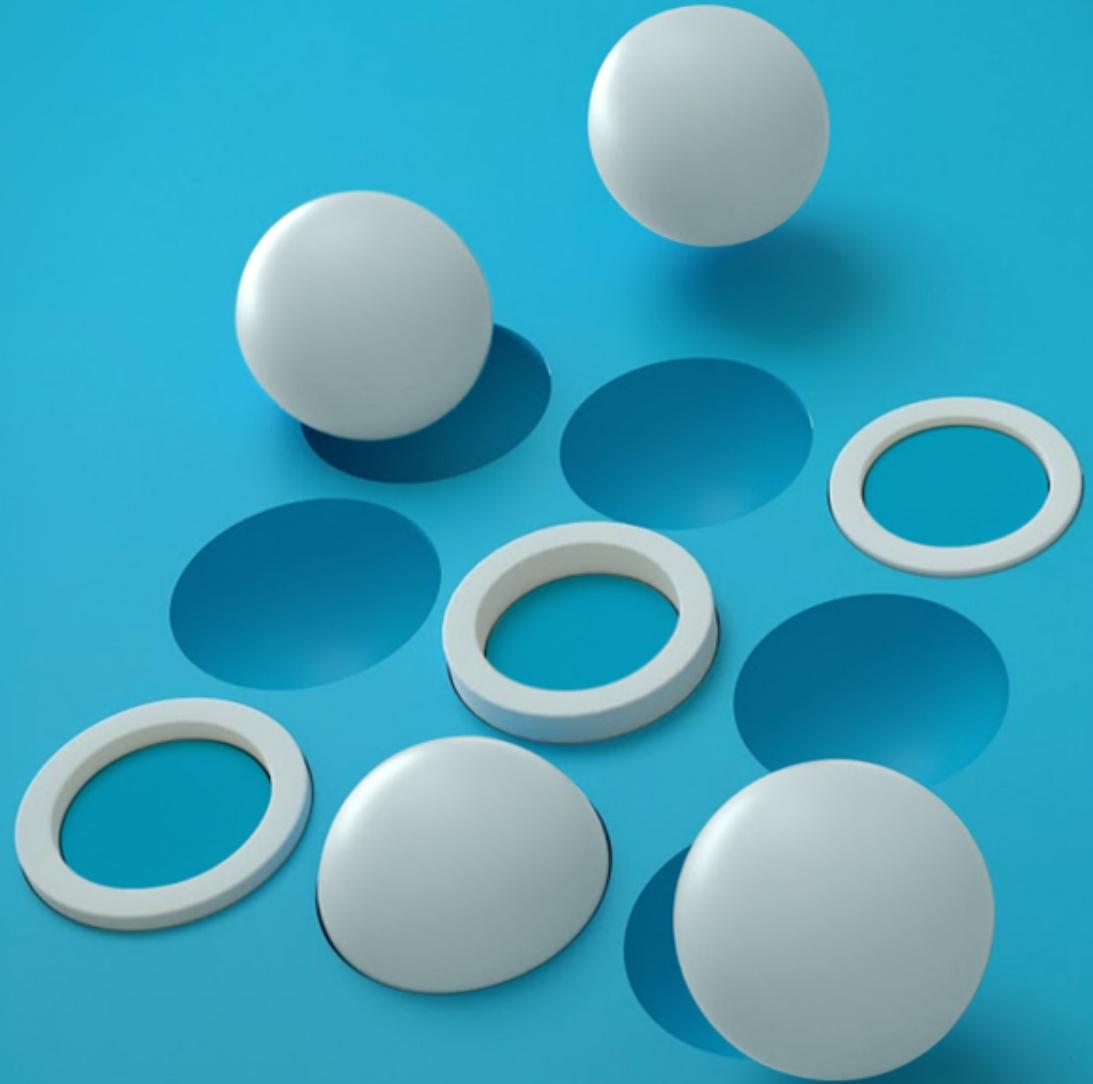




# Investor Presentation

## Q4 2025

January 2026



## Use of Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures (including on a forward-looking basis) such as Adjusted Net Revenue, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted EPS, ROTCE, Adjusted Net Income, Adjusted Net Income Margin, Adjusted Noninterest Income, and Tangible Book Value. These non-GAAP measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to any performance measures derived in accordance with GAAP. Reconciliations of non-GAAP measures to their most directly comparable U.S. Generally Accepted Accounting Principles (GAAP) counterparts are included in the Non-GAAP Reconciliations section of this presentation. SoFi believes that these non-GAAP measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors about SoFi. SoFi's management uses non-GAAP measures to evaluate our operating performance, formulate business plans, help better assess our overall liquidity position, and make strategic decisions, including those relating to operating expenses and the allocation of internal resources. However, these non-GAAP measures have limitations as analytical tools. Other companies may not use these non-GAAP measures or may use similar measures that are defined in a different manner. Therefore, SoFi's non-GAAP measures may not be directly comparable to similarly titled measures of other companies. Additionally, forward-looking non-GAAP financial measures are presented on a non-GAAP basis without reconciliations of such forward-looking non-GAAP measures because the GAAP financial measures are not accessible on a forward-looking basis and reconciling information is not available without unreasonable effort due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations, including adjustments reflected in our reconciliation of historic non-GAAP financial measures, the amounts of which, based on historical experience, could be material.

## Cautionary Statement Regarding Forward-Looking Statements

Certain of the statements in this document are forward-looking and as such are not historical facts. This includes, without limitation, statements regarding our expectations for the first quarter of 2026 and full year 2026 adjusted net revenue, implied annual growth rate, adjusted EBITDA, adjusted EBITDA margin, adjusted net income, fee-based revenue, GAAP net income, GAAP net income incremental margin, GAAP EPS, adjusted EPS tangible book value, and new members, our expectations regarding our ability to continue to grow our business, build our brand and launch new business lines and products, our ability to continue to attract and execute deals, our ability to continue to improve our financials and increase our member, product and total accounts count, our ability to achieve diversified and more durable growth, including our ability to continue to grow our Loan Platform Business, our ability to continue the momentum seen in prior financial periods, our ability to have loss rates below 8%, our ability to navigate the macroeconomic, geopolitical and regulatory environment, any changes in demand for our products, and the financial position, business strategy and plans and objectives of management for our future operations. These forward-looking statements are not guarantees of performance. Such statements can be identified by the fact that they do not relate strictly to historical or current facts. Words such as "achieve", "believe", "continue", "expect", "capable", "future", "growth", "may", "opportunity", "plan", "potential", "strategy", "will be", "will continue", and similar expressions may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. Factors that could cause actual results to differ materially from those contemplated by these forward-looking statements include: (i) the effect of and our ability to respond and adapt to changing market and economic conditions, including economic downturns, fluctuating inflation and interest rates, and volatility from macroeconomic, global, and political events, including announced or planned tariffs; (ii) our ability to maintain net income profitability, continue to increase fee-based revenue streams, continue to grow across our segments in the future, as well as our ability to meet our guidance; (iii) the impact on our business of the regulatory environment, changes in governmental policies, changes in personnel and resources of the governmental agencies that regulate us, and complexities with compliance related to such environment; (iv) our ability to realize the benefits of being a bank holding company and operating SoFi Bank, including continuing to grow high quality deposits and our rewards program for members; (v) our ability to continue to drive brand awareness and realize the benefits of our marketing and advertising campaigns; (vi) our ability to vertically integrate our businesses and accelerate the pace of innovation of our financial products; (vii) our ability to manage our growth effectively and our expectations regarding the development and expansion of our business; (viii) our ability to access sources of capital on acceptable terms or at all; (ix) the success of our continued investments in our business; (x) our ability to expand our member base and increase our product add; (xi) our ability to maintain our leadership position in certain categories of our business and to grow market share in existing markets or any new markets we may enter; (xii) our ability to cater to a broad range of clients and continue to execute deals with current or future business partners; (xiii) our ability to develop new products, features and functionality that are competitive and meet market needs; (xiv) our ability to realize the benefits of our strategy, including what we refer to as our FSPL; (xv) our ability to make accurate credit and pricing decisions or effectively forecast our loss rates; (xvi) our ability to establish and maintain an effective system of internal controls over financial reporting; (xvii) our ability to maintain the security and reliability of our products; and (xviii) the outcome of any legal or governmental proceedings instituted against us. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties set forth in the section titled "Risk Factors" in our last annual report on Form 10-K and subsequent quarterly reports on Form 10-Q, as filed with the Securities and Exchange Commission, and those that are included in any of our future filings with the Securities and Exchange Commission. These forward-looking statements are based on information available as of the date hereof and current expectations, forecasts and assumptions, and involve a number of judgments, risks and uncertainties. Accordingly, forward-looking statements should not be relied upon as representing our views as of any subsequent date, and we do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. As a result of a number of known and unknown risks and uncertainties, our actual results or performance may be materially different from those expressed or implied by these forward-looking statements. You should not place undue reliance on these forward-looking statements.

### Durable Growth and Strong Returns

- Record Adjusted Net Revenue of \$1.0B (37% YoY)
- Record Adjusted EBITDA of \$318M (31% Adjusted EBITDA Margin)
- GAAP Net Income of \$174M (17% GAAP Net Income Margin); ninth straight quarter of profitability
- Adjusted EPS of \$0.13
- Fee-based Revenue of \$443M (+53% YoY) representing 44% of Adjusted Net Revenue
- Financial Services and Tech Platform Revenue contributed \$579M of Adjusted Net Revenue (+61% YoY)
- Record loan originations of \$10.5B in the quarter.
- Personal Loan net charge-offs of 2.80% is down 57bps from the year ago quarter
- Total Deposits grew \$4.6B QoQ to nearly \$38B
- Tangible Book Value growth of \$1.7B QoQ to \$8.9B including the benefit of new capital raised

### Product Innovation and Brand Building

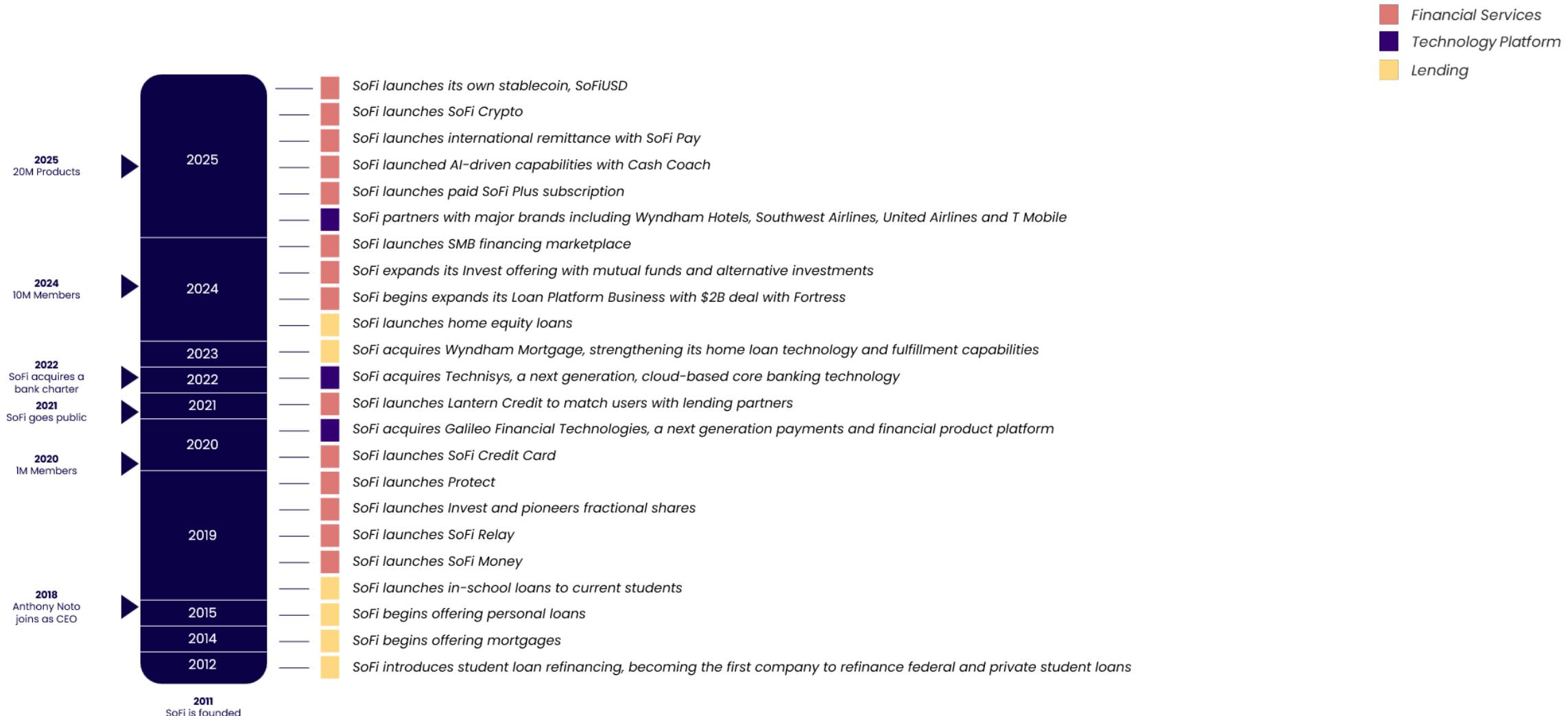
- **Set new records in members and products.** Added a record 1.0M new members and 1.6M new products.
- **Drove brand awareness to an all-time high.** Unaided brand awareness reached a record 9.6% reflecting SoFi's strength as a trusted brand name.
- **X-buy increased for the fifth consecutive quarter.** X-buy reached 40%, 7 points higher than the year ago quarter, demonstrating the power of our one-stop-shop model.
- **Further expanded the Loan Platform Business.** LPB originations increased to a record \$3.7B, up \$286M from Q3.
- **Launch of SoFiUSD.** The launch made SoFi the first national bank to issue a stablecoin on a public, permissionless blockchain.
- **Launch of SoFi Smart Card.** A game-changing card allowing members to earn significant rewards while also growing their credit score.

Note: Adjusted net revenue, adjusted EBITDA, adjusted EBITDA margin, adjusted EPS, and tangible book value are non-GAAP financial measures. See "Footnotes" and "Financial Supplement" sections for detailed definitions and reconciliations to the nearest GAAP metric. See page 9 for details on fee-based revenue.

# Continuous Innovation and Brand Building



SoFi has built a diversified, digital financial services platform through continuous innovation

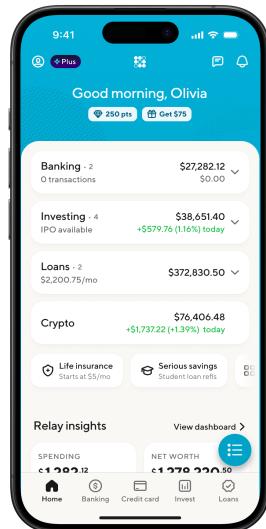


# One-Stop Shop for Digital Financial Services

SoFi's digital-first platform helps members realize their ambitions

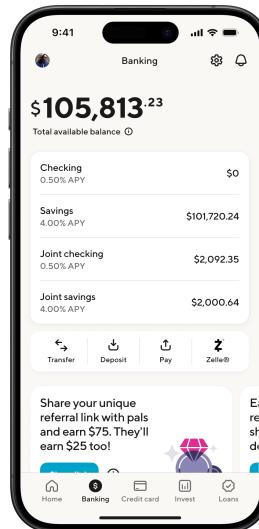


SoFi has developed a suite of financial products that offers the **speed**, **selection**, **content** and **convenience** that only an integrated digital platform can provide



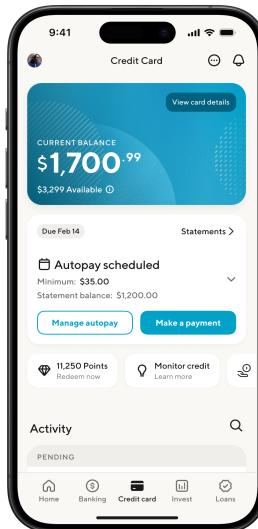
## Member

SoFi's dedicated member team leverages an AI-driven Coach to provide a personalized experience across the entire SoFi platform



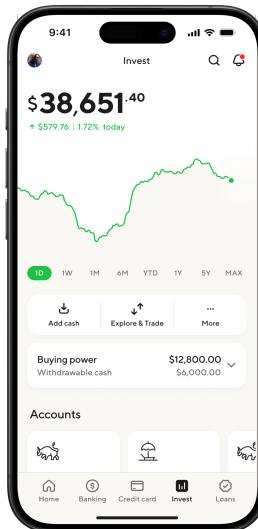
## Banking

SoFi Money provides members with a high APY, \$3M of FDIC insurance, early paychecks, no account fees, and easy money movement features



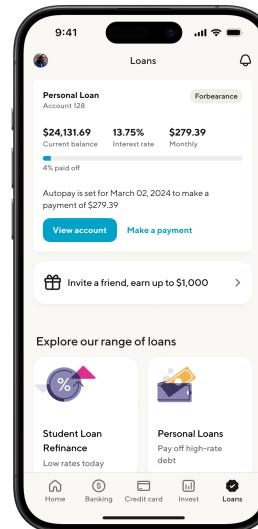
## Credit Card

SoFi offers a suite of credit cards with unique cashback rewards, zero fraud liability, no surprise fees and automatic credit line reviews



## Invest

SoFi Invest provides members with tailored insights and investment options that have been traditionally reserved for the ultra-wealthy



## Loans

SoFi helps members borrow at important life moments whether it is for education, buying a home, consolidating debt or more



## Crypto

SoFi is the only nationally licensed bank providing members with the ability to buy, sell and hold dozens of tokens

## SoFi Plus

SoFi's premium membership tier provides benefits that span our offering

# Financial Services Productivity Loop



FSPL drives high lifetime value of members leading to a sustainable competitive advantage

## Financial Services Productivity Loop



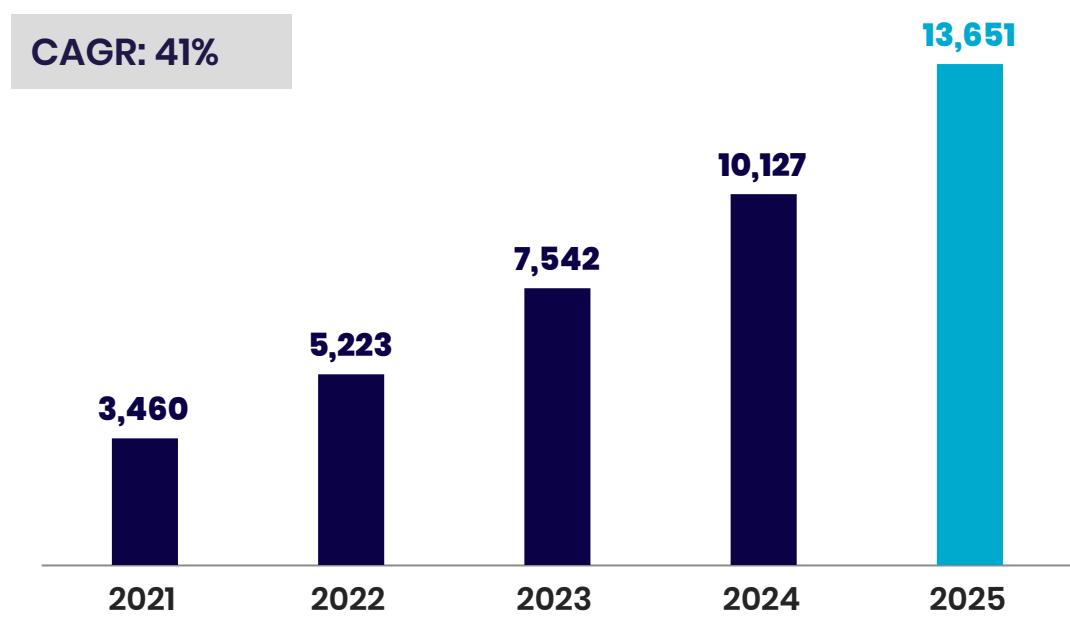
- Tremendous opportunity with digitally-oriented generations which comprise half of the American population
- Brand awareness brings new members into the Financial Services Productivity Loop
- A full suite of products and superior value proposition help members spend less than they make and invest the rest - this builds trust and leads members to take out more products
- Strong X-buy and our scalable digital platform lower acquisition costs and improve unit economics, leading to higher member Life-Time-Values (LTVs)
- Higher LTVs allow us to innovate and iterate with new products and features, further strengthening the value proposition and drive sustained member and product growth
- This virtuous cycle is our **sustainable competitive advantage**

