

ITEM 2: INVESTOR PRESENTATION



**Responding to Oportun Financial's Misguided Assessment of
Findell's Goals and Campaign**

June 2025

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Oportun Founder and Former CEO Supports Findell

Today, Oportun Founder and former CEO James Gutierrez released an [open letter](#) to OPRT stockholders on LinkedIn

In the letter, Mr. Gutierrez directly calls for Warren Wilcox as an alternate to Raul Vazquez on the OPRT Board and the removal of the 36% rate cap, and acknowledges as correct Findell's assessment of the steps needed to restore Oportun's stockholder value

Excerpts from Letter:

*I understand the DNA of this company – deeply. I speak as its founder, as a champion for its customers and employees, and as a voice for many of its current and former shareholders. That's why I am urging you to support Findell Capital's call for change and vote for **Warren Wilcox** to join Oportun's board of directors...*

It's every founder's dream to see their company serve millions of customers and generate over \$1 billion in annual revenue. Oportun has done that. Yet today, the company's market cap represents just a fraction of that value.

Findell Capital has accurately diagnosed the root causes of this [valuation] gap and offered a smart, focused plan to restore value. I fully support their analysis and the new leadership they propose.

1. Rebuild Our Proven Foundation: Oportun's original underwriting model delivered 6-7% cumulative loss rates – even during the 2008–2009 recession, when unemployment hit 10%. In contrast, strategic missteps in 2022 led to 20% cumulative loss rates – at a time when unemployment was only 3.7%. We need to return to the risk discipline that once set us apart.

2. Strengthen Our Core Through Disciplined Growth: Oportun was built on a “farm system” of small loans – \$300 to \$1,000 – that helped customers build credit and graduate to larger loans over time. That approach created loyalty and long-term value. Capping APRs on these starter loans undermines this model and cuts off millions from credit entirely. Oportun was founded to be an alternative to 400% payday loans – not to walk away from the people who need us most.

3. Expand the Mission: Oportun has the data, trust, and customer relationships to become a full financial platform for working-class Americans – a kind of USAA for the Hispanic market. With 20 years of proprietary credit data, we can build a business that goes beyond lending into savings, banking, and more.

A \$10 Billion Vision

I believe Oportun can be a \$200+ stock – anchored world-class credit products and expanded through deposits and cross-sold financial services. That's not a fantasy. With the right leadership and discipline, it's within reach.

– Oportun Founder James Gutierrez via LinkedIn post 6/23/2025

Sources: Findell Capital Management

Oportun Rejected Findell's Multiple Attempts to Avoid a Proxy Contest

Oportun's legacy directors are spending millions of stockholder dollars at this point simply to keep one director, Scott Parker (notably the one who has overseen the highest stockholder return), off the Board

1 Compromise #1: Findell would commit to a multi-year standstill if the Board appoints members with lending experience to leadership positions

Legacy Board's Response: Shrink the Board and get rid of Scott Parker, the director with the most lending experience who has driven the highest TSRs of any Board member

2 Compromise #2: Keep Scott Parker on the Board and Findell would agree to withdraw our campaign

Legacy Board's Response: Spend millions of dollars on a proxy fight to keep the Board's most qualified member from running for reelection

Ginny Lee, Neil Williams and Mr. Vazquez are working together to prevent directors who would provide actual oversight of management from holding leadership roles and from even serving as members of the Board. From our perspective, there is no plausible reason for doing so other than to entrench Mr. Vazquez and his fellow legacy directors. That they are willing to spend millions of stockholder dollars to do so is simply astounding to us.

Sources: Findell Capital Management

Why Did the Board Remove Mr. Parker? Because He Would Keep Management and the Legacy Board Accountable

Legacy Board members have had dismal stockholder support, dismal returns and no lending experience



Ginny Lee*
Background: **Khan Academy (Education)**
Tenure Start: **2021**
Tenure TSR: **(73%)**
% of Outstanding Shares Voted For: **28%**



Louis P. Miramontes*
Background: **Accounting**
Tenure Start: **2014**
Tenure TSR: **(57%)**
% of Outstanding Shares Voted For: **37%**



Jo Ann Barefoot
Background: **Regulatory, Podcasting**
Tenure Start: **2016**
Tenure TSR: **(57%)**
% of Outstanding Shares Voted For: **24%**



Sandra Smith
Background: **Twilio (Tech)**
Tenure Start: **2021**
Tenure TSR: **(73%)**
% of Outstanding Shares Voted For: **24%**



FINDELL
CAPITAL

Scott Parker
Background: **OneMain (OMF) CFO**
Tenure Start: **2024**
Tenure TSR: **+198%**

With Mr. Parker removed, the legacy directors will retain majority control of the Board until at least mid-2027 absent a compromise or a proxy contest victory by Findell.

Oportun is attempting to dishonestly reframe this as a change of control contest when it is, in our view, nothing more than an attempt by Mr. Vazquez to create conditions where he can continue to be unaccountable to stockholders for the next several years given the staggered structure of the Board.


*Without Findell's support, guaranteed by our cooperation agreement, **legacy Board director Ginny Lee would not have been re-elected** and received only ~19% of shares outstanding voting in favor, Miramontes would have received ~28% of outstanding in favor
Sources: Company financial reports on Forms 10-K and 10-Q, Bloomberg

Contrary to the Board's Claim that Removing Mr. Vazquez from the Board Is Disruptive, It Would Enable Real Oversight & Independence

Not holding Mr. Vazquez accountable will send a disruptive message to a beleaguered employee base

Employee online reviews paint a picture of internal dysfunction at Oportun

Company has lost track and no one is holding the C-suite accountable

 Director
Current Employee, more than 8 years

✗ Recommend ✗ CEO Approval ✗ Business Outlook

Pros

Company has good potential with a large market and can be a profitable business. But CEO and his exec team has let the company and all employees down with their disastrous decisions.

