



# Fourth Quarter 2025 Earnings Presentation

February 25, 2026

# Disclaimer

## Cautionary Note Regarding Forward-Looking Statements

This presentation (the "Presentation") contains summary information about the activities of Sezzle as of the date of this Presentation. The information in this Presentation is of a general nature and does not purport to be complete and the information in the Presentation remains subject to change without notice. Also, the information in the Presentation should not be relied upon as advice to potential investors or current shareholders. This Presentation has been prepared without taking into account the objectives, financial situation or needs of any particular prospective investor or current shareholder. Before making an investment decision, prospective investors and current shareholders should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek appropriate advice, including financial, legal and taxation advice appropriate to their jurisdiction. The Presentation also includes information regarding our market and industry that is derived from publicly available third-party sources that have not been independently verified by Sezzle.

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), including but not limited to forward-looking statements regarding anticipated new products, our ability to gain future market share, our timeline and intentions relating to operations, our business strategy, our estimated revenues and losses, our prospects, and the plans and objectives of management. These forward-looking statements generally can be identified by the use of words such as "anticipate," "expect," "plan," "could," "may," "will," "believe," "estimate," "forecast," "goal," "project," other words or expressions of similar meaning (or the negative versions of such words or expressions). These forward-looking statements are based on our current expectations and assumptions and on information currently available to us. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied, including but not limited to those set out in this Presentation and: (i) impact of the "buy-now, pay-later" ("BNPL") industry becoming subject to increased regulatory scrutiny; (ii) impact of operating in a highly competitive industry; (iii) impact of macro-economic conditions on consumer spending; (iv) our ability to increase our merchant network, our base of consumers, and gross merchandise value (GMV); (v) our ability to effectively manage growth, sustain our growth rate and maintain our market share; (vi) our ability to maintain adequate access to capital in order to meet the capital requirements of our business; (vii) impact of exposure to consumer bad debts and insolvency of our merchants; (viii) our ability to comply with the applicable requirements of Visa and other payment processors; (ix) impact of the integration, support and prominent presentation of our platform by our merchants; (x) impact of any data security breaches, cyberattacks, employee or other internal misconduct, malware, phishing or ransomware, physical security breaches, natural disasters, or similar disruptions; (xi) impact of key vendors or merchants failing to comply with legal or regulatory requirements or to provide various services that are important to our operations; (xii) our ability to protect our intellectual property rights and third party allegations of the misappropriation of intellectual property rights; (xiii) impact of the costs of complying with various laws and regulations applicable to the BNPL industry in the United States and Canada; (xiv) the impact of litigation, regulatory investigations and actions, and compliance issues on our business; (xv) significant and sudden declines or volatility in the trading price of our common stock and market capitalization; and (xvi) other factors identified in the "Risk Factors" section of our most recent Annual Report on Form 10-K (the "Annual Report") and the Company's subsequent filings filed with the SEC available at [www.sec.gov](http://www.sec.gov). Except as required by law, we undertake no obligation to update or revise any forward-looking statements contained in this Presentation or oral forward-looking statements made in connection with this Presentation to reflect events or circumstances after the date of this Presentation.

This Presentation has been prepared in good faith, but no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, correctness, reliability or adequacy of any statements, estimates, opinions or other information, or the reasonableness of any assumption or other statement, contained in the Presentation (any of which may change without notice).

All financial figures are expressed in U.S. dollars unless otherwise stated.

In addition to financial measures presented in accordance with U.S. generally accepted accounting principles ("U.S. GAAP"), this Presentation includes certain financial information, including Gross Merchandise Volume ("GMV", formerly known as Underlying Merchant Sales, or UMS), Monthly On-Demand & Subscribers ("MODS"), and Active Subscribers, which has been provided as supplemental measures of operating performance that are key metrics used by management to assess Sezzle's growth and operating performance. For example, GMV is an operating metric in assessing the volume of transactions that take place on the Sezzle Platform, which is an indicator of the success of our merchants and the strength of the Sezzle Platform and MODS is a monthly metric that captures unique users of the On-Demand product and subscribers enrolled in Anywhere and Premium products. Sezzle also use these operating metrics in order to evaluate the effectiveness of our business strategies, to make budgeting decisions, and to compare our performance against that of other peer companies using similar measures. GMV, MODS, and Active Subscribers do not represent revenue earned by Sezzle, are not components of Sezzle's income or included within Sezzle's financial results prepared in accordance with GAAP. The GMV, MODS, and Active Subscribers financial measures used by Sezzle may differ from the non-U.S. GAAP financial measures used by other companies.

## No Offer or Solicitation

This report shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act or pursuant to another available exemption.

## WebBank

Pay Later loans are originated by WebBank except loans in IA, Puerto Rico & Canada. For example, for a \$300 loan Pi4, you make one \$75 down payment today, then three \$75 payments every two weeks for a 45.0% annual percentage rate (APR) & total payments of \$307.49, which includes a \$7.49 Service Fee (finance charge) charged at loan origination. Service fees vary & can range from \$0 to \$7.49 depending on the purchase price & Sezzle product. Actual fees are reflected in checkout.

# 2025 Recap

	4Q25	FY2025
GMV Growth (YoY)	35.3%	55.1%
Total Revenue Growth (YoY)	32.2%	66.1%
Net Income & Net Income Margin	\$42.7M 32.9%	\$133.1M 29.6%
Adjusted EBITDA <sup>1</sup> & Adjusted EBITDA Margin	\$58.3M 44.9%	\$187.7M 41.7%
Total Revenue Less Transaction Related Costs <sup>2</sup> as a % of Total Revenue	64.3%	62.4%
Last Twelve Months (LTM) Return on Equity <sup>3</sup>	103.3%	
<b>Average Quarterly Purchase Frequency</b>	<b>Monthly On-Demand &amp; Subscribers (MODS<sup>4</sup>)</b>	
6.6x ↑ 1.1x YoY	918k ↑ 211k YoY	

## 2026 Guidance

Total Revenue Growth	25% — 30%
Adjusted Net Income <sup>5</sup>	\$170.0M ↑ 32.4% YoY
Adjusted Net Income Per Diluted Share <sup>5</sup>	\$4.70 ↑ 30.9% YoY



<sup>1</sup>Adjusted EBITDA is a non-GAAP financial measure. For a reconciliation of Adjusted EBITDA, see Appendix II. <sup>2</sup>Total Revenue Less Transaction Related Costs is a non-GAAP financial measure. For a reconciliation of Operating Income and Total Revenue Less Transaction Related Costs, see Appendix I. <sup>3</sup>Return on Equity (ROE) is calculated as Net Income over the last twelve months (LTM) divided by average shareholders' equity during the same period. <sup>4</sup>As of December 31, 2025. Monthly On-Demand & Subscribers (MODS) defined as the combined total of Active Subscribers and Monthly On-Demand users. Monthly On-Demand users are unique users that have made at least one purchase through On-Demand during the month. MODS rounded to the nearest thousand. <sup>5</sup>Adjusted Net Income is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted Net Income see Appendix III.

# 10 Years of Sezzle

As Awarded by:



World's Top Fintech Companies

**Newsweek**

America's Best Companies

THE WALL STREET JOURNAL

Best BNPL App for Credit Building

**FORTUNE**

Top 5 BNPL Apps

**TIME**

America's Growth Leaders



Best Companies to Work for

**CNET**

Best for Building Credit

**Forbes**

Best Mid-Cap Companies



Sezzle Founded



Sezzle Expands into Canada



Launch of Credit Reporting



1<sup>st</sup> Quarter of Profitability  
*Initiatives Announced in Mar '22*



Nasdaq Listing<sup>1</sup>



Announced 6-for-1 Stock Split & \$50M Repurchase Program<sup>2</sup>



Sezzle Launches Pay-in-4



Australian Stock Exchange IPO



Launch of Premium Subscription



Launch of Anywhere Subscription



Launch of WebBank Partnership & On-Demand



Announced \$100M Repurchase Program

Jan 2016

Aug 2017

Jun 2019

Jul 2019

Nov 2020

Jun 2022

Sep 2022

Jun 2023

Aug 2023

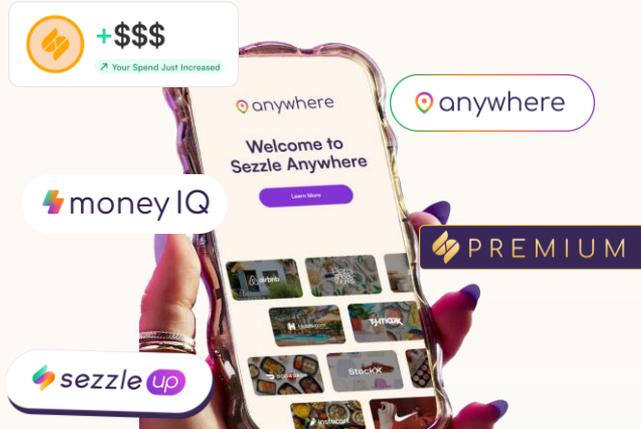
Oct 2024

Mar 2025

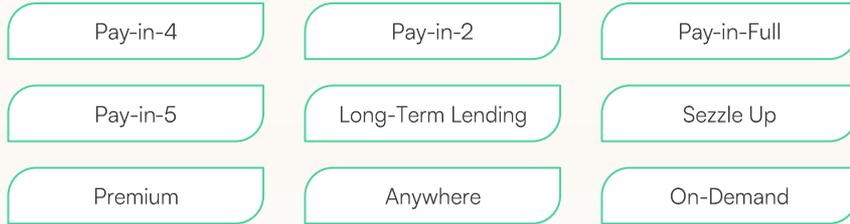
Dec 2025

<sup>1</sup>Sezzle officially delisted from the Australian Securities Exchange (ASX) on January 16, 2024. <sup>2</sup> Separate from the \$50 million repurchase program completed on December 4, 2025, Sezzle previously completed \$20.0 million in stock repurchases as of July 9, 2024, under plans announced on December 22, 2023 (\$5.0 million) and June 20, 2024 (\$15.0 million).

# An *All-in-One* App



Expanding *financial tools* to grow consumer lifetime value and drive consumer acquisition



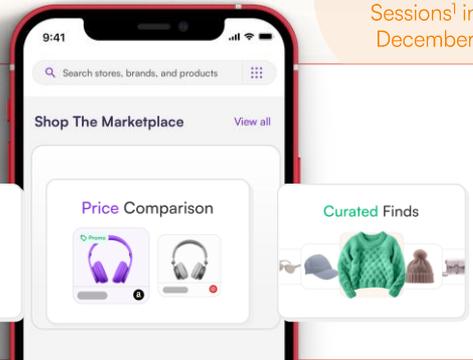
**+34%**  
YoY Number of Transactions in 4Q25

**+51%**  
YoY Monthly Sessions<sup>1</sup> in December

...and scaling *shopping features* to engage and retain consumers



- Earn Tab — Dining & Gas discounts
- Price Comparison
- Browser Extension
- Receipt Scanning & Rewards (*beta*)
- Product Insurance
- Care Benefits and Insurance
- Product Marketplace



<sup>1</sup> A session is defined as a Sezzle Consumer opening the Sezzle app, ending after 30 minutes of inactivity.

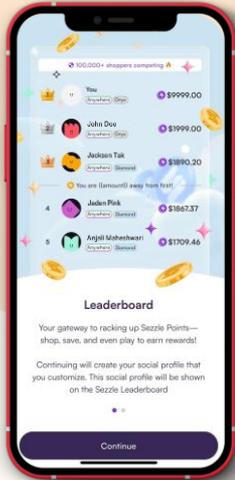
# 2026 Path Forward

A *digital financial platform* building an integrated shopping and financial services ecosystem

Launched

Launching Soon

Additional Products  
& Features to Launch



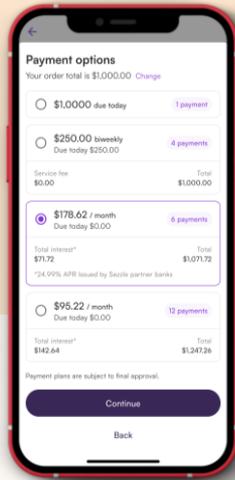
## User Community

Social engagement hub enabling users to connect, share, and interact



## Sezzle Mobile (waitlist)

Subscription-based mobile plan powered by AT&T's network, improving retention and ecosystem engagement



## Enhanced Long-Term Lending<sup>1</sup>

Unlocks higher credit limits, flexible monthly payments, and expanded merchant acceptance across all product groups



## Agentic Commerce

AI-powered shopping assistant that simplifies discovery, improving shopping efficiency and conversion

Deposit Accounts

Receipt Scanning  
& Rewards

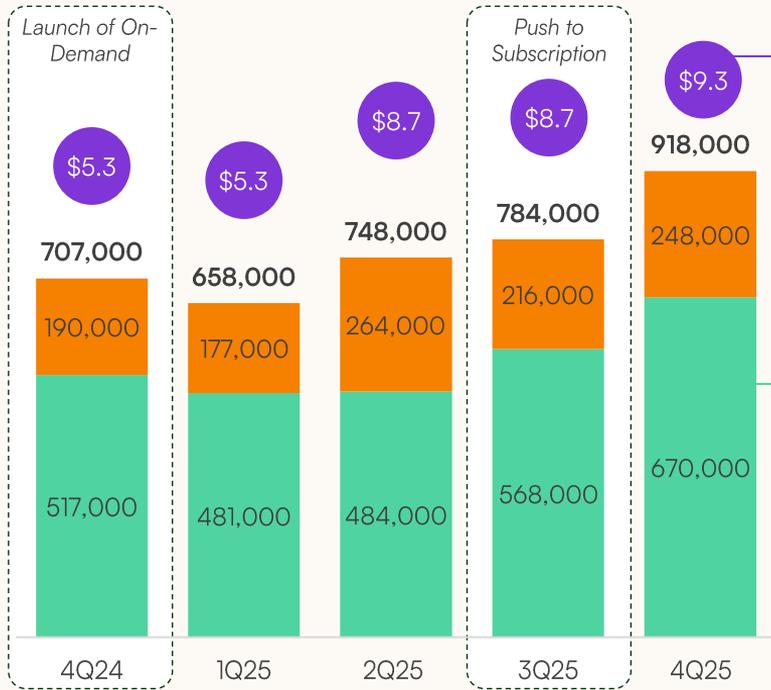
Debit & Secured  
Credit Card

Post-Purchase  
Split Program

And more!

<sup>1</sup> Length of loan and APR varies by user and merchant offering and is determined by Sezzle's long-term lending partner.

# Efficient & Targeted Marketing Unlocking Engagement and Driving Subscriber Growth



## Marketing Strategy

Incentivizing engagement and retention through targeted consumer rewards

- Subscription Benefits
- Cashback Rewards
- Payment Streaks
- Money IQ
- Gamification
- In-app & Merchant Exclusive Offers

## Subscription Strategy

Expanding benefits to strengthen engagement and lower churn in 4Q25

**10** More Orders from Subscribers vs. Non-Subscribers on Average

**35x** Top 10% Anywhere Subscribers 90-days Frequency<sup>1</sup>

**38%** In-store Orders as % of Total Anywhere Orders<sup>2</sup>

■ Active Subscribers ■ Monthly On-Demand Users ● Marketing Spend (\$ in millions)<sup>3</sup>

<sup>1</sup>Frequency is defined as the average total number of Sezzle orders placed by active Anywhere subscribers in 4Q25. <sup>2</sup>Orders placed during 4Q25.

<sup>3</sup>Marketing Spend corresponds to the Marketing, advertising, and tradeshows line item presented in the Company's Financial Statements.