# Members and Products

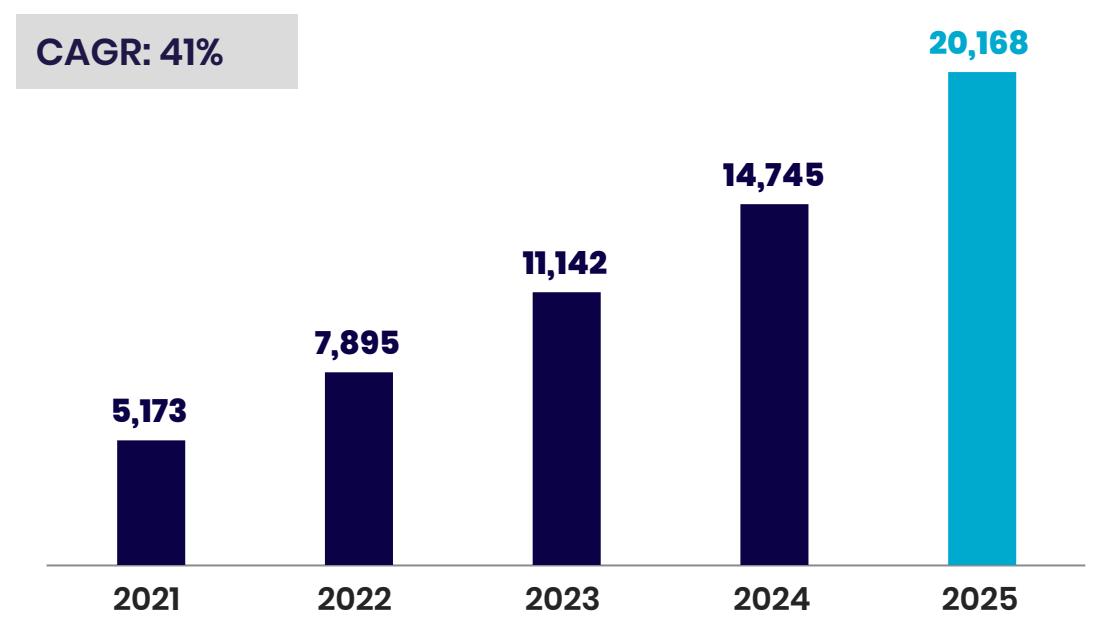


Strong member and product growth demonstrate the power of innovation and brand-building

## Members (in thousands)<sup>(1)</sup>



## Products (in thousands)<sup>(2)</sup>



Note: Data is year ended 12/31.

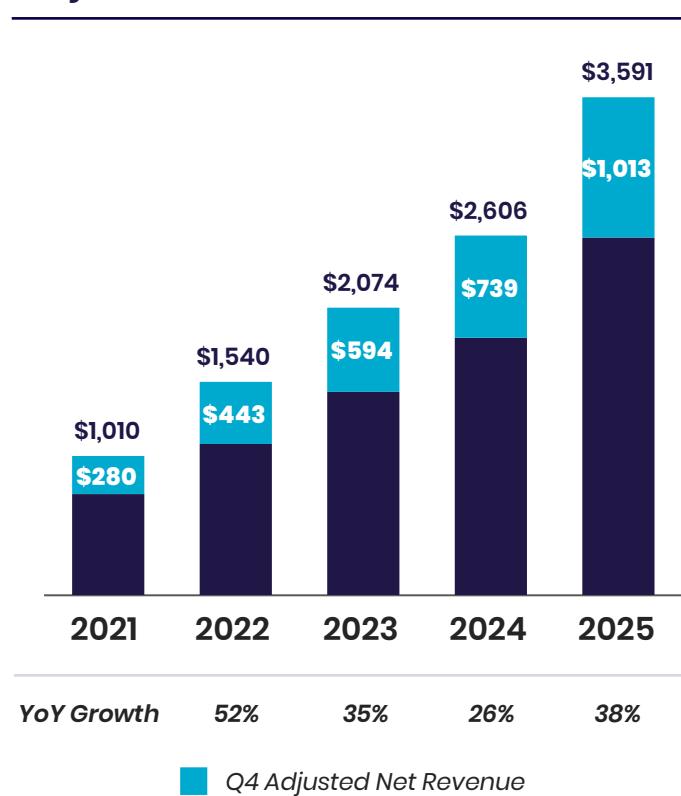
Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Durable Growth

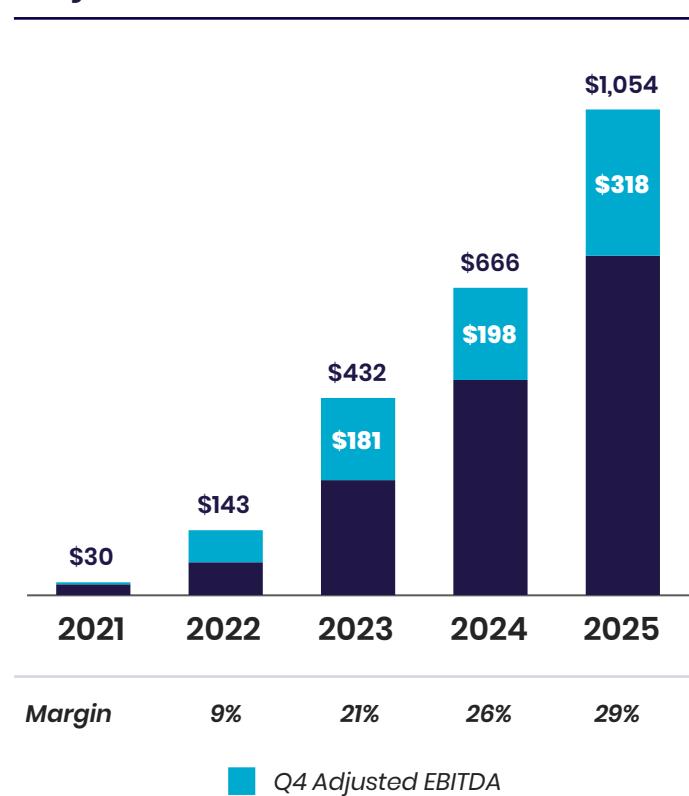


SoFi's diversified business model is built to provide strong growth through different environments

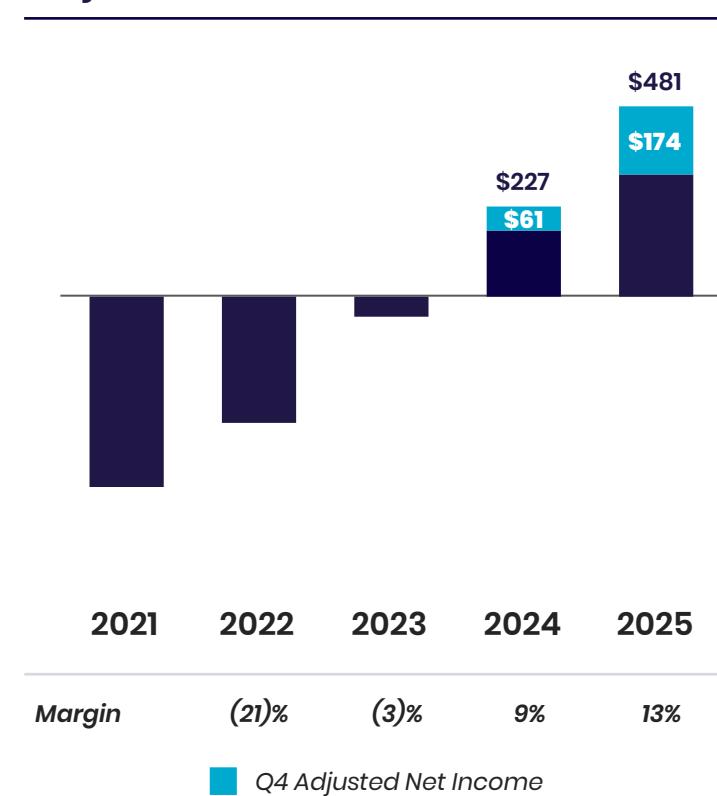
Adjusted Net Revenue (\$ in millions)<sup>(4)</sup>



Adjusted EBITDA (\$ in millions)<sup>(5)</sup>



Adjusted Net Income (\$ in millions)<sup>(6)\*</sup>



Note: Adjusted net revenue, adjusted EBITDA, and adjusted net income are non-GAAP financial measures. See "Footnotes" and "Financial Supplement" sections for detailed definitions and reconciliations to the nearest GAAP metric.

\* Excludes non-recurring benefits related to deferred taxes in 2024, and goodwill impairment in 2023. There were no adjustments to adjusted net income in 2021, 2022, and 2025.

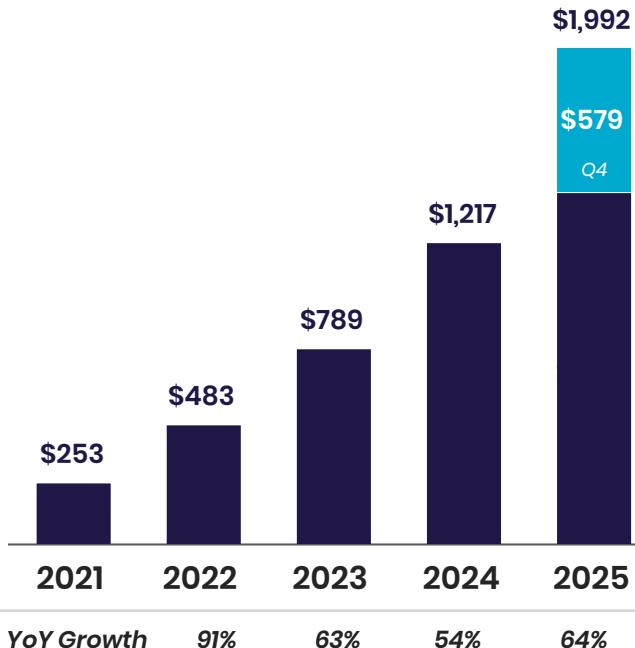
# Diversified Revenue

Revenue has shifted towards more capital-light, fee-based revenue

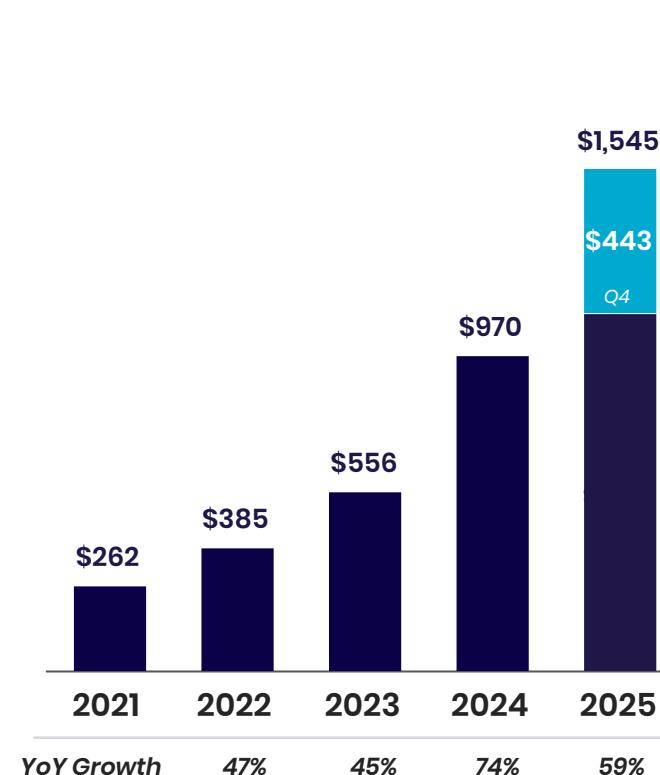


## Adjusted Net Revenue (\$ in millions)<sup>(4)</sup>

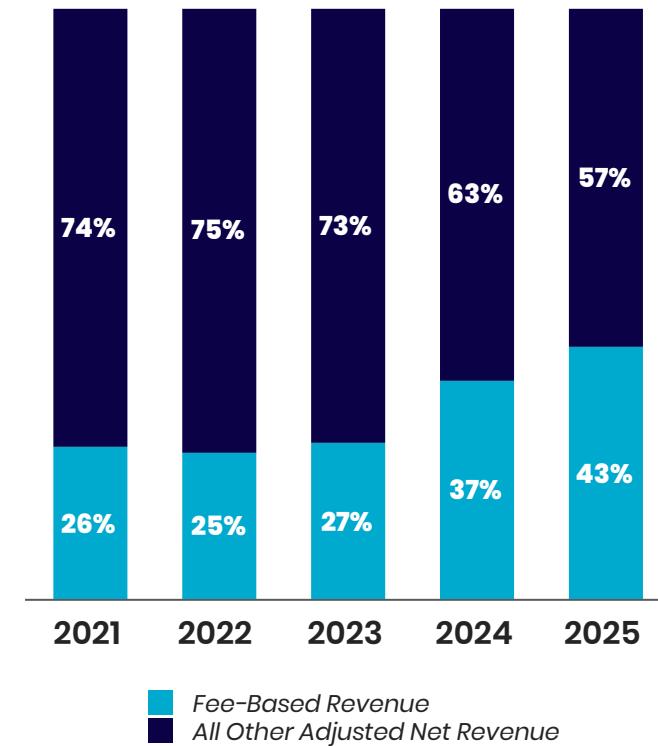
Tech Platform and Financial Services



## Fee-Based Revenue (\$ in millions)



## Fee-Based Revenue Mix



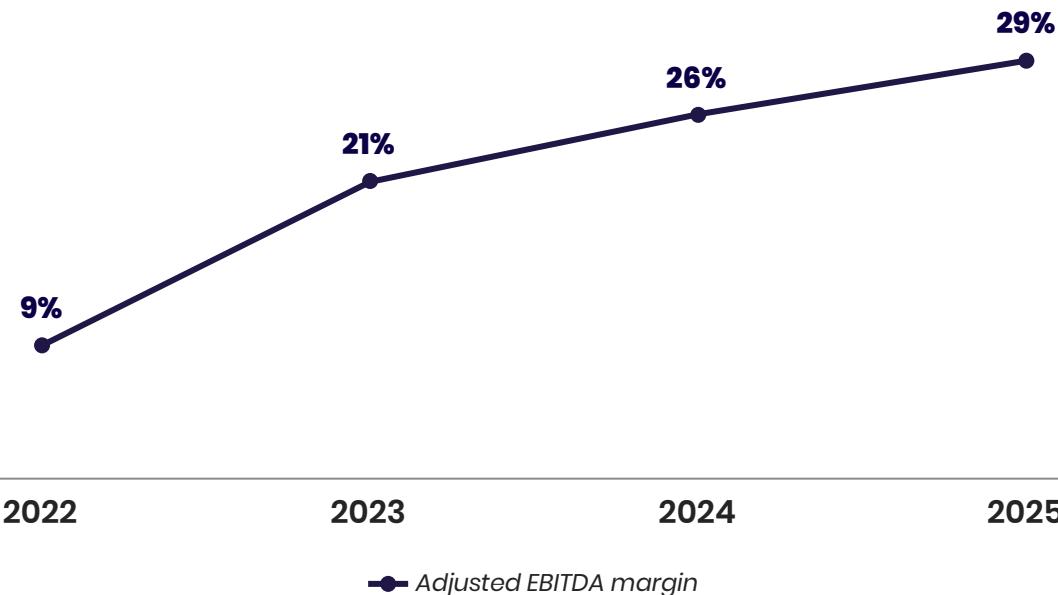
Note: Adjusted net revenue is a non-GAAP financial measure. See "Footnotes" and "Financial Supplement" sections for detailed definitions and reconciliations to the nearest GAAP metric. Fee-based revenue is comprised of loan origination fees, loan platform fees, referral fees, certain technology platform fees, interchange and brokerage fees.

