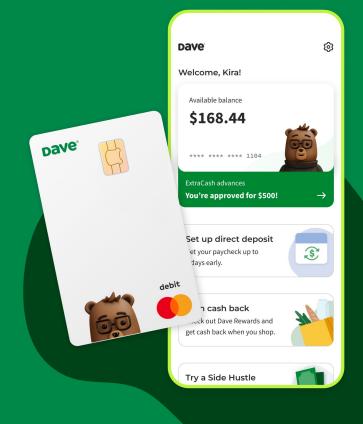
Dave®

3Q23 Earnings Presentation

November 7, 2023



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FORWARD-LOOKING STATEMENTS

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Disclaimer

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This presentation contains references to Adjusted EBITDA, non-GAAP operating revenues, non-GAAP variable operating expenses, non-GAAP variable profit and non-GAAP variable profit margin of Dave, which are adjusted from results based on generally accepted accounting principles in the United States ("GAAP") and exclude certain expenses, gains and losses. The Company defines and calculates Adjusted EBITDA as net loss attributable to Dave before the impact of interest income or expense, provision for income taxes, depreciation and amortization, and adjusted to exclude legal settlement and listates on expenses, other strategic financing and transaction expenses, stock-based compensation expense, and calculates non-GAAP operating revenues as operating revenues as excluding direct loan origination costs, ATM costs, and interchange fees. The Company defines and calculates non-GAAP operating expenses as operating expenses as operating expenses excluding non-variable operating expenses. The Company defines and calculates non-GAAP operating expenses, and certain operating expenses (legal, rent, technology/infrastructure, depreciation, amortization, charitable contributions, other operating expenses, non-GAAP operating revenues and non-recurring Dave Card expenses). The Company defines and calculates non-GAAP variable profit as non-GAAP operating revenues.

These non-GAAP financial measures may be helpful to the user in assessing our operating performance and facilitates an alternative comparison amongst fiscal periods. The Company's management team uses these non-GAAP financial measures in assessing performance, as well as in planning and forecasting future periods. These non-GAAP financial measures are not computed according to GAAP and the methods the Company uses to compute them may differ from the methods used by other companies. Non-GAAP financial measures are supplemental, should not be considered a substitute for financial information presented in accordance with GAAP and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP.

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OUR STRATEGY

Build a superior banking solution for everyday Americans.





The majority of Americans are struggling with their finances

TAM 180MM Customers¹

- Spending ≥ Income
- Minimal to moderate savings
- Overdraft up to 20x per year
- Need access to affordable credit
- Includes both young and financially challenged Americans

TAM Grew 8% (~14MM Customers) since 2021¹

Inflation outstripping wage growth is causing more Americans to live paycheck to paycheck...³

...and further eroding consumer savings balances: U.S. savings rate is far below pre-pandemic levels²



Personal Savings Rate



Note: TAM = total addressable market

(1) Financial Health Network's "Financial Health Pulse 2023 U.S. Trends Report"; 180 million represents the total number of financially vulnerable or financially coping consumers in that study. The corresponding figure in 2021 and 2022 was 166 and 176 million respectively.

(2) Source: U.S. Bureau of Economic Analysis

(3) Source: PYMNTS.com New Reality Check: The Paycheck-To-Paycheck Report, September 2023; values represent simple annual averages

Legacy banks fail to support everyday consumers \$300 - \$400

Average fees paid per year by financially struggling Americans to legacy banks²

	CHASE 🗘	WELLS FARGO	usbank	BANK OF AMERICA	Dave [®]
Overdraft Fee ¹	\$34	\$35	\$36	\$10	Optional Fees
Annual bank account maintenance fees ³	\$144	\$120	\$83	\$144	\$0
Minimum balance to avoid account maintenance fees ³	\$1,500	\$500	\$1,500	\$1,500	\$0
					Using tech to deliver superior products with a fraction of the overhead



⁽¹⁾ Chase: Overdraft fee charged for overdrafts of \$50 or more; bank account fees waived with monthly direct deposits of \$500 or more or daily balance of \$1,500 or daily balance of \$5,000 across Chase accounts.

