



Q4 2024 Results

February 27th, 2025



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This presentation includes non-GAAP financial measures. These non-GAAP financial measures are in addition to, and not as a substitute for or superior to measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures. For example, other companies may calculate similarly-titled non-GAAP financial measures differently. Refer to the Appendix for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures.



Key Q4 Highlights and Themes

Q4 2024 Results

Results were in line with our revised expectations. Growth continues to be driven by our B2B business, in particular our BaaS division. Growth was also aided by moderation in the rate of decline in the Consumer Services segment and improved profitability in B2B and Consumer Services due to success in reducing costs associated with risk management versus last year.

Non-GAAP Revenue¹ up 25%

Adjusted EBITDA¹ up 70%

Non-GAAP EPS¹ up 186%

Revenue momentum continued to improve and actives were up sequentially and year over year basis

Revenue gains were primarily driven by the B2B segment with growth in the BaaS channel and modest growth in the Money Movement segment.

Revenue declines in the Consumer Services segment moderated to the slowest rate of decline in four years. The Direct channel continues to see sequential stability while Retail saw moderation with the launch of the PLS partnership.

The Money Movement Services segment continues to see growth in 3rd party volumes, which were up double digits and are now ~70% of transactions.

Consolidated active accounts grew sequentially.

Focused on efficiency, adjusted EBITDA margins were up sharply from last year

For the quarter, adjusted EBITDA margins were up 259bps versus last year.

The Consumer and B2B segments saw margin expansion as risk management in expenses were down notably from last year while we also continue to focus on driving efficiency in other variable and operational costs.

Corporate expenses were up sharply from last year reflecting that last year bonus accruals were reversed in the fourth quarter with a normal bonus accrual this year.

The company continues to focus on efficiency with headcount and labor costs lower than 2 years ago.

Business pipelines remain solid with partner launches continuing to help drive revenue growth

In the third quarter the company launched embedded finance brand, Arc by Green Dot. This new brand further validates the commitment to the large and growing market for embedded finance solutions. Response has been positive contributing to pipeline strength.

The launch of PLS has continued at a solid pace, playing a key role in the moderating rate of decline in the retail channel.

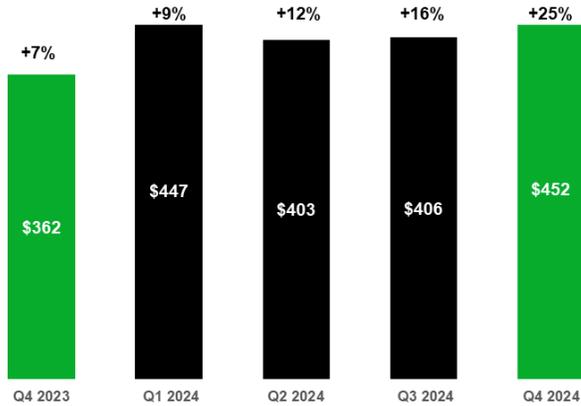
We announced new contracts with Clip Money, Varo, Marqeta and DoFintech. Business pipelines across the company remain solid the probability weighted pipeline up 50% over last year and 120% over the last 2 years.

¹ Please see appendix at end of presentation for a reconciliation of GAAP to Non-GAAP Measures



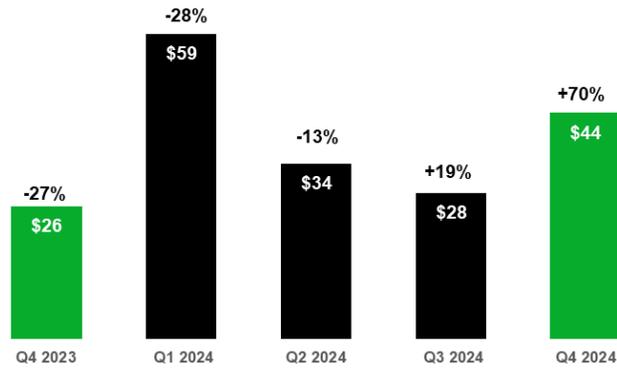
Consolidated Results

Non-GAAP Revenue¹



in millions, reflects change versus the prior year

Adjusted EBITDA¹



in millions, reflects change versus the prior year

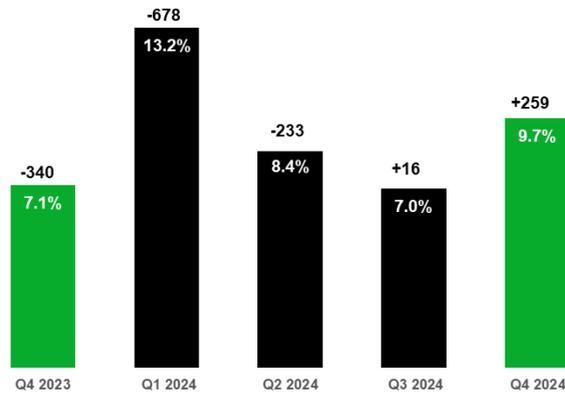
Non-GAAP Revenue¹ of \$451.7M increased 25%

- Consumer Services of \$107.2M was down 4%.
- B2B Services revenue of \$312.1M was up 41%.
- Money Movement revenue of \$29.7M was up 1%.

Adjusted EBITDA¹ of \$43.8M was up 70%

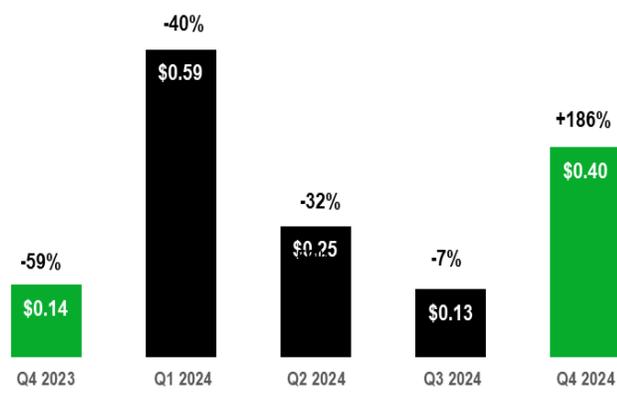
- The adjusted EBITDA margin of 9.7% was up 259 bps as the company saw reduced costs associated with risk management operations while we also continue to focus on driving scale with the improved revenue momentum in the quarter.
- Consumer Services segment profit was up 45%.
- B2B Services segment profit was up 47%.
- Money Movement segment profit was down 8%.

Adjusted EBITDA Margin¹



reflects change in basis points versus the prior year

Non-GAAP EPS¹



reflects change versus the prior year

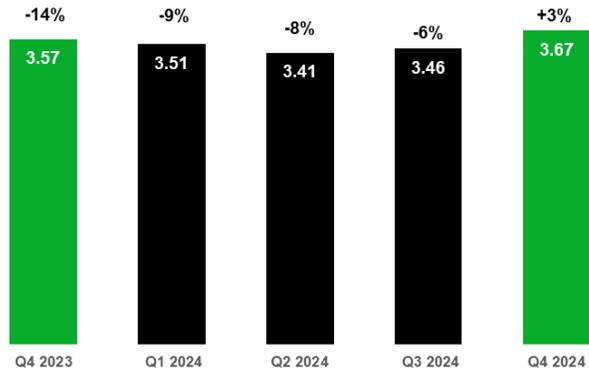
Non-GAAP EPS¹ of \$0.40 increased 186%

- Non-GAAP effective EPS were up sharply from last year due to improved operating momentum but also due to favorable comparisons as EPS in the fourth quarter of 2023 were abnormally low due to elevated risk management expenses.



