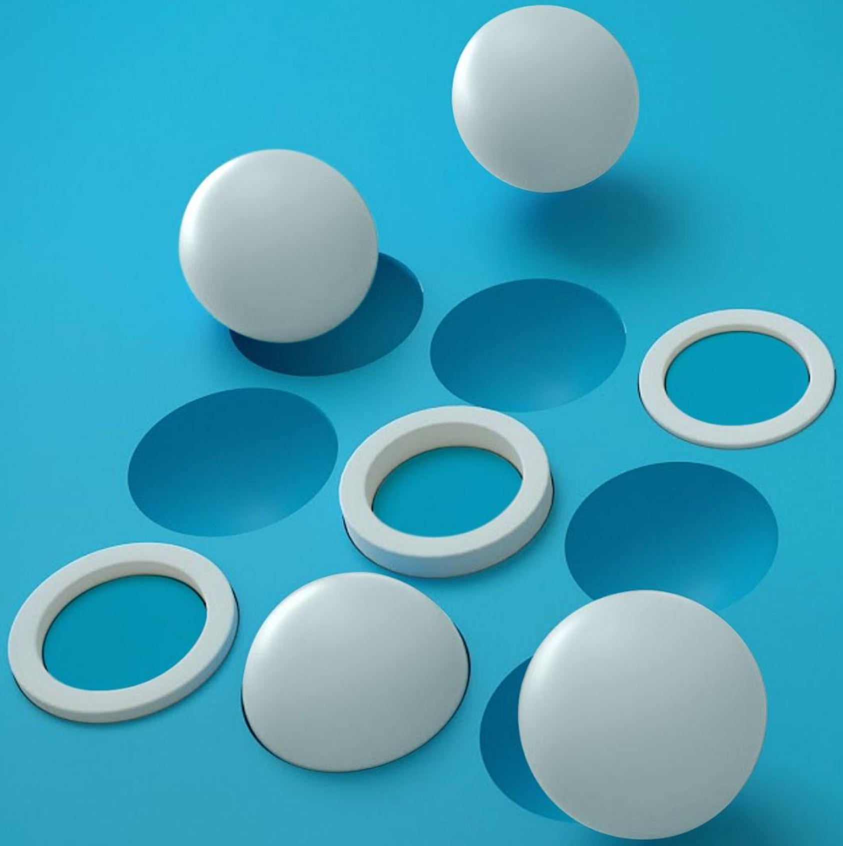
Q3 2023
Summary Results



October 2023

Disclaimer

Use of Non-GAAP Financial Measures

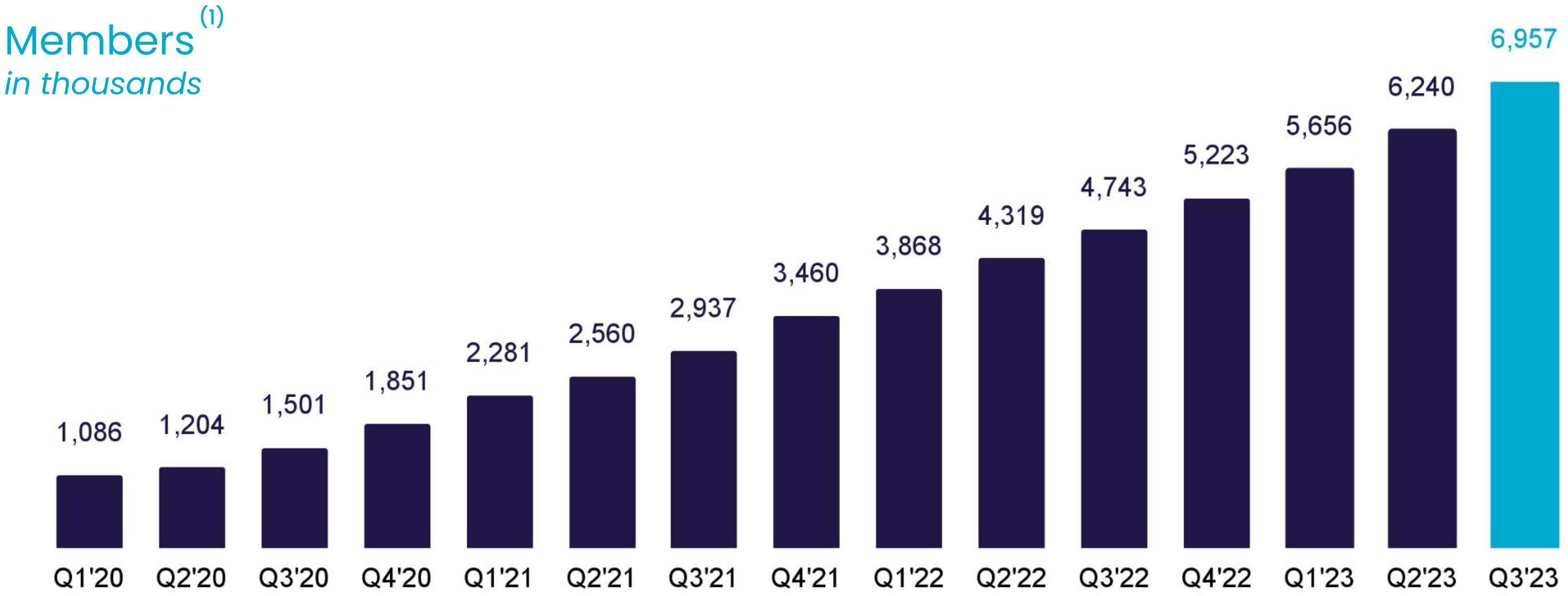
This presentation includes certain non-GAAP financial measures (including on a forward-looking basis) such as Adjusted Net Revenue, Adjusted EBITDA and Adjusted EBITDA Margin. These non-GAAP measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to net revenue, net income (loss), operating income or any other performance measures derived in accordance with GAAP. Reconciliations of non-GAAP measures to their most directly comparable U.S. Generally Accepted Accounting Principles (GAAP) counterparts are included in the Non-GAAP Reconciliations section of this presentation. SoFi believes that these non-GAAP measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors about SoFi. SoFi's management uses non-GAAP measures to evaluate our operating performance, formulate business plans, help better assess our overall liquidity position, and make strategic decisions, including those relating to operating expenses and the allocation of internal resources. However, these non-GAAP measures have limitations as analytical tools. Other companies may not use these non-GAAP measures or may use similar measures that are defined in a different manner. Therefore, SoFi's non-GAAP measures may not be directly comparable to similarly titled measures of other companies. Additionally, forward-looking non-GAAP financial measures are presented on a non-GAAP basis without reconciliations of such forward-looking non-GAAP measures because the GAAP financial measures are not accessible on a forward-looking basis and reconciling information is not available without unreasonable effort due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations, including adjustments reflected in our reconciliation of historic non-GAAP financial measures, the amounts of which, based on historical experience, could be material.

