

SoFi Technologies, Inc.

NASDAQ: SOFI | Digital banking and consumer lending | 28 October 2026 | Third-quarter 2026 results

Verdict	Watchlist (unchanged)	Price (27 Oct close)	\$16.40
Weighted fair value	\$17.82 (+8.7%)	Base case	\$18.27
Becomes interesting	\$14.00-14.50	2027 guided adjusted EPS	\$0.90 (18.2x)
Investment Score	71.5 / 100 (was 70.2)	Price / tangible book	2.19x (\$7.48)
Technical read (chart only)	Confirms	Q3 adjusted EPS	\$0.18 (up 64%)

The Quarter Cleared the Hurdle, and the Price Moved With It

The last report named one event as the main risk: a fair-value mark on the loan book on 27 October large enough to touch the full-year outlook. It did not happen. SoFi reported record adjusted net revenue of \$1.37bn, up 44%, net income of \$241m and adjusted EPS of \$0.18, raised its 2026 outlook to about \$5.04bn of adjusted net revenue and \$0.61 of adjusted EPS, and issued a first 2027 outlook of about \$6.4bn of revenue and \$0.90 of adjusted EPS. Management said fair-value losses of over \$800m in the quarter were largely offset by about \$734m of hedge gains. Members rose 35% to 17.1m and products 44% to 26.7m.

The market took it well. The shares rose 13.4% on the day to \$16.40, from \$14.46. At that price they trade at 18.2 times the 2027 adjusted EPS outlook and 2.19 times tangible book value of \$7.48 a share. The business case is stronger than at the last report. The price already reflects much of that, and the bear case, a turn in consumer credit with the outlook cut, still sits close to half below the price.

Verdict: Watchlist, unchanged, from fundamentals. Technical read (chart only): Confirms. The stock is still below its falling 50 and 200-day averages, so watch for a close back above the 50-day at \$16.63 and then the 200-day at \$17.93. The weighted fair value is \$17.82, +8.7% above the price, and the base case is \$18.27. The name becomes interesting at \$14.00-14.50, where the base case pays about 26%.

1. What the quarter showed

Measure	Q3 2026	Q3 2025	Change	Q2 2026
Adjusted net revenue	\$1,371m	\$950m	+44%	\$1,206m
Net income (GAAP)	\$241m	\$139m	+73%	\$157m
Adjusted EPS (diluted)	\$0.18	\$0.11	+64%	n/a
Adjusted EBITDA (margin)	\$470m (34%)	\$277m	+70%	\$358m
Income before tax	\$318m	\$149m	+114%	n/a
Effective tax rate	24.2%	6.2%		
Net interest margin	6.14%	5.84%	+30bp	5.98%
Members / products	17.1m / 26.7m		+35% / +44%	15.8m / 24.4m
Total originations	\$16.9bn		+71%	
Deposits	\$51.3bn			\$45.5bn

Company Q3 2026 earnings release (Form 8-K, 27 Oct 2026). Effective tax rate is income tax expense over income before tax, own calculation.

The headline EPS growth understates the operating improvement. Pre-tax income more than doubled, up 114%, while net income rose 73%, because the year-ago quarter carried a tax rate of about 6% and this one about 24%, a normal level. Restated at the year-ago tax rate, Q3 net income would have been close to \$300m (own calculation: \$317.8m pre-tax at 6.2%). The quarter carried no large one-off gain. The adjustments between GAAP and adjusted figures were small: \$2.7m of restructuring, a \$14.0m servicing-rights valuation change and minor deal costs. GAAP and adjusted EPS were both \$0.18, so the clean figure and the reported figure are the same.

Lending did most of the work. Personal loan originations reached a record \$12.6bn, of which about \$9bn stayed on the balance sheet, and the lending segment's contribution profit rose 74% to \$455m. Student loan originations nearly doubled to \$2.9bn. The financial services segment earned \$261m of contribution profit at a 50% margin. The technology platform was the weak part: contribution profit fell to \$14m from \$32m a year ago, as a large client moved off the platform. Excluding that client, management said platform revenue grew 18%, and it guides fourth-quarter platform revenue to about \$90m.

