Dave® Banking for humans™



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We're on a mission to build products that level the financial playing field



Our Business at a Glance

Growth and Scale

\$147m

Q3 LTM Revenue

30%

LTM YoY Growth

Capital Efficiency

\$61M

Equity Capital Raised

10-20X

Dave User Acquisition Outperformance vs. Neobanks ¹

Member Impact

>**\$1**bn

Overdraft Fee Savings ²

~**\$160**m

New Income Earned by Dave Members through Side Hustle

Source: Dave Management.

Note: Dave has not yet completed its 2021 audit and therefore all financial statement information for the period ended September 30, 2021 is unaudited, preliminary and subject to change.

Based on news source reporting on neobank fundraising and user counts.

Dave users have taken over 30mm of overdraft protection advances, typically avoiding *\$35 overdraft fee from their legacy bank. Dave Users have recorded in aggregate \$300-400mm / year in fees from their legacy banks in 2019 –

Capital Raised / Users Acquired 1

Dave: \$6

Other Neobanks: \$75-100 Largest Neobanks: \$125 **11M**

Dave Registered Users

2017

2018

2019

2020

Opportunity



Legacy banks charge Americans an average of \$30 Billion in Fees Annually

Dave Members pay an average \$300-\$400 per year to their legacy banks

50% of consumers **knowingly overdraft** to cover short term expenses despite the high fees

- Costly brick-and-mortar footprints
- Legacy and antiquated technology stacks and call centers
- Onerous regulatory requirements (e.g., capital, interchange)

- → Structurally high fees for the most vulnerable customers
- → Poor accessibility, customer service, and digital user experience
- → Innovator's dilemma and constrained investments



Neobanks haven't solved the overdraft issue, leaving customers in dire financial need

- Reliant on direct deposit relationship
- Simplistic approach to underwriting
- Non preemptive solution



...An estimated 150M+ people need our help

Dave's Estimated
User TAM

~30-35M People

Highest Need

- ~10-15M people without access to a bank account
- ~20M people who overdraft 10-20x per year

~20-25M People High Need

- Underserved by existing bank accounts
- Overdraft 3x+ / year

~100-120M People

"Getting By"

- Existing bank relationship not helping
- Living paycheck-to-paycheck
- Building credit
- Student loan debt





Can't afford a

one-time \$400 emergency

Dave®

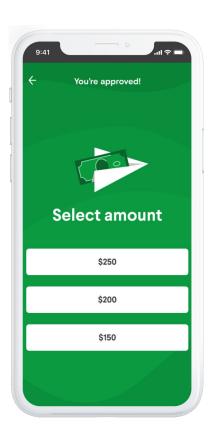
Our Differentiated Approach

A focused banking service

ExtraCash

In 2017, Dave changed the industry with Extra Cash

- Dave ExtraCash and Insights was the first customer friendly alternative to overdraft
 - Currently, members can access and send up to \$250 interest free to their bank
 - Intelligent budgeting and alerts to monitor financial health
- Immediate eligibility through linked account
 - Gives us access to rich data for underwriting
- Fees are optional, which customers love;
 tips are shared with Feeding America
- ExtraCash volume of "\$1bn year to date1

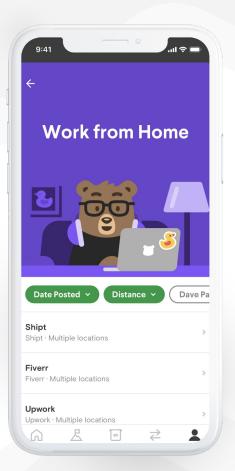




Side Hustle

We help members put more money in their pockets.

- First neobank to help users put money in their pockets by tapping into the gig economy
- Opportunity to engage more meaningful fruit with partners to drive more Dave Banking deposits
- Customers have already earned more than \$160mm using Side Hustle



We've made a major impact already ...

\$1,000,000,000

In Overdraft fees saved

13,000,000

Total Meals
Pledged To Feeding America

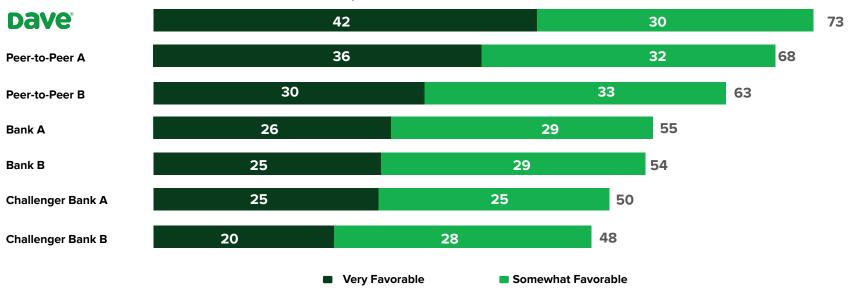
\$160,000,000

Earned Through Side Hustle



... while building huge user delight

Favorable Option of Each Brand



4.8

~1M

#1

App Store Rating

Reviews 1

Highest favorability rating in the industry ²



Across all relevant mobile platfor

^{2.} According to market research conducted by Dave in June 2021 through a third-party using a quantitative online survey of 2,021 respondents across the United States.



