

PAGAYA TECHNOLOGIES LTD.

1Q24 Earnings Supplement

May 9th, 2024

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Financial Metrics

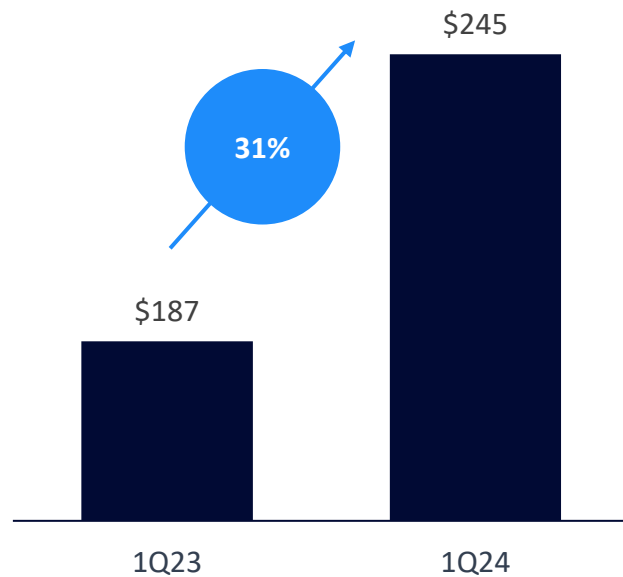
1Q'24 financial highlights

(\$ millions)	Q1 2024	Q1 2023	%Δ
Network Volume	\$2,419	\$1,850	31%
Total revenue & other income	\$245	\$187	31%
Revenue from fees	\$237	\$175	35%
Production costs	\$145	\$125	16%
Revenue from fees less production costs (FRLPC)*	\$92	\$50	84%
Core operating expenses*	\$61	\$57	7%
Net income (loss) attributable to Pagaya Technologies Ltd.	(\$21)	(\$61)	65%
Adj. Net Income*	\$13	(\$11)	NM
Adj. EBITDA*	\$40	\$2	NM

