A Leading FinTech Platform for the Everyday Consumer



Q3 2022 Earnings Presentation

November 9, 2022

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Adjusted Net Income is defined as Net Income, plus (1) amortization of debt transaction costs and (2) other addbacks and one-time expenses, including one-time implementation fees, stock compensation expenses, IPO readiness costs, management fees and recruiting fees, severance and relocation, adjusted for taxes assuming a tax rate of 23.99% for the three months ended September 30, 2021 and a 24.14% tax rate for the three months ended September 30, 2022 and adjusted for taxes assuming a tax rate of 24.68% for the nine months ended September 30, 2021 and a 24.09% tax rate for the nine months ended September 30, 2022, reflecting the U.S. federal statutory rate of 21% and a blended statutory rate for state income taxes, in order to allow for a comparison with other publicly traded companies. Adjusted EBITDA is defined as Adjusted Net Income, plus (1) a tax rate of 23.99% for the three months ended September 30, 2021 and a 24.14% tax rate for the three months ended September 30, 2022 and adjusted for taxes assuming a tax rate of 24.68% for the nine months ended September 30, 2021 and a 24.09% tax rate for the nine months ended September 30, 2022, reflecting the U.S. federal statutory rate of 21% and a blended statutory rate for state income taxes, in order to allow for a comparison with other publicly traded companies, (2) depreciation and amortization, (3) interest expense and (4) business (non-income) taxes. Adjusted EPS is defined as adjusted net income divided by weighted average diluted shares outstanding, which represent shares of both classes of common stock outstanding, excluding 25,500,000 shares related to earnout obligations and including the impact of unvested restricted stock units. These financial measures have not been prepared in accordance with accounting principles generally accepted in the United States and may be different from non-GAAP financial measures used by other companies. OppFi believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends. These non-GAAP measures with comparable names should not be considered in isolation from, or as an alternative to, financial measures determined in accordance with GAAP. These non-GAAP measures of financial results are not GAAP measures of our financial results or liquidity and should not be considered as an alternative to net income (loss) as a measure of financial results, cash flows from operating activities as a measure of liquidity, or any other performance measure derived in accordance with GAAP. OppFi believes these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to OppFi's financial condition and results of operations. OppFi's management uses these non-GAAP measures for trend analyses and for budgeting and planning purposes. OppFi believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating projected operating results and trends in and in comparing OppFi's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results. You should review the OppFi's audited financial statements, which have been filed with the SEC. A reconciliation for OppFi's non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix.

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OppFi

Key Company Highlights



Solid Revenue Growth

66% 5-year CAGR[1]



Significant Scale

Facilitated more than $4.2 billion in gross loan issuance covering over 2.5 million loans, since inception[2]



Leading Proprietary Credit & Technology Platform

Real-time AI drove automation for 82% of decisions in 2021



CEO and Executive Chairman as Largest Shareholder

Owner / operator dynamic aligns incentives to maximize shareholder value



Robust Customer Demand

More than 2.4 million applications in 2021, ~80% mobile generated



Exceptional Customer Satisfaction

Net Promoter Score of 85[3]; 3,400+ Trustpilot customer reviews with 4.6 / 5.0 average rating

1. 2016– 2021
2. As of Q3 2022
3. For full-year 2021 at the time of loan approval

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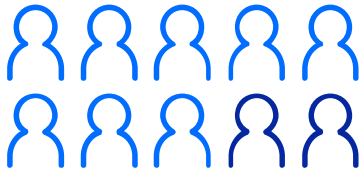
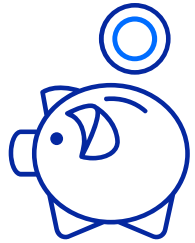
High Percentage of Americans Lack Savings and/or Credit Access



60 million U.S. adults
lack access to traditional credit[1]



64% of U.S. consumers
live paycheck to paycheck[2]



44% of U.S. adults
have savings to cover a $1,000 unplanned expense[3]

1. Hamdani, Kausar, et al. "UNEQUAL ACCESS TO CREDIT The Hidden Impact of Credit Constraints." NewYorkFed.org, 2019
2. LendingClub Corporation. "New Reality Check: The Paycheck-To-Paycheck Report: The Credit Edition." PYMNTS.com, May 2, 2022
3. Bennett, Karen. "Survey: Less than half of Americans have savings to cover a $1,000 surprise expense." Bankrate.com, January 19, 2022