# AI-Driven Efficiency Across the Sezzle Ecosystem

Building *proprietary AI capabilities* to improve organizational productivity, unlock cost savings, and elevate the consumer experience



## Engineering

### *AI Coding Assistants (live)*

- Faster build velocity and reduced development times
- Replaced smaller external vendors by building in-house tools, lowering third-party tech & data expenses
- Integrating internal systems with AI tools to improve productivity at scale



## Product

### *AI Shopping Assistant (soon to launch)*

- Personalizes product discovery & surfaces relevant recommendations, alerts, and collections

### *AI Chargeback Agent (live)*

- Automating chargeback annotation

### *User Foundation Embedding Model (live)*

- Trained & being implemented for a superior, personalized consumer experience



## Customer Support

### *Proprietary AI Support Chatbot (soon to launch)*

- Designed to enhance resolution quality and speed while enabling scalable, cost-efficient support as volume grows



## Other Functions

### *Marketing (live)*

- Driving deeper insights & improving marketing campaign optimization

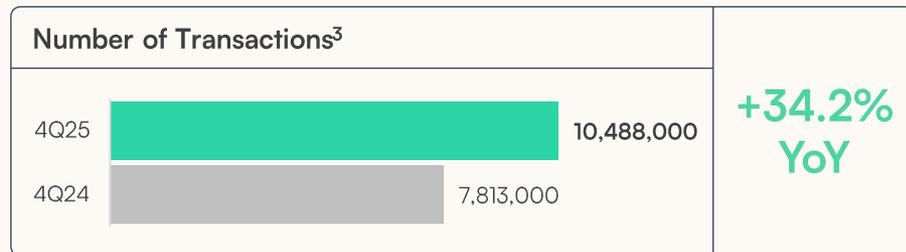
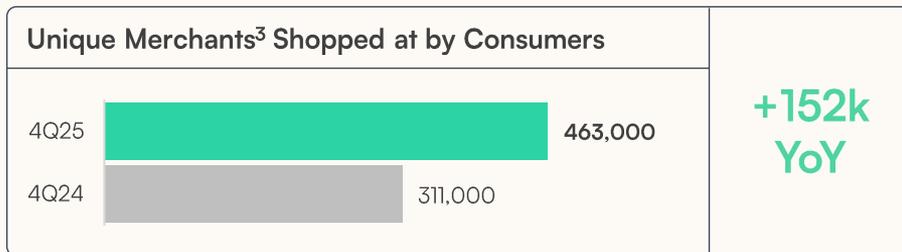
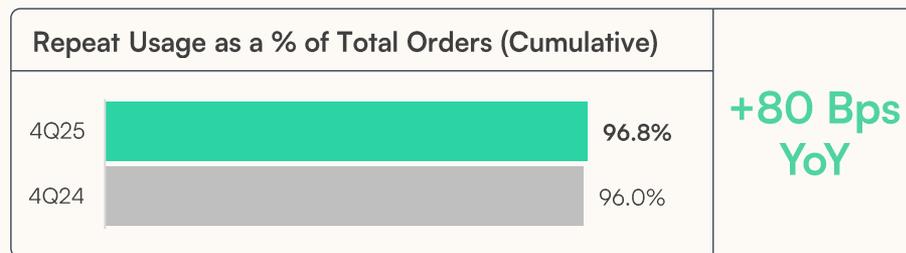
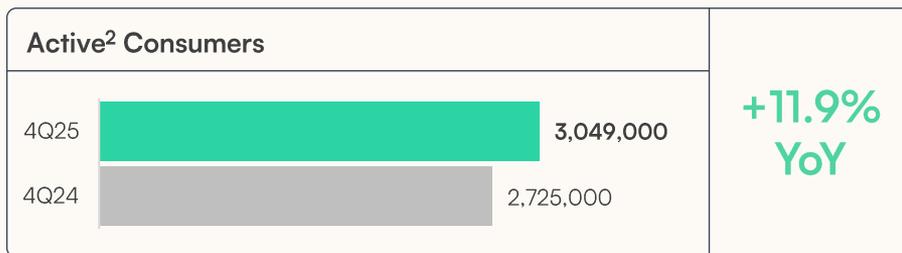
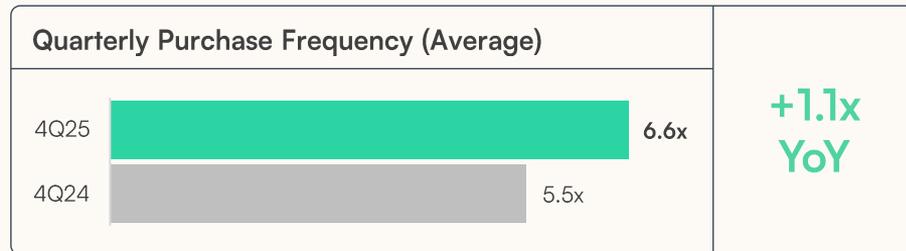
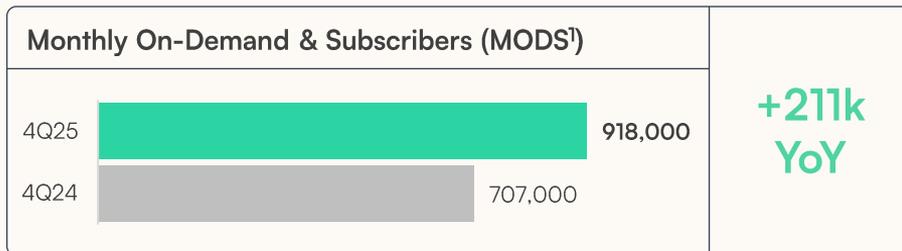
**<6 months**

Marketing Payback Period

### *Company-wide (live)*

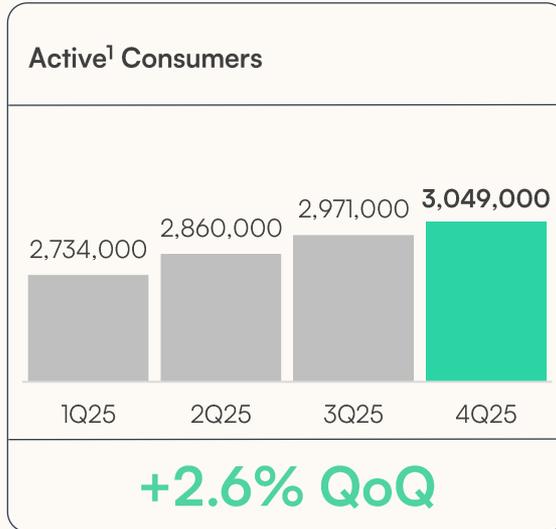
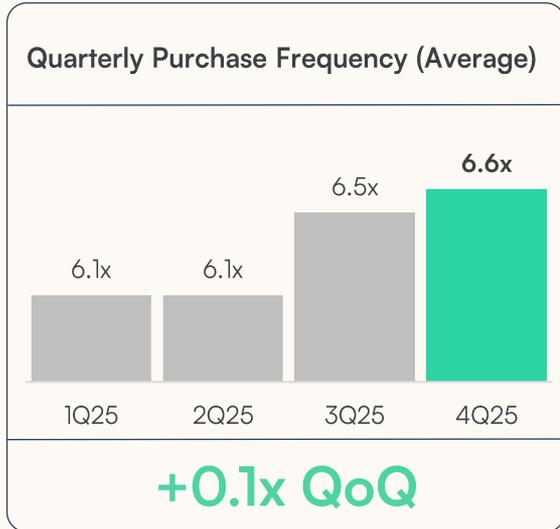
- **In-house AI Business Intelligence (SIA):** Allows non-technical teams to query data using natural language
- **Internal gateway:** Connect AI tools with company internal systems securely & support scalable AI adoption

# YoY Engagement Metrics



<sup>1</sup>Monthly On-Demand & Subscribers (MODS) defined as the combined total of Active Subscribers and Monthly On-Demand users. Monthly On-Demand users are unique users that have made at least one purchase through On-Demand during the month. MODS rounded to the nearest thousand. <sup>2</sup>Active is defined as having had at least one transaction through the Sezzle platform in the last twelve months, not subject to a minimum required number of transactions criteria (Consumers rounded to nearest thousand). <sup>3</sup>Unique Merchants and Number of Transactions are rounded to the nearest thousand.

# Last Twelve Months (LTM) QoQ Engagement Metrics



<sup>1</sup>Active is defined as having had at least one transaction through the Sezzle platform in the last twelve months, not subject to a minimum required number of transactions criteria (Consumers rounded to nearest thousand).

<sup>2</sup>Unique Merchants are rounded to the nearest thousand.