# Long-Term Approach

Continued investment in innovation and brand building will drive long-term growth



## Adjusted EBITDA Margin <sup>(5)</sup>



- Balancing profitability with significant reinvestment
- Proven ability to allocate capital and resources to areas where we see the most attractive opportunities
- Investments can be member facing to provide a better experience, strategic to unlock growth opportunities and diversify our business, or focused on strengthening our technology, data, or operations

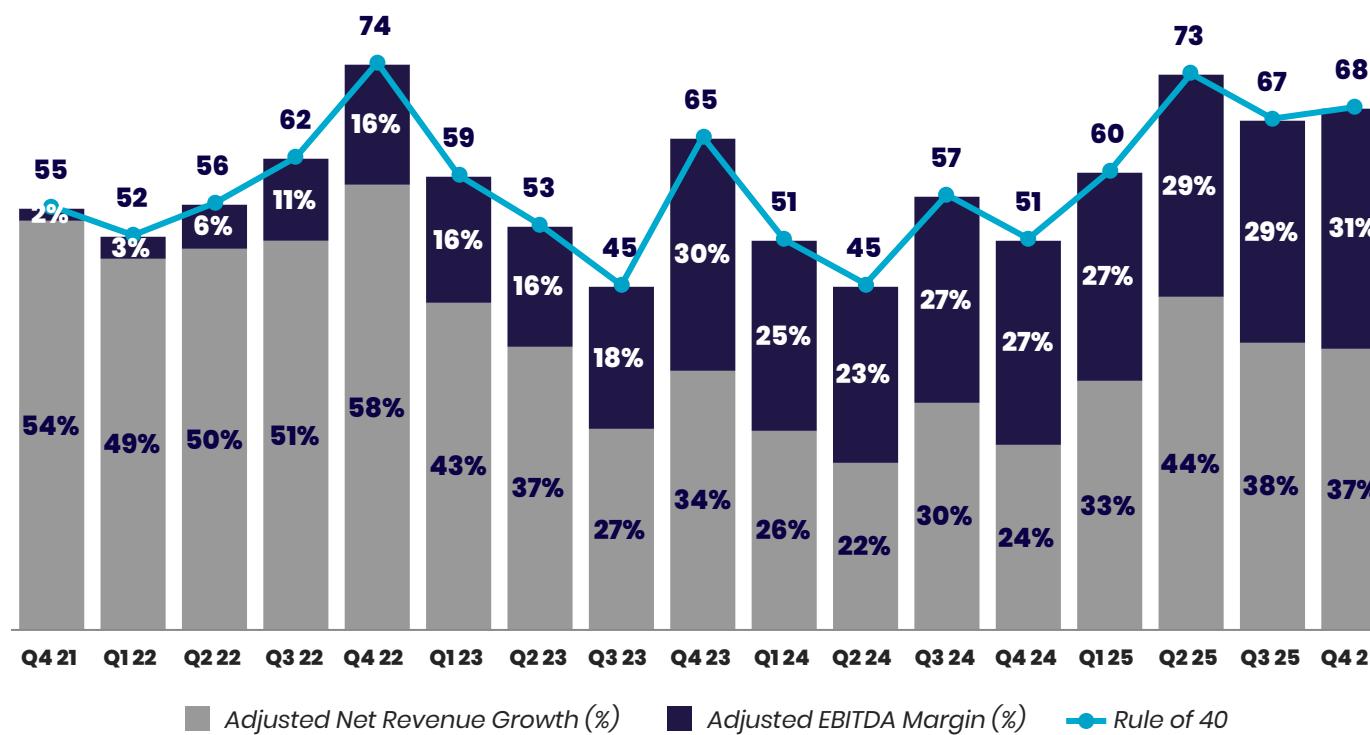
*Note: Adjusted EBITDA Margin is a non-GAAP financial measure. See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.*

# Rule of 40

SoFi is built to deliver a unique combination of growth and returns



## Rule of 40



- Consistently exceeded the Rule of 40 for four years with an average score of 58%
- Consistent performance through a variety of macro environments
- Demonstrated ability to drive high-quality, profitable growth
- Combination of growth and profitability profile exceeds that of legacy financial institutions and puts SoFi in rarified air among financial technology and technology companies more broadly

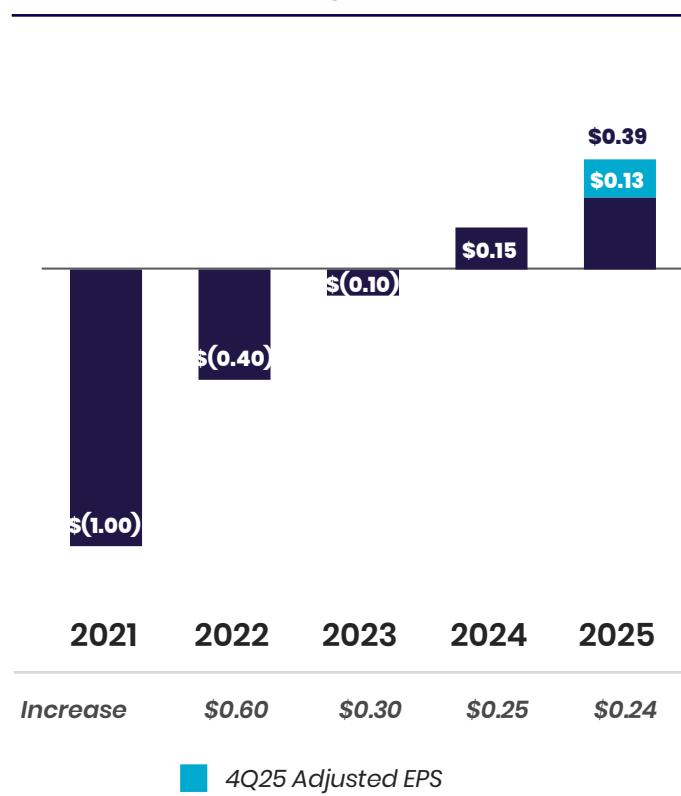
*Note: Rule of 40 is calculated as the quarterly year-over-year change in adjusted net revenue plus quarterly adjusted EBITDA margin. Adjusted net revenue and adjusted EBITDA margin are non-GAAP financial measures. See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.*

# Strong Returns

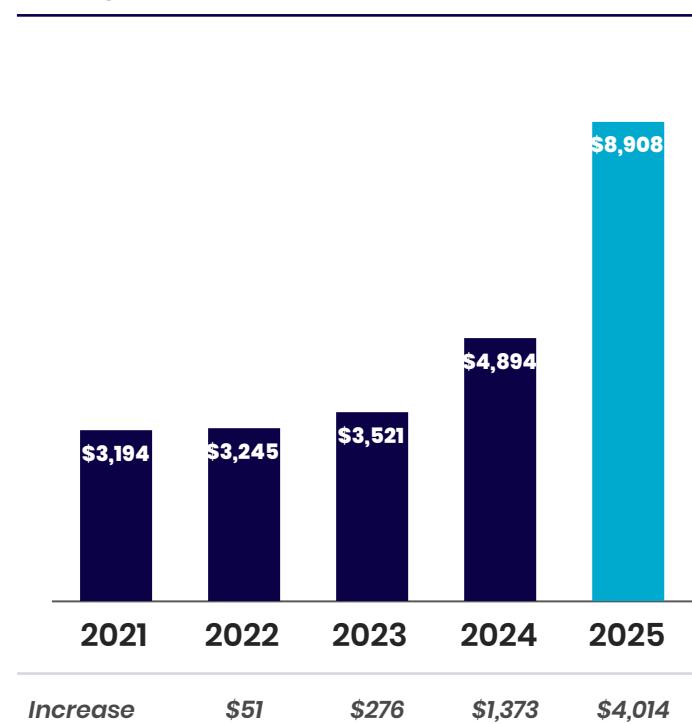
Returns continue to strengthen as the business scales; 9 consecutive profitable quarters



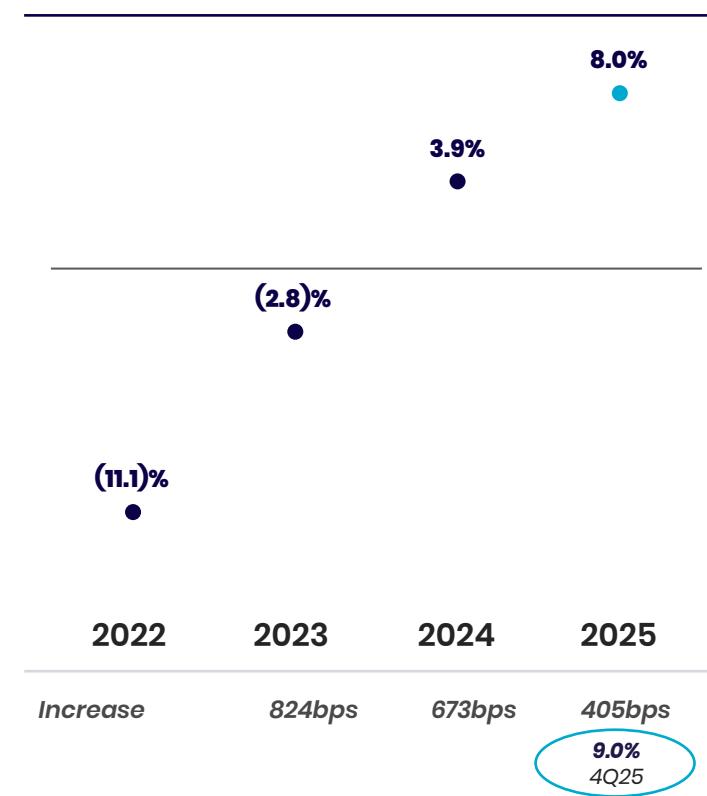
## Adjusted Earnings Per Share <sup>(7)\*</sup>



## Tangible Book Value (\$ in millions) <sup>(8)</sup>



## ROTCE <sup>(9)</sup>



Note: Adjusted earnings per share, tangible book value, and ROTCE are non-GAAP financial measures. See "Footnotes" and "Financial Supplement" sections for detailed definitions and reconciliations to the nearest GAAP metric.

\* Excludes non-recurring benefits related to deferred taxes in 2024, and goodwill impairment in 2023 and includes adjustment to diluted common stock outstanding for the benefits of the capped call transactions beginning in 4Q24. There were no adjustments to adjusted earnings per share in 2021 and 2022.

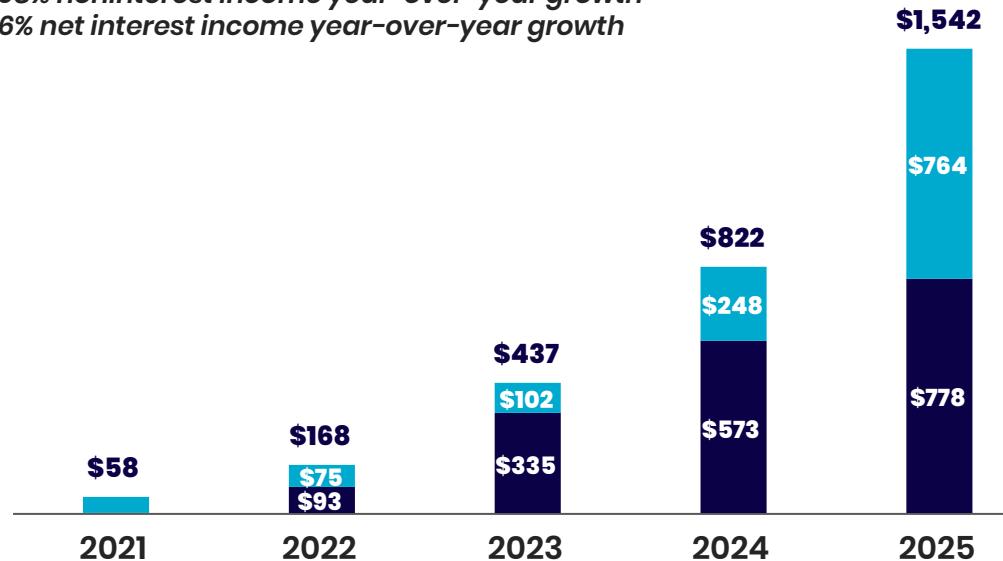
# Financial Services Segment



Financial Services has driven 88% net revenue growth year over year while expanding margins

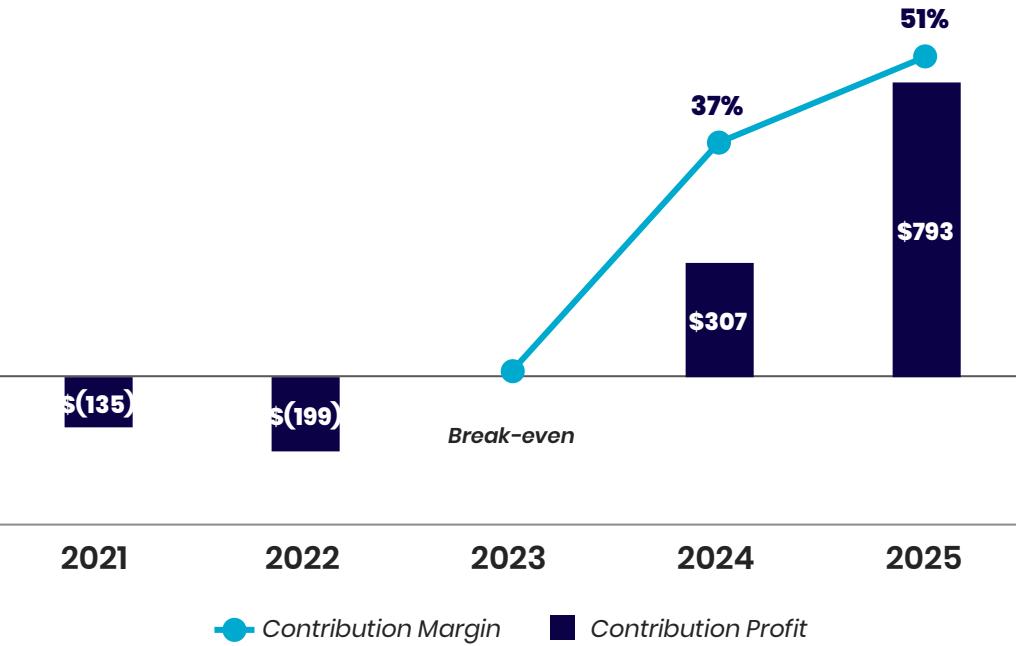
## Net Revenue (\$ in millions)

88% net revenue year-over-year growth  
208% noninterest income year-over-year growth  
36% net interest income year-over-year growth



- Noninterest income includes fee-based revenue generated primarily through loan platform business, referrals, interchange and brokerage.
- Net interest income primarily generated through deposits and credit card loans.

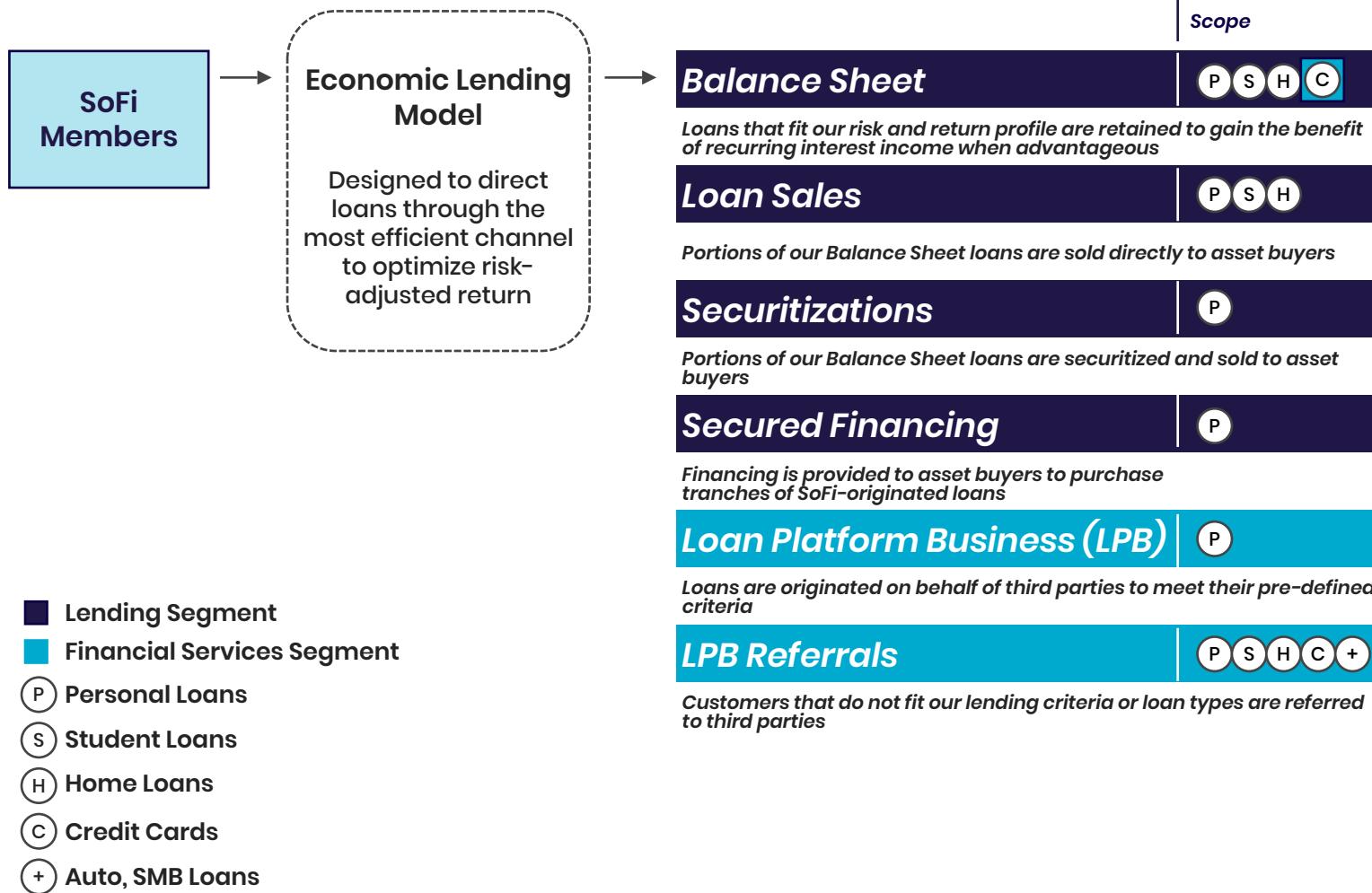
## Contribution Margin and Profit (\$ in millions)



Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# SoFi Lending Platform Capabilities

Diversified lending capabilities serve more members while maximizing returns



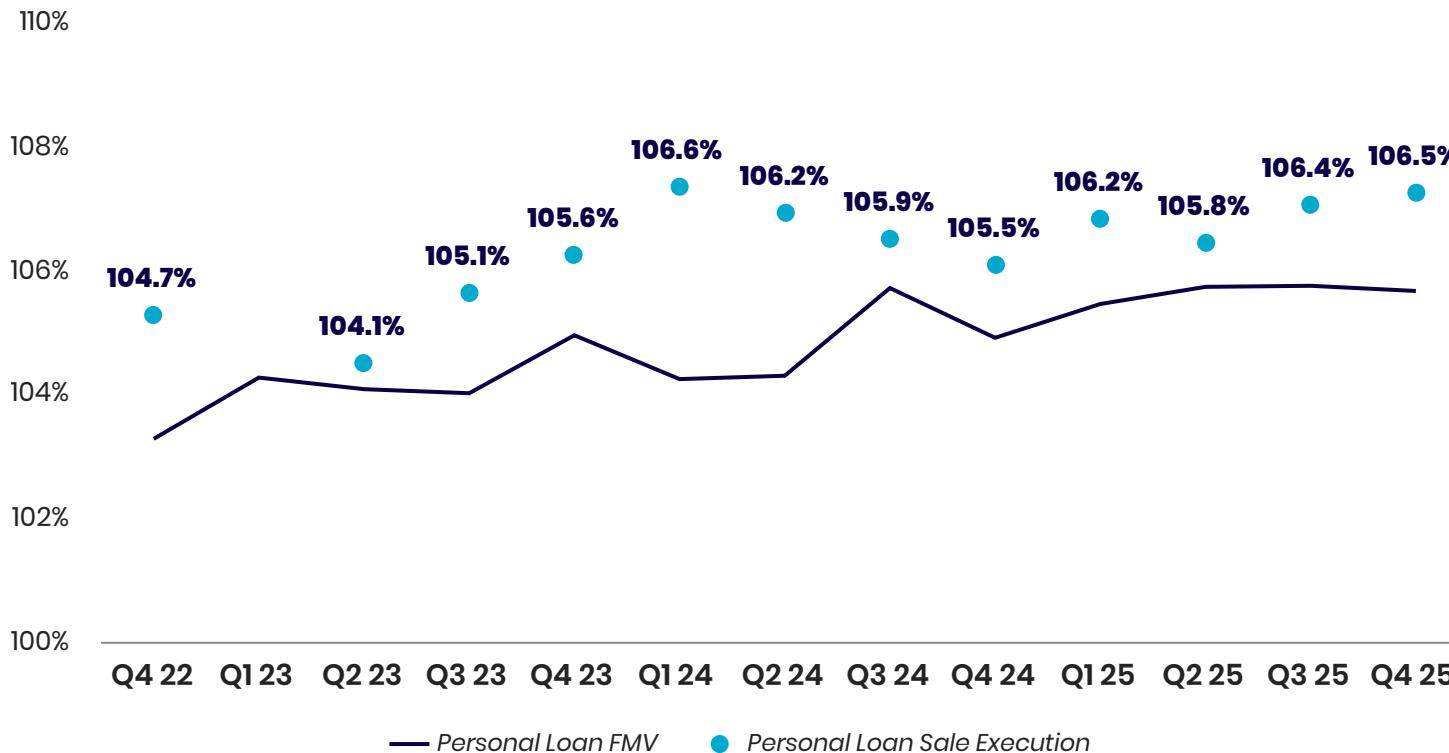
- SoFi's Lending Platform provides optionality to hold loans on the balance sheet and collect Net Interest Income or direct loans to LPB partners and collect fee revenue
- Diversifies overall revenue to more fee-based sources
- Provides tools to manage balance sheet size, risk and capital
- LPB helps to scale the business in a capital-light way
- Opportunity to serve more members, including those outside SoFi's credit box
- Retaining servicing and client relationships keeps members in the Financial Services Productivity Loop to enhance X-buy