OppFi

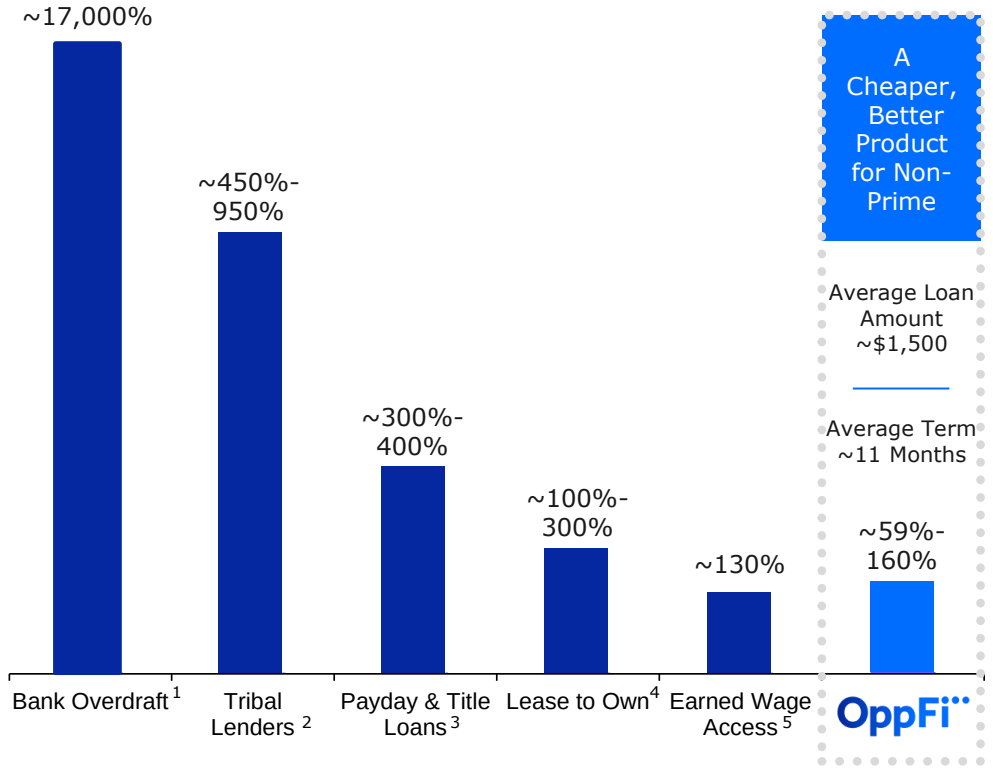
OppFi Advantage: Market Leading Terms and Excellent Customer Experience

Traditionally financing options for the underbanked have been limited, with exorbitant interest rates and poor customer service

OppFi's Market Leading Terms

- Simple interest, amortizing installment loans with no balloon payments
- No origination, late, or NSF fees
- No prepayment penalties
- Market-based offers provide options based on amount, interest rate, and term
- Report to the 3 major credit bureaus
- Work compassionately with customers who require payment plan modification
- TurnUp program helps consumers find most affordable loan even if that option isn't with us

Underbanked Option APRs



1. Credit Karma; based on average charge of $34 on average transaction of $24 to be repaid within three days
2. CFPB; from 2017 lawsuit, the annual percentage rates for four tribal lenders' installment loan products was between 440% and 950%
3. FTC and CFPB; based on title lenders charging average of 25% per month and typical two-week payday loan with a $15 per $100 fee
4. FTC; based on $83/month, 12-month Lease to Own ("LTO") plan to purchase ~$500 item and $39/week, 48-week LTO plan to purchase ~$600 item
5. Lend Academy; assumes $200 amount financed with $5 finance charge 7 days between the advance and employee's regularly scheduled paydate

OppFi

Q3 2022 Financial Highlights

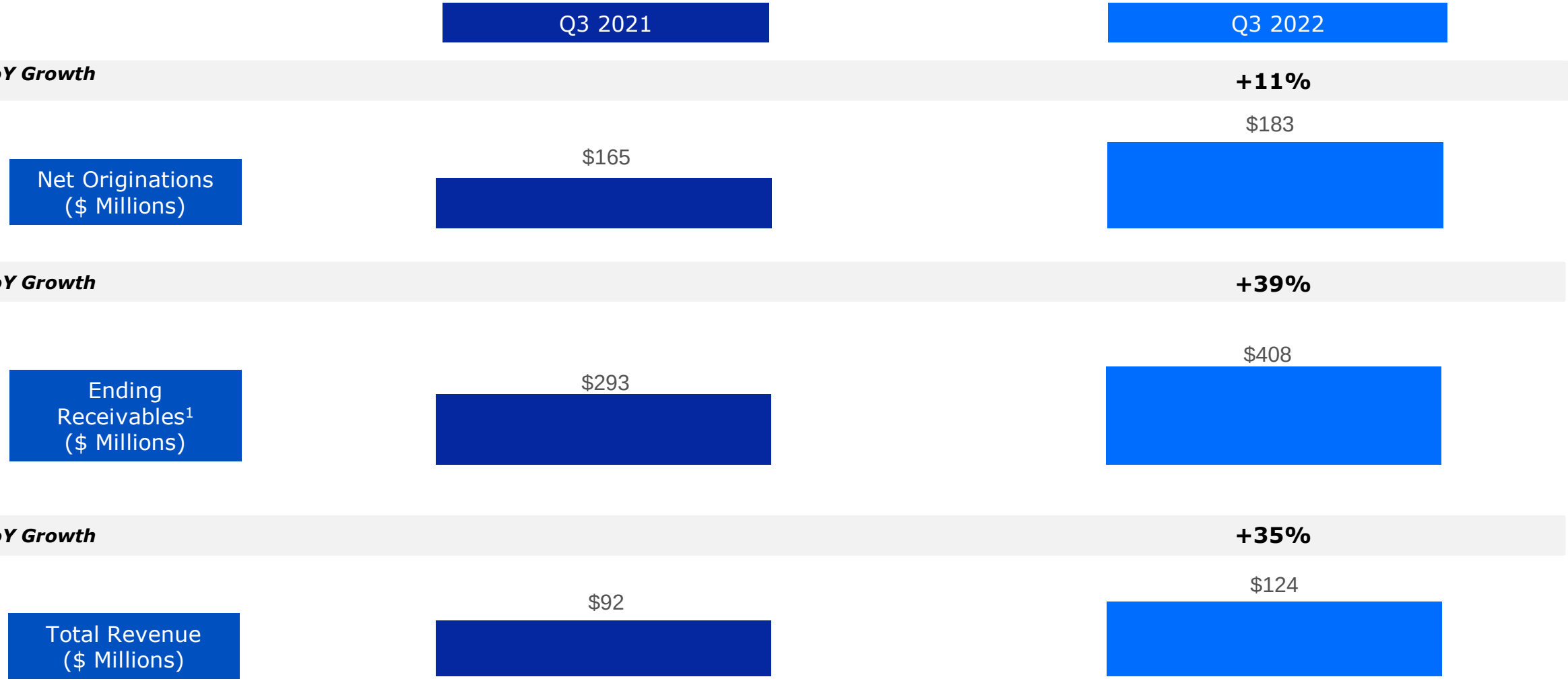
- Total Revenue increased **35%** year over year
- Net Originations increased **11%** year over year
- Ending Receivables increased **39%** year over year
- Net Loss was **$(0.7) million**, down from Net Income of **$30.4 million** in Q3 2021
- Adjusted Net Income was **$0.8 million**
- Basic and Diluted EPS were **$(0.04)** and **$(0.04)**, respectively
- Adjusted EPS[1] was **$0.01**

