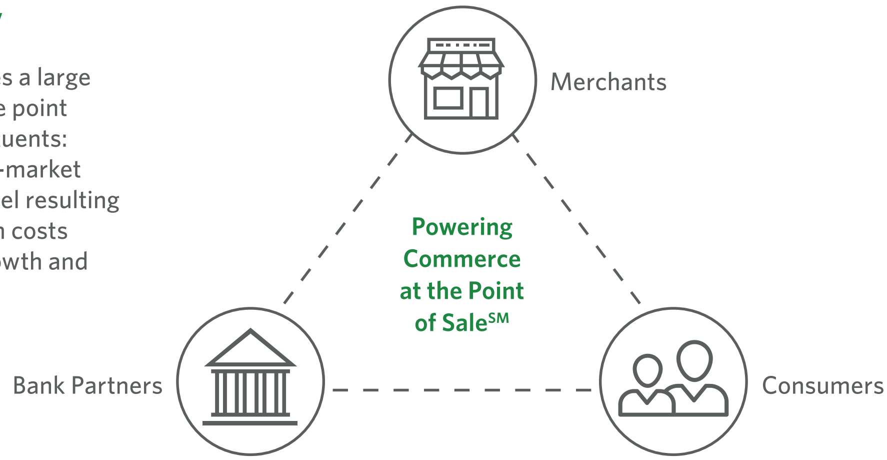
GreenSky®

NASDAQ: GSKY
Q1 2019 Fact Sheet

GreenSky, Inc. is a Growth Company

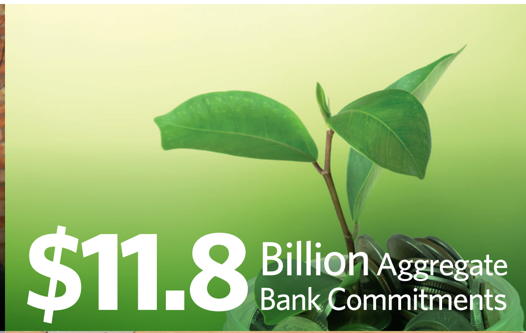
GreenSky's proprietary technology platform addresses a large and growing opportunity in mobile, online and in-store point of sale finance, driving significant value for our constituents: merchants, banks and consumers. Our efficient go-to-market strategy leverages a B2B2C customer acquisition model resulting in strong recurring revenues, low customer acquisition costs and high merchant retention rates, delivering both growth and profitability to our shareholders.

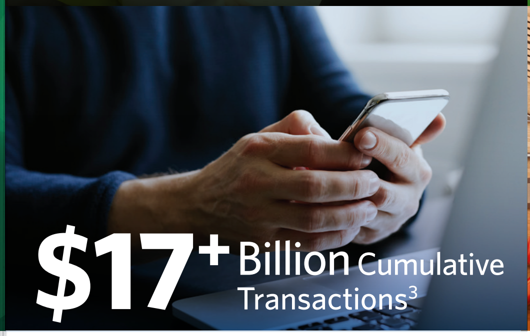


Key Fiscal 2018 Metrics

$5.03 Billion Transaction Volume	**34%** Transaction Volume Growth (2017-18)
$171.5 Million Adjusted EBITDA[1]	**41%** Adjusted EBITDA Margin[1]
$0.11 Q4'18 Pro Forma Diluted EPS	**$7.3** Billion Loan Servicing Portfolio[2]

(As of Q1 2019)





OUR SERVICE CATEGORIES

Business

- Home Improvement
- Healthcare
- Retail and e-commerce

Consumer

- Home Improvement

1 Adjusted EBITDA is a non-GAAP measure. A reconciliation to the most directly comparable historical GAAP financial measure is provided in the Company's most recent filing for the fiscal periods indicated.

2 Defined as the aggregate outstanding consumer loan balance (principal plus accrued interest and fees) serviced on our platform at the date of measurement.

3 Defined as the aggregate number of consumer accounts approved on our platform since our inception, including accounts with both outstanding and zero balances.

4 Defined as home improvement merchants and healthcare providers that have submitted at least one consumer application during the 12 months ended at the date of measurement.