Cons

The company made bad strategic decisions with expanding into many products and acquiring Digit which has been an epic failure. Everyone knows but few will admit. It was only when there was an activist investor pressure that the CEO started to take action. We the employees are making the big sacrifices with layoffs, no pay raise and little stock incentive. CEO went and hired expensive CPO, CTO who are hiring others and got big pay packages and have created more confusion moving things around but no business benefit. Not fair to rest of us. The CFO has done a horrible job managing the capital of the company and stock performance continues to be very poor compared to other Fintechs and banks. Patience has run out. We must get new leadership.

- A "this is how we've always done it" mentality is permeates the org. It promotes lazy, low effort processes and discourages employees from being creative or taking initiative and ultimately hinders company growth.

Advice to Management

Do the right thing and step down so that a new visionary leader can either come in and right the ship or pursue an exit strategy to be an acquisition target. I say this because as a shareholder it is more than disheartening but even more so as a person who cares about the people I used to work with. Staying silent is the problem. Doing things the same way and expecting different results is the definition of insanity. This is what Oportun has become. I hope the board does something before it is too late, which it may already be. So sad.

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✗ Recommend ✗ CEO Approval ✗ Business Outlook

Pros

It used to be a great culture where people were empowered as a mission-based company. It hasn't been for years unfortunately.

Cons

Raul needs to look in the mirror, swallow his ego and do what is best for the company. I am all for a captain going down with the ship but this is 100% his doing. This is his legacy. He is like the Emperor with no clothes and too prideful to see it. Multiple layoffs with no clear direction when the C-suite is the reason for the company struggles. They have lost hundreds of great people who made the company successful. Ill-advised mergers and product strategies have blown up. The latest earnings call yesterday was an embarrassment and the stock price today is proof.

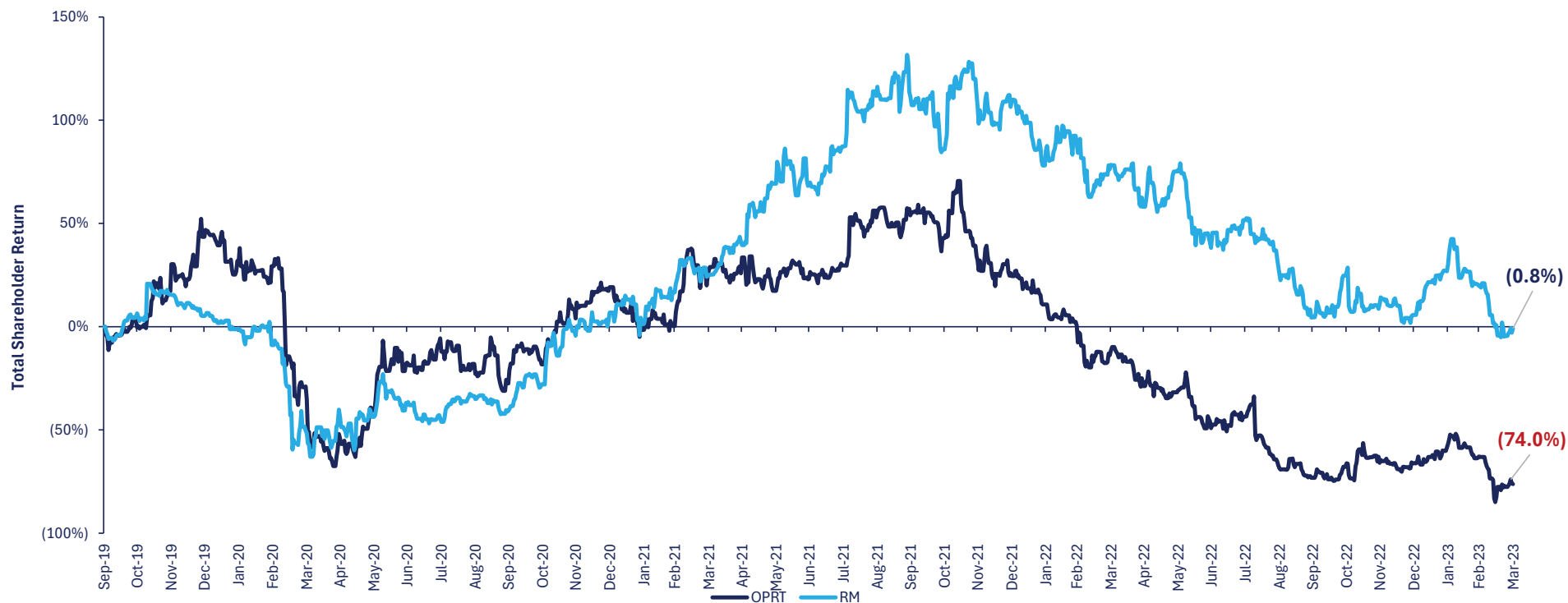
Cons

- TLDR: the most disorganized, inefficient and irrational organization I've ever been part of.

