



The way forward.



3Q 2020 PRESENTATION

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



Agenda

1. NOTABLE 3Q ACCOMPLISHMENTS

2. FAVORABLE 3Q TRENDS

3. RECORD MERCHANT EXPANSION

4. ALLY LENDING PARTNERSHIP

5. SEPARATING FROM THE PACK

6. OUTLOOK

3Q20 Accomplishments

SUCCESSFUL CAPITAL RAISE

Raised A\$86.3M (US\$60M) in July to accelerate growth and strengthen the balance sheet.

ENHANCED ENTERPRISE SALES TEAM

Hired two senior PayPal executives to spearhead Sezzle's efforts for large enterprise merchants.

ASSESSING WORLD'S 5TH LARGEST ECONOMY

Soft launched India in July. Initial feedback is positive, but still observing consumer payment performance to determine next steps.

LONG-TERM OPTIONS WITH ALLY PARTNERSHIP

Partnership will give merchants and consumers access to long-term financing options.

NEW PRODUCT LAUNCHES FOR CONSUMER NEEDS

Inspired by consumer needs: Sezzle Up (credit building), Sezzle Anywhere (affiliate/gift card), Sezzle Spend (rewards) and in-store.

RECORD NUMBER OF MERCHANT ADDITIONS

Added 4,778 merchants in 3Q, reaching 20,890 at the end of the quarter.

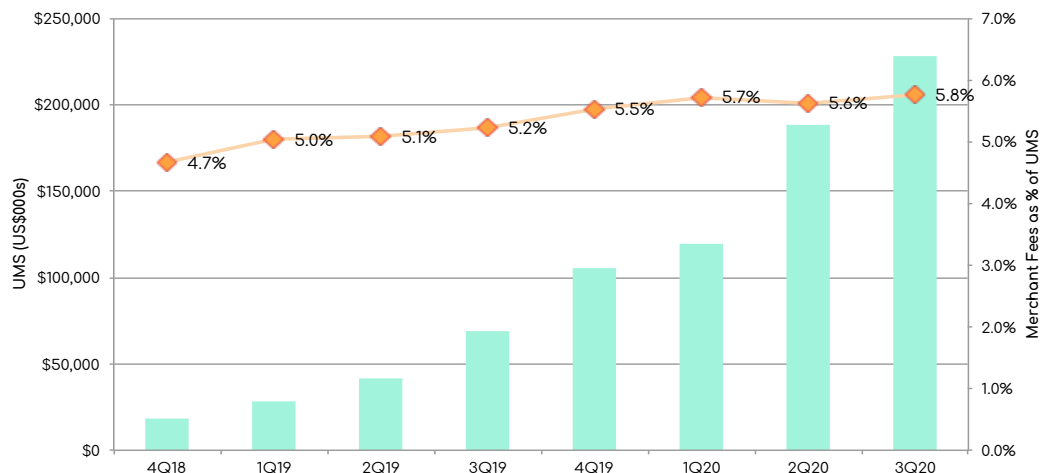
Favorable 3Q Trends

- 3Q UMS rose 231.5% YoY to US\$228.2M, representing a record quarter.
- Merchant fees as a % of UMS in 3Q improved to 5.8% from 5.2% in the prior year's quarter.
- 5.8% Merchant Fees as a % of UMS represents the highest quarterly result in the Company's history.
- Active Consumers increased 178.1% YoY to nearly 1.8M.
- 3Q20 represented the largest addition of Active Merchants in the Company's history – 4,778.

Key Metrics	Quarter Ended 30 Sep 2020		QoQ change	YoY change
	(A\$ in M's) ¹	(US\$ in M's)		
UMS	\$318.2	\$228.2	21.4%	231.5%
Merchant Fees	\$18.3	\$13.1	24.1%	265.3%
Active Consumers	1,792,681	1,792,681	21.5%	178.1%
Active Merchants	20,890	20,890	29.7%	178.3%

¹A\$ to US\$ exchange rate of \$0.7170.

