Forward-Looking Statements: This presentation contains forward-looking statements or forward looking information that relate to the Company’s current expectations and views of future events. In some cases, these forward-looking statements or forward-looking information can be identified by words or phrases such as “may”, “might”, “will”, “expect”, “anticipate”, “estimate”, “intend”, “plan”, “indicate”, “seek”, “believe”, “predict” or “likely” or to the negative of other similar expressions. The Company has based these forward-looking statements on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategies and financial needs. These forward-looking statements include, among other things, statements relating to the Company’s expectations regarding its revenue (including loan interest), expenses and operations, key performance indicators, provision for loan losses (net of recoveries), delinquencies ratios, anticipated cash needs and the need for additional financing, funding costs, ability to extend or refinance any outstanding amounts under the Company’s credit facilities, ability to protect, maintain and enforce its intellectual property, plans for and timing of expansion of its products and services, future growth plans, ability to attract new members and develop and maintain existing members, ability to attract and retain personnel, expectations with respect to advancement of its product offering, competitive position and the regulatory environment in which the Company operates, anticipated trends and challenges in the Company’s business and the markets in which it operates, third party claims of infringement or violation of, or other conflicts with, intellectual property rights, the resolution of any legal matters, and the acceptance by consumers and the marketplace of new technologies and solutions.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of the experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. Although we believe that the assumptions underlying these statements are reasonable, they may prove to be incorrect, and we cannot assure that actual results will be consistent with these forward-looking statements. Given these risks, uncertainties and assumptions, any investors or users of this document should not place undue reliance on these forward-looking statements.

Whether actual results, performance or achievements will conform to the Company’s expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors that are discussed in greater detail in the “Risk Factors” section of the Company’s current annual information form for the year ended December 31, 2019, available at www.sedar.com and at www.sec.gov, which risk factors are incorporated herein by reference, including but not limited to risks related to: our history of losses and our recent, rapid, rapid growth; our negative operating cash flow, disruptions in the credit markets may affect our ability to access additional capital through issuances of equity and debt securities; our new products and platform enhancements do not achieve sufficient market acceptance; changes in the regulatory environment or in the way regulations are interpreted or enforced; new security breaches or unauthorized access to our data may decrease member trust; material changes to the interest rate charged to our members and paid to our lenders; the concentration of our debt funding sources and our ability to access additional capital from these sources; the early payment triggers and covenants under our credit facilities; factors affecting the development, acceptance and widespread use of cryptography; the loss of banking and/or insurance services as a result of our cryptocurrency-related services; the price of our publicly traded securities becoming subject to wide price swings; collection, processing, storage, use and disclosure of personal data and its related privacy considerations; protecting our intellectual property rights; claims by third parties for alleged infringement of their intellectual property rights; the use of open source software and any failure to comply with the terms of open source licenses; various errors or defects in our software and cybersecurity risks; the adequacy of our allowance for loan losses; the reliability of our credit scoring model, access to reliable third party data; our risk management efforts; our operating risk and insurance coverage; our levels of indebtedness; our efforts to expand our market reach and product portfolio; our marketing efforts and ability to increase brand awareness; member complaints and negative publicity; misconduct and/or errors by our employees and third party service providers; our ability to collect payment and service the products we make available to our members; our reliance on data centers to deliver our services and any disruption thereof; competition in our industry; the reliability of information provided by members; our reliance on key personnel; competition for employees; preserving our corporate culture; risks related to litigation; earthquakes, fire, flood; and other catastrophic events, and interruption by man-made problems such as terrorism; volatility in the market price for our publicly traded securities; future sales of our securities by existing shareholders causing the market price for our publicly traded securities to fall; no cash dividends for the foreseeable future; our trading price and volume declining if analysts publish unfavorable reports about the cryptocurrency industry; although the forward-looking statements contained in this presentation are based upon what we believe are reasonable assumptions, these risks, uncertainties, assumptions and other factors could cause our actual results, performance, achievements and experience to differ materially from our expectations, future results, performances or achievements expressed or implied by the forward-looking statements.