# Capital Markets Activity

Regular loan sales and securitzations help manage the balance sheet



## Personal Loans



- We executed \$4.5 billion of personal and home loan sales, inclusive of LPB in Q4 2025
- Consistent execution above the fair value marks of loans held on the balance sheet over multiple periods
- Fourth securitization of SoFi's Consumer Loan Program (SCLP) for collateral originated in the Loan Platform Business in Q4 2025

Characteristics of the collateral included in loan sales during one period may not reflect the entire loan portfolio held on the balance sheet.  
Note: The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Lending Segment

Lending has delivered strong growth at a very attractive contribution margin

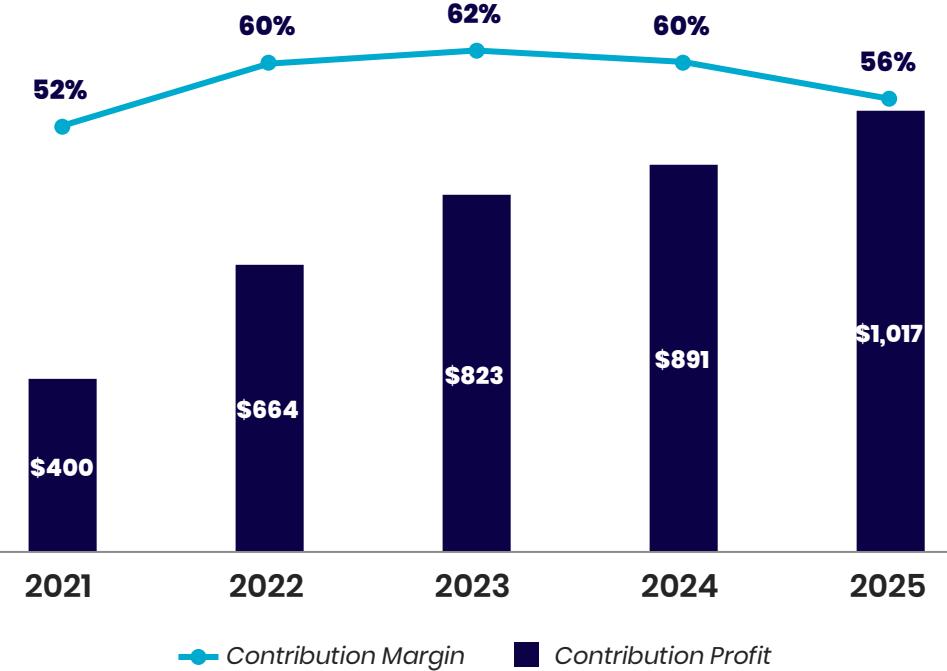


## Adjusted Net Revenue (\$ in millions)<sup>(4)</sup>

24% year-over-year growth



## Contribution Margin and Profit (\$ in millions)



■ Noninterest Income generated through Loan originations, sales and securitizations, which includes origination fees, and servicing

■ Net Interest Income generated through holding loans on the balance sheet

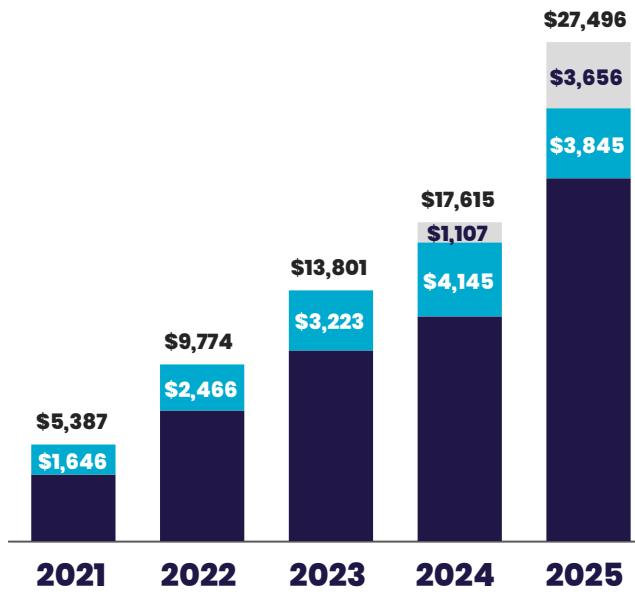
Note: Adjusted net revenue is a non-GAAP financial measure. See "Footnotes" and "Financial Supplement" sections for detailed definitions and reconciliations to the nearest GAAP metric. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Lending Originations

Continued opportunity to drive strong originations across loan types



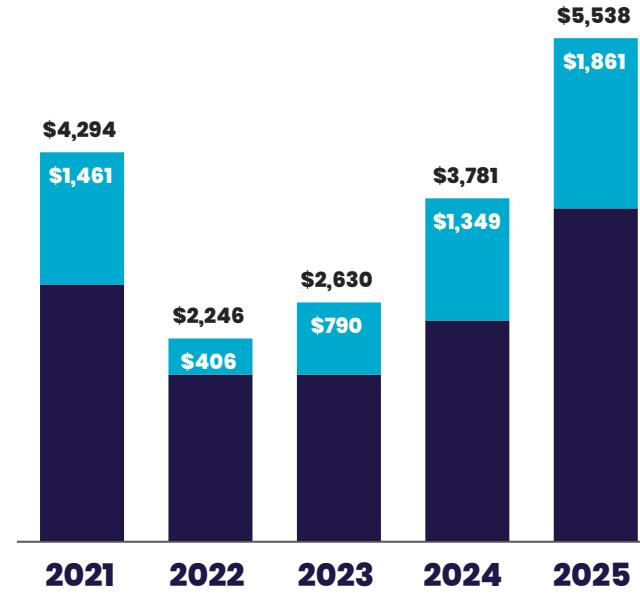
## Personal Loans (\$ in millions)



First nine months originations  
Fourth quarter PL originations  
Fourth quarter LPB originations

Strong borrower demand and a tremendous opportunity which includes refinancing the ~\$1.2T of U.S. credit card debt

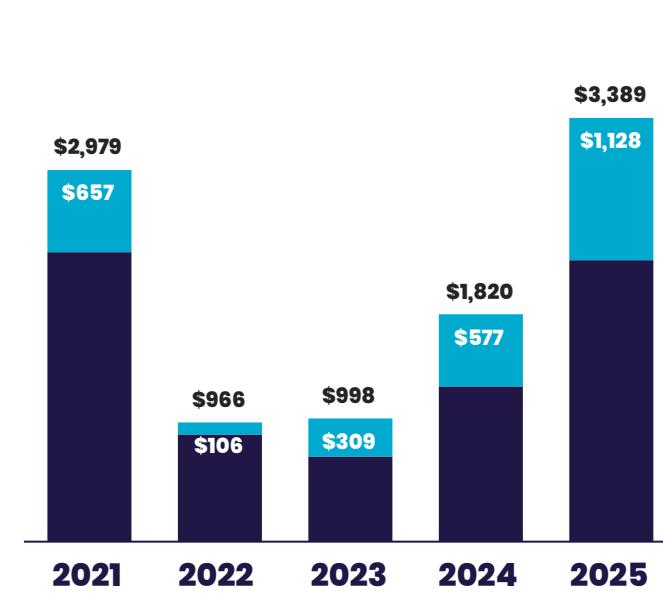
## Student Loans (\$ in millions)



First nine months originations  
Fourth quarter originations

Increased opportunity to help members pay off student debt as rates decline and repayment has returned

## Home Loans (\$ in millions)



First nine months originations  
Fourth quarter originations

Complete product set and operational capability to scale, particularly as rates become more favorable

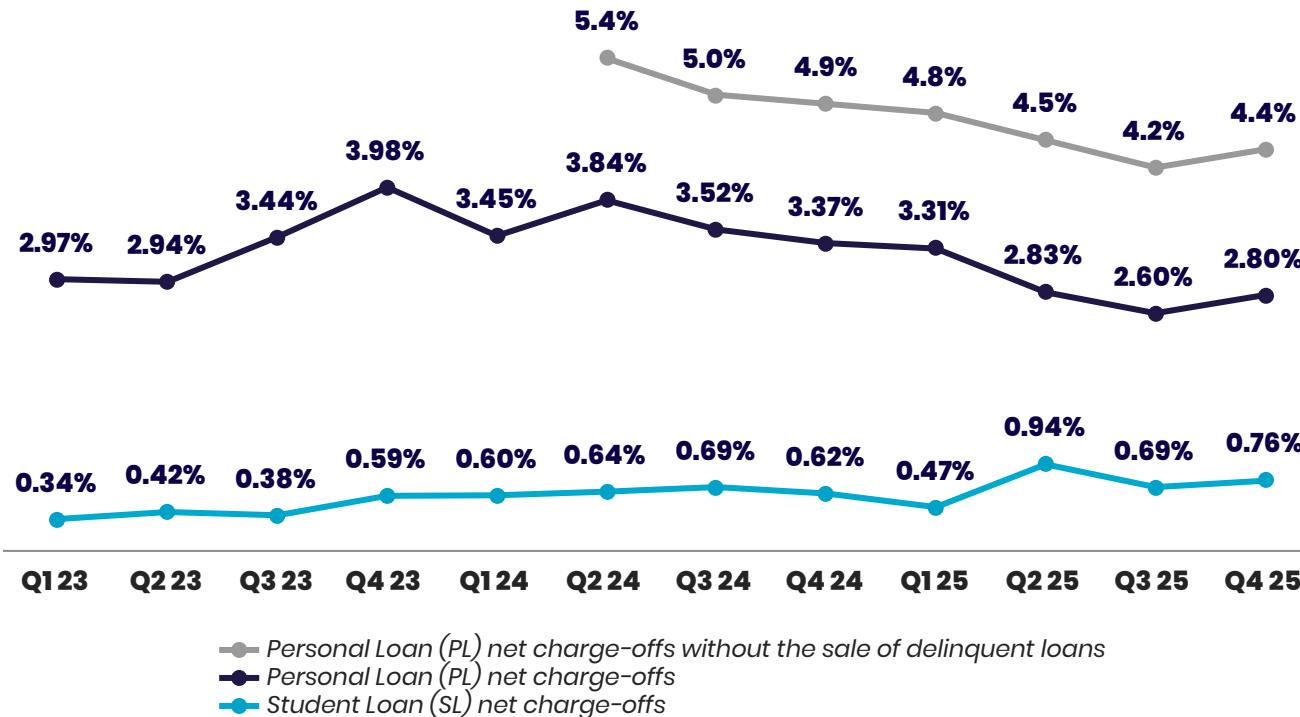
Note: The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Consistent Credit Performance



Consistent credit performance reflects strong underwriting capabilities and borrowers

## Net Charge-Offs



- Time-tested credit model, underwriting to borrower cash flow, supported by efficient digital data collection
- Delinquency sales generate positive incremental value from improved recovery capabilities and retaining servicing
- Q4'25 increases driven by:
  - Portfolio seasoning from lower on-balance sheet volume (PL)
  - Seasonality and repurchases made in 2025 (SL)
- Credit performing in-line with expectations

Q4 Borrower Characteristics		
	Weighted Average Income	Weighted Average FICO
Personal Loans	<b>\$158K</b>	<b>746</b>
Student Loans	<b>\$149K</b>	<b>765</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

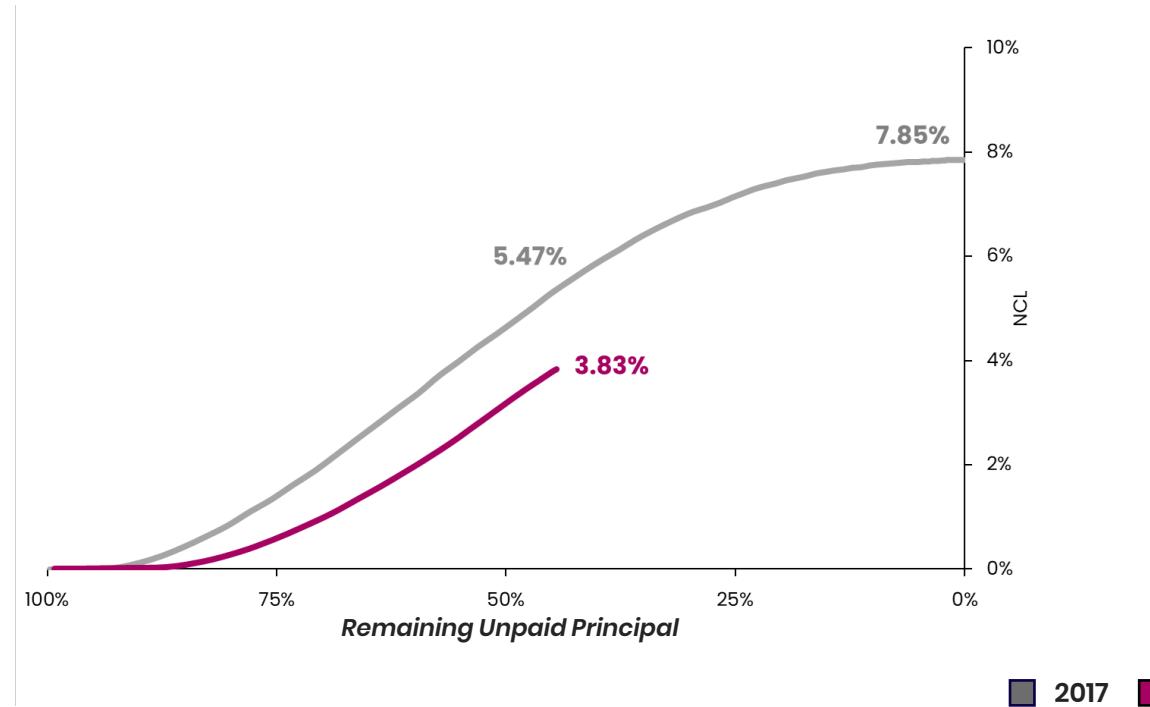
# Personal Loan Credit Performance

Recent vintages continue to outperform prior vintages



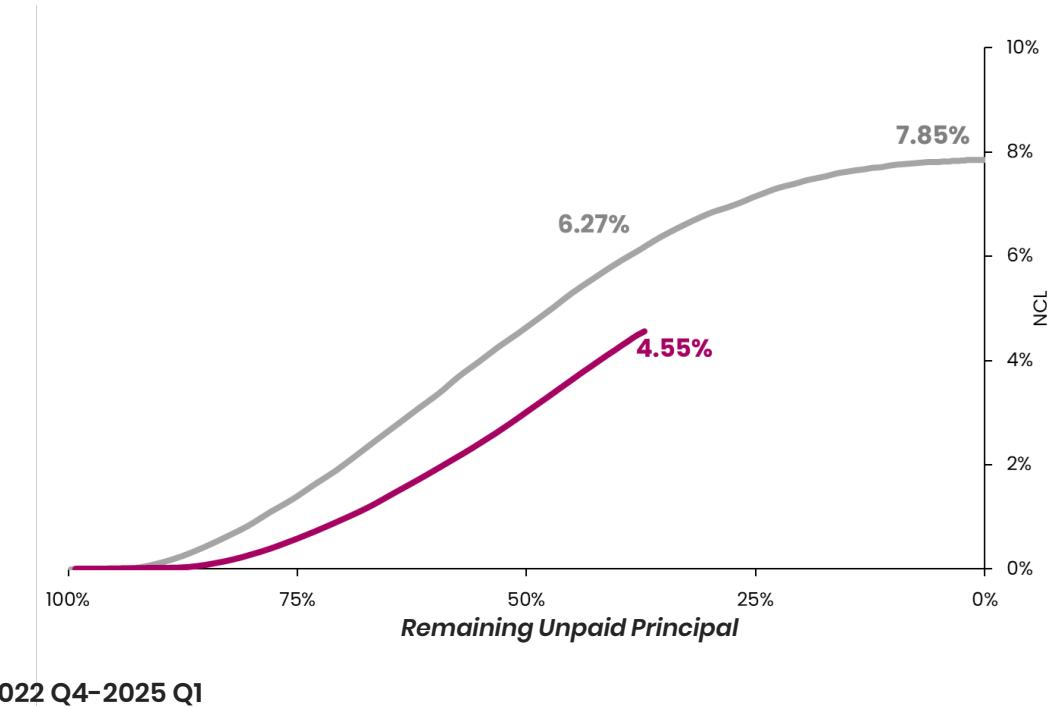
## CNL\* by Loan Vintage and Remaining UPB\*\* as of Q3

At 45% remaining unpaid principal, NCL is 3.83% for Q4'22-Q1'25 vintages vs 5.47% for 2017 as of Sep'25



## CNL\* by Loan Vintage and Remaining UPB\*\* as of Q4

At 37% remaining unpaid principal, NCL is 4.55% for Q4'22-Q1'25 vintages vs 6.27% for 2017 as of Dec'25



\*Cumulative Net Losses

\*\* Unpaid Principal Balance

# Personal Loan Credit Performance

Performance is trending better than our underwriting tolerance



## Q1'20 – Q3'25 Origination & NCL Analysis

Total Originations Q1'20 – Q3'25	\$68.1B
Remaining UPB on Total Originations Q1'20-Q3'25	\$27.0B
% Remaining	40%
Cumulative Net Losses to Date	\$2.8B
% NCL of Paid off Balance	6.8%
% NCL of Total Originations	4.1%



Of the \$68.1B of Q1'20-Q3'25 principal originated, 40% remains outstanding



Net Cumulative Losses of \$2.8B represent 6.8% of paid off principal and 4.1% of the total original balance

In order to surpass 8% life of loan losses on all Q1'20 to Q3'25 originations, the remaining 40% unpaid principal would have to experience approximately 10% loss rates

