



INVESTOR PRESENTATION

June 2023

Disclaimer

Forward Looking Statements: This presentation includes certain statements that are not historical facts but are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995, including statements related to market trends, the impact of the global COVID-19 pandemic on factors impacting the Open Lending Corporation's (the "Company" or "Open Lending") business, the Company's new lender pipeline, consumer behavior and demand for automotive loans, as well as future financial performance. Forward-looking statements generally are accompanied by words such as "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "should," "would," "plan," "predict," "potential," "seem," "seek," "future," "outlook," and similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These statements are based on various assumptions and on the current expectations of the Company's management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the Company's control. These forward-looking statements are subject to a number of risks and uncertainties, including general economic, market, political and business conditions; the continuing effects of the COVID-19 pandemic on consumer behavior; applicable taxes, inflation, supply chain disruptions including global hostilities and responses thereto, interest rates and the regulatory environment; the outcome of judicial proceedings to which Open Lending is, or may become a party; failure to realize the anticipated benefits of the business combination with Nebula Acquisition Corporation; other risks discussed in our filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended December 31, 2022 and our subsequently filed Quarterly Reports on Form 10-Q. If the risks materialize or assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that the Company presently does not know or that it currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect the Company's expectations, plans or forecasts of future events and views as of the date of this presentation. The Company anticipates that subsequent events and developments will cause their assessments to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's assessments as of any date subsequent to the date of this presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.

Non-GAAP Financial Measures: The non-GAAP financial measures included in this presentation are financial information that has not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). The Company uses Adjusted EBITDA, Adjusted EBITDA margin and Adjusted operating cash flows internally in analyzing our financial results and believes these measures are useful to investors, as a supplement to GAAP measures, in evaluating our ongoing operational performance. The Company believes that the use of non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial results with other companies in our industry, many of which present similar non-GAAP financial measures to investors.

The Company believes these measures provide useful information to investors and others in understanding and evaluating its operating results in the same manner as its management and board of directors. In addition, these measures provide useful measures for period-to-period comparisons of our business, as they remove the effect of certain non-cash items and certain non-recurring variable charges. Adjusted EBITDA is defined as GAAP net income excluding interest expense, income taxes, depreciation and amortization expense of property and equipment, and share-based compensation expense. Adjusted EBITDA margin is defined as Adjusted EBITDA expressed as a percentage of total revenue. Adjusted operating cash flows is defined as Adjusted EBITDA, minus CAPEX, +/- change in contract assets.

Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Investors are encouraged to review the reconciliation of non-GAAP financial measures to their most directly comparable GAAP financial measure provided in the financial statement tables included below in this presentation.

Introduction to Open Lending



Specialized **Lending Enablement Platform** for the **Near and Non-Prime Auto Market** powered by **Proprietary Data, Advanced Decisioning Analytics**, and an **Innovative Insurance Structure**

\$270bn
Total
Addressable
Market for
Underlying
Loan
Origination⁽¹⁾

\$4.8bn
Loans
Facilitated in
2022

\$180m 2022
Revenue

\$106m
2022 Adj.
EBITDA

2022 Adj.
EBITDA margin
of **59%**

440 Active
Automotive
Lenders⁽²⁾

20+ Years of
Proprietary
Data

2m+ Unique
Risk Profiles

(1) Source: 2022 L.E.K. research and analysis

(2) "Active automotive lender" is defined as an automotive lender that issued at least one insured loan in 2022.

Compelling Investment Thesis

Substantial Market Opportunity



- ~\$270bn underlying loan origination total addressable market; our current TAM penetration is <2% ⁽¹⁾
- In addition, our opportunity related to the refinancing market is estimated at \$40bn annually

Unique Business Model



- **Attractive revenue model**; compelling unit economics
- **Low-capital intensity**; no balance sheet lending risk
- **Considerable barriers to entry**; 20+ years of proprietary data; 2M+ unique risk profiles

Strong Value Proposition



- Offer lending partners a **low-cost solution** with minimized loss exposure
- **Compelling solution for lenders seeking to mitigate risk** during uncertain market conditions

Significant Growth Opportunities



- Opportunity to **accelerate market share gains** as credit unions prove resilience
- Near-term focus for **attainable growth** includes expansion within existing core customer base
- Long-term drivers of growth include **broadened product offerings** and expansion of large enterprise accounts, including OEM captives

