



Earnings Supplement

Q3 2024



Q3 2024 Financial Highlights

	Q3 2024	Q3 2023
Total Certs	27,435	29,959
Revenue	\$23.5 million	\$26.0 million
Adj. EBITDA ¹	\$7.8 million	\$10.3 million

(1) See reconciliation of GAAP to non-GAAP financial measures on page 5

Key Performance Indicators

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Certs				
Credit Union & Bank	21,808	22,660	64,924	76,069
OEM	5,627	7,299	19,663	20,652
Total Certs	27,435	29,959	84,587	96,721
Unit Economics				
Avg. Profit Share Revenue per Cert (1)	\$ 502	\$ 537	\$ 530	\$ 547
Avg. Program Fee Revenue per Cert	\$ 516	\$ 527	\$ 512	\$ 530
Originations				
Facilitated Loan Origination Volume (\$ in 000s)	\$ 772,469	\$ 883,470	\$ 2,379,621	\$ 2,850,133
Average Loan Size	\$ 28,156	\$ 29,489	\$ 28,132	\$ 29,468
Channel Overview				
New Vehicle Certs as a % of Total	12.9 %	13.3 %	12.2 %	13.2 %
Used Vehicle Certs as a % of Total	87.1 %	86.7 %	87.8 %	86.8 %
Indirect Certs as a % of Total	77.3 %	75.6 %	79.0 %	72.3 %
Direct Certs as a % of Total	19.5 %	21.1 %	17.7 %	20.3 %
Refinance Certs as a % of Total	3.2 %	3.3 %	3.3 %	7.4 %

(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 a reduction of \$7.0 million and \$14.8 million for the three and nine months ended September 30, 2024, respectively, and a reduction of \$8.1 million and \$8.5 million for the three and nine months ended September 30, 2023, respectively.

Financial Results

(\$ in '000s)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Revenue				
Program fees	\$ 14,161	\$ 15,416	\$ 43,306	\$ 50,610
Profit share	6,822	8,022	30,037	44,433
Claims administration and other service fees	2,493	2,568	7,605	7,478
Total revenue	23,476	26,006	80,948	102,521
Cost of services	6,127	5,369	17,590	16,917
Gross profit	17,349	20,637	63,358	85,604
Operating expenses				
General and administrative	9,594	9,875	33,318	31,041
Selling and marketing	4,897	4,509	13,260	13,136
Research and development	992	1,717	3,601	4,075
Total operating expenses	15,483	16,101	50,179	48,252
Operating income	1,866	4,536	13,179	37,352
Interest expense	(2,962)	(2,799)	(8,468)	(7,841)
Interest income	3,221	2,801	9,278	7,317
Other expense, net	—	(3)	—	(9)
Income before income taxes	2,125	4,535	13,989	36,819
Income tax expense	688	1,532	4,563	9,907
Net income	\$ 1,437	\$ 3,003	\$ 9,426	\$ 26,912

Reconciliation of GAAP to Non-GAAP Financial Measures

Adjusted EBITDA

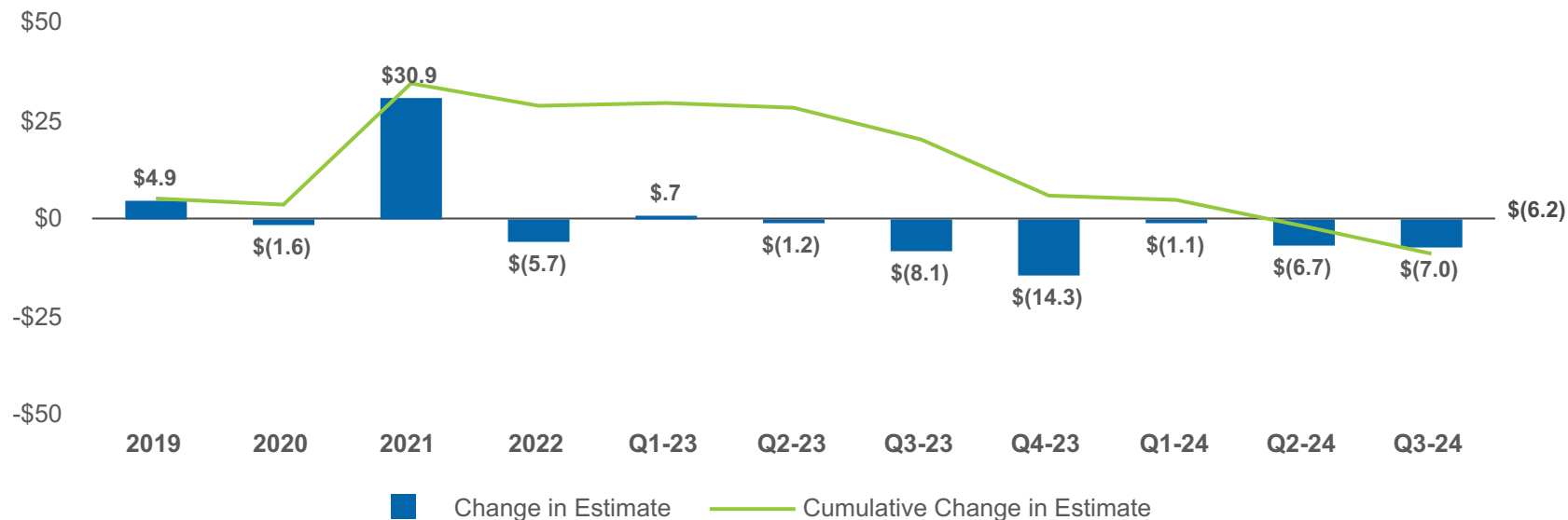
(\$ in 000's)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net income	\$ 1,437	\$ 3,003	\$ 9,426	\$ 26,912
Non-GAAP adjustments:				
Interest expense	2,962	2,799	8,468	7,841
Income tax expense	688	1,532	4,563	9,907
Depreciation and amortization of fixed assets	494	328	1,281	824
Share-based compensation expense	2,186	2,663	6,408	6,826
Total adjustments	6,330	7,322	20,720	25,398
Adjusted EBITDA	\$ 7,767	\$ 10,325	\$ 30,146	\$ 52,310
Total revenue	\$ 23,476	\$ 26,006	\$ 80,948	\$ 102,521
Adjusted EBITDA margin	33 %	40 %	37 %	51 %