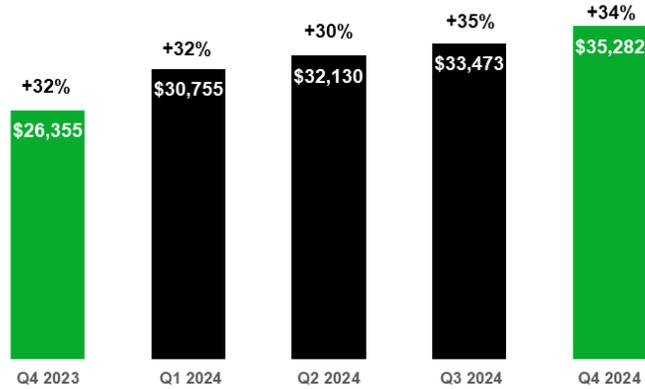
Consolidated Key Metrics

Active Accounts¹



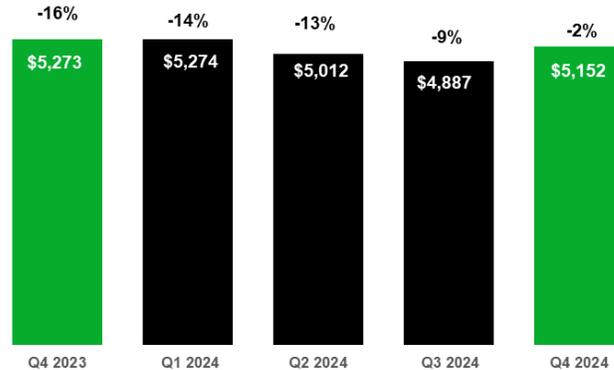
in millions, reflects change versus the prior year

Gross Dollar Volume (GDV)



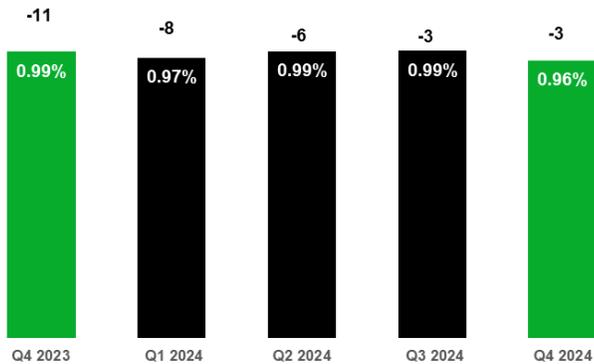
in millions, reflects change versus the prior year

Purchase Volume (PV)



in millions, reflects change versus the prior year

Net Interchange Rate²



reflects change in basis points versus the prior year

Active accounts¹ increased 3%

- For the first time in several years the number of active accounts was up on a year over year basis, as growth in B2B Services active accounts of 18% more than offset an 8% decline in Consumer Services active accounts. Within Consumer Services, the Retail channel continues to face secular headwinds though declines in accounts moderated while the Direct channel continues to focus on growth of GO2bank while sunsetting legacy brands.
- On a sequential basis, active accounts were up modestly for the second consecutive quarter with both B2B and Consumer Services experiencing sequential growth. Retail saw sequential growth reflecting the launch of PLS.
- Consumer Services direct deposit active accounts¹ were down 12% from the prior year but sequential declines continue to moderate.
- B2B Services active accounts were up 18% due to growth of existing partners while rapid! Paycard actives remain under pressure.

Gross dollar volume up 34% over prior year

- Consumer Services down 5%.
- B2B Services up 42%.

Purchase volume declined 2%

- Consumer Services down 7%.
- B2B Services was up 6%.

Net interchange rate² declined 3 bps

- Interchange rate down due to transaction mix and higher average transaction size.

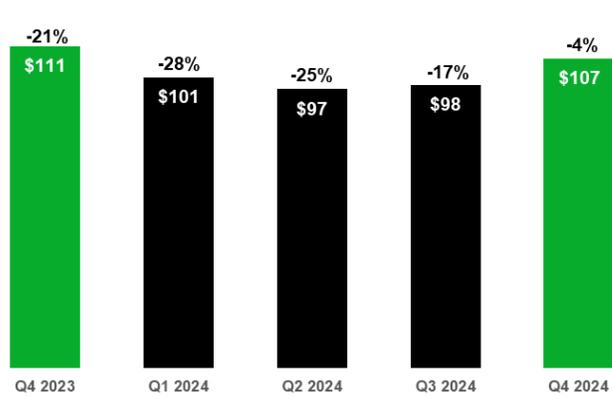


¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter

² Net Interchange Rate equals Interchange revenues divided by Purchase Volume

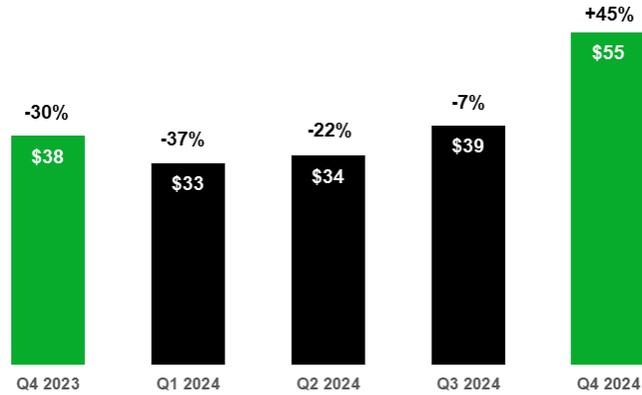
Consumer Services Segment

Segment Revenue



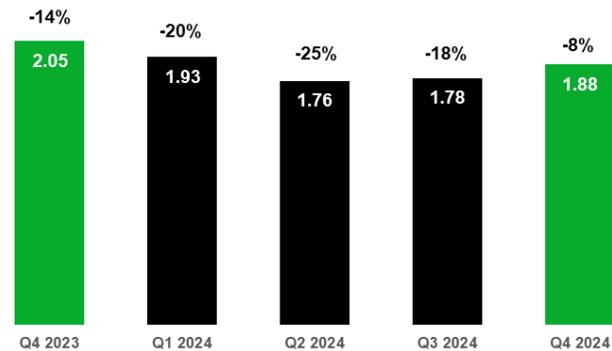
in millions, reflects change versus the prior year

Segment Profit



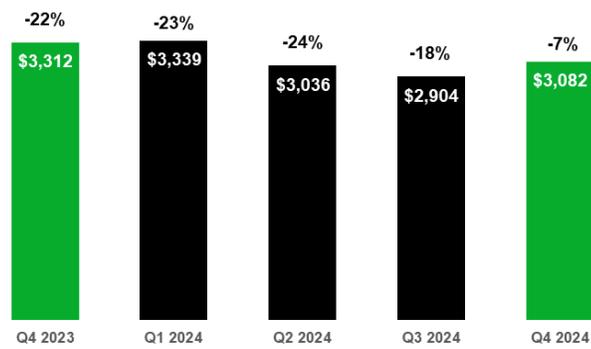
in millions, reflects change versus the prior year

Active Accounts¹



in millions, reflects change versus the prior year

Purchase Volume (PV)



in millions, reflects change versus the prior year

Segment revenue declined 4%

- Declines continue to remain largely driven by secular headwinds in the Retail channel partially offset by the impact of the recent launch of PLS.
- Revenue in the Retail channel declined 4% as we have lapped the impact of a client de-conversion while seeing the benefit of PLS. The Direct channel saw year-over-year revenue declines of 4% but revenue is generally stable on a sequential basis.
- Revenue per active account¹ was up 5% versus last year and on a full year basis reported a gain for the third year in a row of gains.

Segment profit increased 45%

- Segment profit was up due to moderating revenue growth rates while we also saw notable improvement in operating expenses as risk management expenses declined versus last year.

Active accounts¹ declined 8%; Direct deposit active accounts declined 12%

- The rate of decline in active accounts moderated as the Retail channel began to benefit from the launch of the PLS partnership. Direct deposit accounts remained under pressure, but we believe sequential declines are moderating.

PV declined 7% and gross dollar volume (GDV) declined 5%

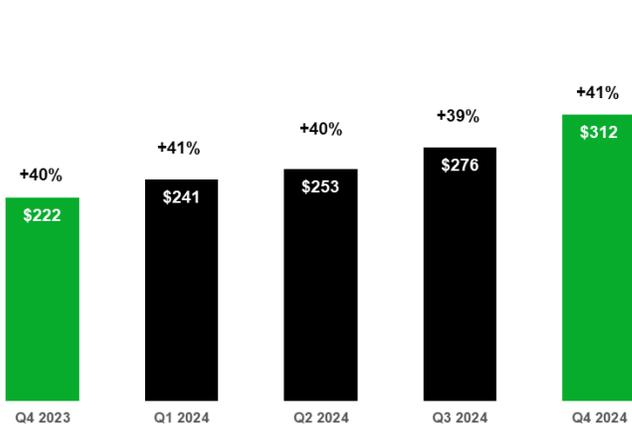
- GDV and PDV declines were driven by the reduction in active accounts though the decline in volumes was more moderate than the decrease in active accounts as the remaining customers base continues to have a more attractive financial profile.

¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter



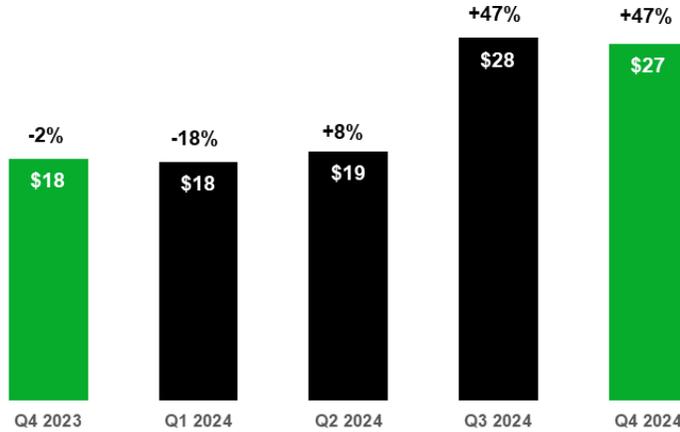
B2B Services Segment

Segment Revenue



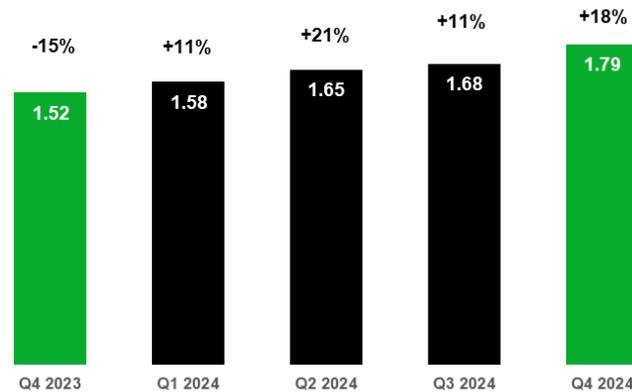
in millions, reflects change versus the prior year

Segment Profit



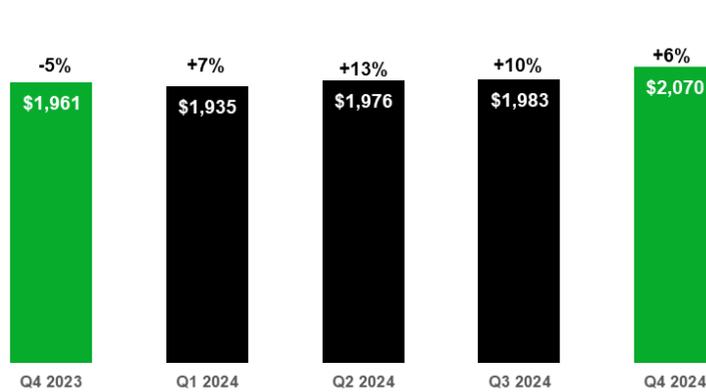
in millions, reflects change versus the prior year

Active Accounts¹



in millions, reflects change versus the prior year

Purchase Volume (PV)



in millions, reflects change versus the prior year

Segment revenue increased 41%

- Growth remains largely driven by a key BaaS partner, and the rest of the BaaS division also saw growth in the quarter as they moved past the headwinds in the first half of the year as a result of client de-conversions in 2023.
- rapid! PayCard revenue declined during the quarter as the division lapped the positive impact of pricing strategies enacted in the fourth quarter of 2023 while grappling with a decline in actives stemming from pressures in the staffing industry.

Segment profit increased 47%

- Segment profit margin increased 40 bps
- Margins were up modestly as the division benefited from lower-than-normal costs associated with risk management expenses and stronger operational performance.

Active accounts¹ were up 18%

- The launch of new partners and growth of existing partners in the BaaS division continues to drive the growth in active accounts..

PV increased 6% and gross dollar volume (GDV) increased 42%

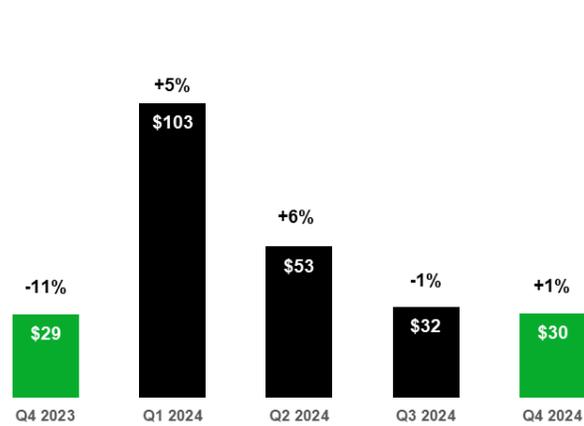
- Growth in PV is driven by growth from new partners and existing partners while growth in GDV was driven by several key BaaS partners that have programs that are more GDV-centric.



¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter

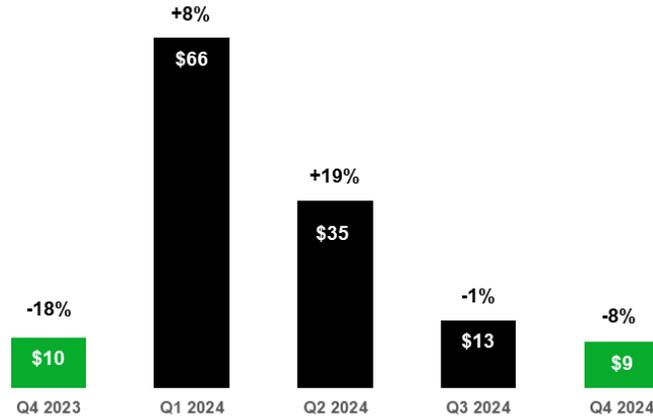
Money Movement Services Segment

Segment Revenue



in millions, reflects change versus the prior year

Segment Profit



in millions, reflects change versus the prior year

Segment revenue increased 1%

- Growth was impacted by a slight decline in Money Processing while the Tax Processing division saw revenue growth in the quarter. The Green Dot Network, a component of the Money Processing channel, continues to see year-over-year declines from lower Green Dot-issued active accounts, while 3rd party transactions continue to grow.

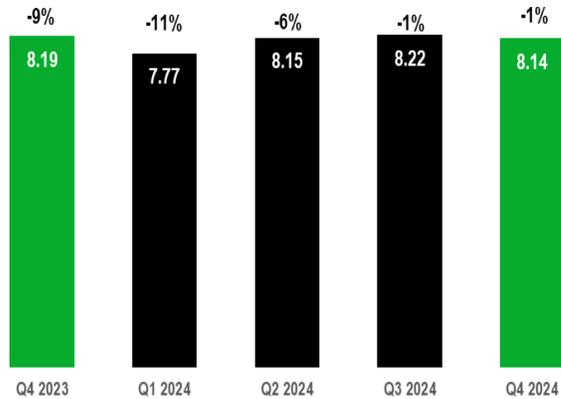
Segment profit decreased 8%

- Segment profit was impacted by timing-related margin pressure in Tax Processing while Money Processing saw some modest margin expansion.

Revenue generating cash transfers were down 1%

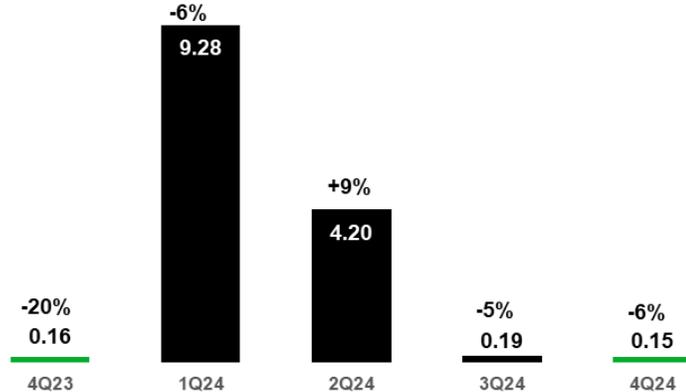
- While the decline in actives remains a headwind for transactions, growth in 3rd party partner volumes offset much the headwind, resulting in continued moderation in year over year declines.
- 3rd party volumes were up 10% and now account for ~70% of total transactions.

Cash Transfers



in millions, reflects change versus the prior year

Tax Refunds Processed



in millions, reflects change versus the prior year

Tax refunds processed were down with last year

- In a seasonally soft quarter, the nominal level of tax refunds was down from last year.



2025 Guidance and Outlook

Projected Non-GAAP Revenue¹ of \$1.85B-\$1.90B

Projected Adjusted EBITDA¹ of \$145M-\$155M

Projected Non-GAAP EPS¹ of \$1.05-\$1.20

2025 Considerations and Outlook

Full year adjusted EBITDA is expected to be \$145M-\$155 with the Consumer segment still facing declines while B2B and Money Movement seeing another year of growth.

The Consumer segment is expected to benefit in the first half of the year from the launch of PLS and easier comps before facing headwinds.

B2B and Money Movement are expected to show full year growth.

Non-GAAP Revenue¹ projections:

We expect full year revenue growth in the mid-teens with stronger growth in the first half of the year.

Adjusted EBITDA¹ margin projections

Full year margins are expected to be down 150-200bp with positive performance in the first half of 2025.

Consumer Services Segment

Revenue growth is expected to be down in the high single digits with moderate declines in the first half of the year.