Sources: Glassdoor.com reviews, Findell Capital Management

The Board Misleadingly Claims that Regional Management (“RM”) Was the Appropriate Comp, not OMF

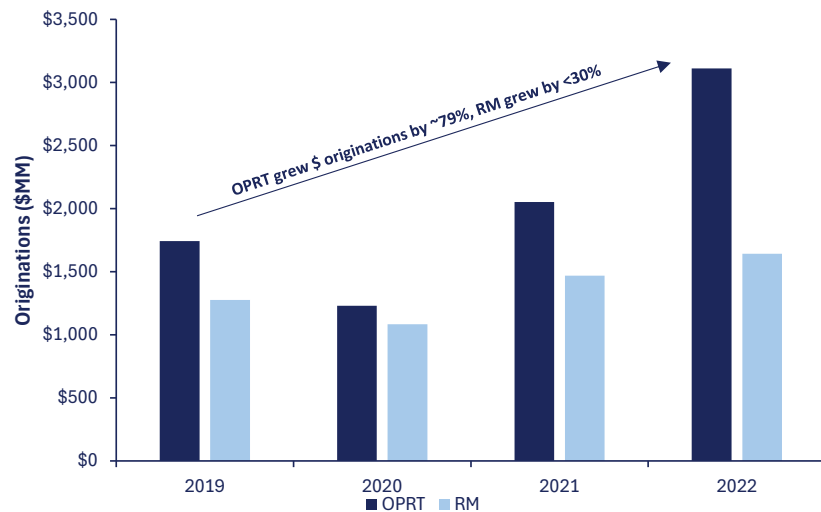
The Company’s materials conveniently fail to emphasize that Oportun similarly underperformed RM



Sources: Bloomberg data

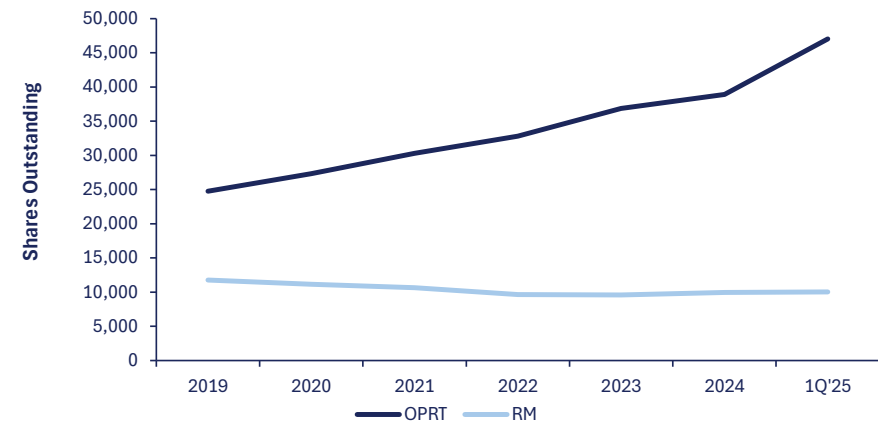
This Underperformance was Entirely Due to Oportun's Operational Missteps, Led by CEO Mr. Vazquez

RM grew credit more prudently, while OPRT blew out credit growth



RM reduced its outstanding share count, while OPRT expanded its

OPRT's shares outstanding have **increased >90%** since 2019 while RM's shares outstanding have **declined by 15%** over the same period

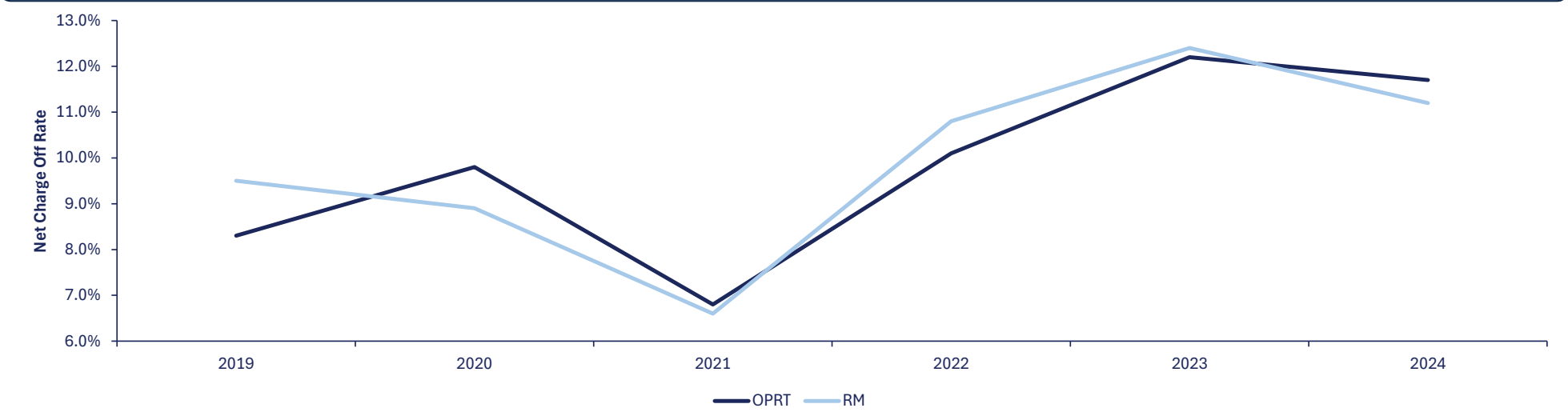


OPRT's statements regarding the 2019-2022 period are counter to its actions, and stockholders have suffered

Sources: Company and RM financial reports on Forms 10-K and 10-Q, Bloomberg

Oportun Was Not Isolated in the Difficult Macro Environment

RM saw similar changes to net charge offs, but their **more experienced Board and management clearly understood the environment better** and were prudent to slow originations, which was reflected in share performance



RM’s Board members and leadership have notable experience in both lending and subprime lending, which Oportun’s legacy Board lacks

