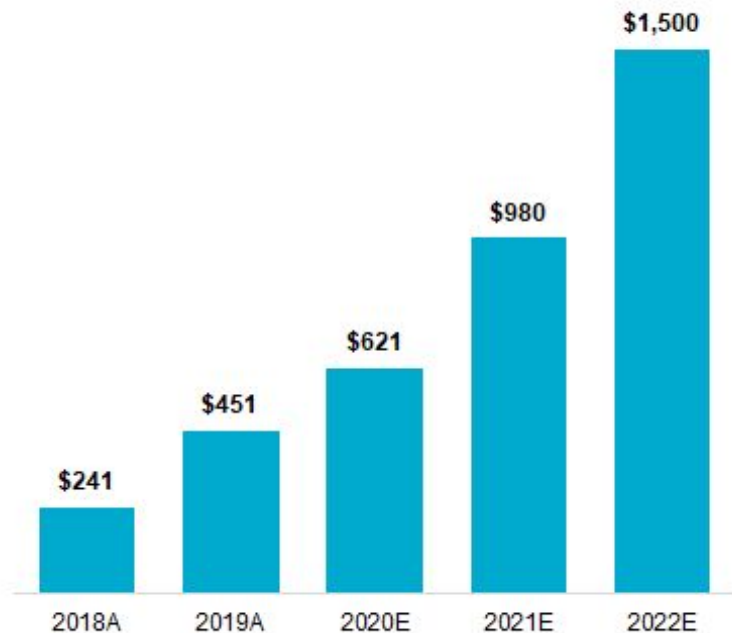


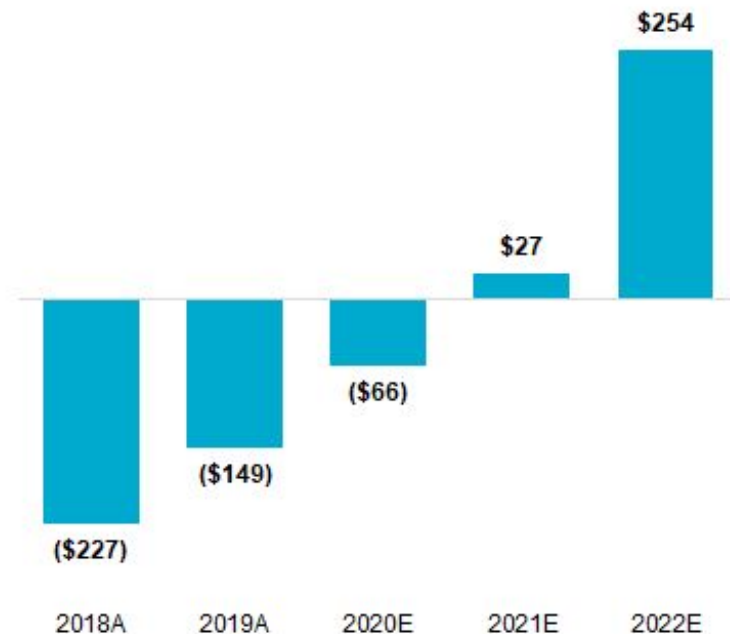
# Annual Financial Overview<sup>(1)</sup>