Launch of PLS and easier comparisons in the retail channel are expected to result in moderate declines in the first half of the year. Declines are expected to pick up as secular headwinds re-emerge and the expectation of client launches will have minimal impact in 2025.

The direct channel is expected to see low double-digit declines consistently throughout the year while the company invests in platform modernization to re-accelerate growth.

Margins for the year are expected to be to be down 550-650bp due to revenue declines and relative revenue mix to lower margins FSC partners.

B2B Segment

Revenue growth for the full year is expected in low 20% range. The first half of the year is expected to be in the upper 20% range with the second half in the upper teens, on average.

The BaaS division is expected to see growth in the mid-20% range driven by a key partner but also full year growth from the rest of the BaaS business. Paycard growth is expected to accelerate throughout the year with full year growth in the mid-single digits.

For the year, margins are expected to be down approximately 25bp-50bp due to some pressure on BaaS margins due to revenue mix while rapid! Paycard is expected to see some modest improvement in margins.

Money Movement Segment

Full year revenue growth is expected to be in the low-single digits. Both the Money Processing and the Tax Processing business are expected to see revenue growth in the low single-digits.

Margins for the year are expected to be up approximately 150-200 basis points as margins in Money Processing are expected to be flat while Tax processing is expected to see some modest margin expansion.

Third party transactions in the Money Processing division are expected to largely offset the decline in transactions from Green Dot issued cards.



Appendix

Segment Information



Reconciliation of Segment Revenues

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
Segment Revenue					
Consumer Services	\$ 111.5	\$ 100.6	\$ 96.6	\$ 98.0	\$ 107.2
B2B Services	221.8	241.2	252.1	276.4	312.1
Money Movement Services	29.4	103.2	53.0	31.9	29.7
Corporate and Other	(1.0)	2.5	0.9	(0.3)	2.7
Total segment revenues	361.7	447.4	402.6	406.0	451.7
BaaS commission and processing expenses (8)	5.1	5.1	5.0	4.3	4.4
Other income (9)	(0.8)	(0.5)	(0.5)	(0.6)	(1.1)
Total operating revenues	<u>\$ 366.0</u>	<u>\$ 452.0</u>	<u>\$ 407.1</u>	<u>\$ 409.7</u>	<u>\$ 455.0</u>

Green Dot's segment reporting is based on how its Chief Operating Decision Maker ("CODM") manages its businesses, including resource allocation and performance assessment. Its CODM (who is the Chief Executive Officer) organizes and manages the businesses primarily on the basis of the channels in which its product and services are offered and uses net revenue and segment profit to assess profitability. Segment profit reflects each segment's net revenue less direct costs, such as sales and marketing expenses, processing expenses, transaction losses and fraud management, and customer support and related expenses. Green Dot's operations are aggregated amongst three reportable segments: 1) Consumer Services, 2) Business to Business ("B2B") Services and 3) Money Movement Services.

The Corporate and Other segment primarily consists of net interest income, certain other investment income earned by Green Dot's bank, interest profit sharing arrangements with certain BaaS partners (a reduction of revenue), eliminations of inter-segment revenues and expenses, and unallocated corporate expenses, which include Green Dot's fixed expenses, such as salaries, wages and related benefits for its employees and certain third-party contractors, professional services fees, software licenses, telephone and communication costs, rent, utilities, and insurance that are not considered when Green Dot's CODM evaluates segment performance. Non-cash expenses such as stock-based compensation, depreciation and amortization of long-lived assets, impairment charges and other non-recurring expenses that are not considered by Green Dot's CODM when it is evaluating overall consolidated financial results are excluded from its unallocated corporate expenses. Green Dot does not evaluate performance or allocate resources based on segment asset data, and therefore such information is not presented.



Reconciliation of Segment Profits

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
Segment Profit					
Consumer Services	\$ 37.7	\$ 33.3	\$ 34.4	\$ 39.4	\$ 54.8
B2B Services	18.5	18.3	19.1	27.7	27.3
Money Movement Services	9.5	65.8	35.3	12.7	8.7
Corporate and Other	(40.0)	(58.2)	(54.8)	(51.5)	(47.0)
Total segment profit*	25.7	59.2	34.0	28.3	43.8
Reconciliation to income (loss) before income taxes					
Depreciation and amortization of property, equipment and internal-use software	16.4	16.4	15.8	15.5	15.7
Stock based compensation and related employer taxes	6.0	8.7	7.5	8.2	5.9
Amortization of acquired intangible assets	5.7	5.7	5.4	5.2	5.0
Impairment charges	-	6.4	2.1	0.0	1.1
Legal settlement expenses	21.7	5.9	26.1	0.9	0.9
Other expense	2.2	5.6	0.7	1.4	0.9
Operating income (loss)	(26.3)	10.6	(23.7)	(2.9)	14.4
Interest expense, net	0.9	1.5	1.3	1.6	1.2
Other income (expense), net	1.0	(1.8)	(4.5)	(3.7)	(5.3)
Income (loss) before income taxes	\$ (26.1)	\$ 7.3	\$ (29.5)	\$ (8.2)	\$ 7.9

* Total segment profit is also referred to herein as adjusted EBITDA in its non-GAAP measures. Additional information about the Company's non-GAAP financial measures can be found under "About Non-GAAP Financial Measures."



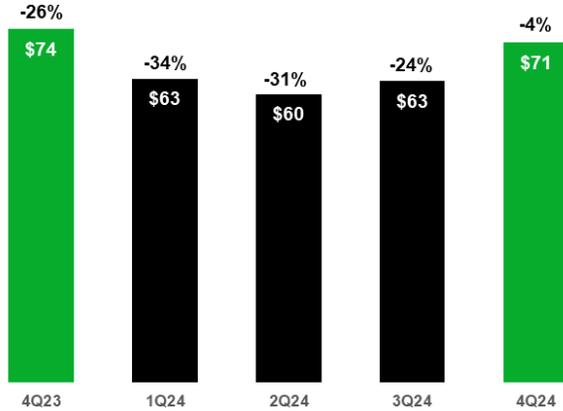
Appendix

Division Information



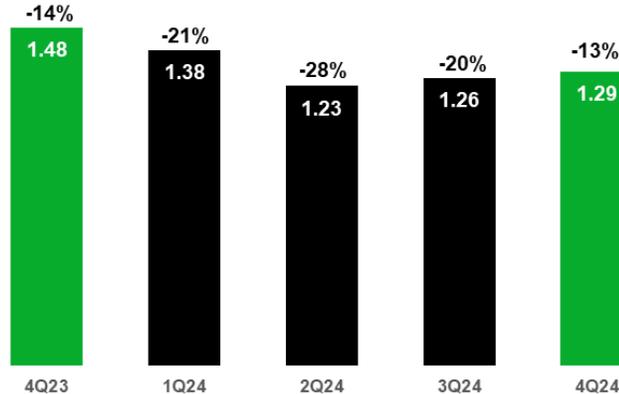
Retail division

Revenue



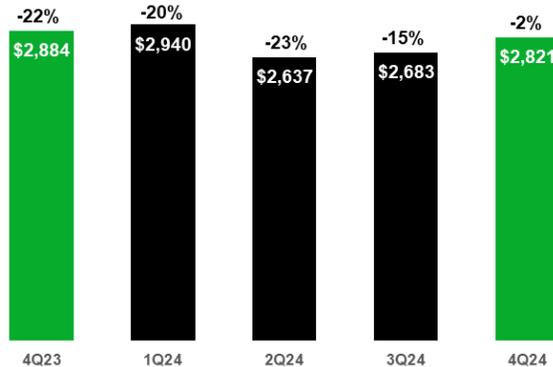
in millions, reflects change versus the prior year

Active Accounts¹



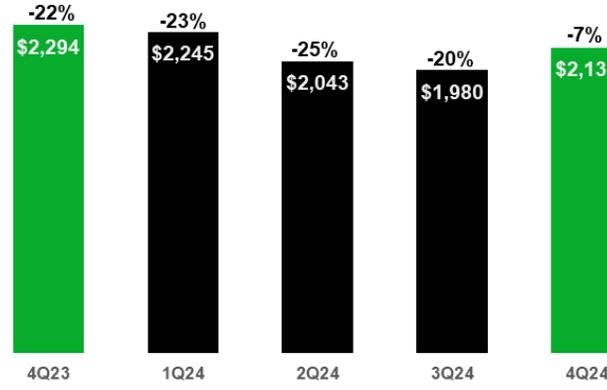
in millions, reflects change versus the prior year

Gross Dollar Volume (GDV)



in millions, reflects change versus the prior year

Purchase Volume (PV)



in millions, reflects change versus the prior year

Revenue declined 4%

- Revenue declines moderated as secular headwinds were partially offset by the positive impact of the PLS launch.
- Revenue per active¹ was up 11% due to increases in volume per actives as well as utilization of other features such as overdraft protections.
- The launch of PLS is off to a strong start and is expected to help to continue drive more moderate rates of the decline for the next several quarters.
- The company announced DoIFintech as a new partner in the FSC channel, which will have modest impact in 2025 but is expected to be more impactful in 2026.