Notable RM Board Members and Experience

- | | | | |
|--|--|---|--|
| Carlos Palomares – Chairman <ul style="list-style-type: none">• Former SVP of Capital One Financial• Former COO of Capital One Federal Savings• Former COO of Citibank Latin America Consumer Bank• Former CFO of Citibank North America Consumer Bank | Julie Booth <ul style="list-style-type: none">• Former CFO and Treasurer of Rocket Companies• Former VP of Finance and Internal Audit at Rocket Companies• Former auditor at EY focused on banking and mortgage banking | Maria Contreras-Sweet <ul style="list-style-type: none">• Former Obama cabinet Administrator of the U.S. Small Business Administration• Founder of ProAmerica Bank and served as Executive Chairwoman | Stephen J Friedberg <ul style="list-style-type: none">• Former Co-Chairman and Chief Executive Officer of Citigroup’s Global Consumer Group• Former Chairman of and CEO of Citi Cards• Former interim CFO of Social Finance |
|--|--|---|--|

Sources: Company and RM financial reports on Forms 10-K and 10-Q, Bloomberg, RM governance disclosures

Oportun CEO Mr. Vazquez Revealed Long-Term Aspirations to Have a Business Like OMF's

Oportun claims OMF is not a comparable company only to directly compare itself to OMF

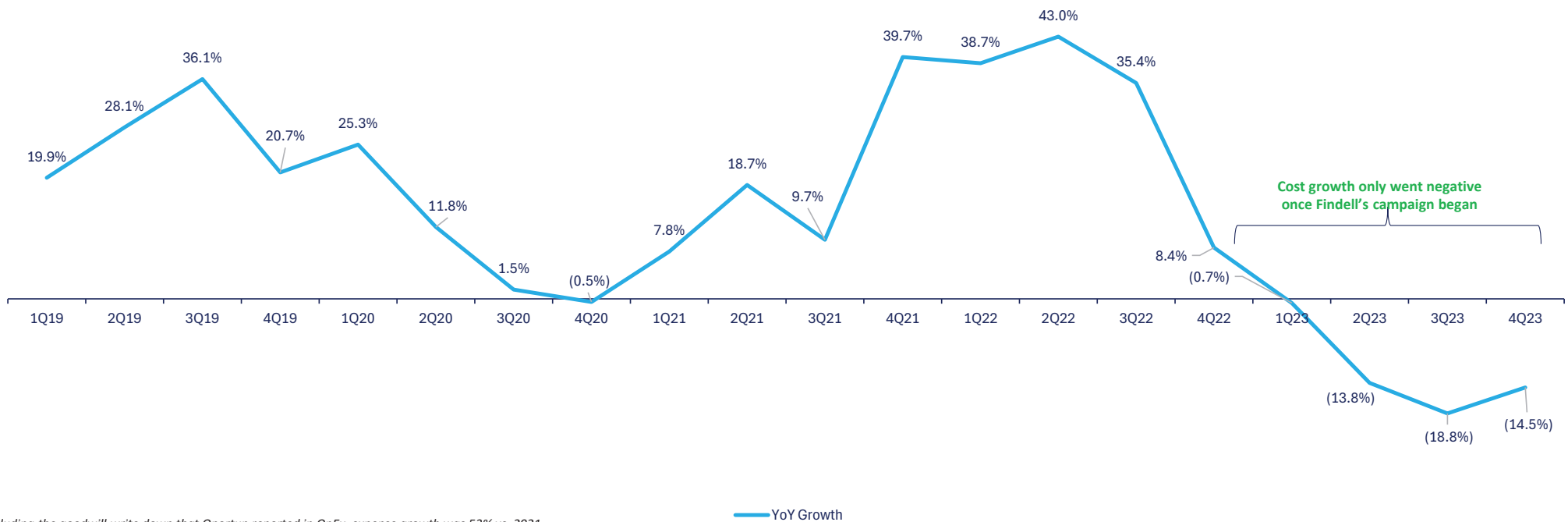
"In terms of where we'd like it to be, our long-term aspiration is to have a mix that is similar to OneMain's. OneMain is about 50% of their portfolio is secured and that's certainly what we would like to achieve over time as well"

– OPRT CEO Raul Vazquez at Sidoti Virtual Conference June 5th, 2025

We urge investors to ask themselves, if Oportun sees OMF as its long-term target in both scale and operations, why would it remove the former CFO of OMF from its Board, when he helped OMF reach that point in the first place?

Oportun Claims Findell’s Campaign Did Not Drive Expenditure Changes

The claim that expense reductions were underway prior Findell’s involvement is contradicted by the only consistent negative OpEx year over year growth occurring in the quarters following Findell’s engagement



If including the goodwill write down that Oportun reported in OpEx, expense growth was 53% vs. 2021
Sources: Company financial reports on Forms 10-K and 10-Q, Bloomberg

