

**INITIATION OF COVERAGE**
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**Market Statistics** in USD

<b>Price</b>	\$ 2.64
<b>52 week Range</b>	\$1.70 - \$5.34
<b>Daily Vol (3-mo. average)</b>	371,680
<b>Market Cap (M)</b>	\$ 226.3
<b>Diluted Shares Outstanding: (M)</b>	85.7

**Financial Summary** in USD

<b>Cash and Restricted Cash (M)</b>	\$ 73.9
<b>Cash/Share</b>	\$ 0.86
<b>Debt (M)</b>	\$ 334.1
<b>Equity (M)</b>	\$ 194.0
<b>Equity/Share</b>	\$ 2.26

<b>FYE: Dec</b>	<b>2023</b>	<b>2024E</b>	<b>2025E</b>
<i>(all figures in M, except per share information)</i>			

<b>Rev</b>	\$ 508.9	\$ 520.8	\$ 553.4
<b>Chng%</b>	12%	2%	6%

<b>Adj EBITDA</b>	\$ 114.7	\$ 123.9	\$ 135.2
<b>Adj NI</b>	\$ 43.3	\$ 48.0	\$ 55.3
<b>Adj EPS</b>	\$ 0.51	\$ 0.55	\$ 0.63

<b>P/E</b>	5.2x	4.8x	4.2x
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**COMPANY DESCRIPTION**

OppFi, Inc. is a tech-enabled, mission-driven specialty finance platform that broadens the reach of community banks to extend credit access to everyday Americans. Through its unwavering commitment to customer service, the Company supports consumers, who are turned away by mainstream options, to build better financial health. OppFi began trading on the NYSE under the symbol "OPFI" on July 20, 2021, following the completion of a Business Combination Agreement by and among FG New America Acquisition Corp.

**OPFI, INC. (NYSE: OPFI)**
**Company Update**

**Financial Results:** OPFI reported revenue, adj. EBITDA, and adj. net income of \$132.9M, \$25.8M, and \$8.9M, respectively. This compares to consensus estimates of \$135.4M, \$24.9M, and \$6.4M. This resulted in full year revenue, adj. EBITDA, and adj. Net Income of \$508.9M, \$114.7M, and \$43.3M. Net revenue margin was 49.5% and 53.7% for the quarter and year, respectively. This was a year over year margin expansion of 910bps for the quarter and 577bps for the year. These strong results are driven by both an expansion of revenues as well as moderation of the Company's expenses. We anticipate that this trend will continue through the balance of 2024 as OPFI focuses on profitability.

**Originations:** Total net originations for the quarter were \$191.9M, which is down from the \$195.7M posted last quarter and up from \$185.9M in 4Q22. We note that originations tend to follow seasonal trends. We expect originations to continue to improve year over year as the Company expands its geographic footprint, further expanding the total addressable market. Of the originations in the quarter 100% were by Bank Partners, up from 98% last quarter and 95% in 4Q22. Auto approval rate for the quarter was 73%, which was flat from last quarter and up from 69% in 4Q22. This resulted in ending receivables of \$416.5M, up from \$402.2M in 4Q22. We note that management has said they will not chase growth at the expense of quality.

**Lending Standards:** Charge-Offs as a percentage of total revenue stood at 46% to end the quarter, which is down from 59% at the end of 4Q22. We view this as proof of the Company's ability to simultaneously grow revenues and manage credit quality. Additionally, first payment default rate decreased by 40bps, and total delinquency rate declined by 90bps in the quarter. Yield was 126.8%, an expansion from 118.4% a year ago. We expect OPFI to continue focusing on the lowest risk segment in the current macro environment, further strengthening its credit position.

**Liquidity and Balance Sheet:** OPFI ended the quarter with \$73.9M of cash and restricted cash, an increase of \$24.3M from 4Q22. The Company also had \$192.3M of unused debt capacity, which when combined with \$31.8M of unrestricted cash totaled \$224.1M in liquidity.

**Guidance:** OPFI has stated its full-year revenue, adj. net income and adj. EPS guidance for FY24. Revenue guidance was set at a range of \$510.0M to \$530.0M, which implies y/y revenue growth of 2.2% at the midpoint. NI guidance was set at \$46.0M to \$49.0M, which implies y/y growth of 9.6% at the midpoint. EPS guidance was set at \$0.53 to \$0.57, which implies y/y growth of 7.9% at the midpoint. We believe the Company is positioned to meet and potentially exceed its guidance and have adjusted our model accordingly.

**Valuation:** We use a P/E comp analysis to guide our valuation. Our valuation relies on a P/E multiple range of 7.0x to 9.0x with a midpoint of 8.0x. This arrives at a valuation range of \$4.44 to \$5.71 with a mid-point of \$5.08.



impressive customer experience ratings which include a 4.5 out of 5 on TrustPilot as of publication, an A rating from the BBB as of publication, and a Net Promoter Score of 79 as of 4Q23.