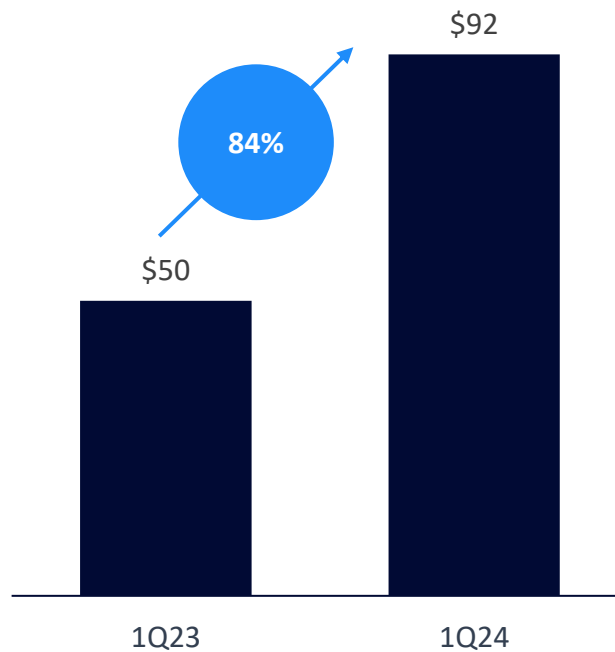
Key financial metrics

In \$ millions; % in YoY growth

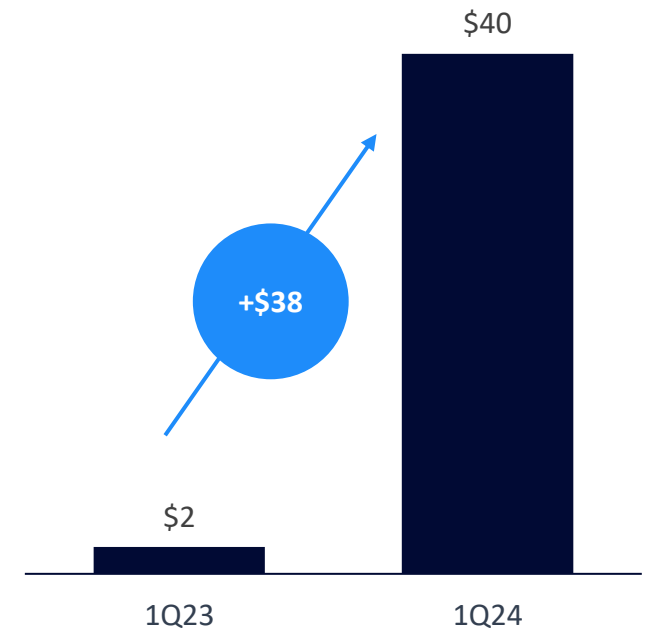
Total Revenue



FRLPC

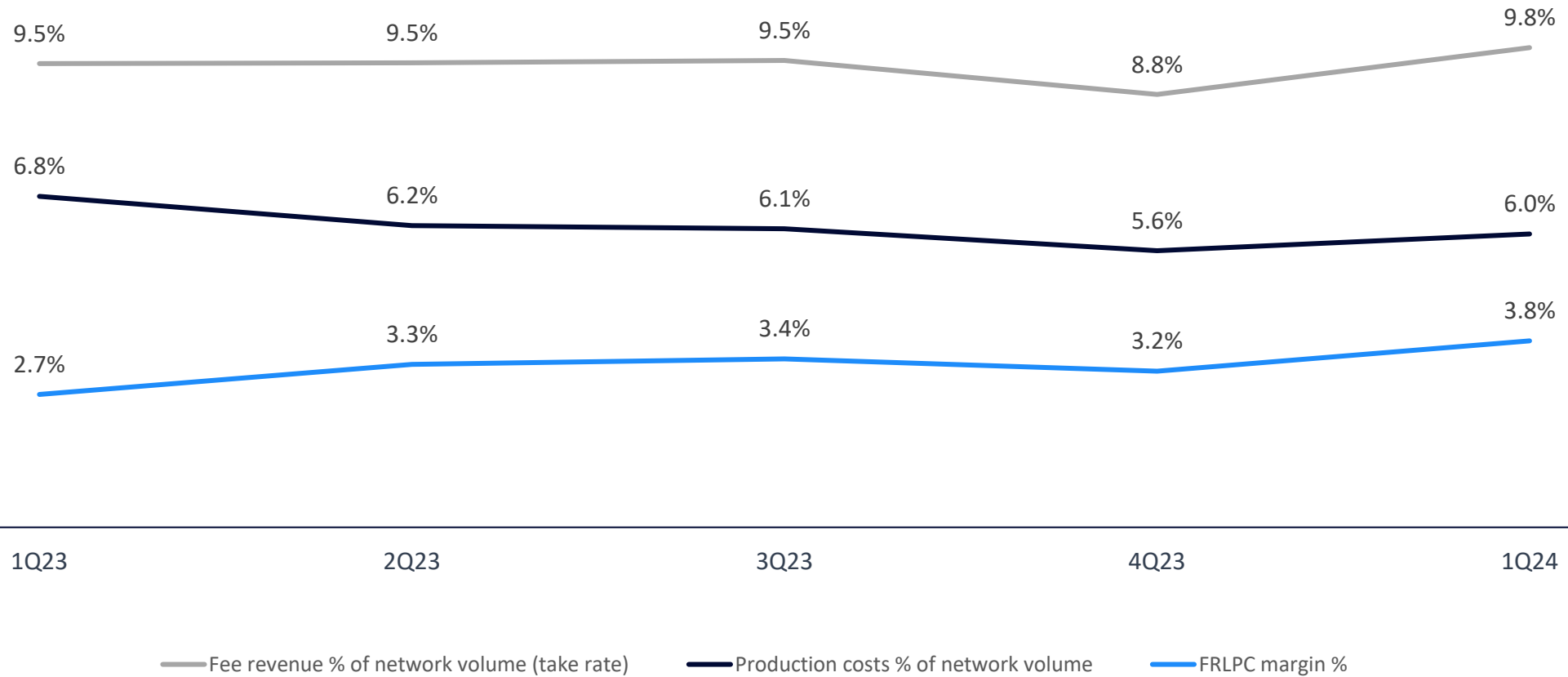


Adjusted EBITDA



Evolution of FRLPC

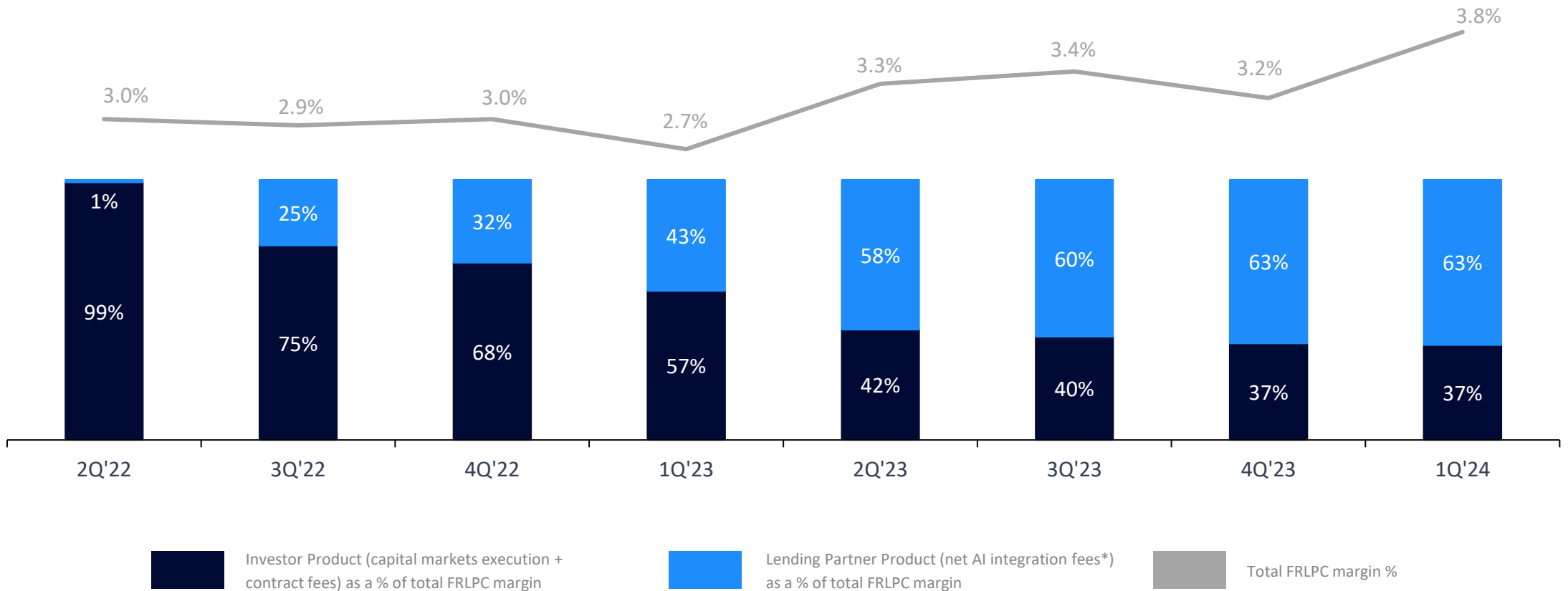
Components of FRLPC as a % of network volume