Dave Banking

Building a better banking experience for our users

Launched as a **separate feature** in December 2020

This is already going well

+\$11mm revenue run-rate1



Dave Banking

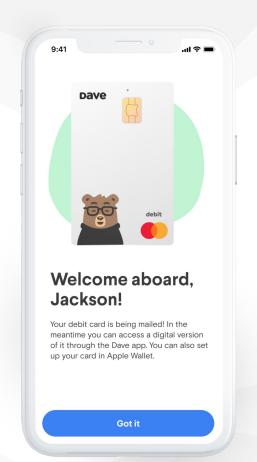
It's becoming the core of our ecosystem

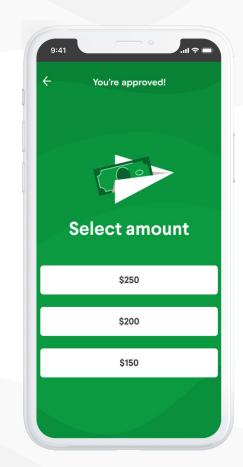
Banking will become the **primary** product of Dave

Account creation required for new and existing customers in early 2022

Powered by credit

ExtraCash will be utilized to seed our ecosystem of products





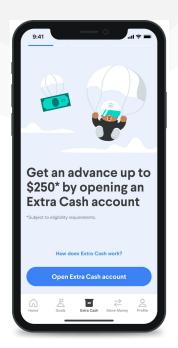
Dave Banking

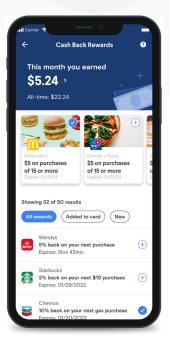
'Spend Now' With Dave

Spending ExtraCash with Dave will lead to a better experience and drive necessary trial to convert direct deposit

Upcoming launches:

- Spend instantly with Apple and Google Pay (est. Jan. 2022)
- Cash Back with merchants in partnership with Mastercard (est. Feb. 2022)





Spend Now, get Cash back!



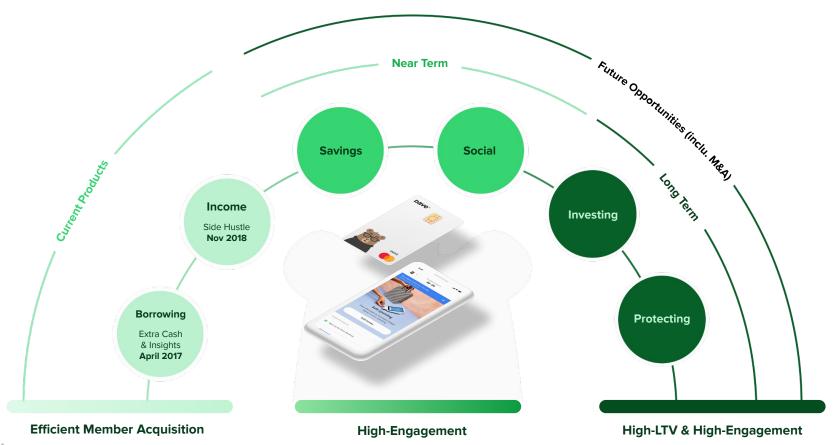








Superior Banking Journey for our Members





Our Powerful Flywheel

Graduate customers into higher ARPU products at best in class rates at no additional CAC

instant relief Better

Help customers with highest impact financial needs like overdraft at low acquisition cost. Drive trial of banking at cheaper rates than competition

products & prices

Strong Unit **Economics**

High-impact products are Revenue-generative, fueling marketing spend

Cross attach customers to additional high engagement products that improve financial health and member lifetime value

Cross-**Attach**

> **Network Effects**

Provide

Drive

word-of-mouth with customer delight and amplify with community products to scale customer base at low member acquisition cost



Dave®

Financial Snapshot

How We Generate Revenue

Service Revenue

Extra Cash:



- We generate revenue when our users engage in cash advances for overdraft protection
- Users can opt for free advances (1-3 days) or optional express fees for faster delivery
- Users also provide voluntary tips
- Additionally, we generate ancillary revenue from Insights, Rewards, and Side Hustle

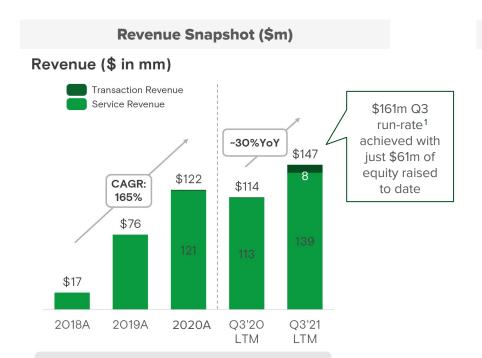
Transaction Revenue

Dave Banking:

- We receive debit interchange fees when users pay with their Dave debit card or fund their account via Debit rails
- We also share in fees charged for out-of-network ATM withdrawals



Unparalleled capital efficiency



Consistent Growth at Scale Despite Small Balance Sheet

2021 Growth in Focus



Growth engine ready to deploy significant capital



Motor

1. Based on annualized Q3 '21 total revenue of \$40.2m.