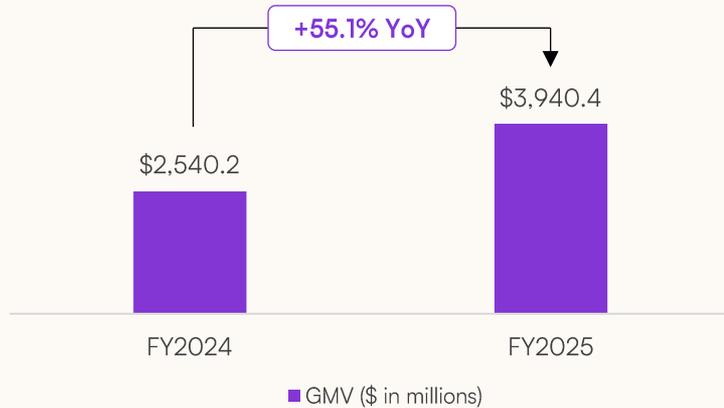
# YoY Progression Overview

	4Q24	4Q25	YoY Change	FY2024	FY2025	YoY Change
Total Revenue	\$98.2M	\$129.9M	32.2% ↑	\$271.1M	\$450.3M	66.1% ↑
Net Income	\$25.4M	\$42.7M	68.3% ↑	\$78.5M	\$133.1M	69.5% ↑
Adjusted Net Income <sup>1</sup>	\$26.1M	\$42.8M	64.2% ↑	\$65.3M	\$128.4M	96.6% ↑
Adjusted EBITDA Margin <sup>2</sup>	33.1%	44.9%	11.8 Pts ↑	32.7%	41.7%	9.0 Pts ↑
Total Revenue Less Transaction Related Costs <sup>3</sup> as a % of Total Revenue	55.3%	64.3%	9.0 Pts ↑	55.7%	62.4%	6.7 Pts ↑
Non-Transaction Related OpEx <sup>4</sup> as a % of Total Revenue	27.4%	24.6%	-2.8 Pts ↓	30.4%	26.3%	-4.1 Pts ↓

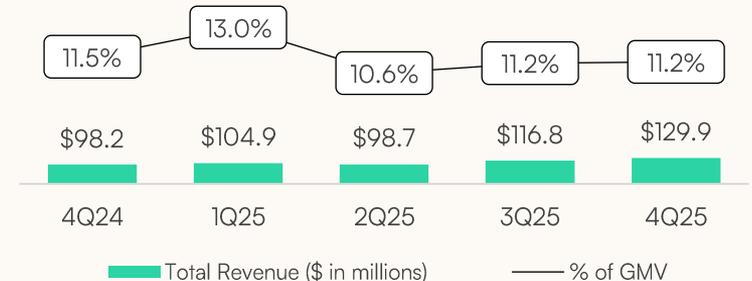
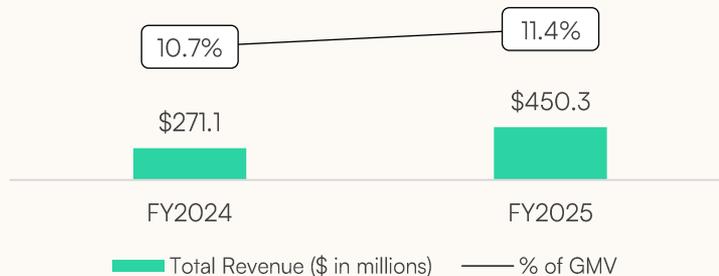
<sup>1</sup> Adjusted Net Income is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted Net Income, see Appendix III. Adjusted prior periods to include the windfall/shortfall to income tax expense for equity-based compensation and corporate strategic project costs. <sup>2</sup> Adjusted EBITDA Margin is a non-GAAP financial measure equal to non-GAAP Adjusted EBITDA divided by Total Revenue. For a reconciliation of Net Income to non-GAAP Adjusted EBITDA, see Appendix II. Adjusted prior periods to include corporate strategic project costs. <sup>3</sup> Total Revenue Less Transaction Related Costs is a non-GAAP financial measure. For a reconciliation of Operating Income and Total Revenue Less Transaction Related Costs, see Appendix I. <sup>4</sup> Non-Transaction Related Operating Expenses is a non-GAAP financial measure and is equal to Personnel, Third-Party Technology and Data, Marketing, Advertising, and Tradeshow, and General and Administrative Operating Expenses. See Appendix I for reconciliation of Non-Transaction Related Operating Expenses and respective definitions.

# Gross Merchandise Volume (GMV) & Total Revenue

## Gross Merchandise Volume (GMV)

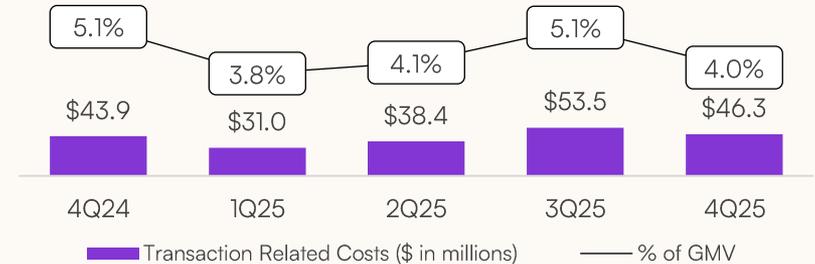


## Total Revenue

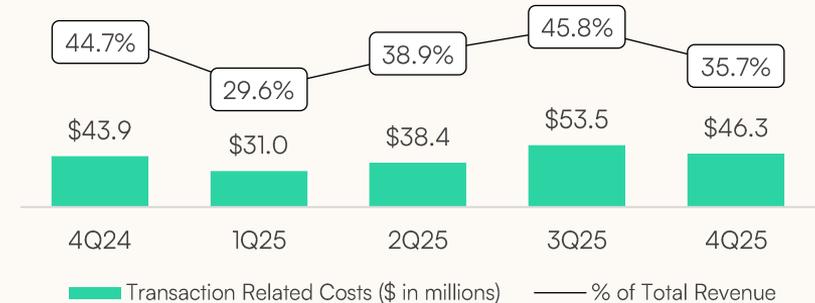
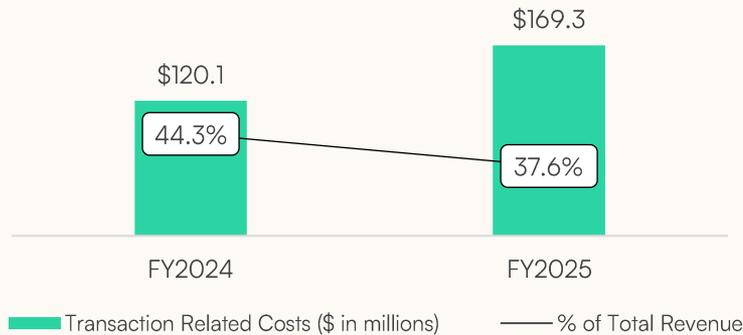


# Transaction Related Costs<sup>1</sup>

## As a % of GMV



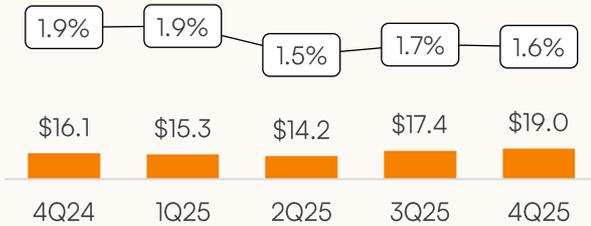
## As a % of Total Revenue



<sup>1</sup>Transaction Related Costs is a non-GAAP financial measure that represents the combined total of Transaction Expense, Provision for Credit Losses, and Net Interest Expense. For a reconciliation of Transaction Related Costs, see Appendix II.