Evolution of FRLPC by product

% contribution from lending partner and investor products

Fee revenue less production costs as a % of network volume – breakdown by product



Evolution of FRLPC by line item

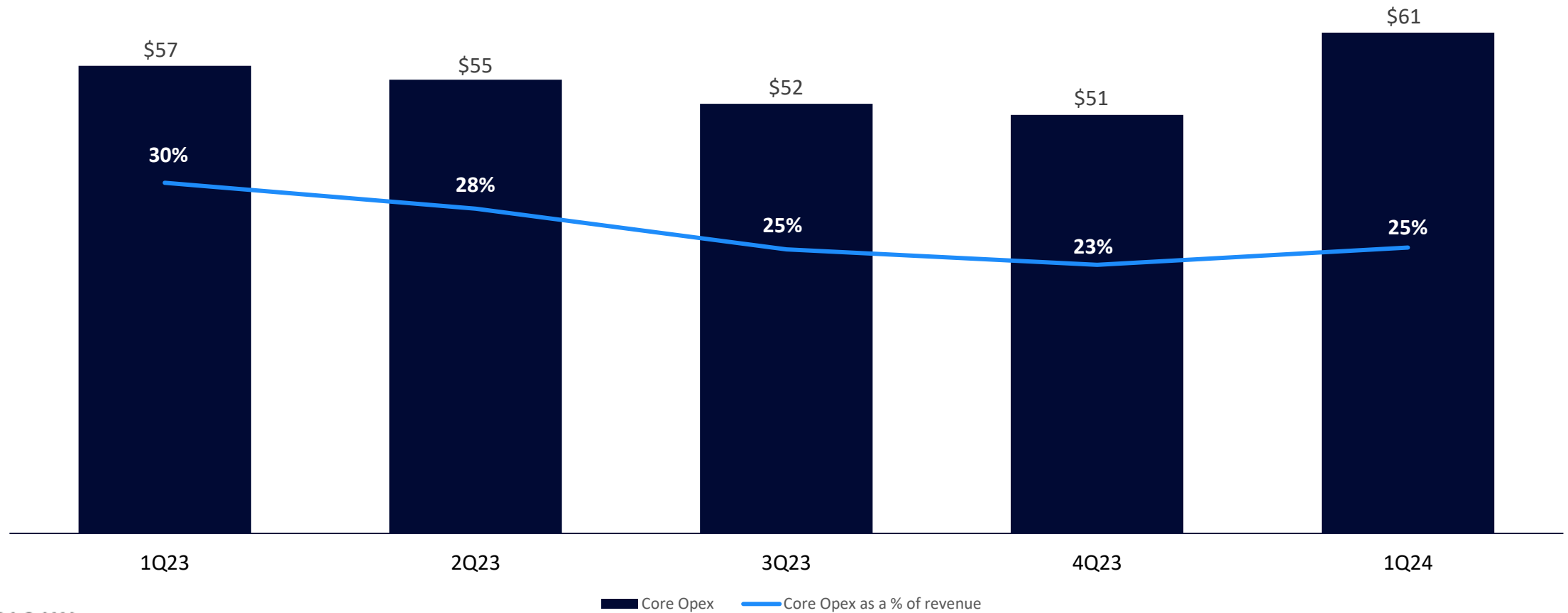
AI integration, contract, and capital markets fees shown gross (\$ in millions)

	1Q23	2Q23	3Q23	4Q23	1Q24
AI integration	\$148	\$159	\$174	\$184	\$206
Contract	\$21	\$18	\$17	\$20	\$22
Capital markets	\$6	\$9	\$10	\$7	\$10
Total Fee Revenue	\$175	\$186	\$201	\$210	\$237
Production costs	(\$125)	(\$121)	(\$129)	(\$134)	(\$145)
Total FRLPC	\$50	\$65	\$73	\$76	\$92