Experienced Leadership Team



- Visionary management team with **deep domain expertise**

Compelling Financial Profile



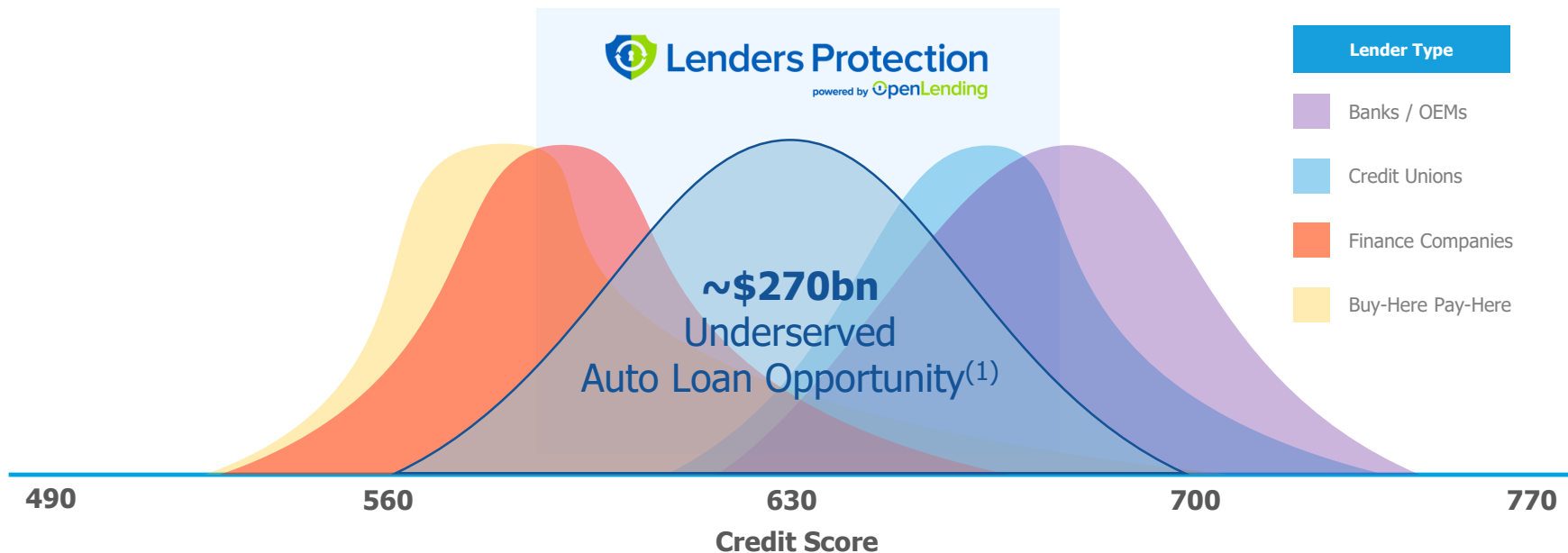
- **\$180m 2022A Revenue**
- **\$106m 2022A Adj. EBITDA** ⁽²⁾
- **~59% 2022A Adj. EBITDA margin**

(1) Based on \$4.8bn loans facilitated in 2022

(2) Adj. EBITDA is a non-GAAP financial measure. See reconciliation of net income to Adj. EBITDA on page 17

Substantial Market Opportunity

Open Lending **Enables** Banks, Credit Unions, Captive Finance Companies and Other Financial Institutions to **Profitably Lend** to Traditionally Underserved **Near and Non-Prime Borrowers**



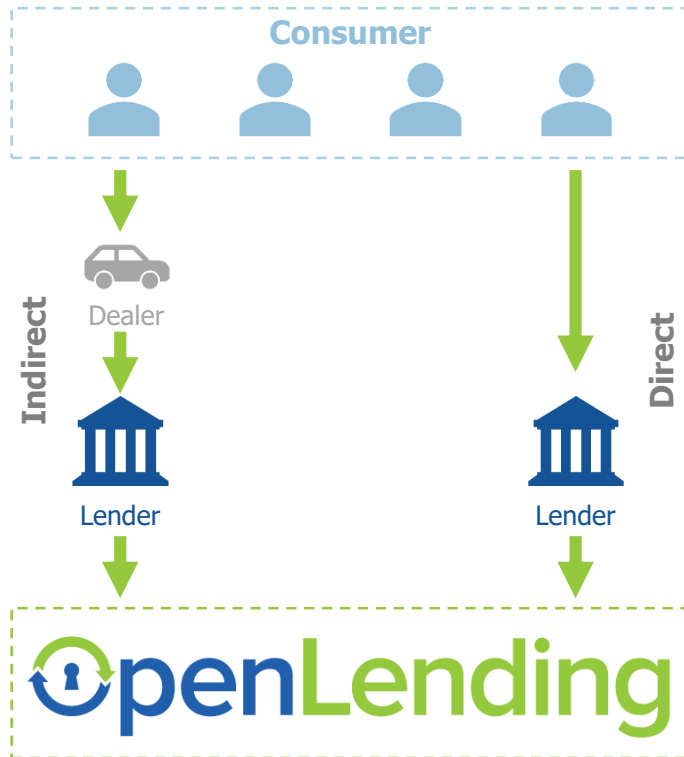
Note: Graphic is illustrative.