Cumulative Profit Share Revenue Change in Estimate

Q3 2024 negative change in estimate of \$7.0 million is associated with cumulative previously reported profit share revenue of approximately \$403 million⁽¹⁾. Cumulative change in estimate at Q3 2024 is negative \$6.2 million⁽²⁾.

(\$ in millions)



⁽¹⁾ Cumulative revenue from Accounting Standards Codification ("ASC") 606 implementation in 2019 through Q2 2024.

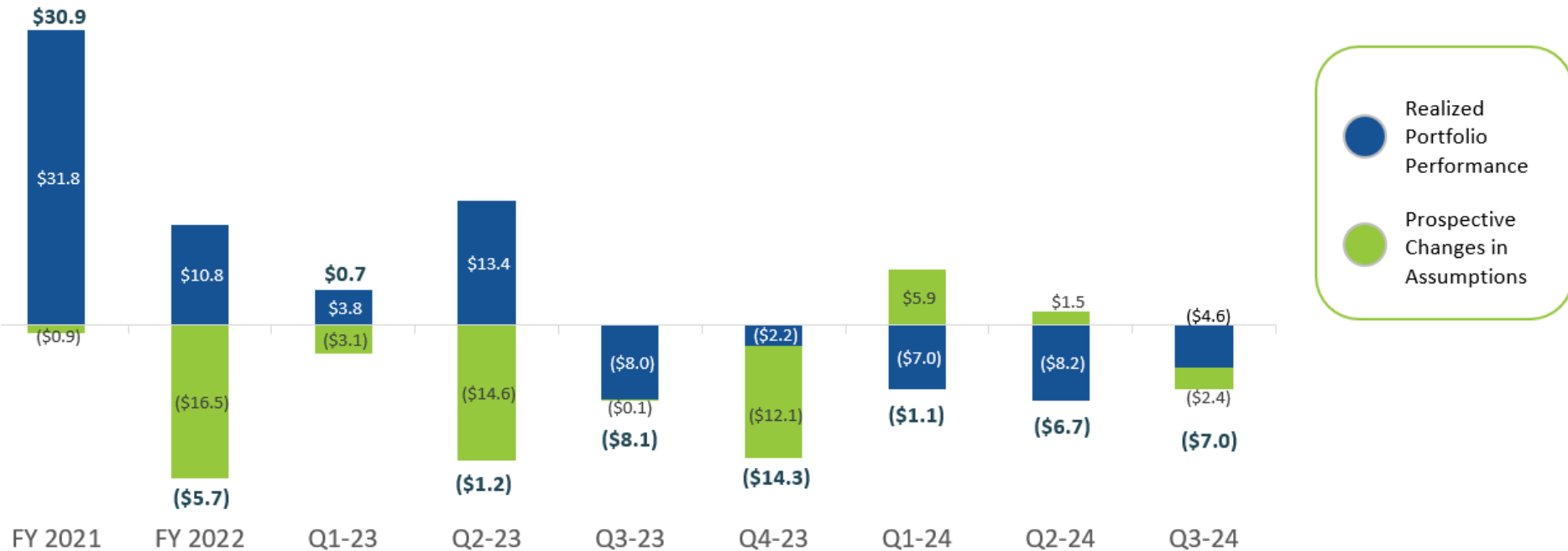
⁽²⁾ Cumulative change in estimate from ASC 606 implementation in 2019 through Q2 2024.

* Figures on this page include the non-recurring negative profit share change in estimate of \$3.0 million recorded in Q3 2024.

Changes in Contract Asset and Profit Share Revenue Estimates

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

(\$ in millions)



* Figures on this page include the non-recurring change in estimate of negative \$3.0 million recorded in Q3 2024.

Total Current Share Count

Shares	In thousands
Total Shares Outstanding November 7, 2024	119,350
Treasury Shares	8,848
Total Shares Issued	128,198