Upstart

Q2 2026 Earnings

August 4, 2026

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 Q3 2026 and the full fiscal year 2026 and beyond under the heading “Results and 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 or the SEC’s website at 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, and adjusted EBITDA margin. 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 slide 32 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.

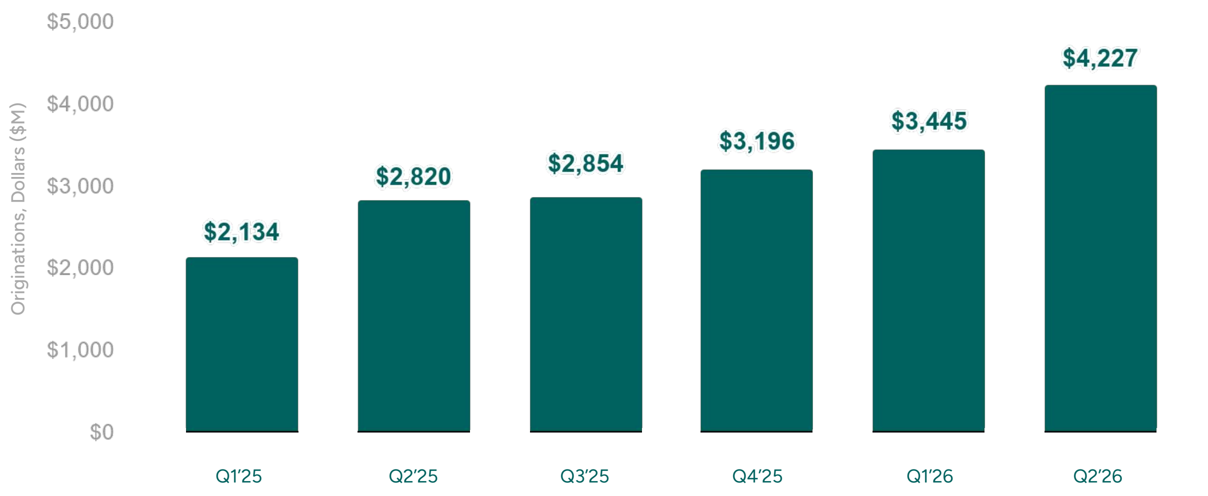
Results

Q2'26 execution: profitable growth

Originations	Total Revenue	Net Income	Adjusted EBITDA
$4.2B	**$365M**	**$17M**	**$77M**
+50% YoY	+42% YoY	5% margin	21% margin

Note: All figures are approximate.

Step-up in Originations driven by Core personal loans and secured products



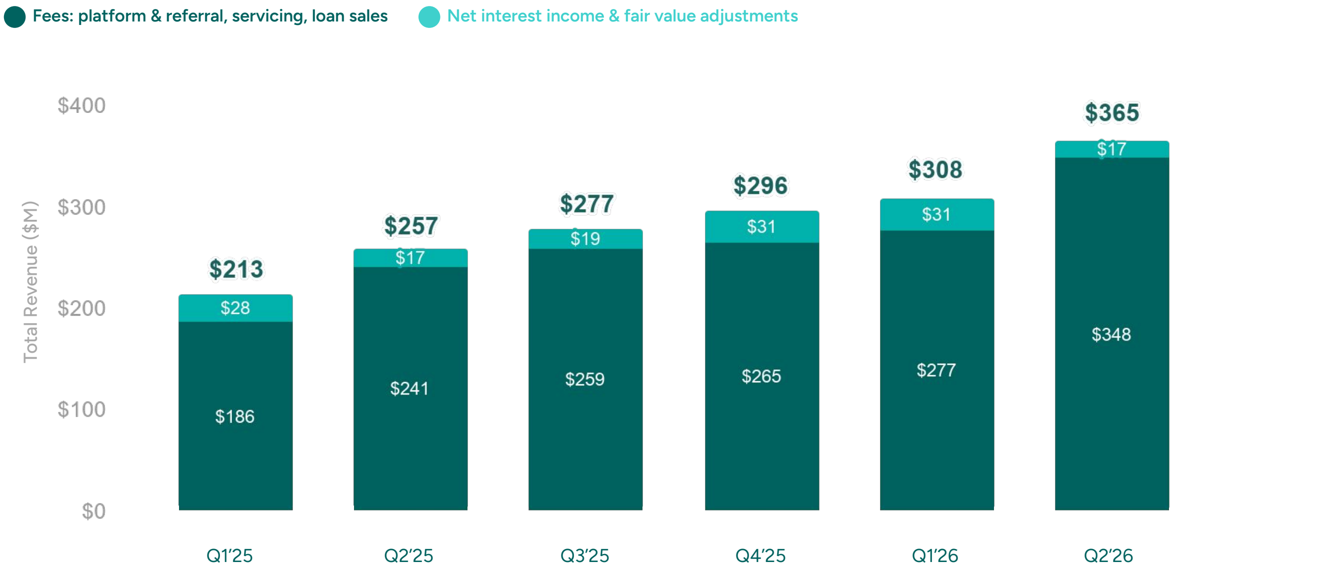
YoY Growth:	+154%	+80%	+52%	+61%	+50%
# loans:	372,599	428,056	455,788	425,356	558,014

Q2'26 Originations:

$4.2B

+50% YoY

Total revenue: strong growth driven by originations



YoY Growth:	+102%	+71%	+35%	+44%	+42%

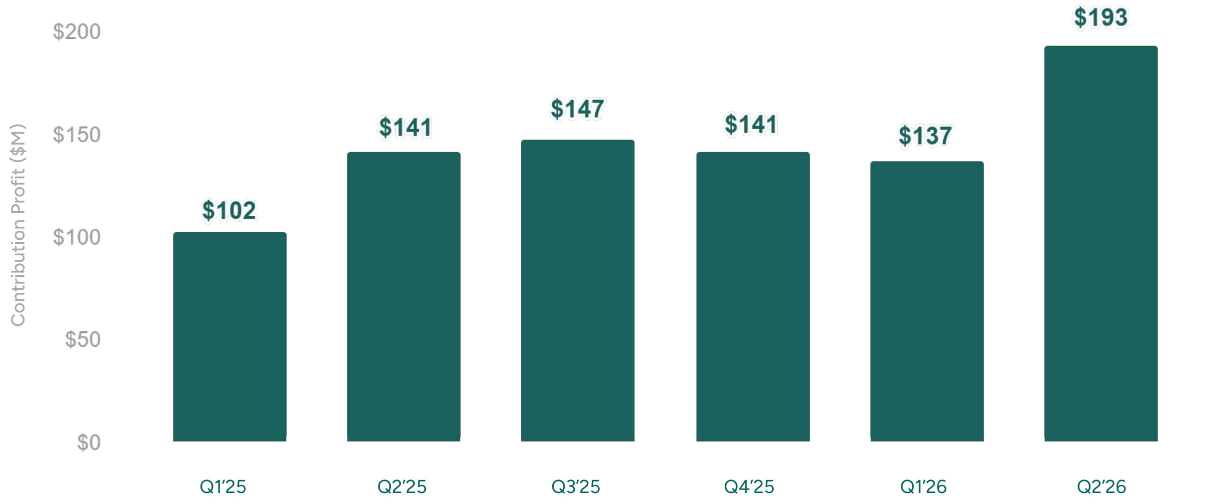
Q2'26 Revenue:

$365M

+42% YoY

Note: Totals may not sum due to rounding.