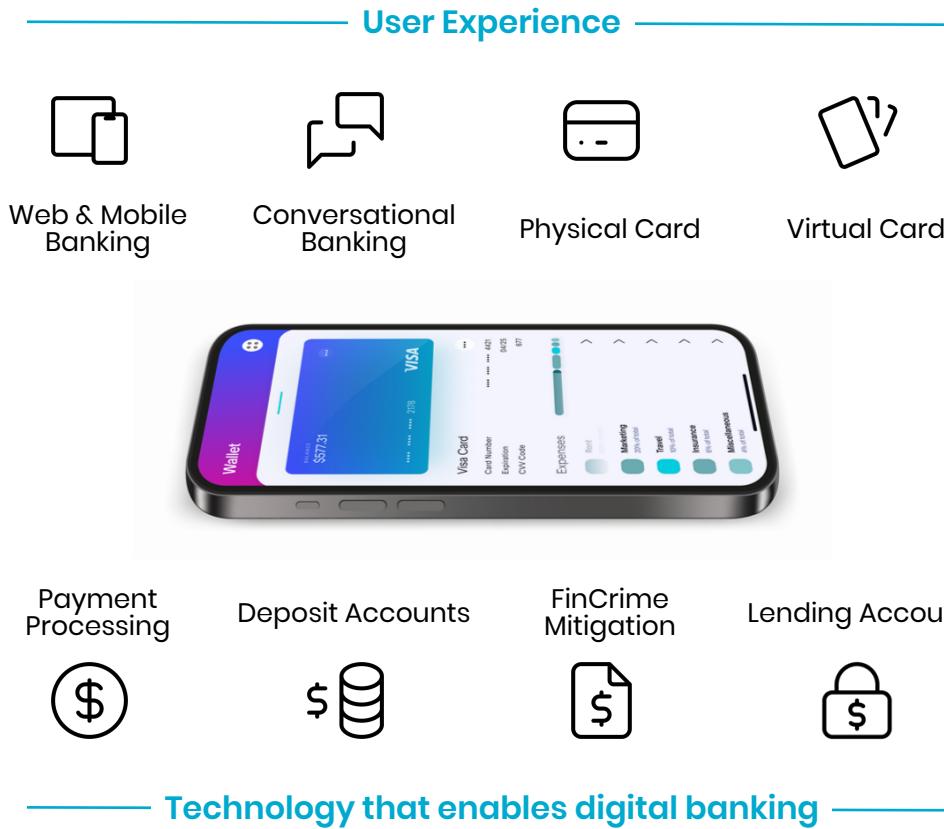
\*Cumulative Net Losses

\*\* Unpaid Principal Balance

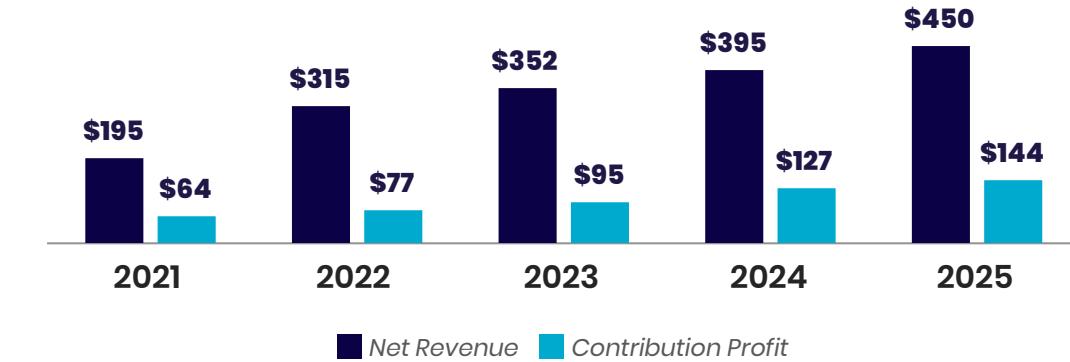
# Technology Platform Segment



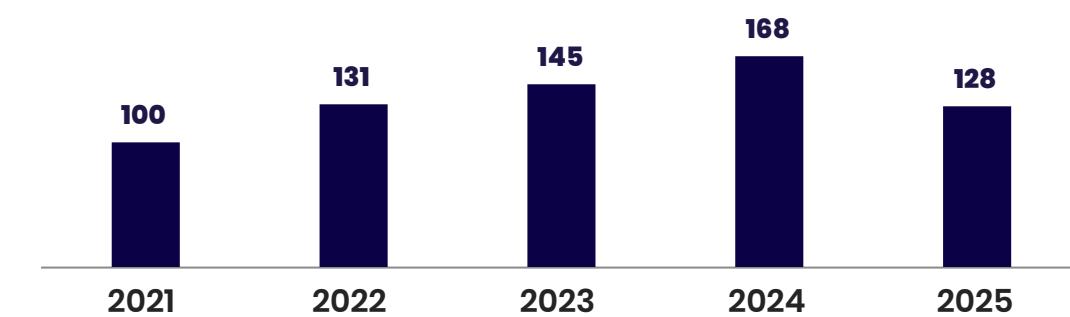
The Tech Platform gives clients the ability to create, launch, and run digital financial products



**Net Revenue and Contribution Profit (\$ in millions)**



**Tech Platform Accounts (in millions)<sup>(10)</sup>**



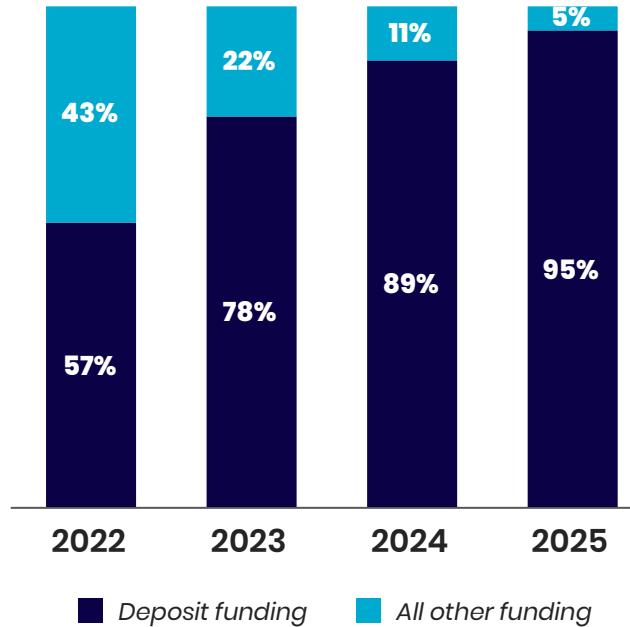
Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Funding and Net Interest Margin

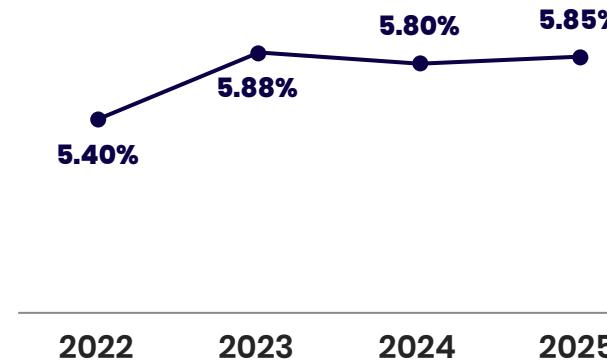
SoFi's strong member-driven funding base supports a stable net interest margin



## Funding Base



## Net Interest Margin



- Since acquiring a bank license in 2022, we've grown deposits to nearly \$38B
- ~95% deposit funded
- Vast majority of deposits coming from durable direct deposit relationships
- Stable funding base and attractive loan yields drive a strong NIM
- Shift towards more deposit funding has reduced the funding expense by an estimated \$680M per year on an annualized basis

*Note: The sum of individual metrics may not always equal total amounts indicated due to rounding.*

# Capital Ratios

SoFi maintains strong levels of capital well above regulatory minimums



## SoFi Technologies as of Q4 2025

(\$ in thousands)	Amount <sup>(11)</sup>	Ratio <sup>(11)</sup>	Required Minimum <sup>(12)</sup>
<b>CET1 risk-based capital</b>	<b>\$8,473,542</b>	<b>22.8%</b>	<b>7.0%</b>
<b>Tier 1 risk-based capital</b>	<b>\$8,473,542</b>	<b>22.8%</b>	<b>8.5%</b>
<b>Total risk-based capital</b>	<b>\$8,524,274</b>	<b>22.9%</b>	<b>10.5%</b>
<b>Tier 1 leverage</b>	<b>\$8,473,542</b>	<b>18.8%</b>	<b>4.0%</b>

Note: See "Footnotes" section for detailed explanations and definitions.

# Guidance

## FY 2026 and Q1'26



\$ in millions, except per share amounts

	2025 Actual	FY 2026 Guidance	YoY Growth (%)
<b>Adjusted net revenue<sup>(4)</sup></b>	\$3,591	~\$4,655	30%
<b>Adjusted EBITDA<sup>(5)</sup></b>	\$1,054	~\$1,600	52%
<i>Implied Adj. EBITDA Margin<sup>(5)</sup></i>	29%	34%	
<b>Net Income</b>	\$481	~\$825	72%
Implied Net Income Margin	13%	18%	
<b>Diluted EPS</b>	\$0.39	~\$0.60	54%

	Q1'25 Actual	Q1'26 Guidance	YoY Growth (%)
<b>Adjusted net revenue<sup>(4)</sup></b>	\$771	~\$1,040	35%
<b>Adjusted EBITDA<sup>(5)</sup></b>	\$210	~\$300	43%
<i>Implied Adj. EBITDA Margin<sup>(5)</sup></i>	27%	29%	
<b>Net Income</b>	\$71	~\$160	125%
Implied Net Income Margin	9%	15%	
<b>Diluted EPS</b>	\$0.06	~\$0.12	100%

Note: Adjusted net revenue, adjusted EBITDA, adjusted EBITDA margin, adjusted net income, adjusted net income margin, and adjusted EPS are non-GAAP financial metrics. See "Footnotes" section for detailed explanations and definitions and reconciliations to the nearest GAAP metric.

# **Financial Supplement**

# Company Metrics



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<strong>Company Metrics</strong>												
<strong>Members <sup>(1)</sup></strong>	<strong>5,656</strong>	<strong>6,240</strong>	<strong>6,957</strong>	<strong>7,542</strong>	<strong>8,132</strong>	<strong>8,774</strong>	<strong>9,373</strong>	<strong>10,127</strong>	<strong>10,916</strong>	<strong>11,746</strong>	<strong>12,642</strong>	<strong>13,651</strong>
QoQ %	8.3 %	10.3 %	11.5 %	8.4 %	7.8 %	7.9 %	6.8 %	8.1 %	7.8 %	7.6 %	7.6 %	8.0 %
YoY %	46.2 %	44.5 %	46.7 %	44.4 %	43.8 %	40.6 %	34.7 %	34.3 %	34.2 %	33.9 %	34.9 %	34.8 %
<strong>New Members <sup>(3)</sup></strong>	<strong>433</strong>	<strong>584</strong>	<strong>717</strong>	<strong>585</strong>	<strong>622</strong>	<strong>643</strong>	<strong>756</strong>	<strong>785</strong>	<strong>802</strong>	<strong>846</strong>	<strong>905</strong>	<strong>1,027</strong>
<hr/>												
<strong>Products <sup>(2)</sup></strong>	<strong>8,554</strong>	<strong>9,401</strong>	<strong>10,448</strong>	<strong>11,142</strong>	<strong>11,830</strong>	<strong>12,776</strong>	<strong>13,651</strong>	<strong>14,745</strong>	<strong>15,915</strong>	<strong>17,142</strong>	<strong>18,553</strong>	<strong>20,168</strong>
QoQ %	8.4 %	9.9 %	11.1 %	6.6 %	6.2 %	8.0 %	6.8 %	8.0 %	7.9 %	7.7 %	8.2 %	8.7 %
YoY %	45.9 %	43.2 %	45.1 %	41.1 %	38.3 %	35.9 %	30.7 %	32.3 %	34.5 %	34.2 %	35.9 %	36.8 %
<strong>New Products <sup>(3)</sup></strong>	<strong>660</strong>	<strong>847</strong>	<strong>1,047</strong>	<strong>695</strong>	<strong>989</strong>	<strong>946</strong>	<strong>1,068</strong>	<strong>1,137</strong>	<strong>1,188</strong>	<strong>1,263</strong>	<strong>1,430</strong>	<strong>1,650</strong>
<strong>Lending Products <sup>(2)</sup></strong>	<strong>1,416</strong>	<strong>1,504</strong>	<strong>1,594</strong>	<strong>1,663</strong>	<strong>1,705</strong>	<strong>1,787</strong>	<strong>1,891</strong>	<strong>2,010</strong>	<strong>2,130</strong>	<strong>2,280</strong>	<strong>2,463</strong>	<strong>2,633</strong>
QoQ %	5.6 %	6.2 %	6.0 %	4.3 %	2.5 %	4.8 %	5.8 %	6.3 %	5.9 %	7.1 %	8.0 %	6.9 %
YoY %	24.4 %	25.1 %	24.5 %	24.0 %	20.4 %	18.8 %	18.6 %	20.9 %	24.9 %	27.6 %	30.2 %	31.0 %
<strong>Financial Services Products <sup>(2)</sup></strong>	<strong>7,138</strong>	<strong>7,897</strong>	<strong>8,854</strong>	<strong>9,479</strong>	<strong>10,125</strong>	<strong>10,990</strong>	<strong>11,760</strong>	<strong>12,735</strong>	<strong>13,786</strong>	<strong>14,862</strong>	<strong>16,090</strong>	<strong>17,535</strong>
QoQ %	8.9 %	10.6 %	12.1 %	7.1 %	6.8 %	8.5 %	7.0 %	8.3 %	8.2 %	7.8 %	8.3 %	9.0 %
YoY %	51.1 %	47.3 %	49.6 %	44.6 %	41.8 %	39.2 %	32.8 %	34.3 %	36.2 %	35.2 %	36.8 %	37.7 %

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Segment Financials



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Lending Segment</b>												
Student Loan Originations	\$ 525,373	\$ 395,367	\$ 919,330	\$ 789,970	\$ 751,680	\$ 736,518	\$ 943,584	\$ 1,348,970	\$ 1,191,463	\$ 993,326	\$ 1,491,724	\$ 1,861,421
Personal Loan Originations	2,951,358	3,740,981	3,885,967	3,222,759	3,278,882	4,192,114	4,892,040	5,251,949	5,536,841	6,968,746	7,488,879	7,501,068
Home Loan Originations	89,787	243,123	355,698	308,884	336,148	416,936	489,767	577,362	517,758	798,881	944,651	1,127,705
Total Originations	\$ 3,566,518	\$ 4,379,471	\$ 5,160,995	\$ 4,321,613	\$ 4,366,710	\$ 5,345,568	\$ 6,325,391	\$ 7,178,281	\$ 7,246,062	\$ 8,760,953	\$ 9,925,254	\$ 10,490,194
Lending Products <sup>(2)</sup>	1,416	1,504	1,594	1,663	1,705	1,787	1,891	2,010	2,130	2,280	2,463	2,633
<b>Adjusted Net Revenue - Lending (Non-GAAP) <sup>(4)</sup></b>	\$ 325,086	\$ 322,238	\$ 342,481	\$ 346,541	\$ 325,323	\$ 339,052	\$ 391,892	\$ 422,783	\$ 412,334	\$ 446,798	\$ 481,408	\$ 486,466
Directly Attributable Expenses <sup>(13)</sup>	115,188	138,929	138,525	120,431	117,604	141,114	152,964	176,825	173,399	202,088	219,808	214,811
<b>Contribution Profit <sup>(14)</sup></b>	\$ 209,898	\$ 183,309	\$ 203,956	\$ 226,110	\$ 207,719	\$ 197,938	\$ 238,928	\$ 245,958	\$ 238,935	\$ 244,710	\$ 261,600	\$ 271,655
<b>Technology Platform Segment</b>												
Technology Platform accounts <sup>(10)</sup>	126,327	129,356	136,739	145,425	151,049	158,485	160,179	167,714	158,432	160,046	157,860	128,462
<b>Net Revenue</b>	\$ 77,887	\$ 87,623	\$ 89,923	\$ 96,907	\$ 94,366	\$ 95,438	\$ 102,539	\$ 102,835	\$ 103,427	\$ 109,833	\$ 114,578	\$ 122,373
Directly Attributable Expenses <sup>(13)</sup>	63,030	70,469	57,732	66,323	63,624	64,287	69,584	70,728	72,514	76,638	82,207	74,439
<b>Contribution Profit (Loss) <sup>(14)</sup></b>	\$ 14,857	\$ 17,154	\$ 32,191	\$ 30,584	\$ 30,742	\$ 31,151	\$ 32,955	\$ 32,107	\$ 30,913	\$ 33,195	\$ 32,371	\$ 47,934
<b>Financial Services Segment</b>												
Financial Services products <sup>(2)</sup>	7,138	7,897	8,854	9,479	10,125	10,990	11,760	12,735	13,786	14,862	16,090	17,535
<b>Net Revenue</b>	\$ 81,101	\$ 98,052	\$ 118,247	\$ 139,115	\$ 150,551	\$ 176,132	\$ 238,308	\$ 256,520	\$ 303,119	\$ 362,533	\$ 419,623	\$ 456,741
Provision for Credit Losses	8,407	12,615	21,831	12,092	7,165	11,634	6,008	6,852	5,639	10,031	9,199	5,460
Directly Attributable Expenses <sup>(13)</sup>	96,929	89,784	93,156	101,963	106,212	109,278	132,542	134,813	149,148	164,270	184,867	220,493
<b>Contribution Profit (Loss) <sup>(14)</sup></b>	\$ (24,235)	\$ (4,347)	\$ 3,260	\$ 25,060	\$ 37,174	\$ 55,220	\$ 99,758	\$ 114,855	\$ 148,332	\$ 188,232	\$ 225,557	\$ 230,788

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Segment Financials



(in 000's)	Full Year				
	2022	2023	2024	2025	
<b>Lending Segment</b>					
Student Loan Originations	\$ 2,245,499	\$ 2,630,040	\$ 3,780,752	\$ 5,537,934	
Personal Loan Originations	9,773,705	13,801,065	17,614,985	27,495,534	
Home Loan Originations	966,177	997,492	1,820,213	3,388,995	
Total Originations	\$ 12,985,381	\$ 17,428,597	\$ 23,215,950	\$ 36,422,463	
Lending Products <sup>(2)</sup>	1,341	1,663	2,010	2,633	
<b>Adjusted Net Revenue - Lending (Non-GAAP) <sup>(4)</sup></b>	\$ 1106,948	\$ 1,336,346	\$ 1,479,050	\$ 1,827,006	
Directly Attributable Expenses <sup>(13)</sup>	442,945	513,073	588,507	810,106	
<b>Contribution Profit (Loss) <sup>(14)</sup></b>	\$ 664,003	\$ 823,273	\$ 890,543	\$ 1,016,900	
<b>Technology Platform Segment</b>					
Technology Platform accounts <sup>(10)</sup>	130,704	145,425	167,714	128,462	
<b>Net Revenue</b>	\$ 315,133	\$ 352,340	\$ 395,178	\$ 450,211	
Directly Attributable Expenses <sup>(13)</sup>	238,620	257,554	268,223	305,798	
<b>Contribution Profit (Loss) <sup>(14)</sup></b>	\$ 76,513	\$ 94,786	\$ 126,955	\$ 144,413	
<b>Financial Services Segment</b>					
Financial Services products <sup>(2)</sup>	6,554	9,479	12,735	17,535	
<b>Net Revenue</b>	\$ 167,676	\$ 436,515	\$ 821,511	\$ 1,542,016	
Provision for Credit Losses	54,332	54,945	31,659	30,329	
Directly Attributable Expenses <sup>(13)</sup>	312,770	381,832	482,845	718,778	
<b>Contribution Profit (Loss) <sup>(14)</sup></b>	\$ (199,426)	\$ (262)	\$ 307,007	\$ 792,909	

