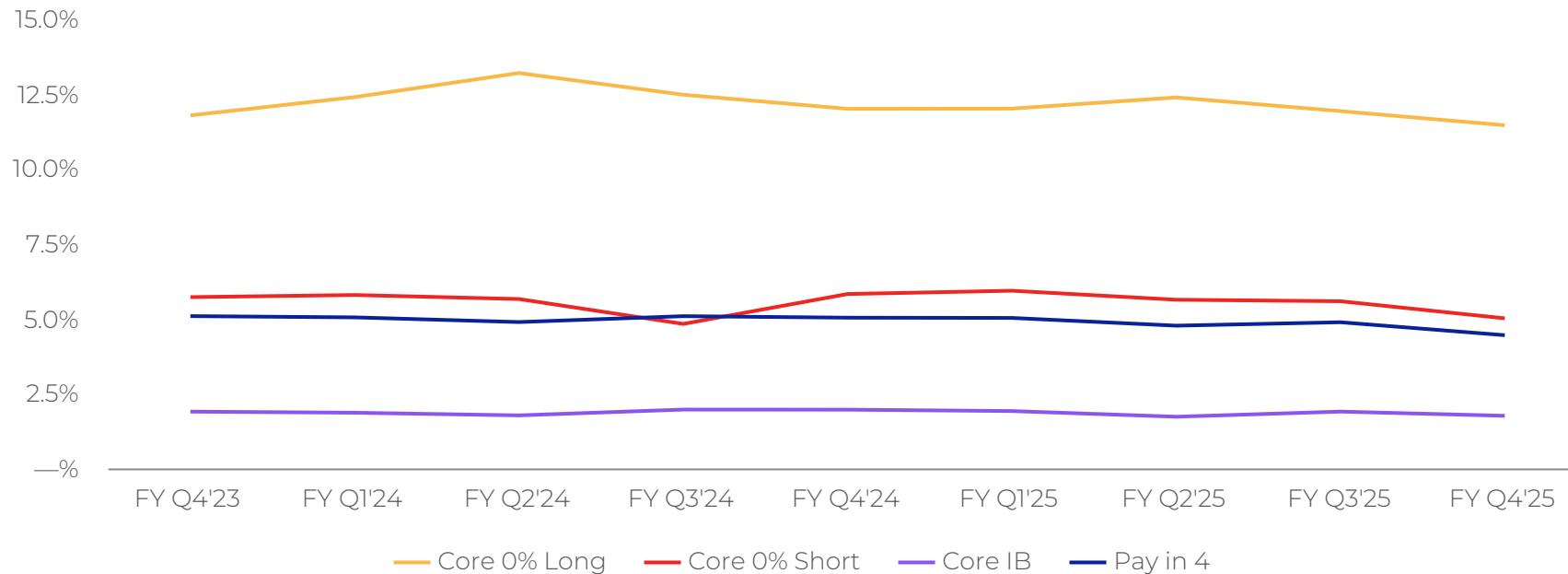


Notes:

1. Metrics are unaudited

# Merchant Fee Rates

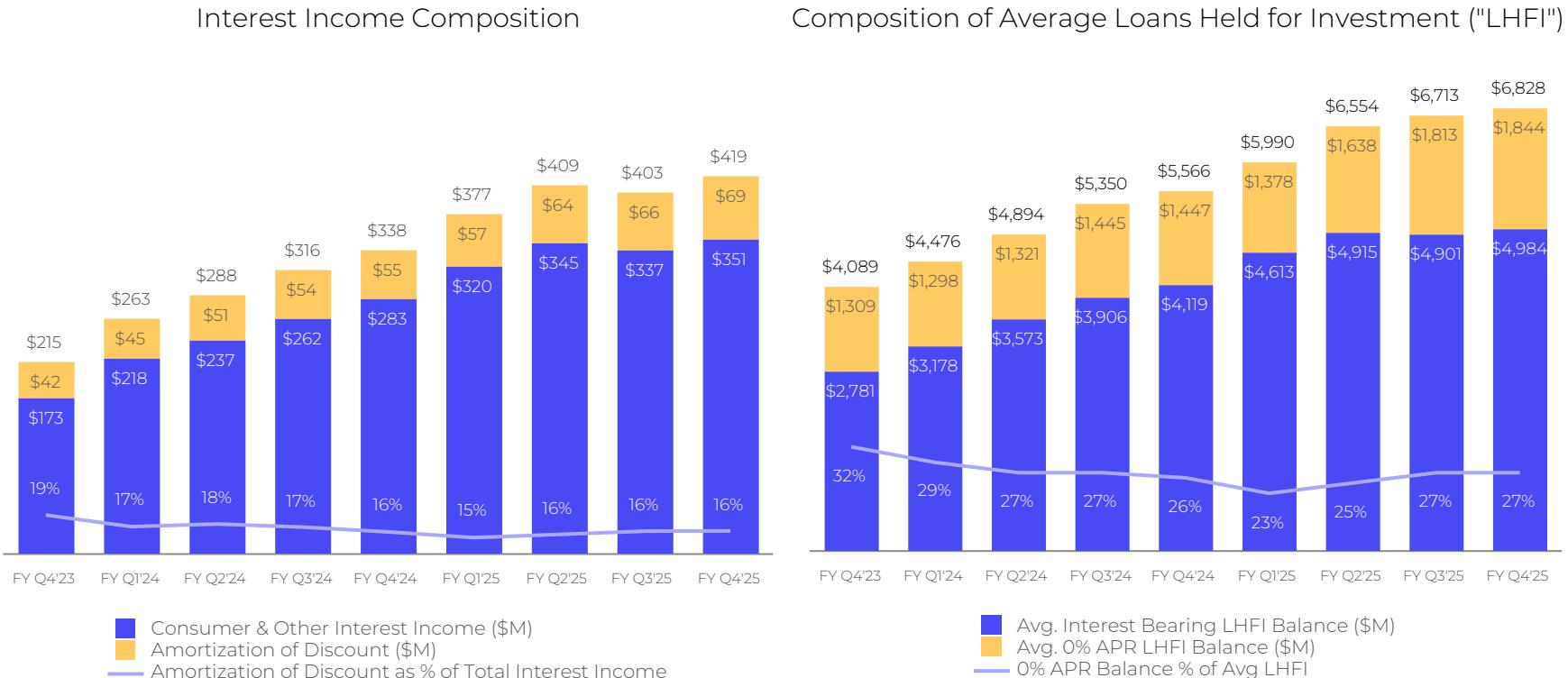
Illustrative merchant fees, transaction fees, and virtual card network fees divided by product level GMV



Notes:

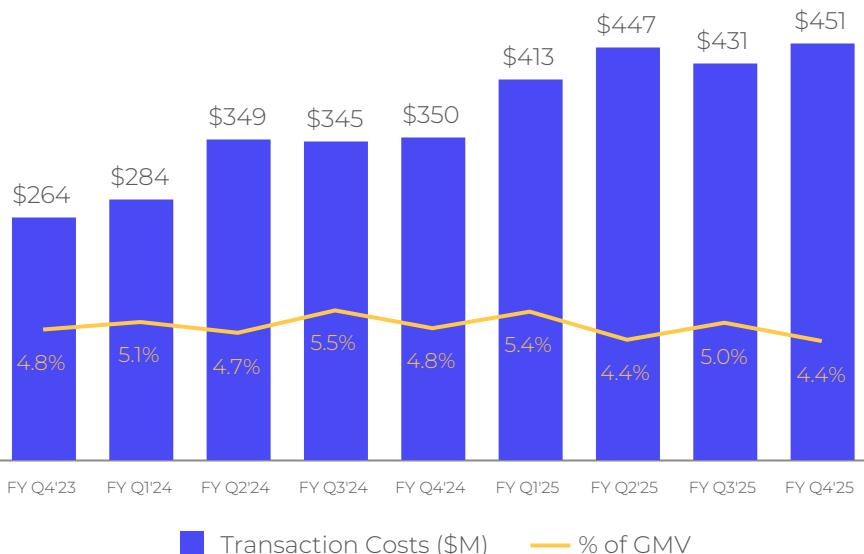
1. Includes lending transactions with Affirm integrated merchants in the US only
2. Core 0% Long includes loans with term lengths greater than 12 months and 0% APR; Core 0% Short includes loans with term lengths at least three months long but less than or equal to 12 months and 0% APR; Core IB includes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

# Interest Income and Loans Held for Investment Composition

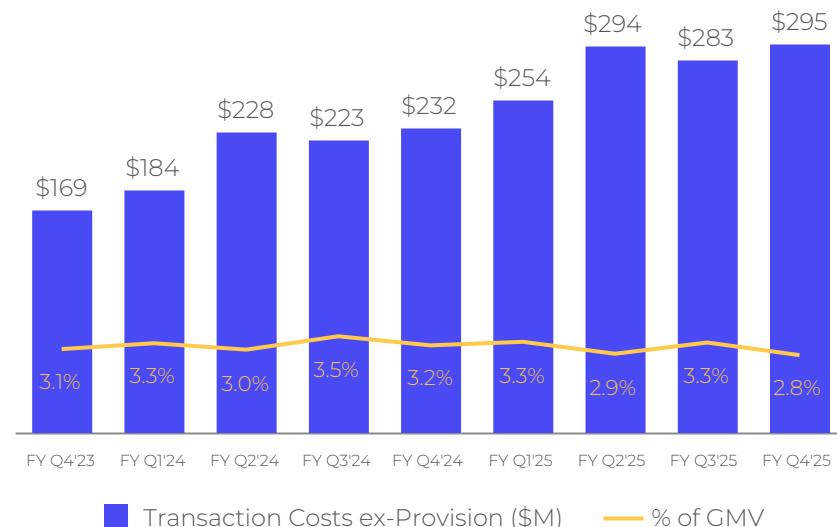


# Transaction Costs

Transaction Costs



Transaction Costs ex-Provision



Notes:

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

# Revenue Less Transaction Costs

## Revenue Less Transaction Costs



## Revenue Less Transaction Costs ex-Provision

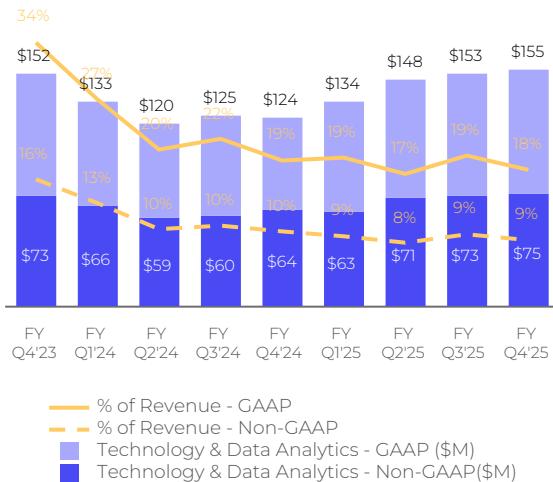


Notes:

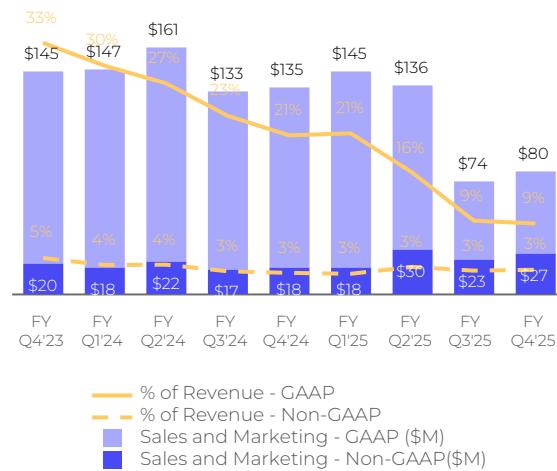
1. Transaction Costs include Loss on loan purchase commitment, Provision for credit losses, Funding costs and Processing and servicing
2. Transaction Costs ex-Provision include Loss on loan purchase commitment, Funding costs and Processing and servicing
3. Metrics are unaudited

# Operating Expenses

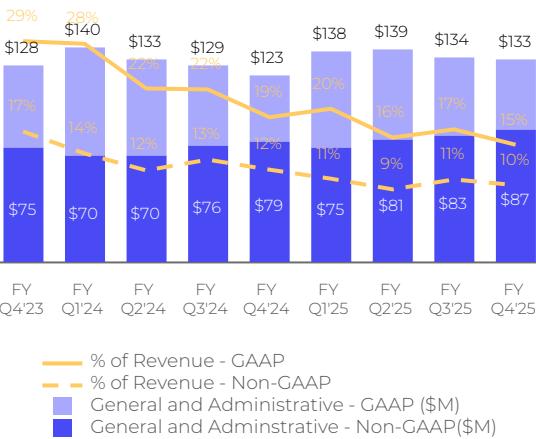
## Technology & Data Analytics



## Sales and Marketing



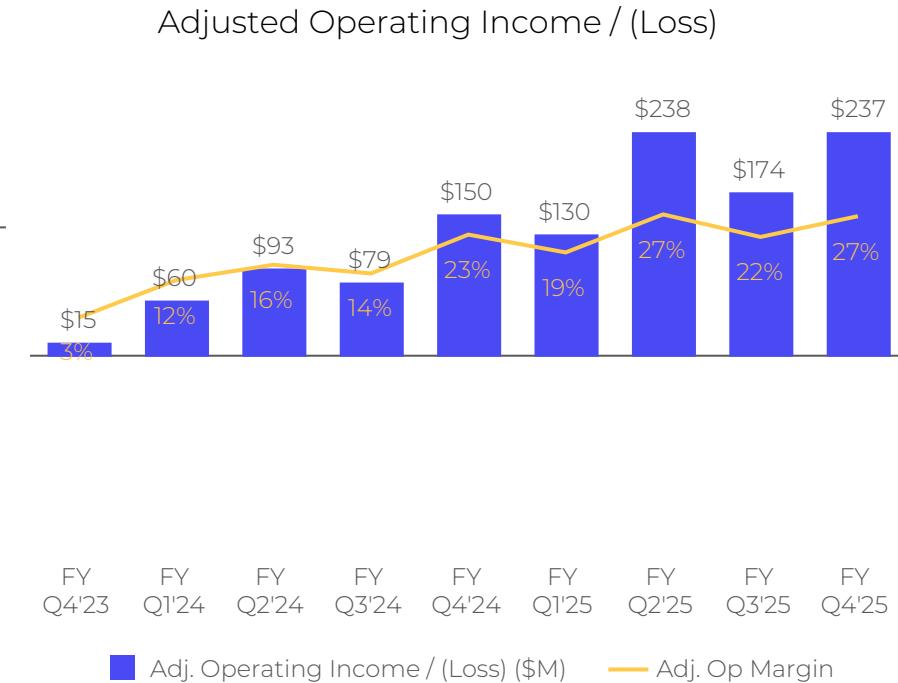
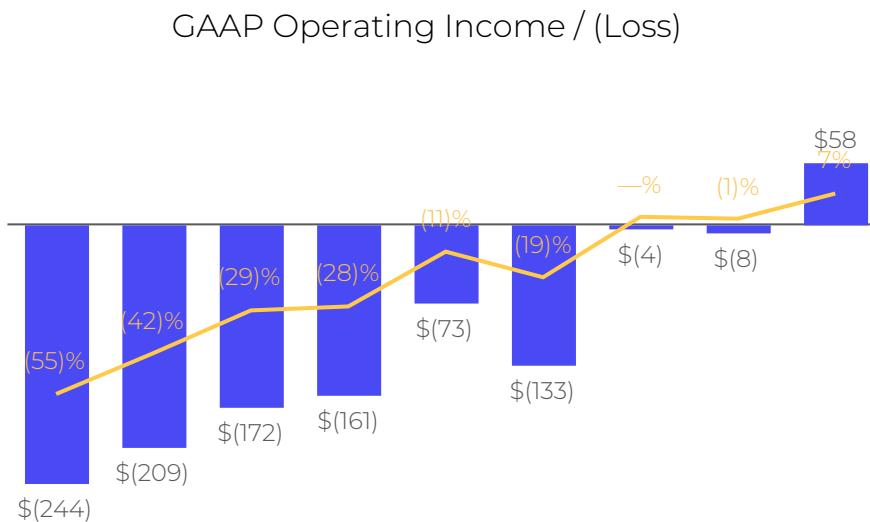
## General and Administrative



### Notes:

1. 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
2. Metrics are unaudited

# GAAP and Adj. Operating Income / (Loss)



■ Operating Income / (Loss) (\$M)

— Operating Margin

■ Adj. Operating Income / (Loss) (\$M)

— Adj. Op Margin

Notes:

1. 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
2. Metrics are unaudited

# Net Income to Adjusted Operating Income Reconciliation



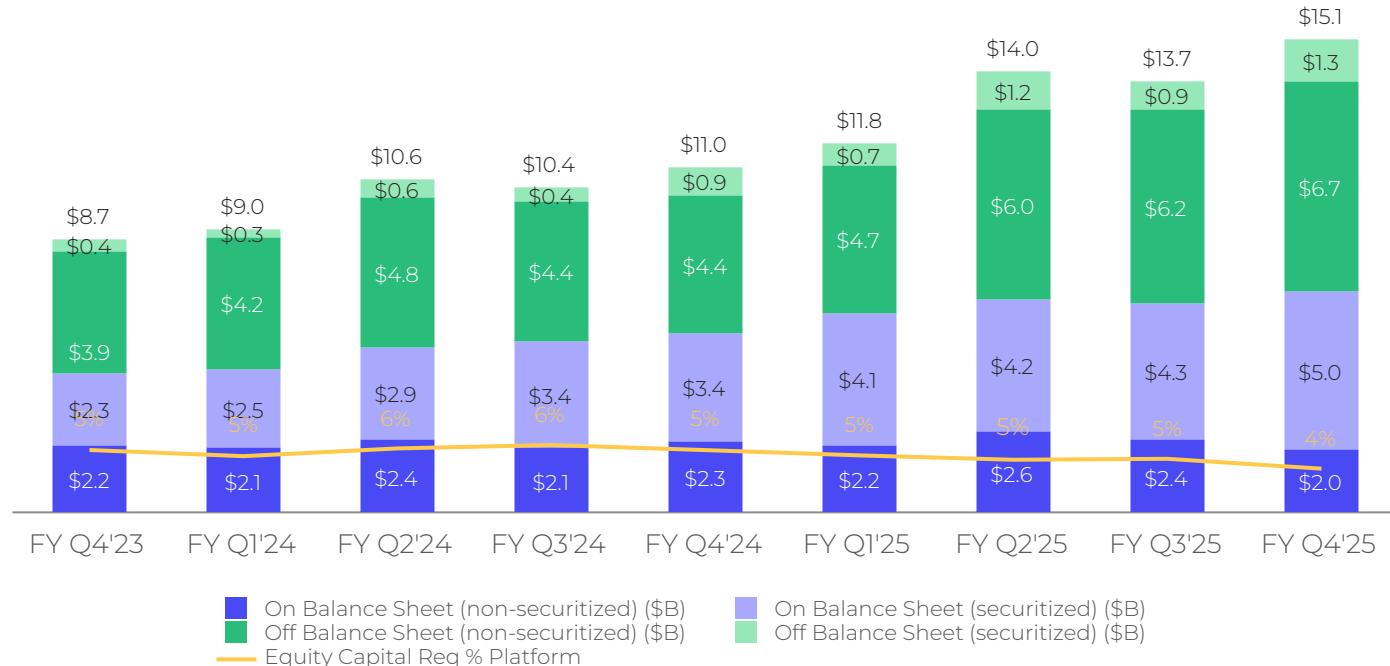
Net Income (Loss)	Other Expense (Income)	Income Tax Expense (Benefit)	Operating Income (Loss)	Depreciation and Amortization	Stock-Based Compensation	Enterprise Warrant and Share-Based Expense	Restructuring and Other	Adjusted Operating Income	Net Income (Loss)	Other Expense (Income)	Income Tax Expense (Benefit)	Operating Income (Loss)	Depreciation and Amortization	Stock-Based Compensation	Enterprise Warrant and Share-Based Expense	Restructuring and Other	Adjusted Operating Income
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	Quarter Ending				12 Months Ending	
	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025	June 30, 2025	
Net Income (Loss)	\$	(100)	\$ 80	\$ 3	\$ 69	\$ 52
(+) Other Expense (Income)		(34)	(87)	(14)	(14)	(149)
(+) Income Tax Expense (Benefit)		2	2	3	2	9
<b>Operating Income (Loss)</b>	<b>\$</b>	<b>(133)</b>	<b>\$ (4)</b>	<b>\$ (8)</b>	<b>\$ 58</b>	<b>\$ (87)</b>
(+) Depreciation and Amortization		47	55	59	64	225
(+) Stock-Based Compensation		94	86	76	65	321
(+) Enterprise Warrant and Share-Based Expense		122	101	47	49	319
(+) Restructuring and Other		—	—	—	—	—
(+) Other Costs		—	—	—	—	—
<b>Adjusted Operating Income (Loss)</b>	<b>\$</b>	<b>130</b>	<b>\$ 238</b>	<b>\$ 174</b>	<b>\$ 237</b>	<b>\$ 778</b>