All-time high Contribution Profit



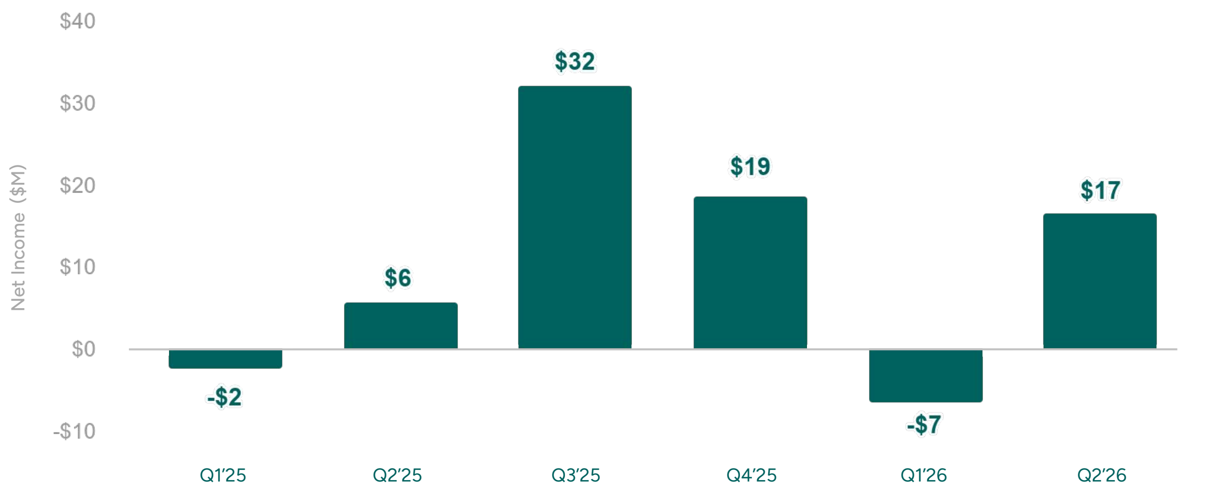
YoY Growth:	+85%	+44%	+15%	+34%	+37%
Contribution Margin:	58%	57%	53%	50%	55%

Q2'26
Contribution Profit:

$193M

+37% YoY

Return to GAAP profitability

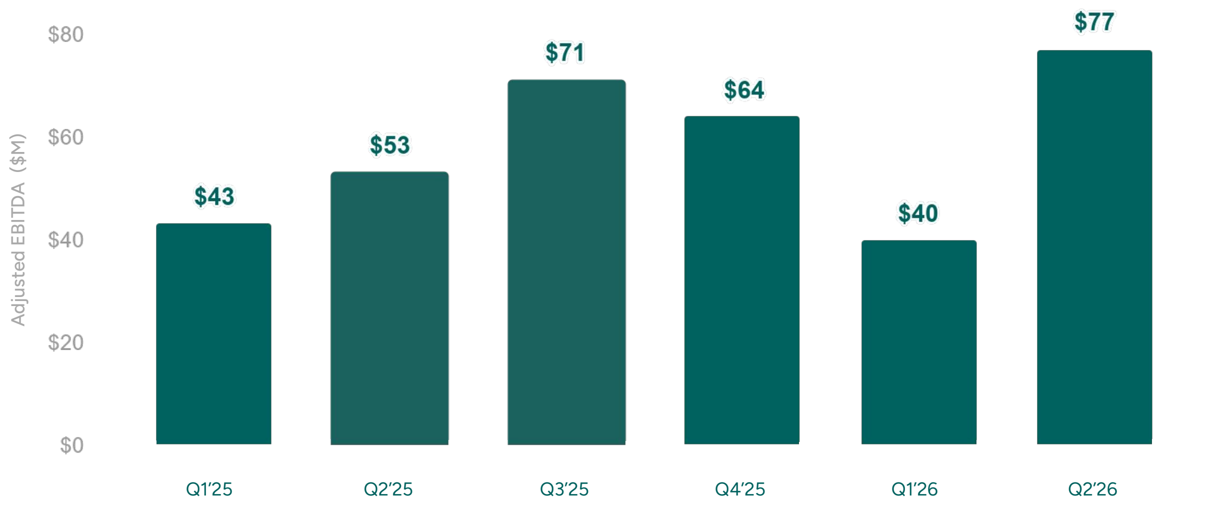


Net Income Margin: 2% 11% 6% -2% 5%

Q2'26
Net Income:

$17M

Adjusted EBITDA rebounded, with margins at full-year target



Adj. EBITDA Margin:	21%	26%	22%	13%	21%

Q2'26
Adjusted EBITDA:

$77M

Upstart

Outlook

Outlook reaffirmed

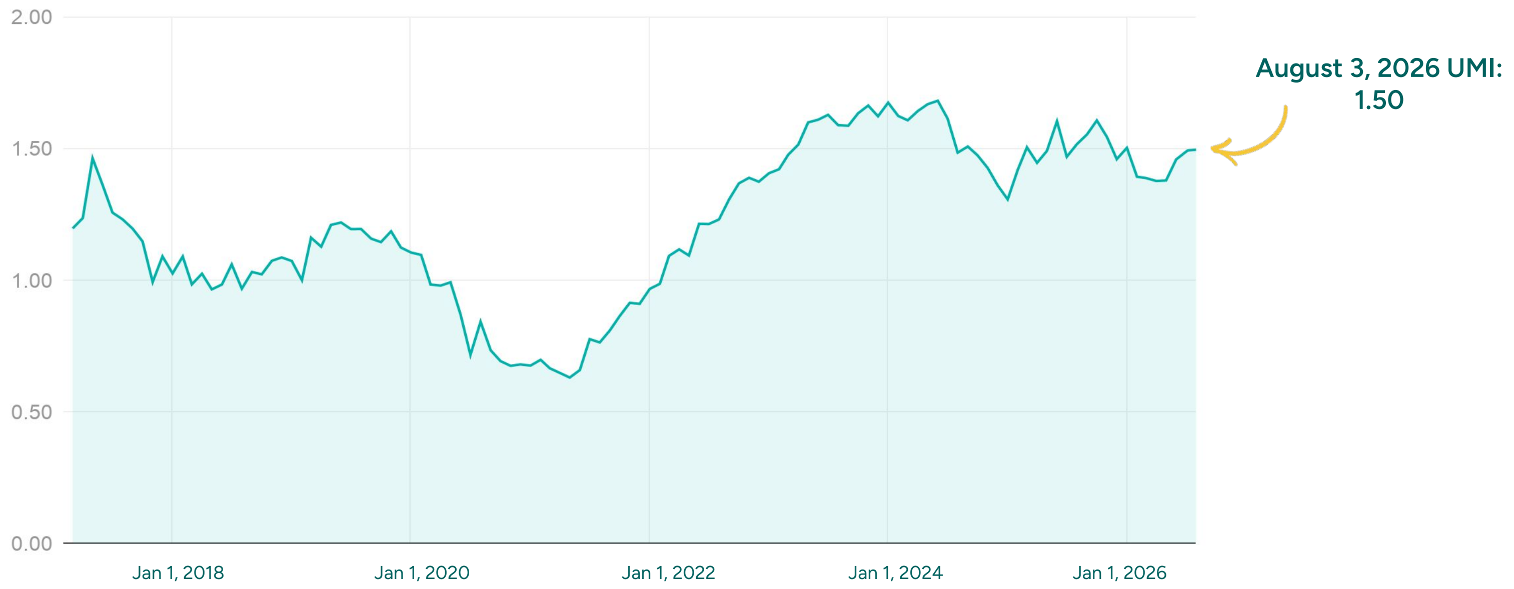
	FY 2026
Total Revenue	$1.4 billion
Revenue from fees	$1.3 billion
Adjusted EBITDA (Margin % of Total Revenue)	$294 million (21%)
	3-Year Target
2025 - 2028 Total Revenue Compound Annual Growth Rate	35%
2028 Adjusted EBITDA Margin (% of Total Revenue)	25%

Note: All guidance figures are approximate.