(1) Open Lending empowers its banks, credit unions and captive finance companies to profitably lend to consumers with credit scores between 560 and 699; Source: L.E.K. research and analysis

Specialized B2B Model

Open Lending's Customer is the Lender

- ✓ Cloud-based, automotive lending platform links lenders and insurance carriers to deliver automated issuance of credit default insurance for near and non-prime auto loans
- ✓ ~5 second decisioning generates customized, risk-based, all-inclusive interest rate ⁽¹⁾



Focus on near and non-prime market

- ✓ Bring competition to near and non-prime lending by offering attractive loan terms in an underserved market space
- ✓ Dealers or lenders can expand loan offerings to consumers with additional risk profiles and vehicle types
- ✓ Consumers, dealers and lenders all share in the benefits

(1) Interest rate is inclusive of all loan costs, cost of capital and target ROA

Our Business Model Advantages



Sophisticated Technology

- ✓ Multi-tenant architecture
- ✓ Geo-diverse, Hot-Hot data centers
- ✓ 5 second underwriting decisions
- ✓ Robust reporting
- ✓ 2m+ unique risk profiles
- ✓ SOC 2 certified



Proprietary Data Assets

- ✓ 20+ years of proprietary loan data
- ✓ 395k loans in force ⁽²⁾
- ✓ Detailed database of \$18.3bn+ loans⁽²⁾, which includes \$1.3bn of loans during the financial crisis



Carrier Relationships

- ✓ Highly rated insurance partners
- ✓ Exclusive relationships
- ✓ Reliance on Open Lending data, risk modeling and claims adjudication service
- ✓ Fully integrated with insurer
- ✓ Established track record



Lender Relationships

- ✓ 440 active automotive lenders⁽¹⁾
- ✓ Customized pricing
- ✓ Loyal, embedded relationships
- ✓ Integrated with 20+ loan origination systems
- ✓ Automatic loan fulfilment



Regulatory Experience

- ✓ Proven success in highly regulated industry
- ✓ Robust compliance program reviews
- ✓ Credentialed to use all three credit bureaus

Open Lending has built a **sophisticated network** across the **value chain** to secure a **best-in-class offering**

(1) "Active automotive lender" is defined as an automotive lender that issued at least one insured loan in 2022.

(2) Loans funded are as of December 31, 2022.

Driving Value Creation Across the Entire Ecosystem

- ✓ More Customers
- ✓ Higher Loan Volumes
- ✓ Lower Risk
- ✓ Increased ROA



- ✓ Access to our Technology
- ✓ Increased Profitability + Diversified Risk
- ✓ No Customer Acquisition Costs
- ✓ Increased ROE



- ✓ Increased Car Sales
- ✓ Optimized Sales Process
- ✓ Better Financing Options



- ✓ More Approvals
- ✓ Higher Loan Amounts
- ✓ Better Rates
- ✓ Appropriate Down Payments

Strong Value Proposition to Lenders

Value Proposition to Lenders

Uplift in Loan Originations

- ✓ Higher loan advance rates
- ✓ Ability to expand to older model, higher mileage vehicles
- ✓ Longer loan terms
- ✓ Increased after market product sales

Increased Profitability

- ✓ Higher loan yields as compared to super prime and prime
- ✓ Loss mitigation through default insurance

Seamless Integration

- ✓ Easy to use technology
- ✓ Using existing loan origination system

Value Proposition to Captive Finance Companies

Increase Sales and Support Values

- ✓ Expand new vehicle sales to near and non-prime consumers
- ✓ Leveraging subvention unlocks larger market opportunity
- ✓ Increased financing for used vehicles

Material New Revenue Stream

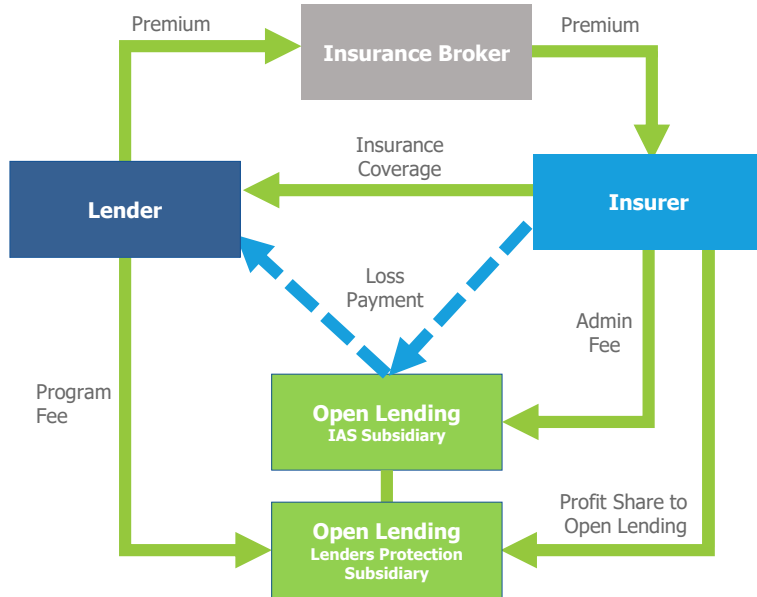
- ✓ Greater earnings and ROA comparable to prime loans
- ✓ Leverage existing infrastructure to generate low risk revenues