WF: Overdraft fee charged for overdrafts of \$5 or more; account fees waived only with monthly direct deposits of \$500 or daily beginning balance of \$500 or a 17-24 year old primary account holder or a Campus Debit/ATM card linked to account US Bank: Overdraft fee charged for overdrafts of \$500 or more; account fees waived only with monthly direct deposits of \$1,000 or avg. account balance of \$1,500 or greater or presence of a qualified US Bank credit card BofA: Overdraft fee charged for overdrafts over \$10; bank account fees waived with one of the following: one qualifying direct deposit of at least \$250, minimum daily balance of \$1,500, or qualify for Preferred Rewards Gold +

⁽²⁾ Consumer Financial Protection Bureau: <a href="https://www.consumerfinance.gov/about-us/blog/overdraft-fees-can-price-people-out-of-banking/#:-:text=While%20a%20number.doesn%E2%80%99t%20have%20any%E2%80%90t%E2%80%90t%20have%20any%E2%80%90t%E2%80%90t%20have%20any%E2%80%90t%E2%90%90t%E2%80%90t%E2%80%90t%E2%80%90t%E2%80%90t%E2%90%90t%E2%80%90t%E2%80%90t%E2%80%90t%E2%80%90t

⁽³⁾ Source: company websites

Differentiated business strategy

Achieve highly-efficient CAC by addressing members' most crucial need—Liquidity—and then deepening into long-term banking relationships





- Acquire efficiently by marketing top of mind liquidity pain points
- Scale marketing engine with attractive LTV / CACs and short payback periods



Engage

- ExtraCash provides short-term advances to members in lieu of expensive overdraft fees
- Enabled by continuous Al-driven underwriting
- Capital light product due to short duration
- Automated settlement

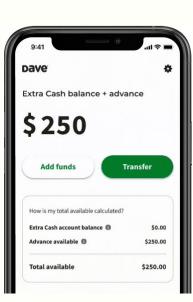
Deepen

- Dave Card offers members a full service, no mandatory fee banking solution built on a light-weight, modern tech stack
- Creates longer-term payments relationship with instant spending and early paycheck access



Dave's ExtraCash product overview

ExtraCash Att	ribute	Benefits to Member	Benefits to Dave				
Advance Size	\$25 - \$500 Average: ~\$147	 Bridges gaps between paychecks for essential expenses, e.g. rent, gas, groceries 	 Efficient CAC by quickly addressing member pain point Strategic entry point into banking relationship 				
Term	Typically: 1–2 weeks	 Aligns with pay-cycle to smooth liquidity gaps between paychecks 	 Capital / balance sheet light Short duration → rapid underwriting optimization 				
Underwriting	Cash flow based per linked bank account data	Instant decisioningNo credit score or relationship requirements	 Real-time data allows us to be highly responsive to changes in credit profiles (vs. lagged FICO) 				
How Dave Makes Money	ACH delivery: Free Instant Transfer Fees (Optional) Tips (Optional) Average Revenue per ExtraCash Advance: ~\$9	 Fee-free option (via ACH in 1-3 days) provides flexibility in price Instant access to funds Consumer friendly More affordable than overdraft fees & other short-term credit; no late fees 	 Optionality bolsters CAC efficiency Tips and instant transfer fees provide predictable monetization and favorable unit economics 				