Macro-driven default risk has ticked up since the start of Q2

Most recent UMI was 1.50, up 9% relative to the April 3, 2026 UMI

Upstart Macro Index (UMI)

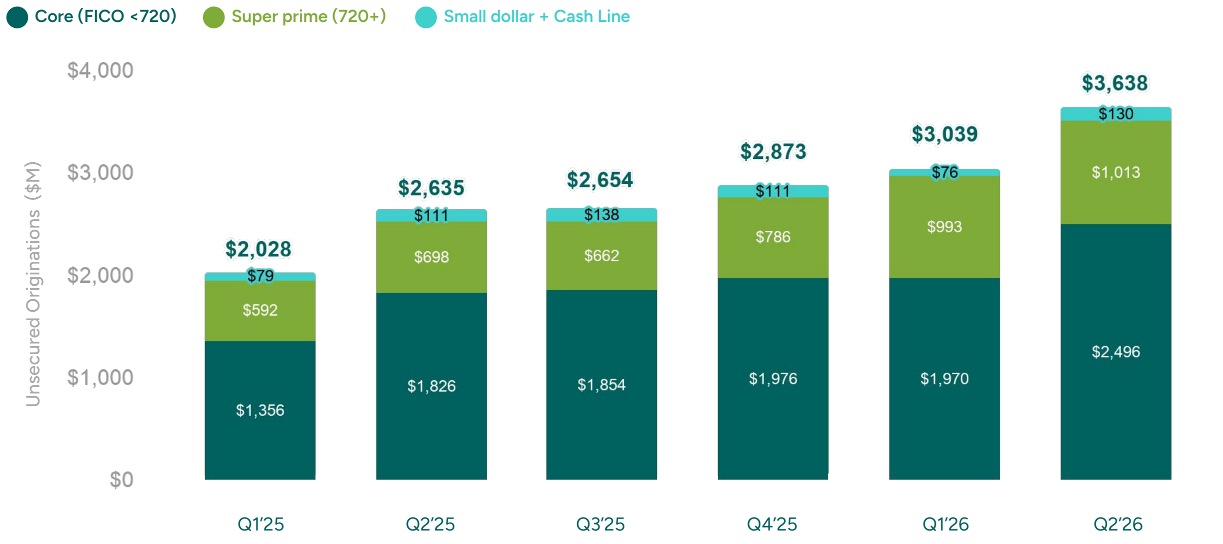


Note: UMI estimates the impact of the macroeconomy on actual credit losses based on Upstart-powered unsecured personal loan data, see: https://www.upstart.com/umi. UMI data as of August 3, 2026. Beginning July 8, 2026, UMI values are named based on their publication date rather than the month of payments they describe. Historical data has been relabeled to fit the new convention.

Product results

Unsecured Originations: sequential growth driven by Core re-acceleration

Breakout by borrower segment



	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26
YoY Growth:	+143%	+73%	+41%	+50%	+38%
# Unsecured loans:	366,423	420,089	443,784	410,854	535,191

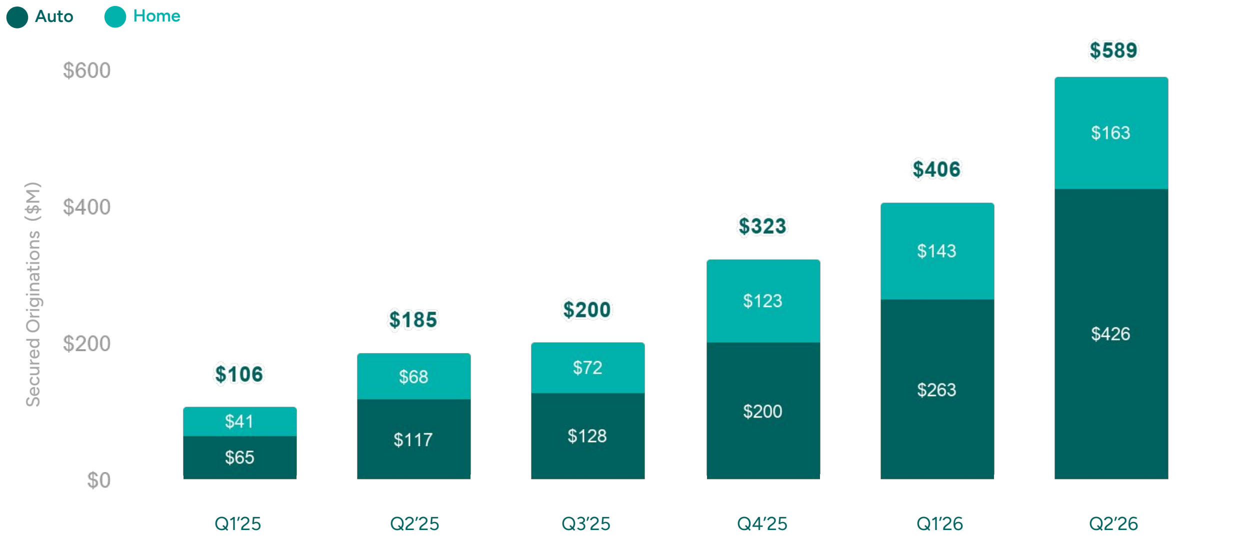
Q2'26 Unsecured Originations:

$3.6B

+38% YoY and +20% QoQ

Note: TransUnion data used for credit scoring. Totals may not sum due to rounding.

Secured Originations: Auto and Home continued to scale



	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26
# Auto loans:	5,058	6,705	9,918	12,202	20,023	
# Home loans:	1,118	1,262	2,086	2,300	2,800	

Q2'26 Secured Originations:

$589M

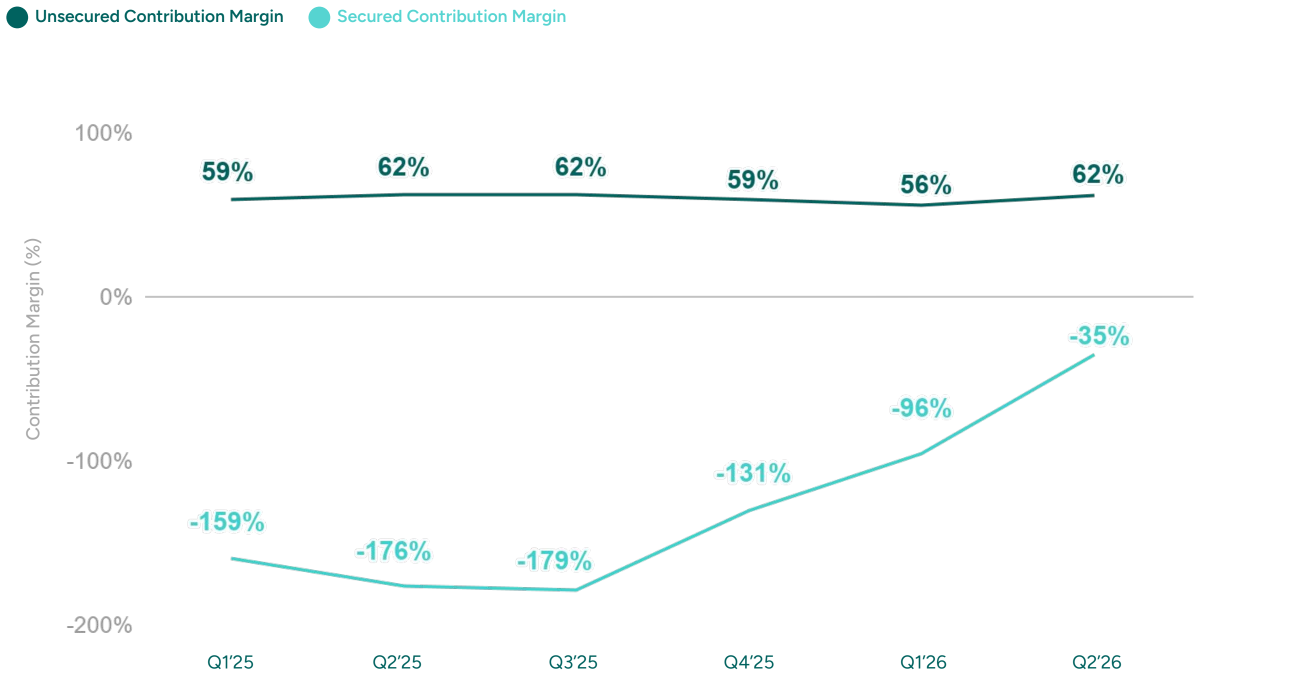
+218% YoY and +45% QoQ

Auto YoY Growth
~4X

Home YoY Growth
~2X

Note: Auto Refinance originations were sunset during Q2'26. Totals may not sum due to rounding.