# Transaction Related Costs<sup>1</sup>

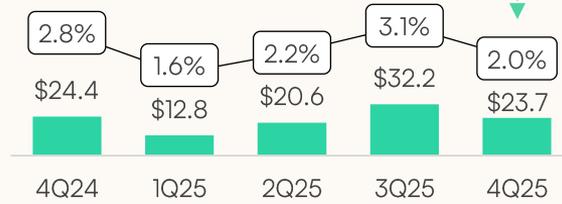
## Transaction Expense



Transaction Expense (\$ in millions) — % of GMV

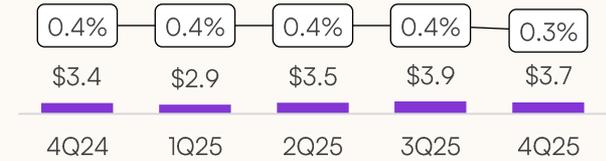
## Provision for Credit Losses

✓ Better-than-expected consumer repayment behavior  
 ✓ Holiday season credit tightening

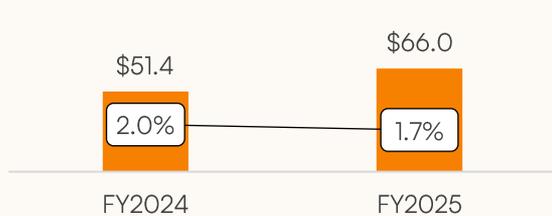


Provision for Credit Losses (\$ in millions) — % of GMV

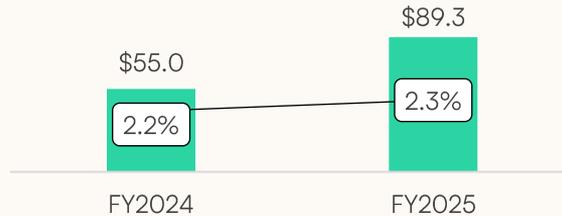
## Net Interest Expense



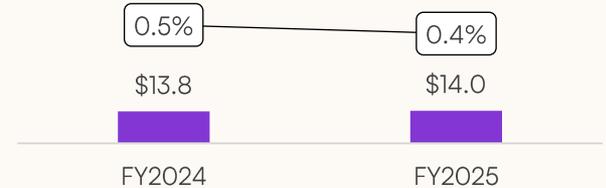
Net Interest Expense (\$ in millions) — % of GMV



Transaction Expense (\$ in millions) — % of GMV



Provision for Credit Losses (\$ in millions) — % of GMV

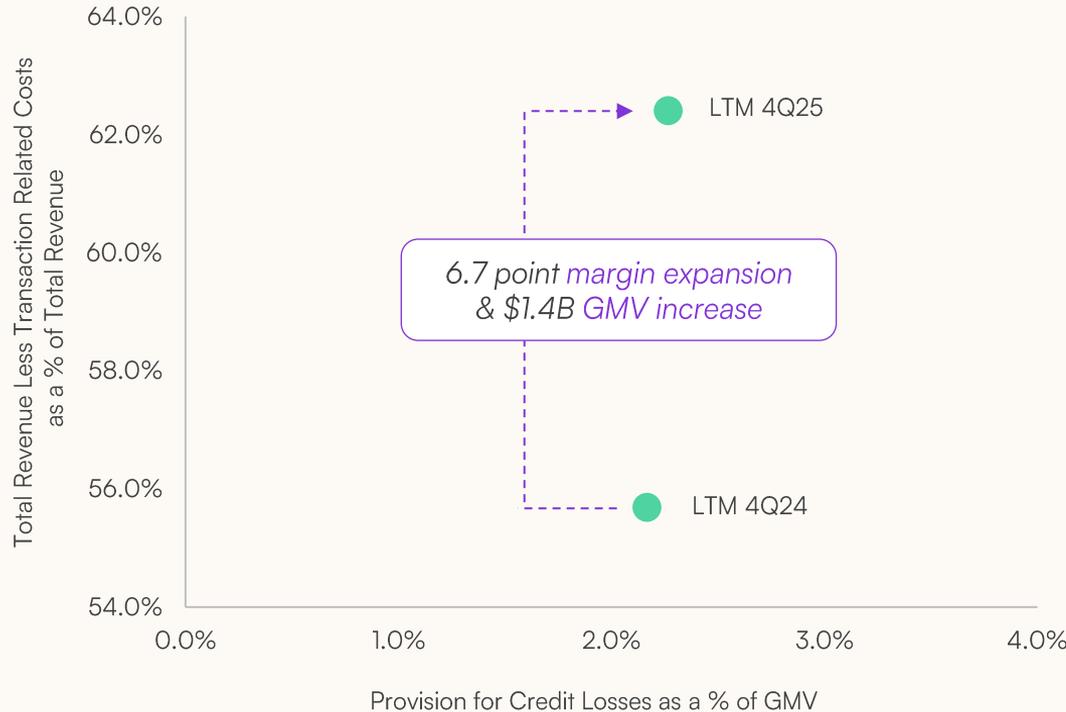


Net Interest Expense (\$ in millions) — % of GMV

<sup>1</sup>Transaction Related Costs is a non-GAAP financial measure that represents the combined total of Transaction Expense, Provision for Credit Losses, and Net Interest Expense.

For a reconciliation of Transaction Related Costs, see Appendix II.

# Superior Unit Economics Driven by Portfolio Velocity



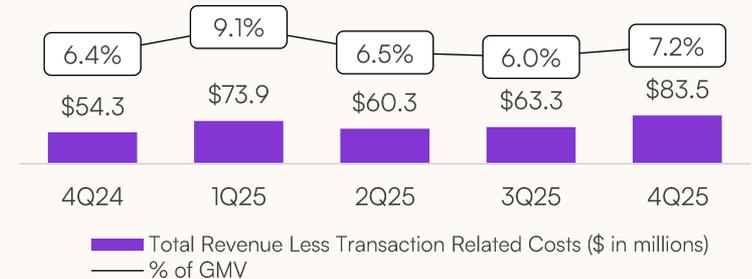
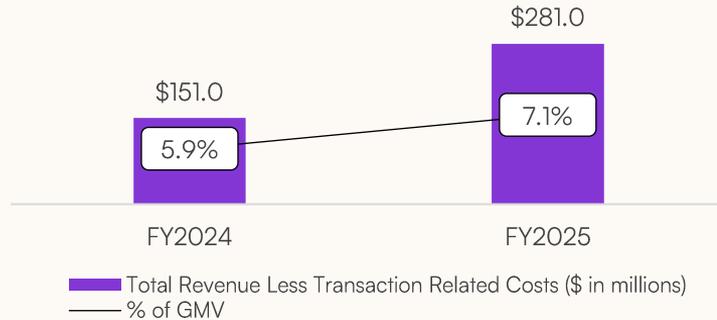
*The short duration product results in quick portfolio turnover, with repayment trends evident after 14 days*

Type of Loan	Std. Loan Tenor
Sezzle	42 days
Lease-to-Own	12+ months
Personal Loans (e.g. home improvement)	12-84 months
Auto Loan	~70 months
Home Equity Line of Credit (HELOC)	10-15 years
Home Mortgage	15-30 years

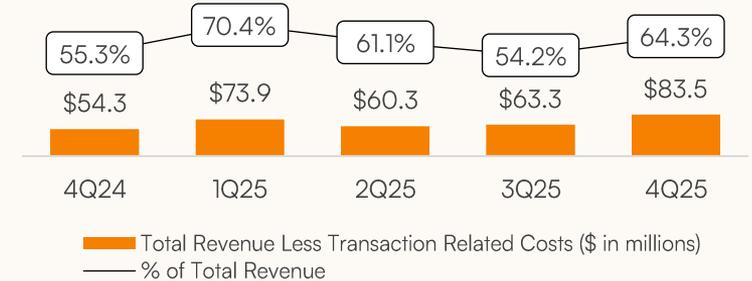
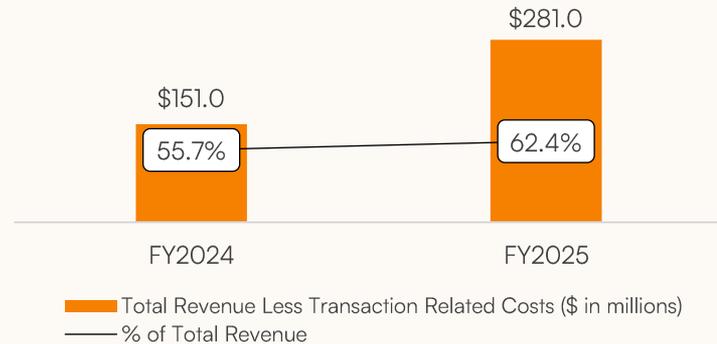
Sources: PYMNTS, Wells Fargo, U.S. Bank, Experian, Citizens Bank, SoFi