The forward-looking statements made in this presentation relate only to events or information as of the date of this presentation and are expressly qualified in their entirety by this cautionary statement. Except as required by law, we do not assume any obligation to update or revise any of these forward-looking statements to reflect events or circumstances after the date of this presentation, including the occurrence of unanticipated events.

An investor should read this presentation with the understanding that our actual future results may be materially different from what we have presented. This presentation may contain Future Oriented Financial Information (“FOFI”) within the meaning of applicable securities laws. The FOFI has been prepared by our management to provide an outlook of our activities and results and may not be appropriate for other purposes. The FOFI has been prepared based on a number of assumptions including the assumptions discussed under the heading “Forward-Looking Statements”. The actual results of our operations and the resulting financial results may vary from the amounts set forth herein, and such variation may be material. Our management believes that the FOFI has been prepared on a reasonable basis, reflecting management’s best estimates and judgments.

This presentation should be read together with our financial statements for the financial quarter ended September 30, 2019 and the notes thereto as well as our management’s discussion and analysis for the financial quarter ended September 30, 2019, all of which are available at www.SEDAR.com and www.sec.gov.

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All figures are expressed in Canadian $'s.
Founded in 2003 in Vancouver, BC

275+ Team members
90+ Tech & Dev

925K+ Members

$200MM+ Invested in the platform to date

$65MM LTM Revenue
$7.0MM LTM Adj EBITDA

$35MM Cash & Investments
Secular Shift To Financial Health

**TRADITIONAL BANKING**
- Lending
- Mortgages
- Credit Cards
- Chequing Accounts
- Savings Accounts
- Investing

**FINTECHS**
- Lending
- Mortgages
- ID Fraud Protection
- Credit Score
- Savings
- Spending
- Investing

**SUPER APPS**
- Saving
- Spending
- Investing

**FINANCIAL HEALTH**
- Monitor & Protect
- Responsible Borrowing
- Spending Control
- Wealth Management

Best in class financial products with an experience that’s designed to significantly improve user’s financial health.
FINANCIAL STRESS IS #1

76%

OF MILLENNIALS

BE DEBT FREE

FINANCIAL GOAL

#1

57% of Canadians carry credit card debt

BUILD WEALTH THROUGH SAVING AND INVESTING

68% of Canadians say they won’t have enough savings to last through retirement.

OUR MISSION

MAKE IT SIMPLE AND ENGAGING FOR CONSUMERS TO GET FINANCIALLY FIT.
Achieving your best financial life, crushing your debt, and building long term wealth.
The 4 habits of financial health

01 MONITOR AND PROTECT
02 CONTROL YOUR SPENDING
03 BORROW RESPONSIBLY
04 SAVE AND INVEST WISELY

TOP FINANCIAL GOALS
- GET OUT OF DEBT
- BUY A HOME
- RETIREMENT
A bad credit score can cost you thousands of dollars in additional interest expense, and ID fraud can prevent you from qualifying for a mortgage.

Research shows that consumers will spend up to 100% more with a credit card compared to using their own money.¹

An installment loan could save you thousands of dollars in interest compared to a credit card.²

You can retire with as much as $1M more by investing in a low cost ETF vs a high fee mutual fund.³

³https://www.nerdwallet.com/blog/investing/millennial-retirement-fees-one-percent-half-million-savings-impact/
Driving positive financial behavior

FINANCIALLY FIT

Behavioral science

FINANCIAL FIT

GOALS

HABITS

FEEDBACK

CELEBRATIONS

REWARDS

CONFIDENCE

MOTIVATION

MOGO

You spent $26.70 at Whole Foods and earned $0.37 (1.5% Cashback). Your balance is $471.54.
MoneyClass: helping members master the 4 habits

02 IF YOU DON’T START NOW, THEN WHEN?

The first key to getting rich is to start as soon as you can. Why the rush? Compound interest. If you invest $100 bi-weekly for 10 years at an 8% rate of return, you would end up with about $39,000. But if you