The Largest Sources of Cost Reductions Were Recommended by Findell

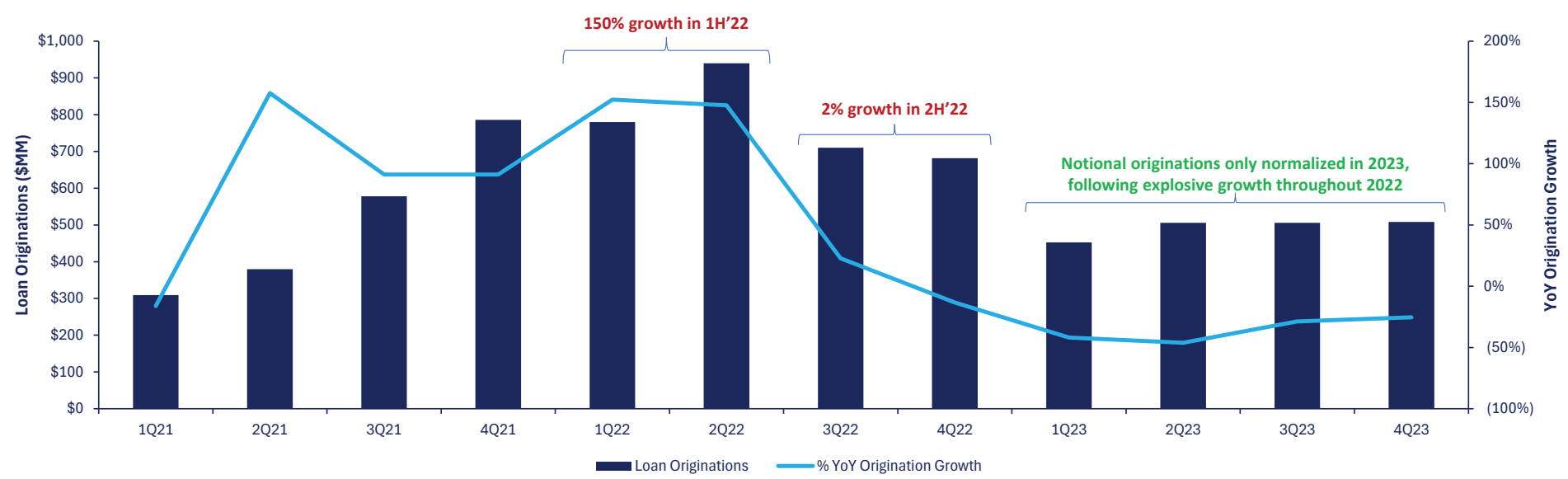
Line Item	2023 Operating Expenditures	Findell's Recommendation	2024 Operating Expenses
Technology & Facilities	\$219 MM	Reduce costs related to unprofitable fintech initiatives (3/29/2023 Letter)	\$166 MM (24%) YoY
Sales & Marketing	\$75 MM	Reductions related to exiting unprofitable side projects and reducing overhead	\$67 MM (11%) YoY
Personnel	\$122 MM	Reduce corporate employee overlap and reduce headcount (3/29/2023 Letter)	\$87 MM (28%) YoY
Outsourcing & Professional Fees	\$45 MM	Exit unnecessary and unprofitable fintech adjacencies to reduce offshoring costs	\$37 MM (19%) YoY
G&A	\$72 MM	Reduce corporate employee overlap, reassessment of cost base following 2022 increases (3/29/2023 Letter)	\$53 MM (27%) YoY

The sale of the credit card portfolio, which we recommended to management, also helped drive cost reductions

Sources: Company financial reports on Forms 10-K and 10-Q, Findell Capital Management

During Macro Declines in Early 2022, Oportun Claims It Took Swift Action Reposition the Company

Originations grew throughout 2022, and most notably in 2Q, despite the rising delinquency (“DQ”) rate. Overall in 2022, originations grew by more than 52%, which contradicts the claim that Oportun swiftly corrected production in 2022.

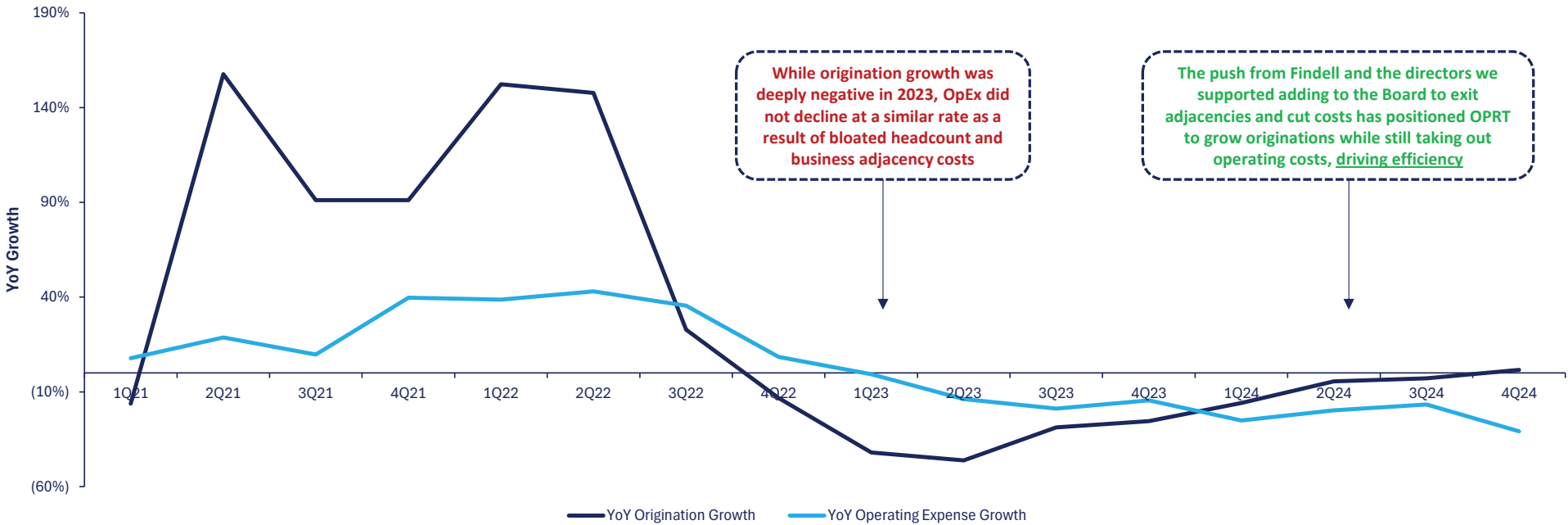


In our view, the “ambitious growth” targets were reckless and completely dismissive of negative macro signals – with the proper oversight in place, the negative ramifications on stockholders could have been avoided