Cautionary Statement Regarding Forward-Looking Statements

This document contains certain forward-looking statements within the meaning of the federal securities laws, including our expectations regarding full year adjusted net revenue and adjusted EBITDA, the profitability of our three business segments and GAAP profitability of our company in the fourth quarter of 2023, our ability to continue to grow our business, improve our financials and increase our member, product and total accounts count, our ability to navigate the macroeconomic environment and the financial position, business strategy and plans and objectives of management for our future operations.These forward-looking statements are not guarantees of performance. Such statements can be identified by the fact that they do not relate strictly to historical or current facts. Words such as "achieve", "continue", "expect", "growth", "may", "plan", "strategy", "will be", "will", "continue", and similar expressions may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. Factors that could cause actual results to differ materially from those contemplated by these forward-looking statements include: (i) the effect of and uncertainties related to macroeconomic factors such as fluctuating inflation and interest rates; (ii) our ability to achieve profitability, operating efficiencies and continued growth across our three businesses in the future, as well as our ability to achieve GAAP net income profitability in the fourth quarter of 2023 and expected GAAP net income margins; (iii) the impact on our business of the regulatory environment and complexities with compliance related to such environment; (iv) our ability to realize the benefits of being a bank holding company and operating SoFi Bank, including continuing to grow high quality deposits and our rewards program for members; (v) our ability to respond and adapt to changing market and economic conditions, including recessionary pressures, inflationary pressures, interest rates and volatility from global events; (vi) our ability to continue to drive brand awareness and realize the benefits or our integrated multi-media marketing and advertising campaigns; (vii) our ability to vertically integrate our businesses and accelerate the pace of innovation of our financial products; (viii) our ability to manage our growth effectively and our expectations regarding the development and expansion of our business; (ix) our ability to access sources of capital on acceptable terms or at all, including debt financing and other sources of capital to finance operations and growth; (x) the success of our continued investments in our Financial Services segment and in our business generally; (xi) the success of our marketing efforts and our ability to expand our member base and increase our product adds; (xii) our ability to maintain our leadership position in certain categories of our business and to grow market share in existing markets or any new markets we may enter; (xiii) our ability to develop new products, features and functionality that are competitive and meet market needs; (xiv) our ability to realize the benefits of our strategy, including what we refer to as our FSPL; (xv) our ability to make accurate credit and pricing decisions or effectively forecast our loss rates; (xvi) our ability to establish and maintain an effective system of internal controls over financial reporting; (xvii) our ability to maintain the security and reliability of our products; and (xviii) the outcome of any legal or governmental proceedings that may be instituted against us. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in the "Risk Factors" section of the other documents filed by SoFi from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and SoFi assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. We do not provide any assurance that we will achieve our expectations.

Members

Record New Member Additions of 717K in Q3, bringing total to nearly 7M (+47% YoY)



	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23
New Members (000s)	430	279	377	523	408	450	424	480	433	584	717
YoY Growth	110%	113%	96%	87%	70%	69%	61%	51%	46%	44%	47%

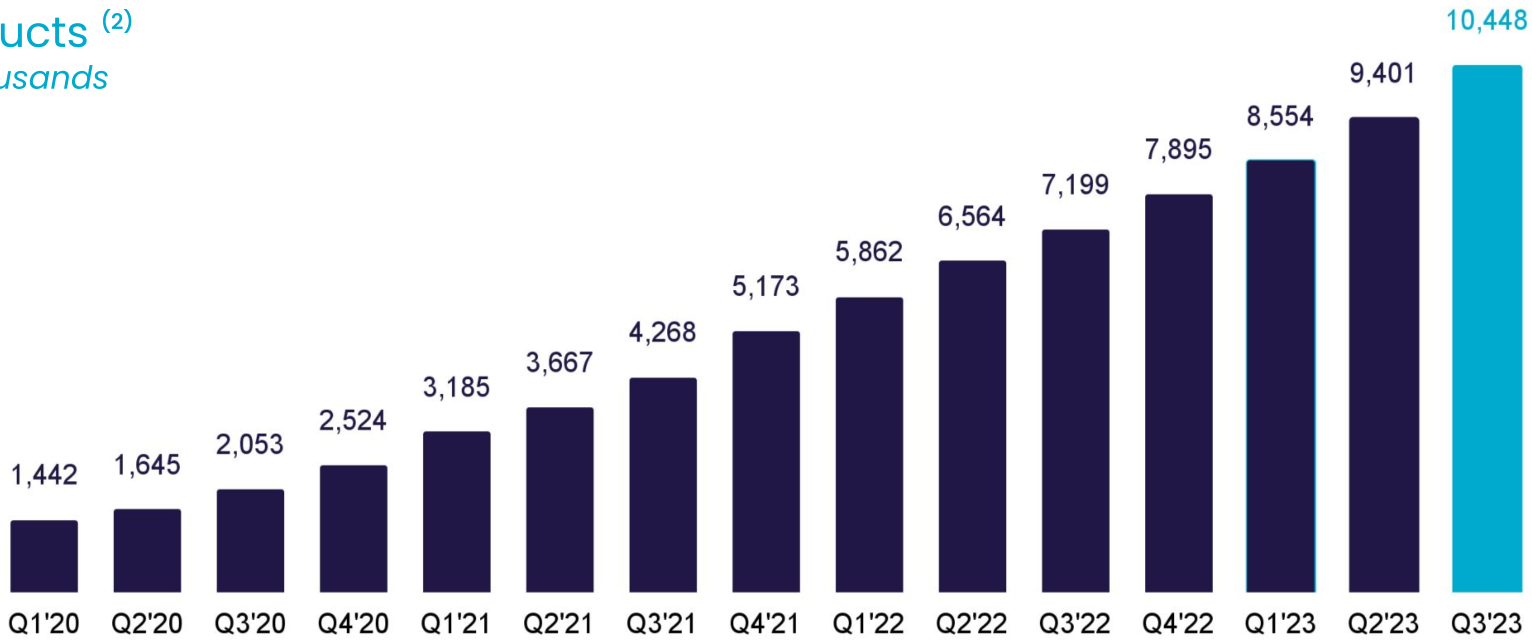
Note: See "Footnotes" section for detailed explanations and definitions

Products

Record New Product Additions of 1.05M in Q3, Bringing Total to 10.4M (+45% YoY)

Products (2)

in thousands



	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23
New Products (000s)	*661*	*482*	*601*	*905*	*689*	*702*	*635*	*695*	*660*	*847*	*1,047*
YoY Growth	*121%*	*123%*	*108%*	*105%*	*84%*	*79%*	*69%*	*53%*	*46%*	*43%*	*45%*