Core operating expenses

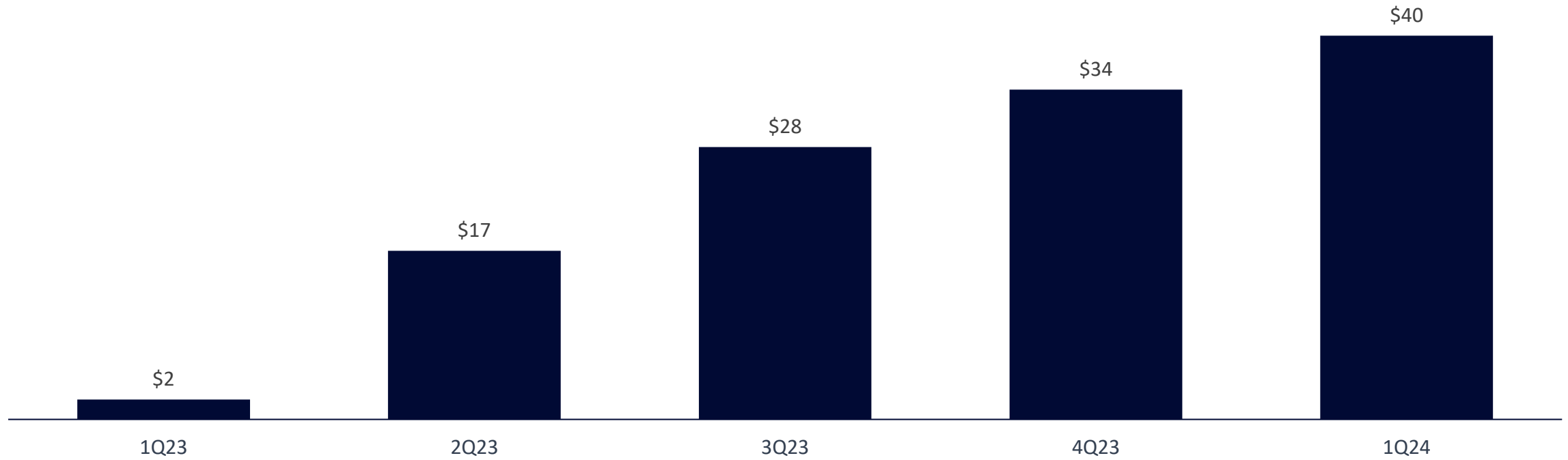
In \$ millions

Total operating expenses excluding share-based compensation expense, one-time expenses, and depreciation



Adjusted EBITDA

In \$ millions

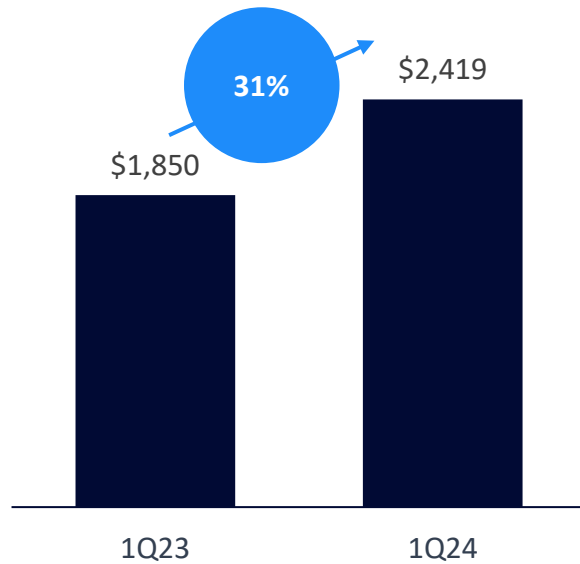


02

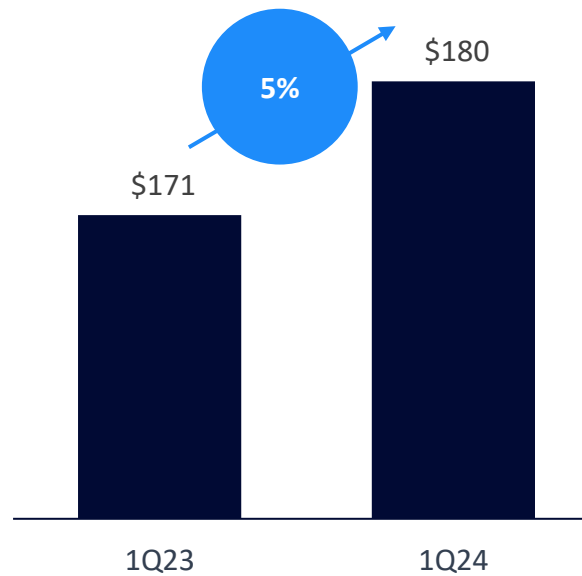
Operating Metrics

Operating highlights

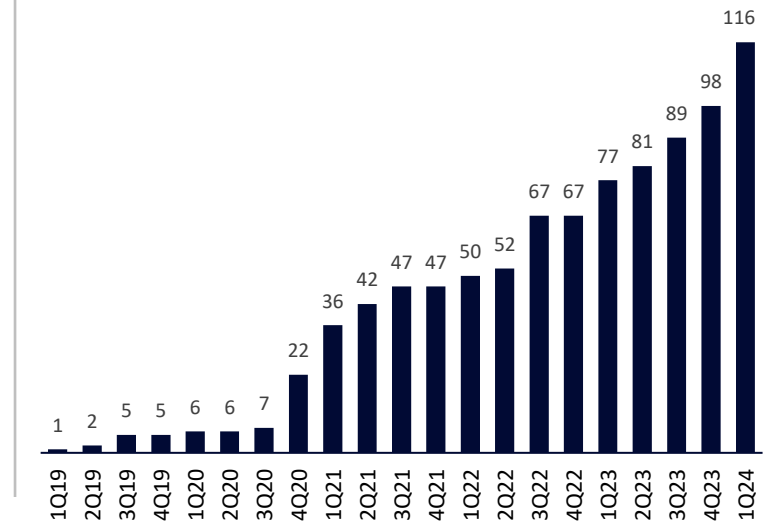
Network volume
(in \$ millions)