Credit improved. The personal loan net charge-off rate was 2.26% on the balance sheet and about 3.4% on an all-in basis that excludes delinquent loan sales, down about 80bp on the year. Student loan charge-offs were 0.63%. Credit card charge-offs rose to 7.77% from 6.55%, but the card book is small. The fair-value inputs moved against the company: the personal loan discount rate rose to 5.56% from 4.97% and the assumed default rate to 5.10% from 4.77%, which cut the cumulative fair-value premium on personal loans to \$1.02bn from \$1.22bn. Hedge gains covered most of it.

2. Guidance against the last outlook

Measure	Previous 2026 outlook	New 2026 outlook	2027 outlook (new)
Adjusted net revenue	\$4.75-4.85bn	About \$5.04bn (+40%)	About \$6.4bn (+27%)
Adjusted EBITDA	About \$1.6bn	About \$1.66bn (33%)	About \$2.24bn (35%)
Net income	About \$825m	About \$840m (17%)	About \$1.28bn (20%)
Adjusted EPS	About \$0.60	About \$0.61	About \$0.90
Members		Up at least 30%	

Company releases, July and October 2026.

This is the test the last report set. Management raised the revenue outlook to about \$190m above the top of its previous range, held the profit lines slightly higher, and put a number on 2027 a quarter earlier than usual. The 2027 outlook assumes two further rate increases, a 24% tax rate and no new equity raise. Management said the plan is funded from about \$9.6bn of equity capital and roughly \$14bn of capacity from organic earnings. Guidance accuracy has been good: the company has now raised its full-year outlook in consecutive quarters. That is why Management moves up one point.

On the call, two points drew pushback. One analyst asked about a gap of about \$300m between the 2027 revenue outlook and the sum of the segment growth rates management gave; the CFO put it down to a slight rise in corporate revenue. Another asked why SoFi Plus subscriptions, now about 275,000, grew less than planned; the CEO said sign-up controls were tightened after abuse by bad actors and that growth was picking up again in the fourth quarter. Neither changes the numbers much, but both are worth tracking.

3. Company developments

Items from 9 October to 28 October 2026 that bear on what SoFi earns or how it competes. One is High: the third-quarter results with the first 2027 outlook.

Development	Status and date	What is known	What is forecast (and by whom)	Impact
Q3 2026 results and 2027 outlook	Reported 27 Oct	Revenue \$1.37bn, adjusted EPS \$0.18; 2026 outlook raised; 2027 outlook issued	2027 adjusted EPS about \$0.90 and revenue about \$6.4bn (company)	High
SoFi Earn (SOFIE) tokenized deposit	Launched 22 Oct; rolling out through November	Bank-issued tokenized deposit at a 4.40% variable APY, convertible 1:1 to SoFiUSD	None disclosed	Low
Fair-value marks on the loan book	Reported 27 Oct	Losses of over \$800m largely offset by about \$734m of hedge gains (management)	None	Medium
Loan platform business	Q3; two new partners	About \$3.8bn of originations and \$153m of revenue	Management expects monetization to stay range-bound	Medium

Development	Status and date	What is known	What is forecast (and by whom)	Impact
Crypto-linked card in Mexico with Orbi	Announced 8 Oct	SoFi Tech Solutions provides issuing and processing; no launch date or terms	None	Low

Company releases and Q3 2026 earnings call, 8 to 27 Oct 2026.

3a. High item: the Q3 report and the 2027 outlook

What is known. The figures above, all from the company. **Why it matters.** The quarter was the event the previous Watchlist rested on: the risk was that marks would push profit below the outlook. Instead the outlook went up and 2027 now has a company number. **Success and failure** will show in fourth-quarter adjusted EPS against the guided \$0.19, in the personal loan charge-off rate staying near 3.4% all-in, and in the CET1 ratio, which fell to 16.9% from 18.7% in a quarter as the balance sheet grew. **Economics.** Growth is coming from loans kept on the balance sheet, which earn net interest income but consume capital; the 2027 plan depends on the company keeping enough capital room without raising equity.