Develop Brand Loyalty

- ✓ Increase near and non-prime repeat buyers
- ✓ Optimized sales process for dealers

Strong Value Proposition for Insurance Partners

Payment Flows



Insurer Value Proposition

Profitable

- ✓ Attractive underwriting profitability
- ✓ Low correlation to traditional P&C insurance risks
- ✓ Complete turnkey product for the insurer with little overhead cost

Strong Relationships

- ✓ Carriers rely on Open Lending's underwriting that has delivered positive results to carriers for years
- ✓ Exclusive agreements with each carrier

Financial Stability

- ✓ "A" ("Excellent")⁽¹⁾ rated carriers
- ✓ Minimum credit rating required

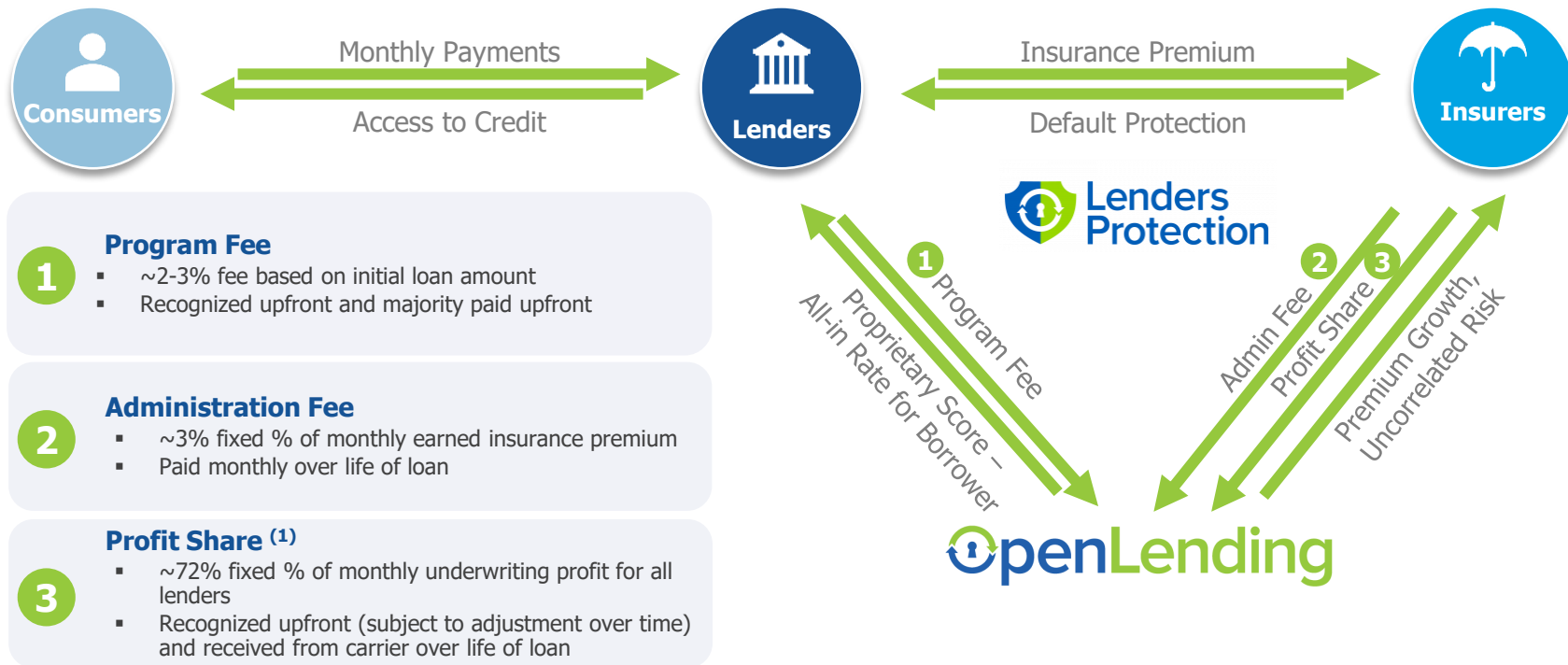
Significant Appetite to Expand

- ✓ Active discussions with additional insurance carriers
- ✓ Evaluating potential carriers based on alignment with Open Lending's growth priorities

(1) Source: A.M. Best.