\$ application volume from our
lending partners
(in \$ billions)

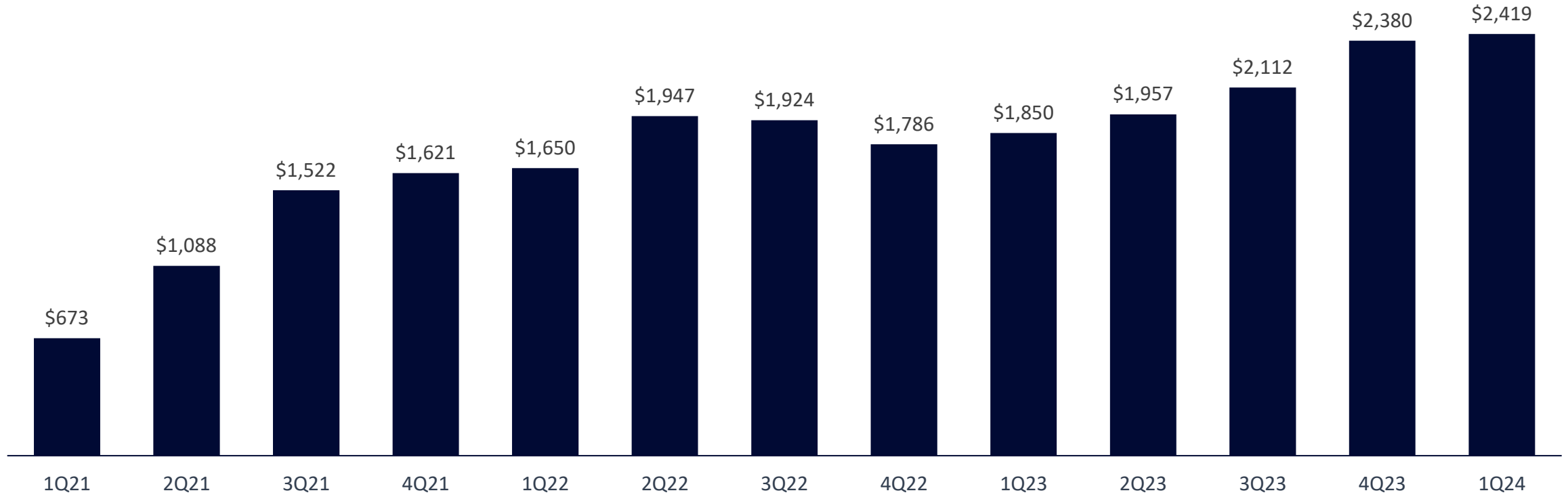


Growing ABS
investor base



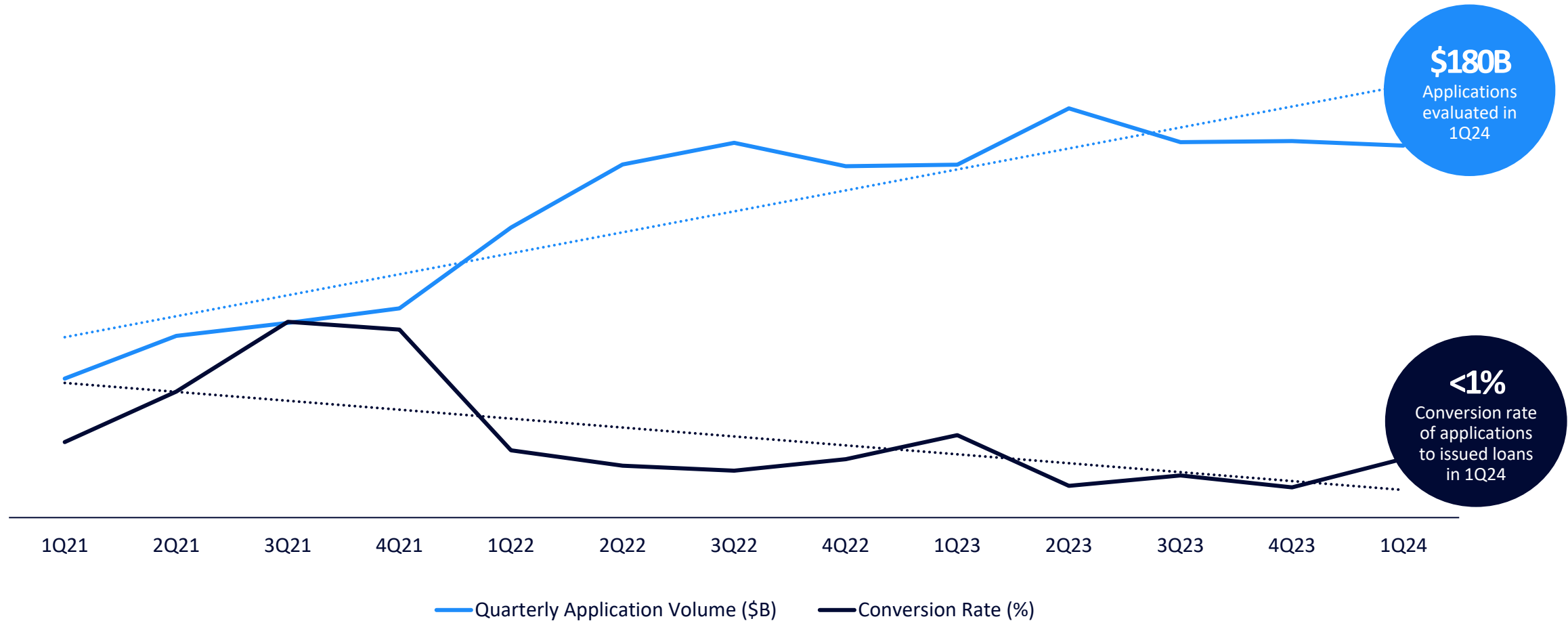
Network volume