# Total Revenue Less Transaction Related Costs<sup>1</sup>

## As a % of GMV



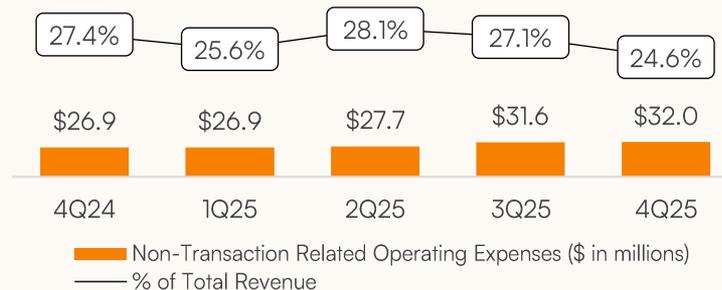
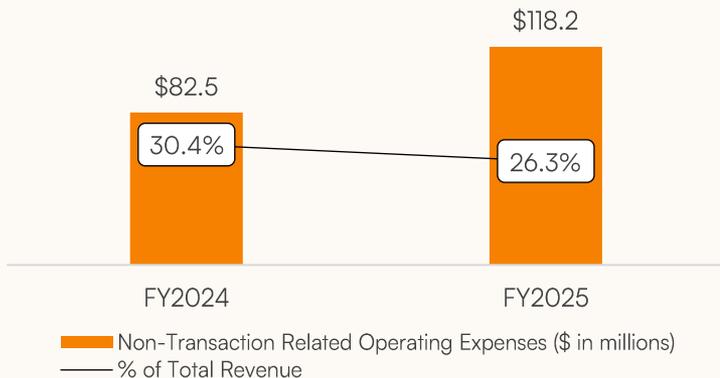
## As a % of Total Revenue



<sup>1</sup>Total Revenue Less Transaction Related Costs is a non-GAAP financial measure. For a reconciliation of Operating Income to Total Revenue Less Transaction Related Costs see Appendix I.

# Non-Transaction Related Operating Expenses<sup>1</sup>

% of Total Revenue



Corporate Strategic Projects Costs (\$ in millions)	
\$0.3M	\$3.1M

Corporate Strategic Projects Costs (\$ in millions)				
\$0.1M	\$0.0M	\$0.4M	\$1.3M	\$1.3M

## Corporate Strategic Projects Costs Included in Non-Transaction Related Operating Expenses:



Capital Markets Exploration  
(Completed in 4Q25)



Antitrust Suit  
(Ongoing)

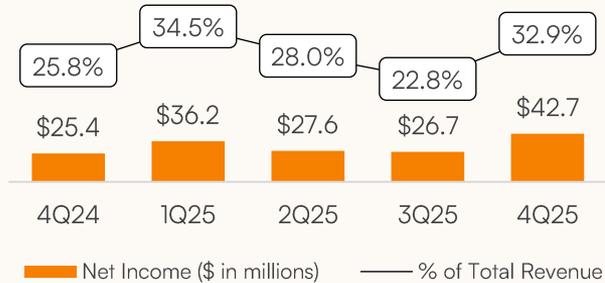


Banking Charter Discovery  
(Ongoing)

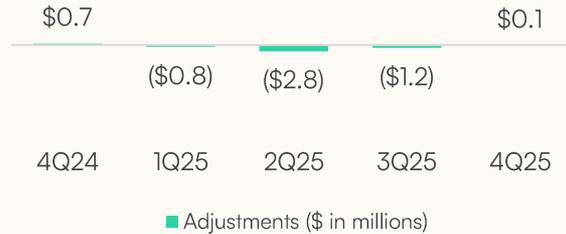
<sup>1</sup>Non-Transaction Related Operating Expenses is a non-GAAP financial measure and is equal to Personnel, Third-Party Technology and Data, Marketing, Advertising, and Tradeshows, and General and Administrative Operating Expenses. See Appendix I for reconciliation of Non-Transaction Related Operating Expenses and respective definitions.

# Net Income & Adjusted Net Income

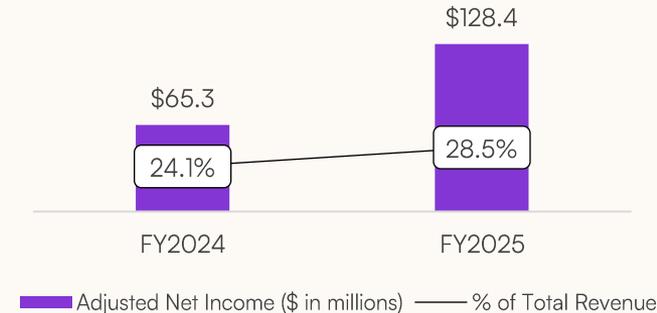
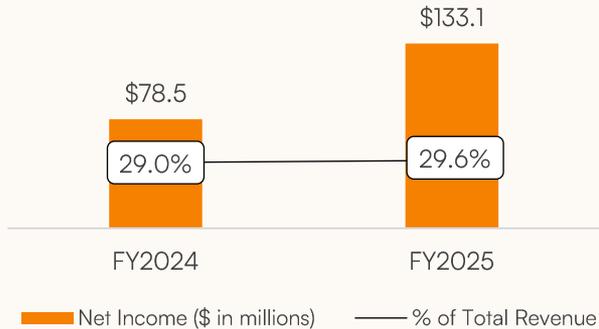
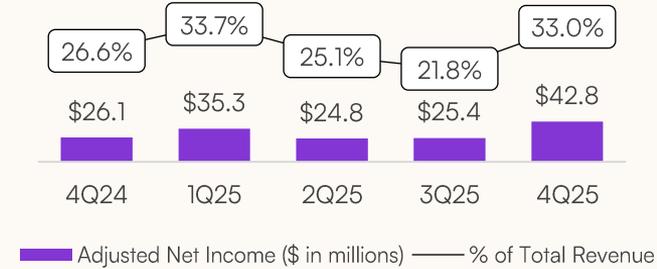
## Net Income



## Adjustments



## Adjusted Net Income<sup>1</sup>



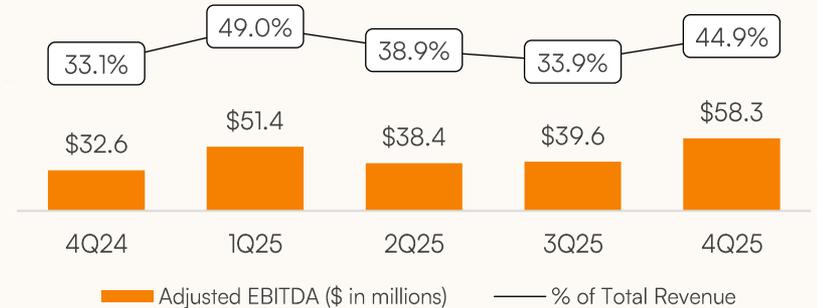
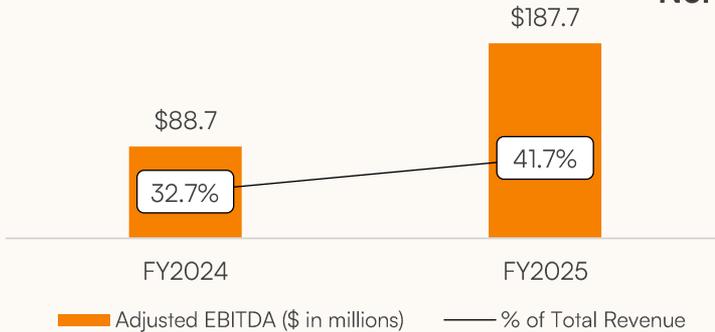
<sup>1</sup>Adjusted Net Income is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted Net Income see Appendix III. Adjusted prior periods to include the windfall/shortfall to income tax expense for equity-based compensation and corporate strategic project costs.

# Net Income & Adjusted EBITDA

## Net Income & Adjusted Net Income<sup>1</sup>



## Non-GAAP Adjusted EBITDA<sup>2</sup>



<sup>1</sup>Adjusted Net Income is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted Net Income see Appendix III. Adjusted prior periods to include the windfall/shortfall to income tax expense for equity-based compensation and corporate strategic project costs. <sup>2</sup>Adjusted EBITDA is a non-GAAP financial measure. For a reconciliation of Adjusted EBITDA, see Appendix II. Adjusted prior periods to include corporate strategic project costs.