Attractive Revenue Model

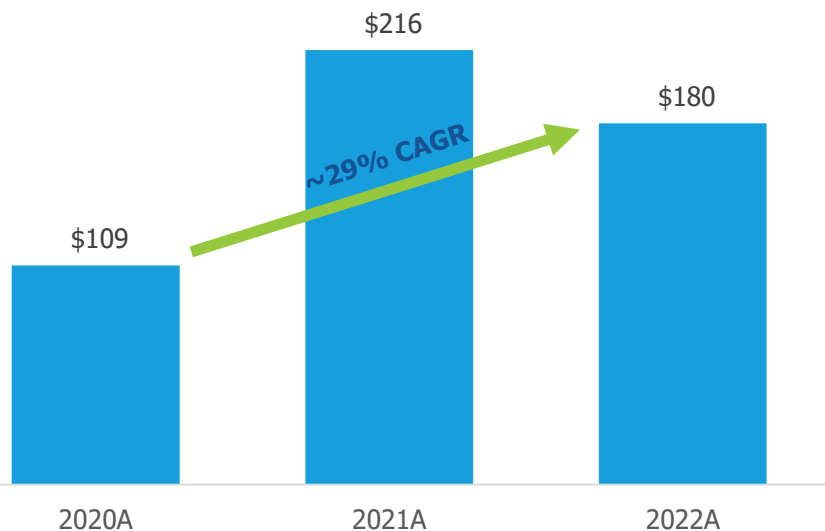
Open Lending has Compelling Unit Economics Comprised of **Program Fee**, **Admin Fee** and **Insurance Profit Share**



(1) Direct model shown above. For indirect model, dealers intermediates between the consumer and the lender. Refer to appendix for indirect example.

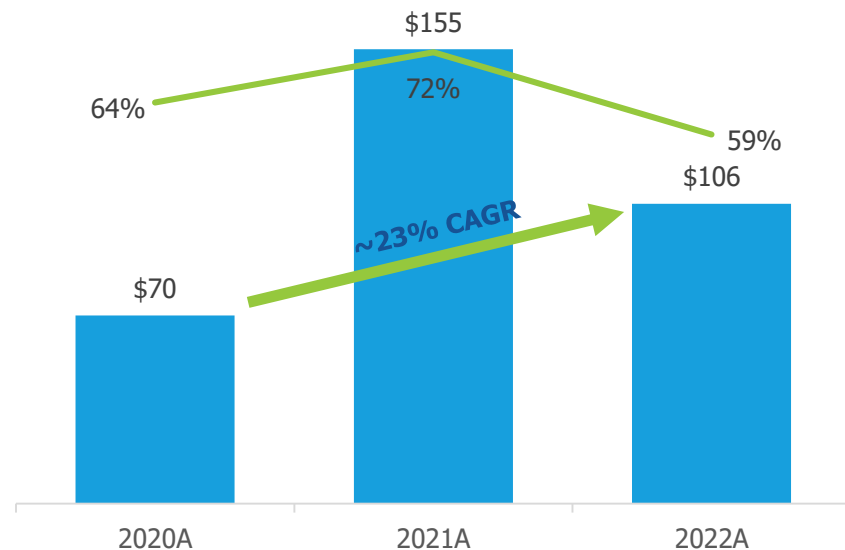
Attractive Financial Metrics

Revenue (\$m)



Adjusted EBITDA (\$m)