2 of 9

03 DON’T TRY TO PICK STOCKS

The data says it all: over the long run, less than 10% of fund managers can beat the S&P 500 — so what chance do you think you have? Even the world’s most famous investor, Warren Buffett, advises to

3 of 9

07 AUTOMATE AS MUCH AS POSSIBLE

Like anything, the easier you make it for yourself, the better chance you will have to be consistent, which is key. So try to automate your contribution as much as possible - try setting up your investment to

7 of 9
It’s time for Canadians to MoneyUp

1. FINANCIAL GOAL
   FOR CANADIANS IS TO BE DEBT FREE

2. THE GOAL ISN’T TO LOOK RICH.
   IT’S TO BE RICH.

A new way to reach your financial best. Learn more at mogo.ca

68% of all Canadians don’t think they’ll have enough money to retire.
It’s time to MoneyUp. Learn more at mogo.ca


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Brand fueled by innovative marketing partnership

$300MM Postmedia Partnership
- 18MM monthly readers in Canada
- Low cost customer acquisition strategy (< $20 per member)
- 5 year partnership driving increased brand recognition

$60MM+ Postmedia Partnership
- 18MM monthly readers in Canada
- 5 year partnership driving increased brand recognition

< $25 CPA PER MEMBER

~ 20,000 NEW MEMBERS/MONTH

~ 65% NEW MEMBER SIGN UPS ARE MILLENNIALS
**Premium MoneyUp experience**

**Today:**

**Freemium**
- Free credit score monitoring
- MogoSpend
- MogoMoney
- MogoCrypto
- MogoMortgage

**Premium**
- MogoProtect ID fraud protection
- Free same day funding
- NSF forgiveness

**Future:**

**MogoGold**
Accelerate your path to financial health
- MogoProtect
- MogoSpend
- Financial goal setting
- Daily financial guidance

~ 65% conversion for loan customers

$ a la carte pricing

$ Monthly subscription

$ Monthly subscription
Mogo’s partner lending platform

LENDERS
- Subprime
- Near Prime
- Prime

MOGO PARTNER LENDING PLATFORM
- Access Mogo’s growing member base
- Best-in-class digital experience
- Use their own credit adjudication
- Leverage Mogo’s 15 years of data to optimize their models

MEMBERS
- 925K+

- HIGH MONETIZATION
- SCALABLE
- CAPITAL-LITE
- NO CREDIT RISK

October 2019
First partner announced

Announced a pilot agreement with goeasy Ltd. on October 8, 2019.
MoneyUp: Journey to financial health

01 MONITOR AND PROTECT

02 CONTROL YOUR SPENDING

03 BORROW RESPONSIVELY

04 SAVE AND INVEST WISELY

The same habit that can get you out of debt, can help you build wealth.

Assumes 8% rate of return and $300 monthly contributions, calculated here: https://www.calculator.net/investment-calculator.html
THE NUMBERS
Financial model highlights

• Growing member base approaching 1 million Canadians
• Low cost customer acquisition at scale
• Launch of new partner lending platform transforms financial model
• Best-in-class monetization model
• Core business is profitable with 30%+ contribution margin
• Platform built for scale which will drive operating leverage
• Positioned for accelerating revenue growth and expanding gross margins in 2020
Accelerating net member additions

<table>
<thead>
<tr>
<th></th>
<th>Q4 2018</th>
<th>Q1 2019</th>
<th>Q2 2019</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>756K</td>
<td>808K</td>
<td>865K</td>
<td>925K</td>
</tr>
<tr>
<td>QR/QR GROWTH</td>
<td>52K</td>
<td>57K</td>
<td>60K</td>
<td></td>
</tr>
</tbody>
</table>

Up 30% Yr/Yr
Revenue transitioning to Subscription & Services

Core Revenue includes Subscription & Services revenue and Interest revenue.