in \$ millions



Applications evaluated vs conversion rate %

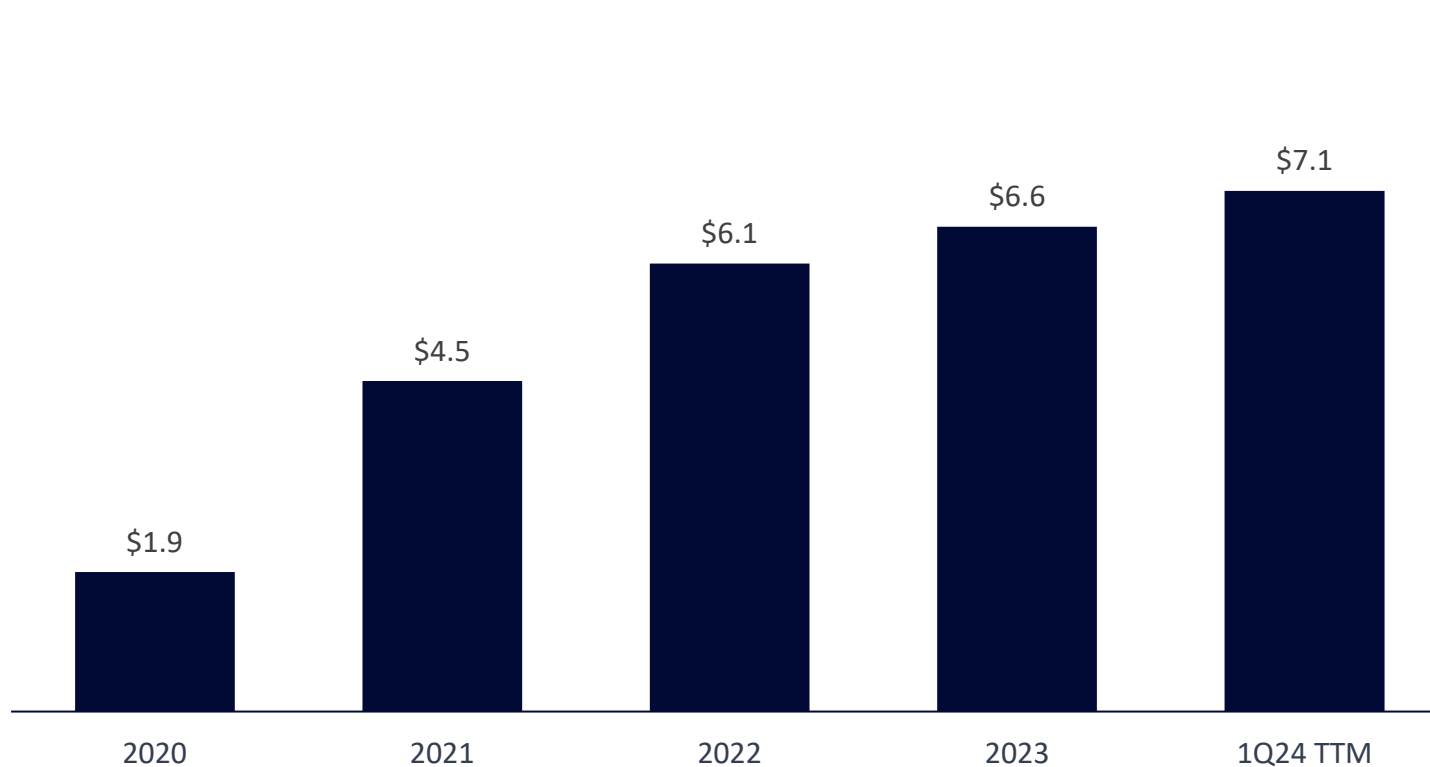
Applications per quarter (in \$ billions) versus conversion rate of applications into network volume (%)