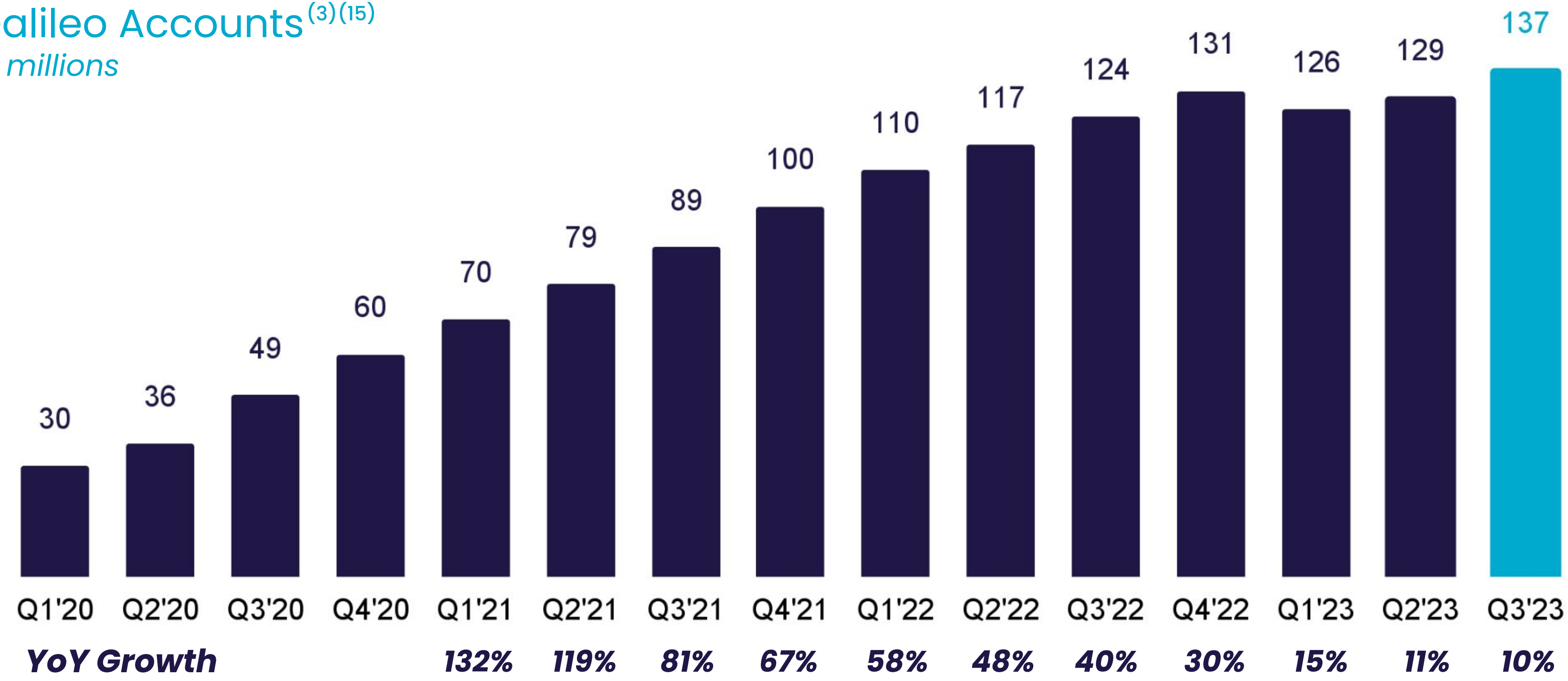
Note: See "Footnotes" section for detailed explanations and definitions

Galileo Accounts

Accounts Total 137M (+10% YoY)

Galileo Accounts(3)(15)

in millions

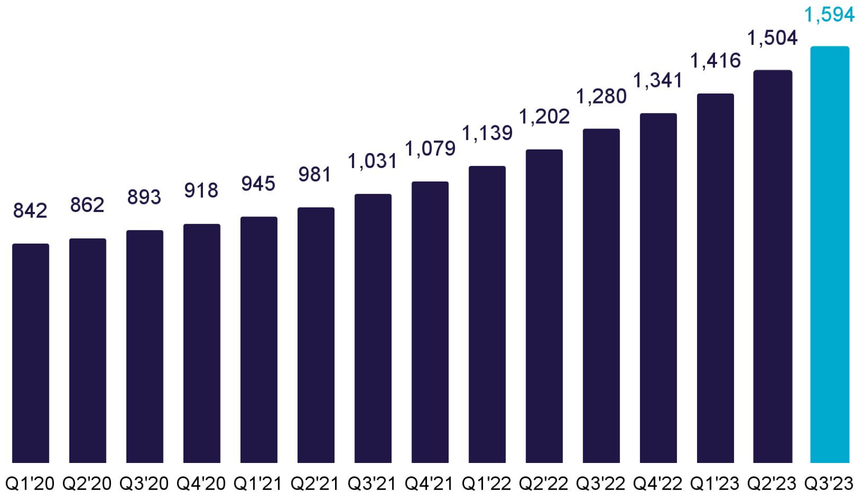


Note: See "Footnotes" section for detailed explanations and definitions

Lending and Financial Services Products

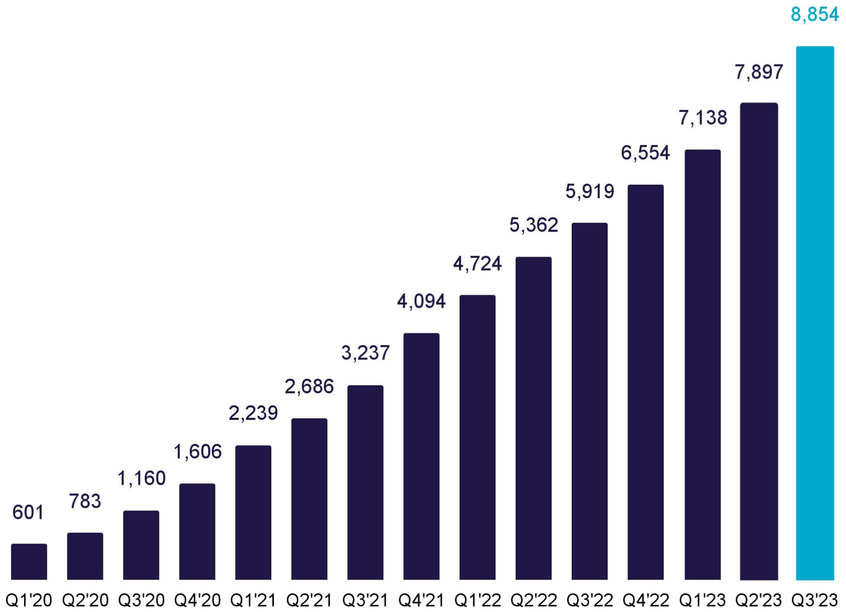
Growth in products & members driven by Financial Services products, which reached nearly 8.9M (+50% YoY)

Lending Products[2] (000s): +24% YoY to 1.6M



YoY Growth *12% 14% 15% 18% 20% 23% 24% 24% 24% 25% 24%*

Financial Services Products[2] (000s): +50% YoY to 8.9M



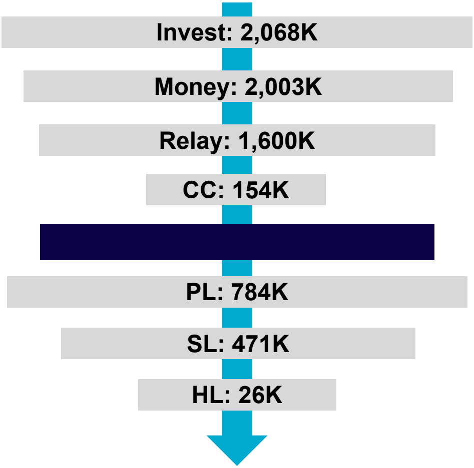
YoY Growth *273% 243% 179% 155% 111% 100% 83% 60% 51% 47% 50%*