1. Adjusted EPS is defined as adjusted net income divided by adjusted shares outstanding, which represent shares of both classes of common stock outstanding as of September 30, 2022, excluding 25,500,000 shares related to earnout obligations and including the impact of unvested restricted stock units and performance stock units

OppFi

Q3 2022 Performance

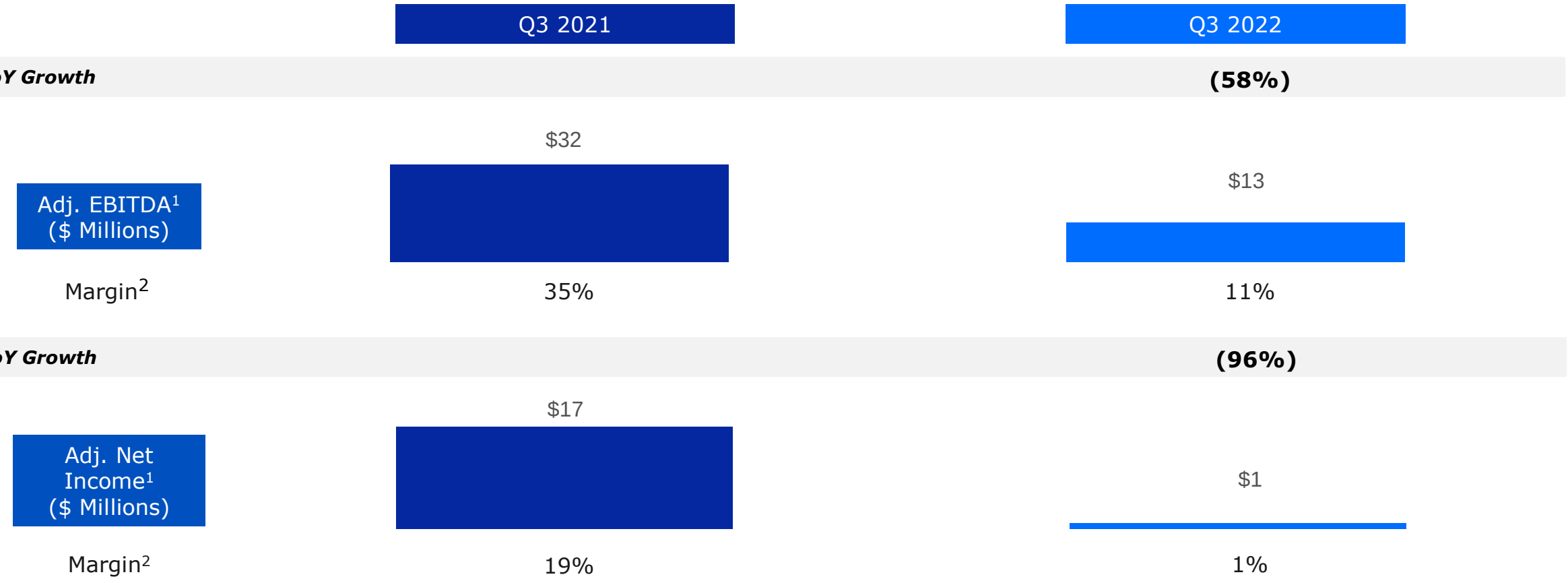
With continued strong demand, net originations increased 11%, ending receivables expanded 39%, and total revenue grew 35% year over year.



1. Receivables are defined as unpaid principal balances of both on- and off-balance sheet loans.

Q3 2022 Performance

Elevated charge-offs continued to pressure profitability. OppFi expects charge-offs to remain elevated in the fourth quarter.