Active accounts¹ declined 13%

- Active accounts continue to decline due to secular changes in consumer behavior, increased competition from digital-first offerings and improved risk management processes that are forcing out higher-risk accounts. This was partially offset by the positive impact of the PLS launch.
- Actives grew on a sequential basis for the second consecutive quarter.

Gross dollar volume declined 2% and Purchase volume declined 7%

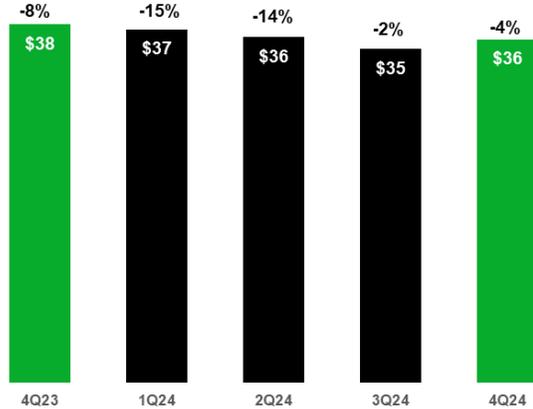
- Declines in volumes are generally tied to the decline in actives although average volume per account was up due to improvement in customer mix.

¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter



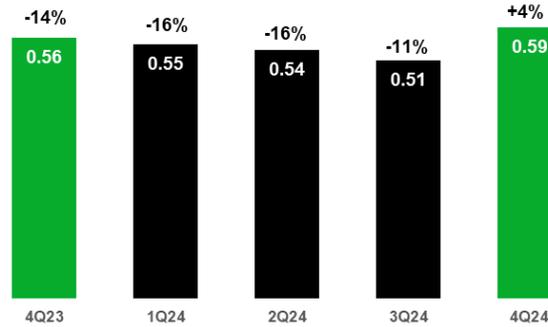
Direct division

Revenue



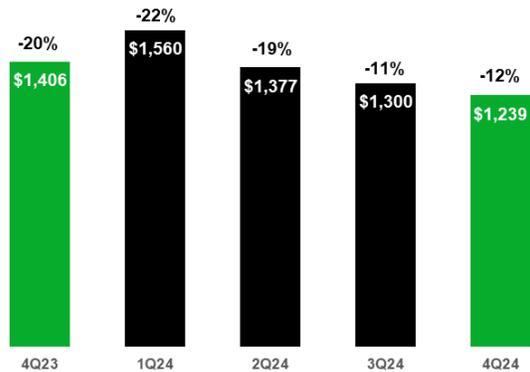
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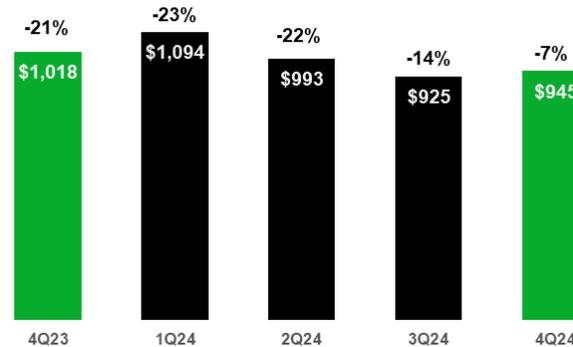
in millions, reflects change versus the prior year

Gross Dollar Volume (GDV)



in millions, reflects change versus the prior year

Purchase Volume (PV)



in millions, reflects change versus the prior year

Revenue declined 4%

- Declines continue due to the deliberate decision to focus growth on building out the GO2bank brand and sunsetting legacy products.
- After sunsetting several legacy brands in 2Q23 (with the full impact felt in 3Q23) direct revenue has generally stabilized over the last several quarters.

Active accounts¹ increased 4%

- Actives increased in the quarter but a portion of those accounts have been subsequently blocked by our risk management systems. A variety of initiatives and investments in feature functionality and platform stability are underway that are expected to position the direct division for growth in actives.

Gross dollar volume declined 12% and purchase volume declined 7%

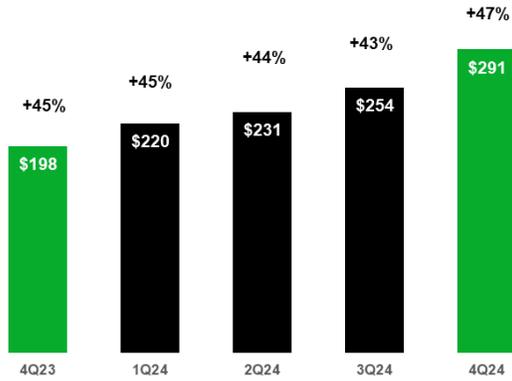
- Volume declines reflect the likely decline in core accounts, excluding the impact of riskier accounts that have been subsequently closed by our risk management systems. Older portfolios that were sunset had higher GDV and PV since they were more mature and had higher direct deposit attachment. The younger accounts, predominantly the GO2bank portfolio has modestly lower GDV and PV per account on average but are expected to continue to see increases as the portfolio matures and direct deposit penetration increases.

¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter



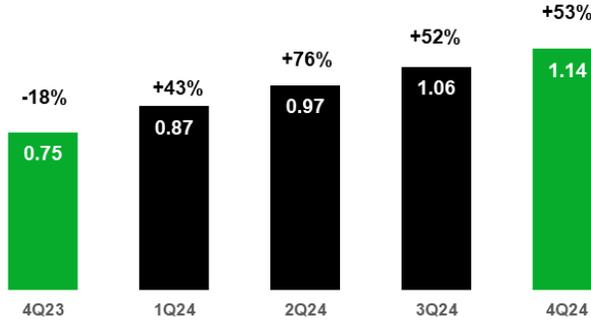
BaaS division

Revenue



in millions, reflects change versus the prior year

Active Accounts¹



in millions, reflects change versus the prior year

Revenue increased 47%

- Revenue growth was primarily driven by a large strategic partner though the rest of the BaaS business also saw revenue growth in the quarter.

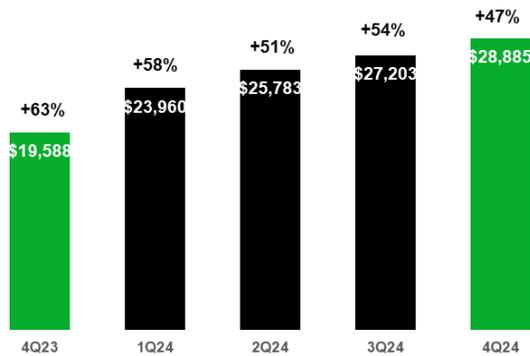
Active accounts¹ increased 53%

- Active accounts continued to increase due to the growth of new partners and existing partners.

Gross dollar volume increased 47% and purchase volume increased 24%

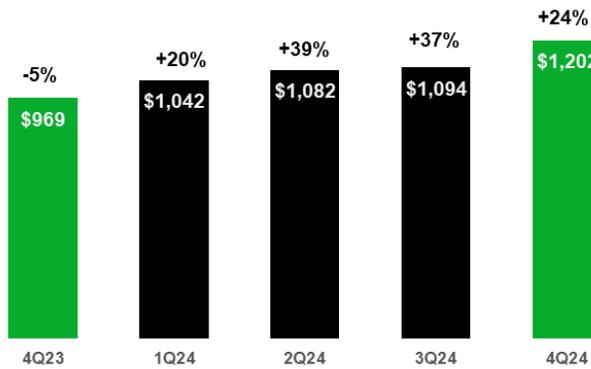
- Growth in gross dollar volume was influenced by the by impact of a couple of partners that have products that are more GDV-centric in nature. Purchase volumes continued to show growth as we launched new partners and saw growth from existing partners.

