



Investor Presentation

NASDAQ: PAYS • November 2020

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Important Notices

Forward-Looking Statements and Use of Non-GAAP Financial Information

This presentation may include "forward-looking statements." To the extent that the information presented in this presentation discusses financial projections, information, or expectations about Paysign, Inc.'s ("Company") business plans, results of operations, the impact of Covid-19, returns on equity, expected gross margins, markets, or otherwise makes statements about future events, such statements are forward-looking. Such forward-looking statements can be identified by the use of words such as "should," "may," "intends," "anticipates," "believes," "estimates," "projects," "forecasts," "expects," "plans," and "proposes."

Although the Company believes that the expectations reflected in these forward-looking statements are based on reasonable assumptions, there are a number of risks and uncertainties that could cause actual results to differ materially from such forward-looking statements. You are urged to carefully review and consider any cautionary statements and other disclosures, including the statements made under the heading "Risk Factors" and elsewhere in our 2019 Form 10-K.

Forward-looking statements speak only as of the date of the document in which they are contained, and the Company does not undertake any duty to update any forward-looking statements except as may be required by law. This presentation also includes adjusted EBITDA, a non-GAAP financial measure, that is not prepared in accordance with, nor an alternative to, financial measures prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). In addition, adjusted EBITDA is not based on any standardized methodology prescribed by GAAP and is not necessarily comparable to similarly-titled measures presented by other companies.



Presentation Overview

- Company Overview
- Investment Highlights
- Company Milestones
- Growth Strategy and Markets
- Technology Platform
- Competitive Advantages
- Business Drivers
- Investments by the Numbers
- Financial Highlights
- Leadership and Directors



Paysign®

A Reliable Payments Partner

Paysign provides **innovative payment products** designed to **reward** consumers, clients, and employees, delivers **patient affordability** solutions to the pharmaceutical industry, and offers a mobile-first **digital banking** solution to businesses and their consumers.

Paysign is dedicated to creating payment solutions that help our clients **lower their administrative costs, streamline operations, and drive revenue.**



Company Overview

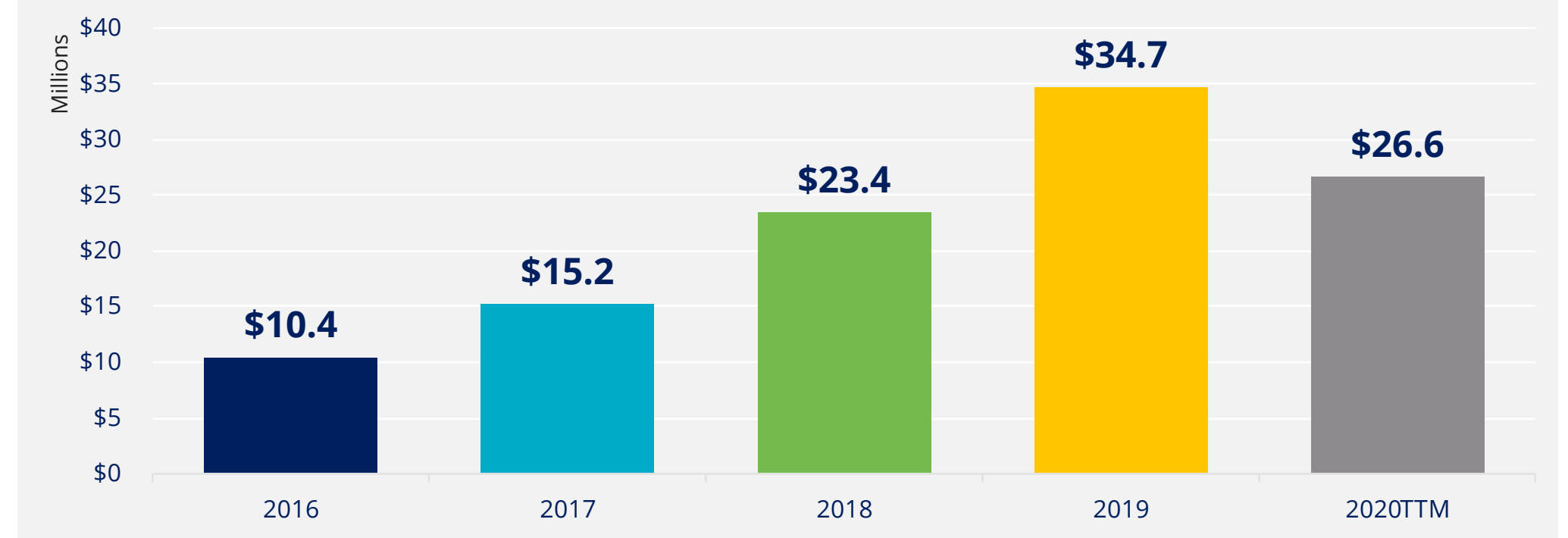
- Paysign was incorporated in 2001 and is headquartered in Henderson, Nevada.
- We are an experienced and trusted provider of prepaid debit card payment solutions and integrated payment processing with millions of prepaid debit cards.
- We design and develop custom prepaid and debit card payment solutions, both physical and digital, for industries such as healthcare, pharmaceutical, corporate incentive, retail, hospitality, and many others.
- As a full-service partner, we manage programs for many of the world's largest pharmaceutical manufacturers and corporations, offering card payment solutions designed to maximize customer acquisition, retention, and adherence.
- Our customizable solutions offer significant cost savings while improving brand recognition and customer loyalty.