¹If including the goodwill write down that OPRT reported in OpEx, expense growth was 53% vs. 2021
Sources: Company financial reports on Forms 10-K and 10-Q

Compared to Originations, 2023 Operating Expenses Were Still Elevated

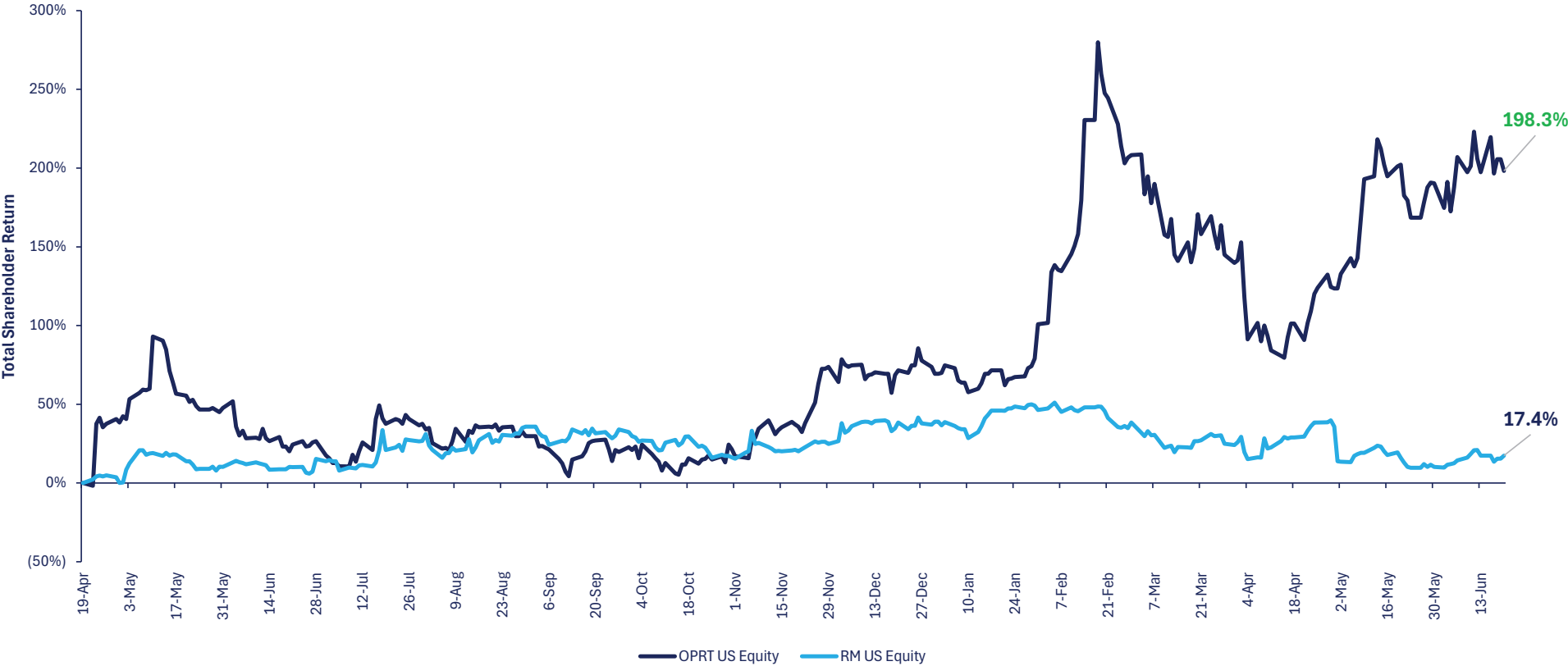
While originations, which is OPRT’s main business function, declined by **44%** in the first half of 2023, operating expenses only declined by **7%**, highlighting the amount of embedded costs in the business for non-revenue producing adjacencies / overhead



It was clear to us that management had little idea of how to control costs: our additions to the Board, Rich Tambor and Mr. Parker, have been instrumental in providing the necessary oversight for OPRT to operate efficiently, as reflected in the simultaneous decline in OpEx but growth in originations