This has resulted in significant company highlights illustrated below:

### Exhibit 2: Company Highlights

 <p><b>Profitable Across Business Cycles</b></p> <p>9 consecutive years of net income<sup>1</sup></p>	 <p><b>Solid Revenue Growth</b></p> <p>31% 5-year CAGR<sup>2</sup></p>	 <p><b>CEO and Executive Chairman as Largest Shareholder</b></p> <p>Owner / operator dynamic aligns incentives to maximize shareholder value</p>
 <p><b>Leading Proprietary Credit &amp; Technology Platform</b></p> <p>Real-time AI drove automation for 89% of decisions in 2023</p>	 <p><b>Significant Scale</b></p> <p>Facilitated more than \$5.8 billion in gross loan issuance covering over 3.4 million loans, since inception<sup>3</sup></p>	 <p><b>Exceptional Customer Satisfaction</b></p> <p>Net Promoter Score of 79<sup>4</sup>; 4,100+ Trustpilot customer reviews with 4.5 / 5.0 average rating<sup>3</sup></p>

1. 2015-2023  
2. 2018-2023

3. As of 12/31/2023  
4. For FY 2023 at the time of loan approval

Source: Company Reports

To fund its operations OppFi maintains a revolving debt balance that totaled \$292.8M as of 3Q23. This was equal to approximately 86% of the Company's 3Q23 debt level and 129% of current market cap. While we typically avoid companies that have such high debt levels relative to market cap, we view this as a unique situation due to OppFi maintaining this revolver to fund its receivables and is thus correlated to its receivables. The remaining \$49.3M we view as corporate debt which makes up a much more reasonable 14% of 3Q23 debt level and 22% of current market cap.

### Digital Specialty Finance Platform

Crucial to OppFi's success is the platform that it operates. This starts with the Company's ability to facilitate credit solutions, with net originations growing 3% year over year in 4Q23. We attribute this to OppFi's wide network of marketing and sourcing that includes its partner channel, SEO, email marketing, direct mail, and its referral network.

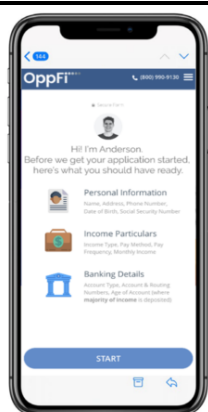
Through the bank partner model, banks utilize the platform to lend, originate, contract, and fund the borrowers. OppFi's current bank partners are FinWise, First Electric Bank, and Capital Community Bank. The banks not only originate the loans but they also retain the title to and ownership of the loans at all times, however, OppFi may purchase certain participation interests in the loans at a later date while the banks retain the titles as the owners of the assets.

To facilitate credit decisions the platform relies on over 500 data points outside of traditional FICO scores to generate a proprietary score. Applicants are evaluated based on metrics such as consistency of income, types of previous loans, previous repayment patterns and employment status, among many others. OppFi believes these nontraditional methods more accurately identify those consumers who are willing and able to repay loans, while simultaneously helping bank partners to avoid the issuance of loans to those consumers who cannot afford or do not intend to repay. Approximately 89% of

underwriting decisions were automated in FY23 with some applicants receiving their funds on the same day the applications are approved.

As applicants go through the underwriting process, those that are eligible may choose to opt into the OppFi TurnUp Program which voluntarily checks the market for sub-36% APY products for which the applicant may qualify. Should the applicant qualify for these lower cost products they are made aware of this avenue and are given the option to either continue their application on the other lender's platform or to continue using the OppFi platform.

### Exhibit 3: Digital Native Solution



#### Value to Customers

- » Quick application process
- » If approved, access to fair and transparent credit
- » Opportunity to build financial health

#### Value to Bank Partners

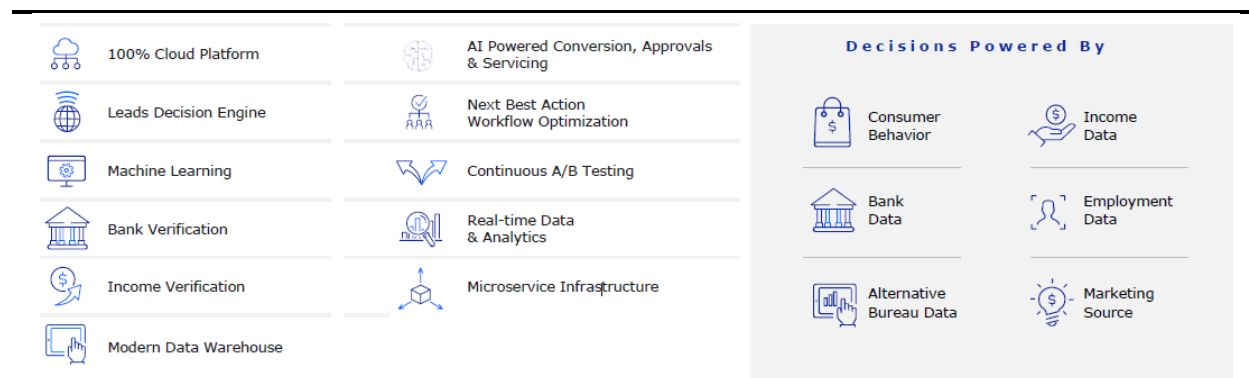
- » Best-in-class mobile acquisition
- » Customizable underwriting platform with alternative data resources
- » Industry-leading customer service

Source: Company Websites

This ability to successfully underwrite allows OppFi to provide very competitive terms and conditions in fair and transparent packages that allows customers to build financial health. Simple interest installment loans without balloon payments make the process as straightforward as possible. These terms coupled with reporting to the three major credit agencies provide customers with an ability to rebuild credit.

This is emblematic of the Company's mission driven ethos and one of the drivers leading to OppFi having such strong customer satisfaction scores. Lastly, customers and non-customers alike have access to OppU which is the Company's online financial education center which can help educate users about credit building and budgeting. This is with the explicit goal of helping customers to graduate to mainstream credit products.

### Exhibit 4: Platform Drivers



Source: Company Reports

## Growth Strategy

To increase market share and grow the business, management developed key organic and inorganic growth initiatives. The initiatives include driving volume growth, diversifying into new customer and product types, and serving more customers through new relationships. An overview of these priorities can be found in the following exhibit.