# Select Balance Sheet & Cash Flow Metrics

## Balance Sheet

\$ in Thousands

	Dec 31, 2024	Sep 30, 2025	Dec 31, 2025
<b>Key Assets</b>			
Cash and cash equivalents <sup>1</sup>	\$73,185	\$104,147	<b>\$64,054</b>
Restricted cash	\$25,125	\$30,509	<b>\$38,547</b>
Total cash	\$98,310	\$134,656	<b>\$102,601</b>
Notes Receivable, net	\$164,562	\$184,131	<b>\$254,895</b>
<b>Key Liabilities</b>			
Merchant accounts payable	\$68,967	\$57,829	<b>\$56,374</b>
Drawn on line of credit <sup>2</sup>	\$105,000	\$118,000	<b>\$141,259</b>
<b>Total Stockholders' Equity<sup>1</sup></b>	<b>\$87,835</b>	<b>\$155,270</b>	<b>\$169,811</b>

## Net Cash Provided From Operations<sup>3</sup>

<b>Year-to-Date</b> (as restated)	<b>\$130,648</b>	<b>\$139,274</b>	<b>\$209,907</b>
<b>Change in Operating Activities for Notes Receivable</b> (now under Investing Activities)	<b>\$89,749</b>	<b>\$83,656</b>	<b>-</b>
<b>Year-to-date</b> (as previously reported)	<b>\$40,899</b>	<b>\$55,618</b>	<b>-</b>

<sup>1</sup> The Board authorized stock repurchase programs of up to \$5.0 million (December 22, 2023) and \$15.0 million (June 20, 2024), both of which expired in accordance with their terms. On March 10, 2025, the Board approved a \$50.0 million repurchase program, which was completed on December 4, 2025. On December 15, 2025, the Board authorized an additional \$100.0 million repurchase program with no fixed expiration, subject to market conditions and other factors. <sup>2</sup> The availability on the line of credit for quarters ending December 31, 2024, September 30, 2025, and December 31, 2025, is as follows: \$39.0M, \$32.0M, and \$73.5M, respectively. <sup>3</sup> Effective December 31, 2025, the Company restated notes receivable-related cash flows from operating to investing activities in the consolidated statement of cash flows. Prior-period amounts have been restated to conform to the current presentation. This change did not affect net change in cash for any period presented. See the Appendix for details.

# 2025 Guidance vs. Actuals

	2025 Guidance (November 2025)	2025 Actual
Total Revenue Growth	60% — 65%	66.1%
Total Revenue Less Transaction Related Costs <sup>1</sup> as a % of Total Revenue	60% — 65%	62.4%
Effective Income Tax Rate	~25% (excluding discrete items)	23% (excluding discrete tax items)
Adjusted Net Income <sup>4</sup>	\$120.0M	\$128.4M
Adjusted Net Income Per Diluted Share <sup>3, 4</sup>	\$3.38	\$3.59
Net Income	\$125.0M	\$133.1M
Net Income Per Diluted Share <sup>3</sup>	\$3.52	\$3.72
Adjusted EBITDA <sup>5</sup>	\$175.0 — \$180.0M	\$187.7M

<sup>1</sup>Total Revenue Less Transaction Related Costs is a non-GAAP financial measure. For a reconciliation of Operating Income to Total Revenue Less Transaction Related Costs see Appendix I.

<sup>2</sup>Effective Income Tax Rate of (16.6%) for FY2024 was driven by the release of the Company's valuation allowance during the year ended December 31, 2024. <sup>3</sup>The November 2025 Guidance assumes diluted weighted-averaged share count of 35.5 million. This share count reflects the 6-for-1 stock split of the Company's common stock, effected through a stock dividend. <sup>4</sup>Adjusted Net Income is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted Net Income see Appendix III. Adjusted prior periods to include the windfall/shortfall to income tax expense for equity-based compensation and corporate strategic project costs. The 2024 actual on Net Income per Diluted Share and Adjusted Net Income per Diluted Share guidance is adjusted to reflect the 6-for-1 stock split. <sup>5</sup>Adjusted EBITDA is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted EBITDA see Appendix II. Adjusted prior periods to include corporate strategic project costs.

# 2026 Guidance

	2025 Guidance (November 2025)	2025 Actual	2026 Guidance (November 2025)	2026 Guidance
Total Revenue Growth	60% — 65%	66.1%	<i>Not Provided</i>	25% — 30%
Adjusted Net Income <sup>1</sup>	\$120.0M	\$128.4M	<i>Not Provided</i>	\$170.0M
Adjusted Net Income Per Diluted Share <sup>1, 2</sup>	\$3.38	\$3.59	\$4.35	\$4.70

<sup>1</sup> Adjusted Net Income is a non-GAAP financial measure. For a reconciliation of Net Income and Adjusted Net Income see Appendix III. FY2026 Non-GAAP adjusted financial guidance reflects add-backs for estimated FY2026 expenses associated with Corporate Strategic Projects. <sup>2</sup> The 2025 Guidance (November 2025) assumes diluted weighted-averaged share count of 35.5 million. This share count reflects the 6-for-1 stock split of the Company's common stock, effected through a stock dividend.

# Appendix I: Reconciliation of GAAP to Non-GAAP Financial Measures

## Reconciliation of Operating Income to Total Revenue Less Transaction Related Costs

<i>(in \$ thousands)</i>	For the three months ended					For the twelve months ended	
	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	December 31, 2025	December 31, 2024
<b>Operating income</b>	\$ 55,247	\$ 35,561	\$ 36,086	\$ 49,895	\$ 30,871	\$ 176,789	\$ 82,246
Personnel	13,776	14,320	11,681	15,048	14,580	54,825	51,765
Third-party technology and data	3,934	3,705	3,428	3,374	2,871	14,441	9,595
Marketing, advertising, and tradeshows	9,298	8,775	8,772	5,346	5,364	32,191	9,740
General and administrative	4,974	4,823	3,846	3,131	4,084	16,774	11,403
Net interest expense	(3,683)	(3,923)	(3,501)	(2,914)	(3,441)	(14,021)	(13,762)
<b>Total revenue less transaction related costs</b>	\$ 83,546	\$ 63,261	\$ 60,312	\$ 73,880	\$ 54,329	\$ 280,999	\$ 150,987

## Reconciliation of Operating Expenses to Non-Transaction Related Operating Expenses

<i>(in \$ thousands)</i>	For the three months ended					For the twelve months ended	
	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	December 31, 2025	December 31, 2024
<b>Operating expenses</b>	\$ 74,622	\$ 81,235	\$ 62,616	\$ 55,017	\$ 67,352	\$ 273,490	\$ 188,882
Transaction expense	(18,966)	(17,435)	(14,243)	(15,317)	(16,074)	(65,961)	(51,364)
Provision for credit losses	(23,674)	(32,177)	(20,646)	(12,801)	(24,379)	(89,298)	(55,015)
<b>Non-transaction related operating expenses</b>	\$ 31,982	\$ 31,623	\$ 27,727	\$ 26,899	\$ 26,899	\$ 118,231	\$ 82,503

# Appendix II: Reconciliation of GAAP to Non-GAAP Financial Measures

## Reconciliation of Operating Expenses to Transaction Related Costs

(in \$ thousands)	For the three months ended						For the twelve months ended	
	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	December 31, 2025	December 31, 2024	
<b>Operating expenses</b>	\$ 74,622	\$ 81,235	\$ 62,616	\$ 55,017	\$ 67,352	\$ 273,490	\$ 188,882	
Personnel	(13,776)	(14,320)	(11,681)	(15,048)	(14,580)	(54,825)	(51,765)	
Third-party technology and data	(3,934)	(3,705)	(3,428)	(3,374)	(2,871)	(14,441)	(9,595)	
Marketing, advertising, and tradeshows	(9,298)	(8,775)	(8,772)	(5,346)	(5,364)	(32,191)	(9,740)	
General and administrative	(4,974)	(4,823)	(3,846)	(3,131)	(4,084)	(16,774)	(11,403)	
Net interest expense	3,683	3,923	3,501	2,914	3,441	14,021	13,762	
<b>Transaction related costs</b>	\$ 46,323	\$ 53,535	\$ 38,390	\$ 31,032	\$ 43,894	\$ 169,280	\$ 120,141	

## Reconciliation of Net Income to Adjusted EBITDA<sup>1</sup>

(in \$ thousands)	For the three months ended						For the twelve months ended	
	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	December 31, 2025	December 31, 2024	
<b>Net income</b>	\$ 42,691	\$ 26,671	\$ 27,604	\$ 36,164	\$ 25,367	\$ 133,130	\$ 78,522	
Depreciation and amortization	389	369	324	274	258	1,356	965	
Income tax expense (benefit)	8,890	4,961	5,068	10,842	2,362	29,761	(11,205)	
Equity and incentive-based compensation	1,340	2,409	1,498	1,273	1,370	6,520	5,193	
Corporate strategic projects	1,331	1,284	442	4	62	3,061	312	
Other (income) expense, net	(17)	6	(87)	(25)	(300)	(123)	(354)	
Fair value adjustment on warrants	-	-	-	-	-	-	1,261	
Net interest expense	3,683	3,923	3,501	2,914	3,441	14,021	13,762	
Loss on extinguishment of line of credit	-	-	-	-	-	-	260	
<b>Adjusted EBITDA</b>	\$ 58,307	\$ 39,623	\$ 38,350	\$ 51,446	\$ 32,560	\$ 187,726	\$ 88,716	

<sup>1</sup> Adjusted prior periods to include corporate strategic project costs.