Focus on margin powered profitability



Q2'26 Unsecured Contribution Margin:

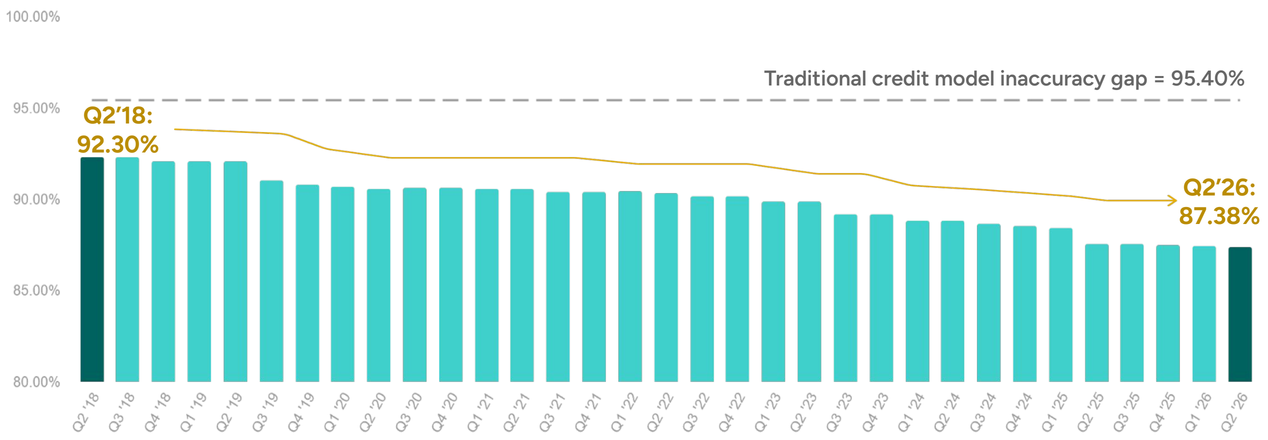
62%

While Secured products progressed rapidly towards profitability.

Technology and product highlights

Our AI underwriting model is 2.74X as good as a traditional credit model

Eight years of steady gains—a compounding edge with significant runway ahead

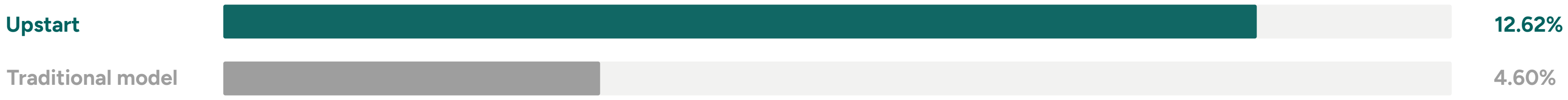


Personal loan underwriting:

87.38%

of the accuracy opportunity remaining

Q2’26 predictive accuracy captured:



Note: A model's "inaccuracy gap" represents its distance from perfect prediction. 0% = perfect; 100% = no predictive power; lower is better.

More automation can drive higher loan volumes

Breaking down the math - how we arrived at the Percentage of Loans Fully Automated in Q2'26

Step 1

686K

rate offers accepted and evaluated by our verification model in Q2'26

Step 2

530K

applications (77%) approved automatically

156K

applications (23%) manually reviewed

Step 3

~493K

~9 of 10 applications converted to loans

~50K

~3 of 10 applications converted to loans

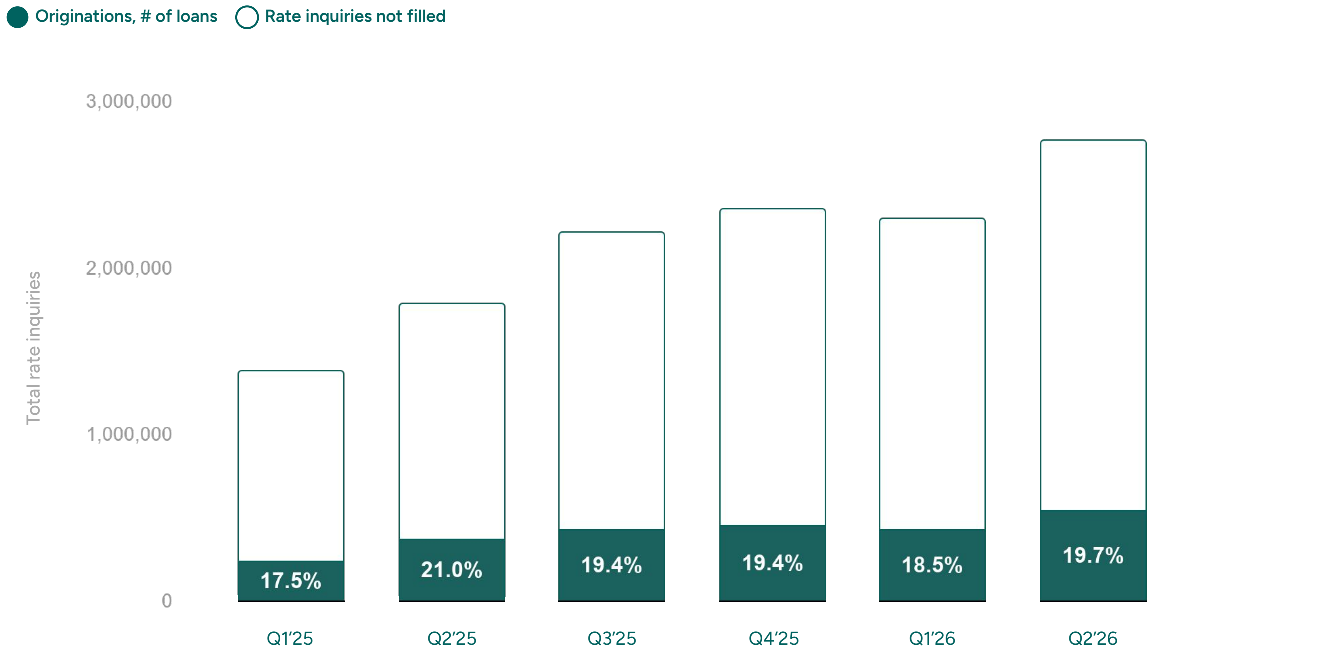
91%

of 543K funded loans fully automated in Q2'26, with no human intervention by Upstart

Automated approvals converted at ~3x the rate of those reviewed manually

Note: Amounts presented in figures may not sum to totals due to rounding.

Conversion Rate increased sequentially



Q2'26 Conversion Rate:

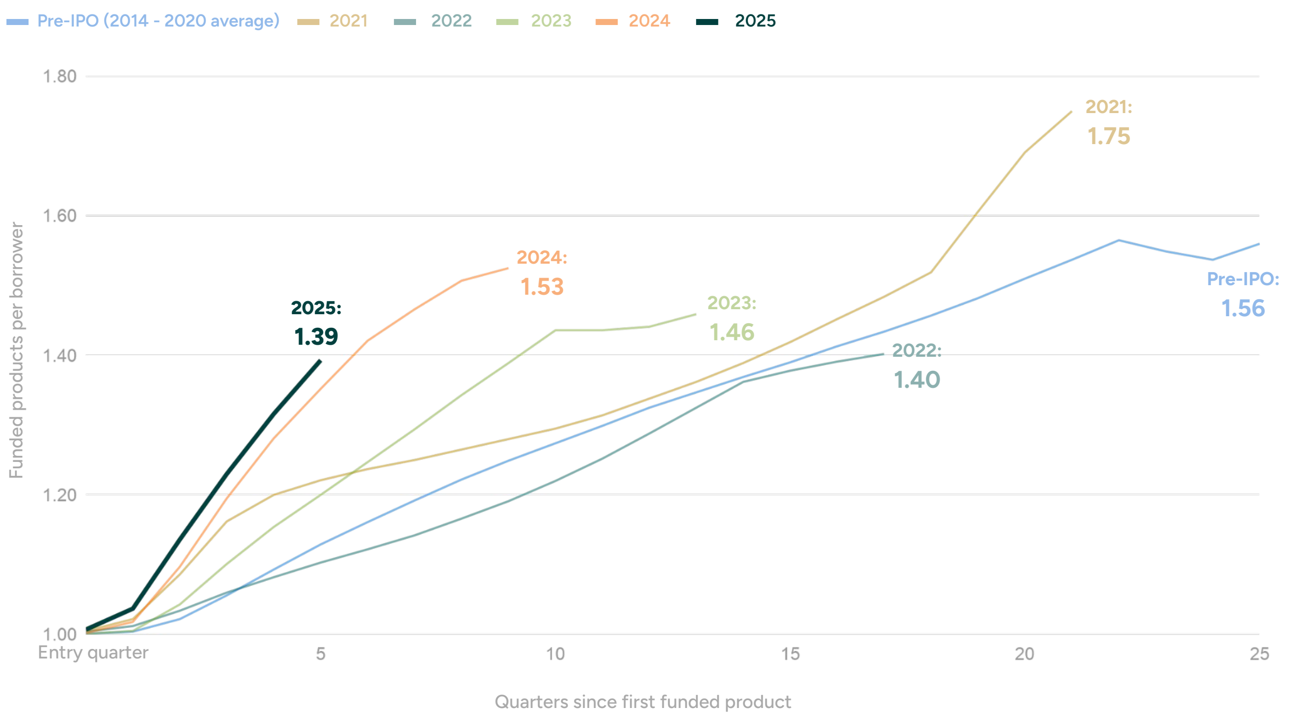
19.7%

Metric will be phased out beginning Q1'27

Marketplace update

Repeat borrowing has been accelerating

Cumulative funded products per unique borrower

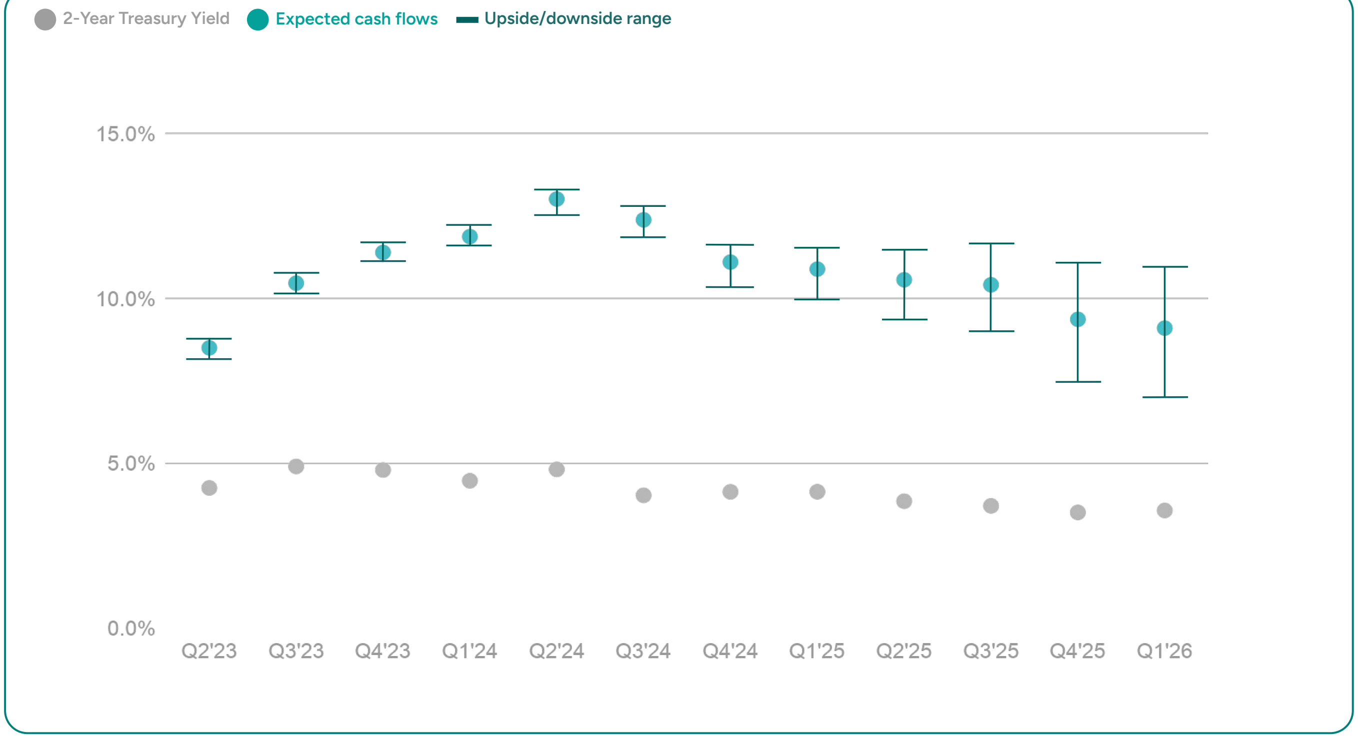


Products per Unique Borrower

Borrowers are coming back for another loan faster than ever. The 2024 and 2025 cohorts are borrowing again at roughly three times the pace of any earlier vintage.

Upstart loans have consistently delivered attractive returns to capital partners

Each personal loan cohort is exceeding Treasuries by at least 425 basis points



The net annualized return from investing equally in all personal loan cohorts since Q2’23 would represent a ~660 basis point premium over the 2-Year Treasury.

Note: Personal loan cohorts include personal loans only, excluding Small Dollar Loans and Cash Line. Net annualized return includes assumed future cash flows, net of servicing fees. Data are as of June 30, 2026. "Upside," "Expected," and "Downside" reflect Upstart's internal return expectations for vintages since Q2'23. Q2'26 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

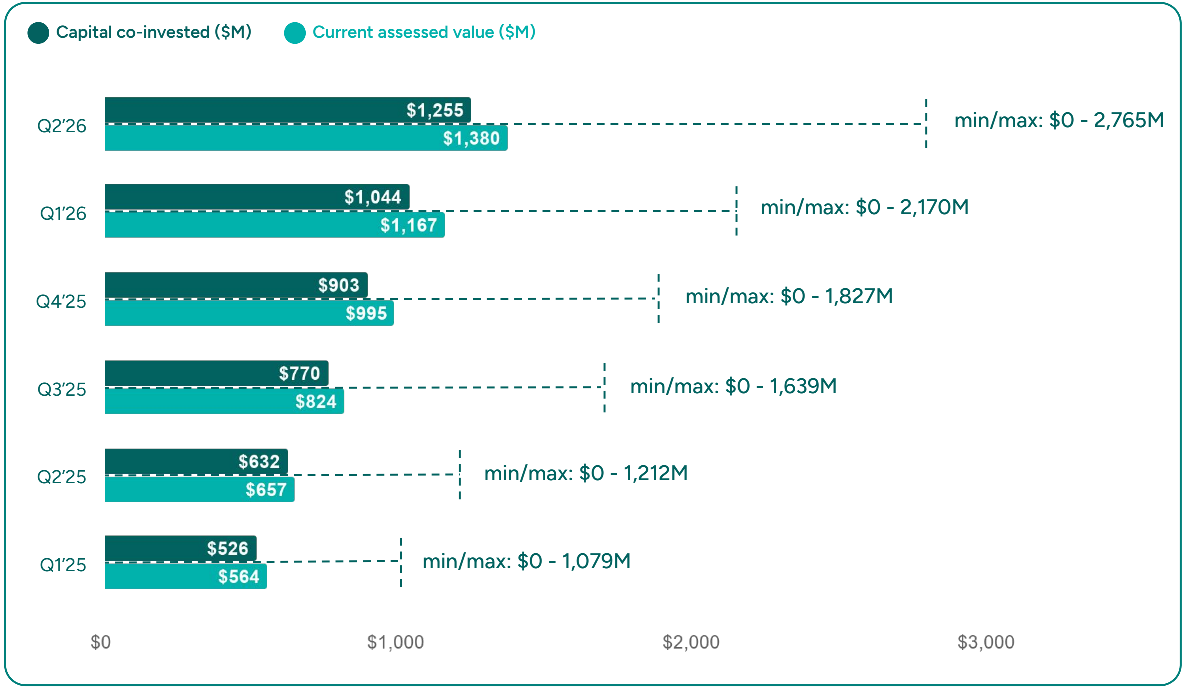
Cumulative outstanding amount Upstart has invested into these capital agreements.