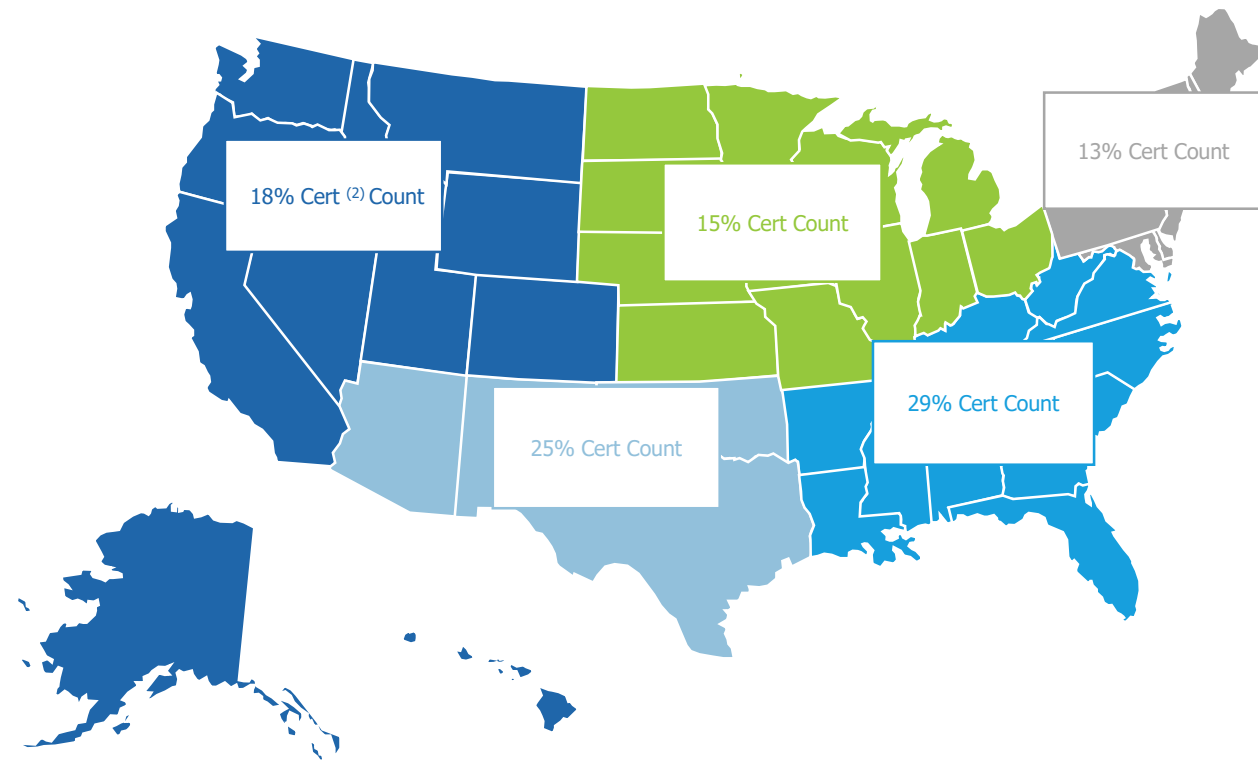
Adjusted EBITDA Adjusted EBITDA margin





Appendix

National Footprint



440 Active
Automotive
Lenders⁽¹⁾

50 States

\$18.3bn+
Loans
Facilitated

(1) Active automotive lender is defined as an automotive lender that issued at least one insured loan in 2022.
(2) "Cert count" is defined as the number of certified loans.

Reconciliation of Net Income (Loss) to Adjusted EBITDA

Adjusted EBITDA

(\$ in '000s)

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
Net income (loss)	\$ (4,189)	\$ 27,840	\$ 66,620	\$ 146,082
Non-GAAP adjustments:				
Interest expense	2,297	489	5,832	5,859
Income tax expense	8,293	6,945	26,920	45,086
Depreciation and amortization expense	235	202	915	792
Share-based compensation expense	1,885	1,089	5,449	3,815
Gain on extinguishment of tax receivable agreement (1)	-	-	-	(55,422)
Loss on extinguishment of debt (2)	-	-	-	8,778
Total adjustments	12,710	8,725	39,116	8,908
Adjusted EBITDA	8,521	36,565	105,736	154,990
Total revenue	\$ 26,821	\$ 51,630	\$ 179,594	\$ 215,655
Adjusted EBITDA margin	32%	71%	59%	72%

Adjusted operating cash flows (3)

Adjusted EBITDA	\$ 8,521	\$ 36,565	\$ 105,736	\$ 154,990
CAPEX	13	(202)	(624)	(1,987)
Decrease (increase) in contract assets	24,511	1,157	37,527	(23,763)
Adjusted operating cash flows	\$ 33,045	\$ 37,520	\$ 142,639	\$ 129,240

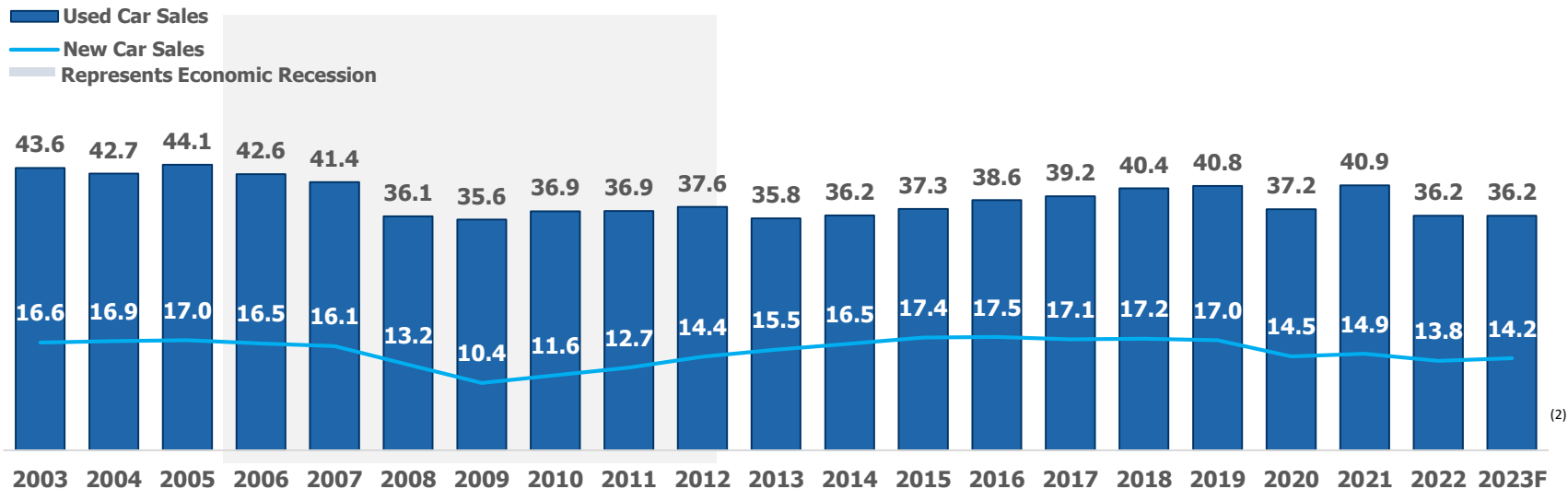
- (1) Reflects the gain recognized as a result of the early termination and settlement of the tax receivable agreement.
- (2) Reflects unamortized deferred financing costs that were written off in connection with the refinancing of our prior term loan in March 2021.
- (3) Adjusted operating cash flow is defined as Adjusted EBITDA, minus CAPEX, +/- change in contract assets.