## Notes:

1. Dollars in millions
2. 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
3. Metrics are unaudited

# Platform Portfolio and Funding Mix

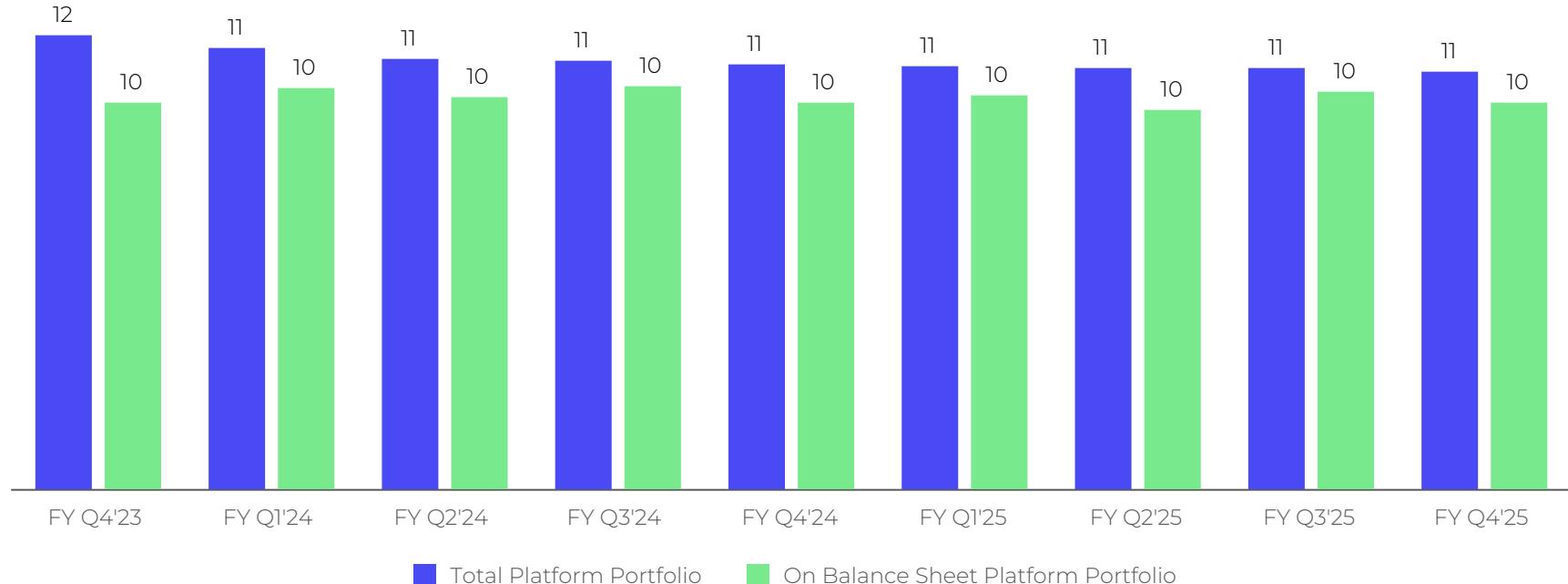


## Notes:

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
7. Q2'25 as presented herein was updated to correct the breakout between Off Balance Sheet (non-securitized) and Off Balance Sheet (securitized)

# Platform Portfolio Loans - Remaining Term Length

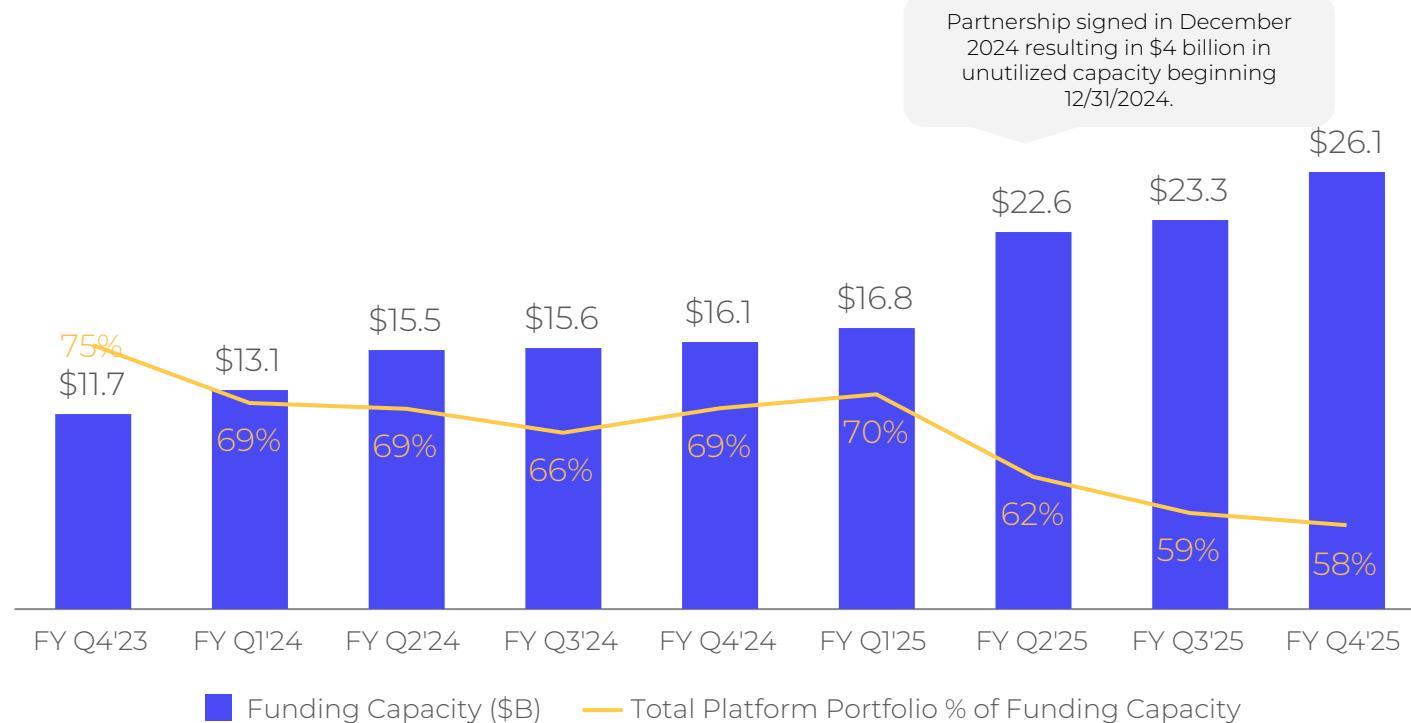
Weighted average remaining term of Total and On Balance Sheet Platform Portfolio (*in months*), as of quarter-end date



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

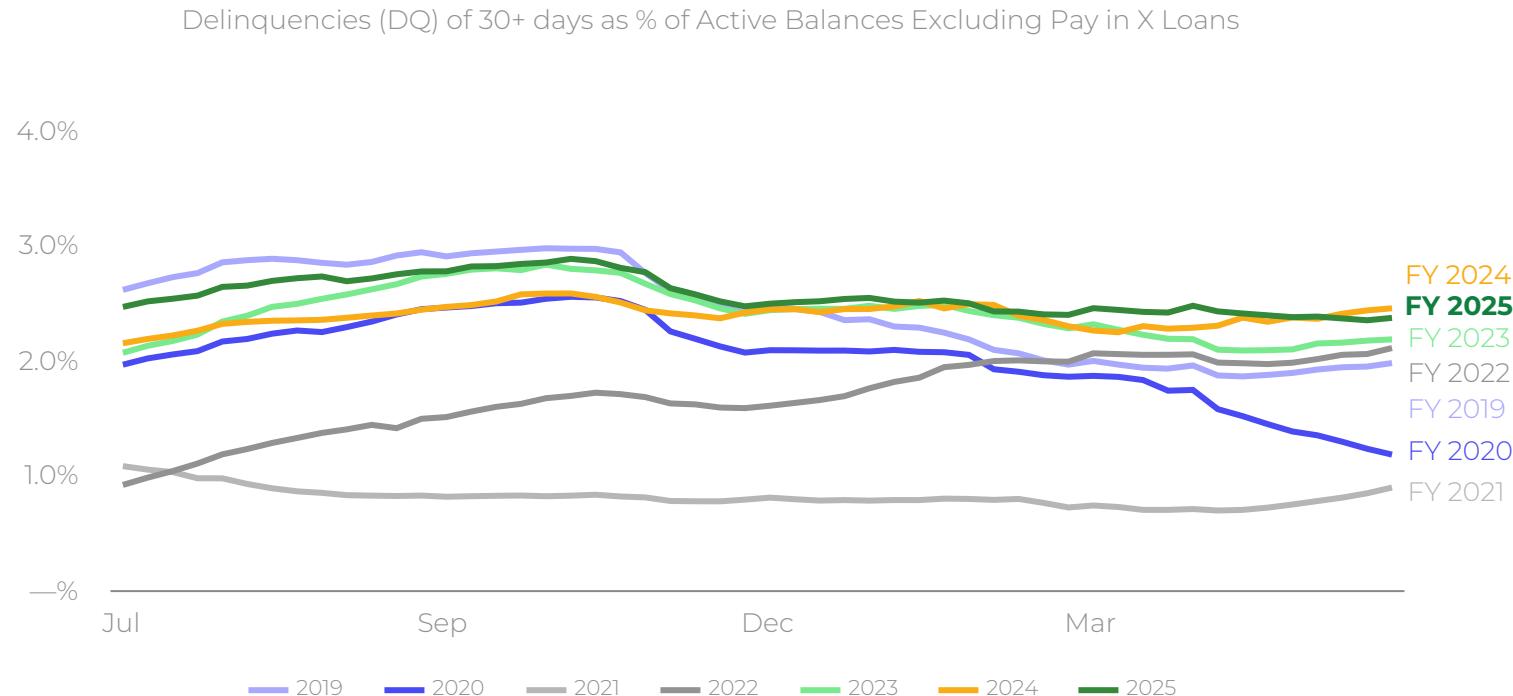


Notes:

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. For certain committed forward flow loan sale agreements, the stated funding capacity reflects the maximum outstanding unpaid principal balance at a point in time for loans sold under the agreement, subject to meeting certain conditions which may not have yet been satisfied as of the measurement date. 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.