Dave Card product overview

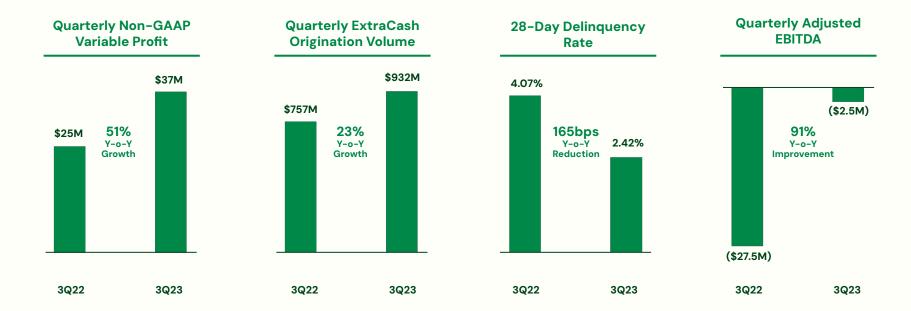
Dave Card Att	ribute	Benefits to Member	Benefits to Dave				
Spending	Dave Debit Card	Members automatically receive Dave bank account	 Builds deeper payment relationship with members Better member retention 				
Funding	ExtraCash Paycheck Check Deposits	 ExtraCash instantly available 2 day early access to paychecks Remote check deposit capture 	 Incentivizes cross-attach: ExtraCash and Dave Card 				
Payments	ATM Withdrawals Instant Withdrawal	 Fee-free ATM transactions at network of 40K terminals Instant withdrawal capabilities 	 Fee income on Out of Network ATM transactions Instant withdrawal ("IW") fees 				
Saving	Goals Account	 4% APY on DDA & Goals accounts Allows members to set aside money towards milestones Round-up feature boosts savings 	 Supports constructive habits with members' finances Incentivizes Dave Card engagement 				
How Dave Makes Money	Interchange, incentives, deposit referral fees ¹ , IW fees, ATM fees	No minimum balancesNo account maintenance feesNo overdraft fees	 Primarily merchant & vendor driven revenue streams Consistent revenue stream Zero CAC cross sell 				



Highlights



3Q23 Highlights





Increasing FY23 Guidance

Midpoint of Adj. EBITDA Guidance implies profitability in 4Q

(\$MM)	Prior FY	New FY			
Non-GAAP Revenue:	\$235 - \$260	\$257 - \$261			
Y-o-Y Growth:	11% - 23%	22% - 24%			
Variable Margin:	47% - 51%	53% - 54%			
Y-o-Y Improvement:	600bps - 1,000bps	1,200bps - 1,300bps			

Adjusted EBITDA¹:

(\$50) - (\$35)

Y-o-Y Improvement:

43% - 60%

(\$22) - (\$17)

75% - 80%

Midpoint of Range Implies Adj. EBITDA Positive in 4Q

Business Strategy



Business strategy



Acquire

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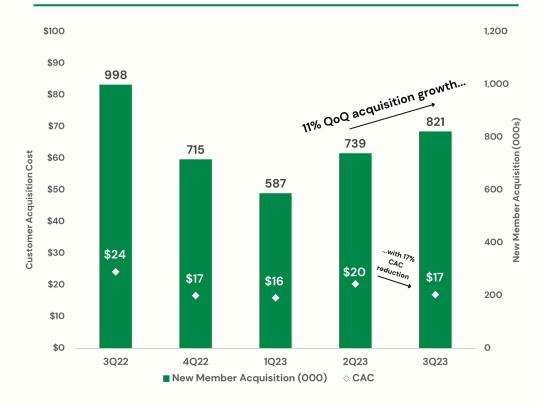
Strong growth while improving CAC

Q3 2023 performance demonstrates our ability to expand acquisition (up 11% Q-o-Q) while improving our already efficient CACs (down 17% Q-o-Q). Continued efforts on funnel improvements, channel & creative optimization, and enduring product-market fit driving performance.

We acquired 821k new members in Q3 2023, down 18% from Q3 2022 driven by 40% lower marketing investment. CACs improved 30% on a Y-o-Y basis.

CAC efficiencies have persisted thus far in the fourth quarter, bolstering our positive outlook.

CAC and New Member Acquisition (000s)





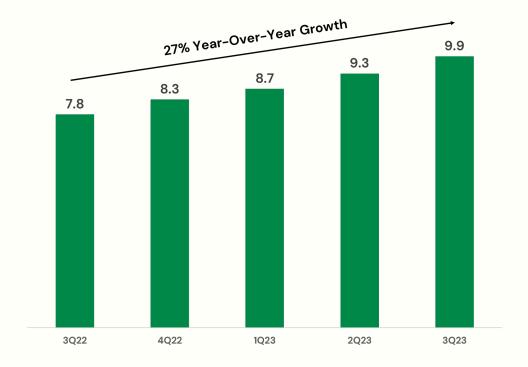
Significant member scale

We differentiate by first addressing Members' most crucial need—liquidity—and then building long-term banking relationships.