Sources: Company financial reports on Forms 10-K and 10-Q

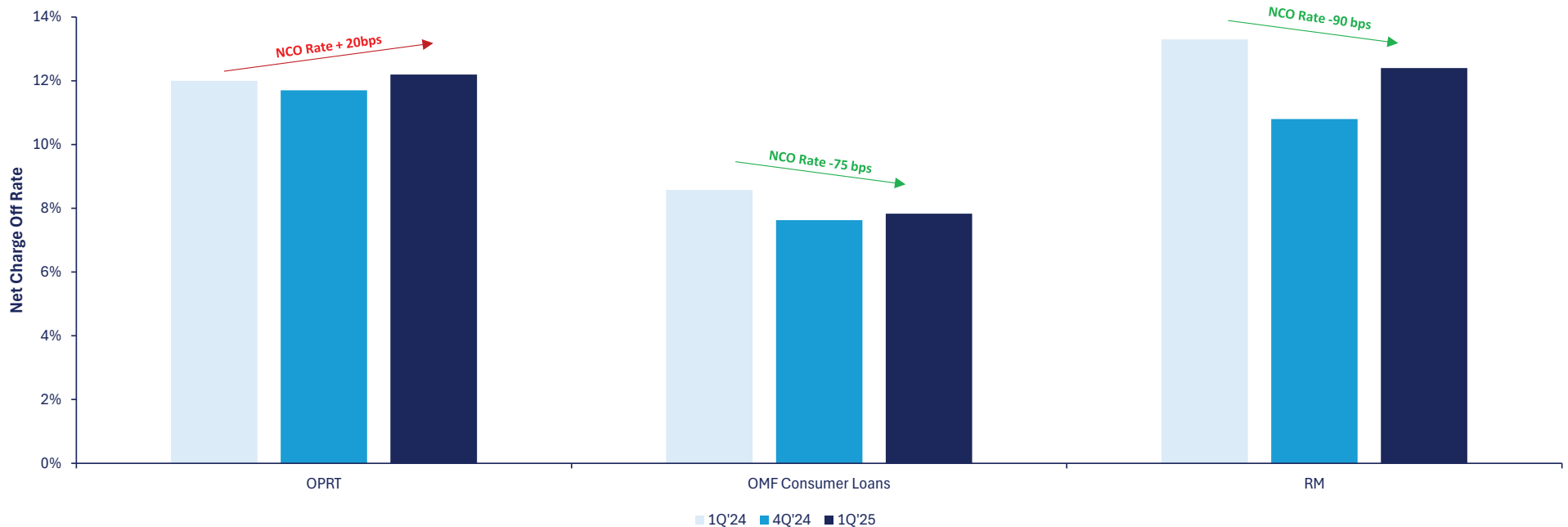
Oportun's Performance Only Changed When Findell Nominee Scott Parker Joined the Board



Sources: Bloomberg data

Comps Are Still Performing Better Than OPRT, With Lower Sequential Net Charge Off Rates Into 1Q'25

OPRT called out declining 30+ Day YoY DQ rates, but failed to acknowledge some loans were sold or charged off and effectively removed from their measure compared to competitors – competitors had *lower* NCO rates in 1Q'25 vs. 1Q'24



Sources: Sources: Oportun Investor Presentation dated June 2025, Company, OMF and RM financial reports on Forms 10-K and 10-Q

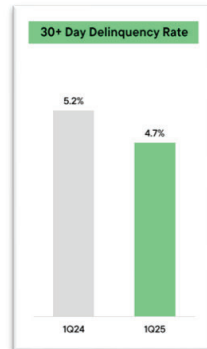
Contrary to Claims, Improving DQ Rate is an Industry-Wide Phenomenon

Comparable companies saw substantially more sequential credit improvement than OPRT in 1Q'25

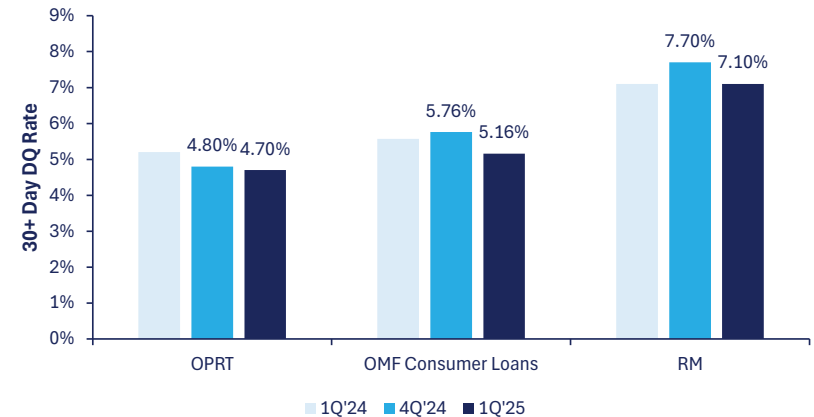
In their response presentation, OPRT implies the improvement in 30-day DQ is its own doing

...And continued to make progress in 1Q 2025

We built on our momentum from last year, delivering strong credit metrics and improved profitability



However, this is a reflection of credit trends improving industry wide, which is not exclusive to OPRT's actions



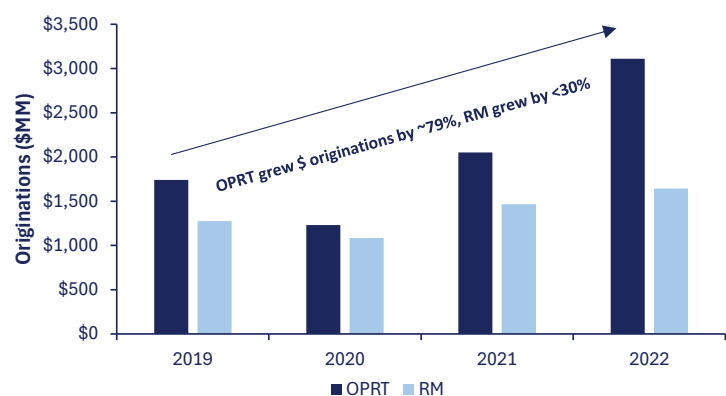
While OPRT sees DQ improvement YoY, they are not seeing the same sequential improvements as comps or improving as quickly.

Sources: Oportun Investor Presentation dated June 2025, Company, OMF and RM financial reports on Forms 10-K and 10-Q

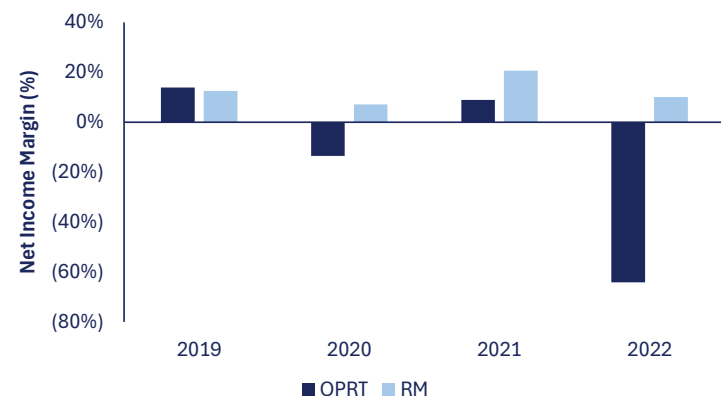
Competitor RM Has No Interest Rate Cap and Has Been Better Able to Navigate Macro Volatility

By removing the cap, OPRT can better price to higher risk customers – under the present Board composition, we do not believe an adequate amount of risk control is set in place to avoid a 2022 situation where mispriced credit meets ramping charge offs and exploding loan production

OPRT ramped originations through 2022...