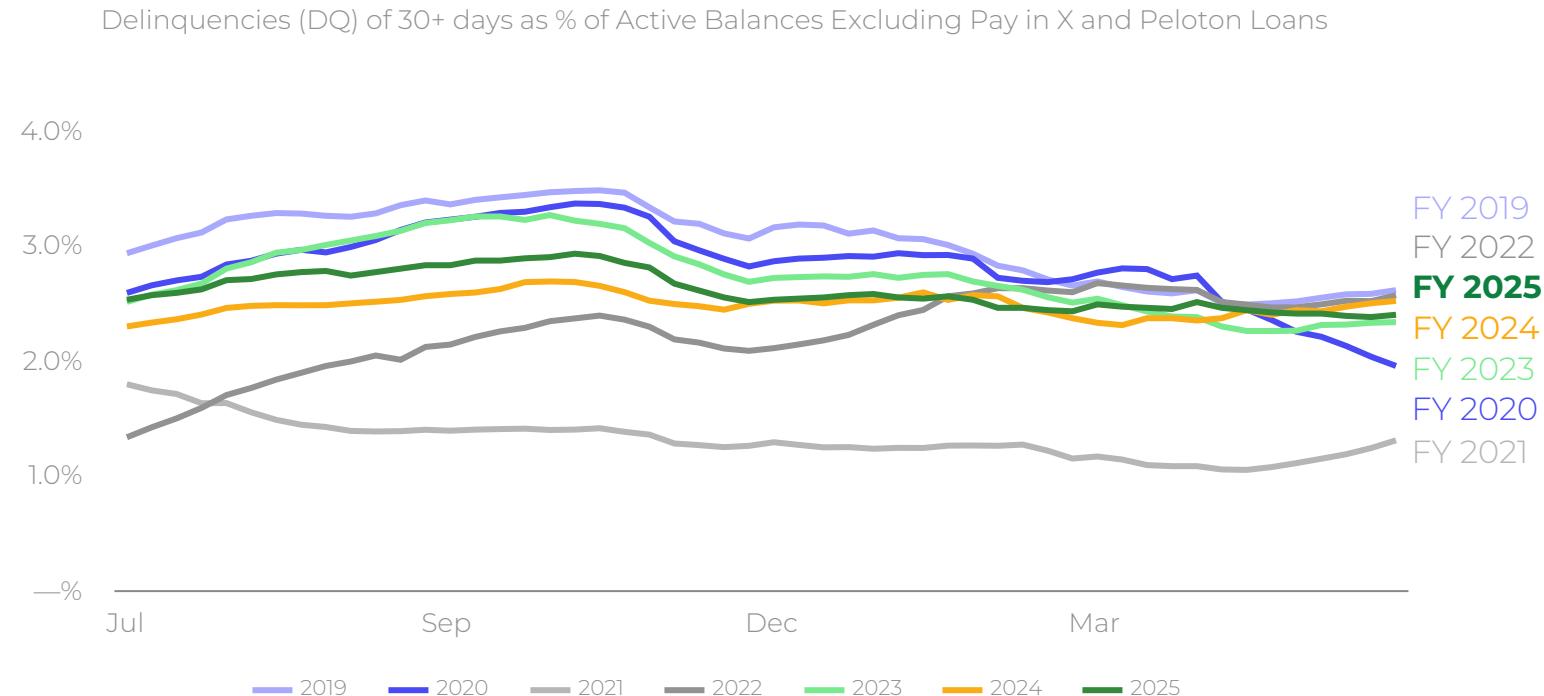
# Delinquency Performance: Monthly DQ30+



Notes:

1. Data as of April 2025
2. US loans only, excludes Pay in X (formerly known as Split Pay) loan transactions with 0% APR and 4-8 week term lengths
3. Metrics are unaudited

# Delinquency Performance: Monthly DQ30+ ex-Peloton



## Notes:

1. Data as of April 2025
2. US loans only, excludes Pay in X (formerly known as Split Pay) loan transactions with 0% APR and 4-8 week term lengths and loans made for Peloton purchases
3. Metrics are unaudited

# Monthly Installment Loan Delinquency Rates

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

Notes:

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

# Monthly Installment Loan Delinquency Rates Ex-Peloton

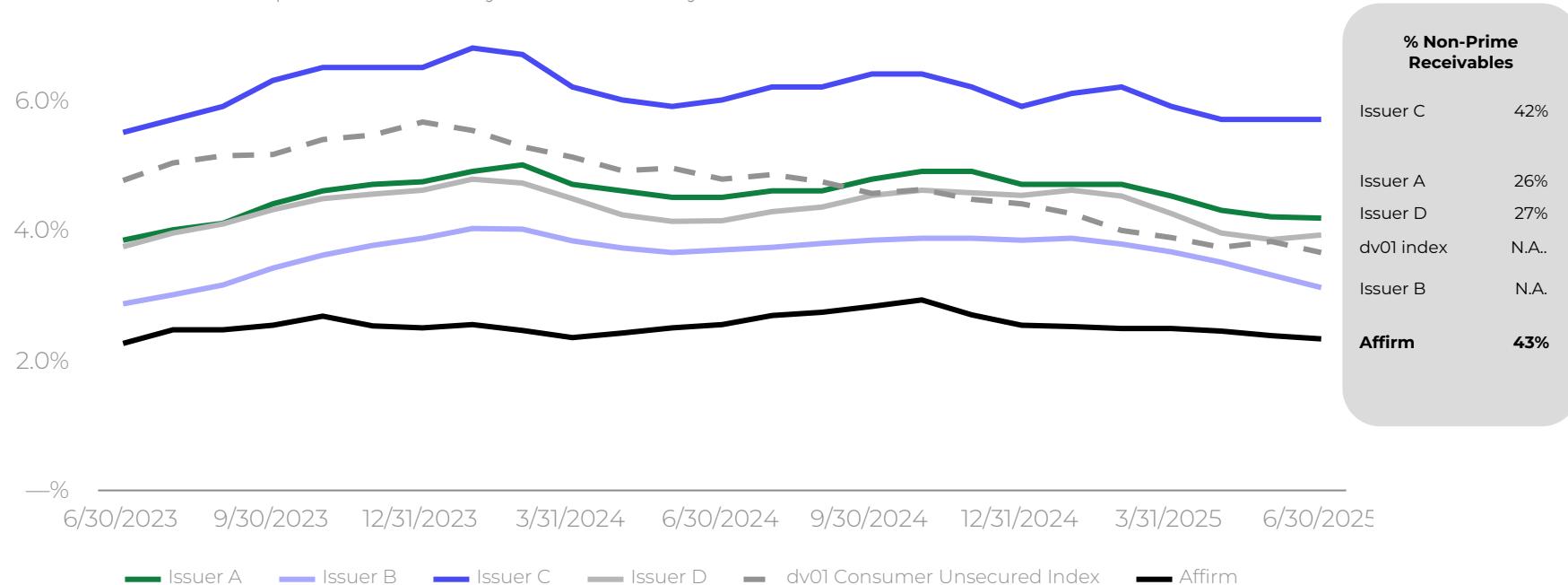
	As of the Three Months Ending			
	September 30	December 31	March 31	June 30
<b>30+ Days Delinquent</b>				
FY 2019	3.3%	3.2%	2.7%	2.6%
FY 2020	3.2%	2.9%	2.8%	1.8%
FY 2021	1.4%	1.3%	1.2%	1.3%
FY 2022	2.1%	2.1%	2.7%	2.5%
FY 2023	3.2%	2.7%	2.5%	2.3%
FY 2024	2.5%	2.5%	2.4%	2.5%
FY 2025	2.8%	2.5%	2.5%	2.3%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

Notes:

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

# 30+ Day Delinquency Performance Against Select Consumer Lenders

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



Notes:

Select consumer lenders include Bread Financial, Capital One, Discover, and Synchrony Financial. Non-Prime receivable mix as of June 30, 2025 or most recently available period based upon publicly available data. Non-Prime is generally defined as a FICO score below 650 to 660. U.S. loans only. Affirm 30+ day delinquencies and non-Prime Receivables mix excludes Pay in X and Peloton loans. The dv01 consumer unsecured index looks at over 4.9 million active loans from leading U.S. online consumer lenders. dv01 delinquency data is owned by, and used with the permission of, dv01, Inc. and may not be reproduced or redistributed outside of this letter without dv01, Inc.'s prior consent. dv01 data reflects 30+ day loan impairments, which includes delinquencies and loan modifications. dv01 data is subject to subsequent revisions.