**Exhibit 5: Growth Drivers**



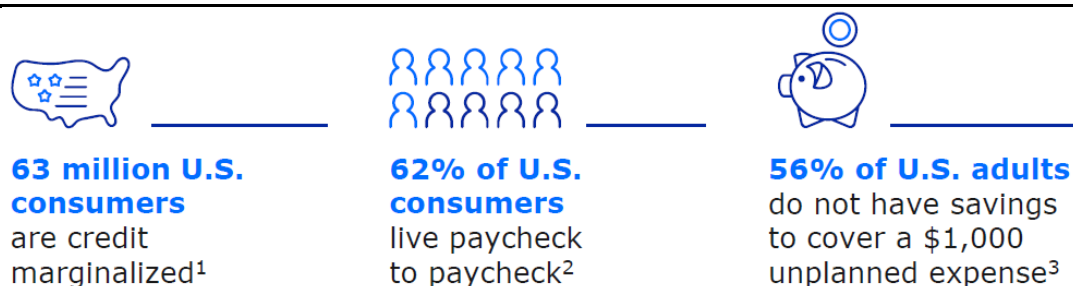
Source: Company Presentation

## Market Overview

Demand for OppFi products is directly related to the U.S. consumer. Current estimates show that 63 million U.S. consumers are credit marginalized. Additionally, 62% of consumers are living paycheck to paycheck. This coupled with 56% of adults not having the savings to cover unplanned expenses over \$1,000 leaves OppFi products in demand.

These customers tend to be some of the most in need of fair, affordable, transparent, and flexible credit products to cover cash shortfalls. This segment of the market is not serviced by traditional banks and credit providers, primarily due to low FICO scores. OppFi can service this market due to their strong underwriting results discussed above.

**Exhibit 6: OppFi Addressable Market**



1. PYMNTS. "How Credit Insecurity is Changing U.S. Consumers' Borrowing Habits" PYMNTS.com, April 2023.  
 2. PYMNTS. "New Reality Check: The Paycheck-to-Paycheck Report" PYMNTS.com, February 2024.  
 3. Bankrate. "Bankrate's 2024 Annual Emergency Savings Report" Bankrate.com, February 2024.

Source: Company Presentation

When we look at this market going forward, we note that traditional banks have been slow to adopt digital technologies. Of the roughly 4,700 FDIC institutions, the majority operate with legacy technology that is not sufficiently mobile for today's consumer. This gives OppFi a significant early adopter advantage to gather data and continue to improve its mobile and digital platform.



## Risks

As with any investment, there are certain risks associated with OppFi's operations as well as with the surrounding economic and regulatory environments common to the specialty finance industry.

**Competitive Industry** – OPFI operates in a competitive industry with a number of players, some of which are larger than the Company. Should the Company fail to expand its customer base the business may suffer.

**Regulatory Changes** – The Company may be subject to regulatory changes. Government legislation and/or regulatory agencies can impose rate caps, which can negatively impact the Company's ability to operate.

**Credit** – OPFI's customers are those with low and/or poor to no credit history. This puts the Company at significant risk of loss should a significant number of customers fail to meet their contracted repayment obligations.

**Reinvestment** – OPFI has a very short duration portfolio requiring repeated reinvestment. Should appetite for OPFI's products deteriorate it will be challenged to recover that revenue lost.

**Partnerships** – The Company depends on FinWise, FEB, and CCB to support its operations as bank partners. Should any of these partners choose to cease or limit operations the Company may be unable to attract new bank partners, which would have a significant adverse impact on OppFi's operations.

**Significant Ownership Concentration** – Greater than 50% of both voting and economic interest is held by insiders. While we generally like to see companies with significant insider ownership, concentrated ownership allows management to exert significant control over operations. Should their interests diverge from minority owners, minority shareholders may be negatively affected.

## VALUATION SUMMARY

To help frame our valuation we use a comparative analysis.

Due to OppFi's role in the lending process we do not believe it is appropriate to value OppFi using Book Value as we would a traditional bank or lending operation. We therefore rely more heavily on P/E when valuing OppFi.

### Comparative Analysis

(all figures in M, expect per share information)

Company Name	Symbol	Price <sup>(1)</sup>	Mrkt Cap	P/E <sup>(2, 3)</sup>			Forward P/E		
				2023	2024E	2025E	3 Year	5 Year	10 Year
Enova International, Inc.	ENVA	\$ 62.30	\$ 1,755.3	10.9x	7.7x	6.4x	6.4x	6.2x	7.5x
Medallion Financial Corp.	MFIN	\$ 7.92	\$ 177.0	3.2x	5.6x	3.9x	6.2x	6.4x	7.9x
OneMain Holdings, Inc.	OMF	\$ 48.75	\$ 5,838.6	9.2x	8.3x	6.3x	6.1x	6.3x	7.9x
Propel Holdings Inc.	TSX: PRL	\$ 12.33	\$ 431.5	15.2x	9.9x	5.3x	8.7x	8.7x	8.7x
Average				9.6x	7.9x	5.5x	6.8x	6.9x	8.0x
Median				10.0x	8.0x	5.8x	6.3x	6.3x	7.9x
OppFi Inc.	OPFI	\$ 2.64	\$ 226.3	5.2x	4.8x	4.2x	N/A	N/A	N/A

(1) Previous day's closing price

(2) Estimates are from Capital IQ

(3) Forward estimates as of calendar year

Source: Company reports, CapitalIQ, Stonegate Capital Partners

We are using a P/E framework to inform our OPFI valuation. Currently OPFI is trading at a FY25 P/E of 4.2x compared to comps at an average of 5.5x. We note that historically comps have traded in a range of 6.1x to 8.7x per CapIQ. We are using our F25 expected Earnings of \$0.63, and a P/E range of 7.0x to 9.0x with a midpoint of 8.0x. We believe this is reasonable given the historical trading multiples of peer companies. This arrives at a valuation range of \$4.44 to \$5.71 with a mid-point of \$5.08.