1. Adj. EBITDA and Adj. Net Income and margins thereof are not financial measures determined in accordance with GAAP. For a reconciliation to our most directly comparable financial measures calculated and presented in accordance with GAAP, please see the Appendix included within this presentation.
2. Margins depicted as percentage of Total Revenue.

OppFi

Quarterly Key Performance Indicators

	UNAUDITED QUARTER ENDED	
($ in millions), except Total Marketing Cost	**9/30/2021**	**9/30/2022**
Net Originations[1]	$165	$183
Ending Receivables[2]	$293	$408
% of Originations by Bank Partners	93%	94%
Net Charge-Offs as % of Avg. Receivables[3]	36%	66%
Average Yield[4]	131%	119%
Automatic Approval Rate[5]	58%	69%
Total Marketing Cost per New Funded Loan[6]	$255	$188
Total Marketing Cost per Funded Loan[7]	$89	$66

Key Highlights

Net originations increased 11% year over year

Ending receivables increased 39% year over year as a result of strong origination growth YoY

Net charge-offs as % of average receivables increased to 66% versus 36% year over year, which reflects elevated delinquencies from higher loss customer segments that we have continued to cut throughout Q3-2022

Yield decreased year over year due to increased enrollment in hardship and assistance programs and increased delinquency

Automatic approval rate increased to 69% from 58% year over year, reflecting the continued application of algorithmic automation projects that streamline the origination process

Total marketing cost per new funded loan decreased 26% year over year due to improved efficiency in direct mail spend combined with growth in lower cost marketing channels and a shift to lower cost partners

1. Net originations include both originations by bank partners on the OppFi platform, as well as direct originations by OppFi.
2. Receivables are defined as unpaid principal balances of both on- and off-balance sheet loans.
3. Net charge-offs as a percentage of average receivables (defined as unpaid principal of both on- and off-balance sheet loans) represents total charge offs from the period less recoveries as a percent of average receivables. OppFi charges off loans after they are more than 90 days delinquent.
4. Average Yield is defined as annualized interest income from the period as a percent of average receivables
5. Auto-Approval Rate is calculated by taking the number of approved loans that are not decisioned by a loan advocate or underwriter (auto-approval) divided by the total number of loans approved.
6. Marketing Cost per New Funded Loan represents marketing cost per funded loan for new loans. This metric is the amount of direct marketing costs incurred during a period divided by the number of new funded loans originated during that same period.
7. Marketing Cost per Funded Loan represents marketing cost per funded loans (including new and returning customer loans). This metric is the amount of direct marketing costs incurred during a period divided by the number of funded loans originated during that same period.

OppFi

Condensed Balance Sheet

	UNAUDITED PERIOD ENDED	
($ in millions)	**12/31/2021**	**9/30/2022**
Assets		
Cash and restricted cash	$62.4	$50.5
Finance Receivables at Fair Value	383.9	458.1
Finance Receivables at Amortized Cost, Net	4.2	3.9
Other Assets	51.6	67.6
Total Assets	**$502.1**	**$580.0**
Liabilities and Stockholders' Equity		
Other Liabilities	$59.0	$67.7
Total Debt	274.0	342.6
Warrant Liabilities	11.2	4.2
Total Liabilities	344.2	414.5
Total Equity	157.9	165.5
Total Liabilities and Equity	**$502.1**	**$580.0**

Key Highlights

Total cash decrease of $12 million was driven by an increase in originated loans relative to received payments and recovered loans

Other assets grew by $16 million driven largely by the addition of an operating lease right of use asset of $14 million (corresponding liability in "Other Liabilities") related to the Company's corporate headquarters due to the adoption of a new accounting standard

Total debt increase of $69 million was driven by an increase in utilization of leverage facilities of $87 million and was partially offset by lower secured borrowing payables by $21 million

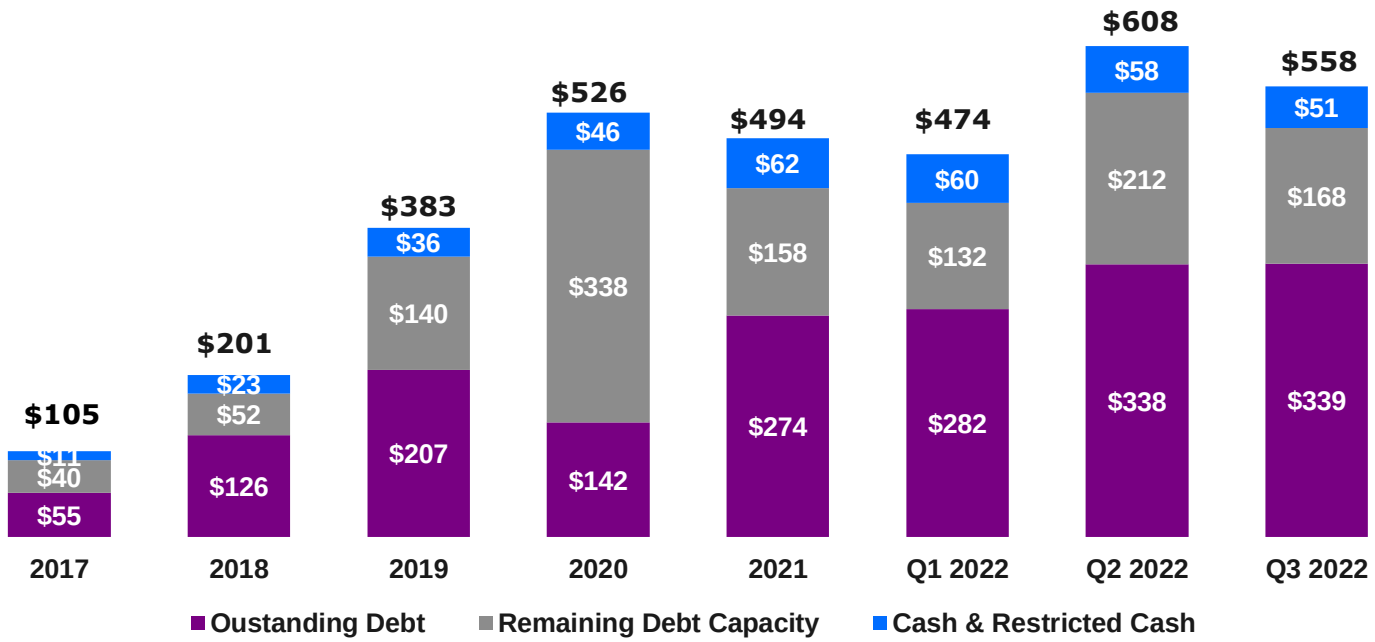
Equity increase of $8 million was driven by net income and stock-based compensation and was partially offset by treasury stock as a result of the Company's Share Repurchase Program