Current assessed value

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

Min/max possible values

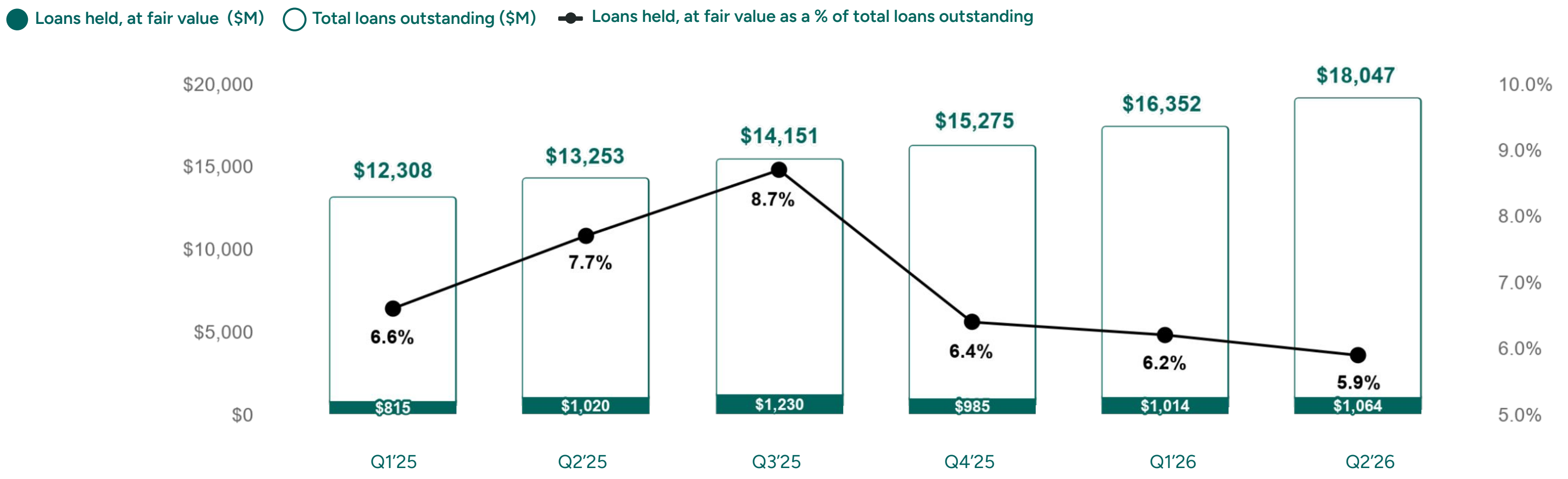
The range of cash Upstart could receive from these agreements depending on loan performance.



Note: "Capital co-invested" is based on Upstart's GAAP disclosure of maximum exposure to losses adjusted for settlements and certain amounts that management does not view as at risk.

The vast majority of Upstart loans have been funded by third parties

Balance sheet loans fell to 5.9% of total loans outstanding



Unsecured loans:	$422	$529	$414	$485	$461
Auto loans:	$389	$468	$367	$312	$338
Home loans:	$133	$169	$150	$172	$229
Securitized loans:	$76	$64	$54	$45	$36
Total loans held:	$1,020	$1,230	$985	$1,014	$1,064

Note: "Securitized loans" refers to Upstart's consolidated Q3'23 asset-backed securitization (UPST 2023-2). The right-hand y-axis begins at 5.0% for illustrative purposes.

Financial appendix

Condensed Consolidated Balance Sheet

(in thousands)

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Assets						
Cash and cash equivalents	$ 599,778	$ 395,940	$ 489,784	$ 652,388	$ 472,934	$ 455,957
Restricted cash	239,750	305,520	347,121	404,624	458,400	526,320
Loans (at fair value) [1]	814,677	1,019,504	1,229,976	984,552	1,014,089	1,064,239
Property, equipment, and software, net	42,407	43,942	44,259	44,174	48,002	49,421
Operating lease right of use assets	40,557	37,620	34,646	16,410	13,605	18,783
Beneficial interest assets (at fair value)	216,578	266,761	316,199	396,216	474,796	545,938
Line of credit receivable (at fair value)	81,780	107,456	114,846	112,742	111,916	111,772
Notes receivable and residual certificates (at fair value)	19,471	54,708	76,761	97,416	105,066	120,375
Non-marketable equity securities	41,250	41,250	41,250	41,250	41,250	41,000
Goodwill	67,062	67,062	67,062	67,062	67,062	67,062
Other assets	132,967	138,105	142,944	157,971	154,561	170,406
Total assets	**$ 2,296,277**	**$ 2,477,868**	**$ 2,904,848**	**$ 2,974,805**	**$ 2,961,681**	**$ 3,171,273**
Liabilities and Stockholders' Equity						
Liabilities:						
Payable to investors	$ 83,114	$ 91,669	$ 93,400	$ 107,659	$ 125,523	$ 145,208
Borrowings	1,334,863	1,428,479	1,855,754	1,829,145	1,921,665	2,003,129
Payable to securitization note holders (at fair value)	75,904	65,152	55,175	46,542	39,188	32,122
Accrued expenses and other liabilities	78,680	126,725	116,250	171,495	124,591	170,974
Operating lease liabilities	47,074	43,833	40,551	21,149	17,548	22,352
Total liabilities	**1,619,635**	**1,755,858**	**2,161,130**	**2,175,990**	**2,228,515**	**2,373,785**
Stockholders' equity:						
Common stock	10	10	10	10	10	10
Additional paid-in capital	1,090,236	1,129,997	1,119,900	1,156,361	1,097,358	1,145,141
Accumulated deficit	(413,604)	(407,997)	(376,192)	(357,556)	(364,202)	(347,663)
Total stockholders' equity	676,642	722,010	743,718	798,815	733,166	797,488
Total liabilities and stockholders' equity	**$ 2,296,277**	**$ 2,477,868**	**$ 2,904,848**	**$ 2,974,805**	**$ 2,961,681**	**$ 3,171,273**

(1) Includes $88.9 million, $75.9 million, $64.1 million, $53.8 million, $44.9 million, and $36.3 million of loans, at fair value, contributed as collateral for the consolidated securitization as of March 31, 2025, June 30, 2025, September 30, 2025, December 31, 2025, March 31, 2026, and June 30, 2026, respectively.

Condensed Consolidated Statement of Operations

(in thousands, except share and per share data)

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Revenue:						
Revenue from fees, net	$ 185,475	$ 240,777	$ 258,539	$ 265,220	$ 277,063	$ 348,019
Interest income, interest expense, and fair value adjustments, net:						
Interest income [(1)]	40,568	45,623	57,203	60,836	56,061	57,051
Interest expense [(1)]	(7,020)	(7,772)	(8,794)	(8,078)	(10,370)	(12,531)
Fair value and other adjustments	(5,652)	(21,337)	(29,843)	(21,888)	(14,540)	(27,831)
Total interest income, interest expense, and fair value adjustments, net	27,896	16,514	18,566	30,870	31,151	16,689
Total revenue	213,371	257,291	277,105	296,090	308,214	364,708
Operating expenses:						
Sales and marketing	58,970	73,105	78,844	90,588	104,455	114,512
Customer operations	40,501	46,246	49,790	51,840	55,095	61,319
Engineering and product development	57,838	68,825	64,026	66,913	80,112	93,860
General, administrative, and other	60,558	64,573	60,779	67,830	76,070	80,378
Total operating expenses	217,867	252,749	253,439	277,171	315,732	350,069
Income (loss) from operations	(4,496)	4,542	23,666	18,919	(7,518)	14,639
Other income, net	7,037	6,027	5,961	5,299	956	2,514
Expense on convertible notes	(4,959)	(4,913)	(4,944)	(5,056)	-	-
Gain on debt extinguishment	-	-	7,246	-	-	-
Net income (loss) before income taxes	(2,418)	5,656	31,929	19,162	(6,562)	17,153
Provision for income taxes	29	49	124	526	84	614
Net income (loss)	$ (2,447)	$ 5,607	$ 31,805	$ 18,636	$ (6,646)	$ 16,539
Net income (loss) per share, basic	$ (0.03)	$ 0.06	$ 0.33	$ 0.19	$ (0.07)	$ 0.17
Net income (loss) per share, diluted	$ (0.03)	$ 0.05	$ 0.23	$ 0.17	$ (0.07)	$ 0.16
Weighted-average number of shares outstanding used in computing net income (loss) per share, basic	94,274,538	95,526,364	96,682,774	97,594,902	96,901,974	96,573,751
Weighted-average number of shares outstanding used in computing net income (loss) per share, diluted	94,274,538	102,852,284	109,724,669	112,223,816	96,901,974	109,720,846