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Segment Financials



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Lending Segment</b>												
Net interest income	\$ 201,047	\$ 231,885	\$ 265,215	\$ 262,626	\$ 266,536	\$ 279,212	\$ 316,268	\$ 345,210	\$ 360,621	\$ 372,675	\$ 427,973	\$ 444,763
Total noninterest income	136,034	99,556	83,758	90,500	63,940	61,493	79,977	72,586	52,752	70,837	65,409	53,919
Total net revenue	337,081	331,441	348,973	353,126	330,476	340,705	396,245	417,796	413,373	443,512	493,382	498,682
<b>Adjusted net revenue - Lending (Non-GAAP) <sup>(4)</sup></b>	<b>325,086</b>	<b>322,238</b>	<b>342,481</b>	<b>346,541</b>	<b>325,323</b>	<b>339,052</b>	<b>391,892</b>	<b>422,783</b>	<b>412,334</b>	<b>446,798</b>	<b>481,408</b>	<b>486,466</b>
Contribution profit - Lending <sup>(4)</sup>	209,898	183,309	203,956	226,110	207,719	197,938	238,928	245,958	238,935	244,710	261,600	271,655
<b>Technology Platform Segment</b>												
Net interest income	\$ —	\$ —	\$ 573	\$ 941	\$ 501	\$ 555	\$ 629	\$ 473	\$ 413	\$ 266	\$ 432	\$ 394
Total noninterest income	77,887	87,623	89,350	95,966	93,865	94,883	101,910	102,362	103,014	109,567	114,146	121,979
<b>Total net revenue</b>	<b>77,887</b>	<b>87,623</b>	<b>89,923</b>	<b>96,907</b>	<b>94,366</b>	<b>95,438</b>	<b>102,539</b>	<b>102,835</b>	<b>103,427</b>	<b>109,833</b>	<b>114,578</b>	<b>122,373</b>
Contribution profit - Technology Platform	14,857	17,154	32,191	30,584	30,742	31,151	32,955	32,107	30,913	33,195	32,371	47,934
<b>Financial Services Segment</b>												
Net interest income	\$ 58,037	\$ 74,637	\$ 93,101	\$ 109,072	\$ 119,713	\$ 139,229	\$ 154,143	\$ 160,337	\$ 173,199	\$ 193,322	\$ 203,660	\$ 207,810
Total noninterest income	23,064	23,415	25,146	30,043	30,838	36,903	84,165	96,183	129,920	169,211	215,963	248,931
<b>Total net revenue</b>	<b>81,101</b>	<b>98,052</b>	<b>118,247</b>	<b>139,115</b>	<b>150,551</b>	<b>176,132</b>	<b>238,308</b>	<b>256,520</b>	<b>303,119</b>	<b>362,533</b>	<b>419,623</b>	<b>456,741</b>
Contribution profit (loss) - Financial Services <sup>(4)</sup>	(24,235)	(4,347)	3,260	25,060	37,174	55,220	99,758	114,855	148,332	188,232	225,557	230,788
<b>Corporate/Other Segment</b>												
Net interest income (expense)	\$ (23,074)	\$ (15,396)	\$ (13,926)	\$ 17,002	\$ 15,968	\$ (6,412)	\$ (40,030)	\$ (35,851)	\$ (35,507)	\$ (48,426)	\$ (46,951)	\$ (35,688)
Total noninterest income (loss)	(837)	(3,702)	(6,008)	9,254	53,634	(7,245)	59	(7,175)	(12,653)	(12,508)	(19,032)	(17,057)
<b>Total net revenue (loss)</b>	<b>(23,911)</b>	<b>(19,098)</b>	<b>(19,934)</b>	<b>26,256</b>	<b>69,602</b>	<b>(13,657)</b>	<b>(39,971)</b>	<b>(43,026)</b>	<b>(48,160)</b>	<b>(60,934)</b>	<b>(65,983)</b>	<b>(52,745)</b>
<b>Consolidated</b>												
Net interest income	\$ 236,010	\$ 291,126	\$ 344,963	\$ 389,641	\$ 402,718	\$ 412,584	\$ 431,010	\$ 470,169	\$ 498,726	\$ 517,837	\$ 585,114	\$ 617,279
Total noninterest income	236,148	206,892	192,246	225,763	242,277	186,034	266,111	263,956	273,033	337,107	376,486	407,772
Total net revenue	472,158	498,018	537,209	615,404	644,995	598,618	697,121	734,125	771,759	854,944	961,600	1,025,051
<b>Adjusted net revenue (Non-GAAP) <sup>(4)</sup></b>	<b>460,163</b>	<b>488,815</b>	<b>530,717</b>	<b>594,245</b>	<b>580,648</b>	<b>596,965</b>	<b>689,445</b>	<b>739,112</b>	<b>770,720</b>	<b>858,230</b>	<b>949,626</b>	<b>1,012,835</b>
Net income (loss)	(34,422)	(47,549)	(266,684)	47,913	88,043	17,404	60,745	332,473	71,116	97,263	139,392	173,549
Adjusted EBITDA (Non-GAAP) <sup>(5)</sup>	75,689	76,819	98,025	181,204	144,385	137,901	186,237	197,957	210,337	249,083	276,881	317,597

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Segment Financials



(in 000's)	Full Year			
	2022	2023	2024	2025
<b>Lending Segment</b>				
Net interest income	\$ 531,480	\$ 960,773	\$ 1,207,226	\$ 1,606,032
Total noninterest income	608,511	409,848	277,996	242,917
Total net revenue	1,139,991	1,370,621	1,485,222	1,848,949
<b>Adjusted net revenue - Lending (Non-GAAP) <sup>(4)</sup></b>	<b>1,106,948</b>	<b>1,336,346</b>	<b>1,479,050</b>	<b>1,827,006</b>
Contribution profit - Lending <sup>(14)</sup>	664,003	823,273	890,543	1,016,900
<b>Technology Platform Segment</b>				
Net interest income	\$ —	\$ 1,514	\$ 2,158	\$ 1,505
Total noninterest income	315,133	350,826	393,020	448,706
<b>Total net revenue</b>	<b>315,133</b>	<b>352,340</b>	<b>395,178</b>	<b>450,211</b>
Contribution profit - Technology Platform <sup>(14)</sup>	76,513	94,786	126,955	144,413
<b>Financial Services Segment</b>				
Net interest income	\$ 92,574	\$ 334,847	\$ 573,422	\$ 777,991
Total noninterest income	75,102	101,668	248,089	764,025
<b>Total net revenue</b>	<b>167,676</b>	<b>436,515</b>	<b>821,511</b>	<b>1,542,016</b>
Contribution profit (loss) - Financial Services <sup>(14)</sup>	(199,426)	(262)	307,007	792,909
<b>Corporate/Other Segment</b>				
Net interest income (expense)	\$ (39,958)	\$ (35,394)	\$ (66,325)	\$ (166,572)
Total noninterest income (loss)	(9,307)	(1,293)	39,273	(61,250)
<b>Total net revenue (loss)</b>	<b>(49,265)</b>	<b>(36,687)</b>	<b>(27,052)</b>	<b>(227,822)</b>
<b>Consolidated</b>				
Net interest income	\$ 584,096	\$ 1,261,740	\$ 1,716,481	\$ 2,218,956
Total noninterest income	989,439	861,049	958,378	1,394,398
Total net revenue	1,573,535	2,122,789	2,674,859	3,613,354
<b>Adjusted net revenue (Non-GAAP) <sup>(4)</sup></b>	<b>1,540,492</b>	<b>2,073,940</b>	<b>2,606,170</b>	<b>3,591,411</b>
Net income (loss)	(320,407)	(300,742)	498,665	481,320
Adjusted EBITDA (Non-GAAP) <sup>(5)</sup>	143,346	431,737	666,480	1,053,898

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Net Interest Margin Components



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Average Balances</b>												
Total interest-earning assets	\$ 17,239,960	\$ 20,357,082	\$ 22,856,717	\$ 25,698,397	\$ 27,428,608	\$ 28,484,764	\$ 30,779,049	\$ 31,670,474	\$ 33,647,318	\$ 35,420,276	\$ 39,728,007	\$ 42,781,269
Interest-bearing deposits	8,592,140	11,072,832	14,015,675	16,937,363	19,820,776	21,991,955	23,570,625	24,983,609	26,185,699	27,816,322	30,847,357	34,482,180
Debt	5,425,245	5,755,893	5,591,691	5,454,830	4,227,347	2,871,182	3,705,185	3,303,823	3,818,119	3,956,816	3,906,836	2,296,654
<b>Total interest-bearing liabilities</b>	<b>\$ 14,033,686</b>	<b>\$ 16,841,740</b>	<b>\$ 19,618,110</b>	<b>\$ 22,401,385</b>	<b>\$ 24,053,127</b>	<b>\$ 24,866,306</b>	<b>\$ 27,276,498</b>	<b>\$ 28,288,058</b>	<b>\$ 30,004,397</b>	<b>\$ 31,773,699</b>	<b>\$ 34,754,733</b>	<b>\$ 36,779,355</b>
<b>Interest Income/Expense</b>												
Total interest-earning assets	\$ 371,450	\$ 469,996	\$ 564,270	\$ 645,237	\$ 665,911	\$ 674,595	\$ 723,374	\$ 743,937	\$ 763,812	\$ 792,405	\$ 891,561	\$ 927,421
Interest-bearing deposits	73,116	106,529	145,563	182,612	211,451	231,815	248,292	238,596	225,399	233,232	264,901	290,511
Debt	62,183	72,341	73,744	72,984	51,742	30,196	44,072	35,172	39,687	41,336	41,546	19,631
<b>Total interest-bearing liabilities</b>	<b>\$ 135,440</b>	<b>\$ 178,870</b>	<b>\$ 219,307</b>	<b>\$ 255,596</b>	<b>\$ 263,193</b>	<b>\$ 262,011</b>	<b>\$ 292,364</b>	<b>\$ 273,768</b>	<b>\$ 265,086</b>	<b>\$ 274,568</b>	<b>\$ 306,447</b>	<b>\$ 310,142</b>
<b>Average Rate</b>												
Total interest-earning assets	8.62 %	9.26 %	9.79 %	9.96 %	9.76 %	9.53 %	9.35 %	9.34 %	9.21 %	8.97 %	8.90 %	8.60 %
Interest-bearing deposits	3.40 %	3.86 %	4.12 %	4.28 %	4.29 %	4.24 %	4.19 %	3.80 %	3.49 %	3.36 %	3.41 %	3.34 %
Debt	4.58 %	5.04 %	5.23 %	5.31 %	4.92 %	4.23 %	4.73 %	4.24 %	4.22 %	4.19 %	4.22 %	3.39 %
<b>Total interest-bearing liabilities</b>	<b>3.86 %</b>	<b>4.26 %</b>	<b>4.44 %</b>	<b>4.53 %</b>	<b>4.40 %</b>	<b>4.24 %</b>	<b>4.26 %</b>	<b>3.85 %</b>	<b>3.58 %</b>	<b>3.47 %</b>	<b>3.50 %</b>	<b>3.35 %</b>
<b>Net Interest Margin</b>	<b>5.48 %</b>	<b>5.74 %</b>	<b>5.99 %</b>	<b>6.02 %</b>	<b>5.91 %</b>	<b>5.83 %</b>	<b>5.57 %</b>	<b>5.91 %</b>	<b>6.01 %</b>	<b>5.86 %</b>	<b>5.84 %</b>	<b>5.72 %</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Fair Value of Loans



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'24	Q4'25
<b>Personal Loans</b>												
Unpaid principal	\$ 10,039,769	\$ 12,171,935	\$ 14,177,004	\$ 14,498,629	\$ 14,332,874	\$ 15,040,190	\$ 16,199,604	\$ 16,589,623	\$ 16,825,564	\$ 18,416,674	\$ 19,456,198	\$ 20,243,217
Accumulated interest	69,049	82,868	105,156	114,541	116,366	111,308	118,169	128,733	126,203	132,100	141,384	151,079
Cumulative FV adjustments	428,181	496,360	568,836	717,403	607,765	645,930	925,051	814,040	917,463	1,055,163	1,118,035	1,146,372
<b>Fair value of loans on balance sheet</b>	<b>\$ 10,536,999</b>	<b>\$ 12,751,163</b>	<b>\$ 14,850,996</b>	<b>\$ 15,330,573</b>	<b>\$ 15,057,005</b>	<b>\$ 15,797,428</b>	<b>\$ 17,242,824</b>	<b>\$ 17,532,396</b>	<b>\$ 17,869,230</b>	<b>\$ 19,603,937</b>	<b>\$ 20,715,617</b>	<b>\$ 21,540,668</b>
<b>Student Loans</b>												
Unpaid principal	\$ 5,086,953	\$ 5,262,975	\$ 5,929,047	\$ 6,445,586	\$ 6,559,211	\$ 6,915,550	\$ 7,437,305	\$ 8,215,629	\$ 9,053,359	\$ 10,099,685	\$ 11,143,322	\$ 12,875,440
Accumulated interest	20,787	21,164	26,497	34,357	27,414	29,957	34,956	44,603	49,501	57,581	49,228	58,277
Cumulative FV adjustments	132,319	99,782	86,000	245,541	247,536	249,255	404,406	337,136	468,597	584,375	635,437	723,861
<b>Fair value of loans on balance sheet</b>	<b>\$ 5,240,059</b>	<b>\$ 5,383,921</b>	<b>\$ 6,041,544</b>	<b>\$ 6,725,484</b>	<b>\$ 6,834,161</b>	<b>\$ 7,194,762</b>	<b>\$ 7,876,667</b>	<b>\$ 8,597,368</b>	<b>\$ 9,571,457</b>	<b>\$ 10,741,641</b>	<b>\$ 11,827,987</b>	<b>\$ 13,657,578</b>
<b>Home Loans</b>												
Unpaid principal	\$ 89,782	\$ 87,928	\$ 110,320	\$ 67,406	\$ 58,304	\$ 94,673	\$ 80,115	\$ 149,862	\$ 344,246	\$ 359,360	\$ 713,727	\$ 1,133,329
Accumulated interest	162	150	163	92	22	71	42	260	1,069	895	2,730	4,888
Cumulative FV adjustments	(8,897)	(9,495)	(9,187)	(1,300)	1,151	1,393	1,533	2,374	11,518	17,137	40,260	66,898
<b>Fair value of loans on balance sheet</b>	<b>\$ 81,047</b>	<b>\$ 78,583</b>	<b>\$ 101,296</b>	<b>\$ 66,198</b>	<b>\$ 59,477</b>	<b>\$ 96,137</b>	<b>\$ 81,690</b>	<b>\$ 152,496</b>	<b>\$ 356,833</b>	<b>\$ 377,392</b>	<b>\$ 756,717</b>	<b>\$ 1,205,115</b>
<b>Total</b>												
Unpaid principal	\$ 15,216,504	\$ 17,522,838	\$ 20,216,371	\$ 21,011,621	\$ 20,950,389	\$ 22,050,413	\$ 23,717,024	\$ 24,955,114	\$ 26,223,169	\$ 28,875,719	\$ 31,313,247	\$ 34,251,986
Accumulated interest	89,998	104,182	131,816	148,990	143,802	141,336	153,167	173,596	176,773	190,576	193,342	214,244
Cumulative FV adjustments	551,603	586,647	645,649	961,644	856,452	896,578	1,330,990	1,153,550	1,397,578	1,656,675	1,793,732	1,937,131
<b>Fair value of loans on balance sheet</b>	<b>\$ 15,858,105</b>	<b>\$ 18,213,667</b>	<b>\$ 20,993,836</b>	<b>\$ 22,122,255</b>	<b>\$ 21,950,643</b>	<b>\$ 23,088,327</b>	<b>\$ 25,201,181</b>	<b>\$ 26,282,260</b>	<b>\$ 27,797,520</b>	<b>\$ 30,722,970</b>	<b>\$ 33,300,321</b>	<b>\$ 36,403,361</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# 90+ Day Delinquencies



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Personal Loans</b>												
Total Unpaid principal	\$ 10,039,769	\$ 12,171,935	\$ 14,177,004	\$ 14,498,629	\$ 14,332,874	\$ 15,040,190	\$ 16,199,604	\$ 16,589,623	\$ 16,825,564	\$ 18,416,674	\$ 19,456,198	\$ 20,243,217
Unpaid principal 90+ day DQ	37,754	49,097	68,432	81,591	102,581	95,829	91,742	91,477	77,110	77,941	82,711	104,486
Accumulated interest	1,731	2,299	3,400	4,023	4,313	4,452	4,470	4,400	3,512	3,858	4,127	5,286
Cumulative FV adjustments	(34,219)	(44,552)	(58,676)	(70,191)	(87,603)	(79,035)	(75,303)	(75,390)	(63,326)	(63,942)	(68,005)	(85,843)
<b>Fair value of loans on balance sheet</b>	<b>\$ 5,266</b>	<b>\$ 6,844</b>	<b>\$ 13,156</b>	<b>\$ 15,423</b>	<b>\$ 19,291</b>	<b>\$ 21,246</b>	<b>\$ 20,909</b>	<b>\$ 20,487</b>	<b>\$ 17,296</b>	<b>\$ 17,857</b>	<b>\$ 18,833</b>	<b>\$ 23,929</b>
<b>90+ Day Delinquency %</b>	<b>0.38 %</b>	<b>0.40 %</b>	<b>0.48 %</b>	<b>0.56 %</b>	<b>0.72 %</b>	<b>0.64 %</b>	<b>0.57 %</b>	<b>0.55 %</b>	<b>0.46 %</b>	<b>0.42 %</b>	<b>0.43 %</b>	<b>0.52 %</b>
<b>Student Loans</b>												
Total Unpaid principal	\$ 5,086,953	\$ 5,262,975	\$ 5,929,047	\$ 6,445,586	\$ 6,559,211	\$ 6,915,550	\$ 7,437,305	\$ 8,215,629	\$ 9,053,359	\$ 10,099,685	\$ 11,143,322	\$ 12,875,440
Unpaid principal 90+ day DQ	5,968	6,579	8,502	8,446	8,735	8,571	9,243	9,578	12,095	12,828	15,178	18,141
Accumulated interest	306	328	335	187	184	140	148	168	239	249	250	384
Cumulative FV adjustments	(3,283)	(3,926)	(5,104)	(5,021)	(5,397)	(5,978)	(6,566)	(6,760)	(8,504)	(9,082)	(10,460)	(13,512)
<b>Fair value of loans on balance sheet</b>	<b>\$ 2,991</b>	<b>\$ 2,981</b>	<b>\$ 3,733</b>	<b>\$ 3,612</b>	<b>\$ 3,522</b>	<b>\$ 2,733</b>	<b>\$ 2,825</b>	<b>\$ 2,986</b>	<b>\$ 3,830</b>	<b>\$ 3,995</b>	<b>\$ 4,968</b>	<b>\$ 5,013</b>
<b>90+ Day Delinquency %</b>	<b>0.12 %</b>	<b>0.13 %</b>	<b>0.14 %</b>	<b>0.13 %</b>	<b>0.13 %</b>	<b>0.12 %</b>	<b>0.12 %</b>	<b>0.12 %</b>	<b>0.13 %</b>	<b>0.13 %</b>	<b>0.14 %</b>	<b>0.14 %</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Select Balance Sheet Information