Sizing. The 2027 outlook of \$0.90 is about 10% above the roughly \$0.82 consensus the last report used, and the base case here takes \$0.87, a small discount for the higher fair-value discount rates and the rising card charge-offs. At 21 times, that adds about \$1.50 a share to the base case compared with the last report (own calculation: \$0.07 more EPS at 21x). **What the price assumes.** The 13.4% rise on the day is worth about \$1.94 a share, which is a little more than the change in the base case. The market has priced the better outlook already. **Effect on this report.** The quarter removes the event risk behind the last rating and lifts the base case, Management and Risk. It does not lift the verdict to Buy, because at \$16.40 the base case pays only 11%. Without the item the base case would be lower and the verdict the same.

4. Business and financials

SoFi is a national bank that lends to prime consumers (personal, student and home loans), funds itself with \$51.3bn of member deposits, and sells banking, investing and crypto products to the same members. It also runs a technology platform that processes cards and accounts for other financial firms. Lending earns most of the profit; the deposit base is what makes it cheap to fund. Tangible book value per share rose 25% in a year to \$7.48, and return on tangible common equity is about 10%, below the 20-30% management targets for the long term. Total capital fell to 17.0% from 20.2% a year ago as the loan book grew, still well above the 10.5% minimum.

5. Growth drivers

Driver	Status	Likelihood	Impact
Personal loan growth with fee-bearing loans	Record \$12.6bn in Q3	High	High
Student and home loan recovery	Originations +96% and +44%	Medium	Medium
Financial services monetization (cards, invest, Plus)	Segment profit \$261m; Plus slower than plan	Medium	Medium
Loan platform business	Two new partners in Q3	Medium	Medium
Technology platform return to growth	Guided back to +25% in 2027 (company)	Medium	Low

Company disclosures to 27 Oct 2026; likelihood and impact are this report's assessments.

6. Valuation at \$16.40

Case	2027 adjusted EPS	P/E	Value	Implied P/TBV
Bull	\$1.00	25x	\$25.00	3.34x
Base	\$0.87	21x	\$18.27	2.44x
Bear	\$0.60	15x	\$9.00	1.20x

Own calculation. Tangible book value \$7.48 a share at 30 Sep 2026.

For a lender growing earnings this fast, 2027 EPS is the right base, checked against tangible book. The base case takes \$0.87 and pays 21 times, the same multiple as the last report, which still fits a bank with a 10% return on tangible equity that is rising. That gives \$18.27, or 2.44 times tangible book. The base case rose because the earnings it rests on rose, not because the multiple did. The price, at 18.2 times the 2027 outlook, sits below the base case but not far enough below it to pay for the bear case.

The macro variables that matter here. The first is the policy rate path, which cuts both ways. The Federal Reserve raised the funds rate to 3.75-4.00% in September, and with September CPI at 3.7% and core at 2.6%, a hold was the expected outcome of the 27-28 October meeting. Higher rates widen SoFi's margin (6.14% in Q3) but push up the discount rate on its fair-value loans and slow refinancing demand; the 10-year yield sat near 5.0% on 27 October. The second is consumer credit quality. Jobless claims were 194,000 in the week to 17 October and consumer confidence rose to 91.7 in October, which support the borrower base. A turn in either would show in charge-offs first.

7. Sentiment

Indicator	Reading	Read
Broker actions	Citi Buy, \$30 maintained (28 Oct); Monness Buy, \$20 initiation (26 Oct); Truist Hold, target cut to \$16 (23 Oct); KBW Sell, \$15 initiation (16 Oct); StoneX Buy, \$25 initiation (13 Oct)	Wide split
Price reaction	Up 13.4% on 27 Oct on volume of about 161m shares, about three and a half times the 50-day average	Strong
Insiders	Routine officer Form 4 filings in September and October	No signal
Institutional positioning	Cautionary, low confidence (see below)	Mild negative

Broker actions as reported to 28 Oct 2026; reported holdings as of 30 June 2026, filings through 19 August 2026.