(1) For fiscal year 2026, interest income and interest expense include dividend income earned on certain cash accounts and expense on convertible senior notes, respectively, which were previously included in other income, net. See “Note 1. Description of Business and Significant Accounting Policies” in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2026 for details.

Revenue Breakout
(in thousands)

The following table presents revenue from fees disaggregated by type of service as follows:

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Revenue from fees, net:						
Platform and referral fees, net	$ 150,975	$ 202,845	$ 216,882	$ 222,277	$ 224,618	$ 284,066
Servicing and other fees, net	34,500	37,932	41,657	42,397	49,112	54,807
Loan sales fees (1)	-	-	-	546	3,333	9,146
Total revenue from fees, net	$ 185,475	$ 240,777	$ 258,539	$ 265,220	$ 277,063	$ 348,019

The following table presents components of fair value and other adjustments, net as follows:

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Fair value and other adjustments, net:						
Unrealized loss on loans, loan charge-offs, and other fair value adjustments, net	$ (21,326)	$ (18,878)	$ (15,545)	$ (27,339)	$ (18,187)	$ (15,586)
Fair value adjustments and realized gains (losses) on beneficial interests, net	17,665	(6,288)	(13,985)	19,213	13,134	(8,407)
Realized gain (loss) on sale of loans, net	$ (1,991)	$ 3,829	$ (313)	$ (13,762)	$ (9,487)	$ (3,838)
Total fair value and other adjustments, net	$ (5,652)	$ (21,337)	$ (29,843)	$ (21,888)	$ (14,540)	$ (27,831)

(1) Represents fees we charge our third-party loan purchasers for facilitating certain forward-flow loan sales and that are recognized as part of the sales proceeds received. Beginning in the second quarter of 2026, loan sales fees, which were previously included within servicing and other fees, net, are presented as a separate component of revenue from fees, net. Prior-period amounts have been reclassified to conform to the current-period presentation.

Condensed Consolidated Statement of Cash Flows
(in thousands)

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Cash flows from operating activities						
Net income (loss)	$ (2,447)	$ 5,607	$ 31,805	$ 18,636	$ (6,646)	$ 16,539
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:						
Change in fair value of loans	7,062	(28,126)	(62,384)	(30,224)	(62,225)	136,343
Change in fair value of servicing assets	4,090	4,550	4,155	5,851	5,583	6,952
Change in fair value of servicing liabilities	(285)	(338)	(386)	67	(342)	(1,224)
Change in fair value of beneficial interest assets	(17,600)	(5,884)	7,279	(16,979)	(10,213)	927
Change in fair value of beneficial interest liabilities	(65)	12,172	6,706	(2,234)	(2,921)	7,480
Change in fair value of other financial instruments	(33)	(2,351)	(3,145)	(1,392)	(894)	(333)
Stock-based compensation	29,831	35,511	34,155	32,453	34,811	44,466
Gain on loan servicing rights, net	(4,945)	(7,506)	(7,925)	(7,627)	(7,474)	(13,370)
Gain on debt extinguishment	-	-	(7,246)	-	-	-
Depreciation and amortization	6,400	5,843	6,131	6,461	5,858	7,126
Loan premium amortization	(8,352)	(10,824)	(14,384)	(15,589)	(11,963)	(11,163)
Non-cash interest expense and other	1,325	1,678	2,216	3,388	3,713	4,504
Net changes in operating assets and liabilities:						
Purchases and originations of loans held-for-sale	(1,345,253)	(2,624,546)	(2,440,455)	(2,662,651)	(2,459,444)	(3,590,431)
Proceeds from sale of loans held-for-sale	1,316,696	2,407,037	2,270,958	2,684,771	2,371,308	3,160,836
Principal payments received for loans held-for-sale	38,252	44,886	55,407	49,115	41,658	53,969
Principal payments received for loans held by consolidated securitization	10,280	9,653	9,839	8,113	8,031	7,111
Settlements of beneficial interest liabilities, net	(5,992)	(5,672)	(4,052)	(5,882)	1,081	(557)
Proceeds from beneficial interest assets (derivatives)	731	75	3,290	506	3,154	7,382
Settlements of beneficial interest assets (derivatives)	(485)	(538)	(636)	(2,916)	(1,500)	(1,623)
Other assets	6,437	(2,373)	(239)	(14,656)	4,374	(9,457)
Operating lease liability and right-of-use asset	(306)	(304)	(308)	(1,166)	(796)	(374)
Accrued expenses and other liabilities	(48,827)	41,288	(13,410)	60,507	(48,450)	38,265
Net cash provided by (used in) operating activities	$ (13,486)	$ (120,162)	$ (122,629)	$ 108,552	$ (133,297)	$ (136,632)

Condensed Consolidated Statement of Cash Flows (cont.)

(in thousands)

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Cash flows from investing activities						
Purchases and originations of loans held-for-investment	(149,916)	(228,024)	(288,109)	(366,978)	(438,365)	(178,850)
Proceeds from sale of loans held-for-investment	1,647	18,600	30,948	344,536	313,068	122,658
Principal payments received for loans held-for-investment	57,417	72,524	92,055	98,368	76,443	81,576
Principal payments received for notes receivable and repayments of residual certificates	2,685	3,836	6,374	10,156	11,743	15,311
Acquisition and settlements of beneficial interest assets (hybrid instruments)	(617)	(959)	(32)	(1,830)	(1,734)	(1,463)
Proceeds from beneficial interest assets (hybrid instruments)	16,374	28,555	49,300	48,673	45,344	61,821
Issuance of line of credit receivable	-	-	(7,862)	-	-	(721)
Repayments of line of credit receivable	-	-	783	2,732	1,369	-
Purchases of property and equipment	-	(115)	(75)	(157)	(2,750)	(2,058)
Capitalized software costs	(6,159)	(4,251)	(3,888)	(3,762)	(4,242)	(4,192)
Net cash provided by (used in) investing activities	$ (78,569)	$ (109,834)	$ (120,506)	$ 131,738	$ 876	$ 94,082
Cash flows from financing activities						
Proceeds from borrowings	53,655	122,701	36,492	81,370	123,524	301,026
Proceeds from convertible notes issuance, net of debt issuance costs paid to lender	-	-	678,270	-	-	-
Payment of debt issuance costs to third parties	(443)	-	(2,701)	(6)	-	-
Repayments of borrowings	(122,285)	(30,406)	(54,803)	(109,603)	(32,626)	(221,207)
Payments for repurchases of convertible notes	-	-	(224,154)	-	-	-
Purchase of capped calls	-	-	(55,200)	-	-	-
Settlement of capped calls	-	-	564	-	-	-
Principal payments made on securitization notes	(11,444)	(10,577)	(10,002)	(8,569)	(7,215)	(6,934)
Payable to investors	22,941	8,555	1,731	14,259	17,864	19,685
Net proceeds related to stock-based award activities	12,896	1,655	8,383	2,366	5,253	923
Repurchases of stock	-	-	-	-	(100,057)	-
Net cash provided by (used in) financing activities	$ (44,680)	$ 91,928	$ 378,580	$ (20,183)	$ 6,743	$ 93,493
Change in cash, cash equivalents and restricted cash	(136,735)	(138,068)	135,445	220,107	(125,678)	50,943
Cash, cash equivalents and restricted cash						
Cash, cash equivalents and restricted cash at beginning of period	976,263	839,528	701,460	836,905	1,057,012	931,334
Cash, cash equivalents and restricted cash at end of period	$ 839,528	$ 701,460	$ 836,905	$ 1,057,012	$ 931,334	$ 982,277