Gross Dollar Volume (GDV)



in millions, reflects change versus the prior year

Purchase Volume (PV)



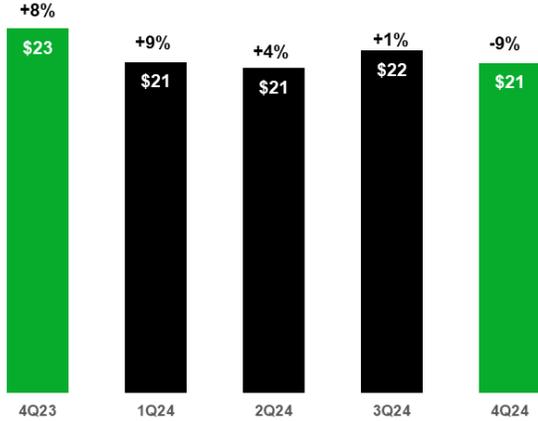
in millions, reflects change versus the prior year

¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter



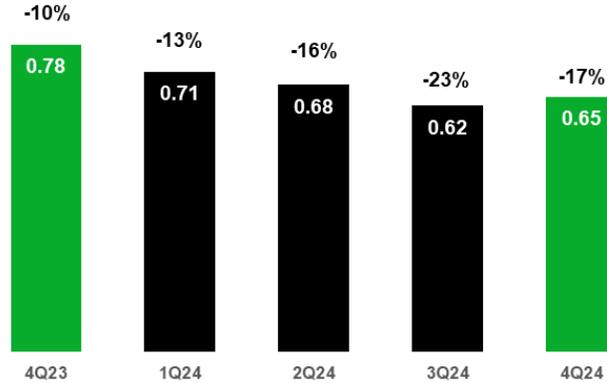
rapid! Paycard division

Revenue



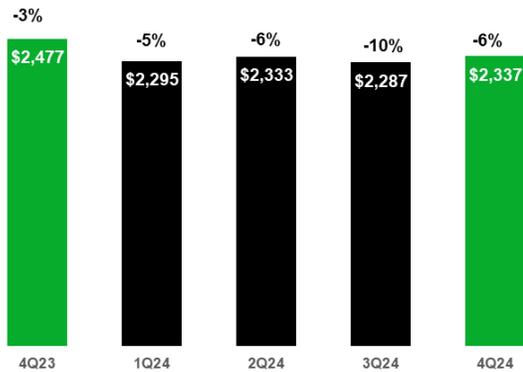
in millions, reflects change versus the prior year

Active Accounts¹



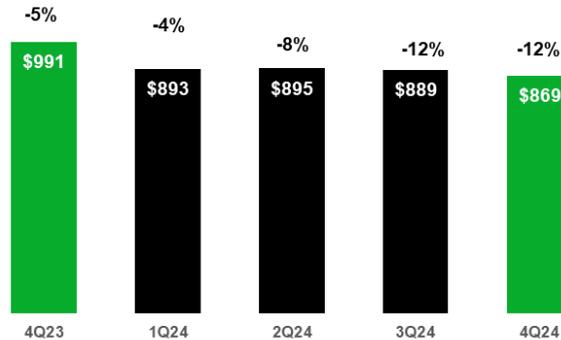
in millions, reflects change versus the prior year

Gross Dollar Volume (GDV)



in millions, reflects change versus the prior year

Purchase Volume (PV)



in millions, reflects change versus the prior year

Revenue declined 9%

- Having now lapped the positive impact of pricing strategies enacted in the fourth quarter of 2023 revenue growth declined, reflecting the decrease in active accounts. Revenue declines were more moderate than the declines in actives and PV, reflecting improved revenue yield due to relatively stable interchange rates and growth in other transaction fees.

Active accounts¹ declined 17%

- The decline in active accounts is largely driven by pressure on the temporary staffing industry, one of the largest verticals. Despite those headwinds, other sales activity for the year was solid and investments in earned wage access capabilities continue. Management has intensified its focus on implementing programs and strategies to drive increased employer and employee engagement to enhance activations and improve retention.

Gross dollar volume fell 6% and purchase volume declined 12%

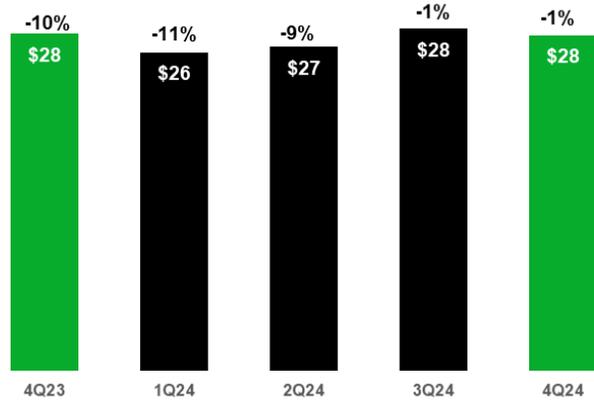
- Declines were less than the decline in active accounts due principally to employment mix and wage increases.

¹ Represents the total number of accounts that had at least one purchase, deposit or ATM withdrawal transaction during the applicable quarter



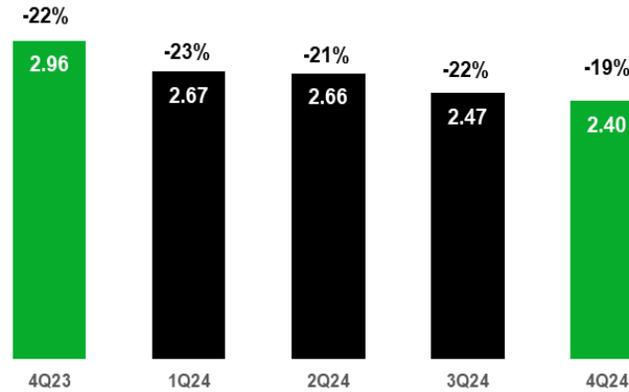
Money Processing division

Revenue



in millions, reflects change versus the prior year

Revenue Generating Transfers-GDOT Issued



in millions, reflects change versus the prior year

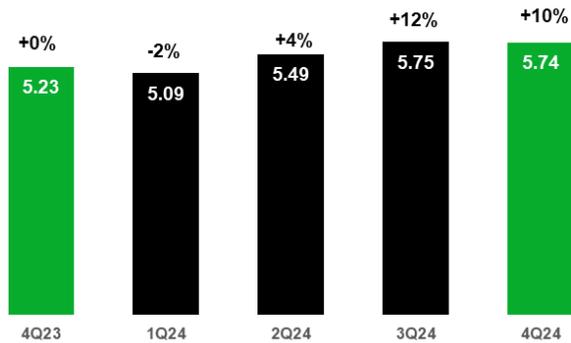
Revenue declined 1%

- Declines remain largely driven by the decline in transactions from Green Dot-issued active accounts in the Consumer Services segment.

Revenue generating cash transfers from GDOT-issued accounts declined 19%; Third Party volumes grew 10%

- Declines in cash transfers to Green Dot-issued accounts reflect the decline in Green Dot issued accounts in the Consumer Services segment, which excludes the growth of PLS issued accounts.
- Cash transfers to third party accounts were up 10% and now represent ~70% of total cash transfers. A solid backlog of signed partners are expected to set the stage for continued acceleration in future transaction growth.

Cash Transfers to Third Party Accounts

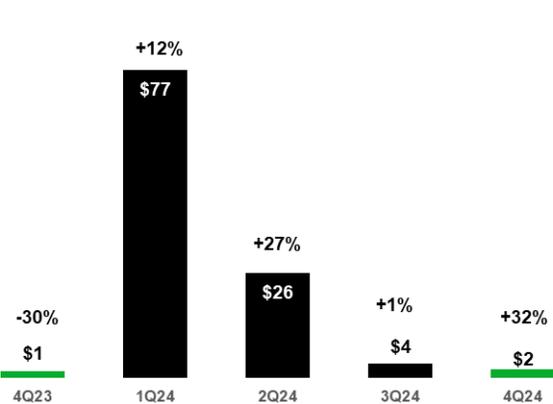


in millions, reflects change versus the prior year



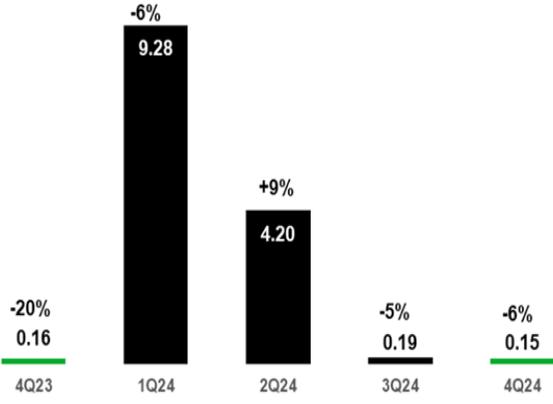
Tax Processing division

Revenue



in millions, reflects change versus the prior year

Tax Refunds Processed



in millions, reflects change versus the prior year

Revenue increased 32%

- In the seasonally soft third quarter, revenue was up in a quarter when small nominal increases can drive large percentage increases.