\$ in millions

## Adjusted Net Revenue<sup>(2)</sup>



## Adjusted EBITDA<sup>(2)</sup>



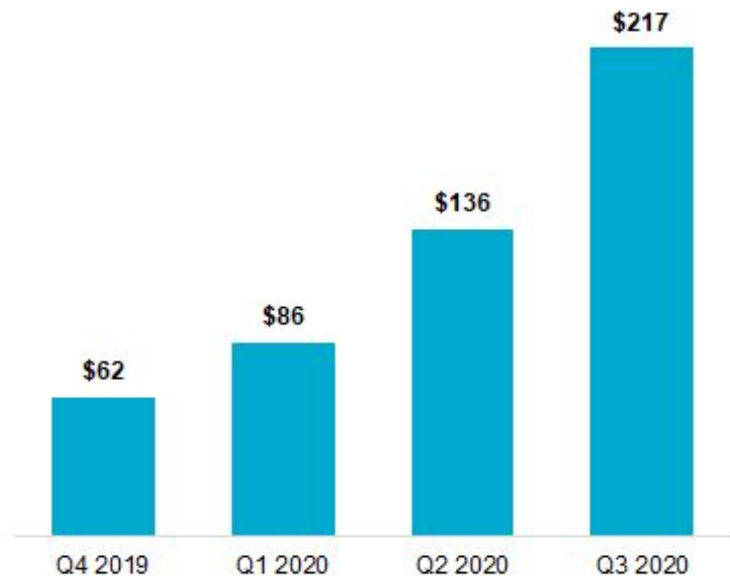
(1) Management uses GAAP and non-GAAP measures to evaluate SoFi's financials and operating performance. Certain forward-looking non-GAAP measures are presented without corresponding GAAP reconciliations due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.

(2) Adjusted Net Revenue and Adjusted EBITDA are non-GAAP measures. 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. Adjusted EBITDA is defined as net income (loss), adjusted to exclude the effect of certain non-cash items and certain charges that are not indicative of our core operating performance or results of operations.

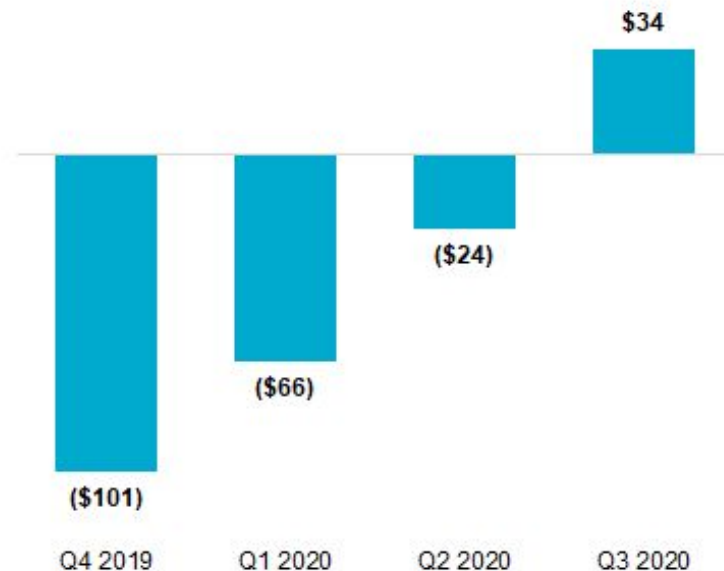
# LTM Quarterly Financial Overview<sup>(1)</sup>

\$ in millions

## Adjusted Net Revenue<sup>(2)</sup>



## Adjusted EBITDA<sup>(2)</sup>



(1) Management uses GAAP and non-GAAP measures to evaluate SoFi's financials and operating performance.

(2) Adjusted Net Revenue and Adjusted EBITDA are non-GAAP measures. 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. Adjusted EBITDA is defined as net income (loss), adjusted to exclude the effect of certain non-cash items and certain charges that are not indicative of our core operating performance or results of operations.

# Detailed Financial Overview <sup>(1)</sup>

<i>\$ in millions</i>	2018A	2019A	2020E	2021 E	2022 E
Lending	\$238	\$443	\$514	\$710	\$958
Technology Platform	0	1	103	226	347
Financial Services	1	4	11	44	195
Corporate	2	4	(8)	-	-
<b>Adjusted Net Revenue <sup>(2)</sup></b>	<b>\$241</b>	<b>\$451</b>	<b>\$621</b>	<b>\$980</b>	<b>\$1,500</b>
Lending	(\$109)	\$92	\$218	\$323	\$427
Technology Platform	0	1	53	80	116
Financial Services	(19)	(119)	(133)	(138)	(83)
<b>Contribution Profit <sup>(3)</sup></b>	<b>(\$128)</b>	<b>(\$26)</b>	<b>\$138</b>	<b>\$266</b>	<b>\$459</b>
<b>Adjusted EBITDA <sup>(2)</sup></b>	<b>(\$227)</b>	<b>(\$149)</b>	<b>(\$66)</b>	<b>\$27</b>	<b>\$254</b>

(1) Management uses GAAP and non-GAAP measures to evaluate SoFi's financials and operating performance. Certain forward-looking non-GAAP measures are presented without corresponding GAAP reconciliations due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.