# Appendix IV: Restated Quarterly Consolidated Statements of Cash Flows

<i>(in \$ thousands)</i>	For the twelve months ended December 31, 2024		
	As previously reported	Restatement impact	As restated
Discount on notes receivable	\$ -	\$ 460	\$ 460
Notes receivables	(89,289)	89,289	-
<b>Net Cash Provided from Operating Activities</b>	<b>40,899</b>	<b>89,749</b>	<b>130,648</b>
Purchases and originations of notes receivable, net of proceeds from repayments	-	(89,749)	(89,749)
<b>Net Cash Used for Investing Activities</b>	<b>\$ (1,464)</b>	<b>\$ (89,749)</b>	<b>\$ (91,213)</b>

<i>(in \$ thousands)</i>	For the nine months ended September 30, 2025		
	As previously reported	Restatement impact	As restated
Discount on notes receivable	\$ -	\$ (1,516)	\$ (1,516)
Notes receivables	(85,172)	85,172	-
<b>Net Cash Provided from Operating Activities</b>	<b>55,618</b>	<b>83,656</b>	<b>139,274</b>
Purchases and originations of notes receivable, net of proceeds from repayments	-	(83,656)	(83,656)
<b>Net Cash Used for Investing Activities</b>	<b>\$ (2,103)</b>	<b>\$ (83,656)</b>	<b>\$ (85,759)</b>

## Non-GAAP Financial Measures

To supplement our operating results prepared in accordance with generally accepted accounting principles in the United States (“GAAP”), we present the following non-GAAP financial measures: Total revenue less transaction related costs; transaction related costs; non-transaction related operating expenses; adjusted net income; adjusted net income margin; adjusted net income per diluted share; adjusted earnings before interest, taxes, depreciation, and amortization (“Adjusted EBITDA”); and Adjusted EBITDA margin. Definitions of these non-GAAP financial measures and summaries of the reasons why management believes that the presentation of these non-GAAP financial measures provide useful information to the Company and investors are as follows:

- Total revenue less transaction related costs is defined as GAAP total revenue less transaction related costs. Transaction related costs is the sum of GAAP transaction expense, provision for credit losses, and net interest expense less certain non-recurring charges as detailed in the reconciliation table of GAAP operating income to non-GAAP total revenue less transaction related costs above. We believe that total revenue less transaction related costs is a useful financial measure to both management and investors for evaluating the economic value of orders processed on the Sezzle Platform.
- Non-transaction related operating expenses is defined as the sum of GAAP personnel; third-party technology and data; marketing, advertising, and tradeshow; and general and administrative operating expenses. We believe that non-transaction related operating expenses is a useful financial measure to both management and investors for evaluating our management of operating expenses not directly attributable to orders processed on the Sezzle Platform.
- Adjusted EBITDA is defined as GAAP net income, adjusted for certain charges including depreciation, amortization, equity and incentive—based compensation, and corporate strategic project costs, as well as net interest expense as detailed in the reconciliation table of GAAP net income to adjusted EBITDA. We believe that this financial measure is a useful measure for period-to-period comparison of our business by removing the effect of certain non-cash and non-recurring charges, as well as funding costs, that may not directly correlate to the underlying performance of our business.
- Adjusted EBITDA margin is defined as Adjusted EBITDA divided by GAAP total revenue. We believe that this financial measure is a useful measure for period-to-period comparison of our business’ unit economics by removing the effect of certain non-cash and non-recurring charges, as well as funding costs, that may not directly correlate to the underlying performance of our business.
- Adjusted net income is defined as GAAP net income, adjusted for certain charges including discrete tax items, fair value adjustments on warrants, losses on the extinguishment of our lines of credit, corporate strategic project costs, and other income and expense, as detailed in the reconciliation table of GAAP net income to adjusted net income. We believe that this financial measure is useful for period-to-period comparison of our business by removing the effect of certain charges that, in management's view, does not correlate to the underlying performance of our business during a given period.
- Adjusted net income margin is defined as Adjusted net income divided by GAAP total revenue. We believe that this financial measure is a useful measure for period-to-period comparison of our business by removing the effect of certain charges that, in management's view, does not correlate to the underlying performance of our business during a given period.
- Adjusted net income per diluted share is defined as non-GAAP adjusted net income divided by GAAP weighted-average diluted shares outstanding. We believe that this financial measure is a useful measure for period-to-period comparison of shareholder return by removing the effect of certain charges that, in management's view, does not correlate to the underlying performance of our business during a given period.

## Non-GAAP Financial Measures (Cont.)

Additionally, we have included these non-GAAP measures because they are key measures used by our management to evaluate our operating performance, guide future operating plans, and make strategic decisions, including those relating to operating expenses and the allocation of resources. Therefore, we believe these measures provide useful information to investors and other users of this presentation to understand and evaluate our operating results in the same manner as our management and board of directors. However, non-GAAP financial measures have limitations, should be considered supplemental in nature, and are not meant as a substitute for the related financial information prepared in accordance with U.S. GAAP. These limitations include the following:

- Total revenue less transaction-related costs is not intended to be measures of operating profit or cash flow profitability as they exclude key operating expenses such as personnel, general and administrative, and third-party technology and data, which have been, and will continue to be for the foreseeable future, significant recurring GAAP expenses.
- Transaction related costs exclude significant expenses such as personnel, general and administrative, and third-party technology and data, which have been, and will continue to be for the foreseeable future, significant recurring GAAP expenses.
- Non-transaction related operating expenses exclude significant expenses, including transaction expense and provision for credit losses, which have been, and will continue to be for the foreseeable future, significant recurring GAAP expenses.
- Adjusted EBITDA and adjusted EBITDA margin exclude certain charges such as depreciation, amortization, and equity and incentive—based compensation, which have been, and will continue to be for the foreseeable future, recurring GAAP expenses. Further, these non-GAAP financial measures exclude certain significant cash inflows and outflows, which have a significant impact on our working capital and cash.
- Adjusted EBITDA and adjusted EBITDA margin excludes net interest expense, which has a significant impact on our GAAP net income, working capital, and cash.
- Adjusted net income, adjusted net income margin, and adjusted net income per diluted share excludes certain charges such as losses on the extinguishment of our lines of credit, fair value adjustments on our warrants, other income and expense, and discrete tax items which have been, and may be in the future, recurring GAAP expenses. Further, these non-GAAP financial measures exclude certain significant cash inflows and outflows, which have a significant impact on our working capital and cash.
- Long-lived assets being depreciated or amortized may need to be replaced in the future, and these non-GAAP financial measures do not reflect the capital expenditures needed for such replacements, or for any new capital expenditures or commitments.
- These non-GAAP financial measures do not reflect income taxes that may represent a reduction in cash available to us.
- Non-GAAP measures do not reflect changes in, or cash requirements for, our working capital needs.
- Other companies, including companies in our industry, may calculate the non-GAAP financial measures differently or not at all, which reduces their usefulness as comparative measures.

Because of these limitations, you should not consider these non-GAAP financial measures in isolation or as substitutes for analysis of our financial results as reported under GAAP, and these non-GAAP financial measures should be considered alongside other financial performance measures, including net income and other financial results presented in accordance with GAAP. We encourage you to review the related GAAP financial measures and the reconciliations of these non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.



sezzle

The Responsible Way to Pay