Note: See "Footnotes" section for detailed explanations and definitions

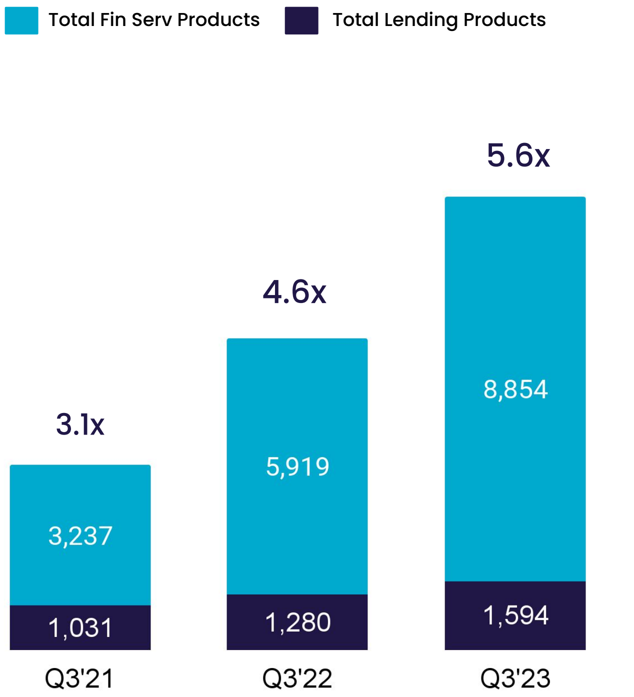
Financial Services Productivity Loop

FSPL has reached an inflection point, which creates marketing efficiencies and improves xBuy

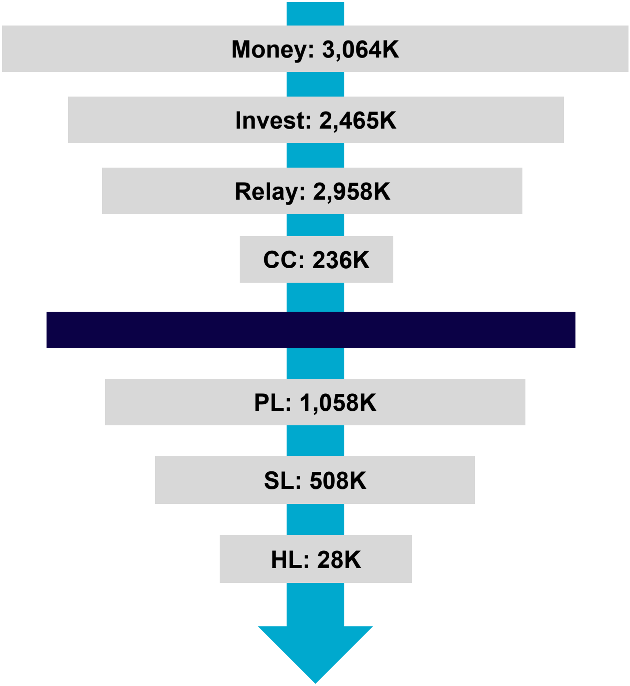
Q3'22
Total: 7,199K



Ratio of Financial Services to Lending Products



Q3'23
Total: 10,448K



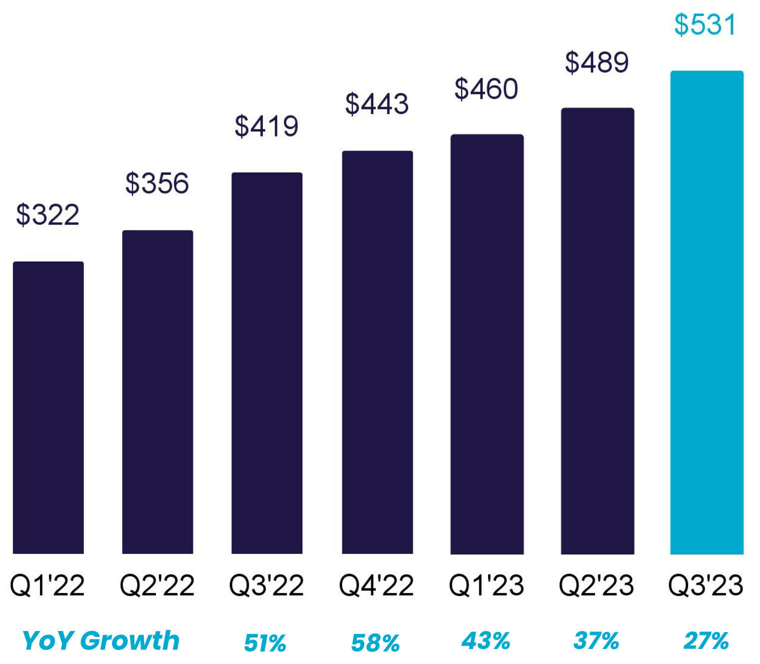
Note: See "Footnotes" section for detailed explanations and definitions

Q3 2023 Financial Review

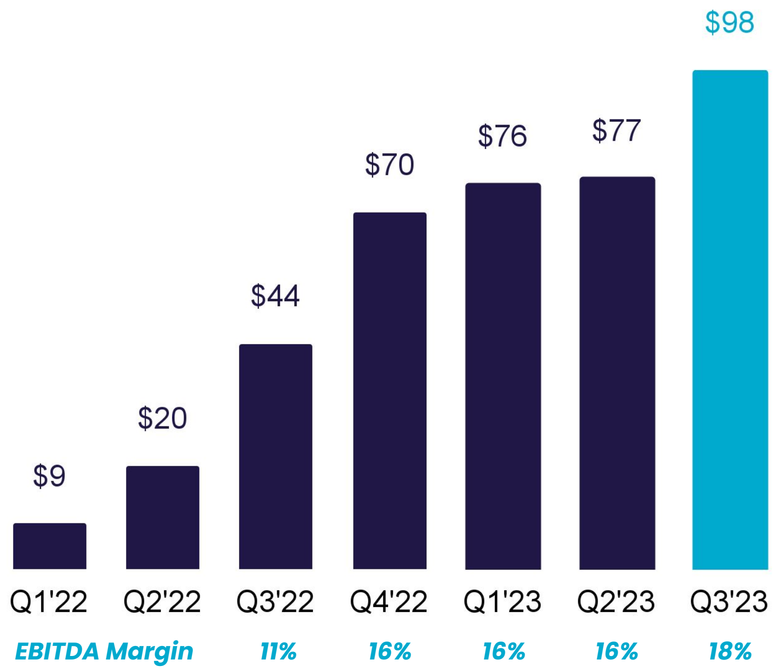
Quarterly Performance

Record Adjusted Net Revenue of $531M (27% YoY Growth) and record Adjusted EBITDA of $98M (at 18% Margin)

Quarterly Adjusted Net Revenue ($M)(4)



Quarterly Adjusted EBITDA ($M)(6)



Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

FY 2023 Non-GAAP Guidance

SoFi

We expect to deliver $2.045-2.065B in Adjusted Net Revenue, and $386-396M in Adjusted EBITDA at a 48% incremental Adjusted EBITDA margin

This guide assumes positive quarterly GAAP Net Income in Q4 2023

$ in millions	2021 Actual	2022 Actual	2023 Low	2023 High	*Q2 Revised 2023 Guidance*	*Original 2023 Guidance*
Adjusted Net Revenue (4)	$1,010	$1,540	$2,045	$2,065	*$1,974-2,034*	*$1,925-2,000*
Annual Growth	*63%*	*52%*	*33%*	*34%*	*28-32%*	*25-30%*
Adjusted EBITDA (6)	$30	$143	$386	$396	*$333-343*	*$260-280*
Adjusted EBITDA Margin	*3%*	*9%*	*19%*	*19%*	*17%*	*14%*