Subscription and services revenue: 47%
Interest Revenue: 53%

Q3 2019 Revenue: $16.6 MM

Core Revenue ($ in millions):
- Q3 2018: $14.6 MM
- Q3 2019: $16.6 MM (Up 13% Yr/Yr)

Q3 2019 Revenue includes Subscription & Services revenue and Interest revenue.
<table>
<thead>
<tr>
<th></th>
<th>DIRECT LENDING</th>
<th>PARTNER LENDING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue Recognition</td>
<td>Interest Revenue</td>
<td>Subscription &amp; Services Revenue</td>
</tr>
<tr>
<td>Origination Fee</td>
<td>$0</td>
<td>Up front on origination (~50%)</td>
</tr>
<tr>
<td>Platform Fee</td>
<td>$0</td>
<td>Recurring platform fee (~50%)</td>
</tr>
<tr>
<td>Capital Use</td>
<td>Cash &amp; Debt</td>
<td>$0</td>
</tr>
<tr>
<td>Credit Risk</td>
<td>100%</td>
<td>$0</td>
</tr>
</tbody>
</table>

Mogo will continue to generate interest income from Direct Lending however the focus going forward is to grow partner lending.
High margin subscription & services drives operating leverage

Q3 Gross Margin

- Consolidated Gross Margin: 61%
- Subscription & Services Gross Margin: 79%

Cash Opex (% of core revenue)

- Q1 2019: 68.8%
- Q2 2019: 68.4%
- Q3 2019: 68.3%

Notes:
- Subscription & services revenue less transaction costs.

Categories:
- Technology
- Marketing
- CS&O
- G&A
Financial model has proven profit contribution

<table>
<thead>
<tr>
<th>Contribution ($ in millions)</th>
<th>Q3 2018</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contribution</td>
<td>$5.0</td>
<td>$5.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Adjusted EBITDA ($ in millions)</th>
<th>Q3 2018</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBITDA</td>
<td>$1.0</td>
<td>$1.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Adjusted Net Loss ($ in millions)</th>
<th>Q3 2018</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted Net Loss</td>
<td>$(5.5)</td>
<td>$(5.8)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Operating CF before Investment in Receivables &amp; working capital ($ in millions)</th>
<th>Q3 2018</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating CF before Investment in Receivables &amp; working capital</td>
<td>$1.5</td>
<td>$1.8</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net charge-off rate as % of average gross loans receivable - annualized</th>
<th>Q3 2018</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net charge-off rate</td>
<td>15.3%</td>
<td>17.9%</td>
</tr>
</tbody>
</table>

Contribution, Adjusted EBITDA are non-IFRS measures. Reconciliations can be found in the appendix.
### Summary Balance Sheet

<table>
<thead>
<tr>
<th>($ in millions unless noted)</th>
<th>Q4 2018</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Investment Portfolio</td>
<td>$20.4</td>
<td>$35.4</td>
</tr>
<tr>
<td>Net BV of Loan Book</td>
<td>$10.4</td>
<td>$13.7</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$132.2</td>
<td>$159.7</td>
</tr>
<tr>
<td>Convertible Debentures</td>
<td>$11.8</td>
<td>$12.1</td>
</tr>
<tr>
<td>Non-convertible Debentures</td>
<td>$41.6</td>
<td>$42.5</td>
</tr>
<tr>
<td>Shareholder Equity</td>
<td>$(8.7)</td>
<td>$8.1</td>
</tr>
</tbody>
</table>

1Detailed balance sheet is available in the appendix. 2Q3 2019 includes $13.6 million in cash and $21.8 million investment portfolio. Net loan receivables less Fortress Facility. Convertible debentures convert at $5 per share.
Mogo’s Investment Portfolio

TIER 1
Total BV: $15.5MM

- Vena
- Hootsuite™
- VISIONCRITICAL
- BLUE ANT media

TIER 2
Total BV: $4.9MM

- Cardiac Dimensions®
- BrainScope®
- CARTA WORLDWIDE

TIER 3
Total BV: $1.4MM

- boonto
- Waterloo Innovation Network LP
- Tiidal
- Bluedrop PERFORMANCE LEARNING