Assets		Liabilities and Permanent Equity	
\$ in thousands	Q4'25		Q4'25
Cash & cash equivalents	\$ 4,929,452	Revolving credit facility	\$ 486,000
Restricted cash & cash equivalents	427,321	Personal loan warehouse facilities	—
Investment Securities	2,575,607	Student loan warehouse facilities	—
Loans held for sale, at fair value		Risk retention warehouse facilities	—
Personal loans	\$ 21,540,668	Personal loan securitizations	—
Home loans	1,205,115	Student loan securitizations	54,107
Loans held for sale, at lower of cost or market		Convertible Senior Notes, due 2026	428,022
Personal loans	116,966	Convertible Senior Notes, due 2029	862,500
Loans held for investment, at fair value		Less: unamortized debt issuance costs and discounts	(15,467)
Student loans	13,657,578	Total Debt	\$ 1,815,162
Loans held for investment, at amortized cost		Deposits	\$ 37,505,395
Secured loans	873,981	Residual interests classified as debt	520
Credit card loans	467,854	Accounts payable, accruals & other liabilities	743,716
Commercial and consumer banking loans	174,901	Operating lease liabilities	106,190
Total Loans	\$ 38,037,063	<b>Total Liabilities</b>	\$ 40,170,983
Servicing rights	\$ 378,178		
Property, equipment and software	416,448		
Goodwill	1,393,505		
Intangible assets	231,919		
Operating lease right-of-use assets	93,941		
Other assets	2,177,044		
<b>Total Assets</b>	<b>\$ 50,660,478</b>	Permanent Equity	10,489,495
		<b>Total Liabilities and Permanent Equity</b>	<b>\$ 50,660,478</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Net Revenue (GAAP)	\$ 472,158	\$ 498,018	\$ 537,209	\$ 615,404	\$ 644,995	\$ 598,618	\$ 697,121	\$ 734,125	\$ 771,759	\$ 854,944	\$ 961,600	\$ 1,025,051
Servicing rights - changes in FMV <sup>(15)</sup>	(12,084)	(8,601)	(7,420)	(6,595)	(5,226)	(1,654)	(4,362)	4,962	(1,074)	3,274	(11,989)	(12,224)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	89	(602)	928	10	73	1	9	25	35	12	15	8
Gain on Extinguishment of Corporate Debt <sup>(17)</sup>	—	—	—	(14,574)	(59,194)	—	(3,323)	—	—	—	—	—
<b>Adjusted Net Revenue (Non-GAAP)<sup>(4)</sup></b>	<b>\$ 460,163</b>	<b>\$ 488,815</b>	<b>\$ 530,717</b>	<b>\$ 594,245</b>	<b>\$ 580,648</b>	<b>\$ 596,965</b>	<b>\$ 689,445</b>	<b>\$ 739,112</b>	<b>\$ 770,720</b>	<b>\$ 858,230</b>	<b>\$ 949,626</b>	<b>\$ 1,012,835</b>
 Lending (Non-GAAP) <sup>(4)</sup>	 \$ 325,086	 \$ 322,238	 \$ 342,481	 \$ 346,541	 \$ 325,323	 \$ 339,052	 \$ 391,892	 \$ 422,783	 \$ 412,334	 \$ 446,798	 \$ 481,408	 \$ 486,466
Technology Platform (GAAP)	77,887	87,623	89,923	96,907	94,366	95,438	102,539	102,835	103,427	109,833	114,578	122,373
Financial Services (GAAP)	81,101	98,052	118,247	139,115	150,551	176,132	238,308	256,520	303,119	362,533	419,623	456,741
Corporate (Non-GAAP) <sup>(4)</sup>	(23,911)	(19,098)	(19,934)	11,682	10,408	(13,657)	(43,294)	(43,026)	(48,160)	(60,934)	(65,983)	(52,745)
<b>Adjusted Net Revenue (Non-GAAP)<sup>(4)</sup></b>	<b>\$ 460,163</b>	<b>\$ 488,815</b>	<b>\$ 530,717</b>	<b>\$ 594,245</b>	<b>\$ 580,648</b>	<b>\$ 596,965</b>	<b>\$ 689,445</b>	<b>\$ 739,112</b>	<b>\$ 770,720</b>	<b>\$ 858,230</b>	<b>\$ 949,626</b>	<b>\$ 1,012,835</b>
 Interest expense - corporate borrowings - add back <sup>(18)</sup>	 \$ 8,000	 \$ 9,167	 \$ 9,784	 \$ 9,882	 \$ 10,711	 \$ 12,725	 \$ 12,871	 \$ 12,039	 \$ 11,428	 \$ 11,504	 \$ 11,595	 \$ 11,196
Provision for credit losses	(8,407)	(12,615)	(21,831)	(12,092)	(7,182)	(11,640)	(6,013)	(6,877)	(5,678)	(10,035)	(9,199)	(5,407)
Non-interest expenses	(384,067)	(408,548)	(420,645)	(410,831)	(439,792)	(460,149)	(510,066)	(546,317)	(566,133)	(610,616)	(675,141)	(701,027)
<b>Adjusted EBITDA (Non-GAAP)<sup>(5)</sup></b>	<b>\$ 75,689</b>	<b>\$ 76,819</b>	<b>\$ 98,025</b>	<b>\$ 181,204</b>	<b>\$ 144,385</b>	<b>\$ 137,901</b>	<b>\$ 186,237</b>	<b>\$ 197,957</b>	<b>\$ 210,337</b>	<b>\$ 249,083</b>	<b>\$ 276,881</b>	<b>\$ 317,597</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	Full Year				
	2022	2023	2024	2025	
Net Revenue (GAAP)	\$ 1,573,535	\$ 2,122,789	\$ 2,674,859	\$ 3,613,354	
Servicing rights - changes in FMV <sup>(15)</sup>	(39,651)	(34,700)	(6,280)	(22,013)	
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	6,608	425	108	70	
Gain on Extinguishment of Corporate Debt <sup>(17)</sup>	—	(14,574)	(62,517)	—	
<b>Adjusted Net Revenue (Non-GAAP)<sup>(4)</sup></b>	<b>\$ 1,540,492</b>	<b>\$ 2,073,940</b>	<b>\$ 2,606,170</b>	<b>\$ 3,591,411</b>	
 Lending (Non-GAAP) <sup>(4)</sup>	 \$ 1,106,948	 \$ 1,336,346	 \$ 1,479,050	 \$ 1,827,006	
Technology Platform (GAAP)	315,133	352,340	395,178	450,211	
Financial Services (GAAP)	167,676	436,515	821,511	1,542,016	
Corporate (Non-GAAP) <sup>(4)</sup>	(49,265)	(51,261)	(89,569)	(227,822)	
<b>Adjusted Net Revenue (Non-GAAP)<sup>(4)</sup></b>	<b>\$ 1,540,492</b>	<b>\$ 2,073,940</b>	<b>\$ 2,606,170</b>	<b>\$ 3,591,411</b>	
 Interest expense - corporate borrowings - add back <sup>(18)</sup>	 \$ 18,438	 \$ 36,833	 \$ 48,346	 \$ 45,723	
Provision for credit losses	(54,332)	(54,945)	(31,712)	(30,319)	
Non-interest expenses	(1,361,252)	(1,624,091)	(1,956,324)	(2,552,917)	
<b>Adjusted EBITDA (Non-GAAP)<sup>(5)</sup></b>	<b>\$ 143,346</b>	<b>\$ 431,737</b>	<b>\$ 666,480</b>	<b>\$ 1,053,898</b>	

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Non-GAAP Reconciliations</b>												
<b>Net Revenue (GAAP)</b>	\$ 472,158	\$ 498,018	\$ 537,209	\$ 615,404	\$ 644,995	\$ 598,618	\$ 697,121	\$ 734,125	\$ 771,759	\$ 854,944	\$ 961,600	\$ 1,025,051
Servicing rights - changes in FMV <sup>(15)</sup>	(12,084)	(8,601)	(7,420)	(6,595)	(5,226)	(1,654)	(4,362)	4,962	(1,074)	3,274	(11,989)	(12,224)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	89	(602)	928	10	73	1	9	25	35	12	15	8
Gain <sup>(17)</sup> on Extinguishment of Corporate Debt	—	—	—	(14,574)	(59,194)	—	(3,323)	—	—	—	—	—
<b>Adjusted Net Revenue (Non-GAAP)<sup>(4)</sup></b>	\$ 460,163	\$ 488,815	\$ 530,717	\$ 594,245	\$ 580,648	\$ 596,965	\$ 689,445	\$ 739,112	\$ 770,720	\$ 858,230	\$ 949,626	\$ 1,012,835
<b>Net Income (Loss) (GAAP)</b>	\$ (34,422)	\$ (47,549)	\$ (266,684)	\$ 47,913	\$ 88,043	\$ 17,404	\$ 60,745	\$ 332,473	\$ 71,116	\$ 97,263	\$ 139,392	\$ 173,549
<b>Non-GAAP Adjustments</b>												
Interest expense - corporate borrowings <sup>(18)</sup>	8,000	9,167	9,784	9,882	10,711	12,725	12,871	12,039	11,428	11,504	11,595	11,196
Income tax expense (benefit)	(1,637)	(1,780)	(244)	3,245	6,183	(2,064)	3,110	(272,549)	8,666	14,929	9,159	11,783
Depreciation & amortization	45,321	50,130	52,516	53,449	48,539	49,623	51,791	53,545	55,283	56,743	59,245	62,880
Share-based expense	64,226	75,878	62,005	69,107	55,082	61,057	63,646	66,367	63,756	63,256	66,469	68,577
Impairment expense <sup>(19)</sup>	1,243	—	247,174	—	—	—	—	—	—	—	—	—
Transaction-related expense <sup>(20)</sup>	—	176	(34)	—	—	615	—	—	—	—	—	—
Restructuring charges <sup>(21)</sup>	4,953	—	—	7,796	—	—	1,275	255	851	36	41	20
Servicing rights - changes in FMV <sup>(15)</sup>	(12,084)	(8,601)	(7,420)	(6,595)	(5,226)	(1,654)	(4,362)	4,962	(1,074)	3,274	(11,989)	(12,224)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	89	(602)	928	10	73	1	9	25	35	12	15	8
Gain <sup>(17)</sup> on Extinguishment of Corporate Debt	—	—	—	(14,574)	(59,194)	—	(3,323)	—	—	—	—	—
Foreign Currency Impact of Highly Inflationary Countries <sup>(22)</sup>	—	—	—	10,971	174	194	475	840	276	2,066	2,954	1,808
<b>Adjusted EBITDA (Non-GAAP)<sup>(5)</sup></b>	\$ 75,689	\$ 76,819	\$ 98,025	\$ 181,204	\$ 144,385	\$ 137,901	\$ 186,237	\$ 197,957	\$ 210,337	\$ 249,083	\$ 276,881	\$ 317,597
<b>Net Income (Loss) Margin (GAAP)</b>	(7)%	(10)%	(50)%	8 %	14 %	3 %	9 %	45 %	9 %	11 %	14 %	17 %
<b>Adjusted EBITDA Margin (Non-GAAP)<sup>(5)</sup></b>	16 %	16 %	18 %	30 %	25 %	23 %	27 %	27 %	27 %	29 %	29 %	31 %
<b>Incremental EBITDA Margin (Non-GAAP)<sup>(5)</sup></b>	48 %	43 %	48 %	74 %	57 %	56 %	56 %	12 %	35 %	43 %	35 %	44 %

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	Full Year			
	2022	2023	2024	2025
<b>Non-GAAP Reconciliations</b>				
<b>Net Revenue (GAAP)</b>	\$ 1,573,535	\$ 2,122,789	\$ 2,674,859	\$ 3,613,354
Servicing rights - changes in FMV <sup>(15)</sup>	(39,651)	(34,700)	(6,280)	(22,013)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	6,608	425	108	70
Gain on Extinguishment of Corporate Debt <sup>(17)</sup>	—	(14,574)	(62,517)	—
<b>Adjusted Net Revenue (Non-GAAP) <sup>(4)</sup></b>	<b>\$ 1,540,492</b>	<b>\$ 2,073,940</b>	<b>\$ 2,606,170</b>	<b>\$ 3,591,411</b>
<b>Net Income (Loss) (GAAP)</b>	<b>\$ (320,407)</b>	<b>\$ (300,742)</b>	<b>\$ 498,665</b>	<b>\$ 481,320</b>
<b>Non-GAAP Adjustments</b>				
Interest expense - corporate borrowings <sup>(18)</sup>	18,438	36,833	48,346	45,723
Income tax expense (benefit)	1,686	(416)	(265,320)	44,537
Depreciation & amortization	151,360	201,416	203,498	234,151
Share-based expense	305,994	271,216	246,152	262,058
Impairment expense <sup>(19)</sup>	—	248,417	—	—
Transaction-related expense <sup>(20)</sup>	19,318	142	615	—
Restructuring charges <sup>(21)</sup>	—	12,749	1,530	948
Servicing rights - changes in FMV <sup>(15)</sup>	(39,651)	(34,700)	(6,280)	(22,013)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	6,608	425	108	70
Gain on Extinguishment of Corporate Debt <sup>(17)</sup>	—	(14,574)	(62,517)	—
Foreign Currency Impact of Highly Inflationary Countries <sup>(22)</sup>	—	10,971	1,683	7,104
<b>Adjusted EBITDA (Non-GAAP) <sup>(5)</sup></b>	<b>\$ 143,346</b>	<b>\$ 431,737</b>	<b>\$ 666,480</b>	<b>\$ 1,053,898</b>
<b>Net Income (Loss) Margin (GAAP)</b>	<b>(20)%</b>	<b>(14)%</b>	<b>19 %</b>	<b>13 %</b>
<b>Adjusted EBITDA Margin (Non-GAAP) <sup>(5)</sup></b>	<b>9 %</b>	<b>21 %</b>	<b>26 %</b>	<b>29 %</b>
<b>Incremental EBITDA Margin (Non-GAAP) <sup>(5)</sup></b>	<b>21 %</b>	<b>54 %</b>	<b>44 %</b>	<b>39 %</b>

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Non-GAAP Reconciliations</b>												
<b>Net Revenue - Lending (GAAP)</b>	\$ 337,081	\$ 331,441	\$ 348,973	\$ 353,126	\$ 330,476	\$ 340,705	\$ 396,245	\$ 417,796	\$ 413,373	\$ 443,512	\$ 493,382	\$ 498,682
Servicing rights - changes in FMV <sup>(15)</sup>	(12,084)	(8,601)	(7,420)	(6,595)	(5,226)	(1,654)	(4,362)	4,962	(1,074)	3,274	(11,989)	(12,224)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	89	(602)	928	10	73	1	9	25	35	12	15	8
<b>Adjusted Net Revenue - Lending (Non-GAAP)<sup>(4)</sup></b>	\$ 325,086	\$ 322,238	\$ 342,481	\$ 346,541	\$ 325,323	\$ 339,052	\$ 391,892	\$ 422,783	\$ 412,334	\$ 446,798	\$ 481,408	\$ 486,466
<b>Noninterest Income - Lending (GAAP)</b>												
<b>Noninterest Income - Lending (GAAP)</b>	\$ 136,034	\$ 99,556	\$ 83,758	\$ 90,500	\$ 63,940	\$ 61,493	\$ 79,977	\$ 72,586	\$ 52,752	\$ 70,837	\$ 65,409	\$ 53,919
Servicing rights - changes in FMV <sup>(15)</sup>	(12,084)	(8,601)	(7,420)	(6,595)	(5,226)	(1,654)	(4,362)	4,962	(1,074)	3,274	(11,989)	(12,224)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	89	(602)	928	10	73	1	9	25	35	12	15	8
<b>Adjusted Noninterest Income - Lending (Non-GAAP)<sup>(24)</sup></b>	\$ 124,039	\$ 90,353	\$ 77,266	\$ 83,915	\$ 58,787	\$ 59,840	\$ 75,624	\$ 77,573	\$ 51,713	\$ 74,123	\$ 53,435	\$ 41,703
<b>Noninterest Income (GAAP)</b>												
<b>Noninterest Income (GAAP)</b>	\$ 236,148	\$ 206,892	\$ 192,246	\$ 225,763	\$ 242,277	\$ 186,034	\$ 266,111	\$ 263,956	\$ 273,033	\$ 337,107	\$ 376,486	\$ 407,772
Servicing rights - changes in FMV <sup>(15)</sup>	(12,084)	(8,601)	(7,420)	(6,595)	(5,226)	(1,654)	(4,362)	4,962	(1,074)	3,274	(11,989)	(12,224)
Residual interests classified as debt - changes in FMV <sup>(16)</sup>	89	(602)	928	10	73	1	9	25	35	12	15	8
Gain on Extinguishment of Corporate Debt <sup>(17)</sup>	—	—	—	(14,574)	(59,194)	—	(3,323)	—	—	—	—	—
<b>Adjusted Noninterest Income (Non-GAAP)<sup>(24)</sup></b>	\$ 224,153	\$ 197,689	\$ 185,754	\$ 204,604	\$ 177,930	\$ 184,381	\$ 258,435	\$ 268,943	\$ 271,994	\$ 340,393	\$ 364,512	\$ 395,556

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Non-GAAP Reconciliations</b>												
<b>Net Income (Loss) (GAAP)</b>	\$ (34,422)	\$ (47,549)	\$ (266,684)	\$ 47,913	\$ 88,043	\$ 17,404	\$ 60,745	\$ 332,473	\$ 71,116	\$ 97,263	\$ 139,392	\$ 173,549
Income tax benefit from release of tax valuation allowance	—	—	—	—	—	—	—	(258,401)	—	—	—	—
Income tax benefit from restructuring	—	—	—	—	—	—	—	(13,042)	—	—	—	—
Goodwill impairment expense	—	—	247,174	—	—	—	—	—	—	—	—	—
<b>Adjusted net income (loss) (non-GAAP)</b> <sup>(6)</sup>	\$ (34,422)	\$ (47,549)	\$ (19,510)	\$ 47,913	\$ 88,043	\$ 17,404	\$ 60,745	\$ 61,030	\$ 71,116	\$ 97,263	\$ 139,392	\$ 173,549
<b>Net Income (Loss) Margin (GAAP)</b>												
	(7)%	(10)%	(50)%	8 %	14 %	3 %	9 %	45 %	9 %	11 %	14 %	17 %
<b>Adjusted Net Revenue (Non-GAAP)</b> <sup>(4)</sup>	\$ 460,163	\$ 488,815	\$ 530,717	\$ 594,245	\$ 580,648	\$ 596,965	\$ 689,445	\$ 739,112	\$ 770,720	\$ 858,230	\$ 949,626	\$ 1,012,835
<b>Adjusted Net Income Margin (Non-GAAP)</b> <sup>(28)</sup>	(7)%	(10)%	(4)%	8 %	15 %	3 %	9 %	8 %	9 %	11 %	15 %	17 %

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's)	Full Year				
	2022	2023	2024	2025	
<b>Non-GAAP Reconciliations</b>					
<b>Net Income (Loss) (GAAP)</b>	\$ (320,407)	\$ (300,742)	\$ 498,665	\$ 481,320	
Income tax benefit from release of tax valuation allowance	—	—	(258,401)	—	
Income tax benefit from restructuring	—	—	(13,042)	—	
Goodwill impairment expense	—	247,174	—	—	
<b>Adjusted net income (loss) (non-GAAP)<sup>(6)</sup></b>	<b>\$ (320,407)</b>	<b>\$ (53,568)</b>	<b>\$ 227,222</b>	<b>\$ 481,320</b>	
<b>Net Income (Loss) Margin (GAAP)</b>		(20)%	(14)%	19 %	13 %
<b>Adjusted Net Revenue (Non-GAAP)<sup>(4)</sup></b>	\$ 1,540,492	\$ 2,073,940	\$ 2,606,170	\$ 3,591,411	
<b>Adjusted Net Income Margin (Non-GAAP)<sup>(25)</sup></b>		(21)%	(3)%	9 %	13 %

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's, except per share amounts)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Non-GAAP Reconciliations</b>												
<b>Numerator:</b>												
<b>Net income (loss) attributable to common stockholders – diluted (GAAP)</b>	\$ (44,390)	\$ (57,628)	\$ (276,873)	\$ 24,615	\$ 22,523	\$ 7,954	\$ 58,059	\$ 332,473	\$ 71,455	\$ 97,614	\$ 139,738	\$ 173,893
Non-GAAP adjustments:												
Income tax benefit from release of tax valuation allowance	–	–	–	–	–	–	–	(258,401)	–	–	–	–
Income tax benefit from restructuring	–	–	–	–	–	–	–	(13,042)	–	–	–	–
Goodwill impairment expense	–	–	247,174	–	–	–	–	–	–	–	–	–
<b>Adjusted net income (loss) attributable to common stockholders – diluted (non-GAAP)<sup>(7)</sup></b>	\$ (44,390)	\$ (57,628)	\$ (29,699)	\$ 24,615	\$ 22,523	\$ 7,954	\$ 58,059	\$ 61,030	\$ 71,455	\$ 97,614	\$ 139,738	\$ 173,893
<b>Denominator:</b>												
Weighted average common stock outstanding – diluted	929,271	936,569	951,183	1,029,303	1,042,477	1,065,171	1,104,450	1,151,047	1,185,466	1,182,877	1,291,011	1,346,110
Dilutive impact of convertible notes <sup>(26)</sup>	–	–	–	–	–	–	–	(24,857)	(31,412)	(25,857)	(20,630)	(20,402)
<b>Adjusted weighted average common stock outstanding – diluted</b>	929,271	936,569	951,183	1,029,303	1,042,477	1,065,171	1,104,450	1,126,190	1,154,054	1,157,020	1,270,381	1,325,707
<b>Earnings (loss) per share – diluted (GAAP)</b>	\$ (0.05)	\$ (0.06)	\$ (0.29)	\$ 0.02	\$ 0.02	\$ 0.01	\$ 0.05	\$ 0.29	\$ 0.06	\$ 0.08	\$ 0.11	\$ 0.13
Impact of adjustments per share	–	–	0.26	–	–	–	–	(0.24)	–	–	–	–
<b>Adjusted earnings (loss) per share – diluted (non-GAAP)<sup>(7)</sup></b>	\$ (0.05)	\$ (0.06)	\$ (0.03)	\$ 0.02	\$ 0.02	\$ 0.01	\$ 0.05	\$ 0.05	\$ 0.06	\$ 0.08	\$ 0.11	\$ 0.13