See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Financial Supplement

Company Metrics

SoFi

	FY 2021				FY 2022				FY 2023			Full Year	
	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	2021	2022
Company Metrics (in 000s)													
Members [1]	**2,281**	**2,560**	**2,937**	**3,460**	**3,868**	**4,319**	**4,743**	**5,223**	**5,656**	**6,240**	**6,957**	**3,460**	**5,223**
QoQ %	*23.2%*	*12.2%*	*14.7%*	*17.8%*	*11.8%*	*11.6%*	*9.8%*	*10.1%*	*8.3%*	*10.3%*	*11.5%*	*n/a*	*n/a*
YoY %	*110.0%*	*112.6%*	*95.8%*	*87.0%*	*69.6%*	*68.7%*	*61.5%*	*50.9%*	*46.2%*	*44.5%*	*46.7%*	*87.0%*	*50.9%*
Products [2]	**3,185**	**3,667**	**4,268**	**5,173**	**5,862**	**6,564**	**7,199**	**7,895**	**8,554**	**9,401**	**10,448**	**5,173**	**7,895**
QoQ %	*26.2%*	*15.2%*	*16.4%*	*21.2%*	*13.3%*	*12.0%*	*9.7%*	*9.7%*	*8.4%*	*9.9%*	*11.1%*	*n/a*	*n/a*
YoY %	*120.8%*	*122.9%*	*107.9%*	*105.0%*	*84.1%*	*79.0%*	*68.7%*	*52.6%*	*45.9%*	*43.2%*	*45.1%*	*105.0%*	*52.6%*
Lending Products [2]	**945**	**981**	**1,031**	**1,079**	**1,139**	**1,202**	**1,280**	**1,341**	**1,416**	**1,504**	**1,594**	**1,079**	**1,341**
QoQ %	*3.0%*	*3.8%*	*5.0%*	*4.7%*	*5.5%*	*5.6%*	*6.5%*	*4.7%*	*5.6%*	*6.2%*	*6.0%*	*n/a*	*n/a*
YoY %	*12.3%*	*13.9%*	*15.4%*	*17.6%*	*20.5%*	*22.5%*	*24.2%*	*24.2%*	*24.4%*	*25.1%*	*24.5%*	*17.6%*	*24.2%*
Financial Services Products [2]	**2,239**	**2,686**	**3,237**	**4,094**	**4,724**	**5,362**	**5,919**	**6,554**	**7,138**	**7,897**	**8,854**	**4,094**	**6,554**
QoQ %	*39.4%*	*19.9%*	*20.5%*	*26.5%*	*15.4%*	*13.5%*	*10.4%*	*10.7%*	*8.9%*	*10.6%*	*12.1%*	*n/a*	*n/a*
YoY %	*272.7%*	*243.0%*	*179.0%*	*154.9%*	*110.9%*	*99.7%*	*82.9%*	*60.1%*	*51.1%*	*47.3%*	*49.6%*	*154.9%*	*60.1%*

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Segment Financials

SoFi

	FY 2021				FY 2022				FY 2023			Full Year	
	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	2021	2022
Lending Segment (in 000's)													
Student Loan Originations	$1,004,685	$859,497	$967,939	$1,461,405	$983,804	$398,722	$457,184	$405,789	$525,373	$395,367	$919,330	$4,293,526	$2,245,499
Personal Loan Originations	805,689	1,294,384	1,640,572	1,646,289	2,026,004	2,471,849	2,809,759	2,466,093	2,951,358	3,740,981	3,885,967	5,386,934	9,773,705
Home Loans Originations	735,604	792,228	793,086	657,304	312,383	332,047	216,246	105,501	89,787	243,123	355,698	2,978,222	966,177
Total Originations	**$2,545,978**	**$2,946,109**	**$3,401,597**	**$3,764,998**	**$3,322,191**	**$3,202,618**	**$3,483,189**	**$2,977,383**	**$3,566,518**	**$4,379,471**	**$5,160,995**	**$12,658,682**	**$12,985,381**
Lending Products (2)	945	981	1,031	1,079	1,139	1,202	1,280	1,341	1,416	1,504	1,594	1,079	1,341
Adjusted Net Revenue (4)	**$168,037**	**$172,232**	**$215,475**	**$208,032**	**$244,372**	**$250,681**	**$296,965**	**$314,930**	**$325,086**	**$322,238**	**$342,481**	**$763,776**	**$1,106,948**
Directly Attributable Expenses (10)	80,351	83,044	97,807	102,967	111,721	108,690	116,403	106,131	115,188	138,929	138,525	364,169	442,945
Contribution Profit (Loss) (5)	**$87,686**	**$89,188**	**$117,668**	**$105,065**	**$132,651**	**$141,991**	**$180,562**	**$208,799**	**$209,898**	**$183,309**	**$203,956**	**$399,607**	**$664,003**
Technology Platform Segment (in 000's)													
Technology Platform accounts (3) (15)	69,573	78,902	88,811	99,661	109,687	116,570	124,333	130,704	126,327	129,356	136,739	99,661	130,704
Net Revenue	**$46,065**	**$45,297**	**$50,225**	**$53,299**	**$60,805**	**$83,899**	**$84,777**	**$85,652**	**$77,887**	**$87,623**	**$89,923**	**$194,886**	**$315,133**
Directly Attributable Expenses (10)	30,380	32,284	34,484	33,291	42,550	62,058	65,241	68,771	63,030	70,469	57,732	130,439	238,620
Contribution Profit (Loss) (5)	**$15,685**	**$13,013**	**$15,741**	**$20,008**	**$18,255**	**$21,841**	**$19,536**	**$16,881**	**$14,857**	**$17,154**	**$32,191**	**$64,447**	**$76,513**
Financial Services Segment (in 000's)													
Financial Services products (2)	2,239	2,686	3,237	4,094	4,724	5,362	5,919	6,554	7,138	7,897	8,854	4,094	6,554
Net Revenue	**$6,463**	**$17,039**	**$12,620**	**$21,956**	**$23,543**	**$30,363**	**$48,953**	**$64,817**	**$81,101**	**$98,052**	**$118,247**	**$58,078**	**$167,676**
Directly Attributable Expenses (10)	41,982	41,784	52,085	57,145	73,058	84,063	101,576	108,405	105,336	102,399	114,987	192,996	367,102
Contribution Profit (Loss) (5)	**($35,519)**	**($24,745)**	**($39,465)**	**($35,189)**	**($49,515)**	**($53,700)**	**($52,623)**	**($43,588)**	**($24,235)**	**($4,347)**	**$3,260**	**($134,918)**	**($199,426)**