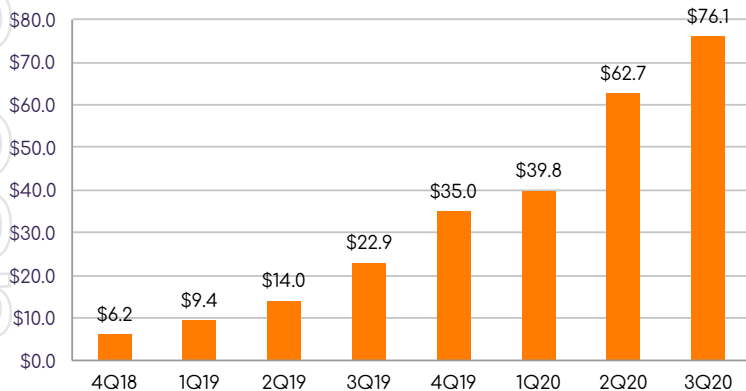
UMS and Merchant Fees as % of UMS



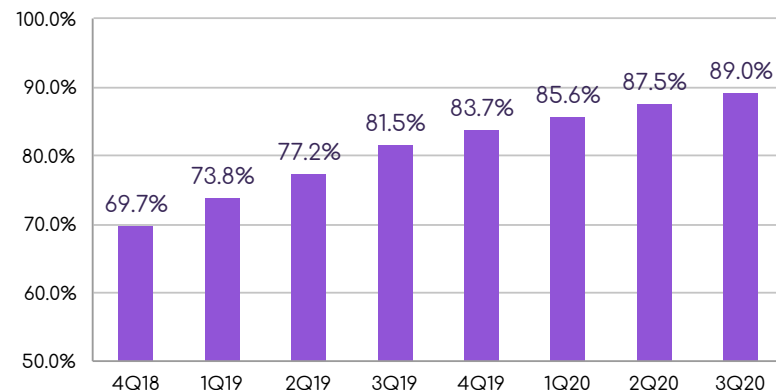
Favorable 3Q Trends (cont'd)

- UMS of US\$82.2M in September represented a new monthly record.
- Each month of 3Q UMS represented a new Company record.
- Active Consumer repeat usage reached a new Company high of 89.0% in 3Q.
- Consumer repeat usage has improved for 21 straight months.
- Repeat consumer usage is a key driver to lower loss rates and greater NTM.

Average Monthly UMS (US\$ in M's)



Active Consumer Repeat Usage



Record Merchant Expansion

- Added 4,778 merchants in 3Q – a record for a quarter.
- In excess of 20,800 Active Merchants at 30 September – up 178% YoY.
- UNTUCKit added to the Sezzle family on October 1st.
- Over 1,000 Canadian-based merchants offer Sezzle now.
- Upcoming “Save the Holidays” marketing campaign.

UNTUCKit

altitude  sports



Hatley



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MODERN

FORTNINE™

MINISTRY
OF SUPPLY

RUDSAK

 solo stove



BRANDLESS™



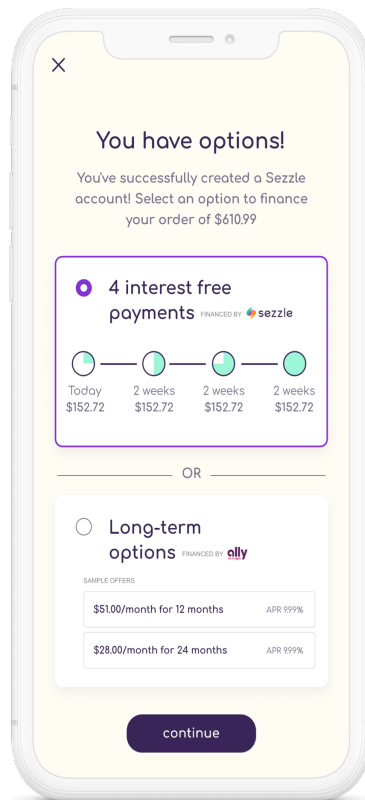
MISSION

SoftMoc™



Ally Lending Partnership

- Ally Lending is the B2B2C lending arm of Ally Bank, the banking subsidiary of Ally Financial (NYSE: ALLY).
- Ally enables monthly fixed-rate installment-loan products that extend up to 60 months and US\$40k per installment.
- Long-term financing provided by Ally will be on its balance sheet.
- 5-year initial term expected to launch in 1Q21.



"We empathize with the economic situation millions of Americans now face. We're proud to partner with Sezzle to offer budget-friendly, responsible financing options, so consumers can feel more secure when making the purchases they need."

Hans Zandhuis,
President of Ally Lending

Separating from the Pack

- **Public Benefit Corporation (PBC).** In June 2020, Sezzle became the first company in the 'Buy Now, Pay Later' sector to achieve PBC status. Sezzle is a purpose-driven company, creating benefits for all stakeholders.
- **Partnership with Ally Lending.** Enables Sezzle to offer merchants and consumers long-term financing options. Long-term financing provided by Ally will be held on Ally's balance sheet.
- **Embracing Credit.** Sezzle's mission is to financially empower the next generation. The Company's Sezzle Up product is a unique offering – allowing the consumer to build credit.
- **Assessing India.** We are the only BNPL option being tested in India – one of the world's largest economies (based on GDP) and most populous nations.
- **Significant SME Acceptance.** Sezzle grew up on SMEs and continues to see significant growth with almost 70% of merchant additions inbound.
- **No Transaction Fees.** Sezzle does not charge consumers to use its product, as long as the consumer pays on time.

UMS Outlook

In September, Sezzle nearly attained its annualized run-rate goal of US\$1.0B, posting US\$985.9B.

2020 UMS OUTLOOK
ANNUALIZED RUN-RATE OF

US\$1.0B
BY END OF 2020
(A\$1.4B¹)



Questions & Answers

Internal use only





Thank You



only
sezzle
personal use