	P/E		
Multiple	7.00x	8.00x	9.00x
2025E Earnings	\$ 0.63	\$ 0.63	\$ 0.63
Price	\$ 4.44	\$ 5.08	\$ 5.71

## Balance Sheet

## OppFi Inc.

## Consolidated Balance Sheets (\$M)

Fiscal Year End: December

ASSETS	Q1 Mar-21	Q2 Jun-21	Q3 Sep-21	Q4 Dec-21	FY 2021	Q1 Mar-22	Q2 Jun-22	Q3 Sep-22	Q4 Dec-22	FY 2022	Q1 Mar-23	Q2 Jun-23	Q3 Sep-23
Cash	76.9	55.3	27.6	25.1	25.1	27.0	23.5	14.0	16.2	16.2	32.2	26.8	31.1
Restricted Cash	19.0	65.5	29.2	37.3	37.3	32.9	34.2	36.5	33.4	33.4	39.2	35.3	34.9
Finance Receivables at Fair Values	269.8	296.4	334.1	383.9	383.9	381.8	450.7	458.1	457.3	457.3	417.5	447.0	466.5
Finance Receivables at Amortized Cost	0.1	0.1	1.3	4.2	4.2	4.8	4.6	3.9	0.6	0.6	0.5	0.3	0.2
Settlement Receivable	-	-	-	-	-	-	-	-	2.0	2.0	2.8	2.5	2.9
Assets Held for Sale	-	-	-	-	-	-	-	-	0.6	0.6	0.5	-	-
Debt Issuance Costs	2.2	1.8	1.7	1.5	1.5	1.0	2.3	2.3	4.0	4.0	3.7	3.3	4.2
Property, Equipment, and Software	11.4	12.6	13.8	14.6	14.6	15.2	14.9	14.7	14.0	14.0	12.8	12.0	11.1
Operating Lease Right of Use Assets	-	-	-	-	-	15.1	14.8	14.4	13.6	13.6	13.2	13.0	12.6
Deferred Tax Assets	-	-	23.9	25.6	25.6	25.1	24.8	24.1	26.8	26.8	26.6	26.0	24.7
Other Assets	5.8	5.6	9.1	9.9	9.9	9.5	8.3	12.0	11.2	11.2	11.1	11.2	12.4
<b>Total Assets</b>	<b>385.2</b>	<b>437.2</b>	<b>440.7</b>	<b>502.1</b>	<b>502.1</b>	<b>512.5</b>	<b>578.1</b>	<b>580.0</b>	<b>579.8</b>	<b>579.8</b>	<b>560.0</b>	<b>577.4</b>	<b>600.6</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>													
Accounts Payable	0.5	0.6	3.6	6.1	6.1	6.8	10.2	6.7	6.3	6.3	3.7	4.1	3.6
Accrued Expenses	21.8	28.6	25.5	29.6	29.6	18.6	19.4	20.2	23.2	23.2	16.9	22.8	21.9
Reserve for Repurchase Liability	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Lease Liability	-	-	-	-	-	17.6	17.3	16.9	16.6	16.6	16.2	15.9	15.5
Secured Borrowing Payable	15.9	17.6	19.8	22.4	22.4	19.2	5.1	1.8	0.8	0.8	-	-	-
Senior Debt, Net	146.5	206.6	206.0	251.6	251.6	261.7	331.2	338.4	344.7	344.7	330.7	331.9	342.2
Notes Payable	-	-	-	-	-	-	0.2	2.5	1.6	1.6	0.8	-	2.2
Warrant Liabilities	-	-	24.5	11.2	11.2	8.8	5.5	4.2	1.9	1.9	1.7	1.4	1.1
Tax Receivable Agreement Liability	-	-	22.9	23.3	23.3	23.2	23.6	23.9	25.6	25.6	25.9	24.4	24.4
Subordinated Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Debt	6.4	6.4	-	-	-	-	-	-	-	-	-	-	-
<b>Total Liabilities</b>	<b>191.1</b>	<b>259.9</b>	<b>302.2</b>	<b>344.2</b>	<b>344.2</b>	<b>356.0</b>	<b>412.6</b>	<b>414.5</b>	<b>420.7</b>	<b>420.7</b>	<b>395.9</b>	<b>400.4</b>	<b>410.8</b>
Preferred Stock	6.7	6.7	-	-	-	-	-	-	-	-	-	-	-
Class A Common Stock	-	-	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Class V Voting Stock	-	-	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Additional Paid in Capital	0.4	0.6	59.0	61.7	61.7	61.9	64.3	65.9	65.5	65.5	67.2	70.9	72.4
Accumulated Deficit	187.1	170.1	(82.2)	(70.7)	(70.7)	(70.7)	(66.2)	(66.7)	(63.5)	(63.5)	(63.3)	(61.0)	(58.5)
Treasury Stock	-	-	-	-	-	-	(2.2)	(2.5)	(2.5)	(2.5)	(2.5)	(2.5)	(2.5)
<b>Total Parent Net Equity</b>	<b>194.1</b>	<b>177.3</b>	<b>(23.2)</b>	<b>(9.0)</b>	<b>(9.0)</b>	<b>(8.7)</b>	<b>(4.0)</b>	<b>(3.2)</b>	<b>(0.5)</b>	<b>(0.5)</b>	<b>1.4</b>	<b>7.4</b>	<b>11.4</b>
Minority interest	-	-	161.6	166.9	166.9	165.3	169.5	168.7	159.6	159.6	162.7	169.5	178.4
<b>Total Consolidated Equity</b>	<b>194.1</b>	<b>177.3</b>	<b>138.4</b>	<b>157.9</b>	<b>157.9</b>	<b>156.6</b>	<b>165.5</b>	<b>165.5</b>	<b>159.2</b>	<b>159.2</b>	<b>164.1</b>	<b>177.0</b>	<b>189.8</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>385.2</b>	<b>437.2</b>	<b>440.7</b>	<b>502.1</b>	<b>502.1</b>	<b>512.5</b>	<b>578.1</b>	<b>580.0</b>	<b>579.8</b>	<b>579.8</b>	<b>560.0</b>	<b>577.4</b>	<b>600.6</b>