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Non-GAAP Financial Measures

SoFi

	FY 2021				FY 2022				FY 2023			Full Year	
	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	2021	2022
Net Revenue (GAAP)	$195,984	$231,274	$272,006	$285,608	$330,344	$362,527	$423,985	$456,679	$472,158	$498,018	$537,209	$984,872	$1,573,535
Servicing rights - changes in FMV (7)	12,109	224	(409)	(9,273)	(11,580)	(9,098)	(6,182)	(12,791)	(12,084)	(8,601)	(7,420)	2,651	(39,651)
Residual interests classified as debt - changes in FMV (8)	7,951	5,717	5,593	3,541	2,963	2,662	1,453	(470)	89	(602)	928	22,802	6,608
Adjusted Net Revenue (Non-GAAP) (4)	**$216,044**	**$237,215**	**$277,190**	**$279,876**	**$321,727**	**$356,091**	**$419,256**	**$443,418**	**$460,163**	**$488,815**	**$530,717**	**$1,010,325**	**$1,540,492**
Lending (Non-GAAP) (4)	$168,037	$172,232	$215,475	$208,032	$244,372	$250,681	$296,965	$314,930	$325,086	$322,238	$342,481	$763,776	$1,106,948
Technology Platform (GAAP)	46,065	45,297	50,225	53,299	60,805	83,899	84,777	85,652	77,887	87,623	89,923	194,886	315,133
Financial Services (GAAP)	6,463	17,039	12,620	21,956	23,543	30,363	48,953	64,817	81,101	98,052	118,247	58,078	167,676
Corporate (GAAP)	(4,521)	2,647	(1,130)	(3,411)	(6,993)	(8,852)	(11,439)	(21,981)	(23,911)	(19,098)	(19,934)	(6,415)	(49,265)
Adjusted Net Revenue (Non-GAAP) (4)	**$216,044**	**$237,215**	**$277,190**	**$279,876**	**$321,727**	**$356,091**	**$419,256**	**$443,418**	**$460,163**	**$488,815**	**$530,717**	**$1,010,325**	**$1,540,492**
Interest expense - corporate borrowings (9)	$5,008	$1,378	$1,366	$2,593	$2,649	$3,450	$5,270	$7,069	$8,000	$9,167	$9,784	$10,345	$18,438
Non-interest expenses	(216,920)	(227,353)	(268,300)	(277,876)	(315,692)	(339,237)	(380,228)	(380,427)	(392,474)	(421,163)	(442,476)	(990,449)	(1,415,584)
Adjusted EBITDA (6)	**$4,132**	**$11,240**	**$10,256**	**$4,593**	**$8,684**	**$20,304**	**$44,298**	**$70,060**	**$75,689**	**$76,819**	**$98,025**	**$30,221**	**$143,346**

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Non-GAAP Reconciliations

SoFi

	FY 2021				FY 2022				FY 2023			Full Year	
	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	2021	2022
Non-GAAP Reconciliations ($ in 000's)													
Net Revenue (GAAP)	$195,984	$231,274	$272,006	$285,608	$330,344	$362,527	$423,985	$456,679	$472,158	$498,018	$537,209	$984,872	$1,573,535
Servicing rights - changes in FMV [7]	12,109	224	(409)	(9,273)	(11,580)	(9,098)	(6,182)	(12,791)	(12,084)	(8,601)	(7,420)	2,651	(39,651)
Residual interests classified as debt - changes in FMV [8]	7,951	5,717	5,593	3,541	2,963	2,662	1,453	(470)	89	(602)	928	22,802	6,608
Adjusted Net Revenue (Non-GAAP) [4]	**$216,044**	**$237,215**	**$277,190**	**$279,876**	**$321,727**	**$356,091**	**$419,256**	**$443,418**	**$460,163**	**$488,815**	**$530,717**	**$1,010,325**	**$1,540,492**
Net Income / (Loss) - (GAAP)	**($177,564)**	**($165,314)**	**($30,047)**	**($111,012)**	**($110,357)**	**($95,835)**	**($74,209)**	**($40,006)**	**($34,422)**	**($47,549)**	**($266,685)**	**($483,937)**	**($320,407)**
Non-GAAP Adjustments													
Interest expense - corporate borrowings [9]	$5,008	$1,378	$1,366	$2,593	$2,649	$3,450	$5,270	$7,069	$8,000	$9,167	$9,784	$10,345	$18,438
Income tax expense (benefit)	1,099	(78)	181	1,558	752	119	(242)	1,057	(1,637)	(1,780)	(244)	2,760	1,686
Depreciation & amortization	25,977	24,989	24,075	26,527	30,698	38,056	40,253	42,353	45,321	50,130	52,516	101,568	151,360
Share-based expense	37,454	52,154	72,681	77,082	77,021	80,142	77,855	70,976	64,226	75,878	62,005	239,371	305,994
Impairment expense [11]	0	0	0	0	0	0	0	0	1,243	0	247,174	0	0
Transaction-related expense [13]	2,178	21,181	1,221	2,753	16,538	808	100	1,872	0	176	(34)	27,333	19,318
Restructuring charges [12]	0	0	0	0	0	0	0	0	4,953	0	0	0	0
Fair value changes in warrant liabilities [14]	89,920	70,989	(64,405)	10,824	0	0	0	0	0	0	0	107,328	0
Servicing rights - changes in FMV [7]	12,109	224	(409)	(9,273)	(11,580)	(9,098)	(6,182)	(12,791)	(12,084)	(8,601)	(7,420)	2,651	(39,651)
Residual interests classified as debt - changes in FMV [8]	7,951	5,717	5,593	3,541	2,963	2,662	1,453	(470)	89	(602)	928	22,802	6,608
Adjusted EBITDA [6]	**$4,132**	**$11,240**	**$10,256**	**$4,593**	**$8,684**	**$20,304**	**$44,298**	**$70,060**	**$75,689**	**$76,819**	**$98,025**	**$30,221**	**$143,346**

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Net Interest Margin Components

	FY 2022				FY 2023		
	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23
Average Balances							
Total interest-earning assets	**$8,666,475**	**$9,374,928**	**$10,723,022**	**$14,103,767**	**$17,239,960**	**$20,357,082**	**$22,856,717**
Interest-bearing deposits	442,901	1,828,318	3,790,272	5,912,048	8,592,140	11,072,832	14,015,675
Debt	4,903,418	4,284,366	3,658,266	4,953,403	5,425,245	5,755,893	5,591,691
Total interest-bearing liabilities	**$5,428,981**	**$6,174,072**	**$7,497,432**	**$10,902,089**	**$14,033,686**	**$16,841,740**	**$19,618,110**
Interest Income/Expense							
Total interest-earning assets	**$117,919**	**$149,284**	**$197,151**	**$308,170**	**$371,450**	**$469,996**	**$564,270**
Interest-bearing deposits	431	4,543	14,149	40,670	73,116	106,529	145,563
Debt	21,027	21,012	25,019	57,784	62,183	72,341	73,744
Total interest-bearing liabilities	**$22,986**	**$26,592**	**$40,072**	**$98,708**	**$135,440**	**$178,870**	**$219,307**
Average Rate							
Total interest-earning assets	**5.44%**	**6.37%**	**7.35%**	**8.74%**	**8.62%**	**9.26%**	**9.79%**
Interest-bearing deposits	0.39%	0.99%	1.49%	2.75%	3.40%	3.86%	4.12%
Debt	1.72%	1.96%	2.74%	4.67%	4.58%	5.04%	5.23%
Total interest-bearing liabilities	**1.69%**	**1.72%**	**2.14%**	**3.62%**	**3.86%**	**4.26%**	**4.44%**
NIM	**4.38%**	**5.23%**	**5.86%**	**5.94%**	**5.48%**	**5.74%**	**5.99%**