# Loans Held for Investment by ITACS Score

(\$ in 000s)

	Three Months Ending									
	June 30	September 30	December 31	March 31	June 30	September 30	December 31	March 31	June 30	
	2023	2023	2023	2024	2024	2024	2024	2025	2025	
<u>Amortized Cost Basis of Loans Held for Investment by ITACS Score</u>										
96+	\$ 2,689,847	\$ 2,724,435	\$ 3,010,413	\$ 3,194,962	\$ 3,631,572	\$ 4,132,054	\$ 4,468,075	\$ 4,492,029	\$ 4,786,079	
94–96	1,112,832	1,183,422	1,410,374	1,452,764	1,538,829	1,697,102	1,753,758	1,756,497	1,847,601	
90–94	137,088	163,444	238,518	245,788	291,342	296,007	389,803	243,886	256,610	
<90	14,992	16,013	19,256	14,273	45,367	51,780	74,293	47,256	53,143	
No score	407,206	415,077	504,802	493,288	100,186	61,384	34,142	21,782	14,149	
Total loan receivables	\$ 4,361,965	\$ 4,502,391	\$ 5,183,363	\$ 5,401,075	\$ 5,607,296	\$ 6,238,327	\$ 6,720,071	\$ 6,561,450	\$ 6,957,582	

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

96+	62 %	61 %	58 %	59 %	65 %	66 %	66 %	68 %	69 %
94–96	26 %	26 %	27 %	27 %	28 %	27 %	26 %	27 %	27 %
90–94	3 %	4 %	5 %	5 %	5 %	5 %	6 %	4 %	4 %
<90	— %	— %	— %	— %	1 %	1 %	1 %	1 %	1 %
No score	9 %	9 %	10 %	9 %	2 %	1 %	1 %	— %	— %
Total loan receivables	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %

Notes:

1. Metrics are unaudited
2. Table presents ITACS score distribution of the unpaid principal balance of loans held for investment
3. Balance for loans with "No score" represents loan receivables in experimental products or new markets without sufficient data currently available for use by the Affirm scoring methodology (e.g. Canada)
4. Affirm Canada loans were assigned ITACS scores beginning in F4Q'24. Canadian loan receivables are included in "No score" in prior periods.



# Q4'25 Loan Balance and Net Charge-offs by Loan Origination Fiscal Year

(\$ in 000s)

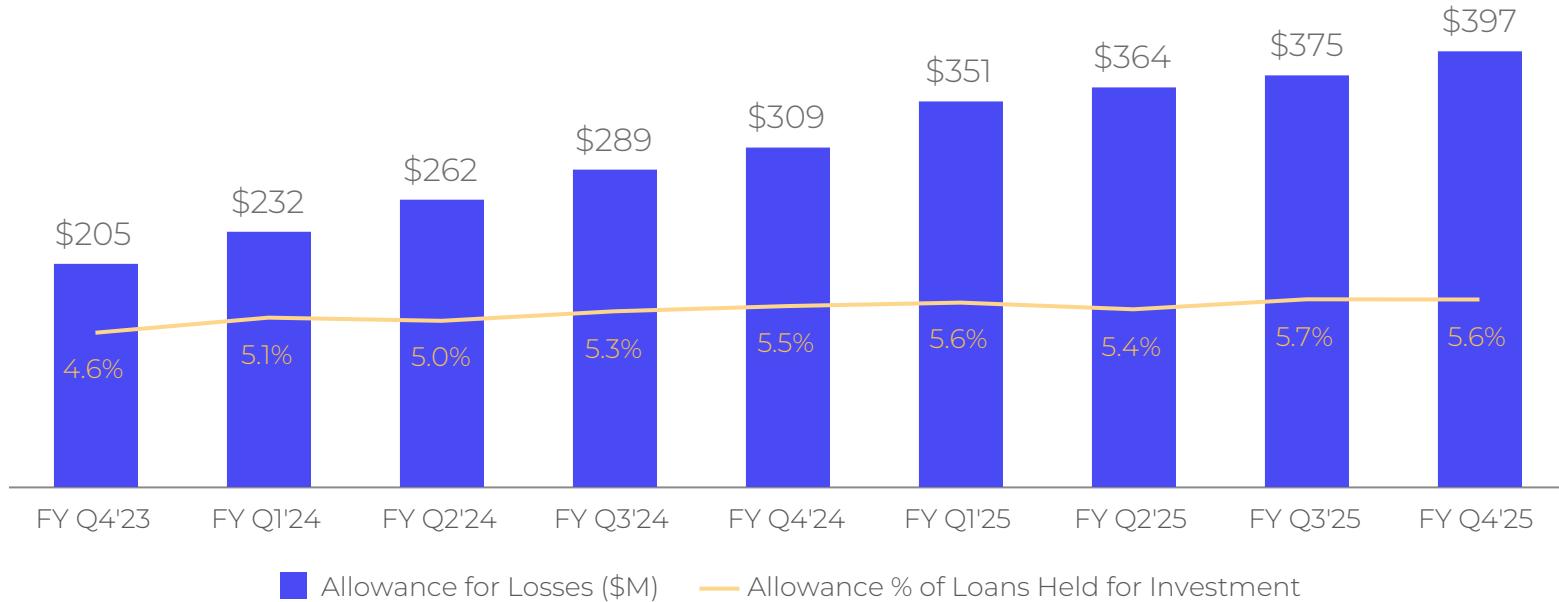
as of June 30, 2025	2025	2024	2023	2022	2021	Prior	Total
<u>Amortized Cost Basis by Fiscal Year of Origination</u>							
Loans Held for Investment and Loans Held for Sale <sup>(2)</sup>	\$ 6,580,225	\$ 319,680	\$ 53,076	\$ 4,414	\$ 151	\$ 36	\$ 6,957,582
Current period charge-offs	(113,265)	(28,352)	(999)	(264)	(23)	(17)	(142,920)
Current period recoveries	5,743	7,636	3,150	1,633	307	116	18,585
Current period net charge-offs	(107,522)	(20,716)	2,151	1,369	284	99	(124,335)

Notes:

1. Metrics are unaudited

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

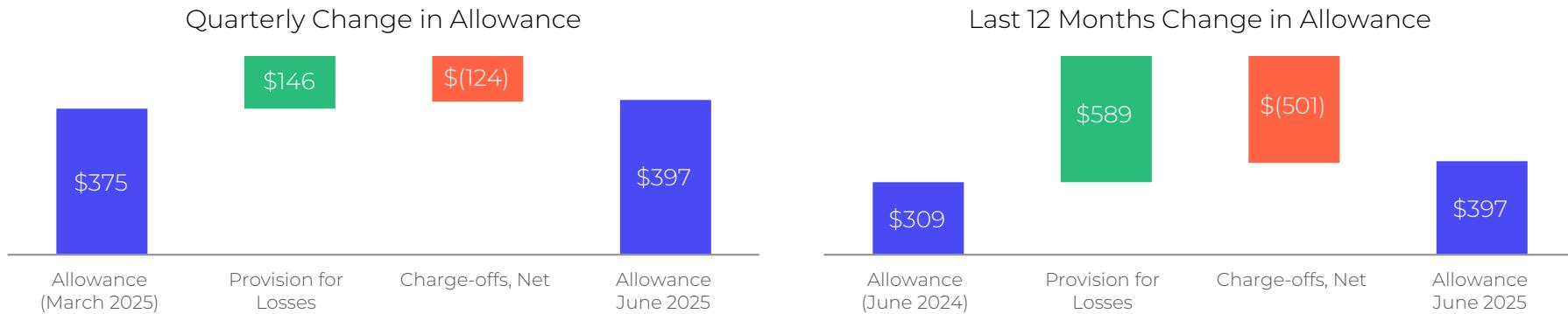
## Allowance and Loans Held for Investment



Notes:

1. Metrics are unaudited

# Change in Allowance for Credit Losses



## Last 12 Months Change in Allowance

	Quarter Ending				12 Months Ending	
	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025	June 30, 2025	
Beginning of Period Allowance	\$ 309	\$ 351	\$ 364	\$ 375	\$ 309	\$ 309
(+) Provision for Loan Losses <sup>3</sup>	155	147	140	146	589	
(+) Charge-offs, Net	(113)	(134)	(129)	(124)	(501)	
<b>End of Period Allowance</b>	<b>\$ 351</b>	<b>\$ 364</b>	<b>\$ 375</b>	<b>\$ 397</b>	<b>\$ 397</b>	
Loans Held for Investment	\$ 6,311	\$ 6,796	\$ 6,630	\$ 7,026	\$ 7,026	5.6 %
<i>Allowance % of Loans Held for Investment</i>	<i>5.6 %</i>	<i>5.4 %</i>	<i>5.7 %</i>	<i>5.6 %</i>	<i>5.6 %</i>	<i>5.6 %</i>

Notes:

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

# Outlook

# Key Assumptions Incorporated in Outlook

## **Product Mix:**

- On a year-over-year basis, the mix of 0% APR GMV inclusive of Pay-in-X products is expected to increase. 0% APR products generally have a lower RLTC on both a dollar and percent basis than equivalent interest-bearing products.

## **Enterprise Partnerships**

- An enterprise merchant that has previously expressed an intent to switch its Pay Later volumes to its own wallet solution is expected to substantially transition by FQ2'26.

## **Interest Rate Environment**

- Based upon the forward curve embedded within the outlook, short-term benchmark interest rates are expected to decline modestly during FY'26.

## **Enterprise Warrant Expense:**

- Enterprise warrant expense in FQ1'26 is expected to be similar to FQ4'25, and FY'26 enterprise warrant expense is expected to decrease at least 30% from FY'25.

## **Funding:**

- Equity Capital Required ("ECR") as a percentage of Total Platform Portfolio ("ECR Ratio") is expected to remain below 5%.

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

- Our outlook includes the expected financial impact of our expansion outside of North America, which is not expected to be a material growth contributor during FY'26.

# FY Q1 2026 and FY 2026 Outlook

**The following table summarizes Affirm's financial outlook for the full-year 2026:**

- **GMV** of more than \$46 billion
- **Revenue as a % of GMV** of ~8.4%
- **RLTC as a % of GMV** of ~4.0%
- **Adjusted Operating Margin** of more than 26.1%
- **GAAP Operating Margin** of more than 6.0%
- **Weighted Average Basic Shares Outstanding** of 335 million
- **Weighted Average Diluted Shares Outstanding** of 352 million

**The following table summarizes Affirm's financial outlook for the first fiscal quarter of 2026:**

	Fiscal Q1 2026
<b>GMV</b>	\$10.10 to \$10.40 billion
<b>Revenue</b>	\$855 to \$885 million
<b>Revenue Less Transaction Costs</b>	\$405 to \$420 million
<b>Operating Margin</b>	1 to 3 percent
<b>Adjusted Operating Margin</b>	23 to 25 percent
<b>Weighted Average Basic Shares Outstanding</b>	330 million
<b>Weighted Average Diluted Shares Outstanding</b>	348 million

# Financials

# Components of Interest Income

Three Months Ended:

(\$ in 000s)	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025
Interest income on unpaid principal balance	\$ 181,437	\$ 226,158	\$ 248,083	\$ 273,581	\$ 295,197	\$ 337,159	\$ 364,962	\$ 353,841	\$ 367,477
Amortization of discount on loans held for investment	41,766	45,118	51,024	53,960	54,552	56,697	64,115	65,639	68,513
Amortization of premiums on loans	(4,159)	(3,980)	(4,183)	(4,256)	(4,526)	(4,633)	(4,882)	(5,108)	(6,542)
Interest receivable charged-off, net of recoveries	(4,220)	(4,617)	(6,578)	(7,573)	(7,605)	(12,159)	(14,828)	(11,671)	(10,358)
<b>Total interest income</b>	<b>\$ 214,824</b>	<b>\$ 262,679</b>	<b>\$ 288,346</b>	<b>\$ 315,712</b>	<b>\$ 337,618</b>	<b>\$ 377,064</b>	<b>\$ 409,367</b>	<b>\$ 402,701</b>	<b>\$ 419,089</b>

Notes:

1. Contractual interest income on unpaid principal balance has been adjusted to be \$365.0 million and \$353.8 million for the three months ended December 31, 2024 and March 31, 2025, respectively, which were previously reported as \$375.9 million and \$369.7 million for the same periods. The differences are not material to the prior period financial statements.