Source: Company Reports, Stonegate Capital Partners



## Income Statement

OppFi Inc.

Consolidated Statements of Income (in \$M, except per share amounts)

Fiscal Year End: December

	FY 2021	FY 2022	Q1 Mar-23	Q2 Jun-23	Q3 Sep-23	Q4 Dec-23	FY 2023	Q1 E Mar-24	Q2 E Jun-24	Q3 E Sep-24	Q4 E Dec-24	FY 2024E	Q1 E Mar-25	Q2 E Jun-25	Q3 E Sep-25	Q4 E Dec-25	FY 2025E
Interest and Loan Related Income	\$ 349.0	\$ 451.4	\$ 119.9	\$ 121.6	\$ 132.1	\$ 131.8	\$ 505.4	\$ 122.9	\$ 124.7	\$ 130.9	\$ 137.5	\$ 516.1	\$ 132.8	\$ 133.9	\$ 137.9	\$ 143.9	\$ 548.5
Other Revenue	1.5	1.4	0.4	0.9	1.1	1.1	3.5	1.1	1.2	1.2	1.2	4.7	1.1	1.2	1.3	1.3	4.9
<b>Total Revenue</b>	<b>350.6</b>	<b>452.9</b>	<b>120.4</b>	<b>122.5</b>	<b>133.2</b>	<b>132.9</b>	<b>508.9</b>	<b>124.0</b>	<b>125.9</b>	<b>132.1</b>	<b>138.7</b>	<b>520.8</b>	<b>133.9</b>	<b>135.1</b>	<b>139.2</b>	<b>145.2</b>	<b>553.4</b>
Change in Fair Values	86.9	235.9	63.2	47.9	57.5	67.2	235.8	61.5	55.6	57.6	60.4	235.1	61.2	58.9	61.7	65.5	247.3
<b>Net Revenue</b>	<b>263.7</b>	<b>217.0</b>	<b>57.2</b>	<b>74.6</b>	<b>75.7</b>	<b>65.8</b>	<b>273.2</b>	<b>62.5</b>	<b>70.3</b>	<b>74.6</b>	<b>78.4</b>	<b>285.7</b>	<b>72.7</b>	<b>76.2</b>	<b>77.5</b>	<b>79.7</b>	<b>306.1</b>
Sales and Marketing	52.6	54.4	9.8	12.3	12.8	11.2	46.2	12.5	13.0	11.7	11.7	48.9	13.2	13.2	13.2	13.2	52.8
Customer Operations	40.3	42.3	10.3	10.4	10.5	10.3	41.6	10.4	10.4	10.4	10.4	41.6	11.1	11.1	11.0	11.0	44.2
Technology, Products, and Analytics	27.4	33.4	10.0	9.8	9.7	9.7	39.2	10.3	10.2	10.2	10.2	40.8	11.1	11.1	11.1	11.1	44.5
General, Admin, and Other	61.8	58.0	12.0	12.5	14.9	13.7	53.1	13.9	13.9	13.9	13.9	55.6	14.1	14.0	14.0	14.2	56.3
Interest (Income)/Expense	24.3	35.2	11.4	11.2	12.1	12.1	46.8	12.1	12.1	12.1	12.1	48.3	12.1	12.1	12.1	12.1	48.5
<b>Total Operating Expenses</b>	<b>206.4</b>	<b>223.3</b>	<b>53.5</b>	<b>56.2</b>	<b>60.1</b>	<b>57.0</b>	<b>226.8</b>	<b>59.1</b>	<b>59.6</b>	<b>58.3</b>	<b>58.2</b>	<b>235.2</b>	<b>61.7</b>	<b>61.6</b>	<b>61.5</b>	<b>61.7</b>	<b>246.3</b>
<b>Operating Income (Loss)</b>	<b>57.3</b>	<b>(6.3)</b>	<b>3.7</b>	<b>18.3</b>	<b>15.6</b>	<b>8.7</b>	<b>46.4</b>	<b>3.3</b>	<b>10.7</b>	<b>16.3</b>	<b>20.2</b>	<b>50.5</b>	<b>11.0</b>	<b>14.7</b>	<b>16.1</b>	<b>18.0</b>	<b>59.8</b>
Change in Fair Value of Warrant Liability	26.4	9.4	0.2	0.4	0.3	(5.8)	(5.0)	-	-	-	-	-	-	-	-	-	-
Gain on Forgiveness of Paycheck Protection Program	6.4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-	0.1	0.2	0.1	0.1	0.1	0.4	-	-	-	-	-	-	-	-	-	-
<b>Earnings Before Taxes</b>	<b>90.1</b>	<b>3.1</b>	<b>4.1</b>	<b>18.8</b>	<b>16.0</b>	<b>3.0</b>	<b>41.8</b>	<b>3.3</b>	<b>10.7</b>	<b>16.3</b>	<b>20.2</b>	<b>50.5</b>	<b>11.0</b>	<b>14.7</b>	<b>16.1</b>	<b>18.0</b>	<b>59.8</b>