OppFi

Reduced Cost of Financing and Strong Balance Sheet to Power Growth

Ample debt capacity provides a means to fund future growth without equity

Liquidity ($ in millions)



Grown liquidity more than 5x since 2017

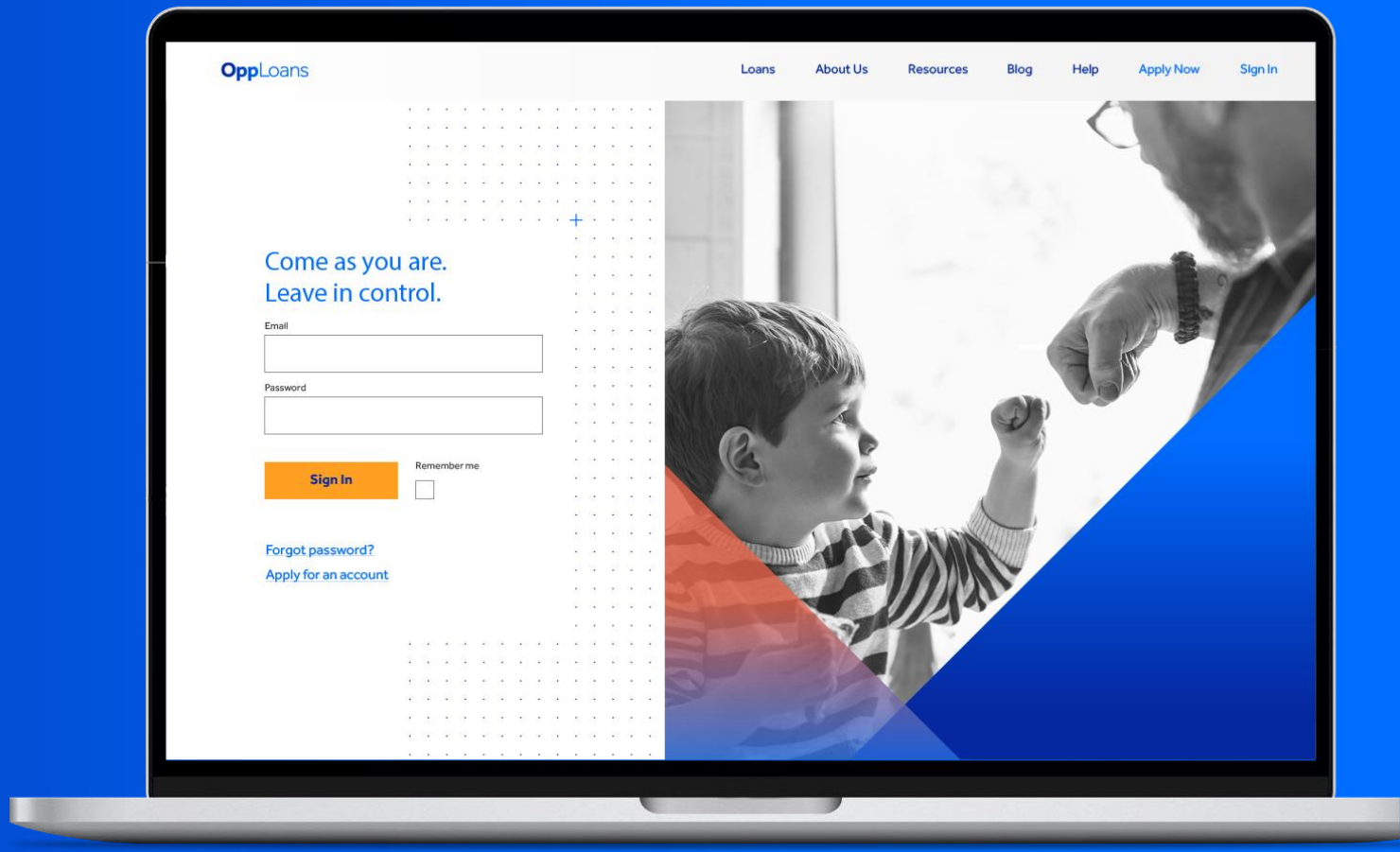
Decreased cost of borrowing by 500+ bps since 2017