Historical Car Sales

Annual used vehicle sales remained relatively stable during the last recession, used declined by 11%, new by 25%+; the used car market performs well, particularly in contrast to the new car market, which is more exposed to economic cycles

USED VEHICLE SALES IN THE U.S.⁽¹⁾

(All figures in mm)



(1) Used/New car sales data collected from <https://www.liveabout.com/used-car-sales-figures-3308387?print>, <https://www.statista.com/statistics/183713/value-of-us-passenger-cas-sales-and-leases-since-1990/>, <https://www.autonews.com/used-cars/6-used-vehicle-trends-watch-2019>
(2) <https://www.coxautoinc.com/market-insights/2023-cox-automotive-forecasts/>

Customized Lender Pricing to Achieve Target Yield

Example Lender Inputs

Min LP Score	Cost of Funds (%)	Servicing (%)	Target ROA (%)	Target Yield	Sale Proceeds (%)	Repo/Sales Fees (\$)	Origination Fees (\$)	Origination Exp (%)
750	0.80%	0.80%	1.00%	2.60%	70.00%	\$700.00	\$0.00	2.00%
700	0.80%	0.80%	1.20%	2.80%	70.00%	\$700.00	\$0.00	2.00%
680	0.80%	0.90%	2.00%	3.70%	70.00%	\$700.00	\$0.00	2.00%
660	0.80%	1.00%	2.50%	4.30%	70.00%	\$700.00	\$0.00	2.00%
640	0.80%	1.10%	3.00%	4.90%	70.00%	\$700.00	\$0.00	2.00%
620	0.80%	1.20%	3.20%	5.20%	70.00%	\$700.00	\$0.00	2.00%
600	0.80%	1.30%	3.40%	5.50%	70.00%	\$700.00	\$0.00	2.00%
580	0.80%	1.40%	3.60%	5.80%	70.00%	\$700.00	\$0.00	2.00%
560	0.80%	1.50%	3.80%	6.10%	70.00%	\$700.00	\$0.00	2.00%