Provision for Income Tax	0.3	(0.3)	0.1	0.7	0.5	1.0	2.3	0.7	2.2	3.4	4.2	10.6	2.3	3.1	3.4	3.8	12.6
<b>Net Income</b>	<b>89.8</b>	<b>3.3</b>	<b>3.9</b>	<b>18.1</b>	<b>15.5</b>	<b>1.9</b>	<b>39.5</b>	<b>2.6</b>	<b>8.5</b>	<b>12.9</b>	<b>15.9</b>	<b>39.9</b>	<b>8.7</b>	<b>11.6</b>	<b>12.7</b>	<b>14.2</b>	<b>47.2</b>
Net Addbacks and One Time Expenses	(6.1)	3.5	1.8	2.7	2.2	8.3	14.9	2.8	3.0	3.0	3.0	11.8	3.0	3.0	3.0	3.0	12.0
Provision for Income Tax	0.3	(0.3)	0.1	0.7	0.5	1.0	2.3	0.7	2.2	3.4	4.2	10.6	2.3	3.1	3.4	3.8	12.6
<b>Adj. EBT</b>	<b>84.0</b>	<b>6.6</b>	<b>5.8</b>	<b>21.4</b>	<b>18.2</b>	<b>11.3</b>	<b>56.7</b>	<b>6.1</b>	<b>13.7</b>	<b>19.3</b>	<b>23.2</b>	<b>62.3</b>	<b>14.0</b>	<b>17.7</b>	<b>19.1</b>	<b>21.0</b>	<b>71.8</b>
Pro Forma Taxes	(18.1)	(1.6)	(1.4)	(5.2)	(4.4)	(2.4)	(13.4)	(1.4)	(3.2)	(4.4)	(5.3)	(14.3)	(3.2)	(4.1)	(4.4)	(4.8)	(16.5)
<b>Adj. Net Income</b>	<b>65.8</b>	<b>5.0</b>	<b>4.4</b>	<b>16.3</b>	<b>13.8</b>	<b>8.9</b>	<b>43.3</b>	<b>4.7</b>	<b>10.6</b>	<b>14.8</b>	<b>17.9</b>	<b>48.0</b>	<b>10.8</b>	<b>13.6</b>	<b>14.7</b>	<b>16.2</b>	<b>55.3</b>
<b>Basic EPS</b>	<b>\$ 1.93</b>	<b>\$ 0.51</b>	<b>\$ 0.02</b>	<b>\$ 0.14</b>	<b>\$ 0.13</b>	<b>\$ (0.31)</b>	<b>\$ (0.06)</b>	<b>\$ 0.02</b>	<b>\$ 0.07</b>	<b>\$ 0.11</b>	<b>\$ 0.13</b>	<b>\$ 0.33</b>	<b>\$ 0.07</b>	<b>\$ 0.09</b>	<b>\$ 0.10</b>	<b>\$ 0.11</b>	<b>\$ 0.38</b>
<b>Diluted EPS</b>	<b>\$ 0.48</b>	<b>\$ 0.05</b>	<b>\$ 0.02</b>	<b>\$ 0.14</b>	<b>\$ 0.13</b>	<b>\$ (0.31)</b>	<b>\$ (0.06)</b>	<b>\$ 0.02</b>	<b>\$ 0.07</b>	<b>\$ 0.11</b>	<b>\$ 0.13</b>	<b>\$ 0.33</b>	<b>\$ 0.07</b>	<b>\$ 0.09</b>	<b>\$ 0.10</b>	<b>\$ 0.11</b>	<b>\$ 0.38</b>
<b>Adj. Diluted EPS</b>	<b>\$ 0.78</b>	<b>\$ 0.06</b>	<b>\$ 0.05</b>	<b>\$ 0.19</b>	<b>\$ 0.16</b>	<b>\$ 0.10</b>	<b>\$ 0.51</b>	<b>\$ 0.05</b>	<b>\$ 0.12</b>	<b>\$ 0.17</b>	<b>\$ 0.20</b>	<b>\$ 0.55</b>	<b>\$ 0.12</b>	<b>\$ 0.16</b>	<b>\$ 0.17</b>	<b>\$ 0.19</b>	<b>\$ 0.63</b>
WTD Shares Out - Basic	13.2	13.9	15.0	15.6	16.8	18.1	16.4	18.2	18.3	18.4	18.4	18.3	18.4	18.6	18.8	18.8	18.6
WTD Shares Out - Diluted	84.5	84.3	15.2	15.9	17.1	18.1	16.4	18.2	18.3	18.4	18.4	18.3	18.4	18.6	18.8	18.8	18.6
WTD Shares Out - Adj. Diluted	84.5	84.3	84.4	84.8	85.3	85.7	85.1	86.1	86.6	87.0	87.1	86.7	87.1	87.1	87.1	87.1	87.1
<b>Adjusted EBITDA</b>	<b>\$ 116.9</b>	<b>\$ 53.9</b>	<b>\$ 20.1</b>	<b>\$ 35.7</b>	<b>\$ 33.0</b>	<b>\$ 25.8</b>	<b>\$ 114.7</b>	<b>\$ 21.4</b>	<b>\$ 29.0</b>	<b>\$ 34.7</b>	<b>\$ 38.8</b>	<b>\$ 123.9</b>	<b>\$ 29.8</b>	<b>\$ 33.5</b>	<b>\$ 34.9</b>	<b>\$ 37.0</b>	<b>\$ 135.2</b>