Refunds processed were down 6%

- Year-over-year growth in volumes in the third and fourth quarters is hard to predict and generally comprises a minimal amount of transactions with growth rates that can bounce around due to timing and year over year comparisons.



Appendix

Non-GAAP Financial Measures



About Non-GAAP Financial Measures

To supplement Green Dot's consolidated financial statements presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"), Green Dot uses measures of operating results that are adjusted for, among other things, non-operating net interest income and expense; other non-interest investment income earned by its bank; income tax benefit and expense; depreciation and amortization, including amortization of acquired intangibles; certain legal settlement gains and charges; stock-based compensation and related employer payroll taxes; changes in the fair value of contingent consideration; transaction costs from acquisitions; amortization attributable to deferred financing costs, impairment charges; extraordinary severance expenses; earnings or losses from equity method investments; changes in the fair value of loans held for sale; commissions and certain processing-related costs associated with Banking as a Service ("BaaS") products and services where Green Dot does not control customer acquisition; realized gains on investment securities; other charges and income not reflective of ongoing operating results; and income tax effects. This earnings release includes non-GAAP total operating revenues, adjusted EBITDA, non-GAAP net income, and non-GAAP diluted earnings per share. These non-GAAP financial measures are not calculated or presented in accordance with, and are not alternatives or substitutes for, financial measures prepared in accordance with GAAP, and should be read only in conjunction with Green Dot's financial measures prepared in accordance with GAAP. Green Dot's non-GAAP financial measures may be different from similarly-titled non-GAAP financial measures used by other companies. Green Dot believes that the presentation of non-GAAP financial measures provides useful information to management and investors regarding underlying trends in its consolidated financial condition and results of operations. Green Dot's management regularly uses these supplemental non-GAAP financial measures internally to understand, manage and evaluate Green Dot's business and make operating decisions. For additional information regarding Green Dot's use of non-GAAP financial measures and the items excluded by Green Dot from one or more of its historic and projected non-GAAP financial measures, investors are encouraged to review the reconciliations of Green Dot's historic and projected non-GAAP financial measures to the comparable GAAP financial measures, which are included herein, or can be found by clicking on "Financial Information" in the Investor Relations section of Green Dot's website at <http://ir.greendot.com/>.



Non-GAAP Financial Measures

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
(In millions)					
Reconciliation of Total Operating Revenues to Non-GAAP Total Operating Revenues (1)					
Total operating revenues	\$ 366.0	\$ 452.0	\$ 407.1	\$ 409.7	\$ 455.0
BaaS commission and processing expenses (8)	(5.1)	(5.1)	(5.0)	(4.3)	(4.4)
Other income (9)	0.8	0.5	0.5	0.6	1.1
Non-GAAP total operating revenues	<u>\$ 361.7</u>	<u>\$ 447.4</u>	<u>\$ 402.6</u>	<u>\$ 406.0</u>	<u>\$ 451.7</u>



Non-GAAP Financial Measures

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
(In millions, except per share data)					
Reconciliation of Net Income (Loss) to Non-GAAP Net Income (1)					
Net income (loss)	\$ (23.6)	\$ 4.8	\$ (28.7)	\$ (7.8)	\$ 5.1
Stock-based compensation and related employer payroll taxes (3)	6.0	8.7	7.5	8.2	5.9
Amortization of acquired intangible assets (4)	5.7	5.7	5.4	5.2	5.0
Amortization of deferred financing costs (5)	0.0	0.0	0.0	0.1	0.1
Impairment charges (5)	-	6.4	2.1	0.0	3.6
Extraordinary severance expenses (6)	1.3	5.0	0.4	0.6	-
Legal settlement expenses (gain) (5)	21.7	5.9	26.1	0.9	0.9
Losses in equity method investments (5)	0.0	2.7	4.8	4.5	3.8
Change in fair value of loans held for sale (2)(5)	(0.3)	(0.2)	(0.0)	(0.0)	(0.0)
Other (income) expense, net (5)	0.1	(0.1)	(0.0)	0.0	(0.1)
Income tax effect (7)	(3.7)	(7.4)	(4.3)	(4.7)	(2.1)
Non-GAAP net income	<u>\$ 7.3</u>	<u>\$ 31.4</u>	<u>\$ 13.4</u>	<u>\$ 7.0</u>	<u>\$ 22.2</u>
Diluted earnings (loss) per share					
GAAP	\$ (0.45)	\$ 0.09	\$ (0.54)	\$ (0.15)	\$ 0.09
Non-GAAP	\$ 0.14	\$ 0.59	\$ 0.25	\$ 0.13	\$ 0.40
Diluted weighted-average shares issued and outstanding					
GAAP	52.6	53.3	53.5	53.7	55.2
Non-GAAP	52.9	53.3	54.0	54.7	55.2



Non-GAAP Financial Measures

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
(In millions)					
Reconciliation of Net Income (Loss) to Adjusted EBITDA (1)					
Net income (loss)	\$ (23.6)	\$ 4.8	\$ (28.7)	\$ (7.8)	\$ 5.1
Interest expense, net (2)	0.9	1.5	1.3	1.6	1.2
Income tax (benefit) expense	(2.5)	2.5	(0.8)	(0.4)	2.8
Depreciation and amortization of property, equipment and internal-use software (2)	16.4	16.4	15.8	15.5	15.7
Stock-based compensation and related employer payroll taxes (2)(3)	6.0	8.7	7.5	8.2	5.9
Amortization of acquired intangible assets (2)(4)	5.7	5.7	5.4	5.2	5.0
Impairment charges (2)(5)	-	6.4	2.1	0.0	3.6
Extraordinary severance expenses (2)(6)	1.3	5.0	0.4	0.6	-
Losses in equity method investments (2)(5)	0.0	2.7	4.8	4.5	3.8
Change in fair value of loans held for sale (2)(5)	(0.3)	(0.2)	(0.0)	(0.0)	(0.0)
Legal settlement expenses (gain) (2)(5)	21.7	5.9	26.1	0.9	0.9
Other expense (income), net (2)(5)	0.1	(0.1)	(0.0)	0.0	(0.1)
Adjusted EBITDA	\$ 25.7	\$ 59.2	\$ 34.0	\$ 28.3	\$ 43.8
Non-GAAP total operating revenues	\$ 361.7	\$ 447.4	\$ 402.6	\$ 406.0	\$ 451.7
Adjusted EBITDA/Non-GAAP total operating revenues (adjusted EBITDA margin)	<u>7.1%</u>	<u>13.2%</u>	<u>8.4%</u>	<u>7.0%</u>	<u>9.7%</u>



Non-GAAP Financial Measures

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
Reconciliation of GAAP to Non-GAAP Diluted Weighted-Average Shares Issued and Outstanding					
(In millions)					
Diluted weighted-average shares issued and outstanding	52.6	53.3	53.5	53.7	55.2
Anti-dilutive shares due to GAAP net loss	0.2	-	0.5	1.0	-
Non-GAAP diluted weighted-average shares issued and outstanding	<u>52.9</u>	<u>53.3</u>	<u>54.0</u>	<u>54.7</u>	<u>55.2</u>

	2023	2024			
	Q4	Q1	Q2	Q3	Q4
Supplemental Detail on Non-GAAP Diluted Weighted-Average Shares Issued and Outstanding					
(In millions)					
Total stock outstanding at end of period:	52.8	53.2	53.7	53.8	54.2
Weighting adjustment	(0.2)	(0.2)	(0.3)	(0.0)	(0.2)
Dilutive potential shares:					
Restricted and performance based restricted stock units	0.2	0.3	0.5	0.9	1.1
Employee stock purchase plan	0.0	0.1	0.0	0.0	0.0
Non-GAAP diluted weighted-average shares issued and outstanding	<u>52.9</u>	<u>53.3</u>	<u>54.0</u>	<u>54.7</u>	<u>55.2</u>



Non-GAAP Financial Measures

Reconciliation of Forward Looking Guidance for Non-GAAP Financial Measures to Projected GAAP Total Operating Revenues

Total operating revenues
 Adjustments (8)(9)
 Non-GAAP total operating revenues

FY 2025	
Range	
Low	High
(In millions)	
\$ 1,860	\$ 1,910
(10)	(10)
\$ 1,850	\$ 1,900

Reconciliation of Forward Looking Guidance for Non-GAAP Financial Measures to Projected GAAP Net Income (Loss)

Net income (loss)
 Adjustments (10)
 Adjusted EBITDA

Non-GAAP total operating revenues
 Adjusted EBITDA / Non-GAAP total operating revenues (Adjusted EBITDA margin)

FY 2025	
Range	
Low	High
(In millions)	
\$ (7.5)	\$ 0.1
152.5	154.9
\$ 145.0	\$ 155.0
\$ 1,900	\$ 1,850
7.6%	8.4%