2. Interest receivable charged-off, net of recoveries has been adjusted to be \$14.8 million and \$11.7 million for the three months ended December 31, 2024 and March 31, 2025, respectively, which were previously reported as \$25.8 million and \$27.5 million for the same periods. The differences are not material prior period financial statements.

# Fully Diluted Shares Outstanding (FY Q4'25)

	<i>(Shares in millions)</i>
Common Shares Outstanding	325
Plus: Balance of Options, Weighted Average Strike Price: \$19.12	13
Plus: Vested Warrants, Weighted Average Strike Price: \$0.01	4
Plus: CEO Value Creation Award, Weighted Average Strike Price: \$49.00	13
Plus: Restricted Stock Units	14
Less: Treasury Stock Reduction of Options and Vested Warrants Outstanding	(11)
<b>Fully Diluted Shares, Treasury Stock Method</b>	<b>357</b>

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, 2025
- Balance of options and vested warrants outstanding as of June 30, 2025 and reduced by 11 million shares using treasury stock method with \$77.59 closing stock price as of 8/27/2025
- Vested warrants include penny warrants
- Excludes \$100.00 strike price warrants

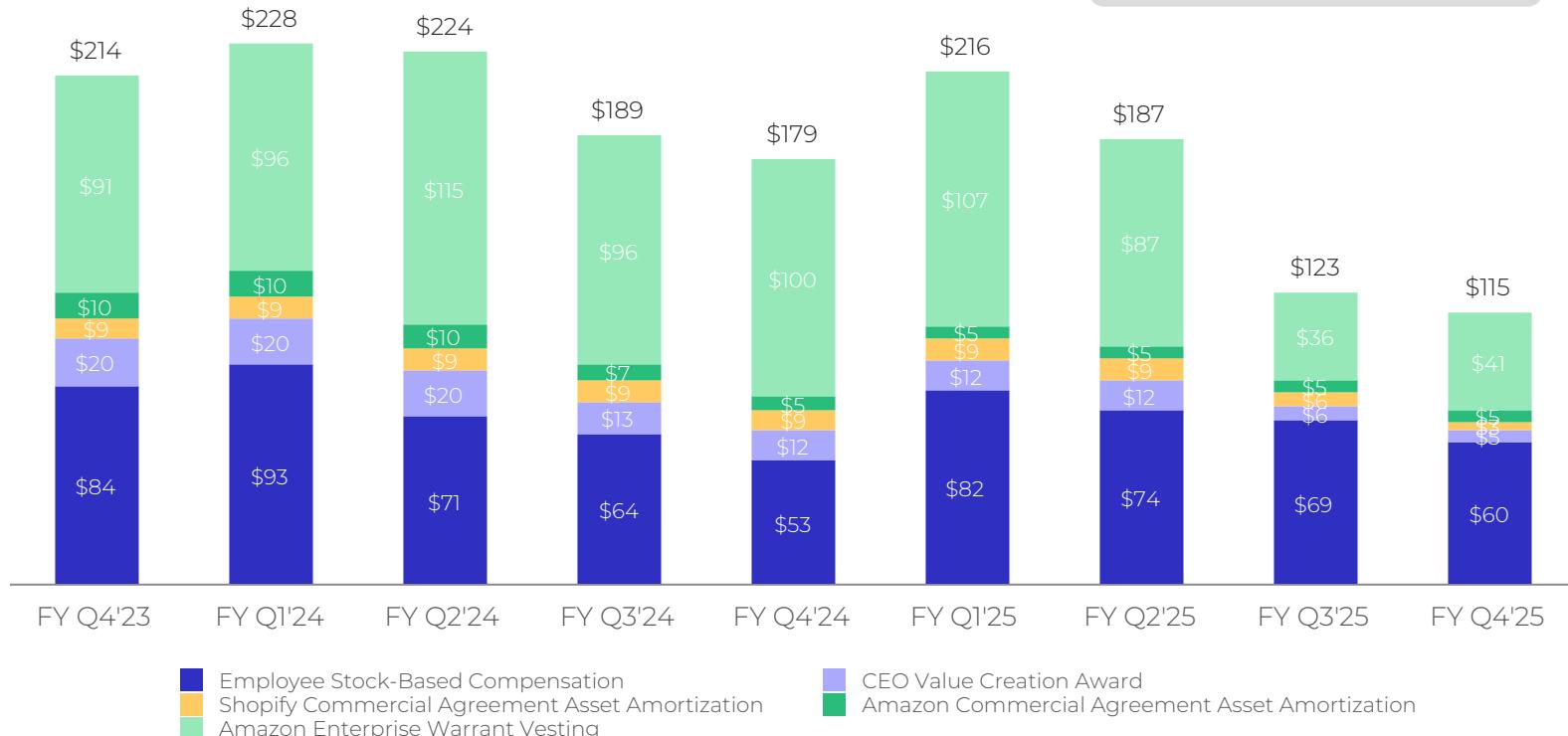
# Share-Based Payment Expense

**Adj. Operating Income:**

\$238M

\$174M

\$237M



█ Employee Stock-Based Compensation  
█ Shopify Commercial Agreement Asset Amortization  
█ Amazon 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, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025	
Gross Merchandise Value (\$M)	\$ 5,515	\$ 5,617	\$ 7,494	\$ 6,294	\$ 7,241	\$ 7,598	\$ 10,146	\$ 8,558	\$ 10,357	
Revenue										
Merchant network revenue	\$ 141,419	\$ 145,950	\$ 188,357	\$ 159,292	\$ 181,008	\$ 184,339	\$ 244,895	\$ 213,973	\$ 239,451	
Card network revenue	\$ 34,044	\$ 33,476	\$ 39,269	\$ 35,676	\$ 42,980	\$ 47,480	\$ 58,142	\$ 58,572	\$ 67,114	
Total network revenue	\$ 175,463	\$ 179,426	\$ 227,626	\$ 194,968	\$ 223,988	\$ 231,819	\$ 303,037	\$ 272,545	\$ 306,565	
Interest income	214,824	262,679	288,346	315,712	337,618	377,064	409,367	402,701	419,089	
Gain (loss) on sales of loans	32,326	34,285	52,702	40,183	69,983	63,613	125,287	75,838	116,884	
Servicing income	23,212	20,157	22,436	25,294	27,596	25,983	28,690	32,050	33,878	
Total Revenue, net	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	\$ 698,479	\$ 866,381	\$ 783,135	\$ 876,417	
Transaction Costs										
Loss on loan purchase commitment	\$ 35,009	\$ 34,866	\$ 53,630	\$ 44,143	\$ 47,756	\$ 54,237	\$ 70,278	\$ 57,290	\$ 60,459	
Provision for credit losses	94,483	99,696	120,880	122,443	117,609	159,824	152,980	147,252	156,627	
Funding costs	63,008	73,931	84,617	90,449	95,256	104,145	107,762	107,631	105,912	
Processing and servicing	71,247	75,671	90,203	88,209	89,166	95,146	115,960	118,398	128,345	
Total Transaction Costs	\$ 263,747	\$ 284,164	\$ 349,330	\$ 345,244	\$ 349,787	\$ 413,352	\$ 446,980	\$ 430,571	\$ 451,343	
Revenue Less Transaction Costs	\$ 182,078	\$ 212,383	\$ 241,780	\$ 230,913	\$ 309,398	\$ 285,127	\$ 419,401	\$ 352,564	\$ 425,074	
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 %	100.0 %
Revenue										
Merchant network revenue	2.6 %	2.6 %	2.5 %	2.5 %	2.5 %	2.4 %	2.4 %	2.5 %	2.3 %	
Virtual card network revenue	0.6 %	0.6 %	0.5 %	0.6 %	0.6 %	0.6 %	0.6 %	0.7 %	0.6 %	
Total network revenue	3.2 %	3.2 %	3.0 %	3.1 %	3.1 %	3.1 %	3.0 %	3.2 %	3.0 %	
Interest income	3.9 %	4.7 %	3.8 %	5.0 %	4.7 %	5.0 %	4.0 %	4.7 %	4.0 %	
Gain (loss) on sales of loans	0.6 %	0.6 %	0.7 %	0.6 %	1.0 %	0.8 %	1.2 %	0.9 %	1.1 %	
Servicing income	0.4 %	0.4 %	0.3 %	0.4 %	0.4 %	0.3 %	0.3 %	0.4 %	0.3 %	
Total Revenue, net	8.1 %	8.8 %	7.9 %	9.2 %	9.1 %	9.2 %	8.5 %	9.2 %	8.5 %	
Transaction Costs										
Loss on loan purchase commitment	0.6 %	0.6 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %	0.6 %	
Provision for credit losses	1.7 %	1.8 %	1.6 %	1.9 %	1.6 %	2.1 %	1.5 %	1.7 %	1.5 %	
Funding costs	1.1 %	1.3 %	1.1 %	1.4 %	1.3 %	1.4 %	1.1 %	1.3 %	1.0 %	
Processing and servicing	1.3 %	1.3 %	1.2 %	1.4 %	1.2 %	1.3 %	1.1 %	1.4 %	1.2 %	
Total Transaction Costs	4.8 %	5.1 %	4.7 %	5.5 %	4.8 %	5.4 %	4.4 %	5.0 %	4.4 %	
Revenue Less Transaction Costs	3.3 %	3.8 %	3.2 %	3.7 %	4.3 %	3.8 %	4.1 %	4.1 %	4.1 %	