## Margin Analysis

Revenue Margin	75.2%	47.9%	47.5%	60.9%	56.8%	49.5%	53.7%	50.4%	55.8%	56.4%	56.5%	54.9%	54.3%	56.4%	55.7%	54.9%	55.3%
Operating Margin	16.3%	-1.4%	3.1%	15.0%	11.7%	6.6%	9.1%	2.7%	8.5%	12.3%	14.6%	9.7%	8.2%	10.9%	11.5%	12.4%	10.8%
Adj. EBITDA Margin	33.3%	11.9%	16.7%	29.2%	24.8%	19.4%	22.5%	17.3%	23.1%	26.3%	27.9%	23.8%	22.2%	24.8%	25.1%	25.5%	24.4%
EBT Margin	25.7%	0.7%	3.4%	15.3%	12.0%	2.2%	8.2%	2.7%	8.5%	12.3%	14.6%	9.7%	8.2%	10.9%	11.5%	12.4%	10.8%
Adj. EBT Margin	24.0%	1.4%	4.9%	17.5%	13.6%	8.5%	11.1%	4.9%	10.9%	14.6%	16.7%	12.0%	10.5%	13.1%	13.7%	14.5%	13.0%
Net Income Margin	25.6%	0.7%	3.3%	14.8%	11.7%	1.5%	7.8%	2.1%	6.7%	9.7%	11.5%	7.7%	6.5%	8.6%	9.1%	9.8%	8.5%
Adj. Net Income Margin	18.8%	1.1%	3.7%	13.3%	10.3%	6.7%	8.5%	3.8%	8.4%	11.2%	12.9%	9.2%	8.1%	10.1%	10.5%	11.2%	10.0%
Tax Rate	0.3%	-9.0%	3.6%	3.7%	2.9%	34.7%	5.6%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%

Source: Company Reports, Stonegate Capital Partners estimates

## Statement of Cash Flows

OppFi Inc.

Consolidated Cash Flow Statements (\$M)