Mogo is focused on monetizing the portfolio over the next 24 months
Outlook

Q4 2019
- Increased Adjusted EBITDA
- Decreased net cash use

FY 2020
- Accelerating Core Revenue growth
- Expanding gross margins
- Decreasing Adjusted Net Loss
- Decreasing net cash use
- Targeting breakeven net cash flow in Q4
- Targeting Investment Portfolio monetizations

LONG TERM TARGET OPERATING MODEL

Core Revenue Growth
20% - 30%

Adjusted EBITDA Margin
30% - 35%
Roadmap drives long term increased monetization

**Core business with strong predictability**
- Digital Lending Platform
- Mogo App
- Credit Score
- MogoProtect

**Newer offerings beginning to scale**
- Mogo App
- MogoCrypto
- Mogo Protect

**Future growth drivers**
- MoneyUp
- MogoSpend
- MogoGold
- Wealth Offerings
- Partner Lending
- MogoMortgage

Opportunity to increase share of wallet

- Mogo’s Core ARPM\(^1\)
- Average ARPM for top 10 credit unions\(^1\)

\(^1\)Canada’s 10 largest credit unions by size of member base. Source for member numbers: Canadian Credit Union Association, “The Largest 100 Credit Unions,” Fourth Quarter 2018. Average Revenue per Member (ARPM) is calculated based on annual gross revenue before interest expense reported in the 2016 annual report for each company. Mogo’s Average Revenue Per Member (ARPM) is a non-IFRS financial measure and based on Annual Q3 2019.

Long-term APRM target

- $150 - $200

Average ARPM for top 10 credit unions

- $1,308

Revenue per Member (ARPM) is calculated by averaging annual gross revenue before interest expense for each company over the number of total members reported in the most recent annual report. Mogo’s ARPM is a non-IFRS financial measure.
## Summary Balance Sheet

<table>
<thead>
<tr>
<th>(CAD$ in millions)</th>
<th>SEPT 2019</th>
<th>SEPT 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$13.6</td>
<td>$25.0</td>
</tr>
<tr>
<td>Investment Portfolio</td>
<td>$21.8</td>
<td>-</td>
</tr>
<tr>
<td>Net Loans Receivable</td>
<td>$91.8</td>
<td>$80.7</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$159.7</td>
<td>$130.2</td>
</tr>
<tr>
<td>Funding Debt</td>
<td>$78.2</td>
<td>$69.5</td>
</tr>
<tr>
<td>Debentures</td>
<td>$42.5</td>
<td>$39.9</td>
</tr>
<tr>
<td>Convertible Debentures</td>
<td>$12.1</td>
<td>$11.6</td>
</tr>
<tr>
<td>Shareholders Equity</td>
<td>$8.1</td>
<td>$(4.9)</td>
</tr>
</tbody>
</table>
### Q3 Adjusted cash net income / (loss) reconciliation

($ in millions)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted net income/(loss)</td>
<td>$(5.8)</td>
</tr>
<tr>
<td>Non-cash loan loss provision</td>
<td>$5.2</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>$2.0</td>
</tr>
<tr>
<td>Non-cash interest expenses</td>
<td>$0.3</td>
</tr>
<tr>
<td>Investment in intangible assets</td>
<td>$(2.0)</td>
</tr>
<tr>
<td>Adjusted cash net income/(loss)</td>
<td>$(0.3)</td>
</tr>
</tbody>
</table>

Adjusted cash net income is a Non-IFRS measure. A reconciliation of Adjusted net loss can be found in appendix.
## Reconciliation of loss before income taxes to Adjusted EBITDA