(2) Adjusted Net Revenue and Adjusted EBITDA are non-GAAP measures. 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. Adjusted EBITDA is defined as net income (loss), adjusted to exclude the effect of certain non-cash items and certain charges that are not indicative of our core operating performance or results of operations.

(3) Contribution Profit is the primary measure of segment profit and loss reviewed by SoFi in accordance with ASC 280 and is only measured for reportable segments. Contribution profit 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.

# Non-GAAP Reconciliations – Historical (1/2)

	Nine months ended September 30		Year ended December 31	
	2020	2019	2019	2018
\$ in millions				
Total Net Revenue	\$394	\$378	\$443	\$269
Servicing Rights	16	(5)	(8)	(1)
Residual Interests	29	16	17	(27)
Adjusted Net Revenue	\$439	\$389	\$451	\$241
Net Income (loss)	(\$141)	(\$117)	(\$240)	(\$252)
<u>Non-GAAP Adjustments:</u>				
Interest Expense - Corporate Borrowings	9	4	5	0
Income Tax Expense (Benefit)	(100)	1	0	(1)
Depreciation & Amortization	44	11	16	11
Stock-based Expense	71	44	61	43
Impairment Expense	-	2	2	1
Transaction-related Expenses	9	-	-	-
Fair Value Changes in Warrant Liabilities	6	(3)	(3)	-
Servicing Rights	16	(5)	(8)	(1)
Residual Interests Classified as Debt	29	16	17	(27)
Total Adjustments	\$85	\$69	\$90	\$25
Adjusted EBITDA	(\$56)	(\$48)	(\$149)	(\$227)

Note: "Servicing Rights" reflects non-cash changes in fair value inputs and assumptions on servicing rights, including conditional prepayment and default rates and discount rates. "Residual interests classified as debt" reflects changes in fair value inputs and assumptions on residual interests classified as debt, including conditional prepayment and default rates and discount rates.

# Non-GAAP Reconciliations – Historical (2/2)

<i>\$ in millions</i>	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Total Net Revenue	\$64	\$78	\$115	\$201
Servicing Rights	(3)	(7)	19	5
Residual Interests	1	15	3	11
Adjusted Net Revenue	\$62	\$86	\$136	\$217
Net Income (loss)	(\$123)	(\$106)	\$8	(\$43)
<u>Non-GAAP Adjustments:</u>				
Interest Expense - Corporate Borrowings	1	1	3	4
Income Tax Expense (Benefit)	(0)	0	(100)	0
Depreciation & Amortization	5	5	15	25
Stock-based Expense	18	20	24	27
Impairment Expense	0	-	-	-
Transaction-related Expenses	-	4	5	0
Fair Value Changes in Warrant Liabilities	(0)	3	(1)	4
Servicing Rights	(3)	(7)	19	5
Residual Interests Classified as Debt	1	15	3	11
Total Adjustments	\$22	\$40	(\$32)	\$76
Adjusted EBITDA	(\$101)	(\$66)	(\$24)	\$34

Note: "Servicing Rights" reflects non-cash changes in fair value inputs and assumptions on servicing rights, including conditional prepayment and default rates and discount rates. "Residual interests classified as debt" reflects changes in fair value inputs and assumptions on residual interests classified as debt, including conditional prepayment and default rates and discount rates.

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**Investors and security holders of Social Capital and SoFi are urged to read the proxy statement/prospectus and other relevant documents that will be filed with the SEC carefully and in their entirety when they become available because they will contain important information about the proposed business combination**

Investors and security holders will be able to obtain free copies of the proxy statement and other documents containing important information about Social Capital and SoFi through the website maintained by the SEC at [www.sec.gov](http://www.sec.gov). Copies of the documents filed with the SEC by Social Capital can be obtained free of charge by directing a written request to Social Capital Hedosophia Holdings Corp. V, 317 University Ave., Suite 200, Palo Alto, California 94301.