Notes:

1. Metrics are unaudited

# Annual Revenue & Transaction Cost Detail

(\$ in 000s except GMV)	Twelve Months Ended:		
	June 30, 2023	June 30, 2024	June 30, 2025
Gross Merchandise Value (\$M)	\$ 20,201	\$ 26,646	\$ 36,659
Revenue			
Merchant network revenue	\$ 507,600	\$ 674,607	\$ 882,658
Card network revenue	\$ 119,338	\$ 151,401	\$ 231,308
Total network revenue	\$ 626,938	\$ 826,008	\$ 1,113,966
Interest income	\$ 685,217	\$ 1,204,355	\$ 1,608,221
Gain (loss) on sales of loans	\$ 188,341	\$ 197,153	\$ 381,622
Servicing income	\$ 87,489	\$ 95,483	\$ 120,602
<b>Total Revenue, net</b>	<b>\$ 1,587,985</b>	<b>\$ 2,322,999</b>	<b>\$ 3,224,412</b>
Transaction Costs			
Loss on loan purchase commitment	\$ 140,265	\$ 180,395	\$ 242,264
Provision for credit losses	\$ 331,860	\$ 460,628	\$ 616,683
Funding costs	\$ 183,013	\$ 344,253	\$ 425,451
Processing and servicing	\$ 257,343	\$ 343,249	\$ 457,849
<b>Total Transaction Costs</b>	<b>\$ 912,481</b>	<b>\$ 1,328,525</b>	<b>\$ 1,742,247</b>
<b>Revenue Less Transaction Costs</b>	<b>\$ 675,504</b>	<b>\$ 994,474</b>	<b>\$ 1,482,165</b>
Line Items as a % of GMV			
Gross Merchandise Value	100.0 %	100.0 %	100.0 %
Revenue			
Merchant network revenue	2.5 %	2.5 %	2.4 %
Virtual card network revenue	0.6 %	0.6 %	0.6 %
Total network revenue	3.1 %	3.1 %	3.0 %
Interest income	3.4 %	4.5 %	4.4 %
Gain (loss) on sales of loans	0.9 %	0.7 %	1.0 %
Servicing income	0.4 %	0.4 %	0.3 %
<b>Total Revenue, net</b>	<b>7.9 %</b>	<b>8.7 %</b>	<b>8.8 %</b>
Transaction Costs			
Loss on loan purchase commitment	0.7 %	0.7 %	0.7 %
Provision for credit losses	1.6 %	1.7 %	1.7 %
Funding costs	0.9 %	1.3 %	1.2 %
Processing and servicing	1.3 %	1.3 %	1.2 %
<b>Total Transaction Costs</b>	<b>4.5 %</b>	<b>5.0 %</b>	<b>4.8 %</b>
<b>Revenue Less Transaction Costs</b>	<b>3.3 %</b>	<b>3.7 %</b>	<b>4.0 %</b>

Notes:

1. Metrics are unaudited

# Income Statement Reconciliations - Fiscal Quarter

Three Months Ended

Income Statement Reconciliations (\$K)	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025
<b>Total Revenue</b>	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	\$ 698,479	\$ 866,381	\$ 783,135	\$ 876,417
Operating Expenses									
Loss on loan purchase commitment	\$ 35,009	\$ 34,866	\$ 53,630	\$ 44,143	\$ 47,756	\$ 54,237	\$ 70,278	\$ 57,290	\$ 60,459
Provision for credit losses	94,483	99,696	120,880	122,443	117,609	159,824	152,980	147,252	156,627
Funding costs	63,008	73,931	84,617	90,449	95,256	104,145	107,762	107,631	105,912
Processing and servicing	71,247	75,671	90,203	88,209	89,166	95,146	115,960	118,398	128,345
<b>Total Transaction Costs</b>	<b>\$ 263,747</b>	<b>\$ 284,164</b>	<b>\$ 349,330</b>	<b>\$ 345,244</b>	<b>\$ 349,787</b>	<b>\$ 413,352</b>	<b>\$ 446,980</b>	<b>\$ 430,571</b>	<b>\$ 451,343</b>
Technology and data analytics	152,318	132,965	119,833	124,828	124,231	134,290	148,213	152,620	154,600
Sales and marketing	145,131	146,866	161,265	132,950	135,324	145,233	136,038	74,022	79,554
Restructuring and other	936	1,665	56	5,203	(156)	(255)	60	12	—
General and administrative	127,521	140,334	132,777	128,721	123,459	138,482	139,412	134,303	132,856
<b>Total Operating Expenses</b>	<b>\$ 689,653</b>	<b>\$ 705,994</b>	<b>\$ 763,261</b>	<b>\$ 736,946</b>	<b>\$ 732,645</b>	<b>\$ 831,102</b>	<b>\$ 870,703</b>	<b>\$ 791,527</b>	<b>\$ 818,353</b>
<b>Operating Income (Loss)</b>	<b>\$ (243,828)</b>	<b>\$ (209,447)</b>	<b>\$ (172,151)</b>	<b>\$ (160,789)</b>	<b>\$ (73,460)</b>	<b>\$ (132,623)</b>	<b>\$ (4,322)</b>	<b>\$ (8,393)</b>	<b>\$ 58,064</b>
Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision									
Total Revenue	\$ 445,825	\$ 496,547	\$ 591,110	\$ 576,157	\$ 659,185	\$ 698,479	\$ 866,381	\$ 783,135	\$ 876,417
Less: Loss on loan purchase commitment	35,009	34,866	53,630	44,143	47,756	54,237	70,278	57,290	60,459
Less: Provision for credit losses	94,483	99,696	120,880	122,443	117,609	159,824	152,980	147,252	156,627
Less: Funding costs	63,008	73,931	84,617	90,449	95,256	104,145	107,762	107,631	105,912
Less: Processing and servicing	71,247	75,671	90,203	88,209	89,166	95,146	115,960	118,398	128,345
<b>Revenue Less Transaction Costs</b>	<b>\$ 182,078</b>	<b>\$ 212,383</b>	<b>\$ 241,780</b>	<b>\$ 230,913</b>	<b>\$ 309,398</b>	<b>\$ 285,127</b>	<b>\$ 419,401</b>	<b>\$ 352,564</b>	<b>\$ 425,074</b>
Plus: Provision for credit losses	94,483	99,696	120,880	122,443	117,609	159,824	152,980	147,252	156,627
<b>Revenue Less Transaction Costs ex-Provision</b>	<b>\$ 276,561</b>	<b>\$ 312,079</b>	<b>\$ 362,660</b>	<b>\$ 353,356</b>	<b>\$ 427,007</b>	<b>\$ 444,951</b>	<b>\$ 572,381</b>	<b>\$ 499,816</b>	<b>\$ 581,701</b>
Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)									
Operating Income (Loss)	\$ (243,828)	\$ (209,447)	\$ (172,151)	\$ (160,789)	\$ (73,460)	\$ (132,623)	\$ (4,322)	\$ (8,393)	\$ 58,064
Plus: Depreciation and amortization	43,279	40,060	40,372	45,189	44,284	46,715	54,950	59,476	64,012
Plus: Stock-based compensation expense	103,337	112,359	90,164	77,075	64,913	94,233	86,098	75,607	65,495
Plus: Enterprise warrant and share-based expense	110,467	115,373	134,167	111,829	114,226	121,519	101,032	46,975	49,428
Plus: Restructuring and other <sup>1</sup>	936	1,665	56	5,203	(156)	(255)	60	12	—
Plus: Other costs <sup>2</sup>	517	(66)	—	—	—	—	—	—	—
<b>Adjusted Operating Income (Loss)</b>	<b>\$ 14,709</b>	<b>\$ 59,944</b>	<b>\$ 92,608</b>	<b>\$ 78,506</b>	<b>\$ 149,807</b>	<b>\$ 129,589</b>	<b>\$ 237,818</b>	<b>\$ 173,677</b>	<b>\$ 237,000</b>

Notes:

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

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

3. Metrics are unaudited

4. Within the table presented certain columns and rows may not sum due to the use of rounded numbers

# Income Statement Reconciliations - Fiscal Year

	June 30, 2023	June 30, 2024	June 30, 2025
<b>Income Statement Reconciliations (\$K)</b>			
<b>Total Revenue</b>	\$ 1,587,985	\$ 2,322,999	\$ 3,224,412
Operating Expenses			
Loss on loan purchase commitment	\$ 140,265	\$ 180,395	\$ 242,264
Provision for credit losses	331,860	460,628	616,683
Funding costs	183,013	344,253	425,451
Processing and servicing	257,343	343,249	457,849
<b>Total Transaction Costs</b>	\$ 912,481	\$ 1,328,525	\$ 1,742,247
Technology and data analytics	615,818	501,857	589,723
Sales and marketing	638,280	576,405	434,847
Restructuring and other	35,870	6,768	(184)
General and administrative	586,398	525,291	545,053
<b>Total Operating Expenses</b>	\$ 2,788,847	\$ 2,938,846	\$ 3,311,685
<b>Operating Income (Loss)</b>	\$ (1,200,862)	\$ (615,847)	\$ (87,273)
<b>Reconciliation from Revenue to Revenue Less Transaction Costs and Revenue Less Transaction Costs ex-Provision</b>			
<b>Total Revenue</b>	\$ 1,587,985	\$ 2,322,999	\$ 3,224,412
Less: Loss on loan purchase commitment	140,265	180,395	242,264
Less: Provision for credit losses	331,860	460,628	616,683
Less: Funding costs	183,013	344,253	425,451
Less: Processing and servicing	257,343	343,249	457,849
<b>Revenue Less Transaction Costs</b>	\$ 675,504	\$ 994,474	\$ 1,482,165
Plus: Provision for credit losses	331,860	460,628	616,683
<b>Revenue Less Transaction Costs ex-Provision</b>	\$ 1,007,364	\$ 1,455,102	\$ 2,098,849
<b>Reconciliation from from Operating Income (Loss) to Adjusted Operating Income (Loss)</b>			
<b>Operating Income (Loss)</b>	\$ (1,200,862)	\$ (615,847)	\$ (87,273)
Plus: Depreciation and amortization	133,233	169,904	225,153
Plus: Stock-based compensation expense	451,709	344,511	321,433
Plus: Enterprise warrant and share-based expense	499,150	475,595	318,954
Plus: Restructuring and other <sup>1</sup>	35,870	6,768	(184)
Plus: Other costs <sup>2</sup>	8,583	(66)	—
<b>Adjusted Operating Income (Loss)</b>	\$ (72,317)	\$ 380,865	\$ 778,083