Our ABS funding network

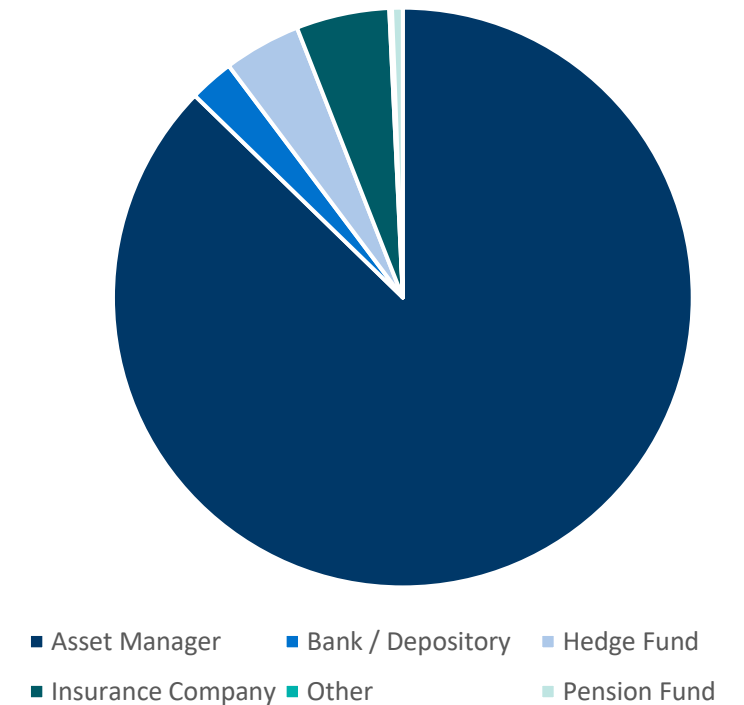
ABS Issuance

Pagaya ABS issuance across all products (in \$billions)



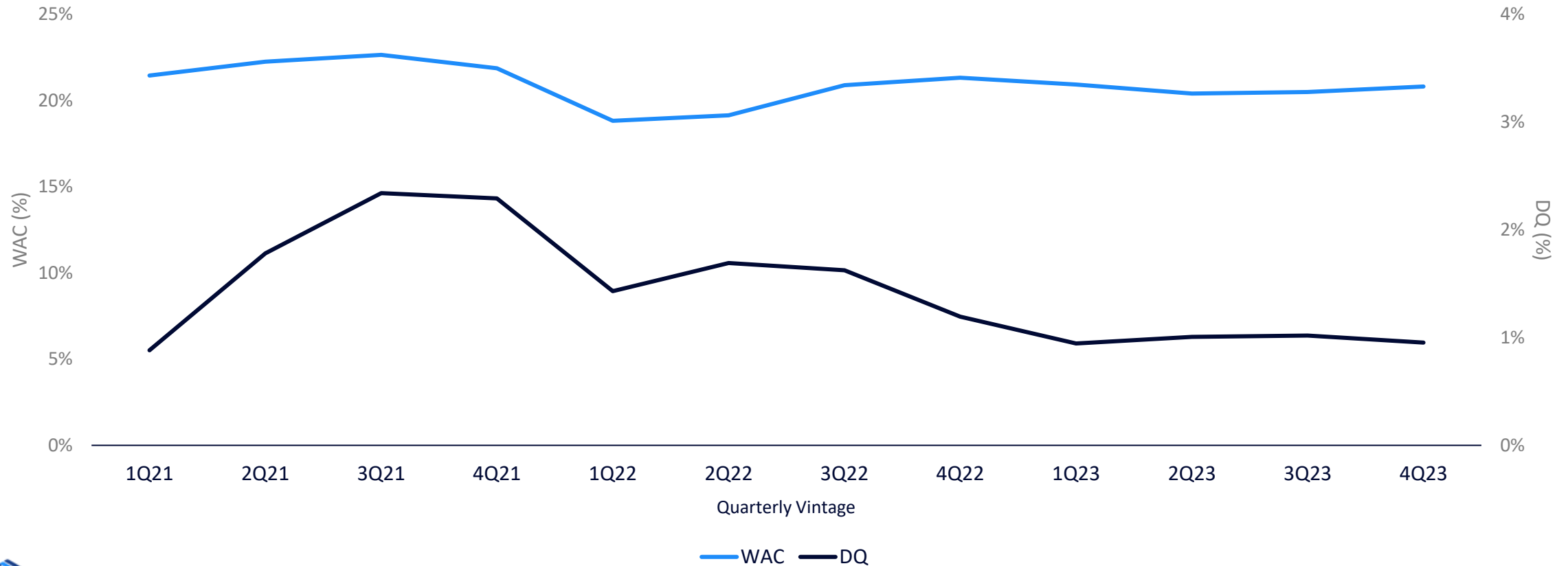
ABS Investor Base

Investors in Pagaya's financing vehicles
Capital contributed in 1Q'24 by investor type