Non-GAAP Financial Measures

Reconciliation of Forward Looking Guidance for Non-GAAP Financial Measures to Projected GAAP Net Income (Loss)

Net income (loss)
 Adjustments (10)
 Non-GAAP net income

Diluted earnings (loss) per share
 GAAP
 Non-GAAP

Diluted weighted-average shares issued and outstanding
 GAAP

	FY 2025	
	Range	
	Low	High
In millions, except per share data		
\$	(7.5)	\$ 0.1
	66.5	66.7
\$	59.0	\$ 66.8
\$	(0.13)	\$ 0.00
\$	1.05	\$ 1.20
	55.9	55.9



Non-GAAP Financial Measures

- 1) To supplement Green Dot's consolidated financial statements presented in accordance with GAAP, Green Dot uses measures of operating results that are adjusted to exclude various, primarily non-cash, expenses and charges. These financial measures are not calculated or presented in accordance with GAAP and should not be considered as alternatives to or substitutes for operating revenues, operating income, net income or any other measure of financial performance calculated and presented in accordance with GAAP. These financial measures may not be comparable to similarly-titled measures of other organizations because other organizations may not calculate their measures in the same manner as Green Dot does. These financial measures are adjusted to eliminate the impact of items that Green Dot does not consider indicative of its core operating performance. You are encouraged to evaluate these adjustments and the reasons Green Dot considers them appropriate.

Green Dot believes that the non-GAAP financial measures it presents are useful to investors in evaluating Green Dot's operating performance for the following reasons:

- adjusted EBITDA is widely used by investors to measure a company's operating performance without regard to items, such as non-operating net interest income and expense, income tax benefit and expense, depreciation and amortization, stock-based compensation and related employer payroll taxes, changes in the fair value of contingent consideration, transaction costs, impairment charges, extraordinary severance expenses, certain legal settlement and related expenses, earnings or losses from equity method investments, changes in the fair value of loans held for sale, and other charges and income that can vary substantially from company to company depending upon their respective financing structures and accounting policies, the book values of their assets, their capital structures and the methods by which their assets were acquired;
- securities analysts use adjusted EBITDA as a supplemental measure to evaluate the overall operating performance of companies; and
- Green Dot records stock-based compensation from period to period, and recorded stock-based compensation expenses and related employer payroll taxes, net of forfeitures, of approximately \$5.9 million and \$6.0 million for the three months ended December 31, 2024 and 2023, respectively. By comparing Green Dot's adjusted EBITDA, non-GAAP net income and non-GAAP diluted earnings per share in different historical periods, investors can evaluate Green Dot's operating results without the additional variations caused by stock-based compensation expense and related employer payroll taxes, which may not be comparable from period to period due to changes in the fair market value of Green Dot's Class A common stock (which is influenced by external factors like the volatility of the public markets and the financial performance of Green Dot's peers) and is not a key measure of Green Dot's operations.

Green Dot's management uses the non-GAAP financial measures:

- as measures of operating performance, because they exclude the impact of items not directly resulting from Green Dot's core operations;
- for planning purposes, including the preparation of Green Dot's annual operating budget;
- to allocate resources to enhance the financial performance of Green Dot's business;
- to evaluate the effectiveness of Green Dot's business strategies;
- to establish metrics for variable compensation; and
- in communications with Green Dot's board of directors concerning Green Dot's financial performance.



Non-GAAP Financial Measures

Green Dot understands that, although adjusted EBITDA and other non-GAAP financial measures are frequently used by investors and securities analysts in their evaluations of companies, these measures have limitations as an analytical tool, and you should not consider them in isolation or as substitutes for an analysis of Green Dot's results of operations as reported under GAAP. Some of these limitations are:

- that these measures do not reflect Green Dot's capital expenditures or future requirements for capital expenditures or other contractual commitments;
 - that these measures do not reflect changes in, or cash requirements for, Green Dot's working capital needs;
 - that these measures do not reflect non-operating interest expense or interest income;
 - that these measures do not reflect cash requirements for income taxes;
 - that, although depreciation and amortization are non-cash charges, the assets being depreciated or amortized will often have to be replaced in the future, and these measures do not reflect any cash requirements for these replacements; and
 - that other companies in Green Dot's industry may calculate these measures differently than Green Dot does, limiting their usefulness as comparative measures.
- 2) Green Dot does not include any income tax impact of the associated non-GAAP adjustment to adjusted EBITDA, as the case may be, because each of these adjustments to the non-GAAP financial measure is provided before income tax expense.
 - 3) This expense consists primarily of expenses for restricted stock units (including performance-based restricted stock units) and related employer payroll taxes. Stock-based compensation expense is not comparable from period to period due to changes in the fair market value of Green Dot's Class A common stock (which is influenced by external factors like the volatility of public markets and the financial performance of Green Dot's peers) and is not a key measure of Green Dot's operations. Green Dot excludes stock-based compensation expense from its non-GAAP financial measures primarily because it consists of non-cash expenses that Green Dot does not believe are reflective of ongoing operating results. Green Dot also believes that it is not useful to investors to understand the impact of stock-based compensation to its results of operations. Further, the related employer payroll taxes are dependent upon volatility in Green Dot's stock price, as well as the timing and size of option exercises and vesting of restricted stock units, over which Green Dot has limited to no control. This expense is included as a component of compensation and benefits expenses on Green Dot's consolidated statements of operations.
 - 4) Green Dot excludes certain income and expenses that are the result of acquisitions. These acquisition-related adjustments include items such as transaction costs, the amortization of acquired intangible assets, changes in the fair value of contingent consideration, settlements of contingencies established at time of acquisition and other acquisition related charges, such as integration charges and professional and legal fees, which result in Green Dot recording expenses or fair value adjustments in its GAAP financial statements. Green Dot analyzes the performance of its operations without regard to these adjustments. In determining whether any acquisition-related adjustment is appropriate, Green Dot takes into consideration, among other things, how such adjustments would or would not aid in the understanding of the performance of its operations. These items are included as a component of other general and administrative expenses on Green Dot's consolidated statements of operations, as applicable for the periods presented.



Non-GAAP Financial Measures

- 5) Green Dot excludes certain income and expenses that are not reflective of ongoing operating results. It is difficult to estimate the amount or timing of these items in advance. Although these events are reflected in Green Dot's GAAP financial statements, Green Dot excludes them in its non-GAAP financial measures because Green Dot believes these items may limit the comparability of ongoing operations with prior and future periods. These adjustments include items such as amortization attributable to deferred financing costs, impairment charges related to long-lived assets, earnings or losses from equity method investments, legal settlements and related expenses, changes in the fair value of loans held for sale, realized gains on investment securities and other income and expenses, as applicable for the periods presented. In determining whether any such adjustment is appropriate, Green Dot takes into consideration, among other things, how such adjustments would or would not aid in the understanding of the performance of its operations. Each of these adjustments, except for amortization of deferred financing costs, earnings and losses from equity method investments, fair value changes on loans held for sale, and realized gains on investment securities, which are all included below operating income, are included within other general and administrative expenses on Green Dot's consolidated statements of operations.
- 6) During the year ended December 31, 2024, Green Dot recorded \$6.1 million related to extraordinary severance expenses, which were paid out in connection with reductions in force and other extraordinary involuntary terminations of employment. Although severance expenses may arise throughout the fiscal year, Green Dot believes the nature of these extraordinary costs are not indicative of its core operating performance. This expense is included as a component of compensation and benefits expenses on Green Dot's consolidated statements of operations.
- 7) Represents the tax effect for the related non-GAAP measure adjustments using Green Dot's year to date non-GAAP effective tax rate. It also excludes both the impact of excess tax benefits related to stock-based compensation and the IRC §162(m) limitation that applies to performance-based restricted stock units expense as of December 31, 2024.
- 8) Represents commissions and certain processing-related costs associated with BaaS products and services where Green Dot does not control customer acquisition. This adjustment is netted against Green Dot's B2B Services revenues when evaluating segment performance.
- 9) Represents other non-interest investment income earned by Green Dot Bank. This amount is included along with operating interest income in Green Dot's Corporate and Other segment since the yield earned on these investments are generated on a recurring basis and earned similarly to its investment securities available for sale.
- 10) These amounts represent estimated adjustments for items such as income taxes, depreciation and amortization, employee stock-based compensation and related employer taxes, amortization attributable to deferred financing costs, impairment charges, extraordinary severance expenses, earnings and losses from equity method investments, changes in the fair value of loans held for sale, legal settlements and related expenses and other income and expenses. Employee stock-based compensation expense includes assumptions about the future fair value of the Company's Class A common stock (which is influenced by external factors like the volatility of public markets and the financial performance of the Company's peers).