Reconciliation of non-GAAP financial measures

(in thousands, except ratios)

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Total revenue	$ 213,371	$ 257,291	$ 277,105	$ 296,090	$ 308,214	$ 364,708
Net income (loss)	(2,447)	5,607	31,805	18,636	(6,646)	16,539
Net Income (Loss) Margin	(1%)	2%	11%	6%	(2%)	5%
Adjusted to exclude the following:						
Stock-based compensation and certain payroll tax expenses (1)	$ 33,636	$ 36,641	$ 35,404	$ 33,015	$ 36,112	$ 45,881
Depreciation and amortization	6,400	5,843	6,131	6,461	5,858	7,126
Reorganization expenses	-	-	-	-	-	1,678
Expense on convertible notes	4,959	4,913	4,944	5,056	5,061	5,067
Gain on debt extinguishment	-	-	(7,246)	-	-	-
Provision for income taxes	29	49	124	526	84	614
Adjusted EBITDA	$ 42,577	$ 53,053	$ 71,162	$ 63,694	$ 40,469	$ 76,905
Adjusted EBITDA Margin	20%	21%	26%	22%	13%	21%
Revenue from fees, net	$ 185,475	$ 240,777	$ 258,539	$ 265,220	$ 277,063	$ 348,019
Income (loss) from operations	(4,496)	4,542	23,666	18,919	(7,518)	14,639
Operating Margin	(2%)	2%	9%	7%	(3%)	4%
Sales and marketing, net of borrower acquisition costs (1)	$ 10,408	$ 12,170	$ 11,582	$ 11,110	$ 12,198	$ 12,228
Customer operations, net of borrower verification and servicing costs (2)	5,960	6,947	5,919	6,871	7,563	8,715
Engineering and product development	57,838	68,825	64,026	66,913	80,112	93,860
General, administrative, and other	60,558	64,573	60,779	67,830	76,070	80,378
Interest income, interest expense, and fair value adjustments, net	(27,896)	(16,514)	(18,566)	(30,870)	(31,151)	(16,689)
Contribution Profit	$ 102,372	$ 140,543	$ 147,406	$ 140,773	$ 137,274	$ 193,131
Contribution Margin	55%	58%	57%	53%	50%	55%

(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.

(2) Borrower acquisition costs were $48.6 million, $60.9 million, $67.3 million, $79.5 million, $92.3 million, and $102.3 million for the three months ended March 31,2025, June 30,2025, September 30, 2025, December 31, 2025, March 31, 2026, and June 30, 2026, 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.

(3) Borrower verification and servicing costs were $34.5 million, $39.3 million, $43.9 million, $45.0 million, $47.5 million, and $52.6 million for the three months ended March 31, 2025, June 30, 2025, September 30, 2025, December 31, 2025, March 31, 2026, and June 30, 2026, 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.

Segment Information
(in thousands)

The following table presents financial information, including Contribution Profit, for our Unsecured Lending segment, which includes unsecured personal loans, small dollar loans, and cash lines:

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Unsecured Lending						
Revenue from fees, net	$ 182,127	$ 236,935	$ 253,192	$ 256,964	$ 265,394	$ 326,301
Borrower acquisition costs (1)	(45,141)	(57,249)	(61,771)	(71,210)	(80,379)	(84,712)
Borrower verification and servicing costs (2)	(29,274)	(32,366)	(34,445)	(34,199)	(36,581)	(40,821)
Contribution Profit for Unsecured Lending	$ 107,712	$ 147,320	$ 156,976	$ 151,555	$ 148,434	$ 200,768

The following table presents a reconciliation of total Contribution Profit to net income (loss) before income taxes:

	Fiscal 2025				Fiscal 2026	
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Contribution Profit - Unsecured Lending	$ 107,712	$ 147,320	$ 156,976	$ 151,555	$ 148,434	$ 200,768
Reconciling items:						
Contribution Profit/(Loss) - Other Segments (3)	(5,340)	(6,777)	(9,570)	(10,782)	(11,160)	(7,637)
Sales and marketing, net of borrower acquisition costs (1)	(10,408)	(12,170)	(11,582)	(11,110)	(12,198)	(12,228)
Customer operations, net of borrower verification and servicing costs (2)	(5,960)	(6,947)	(5,919)	(6,871)	(7,563)	(8,715)
Engineering and product development	(57,838)	(68,825)	(64,026)	(66,913)	(80,112)	(93,860)
General, administrative, and other	(60,558)	(64,573)	(60,779)	(67,830)	(76,070)	(80,378)
Interest income, interest expense, and fair value adjustment net	27,896	16,514	18,566	30,870	31,151	16,689
Other income, net	2,078	1,114	1,017	243	956	2,514
Gain on debt extinguishment	-	-	7,246	-	-	-
Net income (loss) before income taxes	$ (2,418)	$ 5,656	$ 31,929	$ 19,162	$ (6,562)	$ 17,153

(1) 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 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.

(3) Includes Auto Lending and Other operating segments, which did not meet the separate reporting or aggregation criteria under GAAP.

Glossary of Terms

- Beginning in the second quarter of 2026, we refer to the metrics “Transaction Volume, Dollars” and “Transaction Volume, Number of Loans” as “Originations, Dollars” and “Originations, Number of Loans,” respectively, to reflect management’s internal terminology. We define Originations, Dollars as the aggregate of: (i) the total principal of loan originations for personal loans, small dollar loans, and auto loans, (ii) committed amounts for HELOCs, and (iii) drawn amounts for unsecured revolving credit lines (Cash Line), in each case facilitated on our marketplace during the periods presented. We define Originations, Number of Loans as the total number of such originations, commitments, and draws, as applicable, facilitated on our marketplace during the periods presented. We believe these metrics are good proxies for our overall scale and reach as a marketplace.

- We define Conversion Rate as the Originations, Number of Loans in a period divided by the total number of rate inquiries received that we estimate to be legitimate, which we record when a borrower actively 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. Cash Line is excluded because those borrowers may make multiple draws after the line has been initially approved, and those subsequent draws do not represent additional conversions. As our business and product portfolio have evolved, we have determined that Conversion Rate no longer meaningfully reflects the performance of our business, including our revenue and operating results. Accordingly, we plan to continue reporting Conversion Rate through fiscal 2026 as a transition period, and we do not intend to report this metric beginning with Q1’27.

- We define Percentage of Loans Fully Automated as the total number of loans in a given period originated end-to-end with no human involvement required by the Company divided by the Originations, Number of Loans in the same period. Cash Line is excluded because those borrowers may make multiple draws after the line has been initially approved, and those subsequent draws do not represent additional automation. Under this definition, “originated end-to-end” means (i) from initial rate request to final funding for personal loans, including small dollar loans, and (ii) from initial rate request to loan approval for auto loans and HELOCs, due to certain jurisdictions’ local requirements and external dependencies that require human action prior to funding.

- Take rate is not one of our key operating metrics. However, the concept refers to revenue from fees, net as a percentage of Originations, Dollars.

- 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, as applicable. 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.

- In Q2'26, we renamed our sole reportable "Personal Lending" segment to "Unsecured Lending." The change was administrative and did not affect the underlying disclosures. "Secured" is not a reportable segment and is derived by subtracting Unsecured Lending from total Company results. Unsecured Lending includes personal loans, small-dollar loans, and Cash Line. Secured includes Auto and Home.

Thank You