This formula, bolstered by Dave's brand strength and acquisition efficiency, has continued to drive substantial growth in the member base.

Our addressable market remains large and growing, at 180mm U.S. consumer in 2023, up 8% from 2021¹. 75% of Dave members are either Millennial or Gen Z, implying strong potential for our members to grow with Dave over time.

Total Members (MMs)





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Solid engagement

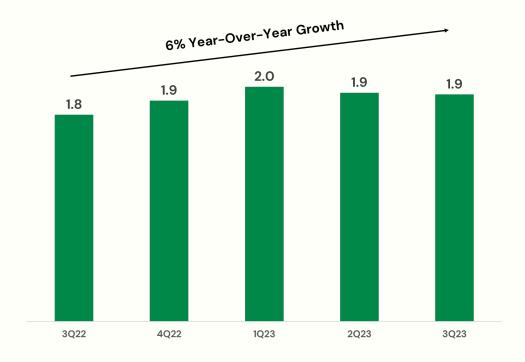
MTMs grew 6% year-over-year as our credit-first value proposition and banking product suite continued to drive improvements in conversion and retention rates.

3Q23 MTMs were roughly flat Q-o-Q, though ExtraCash and Dave Card actives grew, driving a favorable mix shift toward higher ARPU members. Subscriber trends remain attributable to a transition away from legacy subscription model, which we anticipate completing in 4Q23. This will enable optionality to pursue expanded subscription structure opportunities going forward.

Our focus remains on delivering further product enhancements to ExtraCash and deepening Member relationships through Dave Card engagement, and ultimately direct deposit, to increase retention and support compounding MTM growth.

We have a compelling opportunity to drive engagement of ~8mm non-MTM account holders through effective conversion & reactivation strategies.

Total Monthly Transacting Members (MMs)





Sustained growth in originations

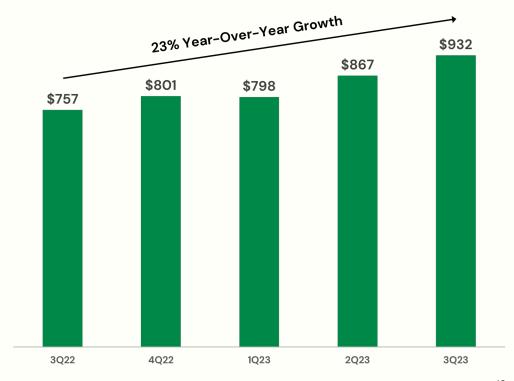
We continue to achieve record levels of ExtraCash originations, addressing our Members' crucial need for short-term liquidity.

Originations grew 23% Y-o-Y driven by increases in ExtraCash active MTMs, avg. advance size, and # of advances taken per MTM. This growth reflects solid execution of our credit product roadmap, including enhancements to our proprietary, Al-enabled risk management architecture.

Originations grew 7% sequentially due to growth in our advance MTM actives; partially offset by a modest drop in avg. advance size as a result of underwriting changes made in late Q2, which were designed to improve credit performance and overall unit economics (i.e., avg. revenue per advance / avg. advance size).

\$932mm of originations translating into a \$97mm net receivables balance as of 9/30/23 reflects the capital efficient nature of ExtraCash.

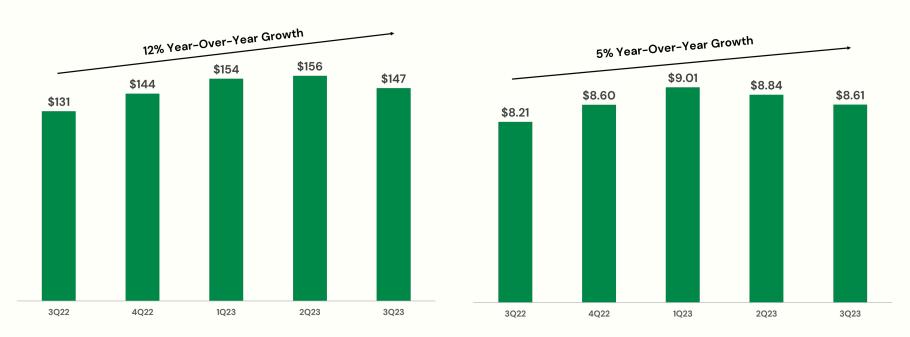
ExtraCash Origination Volume (\$MM)