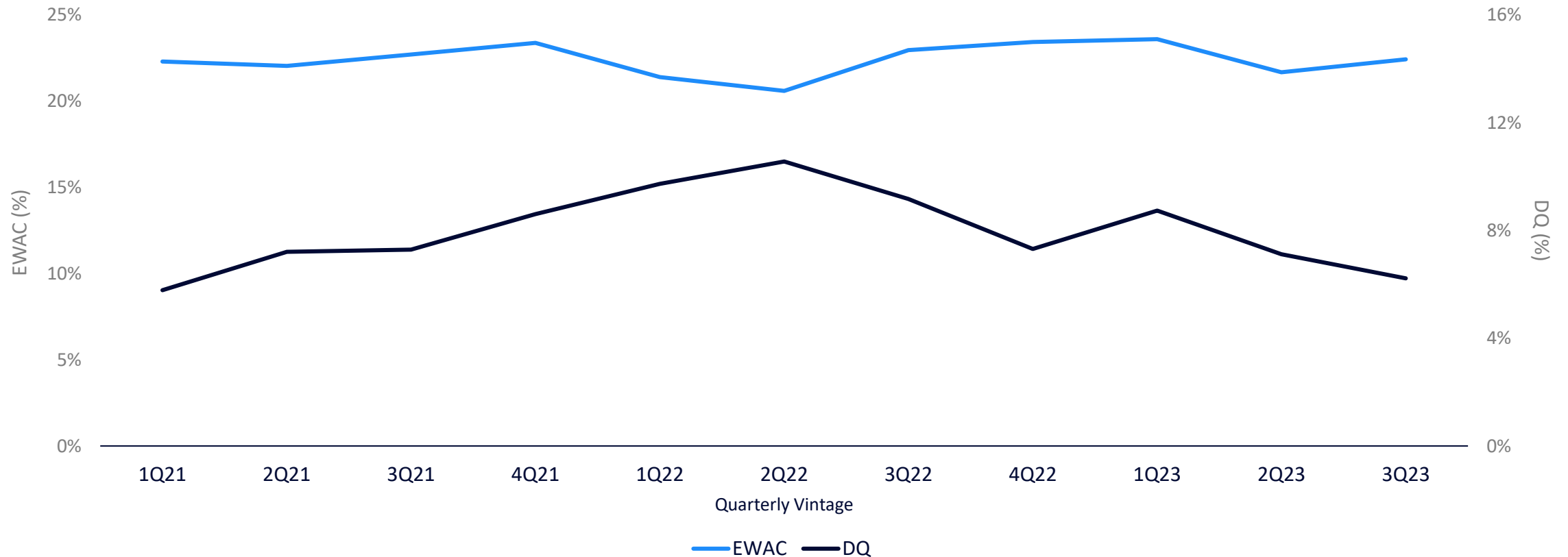
Credit performance: personal loan portfolio

Pagaya personal loan portfolio weighted average coupon (“WAC”) vs. 30-day+ DQs plus cumulative gross loss (“DQ”)
Figures represent performance 3 months from issuance



Credit performance: auto loan portfolio

Pagaya auto loan portfolio effective weighted average coupon ("EWAC") vs. 60-day+ DQs plus cumulative gross loss ("DQ")
Figures represent performance 6 months from issuance



03

Non-GAAP Reconciliations

PAGAYA TECHNOLOGIES LTD.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)
FOR THREE MONTHS ENDED MARCH 31, 2024 AND 2023

(in thousands)

	Three Months Ended March 31,	
	2024	2023
Net Loss Attributable to Pagaya Technologies Ltd.	(\$21,223)	(\$60,971)
<i>Adjusted to exclude the following:</i>		
Share-based compensation	\$15,475	\$16,367
Fair value adjustment to warrant liability	(\$1,900)	(\$190)
Impairment loss on certain investments	\$19,483	\$26,412
Write-off of capitalized software	-	\$1,524
Restructuring expenses	\$820	\$3,820
Transaction-related expenses	\$400	-
Non-recurring expenses	\$276	\$2,023
Adjusted Net Income (Loss)	\$13,331	(\$11,015)
<i>Adjusted to exclude the following:</i>		
Interest expenses	\$15,164	\$2,880
Provision for income tax	\$5,003	\$6,667
Depreciation and amortization	\$6,317	\$3,516
Adjusted EBITDA	\$39,815	\$2,048

PAGAYA TECHNOLOGIES LTD.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)
FOR THREE MONTHS ENDED MARCH 31, 2024 AND 2023
(in thousands)

	Three Months Ended March 31,	
	2024	2023
Fee revenue less production costs (FRLPC)		
Revenue from fees	\$237,004	\$175,254
Production costs	(\$144,881)	(\$125,057)
Fee revenue less production costs (FRLPC)	\$92,123	\$50,197
Fee revenue less production costs margin (FRLPC margin)		
Fee revenue less production costs (FRLPC) <i>(in thousands)</i>	\$92,123	\$50,197
Network Volume <i>(in millions)</i>	\$2,419	\$1,850
Fee revenue less production costs margin % (FRLPC margin %)	3.8%	2.7%

PAGAYA TECHNOLOGIES LTD.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)
FOR THREE MONTHS ENDED MARCH 31, 2024 AND 2023

(in thousands)

	Three Months Ended March 31,	
	2024	2023
Operating expenses	(\$92,705)	(\$86,557)
<i>Adjusted to exclude the following:</i>		
Share-based compensation	\$15,475	\$16,367
Depreciation and amortization	\$6,317	\$3,516
Whole loan allowance for losses	\$8,869	\$2,775
Write-off of capitalized software	-	\$1,524
Transaction-related expenses	\$400	-
Restructuring expenses	\$820	\$3,820
Non-recurring expenses	\$276	\$2,023
Core operating expenses	(\$60,547)	(\$56,532)