Diversified institutional capital sources

Increased financial flexibility with:

- corporate credit agreements,
- asset-backed facilities,
- bank provided asset-based loans,
- forward flow arrangements, and
- total return swap

Appendix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Pro Forma Share Count as of September 30, 2022

Shares	Share Price				Notes
	$10.00	**$12.00**	**$13.00**	**$14.00**	
Class A Common Stock	14,241,422	14,241,422	14,241,422	14,241,422	
Class V Common Stock Held for the benefit of Pre-Business Combination OppFi Equity holders	69,659,100	69,659,100	69,659,100	69,659,100	Excludes 25,500,000 shares of Class V Common Stock outstanding with respect to Earn Out Units held by pre-business combination OppFi equity holders, which vest and are subject to forfeiture as discussed below
Total Currently Issued and Outstanding Shares of Common Stock	**83,900,522**	**83,900,522**	**83,900,522**	**83,900,522**	Excludes 25,500,000 shares of Class V Common Stock outstanding with respect to Earn Out Units held by pre-business combination OppFi equity holders, which vest and are subject to forfeiture as discussed below
Earn-Out Shares		8,500,000	17,000,000 (including 8,500,000 units that would have vested at $12)	25,500,000 (including 8,500,000 units that would have vested at each of $12 and $13)	Earn-Out Shares represent shares of Class V Common Stock that related to a total of 25,500,000 Earn Out Units held by pre-business combination OppFi equity holders, which vest in three tranches when the volume weighted average price (VWAP) of the Class A Common Stock equals or exceeds each of $12.00, $13.00 and $14.00 for any 20 out of 30 consecutive trading days over the first 36 months after closing, and with respect to which Class V Common Stock is currently outstanding and subject to vesting and forfeiture Forfeited after 3-year anniversary of closing date if vesting conditions above are not met
Total Outstanding Shares of Common Stock Giving Effect to Earn-Outs	**83,900,522**	**92,400,522**	**100,900,522**	**109,400,522**	

Note: This presentation is not a complete summary of all relevant terms, conditions and information related to the capital structure of OppFi Inc. For more information, see the Company's filings with the SEC, including the Annual Report on Form 10-K filed by the Company with the SEC on March 11, 2022 and subsequent Quarterly Reports on Form 10-Q.
This presentation excludes:
703,914 shares repurchased and held as Treasury Stock
14,426,937 warrants to purchase shares of Class A Common Stock at $11.50 per share
912,500 warrants to purchase shares of Class A Common Stock at $15.00 per share
11,677,604 shares of Class A Common Stock issuable under the Company's 2021 Equity Incentive Plan
1,155,373 shares of Class A Common Stock issuable under the Company's 2021 Employee Stock Purchase Plan

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Fair Value Valuation

	UNAUDITED PERIOD ENDED	
($ in thousands)	6/30/2022	9/30/2022
Outstanding Principal	$394,709	$402,571
Accrued Interest	$12,917	$15,288
Interest Rate	149.9%	150.8%
Discount Rate	24.9%	25.9%
Servicing Cost[1]	(5.0)%	(5.0)%
Remaining Life	0.637 years	0.598 years
Default Rate[1]	19.5%	19.6%
Accrued Interest[1]	3.3%	3.8%
Prepayment Rate[1]	16.4%	21.2%
Premium to Principal[2]	10.9%	9.9%

Key Highlights

- Interest rate increased by 90bps due to relative increase in base APR loans on the book
- Remaining life decreased by 2 weeks due to portfolio aging from recent credit tightening
- Discount rate increased 100bps primarily due to increases in the risk-free rate

1. Stated as a percentage of loan receivable.
2. Represents rate applied to on-balance unpaid principal receivables, inclusive of adjustment for accrued interest.

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OppFi GAAP Income Statements

(in thousands, except share and per share data) *Unaudited*	Three Months Ended September 30, 2022	2021	Variance (%)
Interest and loan related income	$ 123,605	$ 91,448	35.2%
Other income	639	529	20.8%
Total revenue	**124,244**	**91,977**	**35.1%**
Provision for credit losses on finance receivables	(1,017)	(143)	611.2%
Change in fair value of finance receivables	(70,601)	(18,940)	272.8%
Net revenue	**52,626**	**72,894**	**(27.8%)**
Expenses:			
Sales and marketing	11,674	15,633	(25.3%)
Customer operations	10,591	10,550	0.4%
Technology, products, and analytics	8,325	7,329	13.6%
General, administrative, and other	13,909	21,456	(35.2%)
Total expenses before interest expense	**44,499**	**54,968**	**(19.0%)**
Interest expense	9,096	6,414	41.8%
Total expenses	**53,595**	**61,382**	**(12.7%)**
(Loss) income from operations	**(969)**	**11,512**	**(108.4%)**
Gain on forgiveness of PPP loan	-	6,444	**-**
Change in fair value of warrant liability	1,323	13,139	**(89.9%)**
Income before income taxes	**354**	**31,095**	**(98.9%)**
Provision for income taxes	1,015	703	**44.4%**
Net (loss) income	**(661)**	**30,392**	**(102.2%)**
Less: net (loss) income attributable to noncontrolling interest	(90)	16,267	**(100.6%)**
Net (loss) income attributable to OppFi Inc.	**$ (571)**	**$ 14,125**	**(104.0%)**
(Loss) earnings per share attributable to OppFi Inc. [1]:			
(Loss) earnings per common share:			
Basic	$ (0.04)	$ 1.06	
Diluted	$ (0.04)	$ 0.29	
Weighted average common shares outstanding:			
Basic	13,972,971	13,363,995	
Diluted	13,972,971	84,464,783	