ExtraCash Advance Sizes and Revenue Per Advance

Average ExtraCash Advance Size

Average Revenue per ExtraCash Advance¹





Improving delinquency performance

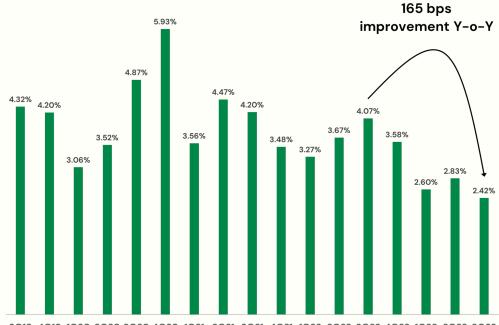
3Q23 28-day delinquency rate of 2.42% represents the lowest 28-day delinquency rate in our Company's history. This rate improved 165bps Y-o-Y, while ExtraCash originations grew 23% as we continue to optimize our real-time Al-enabled cash flow underwriting and settlements architecture.

Performance improved by 41bps Q-o-Q, as a number of underwriting improvements came online in late 2Q.

Our underwriting is differentiated as our AI primarily uses bank account transaction data to assess risk, allowing us to detect, nearly in real-time, changes in income, spending, savings, and employment. FICO underwriting bases credit decisions on heavily lagged bureau data which was also often artificially inflated by fiscal stimulus impacts from 2020–2021.

The short-term nature of ExtraCash allows us to manage credit risk exposure and observe impacts of underwriting changes within weeks of implementation.

28-Day Average Quarterly Delinquency Rate



3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q23 3Q23



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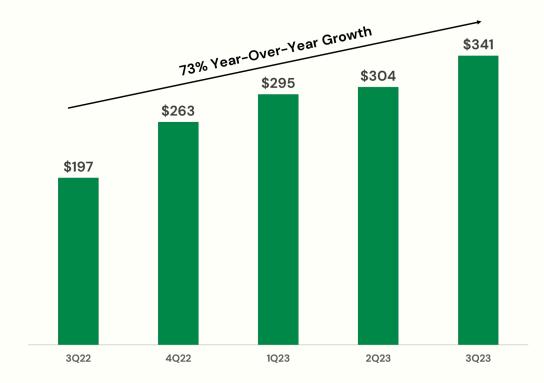
Dave Card spend volumes

In 3Q22, every new Dave Member began receiving an ExtraCash account and a Dave Card, unlocking synergies between ExtraCash and Dave Card products.

73% Y-o-Y (12% Q-o-Q) growth in Dave Card spend reflects: i) continued progress cross-attaching ExtraCash members by offering discounted express fees for advance disbursements into Dave Spend accounts and ii) improving the value proposition of the Dave Spend accounts through ongoing product development (e.g. Round-Up savings and 4.00% APY on checking and savings balances), driving growth in external funding (e.g. payroll).

Using a modern tech stack, we can operate a fully capable, branchless banking product at a fraction of the cost of incumbents.

Dave Card Spend Volumes (\$MM)





Flywheel effect between ExtraCash and Dave Card

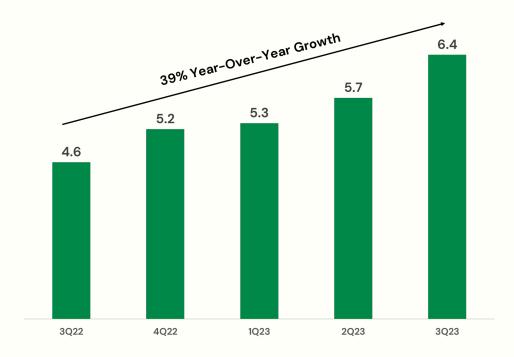
Continued growth in transactions per transacting member represents Dave gaining a greater share of member spending, allowing us to unlock the additional ARPU potential of our banking product, the vast majority of which comes at no cost to the Member (e.g. merchant-funded interchange).

39% Y-o-Y increase was primarily driven by continued focus of driving members to spend their ExtraCash on their Dave Cards.