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loss before income taxes</td>
<td>$(6,033)</td>
<td>$(7,045)</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>2,012</td>
<td>2,093</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>165</td>
<td>369</td>
</tr>
<tr>
<td>Credit facility interest expense</td>
<td>2,849</td>
<td>2,435</td>
</tr>
<tr>
<td>Debenture &amp; Other interest expense</td>
<td>2,045</td>
<td>2,017</td>
</tr>
<tr>
<td>Unrealized foreign exchange loss (gain)</td>
<td>106</td>
<td>(114)</td>
</tr>
<tr>
<td>One-time expenses</td>
<td>(63)</td>
<td>1,140</td>
</tr>
<tr>
<td>Unrealized loss (gain) on derivative liability</td>
<td>-</td>
<td>150</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$1,081</td>
<td>$1,045</td>
</tr>
</tbody>
</table>
Reconciliation of loss before income taxes to Adjusted net loss

<table>
<thead>
<tr>
<th></th>
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<td>(114)</td>
</tr>
<tr>
<td>Unrealized loss (gain) on derivative liability</td>
<td>-</td>
<td>150</td>
</tr>
<tr>
<td>One-time expenses</td>
<td>(63)</td>
<td>1,140</td>
</tr>
<tr>
<td><strong>Adjusted Net Loss</strong></td>
<td>$(5,825)</td>
<td>$(5,500)</td>
</tr>
</tbody>
</table>
## Reconciliation of charge-off net of recoveries to charge-off rate

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans charged off</td>
<td>$5,204</td>
<td>$4,047</td>
</tr>
<tr>
<td>Recoveries</td>
<td>(413)</td>
<td>(506)</td>
</tr>
<tr>
<td>Charge-off net of recoveries</td>
<td>4,791</td>
<td>3,541</td>
</tr>
<tr>
<td>Gross loans receivable - opening balance</td>
<td>106,745</td>
<td>89,069</td>
</tr>
<tr>
<td>Gross loans receivable - ending balance</td>
<td>107,271</td>
<td>95,528</td>
</tr>
<tr>
<td>Simple average of the Gross loans receivable - opening/ending balance</td>
<td>107,008</td>
<td>92,299</td>
</tr>
<tr>
<td>Charge-off rate (annualized)</td>
<td>17.9%</td>
<td>15.3%</td>
</tr>
</tbody>
</table>
## Reconciliation of Contribution

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Profit</strong></td>
<td>10,089</td>
<td>9,565</td>
</tr>
<tr>
<td><strong>Credit Facility Interest Expense</strong></td>
<td>2,849</td>
<td>2,435</td>
</tr>
<tr>
<td><strong>Customer Service &amp; Operations Expenses</strong></td>
<td>2,238</td>
<td>2,082</td>
</tr>
<tr>
<td><strong>Contribution</strong></td>
<td>$5,002</td>
<td>$5,048</td>
</tr>
</tbody>
</table>
Reconciliation of core revenue and core average revenue per member

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue ($000s)</td>
<td>$16,585</td>
<td>$15,419</td>
</tr>
<tr>
<td>Less: Loan fees</td>
<td></td>
<td>796</td>
</tr>
<tr>
<td>Core Revenue</td>
<td>16,585</td>
<td>14,623</td>
</tr>
<tr>
<td>Number of Mogo members - opening (000s)</td>
<td>865</td>
<td>654</td>
</tr>
<tr>
<td>Number of Mogo members - ending (000s)</td>
<td>925</td>
<td>711</td>
</tr>
<tr>
<td>Simple average of numbers of Mogo members - opening/ending (000s)</td>
<td>895</td>
<td>683</td>
</tr>
<tr>
<td>Core average revenue per member (annualized)</td>
<td>$74</td>
<td>$86</td>
</tr>
</tbody>
</table>
Cash provided by operating activities before investment in receivables and changes in working capital

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>9 months ended Sept 30th</td>
<td>$4,492</td>
<td>$3,264</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6 months ended Sept 30th</td>
<td>$2,682</td>
<td>$1,735</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3 months ended Sept 30th</td>
<td>$1,810</td>
<td>$1,529</td>
</tr>
</tbody>
</table>

(from Q3 Financial Statements)