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Fair Value of Loans

SoFi

	FY 2021				FY 2022				FY 2023		
	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23
Personal Loans											
Unpaid principal	$1,536,702	$1,705,269	$1,970,522	$2,188,773	$3,006,363	$3,943,768	$6,667,484	$8,283,400	$10,039,769	$12,171,935	$14,177,004
Accumulated interest	9,371	9,218	10,409	12,310	17,893	23,055	40,387	55,673	69,049	82,868	105,156
Cumulative FV adjustments	27,835	49,055	73,295	88,343	94,532	142,922	193,333	271,361	428,181	496,360	568,836
Fair value of loans on balance sheet	**$1,573,908**	**$1,763,542**	**$2,054,226**	**$2,289,426**	**$3,118,788**	**$4,109,745**	**$6,901,204**	**$8,610,434**	**$10,536,999**	**$12,751,163**	**$14,850,996**
Student Loans											
Unpaid principal	$2,590,442	$2,646,209	$2,470,907	$3,356,344	$3,683,512	$3,657,693	$3,888,642	$4,794,517	$5,086,953	$5,262,975	$5,929,047
Accumulated interest	8,222	7,820	6,967	9,990	9,740	9,601	11,463	19,433	20,787	21,164	26,497
Cumulative FV adjustments	68,129	85,464	76,567	84,503	44,187	47,081	24,943	63,227	132,319	99,782	86,000
Fair value of loans on balance sheet	**$2,666,793**	**$2,739,493**	**$2,554,441**	**$3,450,837**	**$3,737,439**	**$3,714,375**	**$3,925,048**	**$4,877,177**	**$5,240,059**	**$5,383,921**	**$6,041,544**
Home Loans											
Unpaid principal	$228,645	$178,373	$181,581	$210,111	$153,222	$142,118	$106,869	$77,705	$89,782	$87,928	$110,320
Accumulated interest	106	123	90	190	182	159	166	151	162	150	163
Cumulative FV adjustments	3,152	3,817	3,208	2,408	(6,746)	(7,015)	(9,231)	(8,393)	(8,897)	(9,495)	(9,187)
Fair value of loans on balance sheet	**$231,903**	**$182,313**	**$184,879**	**$212,709**	**$146,658**	**$135,262**	**$97,804**	**$69,463**	**$81,047**	**$78,583**	**$101,296**
Total											
Unpaid principal	$4,355,789	$4,529,851	$4,623,010	$5,755,228	$6,843,097	$7,743,579	$10,662,995	$13,155,622	$15,216,504	$17,522,838	$20,216,371
Accumulated interest	17,699	17,161	17,466	22,490	27,815	32,815	52,016	72,257	89,998	104,182	131,816
Cumulative FV adjustments	99,116	138,336	153,070	175,254	131,973	182,988	209,045	326,195	551,603	586,647	645,649
Fair value of loans on balance sheet	**$4,472,604**	**$4,685,348**	**$4,793,546**	**$5,952,972**	**$7,002,885**	**$7,959,382**	**$10,924,056**	**$13,557,074**	**$15,858,105**	**$18,213,667**	**$20,993,836**

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Adjusted Loss Per Share Reconciliation

SoFi

		Q3'23
Consolidated - GAAP		
Total Net Revenue	$	537,209
Net Loss		(266,684)
Net Loss Attributable to Stockholders - basic and diluted [16]		(276,873)
Loss per Share Attributable to Stockholders - basic and diluted	**$**	**(0.29)**
Consolidated - Non-GAAP		
Adjusted Net Revenue [4]	$	530,717
Net Loss, excluding impact of goodwill impairment [17]		(19,510)
Net Loss Attributable to Stockholders, excluding impact of goodwill impairment [16] [17]		(29,699)
Loss per Share Attributable to Stockholders, excluding impact of goodwill impairment - basic and diluted [17]	**$**	**(0.03)**

Note: See "Footnotes" section for detailed explanations and definitions. The sum of individual metrics may not always equal total amounts indicated due to rounding.

Select Balance Sheet Information

Assets	
$ in thousands	Q3 23
Cash & cash equivalents	$2,813,876
Restricted cash & cash equivalents	483,141
Investments Securities	579,738
Loans Held for Sale	
Personal Loans	$14,232,167
Student Loans	5,766,300
Home Loans	101,296
Securitized personal loans	618,829
Securitized student loans	275,244
Loans Held for Investment	
Credit Card Loans	$247,241
Commercial and Consumer Banking Loans	114,007
Total Loans	$21,355,084
Servicing rights	$142,654
Property, equipment and software	201,931
Goodwill	1,393,505
Intangible Assets	387,307
Operating lease right-of-use assets	93,379
Other assets	526,538
Total Assets	**$27,977,153**

Liabilities, Temporary Equity and Permanent Equity	
	Q3 23
Revolving credit facility	$486,000
Personal loan warehouse facilities	1,778,474
Student loan warehouse facilities	2,111,532
Risk retention warehouse facilities	71,745
Student loan securitizations	247,911
Personal loan securitizations	374,172
Convertible Senior Notes	1,200,000
Less: debt issuance costs, premiums and discounts	(28,448)
Total Debt	$6,241,386
Deposits	$15,671,973
Residual interests classified as debt	10,194
Accounts payable, accruals & other liabilities	566,477
Operating lease liabilities	113,361
Total Liabilities	**$22,603,391**
Temporary Equity	320,374
Permanent Equity	5,053,388
Total Liabilities, Temporary Equity & Permanent Equity	**$27,977,153**

Note: The sum of individual metrics may not always equal total amounts indicated due to rounding.

Footnotes to Financial Statements

Footnotes

(1) We define a member as someone who has a lending relationship with us through origination and/or ongoing servicing, opened a financial services account, linked an external account to our platform, or signed up for our credit score monitoring service. Our members have continuous access to our certified financial planners, our career advice services, our member events, our content, educational material, news, and our tools and calculators, which are provided at no cost to the member. Once someone becomes a member, they are always considered a member unless they violate our terms of service. We adjust our total number of members in the event a member is removed in accordance with our terms of service. This could occur for a variety of reasons—including fraud or pursuant to certain legal processes—and, as our terms of service evolve together with our business practices, product offerings and applicable regulations, our grounds for removing members from our total member count could change. The determination that a member should be removed in accordance with our terms of service is subject to an evaluation process, following the completion, and based on the results, of which, relevant members and their associated products are removed from our total member count in the period in which such evaluation process concludes. However, depending on the length of the evaluation process, that removal may not take place in the same period in which the member was added to our member count or the same period in which the circumstances leading to their removal occurred. For this reason, our total member count may not yet reflect adjustments that may be made once ongoing evaluation processes, if any, conclude.

(2) Total products refers to the aggregate number of lending and financial services products that our members have selected on our platform since our inception through the reporting date, whether or not the members are still registered for such products. In our Lending segment, total products refers to the number of personal loans, student loans and home loans that have been originated through our platform through the reporting date, whether or not such loans have been paid off. If a member has multiple loan products of the same loan product type, such as two personal loans, that is counted as a single product. However, if a member has multiple loan products across loan product types, such as one personal loan and one home loan, that is counted as two products. In our Financial Services segment, total products refers to the number of SoFi Money accounts (inclusive of SoFi Checking and Savings accounts held at SoFi Bank and cash management accounts), SoFi Invest accounts, SoFi Credit Card accounts (including accounts with a zero dollar balance at the reporting date), referred loans (which are originated by a third-party partner to which we provide pre-qualified borrower referrals), SoFi At Work accounts and SoFi Relay accounts (with either credit score monitoring enabled or external linked accounts) that have been opened through our platform through the reporting date. Checking and Savings accounts are considered one account within our total products metric. Our SoFi Invest service is comprised of three products: active investing accounts, robo-advisory accounts and digital assets accounts. Our members can select any one or combination of the three types of SoFi Invest products. If a member has multiple SoFi Invest products of the same account type, such as two active investing accounts, that is counted as a single product. However, if a member has multiple SoFi Invest products across account types, such as one active investing account and one robo-advisory account, those separate account types are considered separate products. In the event a member is removed in accordance with our terms of service, as discussed in footnote (1) above, the member's associated products are also removed.