Further product enhancements, such as our recent launch of 4% APY on members' Dave Card and Goals accounts, have also helped to drive growth of external funding.

We plan to continue executing on our strategy and driving further adoption of Dave Card heading into 2024.

Average Monthly Transactions per Monthly Transacting Member





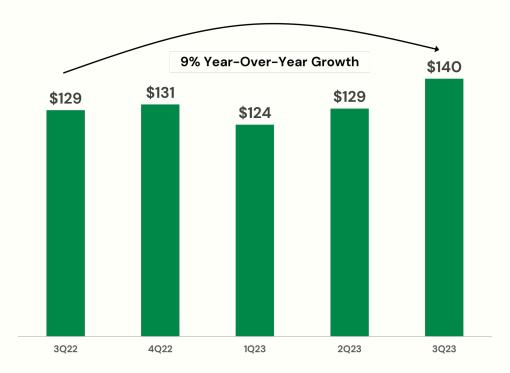
ARPU / member monetization

ARPU grew 9% Y-o-Y and 8% Q-o-Q primarily driven by:

- Growth in ExtraCash ARPU due to improvements in both ExtraCash engagement and monetization
- Growth in Dave Card ARPU reflecting significantly increased Dave Card spend
- Partially offset by modest decline in Subscription ARPU given migration away from legacy system.

Over the last few months, we have transitioned to a percent-based express fee pricing structure for our ExtraCash product. This change is expected to have a favorable impact on overall ARPU, create more alignment between our unit economics and delivering greater member value through higher limits, and boost Dave Card engagement by increasing the discount to send ExtraCash funds to the Dave Card.

Annualized Revenue per Monthly Transacting Member





Financial Overview



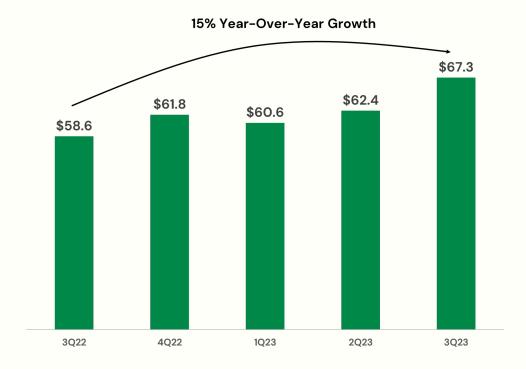
Consistent revenue growth

Non-GAAP revenue grew 15% Y-o-Y, driven by:

- Increase in transacting member base
- Improved ExtraCash engagement/monetization given material underwriting improvements which bolster retention
- Growth in Transaction Revenue driven by increases in Dave Card MTMs and total debit spend

The 8% Q-o-Q increase in non-GAAP revenue was driven by an increase in non-GAAP services revenue from higher levels of ExtraCash originations and sequential growth in non-GAAP transaction revenue from increased Dave Card engagement.

Total Non-GAAP Revenue (\$MM)



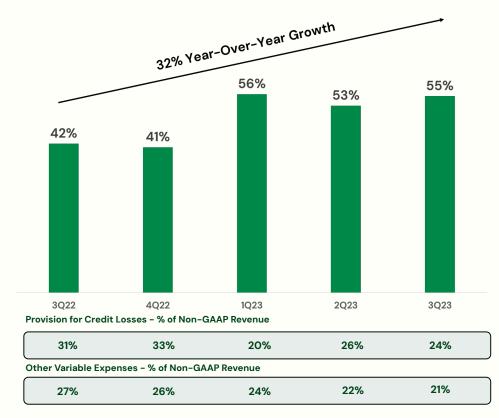
Expanding variable margin

Variable margin expanded ~1,300bps (32%) Y-o-Y due to:

- Lower provision expense as % of non-GAAP revenue given significant improvements in credit performance
- Renegotiated key vendor contract, effective 1/1/23
- Processing cost enhancements related to how we utilize payment networks to move money

Variable margin expanded 200bps Q-o-Q due to the declines in provision expense as a % of Non-GAAP revenue based on the sequential improvements in credit performance. Other Variable Expenses continued to decline as a % of Non-GAAP revenue based on continued processing efficiencies.