OppFi GAAP Income Statements

(in thousands, except share and per share data) *Unaudited*	Nine Months Ended September 30, 2022	2021	Variance (%)
Interest and loan related income	$ 331,814	$ 253,581	30.9%
Other income	1,015	1,029	(1.4%)
Total revenue	**332,829**	**254,610**	**30.7%**
Provision for credit losses on finance receivables	(2,043)	(181)	1028.7%
Change in fair value of finance receivables	(162,280)	(52,635)	208.3%
Net revenue	**168,506**	**201,794**	**(16.5%)**
Expenses:			
Sales and marketing	43,067	35,114	22.6%
Customer operations	31,933	30,036	6.3%
Technology, products, and analytics	24,848	19,669	26.3%
General, administrative, and other	40,965	45,686	(10.3%)
Total expenses before interest expense	140,813	130,505	7.9%
Interest expense	24,421	17,406	40.3%
Total expenses	**165,234**	**147,911**	**11.7%**
Income from operations	**3,272**	**53,883**	**(93.9%)**
Gain on forgiveness of PPP loan	-	6,444	**-**
Change in fair value of warrant liability	7,024	13,139	**(46.5%)**
Income before income taxes	**10,296**	**73,466**	**(86.0%)**
Provision for income taxes	1,757	703	**149.9%**
Net income	**8,539**	**72,763**	**(88.3%)**
Less: net income attributable to noncontrolling interest	4,576	58,638	**(92.2%)**
Net income attributable to OppFi Inc.	**$ 3,963**	**$ 14,125**	**(71.9%)**
Earnings per share attributable to OppFi Inc. [1]:			
Earnings per common share:			
Basic	$ 0.29	$ 1.08	
Diluted	$ 0.09	$ 0.29	
Weighted average common shares outstanding:			
Basic	13,694,733	13,107,874	
Diluted	84,277,277	84,464,783	

OppFi Condensed Balance Sheet

(in thousands) Unaudited	September 30, 2022	December 31, 2021	Variance (%)
Assets			
Cash and restricted cash	$ 50,469	$ 62,362	(19.1%)
Finance receivables at fair value	458,065	383,890	19.3%
Finance receivables at amortized cost, net	3,858	4,220	(8.6%)
Other assets	67,578	51,634	30.9%
Total assets	**$ 579,970**	**$ 502,106**	**15.5%**
Liabilities and stockholders' equity			
Other liabilities	$ 67,668	$ 58,967	14.8%
Total debt	342,636	274,021	25.0%
Warrant liability	4,216	11,240	(62.5%)
Total liabilities	**$ 414,520**	**$ 344,228**	**20.4%**
Total stockholders' equity	**165,450**	**157,878**	**4.8%**
Total liabilities and stockholders' equity	**$ 579,970**	**$ 502,106**	**15.5%**

OppFi Quarterly Net Income to Adj. EBT, Adj. Net Income and Adj. EBITDA Reconciliation

(in thousands, except share and per share data) *Unaudited*	Three Months Ended September 30, 2022	2021	Variance (%)
Net (loss) income	**$ (661)**	**$ 30,392**	**(102.2%)**
Provision for income taxes	1,015	703	44.4%
Debt amortization	582	572	1.7%
Other addback and one-time expenses[1]	76	(8,825)	(100.9%)
Adjusted EBT	**1,012**	**22,842**	**(95.6%)**
Less: pro forma taxes[2]	(244)	(5,480)	(95.5%)
Adjusted net income	**768**	**17,362**	**(95.6%)**
Pro forma taxes[2]	244	5,480	(95.5%)
Depreciation and amortization	3,452	2,712	27.3%
Interest expense	8,513	5,841	45.7%
Business (non-income) taxes	238	383	(37.9%)
Adjusted EBITDA	**$ 13,215**	**$ 31,778**	**(58.4%)**
Adjusted EPS[3]:	$ 0.01	$ 0.21	
Weighted average diluted shares outstanding:	84,080,808	84,464,783	

1. For the three months ended September 30, 2022, other addbacks and one-time expenses of $0.1 million included a $(1.3) million addback due to the change in fair value of the warrant liabilities, a $(0.1) million recruiting related addback, a $0.8 million expense related to severance and retention bonuses, and $0.8 million in expenses related to stock compensation. For the three months ended September 30, 2021, other addbacks and one-time expenses of $(8.8) million included a $(13.1) million addback due to the change in fair value of the warrant liabilities, a $(6.4) million addback due to the gain on forgiveness of the PPP Loan, $6.6 million in public company readiness costs prior to the Business Combination, $1.0 million in accounting and legal costs related to the Business Combination, a $0.9 million expense related to warrant valuation, a $0.2 million expense related to severance, a $0.1 million expense related to board fees, a $1.0 million recruiting and salary expense, and a $0.9 million expense related to stock compensation.
2. Assumes a tax rate of 23.99% for the three months ended September 30, 2021 and a 24.14% tax rate for the three months ended September 30, 2022, reflecting the U.S. federal statutory rate of 21% and a blended statutory rate for state income taxes.