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's, except per share amounts)	Full Year			
	2022	2023	2024	2025
<b>Non-GAAP Reconciliations</b>				
<b>Numerator:</b>				
<b>Net income (loss) attributable to common stockholders – diluted (GAAP)</b>	\$ (360,832)	\$ (341,167)	\$ 434,776	\$ 482,700
Non-GAAP adjustments:				
Income tax benefit from release of tax valuation allowance	–	–	(258,401)	–
Income tax benefit from restructuring	–	–	(13,042)	–
Goodwill impairment expense	–	247,174	–	–
<b>Adjusted net income (loss) attributable to common stockholders – diluted (non-GAAP)<sup>(7)</sup></b>	\$ (360,832)	\$ (93,993)	\$ 163,333	\$ 482,700
<b>Denominator:</b>				
Weighted average common stock outstanding – diluted	900,886	945,024	1,101,390	1,251,767
Dilutive impact of convertible notes <sup>(26)</sup>	–	–	(6,214)	(23,377)
<b>Adjusted weighted average common stock outstanding – diluted</b>	900,886	945,024	1,095,176	1,228,390
<b>Earnings (loss) per share – diluted (GAAP)</b>	\$ (0.40)	\$ (0.36)	\$ 0.39	\$ 0.39
Impact of adjustments per share	–	0.26	(0.24)	–
<b>Adjusted earnings (loss) per share – diluted (non-GAAP)<sup>(7)</sup></b>	\$ (0.40)	\$ (0.10)	\$ 0.15	\$ 0.39

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's, except per share amounts)	Full Year					FY 2025			
	2022	2023	2024	2025	Q1'25	Q2'25	Q3'25	Q4'25	
<b>Non-GAAP Reconciliations</b>									
<b>Numerator:</b>									
<b>Net income (loss) attributable to common stockholders – diluted (GAAP)</b>	\$ (360,832)	\$ (341,167)	\$ 434,776	\$ 482,700	\$ 71,455	\$ 97,614	\$ 139,738	\$ 173,893	
Non-GAAP adjustments:									
Income tax benefit from release of tax valuation allowance	—	—	(258,401)	—	—	—	—	—	—
Income tax benefit from restructuring	—	—	(13,042)	—	—	—	—	—	—
Goodwill impairment expense	—	247,174	—	—	—	—	—	—	—
<b>Adjusted net income (loss) attributable to common stockholders – diluted (non-GAAP)<sup>(a)</sup></b>	\$ (360,832)	\$ (93,993)	\$ 163,333	\$ 482,700	\$ 71,455	\$ 97,614	\$ 139,738	\$ 173,893	
<b>Denominator:</b>									
<b>Average permanent equity (GAAP)</b>	\$ 5,024,073	\$ 5,225,846	\$ 5,871,366	\$ 7,672,491	\$ 6,613,905	\$ 6,671,752	\$ 8,150,876	\$ 9,238,405	
Less: Goodwill (average)	1,457,763	1,559,183	1,393,505	1,393,505	1,393,505	1,393,505	1,393,505	1,393,505	1,393,505
Less: Intangibles (average)	425,955	406,927	331,132	264,012	288,825	271,397	255,724	239,873	
Add: Related deferred tax liabilities (average)	123,075	72,132	32,551	49,822	38,886	45,711	53,833	49,822	
<b>Average tangible book value (non-GAAP)</b>	\$ 3,263,430	\$ 3,331,868	\$ 4,179,280	\$ 6,064,796	\$ 4,970,461	\$ 5,052,561	\$ 6,555,480	\$ 7,654,849	
<b>Return on tangible common equity (non-GAAP)<sup>(a)</sup></b>	(11.1)%	(2.8)%	3.9 %	8.0 %	5.8 %	7.7 %	8.5 %	9.0 %	

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# Non-GAAP Financial Measures & Reconciliations



(in 000's, except per share data)	FY 2023				FY 2024				FY 2025			
	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<b>Non-GAAP Reconciliations</b>												
<b>Total permanent equity (GAAP)</b>	\$ 5,234,072	\$ 5,257,661	\$ 5,053,388	\$ 5,234,612	\$ 5,825,605	\$ 5,901,494	\$ 6,121,481	\$ 6,525,134	\$ 6,678,514	\$ 6,860,580	\$ 8,779,963	\$ 10,489,495
Goodwill	(1,622,991)	(1,640,679)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)	(1,393,505)
Intangible assets	(419,880)	(412,099)	(387,307)	(364,048)	(347,495)	(331,446)	(314,959)	(297,794)	(279,757)	(263,522)	(247,845)	(231,919)
Related deferred tax liabilities	88,502	78,995	76,892	44,139	30,437	24,023	15,654	60,088	55,780	51,322	48,141	44,045
<b>Tangible book value (as of period end) (non-GAAP)<sup>(8)</sup></b>	<b>\$ 3,279,703</b>	<b>\$ 3,283,878</b>	<b>\$ 3,349,468</b>	<b>\$ 3,521,198</b>	<b>\$ 4,115,042</b>	<b>\$ 4,200,566</b>	<b>\$ 4,428,671</b>	<b>\$ 4,893,923</b>	<b>\$ 5,061,032</b>	<b>\$ 5,254,875</b>	<b>\$ 7,186,754</b>	<b>\$ 8,908,116</b>
Common stock outstanding (as of period end)	940,339	948,913	957,860	975,862	1,056,491	1,065,112	1,084,137	1,095,358	1,104,104	1,113,443	1,204,570	1,270,569
Book value per common share (GAAP)	\$ 5.57	\$ 5.54	\$ 5.28	\$ 5.36	\$ 5.51	\$ 5.54	\$ 5.65	\$ 5.96	\$ 6.05	\$ 6.16	\$ 7.29	\$ 8.26
Tangible book value per common share (non-GAAP) <sup>(8)</sup>	\$ 3.49	\$ 3.46	\$ 3.50	\$ 3.61	\$ 3.90	\$ 3.94	\$ 4.08	\$ 4.47	\$ 4.58	\$ 4.72	\$ 5.97	\$ 7.01

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

# **Footnotes to Financial Statements**

(1) We refer to our customers as “members”. We define a member as someone who has a lending relationship with us through origination and/or ongoing servicing, opened a financial services account, linked an external account to our platform, or signed up for our credit score monitoring service. Our members have continuous access to our certified financial planners, our member events, our content, educational material, news, and our tools and calculators, which are provided at no cost to the member. We view members as an indication not only of the size and a measurement of growth of our business, but also as a measure of the significant value of the data we have collected over time. Once someone becomes a member, they are always considered a member unless they are removed in accordance with our terms of service, in which case, we adjust our total number of members. This could occur for a variety of reasons—including fraud or pursuant to certain legal processes—and, as our terms of service evolve together with our business practices, product offerings and applicable regulations, our grounds for removing members from our total member count could change. The determination that a member should be removed in accordance with our terms of service is subject to an evaluation process, following the completion, and based on the results, of which, relevant members and their associated products are removed from our total member count in the period in which such evaluation process concludes. However, depending on the length of the evaluation process, that removal may not take place in the same period in which the member was added to our member count or the same period in which the circumstances leading to their removal occurred. For this reason, our total member count may not yet reflect adjustments that may be made once ongoing evaluation processes, if any, conclude. Beginning in the first quarter of 2024, we aligned our methodology for calculating member and product metrics with our member and product definitions to include co-borrowers, co-signers, and joint- and co-account holders, as applicable. Quarterly amounts for prior periods were determined to be immaterial and were not recast.

(2) Total products refers to the aggregate number of lending and financial services products that our members have selected on our platform since our inception through the reporting date, whether or not the members are still registered for such products. Total products is a primary indicator of the size and reach of our Lending and Financial Services segments. Management relies on total products metrics to understand the effectiveness of our member acquisition efforts and to gauge the propensity for members to use more than one product. In our Lending segment, total products refers to the number of personal loans, student loans and home loans that have been originated through our platform through the reporting date, inclusive of loans which we originate as part of our Loan Platform Business, whether or not such loans have been paid off. If a member has multiple loan products of the same loan product type, such as two personal loans, that is counted as a single product. However, if a member has multiple loan products across loan product types, such as one personal loan and one home loan, that is counted as two products. The account of a co-borrower or co-signer is not considered a separate lending product. In our Financial Services segment, total products refers to the number of SoFi Money accounts (inclusive of checking and savings accounts held at SoFi Bank and cash management accounts), SoFi Invest accounts, SoFi Credit Card accounts (including accounts with a zero dollar balance at the reporting date), referred loans (which are originated by a third-party partner to which we provide pre-qualified borrower referrals), SoFi At Work accounts, SoFi Relay accounts (with either credit score monitoring enabled or external linked accounts), and SoFi Crypto accounts that have been opened through our platform through the reporting date. Checking and savings accounts are considered one account within our total products metric. Our SoFi Invest service is composed of two products: active investing accounts and robo-advisory accounts. Our members can select any one or combination of the types of SoFi Invest products. If a member has multiple SoFi Invest products of the same account type, such as two active investing accounts, that is counted as a single product. However, if a member has multiple SoFi Invest products across account types, such as one active investing account and one robo-advisory account, those separate account types are considered separate products. The account of a joint- or co-account holder is considered a separate financial services product. In the fourth quarter of 2023, we transferred the crypto services provided by SoFi Digital Assets, LLC, and began closing existing digital assets accounts, which were included in Invest products. This process was completed in the first quarter of 2024. In the event a member is removed in accordance with our terms of service, as discussed in footnote 1 herein, the member’s associated products are also removed.

(3) Beginning in the first quarter of 2024, new member and new product addition metrics for the relevant period reflect actual growth or declines in members and products that occurred in that period whereas the total number of members and products reflects not only the growth or decline of each metric in the current period but also additions or deletions due to prior period factors, if any, described in footnotes 1 and 2 herein.

(4) Adjusted net revenue is a non-GAAP measure. Adjusted net revenue is defined as total net revenue, adjusted to exclude the fair value changes in servicing rights and residual interests classified as debt due to valuation inputs and assumptions changes, which relate only to our Lending segment, as well as gains and losses on extinguishment of debt.

(5) Adjusted EBITDA, adjusted EBITDA margin, and incremental adjusted EBITDA margin are non-GAAP measures. Adjusted EBITDA is defined as net income (loss), adjusted to exclude, as applicable: (i) corporate borrowing-based interest expense (our adjusted EBITDA measure is not adjusted for warehouse or securitization-based interest expense, nor deposit interest expense and finance lease liability interest expense, as these are direct operating expenses), (ii) income tax expense (benefit), (iii) depreciation and amortization, (iv) share-based expense (inclusive of equity-based payments to non-employees), (v) restructuring charges, (vi) impairment expense (inclusive of goodwill impairment and property, equipment and software abandonments), (vii) transaction-related expenses, (viii) foreign currency impacts related to operations in highly inflationary countries, (ix) fair value changes in warrant liabilities, (x) fair value changes in each of servicing rights and residual interests classified as debt due to valuation assumptions, (xi) gain on extinguishment of debt, and (xii) other charges, as appropriate, that are not expected to recur and are not indicative of our core operating performance. Adjusted EBITDA margin is computed as adjusted EBITDA divided by adjusted net revenue, a non-GAAP measure (see footnote 4 herein). Incremental adjusted EBITDA margin is defined as the change in adjusted EBITDA, divided by change in adjusted net revenue.

(6) Adjusted net income (loss) is a non-GAAP measure. Adjusted net income (loss) is defined as net income (loss), adjusted to exclude, as applicable, goodwill impairment expense and certain income tax adjustments that are not expected to recur and are not indicative of our core operating performance.

(7) Adjusted diluted earnings (loss) per share (“adjusted EPS”) is a non-GAAP financial measure that adjusts GAAP diluted earnings (loss) per share. Adjusted EPS is computed by dividing net income (loss) attributable to common stockholders, adjusted to exclude, as applicable, goodwill impairment expense and certain income tax adjustments that are not expected to recur and are not indicative of our core operating performance, by the diluted weighted average number of shares of common stock outstanding during the period, excluding the dilutive impact of the 2026 and 2029 convertible notes under the if-converted method for which the 2026 and 2029 capped call transactions, respectively, would deliver shares to offset dilution.

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- (8) Tangible book value is defined as permanent equity, adjusted to exclude goodwill and intangible assets, net of related deferred tax liabilities. Tangible book value per common share represents tangible book value at period-end divided by common stock outstanding at period-end.
- (9) Return on tangible common equity ("ROTCE") is calculated as adjusted net income (loss) attributable to common stockholders – diluted, adjusted to exclude, as applicable, goodwill impairment expense and certain income tax benefits that are not expected to recur and are not indicative of our core operating performance, divided by average tangible book value, a non-GAAP measure (see footnote 8 herein), for the corresponding period. Average balances were calculated on daily carrying balances.
- (10) In our Technology Platform segment, total accounts refers to the number of open accounts at Galileo as of the reporting date. Total accounts is a primary indicator of the accounts dependent upon our technology platform to use virtual card products, virtual wallets, make peer-to-peer and bank-to-bank transfers, receive early paychecks, separate savings from spending balances, make debit transactions and rely upon real-time authorizations, all of which result in revenues for the Technology Platform segment. We do not measure total accounts for the Technisys products and solutions, as the revenue model is not primarily dependent upon being a fully integrated, stand-ready service.
- (11) Estimated.
- (12) Required minimums presented for risk-based capital ratios include the required capital conservation buffer.
- (13) In our determination of the contribution profit (loss) for our Lending, Technology Platform and Financial Services segments, we allocate certain expenses that are directly attributable to the corresponding segment. Directly attributable expenses primarily include compensation and benefits and sales and marketing, and vary based on the amount of activity within each segment. Directly attributable expenses also include loan origination and servicing expenses, professional services, product fulfillment, lead generation and occupancy-related costs. Expenses are attributed to the reportable segments using either direct costs of the segment or labor costs that can be attributed based upon the allocation of employee time for individual products.
- (14) The measure of contribution profit (loss) is the primary measure of segment profit and loss reviewed by SoFi in accordance with GAAP and is, therefore, only measured and presented herein for total reportable segments. SoFi does not evaluate contribution profit (loss) at the consolidated level. Contribution profit (loss) is defined as total net revenue for each reportable segment less fair value changes in servicing rights and residual interests classified as debt that are attributable to assumption changes, which impact the contribution profit within the Lending segment, provision for credit losses, and expenses directly attributable to the corresponding reportable segment.
- (15) Reflects changes in fair value inputs and assumptions on servicing rights, including conditional prepayment, default rates and discount rates. These assumptions are highly sensitive to market interest rate changes and are not indicative of our performance or results of operations. Moreover, these non-cash charges are unrealized during the period and, therefore, have no impact on our cash flows from operations.
- (16) Reflects changes in fair value inputs and assumptions on residual interests classified as debt, including conditional prepayment, default rates and discount rates. When third parties finance our consolidated securitization variable interest entities by purchasing residual interests, we receive proceeds at the time of the closing of the securitization and, thereafter, pass along contractual cash flows to the residual interest owner. These residual debt obligations are measured at fair value on a recurring basis, but they have no impact on our initial financing proceeds, our future obligations to the residual interest owner (because future residual interest claims are limited to contractual securitization collateral cash flows), or the general operations of our business.
- (17) Reflects gain on extinguishment of debt. Gains and losses are recognized during the period of extinguishment for the difference between the net carrying amount of debt extinguished and the fair value of equity securities issued.
- (18) Our adjusted EBITDA measure adjusts for corporate borrowing-based interest expense, as these expenses are a function of our capital structure. Corporate borrowing-based interest expense includes interest on our revolving credit facility, as well as interest expense and the amortization of debt discount and debt issuance costs on our convertible notes, and for 2021, interest on the seller note issued in connection with our acquisition of Galileo.
- (19) Impairment expense includes \$247,174 related to goodwill impairment in the third quarter of 2023, and \$1,243 related to a sublease arrangement in the first quarter of 2023, which are not indicative of our core operating performance.

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- (20) Transaction-related expenses in 2024 and 2023 primarily included financial advisory and professional services costs associated with our acquisition of Wyndham. Transaction-related expenses in 2022 primarily included financial advisory and professional services costs associated with our acquisition of Technisys.
- (21) Restructuring charges in 2025 and 2024 relate to legal entity restructuring. Restructuring charges in 2023 primarily included employee-related wages, benefits and severance associated with a small reduction in headcount in our Technology Platform segment in the first quarter of 2023 and expenses in the fourth quarter of 2023 related to a reduction in headcount across the Company, which do not reflect expected future operating expenses and are not indicative of our core operating performance.
- (22) Foreign currency charges reflect the impacts of highly inflationary accounting for our operations in Argentina, which are related to our Technology Platform segment and commenced in the first quarter of 2022 with the Technisys Merger. For the year ended December 31, 2023, all amounts were reflected in the fourth quarter, as inter-quarter amounts were determined to be immaterial.
- (23) Our adjusted EBITDA measure excludes the non-cash fair value changes in warrants accounted for as liabilities, which were measured at fair value through earnings. The amounts in 2021 related to changes in the fair value of Series H warrants issued by Social Finance in connection with certain redeemable preferred stock issuances. We did not measure the Series H warrants at fair value subsequent to May 28, 2021 in conjunction with the Business Combination, as they were reclassified into permanent equity. In addition, in conjunction with the Business Combination, SoFi Technologies assumed certain common stock warrants ("SoFi Technologies warrants") that were accounted for as liabilities and measured at fair value on a recurring basis. The fair value of the SoFi Technologies warrants was based on the closing price of ticker SOFIW and, therefore, fluctuated based on market activity. The outstanding SoFi Technologies warrants were either exercised during the fourth quarter of 2021 or redeemed on December 6, 2021.
- (24) Adjusted noninterest income is a non-GAAP measure. Adjusted noninterest income is defined as noninterest income, adjusted to exclude the fair value changes in servicing rights and residual interests classified as debt due to valuation inputs and assumptions changes, which relate only to our Lending segment, as well as gains and losses on extinguishment of debt.
- (25) Adjusted net income margin and incremental adjusted net income margin are non-GAAP measures. Adjusted net income margin is defined as adjusted net income (loss), a non-GAAP measure (see footnote 6 herein), divided by adjusted net revenue, a non-GAAP measure (see footnote 4 herein). Incremental adjusted net income margin is defined as the change in adjusted net income (loss), divided by change in adjusted net revenue.
- (26) This non-GAAP adjustment excludes the dilutive impact of the 2026 and 2029 convertible notes, to the extent that the 2026 and 2029 capped call transactions, respectively, would deliver cash or shares to offset dilution.