Sample Lender Rate Table

Results

Origin: INDIRECT, New or Used: USED, Term: 66, Credit Depth: Select, Update

Contract Rates

Stress Results

		Loan to Value										
LP Score	Depth	0-85	86-90	91-95	96-100	101-105	106-110	111-115	116-120	121-125	126-130	131-135
750+	THICK	5.9%	5.9%	5.9%	6.0%	6.1%	6.4%	6.6%	7.0%	7.3%	7.9%	8.5%
	NORMAL	6.1%	6.1%	6.1%	6.2%	6.4%	6.7%	7.1%	7.5%	8.0%	8.7%	9.5%
	THIN	6.3%	6.3%	6.3%	6.5%	6.7%	7.1%	7.5%	8.0%	8.6%	9.5%	10.5%
700-749	THICK	6.2%	6.2%	6.2%	6.3%	6.5%	6.7%	7.0%	7.4%	7.8%	8.3%	9.0%
	NORMAL	6.4%	6.4%	6.4%	6.5%	6.8%	7.1%	7.5%	8.0%	8.5%	9.2%	10.0%
	THIN	6.6%	6.6%	6.6%	6.8%	7.1%	7.5%	8.0%	8.5%	9.0%	9.7%	10.5%
650-699	THICK	7.0%	7.0%	7.1%	7.3%	7.6%	7.9%	8.3%	8.7%	9.0%	9.5%	10.0%
	NORMAL	7.2%	7.2%	7.4%	7.6%	8.0%	8.5%	9.0%	9.5%	10.0%	10.5%	11.0%
	THIN	7.4%	7.4%	7.6%	8.0%	8.4%	9.0%	9.6%	10.0%	10.5%	11.0%	11.5%
600-649	THICK	7.7%	7.7%	8.0%	8.3%	8.7%	9.0%	9.5%	10.0%	10.5%	11.0%	11.5%
	NORMAL	7.9%	8.0%	8.4%	8.8%	9.2%	9.7%	10.3%	10.8%	11.3%	11.8%	12.3%
	THIN	8.2%	8.3%	8.7%	9.2%	9.8%	10.4%	11.0%	11.7%	12.4%	13.2%	14.0%
550-599	THICK	8.4%	8.5%	8.8%	9.2%	9.6%	10.1%	10.6%	11.1%	11.6%	12.2%	12.7%
	NORMAL	8.7%	8.9%	9.3%	9.8%	10.4%	11.0%	11.6%	12.2%	12.9%	13.6%	14.3%
	THIN	8.9%	9.2%	9.7%	10.3%	11.0%	11.8%	12.5%	13.3%	14.1%	14.9%	15.7%
500-549	THICK	9.0%	9.2%	9.7%	10.1%	10.7%	11.2%	11.8%	12.4%	12.9%	13.5%	14.1%
	NORMAL	9.4%	9.7%	10.3%	10.9%	11.6%	12.3%	13.0%	13.6%	14.2%	14.9%	15.6%
	THIN	9.8%	10.1%	10.8%	11.6%	12.5%	13.3%	14.1%	14.9%	15.6%	16.4%	17.2%
450-499	THICK	9.4%	9.7%	10.2%	10.7%	11.4%	12.0%	12.6%	13.2%	13.8%	14.4%	15.0%
	NORMAL	9.9%	10.2%	10.9%	11.6%	12.4%	13.2%	14.0%	14.7%	15.5%	16.2%	16.9%
	THIN	10.3%	10.7%	11.5%	12.4%	13.4%	14.4%	15.4%	16.2%	17.1%	18.0%	18.9%
400-399	THICK	9.9%	10.2%	10.8%	11.5%	12.2%	12.9%	13.6%	14.2%	14.8%	15.4%	16.0%
	NORMAL	10.4%	10.8%	11.6%	12.5%	13.4%	14.3%	15.2%	16.0%	16.8%	17.6%	18.4%
	THIN	10.9%	11.4%	12.4%	13.4%	14.5%	15.6%	16.7%	17.6%	18.6%	19.6%	20.5%
350-349	THICK	10.6%	11.0%	11.7%	12.6%	13.5%	14.4%	15.2%	16.0%	16.8%	17.6%	18.4%
	NORMAL	11.2%	11.7%	12.7%	13.8%	14.9%	16.1%	17.2%	18.0%	18.9%	19.7%	20.5%
	THIN	11.8%	12.4%	13.6%	14.9%	16.3%	17.8%	19.1%	20.0%	20.9%	21.7%	22.5%

Default Freq – 15%
Prepay Freq – 37%

Default Freq – 20%
Prepay Freq – 37%

Default Freq – 15%
Prepay Freq – 37%

Default Freq – 20%
Prepay Freq – 37%

Default Freq – 23%
Prepay Freq – 38%

Open Lending Helps Lenders Grow Profitably

Lenders Protection *expands the ranges of credit scores* and loan-to-value (LTV) where lenders can underwrite loans allowing them to *increase application flow*

Retail LTV	≤ 75%	≤ 80%	≤ 85%	≤ 90%	≤ 95%	≤ 100%	≤ 105%	≤ 110%	≤ 115%	≤ 120%	≤ 125%	≤ 130%
Trade LTV	≤ 90%	≤ 95%	≤ 100%	≤ 105%	≤ 110%	≤ 115%	≤ 120%	≤ 125%	≤ 130%	≤ 135%	≤ 140%	≤ 145%
750 +												
700 - 749												
680 - 699												
660 - 679												
640 - 659												
620 - 639												
600 - 619												
580 - 599												
560 - 579												

Typical Financial Institution

 **Lenders Protection**
powered by  openlending



Average Financial Institution Advance

Additional Advance with  **Lenders Protection**
powered by openlending

Note: Estimates provided for illustrative purposes only.

Sample Loan Default and Claim Scenario

Rules	Example	
<p>Loan Balance at Time of Claim</p> <p>Vehicle Value at Time of Claim</p>	<p>Repossess and sell the vehicle <u>ABOVE</u> 80% book value</p> <p>\$10,000</p> <p>\$4,000</p>	
<p><u>Greater</u> of:</p> <p>(A) Amount Realized from Sale of Vehicle</p> <p>(B) 80% NADA Trade or KBB Wholesale</p>	<p>\$3,400 A=Sale Amt</p> <p>\$3,200 B=80%</p>	<p>Repossess and sell the vehicle <u>BELOW</u> 80% book value⁽¹⁾</p> <p>\$10,000</p> <p>\$4,000</p> <p>\$2,000 A=Sale Amt</p> <p>\$3,200 B=80%</p>
<p>Financial Institution Loss without Lenders Protection</p>	<p>\$6,600</p>	
<p>Claim Payment (Plus 60 days interest)</p>	<p>\$6,600</p>	
<p>Financial Institution Loss with Lenders Protection</p>	<p>\$0</p>	
	<p>\$8,000</p>	
	<p>\$6,800</p>	
	<p>\$1,200</p>	

Note: Estimates provided for illustrative purposes only.

(1) Uninsured Losses can be priced for using our Custom Risk Based Pricing Tool.