



Say YES to more automotive loans.

Earnings Supplement

Q1 2023



Q1 2023 Financial Highlights

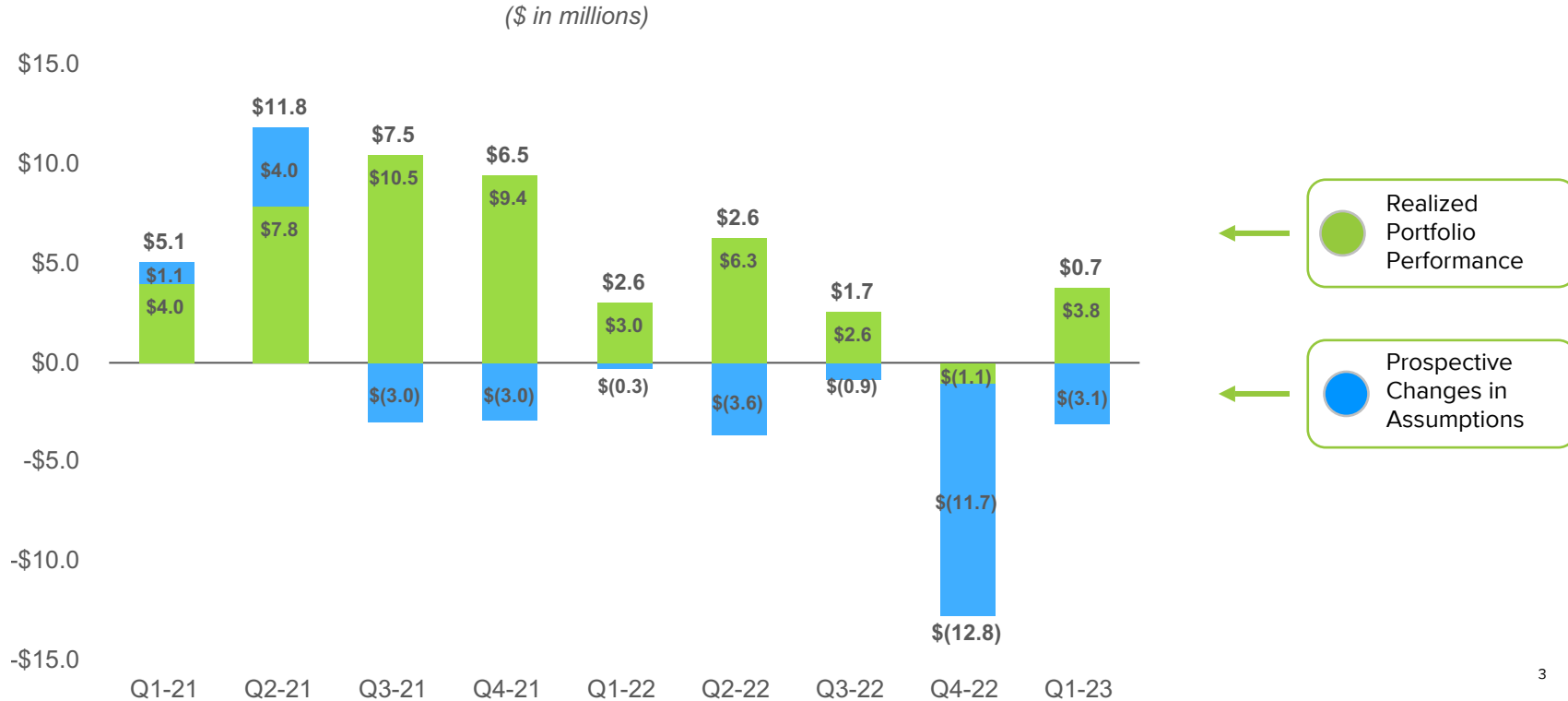
	Q1 2023	Q1 2022
Total Certs	32,408	43,944
Revenue	\$38.4 million	\$50.1 million
Adj. EBITDA ¹	\$21.2 million	\$33.8 million
Adj. Operating Cash Flows ²	\$30.4 million	\$39.1 million

(1) See reconciliation of GAAP to non-GAAP financial measures on page 6

(2) Defined as Adj. EBITDA, minus CAPEX, +/- change in contract assets

Contract Asset and Profit Share Revenue Estimates

Changes in Contract Asset and Profit Share Revenue Estimates attributable to *Realized Portfolio Performance* versus *Prospective Changes in Assumptions*



Q1 2023 Key Performance Indicators

	Three Months Ended March 31,	
	2023	2022
Certs		
Credit Unions & Bank Certified Loans (Certs)	26,362	38,520
OEM Certs	6,046	5,424
Total Certs	32,408	43,944
Unit Economics		
Avg. Profit Share Revenue per Cert (1)	\$ 552	\$ 584
Avg. Program Fee Revenue per Cert	\$ 534	\$ 449
Originations		
Facilitated Loan Origination Volume (\$ in 000s)	\$ 951,893	\$ 1,182,567
Average Loan Size	29,372	26,911
Channel Overview		
New Vehicle Certs as a % of Total	14.7 %	5.6 %
Used Vehicle Certs as a % of Total	85.3 %	94.4 %
Indirect Certs as a % of Total	72.0 %	45.8 %
Direct Certs as a % of Total	20.1 %	14.4 %
Refinance Certs as a % of Total	7.9 %	39.8 %

(1) Represents average profit share revenue per certified loan originated in the period excluding the impact of profit share revenue recognized in the period associated with historical vintages. The profit share revenue impact related to change in estimates of historical vintages was \$0.7 million and \$2.6 million, for the three months ended March 31, 2023 and 2022, respectively.

Q1 2023 Financial Update

(\$ in '000s)

	Three Months Ended March 31,	
	2023	2022
Revenue		
Profit share	\$ 18,602	\$ 28,310
Program fees	17,301	19,726
Claims administration and other service fees	2,458	2,032
Total revenue	38,361	50,068
Cost of services	5,431	4,788
Gross profit	32,930	45,280
Operating expenses		
General and administrative	10,195	7,482
Selling and marketing	4,409	3,733
Research and development	1,230	1,823
Total operating expenses	15,834	13,038
Operating income	17,096	32,242
Interest expense	(2,387)	(803)
Interest income	2,064	25
Income before income taxes	16,773	31,464
Income tax expense	4,235	8,310
Net income	\$ 12,538	\$ 23,154

Reconciliation of GAAP to Non-GAAP Financial Measures

Adjusted EBITDA

(\$ in 000's)

	<u>Three Months Ended March 31,</u>	
	<u>2023</u>	<u>2022</u>
Net income	\$ 12,538	\$ 23,154
Non-GAAP adjustments:		
Interest expense	2,387	803
Income tax expense	4,235	8,310
Depreciation and amortization of property and equipment	244	221
Share-based compensation	1,844	1,281
Total adjustments	8,710	10,615
Adjusted EBITDA	\$ 21,248	\$ 33,769
Total revenue	\$ 38,361	\$ 50,068
Adjusted EBITDA margin	55 %	67 %

Adjusted operating cash flows

Adjusted EBITDA	\$ 21,248	\$ 33,769
CAPEX	(335)	(186)
Decrease (increase) in contract assets, net	9,488	5,504
Adjusted operating cash flows	\$ 30,401	\$ 39,087

Total Current Share Count

Shares	In thousands
Total Shares Outstanding May 9, 2023	120,654
Treasury Shares	7,544
Total Shares Issued	128,198