Reported holdings by active managers read Cautionary, at low confidence, as of 30 June 2026, filings through 19 August 2026. Active managers made small net reductions in five of the last six quarters, about 2.3% of reported shares over four quarters, and now hold little of the stock, so the label rests on persistence rather than size and could equally read Inconclusive. Based on reported holdings filed by the cutoff. Late filers are not included, and passive, strategic and mixed holders are left out of the flow measure. The positioning predates the third-quarter results.

8. Risks

Risk	Probability	Severity	Comment
Consumer credit turns	Medium	High	Carries the bear case; charge-offs are falling today, card losses are rising.
Fair-value marks	Medium	Medium	Discount and default assumptions rose in Q3; hedges covered most of it.
Capital intensity	Medium	Medium	CET1 fell to 16.9% from 18.7% in a quarter; the 2027 plan assumes no new equity.
Rate path	Medium	Medium	Further hikes help margin but hurt refinancing volume and loan values.
Technology platform	Medium	Low	Lost a large client; profit there fell by half.
Valuation after the rally	Medium	Medium	A 13% one-day gain leaves little room if the fourth quarter disappoints.

Probability and severity are this report's assessments.

9. Scorecard

Criterion	Score	Weight	Change	Basis
Business Quality		8/10 15%	unchanged	Cross-sell across lending, banking and investing; 1.56 products per member.
Financial Strength		7/10 15%	unchanged	17.0% total capital and \$51.3bn of deposits, against a large fair-value loan book.
Competitive Advantage		7/10 15%	unchanged	Deposit funding and low-cost cross-sell; the platform lost a large client.
Management		9/10 10%	+1 vs last report	Beat and raised again, and issued a funded 2027 outlook early.
Growth Potential		9/10 15%	unchanged	44% revenue growth; 2027 outlook of 27% revenue and about 48% EPS growth.
Valuation		6/10 20%	unchanged	18.2x 2027 outlook and 2.19x tangible book after a 13% one-day gain.
Risk (10 = lowest risk)		4/10 10%	+1 vs last report	The mark event has passed; credit and capital use remain the main risks.

Scored 1-10, where 10 is always best, including Risk. Investment Score 71.5 / 100 (weights 15/15/15/10/15/20/10); previous report 70.2.

Factor weights changed on 18 October 2026, so part of the change in the Investment Score reflects the new weights. The Risk score agrees with the risks above: a well-capitalised bank whose earnings depend on consumer credit and on loan values that move with rates.

10. Scenarios

Case	Probability	2027 revenue	EPS x P/E	Value
Bull. Fourth quarter beats again, credit holds and the 2027 outlook is exceeded; the platform and Plus recover.	25%	above \$6.6bn	\$1.00 x 25	\$25.00
Base. 2026 at the new outlook and 2027 slightly below the company's \$0.90 on higher discount rates and card losses.	52%	about \$6.3bn	\$0.87 x 21	\$18.27
Bear. Consumer credit turns, charge-offs rise and the 2027 outlook is cut; the shares fall to about 1.2x tangible book.	23%	about \$5.7bn	\$0.60 x 15	\$9.00
Weighted	100%			\$17.82

Own calculation.

The bear case falls to 23% from 30% in the last report, because the event that drove it (a mark large enough to cut the outlook) has passed and charge-offs fell. It stays close to a quarter because the plan rests on prime consumer credit holding through further rate increases. The bull case rises to 25% from 20%: the company has beaten its own outlook repeatedly and the Q3 mark was hedged, though the 2027 figure already assumes strong growth. The base case takes the rest.