(3) In our Technology Platform segment, Galileo accounts refers to the number of open accounts at Galileo as of the reporting date. Beginning in the fourth quarter of 2021, we include intercompany accounts in our total accounts metric to better align with the Technology Platform segment revenue reported in our segment information, which includes intercompany revenue. The equal and offsetting intercompany expenses are reflected within all three segments' directly attributable expenses, as well as within expenses not allocated to segments. The intercompany revenues and expenses are eliminated in consolidation. The revenues are eliminated within Corporate/Other and the expenses are adjusted in our reconciliation of directly attributable expenses. We reflected the full year 2021 impact within the fourth quarter, as inter-quarter amounts were determined to be immaterial.

(4) Adjusted net revenue is a non-GAAP measure. Adjusted net revenue is defined as total net revenue, adjusted to exclude the fair value changes in servicing rights and residual interests classified as debt due to valuation inputs and assumptions changes, which relate only to our Lending segment.

(5) The measure of contribution profit (loss) is the primary measure of segment profit and loss reviewed by SoFi in accordance with GAAP and is, therefore, only measured and presented herein for total reportable segments. SoFi does not evaluate contribution profit (loss) at the consolidated level. Contribution profit (loss) is defined as total net revenue for each reportable segment less fair value changes in servicing rights and residual interests classified as debt that are attributable to assumption changes, which impact the contribution profit within the Lending segment, and expenses directly attributable to the corresponding reportable segment.

(6) Adjusted EBITDA is a non-GAAP measure. Adjusted EBITDA is defined as net income (loss), adjusted to exclude, as applicable: (i) corporate borrowing-based interest expense (our adjusted EBITDA measure is not adjusted for warehouse or securitization-based interest expense, nor deposit interest expense and finance lease liability interest expense, as these are not direct operating expenses), (ii) income tax expense (benefit), (iii) depreciation and amortization, (iv) share-based expense (inclusive of equity-based payments to non-employees), (v) impairment expense (inclusive of goodwill impairment and property, equipment and software abandonments), (vi) transaction-related expenses, (vii) fair value changes in warrant liabilities, (viii) fair value changes in each of servicing rights and residual interests classified as debt due to valuation assumptions, and (ix) other charges, as appropriate, that are not expected to recur and are not indicative of our core operating performance.

(7) Reflects changes in fair value inputs and assumptions, including market servicing costs, conditional prepayment, default rates and discount rates. This non-cash change is unrealized during the period and, therefore, has no impact on our cash flows from operations. As such, these positive and negative changes in fair value attributable to assumption changes are adjusted out of net income (loss) to provide management and financial users with better visibility into the earnings available to finance our operations.

Footnotes

SoFi

(8) Reflects changes in fair value inputs and assumptions, including conditional prepayment, default rates and discount rates. When third parties finance our consolidated variable interest entities through purchasing residual interests, we receive proceeds at the time of the securitization close and, thereafter, pass along contractual cash flows to the residual interest owner. These obligations are measured at fair value on a recurring basis, which has no impact on our initial financing proceeds, our future obligations to the residual interest owner (because future residual interest claims are limited to contractual securitization collateral cash flows), or the general operations of our business. As such, these positive and negative non-cash changes in fair value attributable to assumption changes are adjusted out of net income (loss) to provide management and financial users with better visibility into the earnings available to finance our operations.

(9) Our adjusted EBITDA measure adjusts for corporate borrowing-based interest expense, as these expenses are a function of our capital structure. Corporate borrowing-based interest expense primarily included (i) interest on our revolving credit facility, (ii) amortization of debt discount and debt issuance costs on our convertible notes, and (iii) for 2021, interest on the seller note issued in connection with our acquisition of Galileo.

(10) In our determination of the contribution profit (loss) for our Lending, Technology Platform and Financial Services segments, we allocate certain expenses that are directly attributable to the corresponding segment. Directly attributable expenses primarily include compensation and benefits and sales and marketing, and vary based on the amount of activity within each segment. Directly attributable expenses also include loan origination and servicing expenses, professional services, product fulfillment, lead generation and occupancy-related costs. Expenses are attributed to the reportable segments using either direct costs of the segment or labor costs that can be attributed based upon the allocation of employee time for individual products.

(11)Impairment expense includes $247,174 related to goodwill impairment in the third quarter of 2023, and $1,243 related to a sublease arrangement in the first quarter of 2023, which are not indicative of our core operating performance.

(12) Restructuring charges in the first quarter of 2023 primarily included employee-related wages, benefits and severance associated with a small reduction in headcount in our Technology Platform segment, which do not reflect expected future operating expenses and are not indicative of our core operating performance.

(13) During 2023, transaction-related expenses primarily included financial advisory and professional services costs associated with our acquisition of Wyndham. During 2022, transaction-related expenses primarily included financial advisory and professional services costs associated with our acquisition of Technisys and our exploratory process related to Wyndham. During 2021, transaction-related expenses included a special payment to the Series 1 preferred stockholders, and financial advisory and professional costs associated with our then-pending acquisitions of Golden Pacific and Technisys, as well as costs related to debt and equity transactions, including our convertible debt, capped call and secondary offering on behalf of certain investors.

(14) Our adjusted EBITDA measure excludes the non-cash fair value changes in warrants accounted for as liabilities, which were measured at fair value through earnings. The amount for a portion of 2021 related to changes in the fair value of Series H warrants issued by Social Finance in 2019 in connection with certain redeemable preferred stock issuances. We did not measure the Series H warrants at fair value subsequent to May 28, 2021 in conjunction with the Business Combination (merger with Social Capital Hedosophia Holdings Corp. V), as they were reclassified into permanent equity. In addition, in conjunction with the Business Combination, SoFi Technologies assumed certain common stock warrants (“SoFi Technologies warrants”) that were accounted for as liabilities and measured at fair value on a recurring basis. The fair value of the SoFi Technologies warrants was based on the closing price of ticker SOFIW and, therefore, fluctuated based on market activity.

(15) In 2023, Technology Platform total accounts reflect the previously disclosed migration by one of our clients of the majority of its processing volumes to a pure processor. These accounts remained open for administrative purposes through the end of 2022, and were included in our total accounts in that period.

(16) Adjusted for the contractual amount of dividends payable to holders of Series 1 redeemable preferred stock, which are participating interests.

(17) Excludes the impact of goodwill impairment losses of $247.2 million for the three months ended September 30, 2023. Loss per share attributable to common stockholders, excluding impact of goodwill impairment is defined as net income (loss) attributable to common stockholders, adjusted to exclude goodwill impairment losses, divided by the weighted average common stock outstanding for the respective periods. The aforementioned goodwill impairment adjustment had no impact on weighted average common stock outstanding, or income tax impacts during the third quarter of 2023.