...and profitability lagged compared to comp



As Oportun's founder James Gutierrez highlighted in his open letter to stockholders, "Oportun was built on a "farm system" of small loans—\$300 to \$1,000—that helped customers build credit and graduate to larger loans. That approach created loyal, lifelong customers. Limiting APRs on these loans stifles this system and shuts out millions who need credit. I founded Oportun to be an alternative to 400% payday loans—not to abandon those customers entirely."

Sources: Company and RM financial reports on Forms 10-K and 10-Q, Bloomberg, LinkedIn

The Long-Term Governance of Oportun Is At Risk

- We believe the Board wants to frame this single-director election as a change of control fight in order to increase the odds that it wins the support of passive investors.
- This is a fight to ensure that there is honest long-term oversight for Mr. Vazquez – and the Board's entrenching actions during our engagement have reinforced how important that is:
 - The Board removed the strongest independent member in Mr. Parker.
 - The Board has refused to countenance any agreement that would allow Mr. Parker to stay or Mr. Wilcox to serve.
- Because of the staggered nature of the Board, this is the only opportunity stockholders have to ensure that the entrenched legacy directors do not have majority control for the next several years.
- Not a single legacy Board member has worked in lending, and they have shown no understanding of the lending business or ability to hold management accountable.
- By electing the independent and highly experienced Mr. Wilcox, we believe we can guarantee longer term accountability of management.

Sources: Findell Capital Management

Vote Today to Elect Warren Wilcox on the White Proxy Card



By Internet

Access the site indicated on your **WHITE** proxy card and follow the instructions provided



By Phone

Dial the number indicated on your **WHITE** proxy card and follow the simple prompts



By Mail

Sign, date and return your **WHITE** proxy card in the postage-paid envelope provided

Remember, please discard and do not sign any green Oportun proxy card. If you have already voted for Mr. Vazquez on the Company's proxy card, a later-dated vote on the **WHITE** proxy card will revoke your prior vote. Only your latest dated vote counts!

If you have any questions about how to vote your shares, please contact:



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ITEM 3: MATERIAL PUBLISHED ON WWW.OPPORTUNITYATOPORTUN.COM

Resources

Presentations



Response to Oportun Financial's Misguided Assessment of Findell's Goals and Campaign

JUNE 23, 2025 / FINDELL CAPITAL MANAGEMENT, LLC
PRESENTATION



The Opportunity at Oportun: How Improved Board Oversight Will Lead to Stronger Operations

JUNE 16, 2025 / FINDELL CAPITAL MANAGEMENT, LLC
PRESENTATION

Shareholder Letters



Letter to OPRT Stockholders

JUNE 3, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Letter to OPRT Stockholders

MAY 5, 2025 / FINDELL CAPITAL MANAGEMENT, LLC

Press Releases



Findell Capital Issues Rebuttal Presentation on Oportun Financial and Notes Support of Oportun Founder and Former CEO James Gutierrez

JUNE 23, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Reiterates Commitment to Reaching a Good Faith Settlement at Oportun Financial

JUNE 17, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Releases Presentation on Oportun Financial

JUNE 16, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Provides Facts in Response to Oportun's Misleading Narrative

JUNE 13, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management Spotlights Why Ginny Lee Should Not be Appointed Oportun's Next Lead Independent Director

JUNE 5, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management Urges Oportun Stockholders to Vote the White Proxy Card to Elect an Independent Consumer Financial Services Expert to the Board

JUNE 3, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management Responds to Oportun's Reactionary and Defensive Reduction of Board Size

MAY 8, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Partners Delivers Letter to Oportun Stockholders Ahead of 2025 Annual Meeting

MAY 5, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management Responds to Oportun (NASDAQ: OPRT) Comments, Announces Nomination of Sandra Bell and Warren Wilcox

MARCH 27, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management Issues Open Letter to the Board and Shareholders of Oportun (NASDAQ:OPRT) Calling for Leadership Change

MARCH 20, 2025 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management LLC Issues Statement to the Stockholders of Oportun Financial Corporation

DECEMBER 4, 2023 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management LLC Applauds Oportun (OPRT) in Announcing Cost Savings Measures

MAY 9, 2023 / FINDELL CAPITAL MANAGEMENT, LLC



Findell Capital Management LLC Issues Statement to the Oportun Financial Corporation Board of Directors

MARCH 29, 2023 / FINDELL CAPITAL MANAGEMENT, LLC

SEC Filings



Definitive Proxy Statement

MAY 29, 2025 / SEC
LEGAL FILINGS

Video



Findell Capital's Brian Finn on Oportun \$OPRT

JUNE 16, 2025 / YET ANOTHER VALUE PODCAST
VIDEO

SHARE FEEDBACK & STAY UPDATED

Share your views and sign up to receive important updates:

For Investors

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John Ferguson
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ITEM 4: SOCIAL MEDIA



Post



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Founder and Former CEO of Oportun issues moving letter on [\\$OPRT](#) - shorturl.at/94eDj

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