11. Recommendation

Watchlist, unchanged. The rating is the same, but it now rests on different grounds. The last report held back because of a dated event risk; that risk has passed and the business case is stronger. What holds the rating now is price. After a 13% gain, the shares trade at 18.2 times an outlook the base case already discounts slightly, with about 11% to the base case and about 45% to the bear case.

The name becomes interesting at \$14.00-14.50. At \$14.50 the shares would trade at 16.1 times the 2027 outlook and 1.94 times tangible book, with about 26% to the base case; the range sits just above the 52-week low of \$13.86 and near the \$14.46 close before the results. A fourth quarter that beats the guided \$0.19 with charge-offs steady would also bring a Buy nearer the current price.

What would change the view	Direction
The price reaches \$14.00-14.50 with the business case intact	Better
Q4 adjusted EPS above the guided \$0.19 with personal loan charge-offs near 3.4% all-in	Better
Return on tangible equity rising toward the mid-teens	Better
A sustained easing in long yields that lifts fair-value loan marks	Better
Personal loan or card charge-offs rising for two quarters	Worse
CET1 falling toward the low teens, raising the chance of new equity	Worse
A sustained rise in jobless claims alongside flat real consumer spending	Worse

Conditions are this report's; none is a forecast.

12. Technical read

Chart as of 27 October 2026 close

Verdict: Watchlist, from fundamentals. Technical read (chart only): Confirms. The chart is in a downtrend: the price closed below the 200-day average within the last ten sessions and the 50-day is falling. The results-day gap took the price back above the 20-day average but not above the 50-day. Watch for a close above the 50-day at \$16.63, then the 200-day at \$17.93, followed by a higher low.

Indicator	Value	Reading
Price of record	\$16.40	27 Oct close
20-day SMA / EMA	\$15.23 / \$15.34	Price 7.7% / 6.9% above
50-day SMA / EMA	\$16.63 / \$16.16	Price 1.4% below / 1.5% above; 50-day falling
100-day SMA / EMA	\$17.07 / \$16.93	Price 3.9% / 3.1% below
200-day SMA / EMA	\$17.93 / \$19.15	Price 8.5% / 14.4% below
RSI(14)	57.4	Neutral
MACD (12,26,9)	-0.43, signal -0.57	Above signal, below zero
ATR(14)	\$0.74	4.5% of price
Volume, 20-day vs 50-day	50.8m vs 46.6m	Participation rising
Support / resistance	\$14.22 (60-day closing low), \$13.86 (52-week low) / \$16.63, \$17.93	52-week range \$13.86-32.73

Daily bars to 27 Oct 2026; indicators computed by this report.

The Technical read looks only at the price chart. It does not change the verdict or the Investment Score, and only guides entry timing.

13. Final verdict

Not at \$16.40. The business passed the test the last report set: the outlook went up, 2027 has a number, and credit improved. The single biggest concern is now price against risk. A lender that keeps most of its loans on the balance sheet at fair value is exposed to consumer credit and to rates, and the bear case is about 45% below the price while the base case is about 11% above it. A pullback to \$14.00-14.50, or a fourth quarter that beats again with credit steady, would change the answer. The third-quarter report is the High development behind this update, and it strengthened the case without changing the rating.

Sources

SoFi Technologies Q3 2026 earnings release, Form 8-K Exhibit 99.1, 27 Oct 2026 (sec.gov)

SoFi Q3 2026 earnings call, 27 Oct 2026, transcript via Investing.com

SoFi newsroom: SoFi Earn (SOFIE) launch, 22 Oct 2026; Orbi and Mastercard card program, 8 Oct 2026

SoFi Q2 2026 earnings release and outlook, July 2026

moomoo news, notices and research channels to 28 Oct 2026 (broker actions)

Price: Alpha Vantage global quote, 27 Oct 2026; daily bars: Twelve Data

Beating The Bull economic data posts, 17 Sep to 27 Oct 2026

Institutional positioning: Beating The Bull quarterly 13F read, Q2 2026

This report is for informational use only and is not financial advice. Figures are as of 28 October 2026 unless stated.