Notes:

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

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

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations, H2'25

(\$ in 000s)

	Three Months Ended June 30, 2025										
	GAAP		D&A		Stock-Based Compensation Expense		Enterprise Warrant & Share Based Expenses		Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP
	\$		\$		\$		\$		\$		\$
Loss on loan purchase commitment	\$	60,459	\$	0	\$	0	\$	0	\$	0	\$ 60,459
Provision for credit losses		156,627		0		0		0		0	156,627
Funding costs		105,912		0		0		0		0	105,912
Processing and servicing		128,345		31		181		0		0	128,132
Total Transaction Costs	\$	451,343	\$	31	\$	181	\$	0	\$	0	\$ 451,130
Technology and data analytics	\$	154,600	\$	63,283	\$	16,749	\$	0	\$	0	\$ 74,568
Sales and marketing		79,554		118		3,109		49,428		0	26,900
General and administrative		132,856		580		45,456		0		0	86,819
Restructuring and other		0		0		0		0		0	0
Other Operating Expenses	\$	367,010	\$	63,981	\$	65,314	\$	49,428	\$	0	\$ 188,287
<b>Total Operating Expenses</b>	<b>\$</b>	<b>818,353</b>	<b>\$</b>	<b>64,012</b>	<b>\$</b>	<b>65,495</b>	<b>\$</b>	<b>49,428</b>	<b>\$</b>	<b>—</b>	<b>\$ 639,417</b>

(\$ in 000s)

	Three Months Ended March 31, 2025										
	GAAP		D&A		Stock-Based Compensation Expense		Enterprise Warrant & Share Based Expenses		Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP
	\$		\$		\$		\$		\$		\$
Loss on loan purchase commitment	\$	57,290	\$	0	\$	0	\$	0	\$	0	\$ 57,290
Provision for credit losses		147,252		0		0		0		0	147,252
Funding costs		107,631		0		0		0		0	107,631
Processing and servicing		118,398		30		205		0		0	118,163
Total Transaction Costs	\$	430,571	\$	30	\$	205	\$	0	\$	0	\$ 430,336
Technology and data analytics	\$	152,620	\$	58,757	\$	21,309	\$	0	\$	0	\$ 72,554
Sales and marketing		74,022		117		3,749		46,975		0	23,181
General and administrative		134,303		571		50,344		0		0	83,388
Restructuring and other		12		0		0		0		12	0
Other Operating Expenses	\$	360,957	\$	59,445	\$	75,402	\$	46,975	\$	12	\$ 179,122
<b>Total Operating Expenses</b>	<b>\$</b>	<b>791,527</b>	<b>\$</b>	<b>59,476</b>	<b>\$</b>	<b>75,607</b>	<b>\$</b>	<b>46,975</b>	<b>\$</b>	<b>12</b>	<b>\$ 609,458</b>

Notes:

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

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

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations, H1'25

(\$ in 000s)

	Three Months Ended December 31, 2024									
	GAAP		D&A		Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses		Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP
	\$		\$		\$	\$	\$	\$	\$	\$
Loss on loan purchase commitment	\$	70,278	\$	0	\$	0	\$	0	\$	\$ 70,278
Provision for credit losses		152,980		0		0		0		0
Funding costs		107,762		0		0		0		0
Processing and servicing		115,960		30		220		0		0
Total Transaction Costs	\$	446,980	\$	30	\$	220	\$	0	\$	\$ 446,730
Technology and data analytics	\$	148,213	\$	53,683	\$	23,677	\$	0	\$	\$ 70,853
Sales and marketing		136,038		664		4,482		101,032		0
General and administrative		139,412		573		57,719		0		0
Restructuring and other		60		0		0		60		0
Other Operating Expenses	\$	423,723	\$	54,920	\$	85,878	\$	101,032	\$	\$ 181,833
<b>Total Operating Expenses</b>	<b>\$</b>	<b>870,703</b>	<b>\$</b>	<b>54,950</b>	<b>\$</b>	<b>86,098</b>	<b>\$</b>	<b>101,032</b>	<b>\$</b>	<b>— \$ 628,563</b>

(\$ in 000s)

	Three Months Ended September 30, 2024									
	GAAP		D&A		Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses		Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	Non-GAAP
	\$		\$		\$	\$	\$	\$	\$	\$
Loss on loan purchase commitment	\$	54,237	\$	0	\$	0	\$	0	\$	\$ 54,237
Provision for credit losses		159,824		0		0		0		0
Funding costs		104,145		0		0		0		0
Processing and servicing		95,146		32		262		0		0
Total Transaction Costs	\$	413,352	\$	32	\$	262	\$	0	\$	\$ 413,058
Technology and data analytics	\$	134,290	\$	45,392	\$	25,972	\$	0	\$	\$ 62,926
Sales and marketing		145,233		686		5,195		121,519		0
General and administrative		138,482		605		62,804		0		0
Restructuring and other		(255)		0		0		(255)		0
Other Operating Expenses	\$	417,750	\$	46,683	\$	93,971	\$	121,519	\$	\$ 155,833
<b>Total Operating Expenses</b>	<b>\$</b>	<b>831,102</b>	<b>\$</b>	<b>46,715</b>	<b>\$</b>	<b>94,233</b>	<b>\$</b>	<b>121,519</b>	<b>\$</b>	<b>— \$ 568,890</b>

Notes:

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

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

3. Metrics are unaudited

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

(\$ in 000s)

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

(\$ in 000s)

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

Notes:

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

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

3. Metrics are unaudited

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

(\$ in 000s)

	Three Months Ended December 31, 2023								Non-GAAP
	GAAP		D&A		Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	
Loss on loan purchase commitment	\$ 53,630	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 53,630
Provision for credit losses	120,880	0	0	0	0	0	0	0	120,880
Funding costs	84,617	0	0	0	0	0	0	0	84,617
Processing and servicing	90,203	158		1,353		0	0	0	88,692
<b>Total Transaction Costs</b>	<b>\$ 349,330</b>	<b>\$ 158</b>	<b>\$ 1,353</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 347,819</b>
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
<b>Other Operating Expenses</b>	<b>\$ 413,931</b>	<b>\$ 40,213</b>	<b>\$ 88,811</b>	<b>\$ 134,167</b>	<b>\$ 56</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 150,683</b>	
<b>Total Operating Expenses</b>	<b>\$ 763,261</b>	<b>\$ 40,372</b>	<b>\$ 90,164</b>	<b>\$ 134,167</b>	<b>\$ 56</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 498,502</b>	

(\$ in 000s)

	Three Months Ended September 30, 2023								Non-GAAP
	GAAP		D&A		Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>	Other costs <sup>(2)</sup>	
Loss on loan purchase commitment	\$ 34,866	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 34,866
Provision for credit losses	99,696	0	0	0	0	0	0	0	99,696
Funding costs	73,931	0	0	0	0	0	0	0	73,931
Processing and servicing	75,671	99		1,575		0	0	0	73,997
<b>Total Transaction Costs</b>	<b>\$ 284,164</b>	<b>\$ 99</b>	<b>\$ 1,575</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 282,490</b>
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
<b>Other Operating Expenses</b>	<b>\$ 421,830</b>	<b>\$ 39,961</b>	<b>\$ 110,784</b>	<b>\$ 115,373</b>	<b>\$ 1,665</b>	<b>\$ 0</b>	<b>\$ (66)</b>	<b>\$ 154,113</b>	
<b>Total Operating Expenses</b>	<b>\$ 705,994</b>	<b>\$ 40,060</b>	<b>\$ 112,359</b>	<b>\$ 115,373</b>	<b>\$ 1,665</b>	<b>\$ 0</b>	<b>\$ (66)</b>	<b>\$ 436,603</b>	

Notes:

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

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

3. Metrics are unaudited

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

(\$ in 000s)

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

(\$ in 000s)

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

Notes:

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

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

3. Metrics are unaudited

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

(\$ in 000s)

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

(\$ in 000s)

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

Notes:

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

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

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliations (FY'24 & FY'25)

(\$ in 000s)

	Twelve Months Ended June 30, 2025								Non-GAAP	
	GAAP		D&A		Stock-Based Compensation Expense	Enterprise Warrant & Share Based Expenses	Restructuring and other <sup>(1)</sup>			
Loss on loan purchase commitment	\$ 242,264	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 242,264	
Provision for credit losses	616,683	0	0	0	0	0	0	0	616,683	
Funding costs	425,450	0	0	0	0	0	0	0	425,450	
Processing and servicing	457,849	124	868	868	0	0	0	0	456,857	
<b>Total Transaction Costs</b>	<b>\$ 1,742,246</b>	<b>\$ 124</b>	<b>\$ 868</b>	<b>\$ 868</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>1,741,254</b>	
Technology and data analytics	\$ 589,723	\$ 221,114	\$ 87,707	\$ 87,707	\$ 0	\$ 0	\$ 0	\$ 0	280,902	
Sales and marketing	434,847	1,585	16,535	16,535	318,954	318,954	0	0	97,774	
General and administrative	545,053	2,330	216,323	216,323	0	0	0	0	326,400	
Restructuring and other	(183)	0	0	0	0	0	(183)	0	0	
Other Operating Expenses	\$ 1,569,440	\$ 225,029	\$ 320,565	\$ 320,565	\$ 318,954	\$ 318,954	(183)	\$ 0	705,075	
<b>Total Operating Expenses</b>	<b>\$ 3,311,686</b>	<b>\$ 225,153</b>	<b>\$ 321,433</b>	<b>\$ 321,433</b>	<b>\$ 318,954</b>	<b>\$ 318,954</b>	<b>(183)</b>	<b>\$ —</b>	<b>2,446,329</b>	

(\$ in 000s)

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

Notes:

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

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

3. Metrics are unaudited

# GAAP to Non-GAAP Expense Reconciliation (FY'23)

(\$ in 000s)

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

Notes:

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

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

3. Metrics are unaudited