GreenSky®

The GreenSky Values ADVOCACY | ENTHUSIASM | INTEGRITY | IMPACT | SERVICE

The GreenSky Idea

GreenSky® was founded on the idea that payment, credit and commerce could be enhanced using technology and elegant user experiences. We believed payment and credit could be an asset that empowers and enables commerce, not a distraction or impediment. Today, GreenSky delivers a service that helps businesses grow and delight their customers.

"We are off to a solid start in 2019. Our first quarter operating results, which were in line with our seasonal expectations, demonstrate strong demand and a deep competitive moat," said David Zalik, Chairman and CEO of GreenSky. "Our momentum has continued nicely into the second quarter, and we continue to have confidence in our full year plan of top-line revenue growth with strong profitability, supported by more than ample liquidity. We will continue to take an aggressive approach to investing in innovation, leveraging our expense infrastructure with a continued emphasis upon increasing shareholder value."

($ and shares in millions, except per share amounts)	Three Months Ended			Fiscal Year Ended		
	3/31/2019	3/31/2018	*growth*	12/31/2018	12/31/2017	*growth*
Transaction volume	$1,242	$1,033	*20%*	$5,030	$3,767	*34%*
Loan servicing portfolio[1]	7,612	5,693	*34%*	7,341	5,390	*36%*
Revenue	$104	$85	*22%*	$415	$326	*27%*
Net Income	7	19	*-60%*	128	139	*-8%*
Pro Forma Net Income[2]	6	15	*-58%*	109	87	*25%*
Adjusted EBITDA[2]	19	27	*-32%*	172	159	*8%*
GAAP Diluted EPS	$0.05	n/a	*n/m*	$0.41	n/a	*n/m*
Weighted average shares outstanding diluted	184.2	n/a	*n/m*	188.9	n/a	

1 Loan servicing portfolio reflects end of period balance.

2 Pro Forma Net Income and Adjusted EBITDA are non-GAAP measures.

($ in thousands)	Three Months Ended March 31, 2019	2018
Net Income	$7,401	$18,604
Transaction expenses[1]	—	1,123
Non-recurring expenses[2]	1,216	—
Incremental pro forma tax expense[3]	(2,139)	(4,401)
Pro Forma Net Income	**$6,478**	**$15,326**

1 For the first three months of 2018, includes certain costs, such as legal and debt arrangement costs, related to our March 2018 term loan upsizing.

2 For the first three months of 2019, includes the following: (i) legal fees associated with IPO related litigation of $435 thousand (ii) one-time tax compliance fees related to filing the final tax return for the Former Corporate Investors associated with the Reorganization Transactions of $160 thousand, and (iii) lien filing expenses related to certain Bank Partner solar loans of $621 thousand.

3 Represents the incremental tax effect on net income, adjusted for non-recurring transaction and other expenses, assuming that all consolidated net income was subject to corporate taxation assuming a full year effective tax rate of 19.25% for March 31, 2019 and 22.3% for March 31, 2018.

($ in thousands)	Three Months Ended March 31, 2019	2018
Net Income	$7,401	$18,604
Interest expense	6,243	5,591
Tax expense (benefit) [1]	(498)	66
Depreciation and amortization	1,467	970
Equity-related expense[2]	2,668	1,005
Fair value change in servicing liabilities[3]	181	116
Transaction expenses[4]	—	1,123
Non-recurring expenses[5]	1,216	—
Adjusted EBITDA	**$18,678**	**$27,475**

1 Includes both corporate and non-corporate tax expense/(benefit). Non-corporate tax expense is included within general and administrative expenses in our Unaudited Condensed Consolidated Statements of Operations. Prior to the IPO and Reorganization Transactions, we did not have any corporate income taxes.

2 Includes equity-based compensation to employees and directors, as well as equity-based payments to non-employees.

3 Includes the non-cash impact of the initial recognition of servicing liabilities and subsequent fair value changes in such servicing liabilities during the periods presented.

4 For the first three months of 2018, includes certain costs, such as legal and debt arrangement costs, related to our March 2018 term loan upsizing.

5 For the first three months of 2019, includes the following: (i) legal fees associated with IPO related litigation of $435 thousand, (ii) one-time tax compliance fees related to filing the final tax return for the Former Corporate Investors associated with the Reorganization Transactions of $160 thousand, and (iii) lien filing expenses related to certain Bank Partner solar loans of $621 thousand.