Variable Profit Margin (Non-GAAP)



Reduced Adjusted EBITDA losses

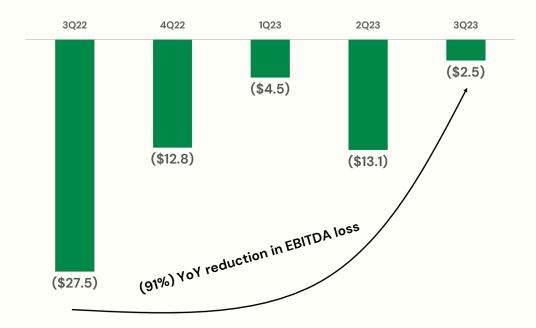
Adj. EBITDA loss improved 91% Y-o-Y and 81% Q-o-Q driven by respective impacts from the following:

- Revenue growth
- Variable margin expansion
- Marketing efficiencies
- Ongoing rationalization of our fixed cost base; we believe our existing team is sufficient to execute our growth plan, delivering continued operating leverage as we scale

The sequential improvement in Adj. EBITDA also benefited from the \$4mm legal settlement charge incurred in 2Q23.

\$171mm of cash and equivalents as of 9/30/23 vs. \$178mm as of 6/30/23; reduction due largely to growth in receivables funded with existing balance sheet cash. Dave had \$10 million of undrawn capacity on its recently amended credit facility, bringing Dave's total liquidity to \$181mm at 9/30/23.

Adjusted EBITDA (Non-GAAP) (\$MM)





Path to profitability: key milestones



Pre-4Q22

Contribution

Profit Positive

Contribution

margin profitable

Positions Dave for

profitability as it

scales

since pre-2020

V

4Q22

Adj. EBITDA Positive (Pre-Marketing)

- Achieved in 4Q22 i.e. earlier than prior guidance of 2023
- Digital marketing spend can be flexed to optimize ROIs and preserve liquidity as needed
- Implies level of self-sustainability of business model given our solid levels of organic acquisition

4Q23 - 1H24

Adjusted EBITDA Positive

- Growth in MTMs: projected to turn break-even @ 2.0 2.1mm MTMs
- Conservative assumptions on continued ARPU improvement
 - Further optimizing ExtraCash e.g. funnel, monetization
 - Growing cross-attach to Dave Card
 - Deeper focus on incentivizing direct deposit relationships
- Sustaining recent structural margin improvements
 - Underwriting and settlement optimization
 - o Payments and processing infrastructure cost reductions
- Further margin expansion opportunities identified
 - Major vendor renegotiation underway
 - Incremental payment processing efficiencies
- Operating leverage of fixed cost base as variable profit scales



Investment summary

Acquire

Market-leading CAC bolstered by profitable unit economics with credible growth prospects.

Engage

Differentiated Al-driven underwriting with capital efficient business model.

<u>Deepen</u>

ExtraCash to Dave Card flywheel effect unlocks additional revenue potential within massive, growing TAM.

Strong liquidity position sufficient to amply support company through to profitability.



Appendix



Glossary

28-Day Average Quarterly Delinquency Rate defined as the amount of Origination Volume which is past due 28 days after the end of the month in which the ExtraCash advance was disbursed divided by the Origination Volume in that disbursement month

Adjusted EBITDA defined as net loss attributable to Dave before the impact of interest income or expense, provision for income taxes, depreciation and amortization, and adjusted to exclude legal settlement and litigation expenses, other strategic financing and transaction expenses, stock-based compensation expense, and certain other non-core items

Average Revenue per ExtraCash Advance defined as sum of Tips (GAAP) + Fees (GAAP) generated divided by total advances disbursed over a given period

Customer Acquisition Costs ("CAC") defined as all advertising and marketing operating expenses in a given period divided by the number of new members who join the Dave platform in a given period by connecting an existing bank account to the Dave service or by opening a new Dave Banking account

Dave Card Spend Volumes defined as the total dollar amount of Dave Card debit spending transactions over a given period

Monthly Transacting Members ("MTMs") defined as the unique number of Members who have made a funding, spending, ExtraCash or subscription transaction within a particular month, measured as the average over a given period