Fiscal Year End: December

CASH FLOW	Q1 Mar-21	Q2 Jun-21	Q3 Sep-21	Q4 Dec-21	FY 2021	Q1 Mar-22	Q2 Jun-22	Q3 Sep-22	Q4 Dec-22	FY 2022	Q1 Mar-23	Q2 Jun-23	Q3 Sep-23
<b>Operating Activities</b>													
Net Income	24.4	18.0	30.4	17.0	89.8	(0.3)	9.5	(0.7)	(5.2)	3.3	3.9	18.1	15.5
Changes in Fair Value of Finance Receivables	22.4	11.3	18.9	33.3	86.0	49.5	42.2	70.6	71.7	234.0	63.1	44.0	57.3
Provision for Credit Losses on Finance Receivables	0.0	0.0	0.1	0.7	0.9	0.5	0.6	1.0	(0.1)	1.9	0.1	3.9	0.2
Provision for Repurchase Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation and Amortization	2.2	2.4	2.7	3.0	10.3	3.2	3.4	3.5	3.5	13.6	3.4	3.3	3.1
Debt Issuance Cost Amortization	0.5	0.6	0.6	0.6	2.3	0.6	0.9	0.1	0.7	2.4	0.8	0.5	0.6
Stock Based Compensation Expense	0.0	0.2	0.9	1.8	3.0	0.6	1.1	0.8	1.0	3.4	1.1	0.8	1.1
Loss on Disposition of Equipment	-	0.0	0.0	0.0	0.0	-	0.0	(0.0)	(0.0)	0.0	-	0.0	-
Impairment Loss on Assets Held for Sale	-	-	-	-	-	-	-	-	3.6	3.6	-	-	-
Impairment of Right of Use Assets	-	-	-	-	-	-	-	-	0.5	0.5	-	-	-
Lower of Cost or Market Adjustment	-	-	-	-	-	-	-	-	-	-	(3.0)	-	-
Deferred Income Taxes	-	-	0.4	(1.0)	(0.5)	0.5	0.2	0.7	(2.0)	(0.6)	0.1	0.1	(0.0)
Tax Receivable Agreement Liability	-	-	-	0.3	0.3	-	0.4	0.3	(0.7)	(0.0)	-	-	-
Change in Fair Value of Warrant Units	-	-	4.2	-	4.2	-	-	-	-	-	-	-	-
Change in Fair Value of Warrant Liabilities	-	-	(13.1)	(13.3)	(26.4)	(2.4)	(3.3)	(1.3)	(2.3)	(9.4)	(0.2)	(0.4)	(0.3)
Gain on Forgiveness of Debt	-	-	-	-	-	-	-	-	-	-	(0.1)	-	-
Gain on Forgiveness of Paycheck Protection Program Loans	-	-	(6.4)	-	(6.4)	-	-	-	-	-	-	-	-
<b>Cash flow from operating activities before working capital changes</b>	<b>49.5</b>	<b>32.6</b>	<b>38.8</b>	<b>42.6</b>	<b>163.4</b>	<b>52.2</b>	<b>54.8</b>	<b>74.9</b>	<b>70.6</b>	<b>252.6</b>	<b>72.3</b>	<b>67.5</b>	<b>77.5</b>
Unamortized loan Origination Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Accrued Interest and Fees Receivable	(1.4)	(0.1)	0.2	(1.4)	(2.8)	(0.0)	(2.2)	(2.4)	(0.5)	(5.1)	3.0	(1.3)	(2.3)
Settlement Receivable	-	-	-	-	-	-	-	-	(2.0)	(2.0)	(0.8)	0.3	(0.4)
Operating Lease, Net	-	-	-	-	-	0.0	0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Other Assets	(1.0)	0.2	(3.4)	(0.7)	(5.0)	0.4	1.2	(0.5)	1.3	2.5	0.2	(0.2)	1.4
Accounts Payable	(0.9)	0.1	1.7	2.5	3.4	0.7	3.4	(3.5)	(0.3)	0.2	(2.6)	0.3	(0.5)
Accrued Expenses	(1.0)	6.8	(2.0)	4.4	8.2	(8.6)	0.8	0.9	2.0	(4.9)	(6.3)	6.3	(0.6)
<b>Cash flow generated/(absorbed) from operating Activities</b>	<b>45.4</b>	<b>39.5</b>	<b>35.3</b>	<b>47.3</b>	<b>167.3</b>	<b>44.7</b>	<b>58.1</b>	<b>69.5</b>	<b>71.0</b>	<b>243.3</b>	<b>65.6</b>	<b>72.9</b>	<b>75.0</b>
<b>Investing Activities</b>													
Finance Receivables Originated and Acquired	(105.8)	(142.6)	(154.4)	(184.8)	(587.6)	(156.9)	(213.0)	(186.5)	(182.0)	(738.4)	(155.5)	(191.2)	(193.6)
Finance Receivables Repayments	104.2	103.0	96.3	99.1	402.5	108.4	104.0	110.7	111.3	434.4	129.3	118.8	119.1
Net Repurchase from Third-Party Lender	(3.0)	(3.6)	(4.0)	(3.8)	(14.4)	(3.8)	(3.1)	(3.2)	(3.1)	(13.3)	(2.1)	(2.5)	(2.3)
Purchase of Equipment and Capitalized Technology	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Cash flow generated by Investing Activities</b>	<b>(4.6)</b>	<b>(43.2)</b>	<b>(62.1)</b>	<b>(89.5)</b>	<b>(199.5)</b>	<b>(52.2)</b>	<b>(112.1)</b>	<b>(79.1)</b>	<b>(73.8)</b>	<b>(317.2)</b>	<b>(28.3)</b>	<b>(74.9)</b>	<b>(76.8)</b>
<b>Financing Activities</b>													
Member Distributions	(0.9)	(33.1)	(17.0)	(0.0)	(51.0)	(0.6)	(0.6)	(0.2)	0.0	(1.3)	(0.0)	(7.5)	(2.7)
Member Contributions	-	-	0.2	-	0.2	-	-	-	-	-	-	-	-
Payments to Opportunity Financial, LLC Unit Holders	-	-	(91.6)	-	(91.6)	-	-	-	-	-	-	-	-
Cash Received in Reverse Capitalization	-	-	91.9	-	91.9	-	-	-	-	-	-	-	-
Payment of Capitalize Transaction Costs	-	-	(21.6)	-	(21.6)	-	-	-	-	-	-	-	-
Net (Payments) Advances of Secured Borrowing Payable	(0.2)	1.8	2.1	2.7	6.4	(3.3)	(14.1)	(3.4)	(1.0)	(21.7)	(0.6)	-	-
Net (Payments) Advances of Senior Debt	16.2	60.0	(0.8)	45.5	120.9	10.0	69.4	7.0	6.3	92.7	(14.1)	1.0	10.2
Payment of Subordinated Debt	(4.0)	-	-	-	(4.0)	-	-	-	-	-	-	-	-
Payments of Notes Payable	-	-	-	-	-	-	0.2	(0.9)	(0.9)	(1.6)	(0.8)	(0.8)	(0.2)
Proceeds from Other Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Payment for Debt Issuance Costs	(1.5)	(0.1)	(0.3)	(0.3)	(2.3)	(0.0)	(2.1)	(0.0)	(2.4)	(4.5)	(0.2)	(0.0)	(1.4)
Proceeds from Employee Stock Purchase Plan	-	-	-	-	-	-	-	0.1	-	0.1	0.2	-	0.2
Payments of Tax Withholding on Vesting of RSU	-	-	-	-	-	-	-	-	-	-	-	-	(0.3)
Repurchase of Common Stock	-	-	-	-	-	(1.0)	(1.1)	(0.3)	-	(2.5)	-	-	-
<b>Cash flow generated/(absorbed) by financing Activities</b>	<b>9.6</b>	<b>28.6</b>	<b>(37.1)</b>	<b>47.8</b>	<b>48.8</b>	<b>5.1</b>	<b>51.8</b>	<b>2.4</b>	<b>2.0</b>	<b>61.3</b>	<b>(15.6)</b>	<b>(7.3)</b>	<b>5.7</b>
<b>Net Cash flow in the Period</b>	<b>50.3</b>	<b>24.8</b>	<b>(64.0)</b>	<b>5.6</b>	<b>16.7</b>	<b>(2.4)</b>	<b>(2.3)</b>	<b>(7.2)</b>	<b>(0.8)</b>	<b>(12.7)</b>	<b>21.7</b>	<b>(9.3)</b>	<b>3.9</b>
<b>Cash and Cash Equivalents</b>													
Beginning Cash balance	45.7	96.0	120.8	56.8	45.7	62.4	59.9	57.6	50.5	62.4	49.7	71.4	62.1
Ending Cash balance	96.0	120.8	56.8	62.4	62.4	59.9	57.6	50.5	49.7	49.7	71.4	62.1	66.0

Source: Company Reports, Stonegate Capital Partners

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