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OppFi Quarterly Net Income to Adj. EBT, Adj. Net Income and Adj. EBITDA Reconciliation

(in thousands, except share and per share data) *Unaudited*	Nine Months Ended September 30, 2022	2021	Variance (%)
Net income	**$ 8,539**	**$ 72,763**	**(88.3%)**
Provision for income taxes	1,757	703	149.9%
Debt amortization	1,626	1,735	(6.3%)
Other addback and one-time expenses[1]	(1,656)	(2,923)	(43.3%)
Adjusted EBT	**10,266**	**72,278**	**(85.8%)**
Less: pro forma taxes[2]	(2,473)	(17,839)	(86.1%)
Adjusted net income	**7,793**	**54,439**	**(85.7%)**
Pro forma taxes[2]	2,473	17,839	(86.1%)
Depreciation and amortization	10,056	7,289	38.0%
Interest expense	22,795	15,671	45.5%
Business (non-income) taxes	826	1,175	(29.7%)
Adjusted EBITDA	**$ 43,943**	**$ 96,413**	**(54.4%)**
Adjusted EPS[3]:	$ 0.09	$ 0.64	
Weighted average diluted shares outstanding:	84,277,277	84,464,783	

1. For the nine months ended September 30, 2022, other addbacks and one-time expenses of $(1.7) million included a $(7.0) million addback due to the change in fair value of the warrant liabilities, $2.9 million in expenses related to severance and retention bonuses, $2.4 million in expenses related to stock compensation, and $0.1 million in one-time legal expenses. For the nine months ended September 30, 2021, other addbacks and one-time expenses of $(2.9) million included a $(13.1) million addback due to the change in fair value of the warrant liabilities, a $(6.4) million addback due to the gain on forgiveness of the PPP Loan, $6.6 million in public company readiness costs prior to the Business Combination, $2.6 million in expenses related to one-time legal, accounting, and other costs related to the Business Combination, $4.2 million in expenses related to warrant valuation, $0.6 million in expenses related to severance, $0.4 million in management and board fees, a $1.0 million recruiting and salary expense, and a $1.2 million expense related to stock compensation.
2. Assumes a tax rate of 24.68% for the nine months ended September 30, 2021 and a 24.09% tax rate for the nine months ended September 30, 2022, reflecting the U.S. federal statutory rate of 21% and a blended statutory rate for state income taxes.

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OppFi Cash Flows

	Nine Months Ended September 30,		
(in thousands) Unaudited	**2022**	**2021**	**Variance (%)**
Net cash provided by operating activities	$ 172,263	$ 120,090	43.4%
Net cash (used in) investing activities	(243,445)	(109,979)	(121.4%)
Net cash provided by financing activities	59,289	1,034	5,633.9%
Net (decrease) increase in cash, cash equivalents and restricted cash	$ (11,893)	$ 11,145	(206.7%)

OppFi Diluted Shares as Reflected in Adjusted Earnings Per Share

	Three Months Ended September 30,	
	2022	2021
Weighted average Class A common stock outstanding	13,972,971	13,363,996
Weighted average Class V voting stock outstanding	95,397,996	96,600,787
Elimination of earnouts at period end	(25,500,000)	(25,500,000)
Dilutive impact of restricted stock units	192,127	-
Dilutive impact of performance stock units	17,714	-
Weighted average diluted shares outstanding	84,080,808	84,464,783

OppFi Diluted Shares as Reflected in Adjusted Earnings Per Share

	Nine Months Ended September 30,	
	2022	2021
Weighted average Class A common stock outstanding	13,694,733	13,107,874
Weighted average Class V voting stock outstanding	95,946,836	96,856,909
Elimination of earnouts at period end	(25,500,000)	(25,500,000)
Dilutive impact of restricted stock units	123,722	-
Dilutive impact of performance stock units	11,986	-
Weighted average diluted shares outstanding	84,277,277	84,464,783

OppFi Adjusted EPS

	Three Months Ended September 30,	
	2022	2021
Adjusted net income (thousands)[1]	$ 768	$ 17,361
Weighted average diluted shares outstanding	84,080,808	84,464,783
Adjusted basic EPS[2]:	$ 0.01	$ 0.21

	Nine Months Ended September 30,	
	2022	2021
Adjusted net income (thousands)[1]	$ 7,793	$ 54,439
Weighted average diluted shares outstanding	84,277,277	84,464,783
Adjusted diluted EPS[2]:	$ 0.09	$ 0.64

1. Non-GAAP Financial Measures: Adjusted Net Income and Adjusted EBITDA are financial measures that have not been prepared in accordance with Generally Accepted Accounting Principles ("GAAP"). See the "Note Regarding Non-GAAP Financial Measures" below for a detailed description and reconciliation of such Non-GAAP financial measures to their most directly comparable GAAP financial measures.

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