Non-GAAP Revenue defined as Revenue, net excluding ExtraCash direct loan origination costs, interchange fees, ATM fees, and Member Interest

Non-GAAP Variable Profit defined as Non-GAAP Revenues excluding Non-GAAP Variable Operating Expenses



Glossary (Cont'd)

Non-GAAP Variable Operating Expenses defined as Operating Expenses excluding Non-Variable Operating Expenses

Non-Variable Operating Expenses defined as all advertising and marketing operating expenses, compensation and benefits operating expenses, and certain operating expenses (legal, rent, technology/infrastructure, depreciation, amortization, charitable contributions, other operating expenses, upfront Member account activation costs and upfront Dave Card expenses)

Origination Volume defined as the total dollar amount of ExtraCash advances disbursed to Members in a given period

Total Members defined as the number of unique Members that have either connected an existing bank account to the Dave service or have opened a Dave Banking account, less the number of accounts deleted by Members or closed by Dave, as measured at the end of a period

Transactions Per Monthly Transacting Member defined as the average number of transactions initiated per Monthly Transacting Member in each month, measured as the average over a given period



Reconciliation of Non-GAAP Measures

DAVE INC.

RECONCILIATION OF OPERATING REVENUES, NET TO NON-GAAP OPERATING REVENUES

(in millions) (unaudited)

	For th	For the Three Months Ended September 30,				For the Nine Months Ended September 30,				
		2023		2022		2023		2022		
Operating revenues, net	\$	65.8	\$	56.8	\$	186.0	\$	145.2		
ExtraCash origination and ATM-related costs		1.5		1.8		4.4		4.1		
Non-GAAP operating revenues	\$	67.3	\$	58.6	\$	190.4	\$	149.3		



Reconciliation of Non-GAAP Measures

RECONCILIATION OF OPERATING EXPENSES TO NON-GAAP OPERATING EXPENSES

(in millions) (unaudited)

	For the Three Months Ended September 30,					For the Nine Months Ended September 30,			
		2023	2022		2023		2022		
Operating expenses	\$	76.4	\$	94.7	\$	229.9	\$	258.8	
Non-variable operating expenses		(46.4)		(60.8)		(143.8)		(171.3)	
Non-GAAP variable operating expenses	\$	30.0	\$	33.9	\$	86.1	\$	87.5	

CALCULATION OF NON-GAAP VARIABLE PROFIT

(in millions) (unaudited)

	For the Three Months Ended September 30,					For the Nine Months Ended September 30,			
	2023		2022		2023		2022		
Non-GAAP operating revenues	\$	67.3	\$	58.6	\$	190.4	\$	149.3	
Non-GAAP variable operating expenses		(30.0)		(33.9)		(86.1)		(87.5)	
Non-GAAP variable profit	\$	37.3	\$	24.7	\$	104.3	\$	61.8	
Non-GAAP variable profit margin		55%		42%		55%		41%	



Reconciliation of Non-GAAP Measures

DAVE INC.
RECONCILIATION OF NET LOSS TO ADJUSTED EBITDA

(in millions) (unaudited)

	For the Three Months Ended September 30,					For the Nine Months Ended September 30,			
	2023		2022		2023			2022	
Net loss	\$	(12.1)	\$	(47.5)	\$	(48.7)	\$	(107.4)	
Interest expense, net		1.7		1.3		5.0		4.4	
Provision for income taxes		_		_		_		0.1	
Depreciation and amortization		1.4		2.4		3.7		5.1	
Stock-based compensation		6.7		8.0		20.1		34.1	
Legal settlement and litigation expenses		_		6.8		_		6.8	
Other strategic financing and transactional expenses		_		2.2		_		5.0	
Changes in fair value of earnout liabilities		_		_		_		(9.6)	
Gain on extinguishment of liability		_		_		_		(4.3)	
Changes in fair value of derivative asset on loans to stockholders		_		_		_		5.6	
Changes in fair value of public and private warrant liabilities		(0.2)		(0.7)		(0.2)		(14.2)	
Adjusted EBITDA	\$	(2.5)	\$	(27.5)	\$	(20.1)	\$	(74.4)	