Financial Snapshot

Stock Price (11/27/20)	\$5.02
52 Week Range	\$3.63 – \$10.98
Market Cap	\$250.2M
Shares Outstanding	49.8M
TTM Revenue	\$26.6M
Cash	\$7.5M/ \$55.5M ¹
Debt	\$0

¹ Total including restricted cash

Revenue



Investment Highlights

Revenue Growth

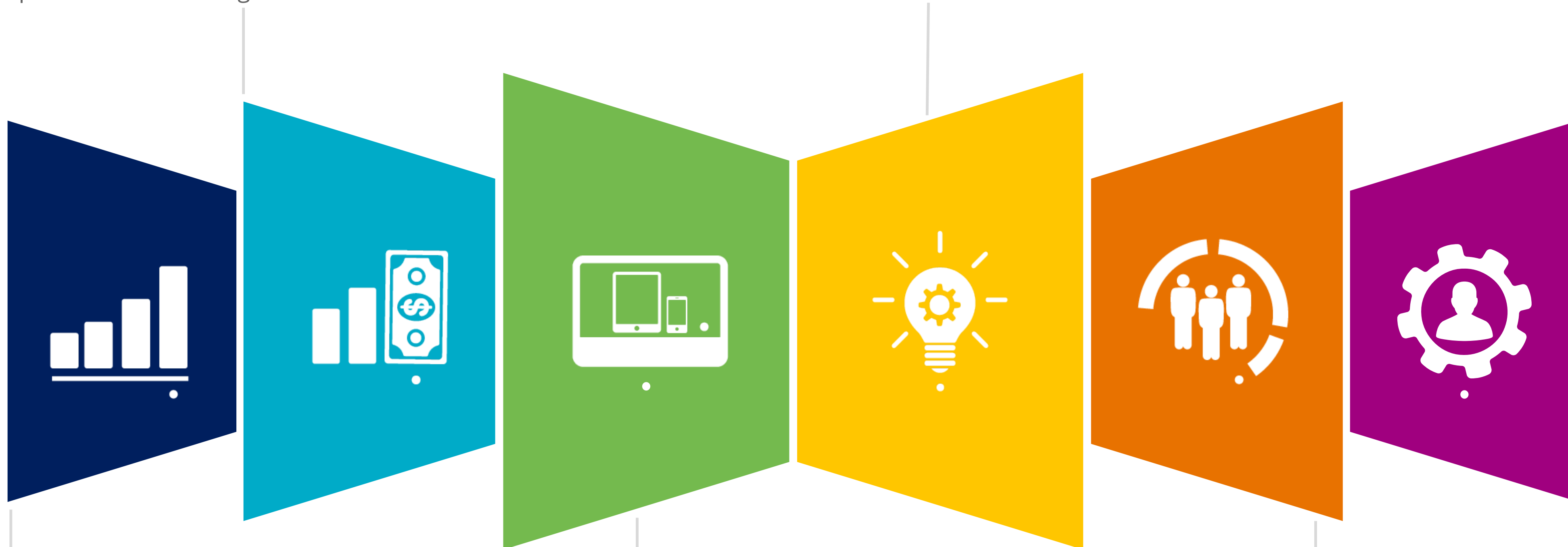
Fast-growing, high-margin, profitable business with predictable recurring revenues

Products and Solution

Large market opportunity in corporate incentives, consumer incentives, and digital bank account with high barriers to entry

Leadership

Highly accomplished and experienced management team and board



Financials

Strong cashflow and no debt

Technology

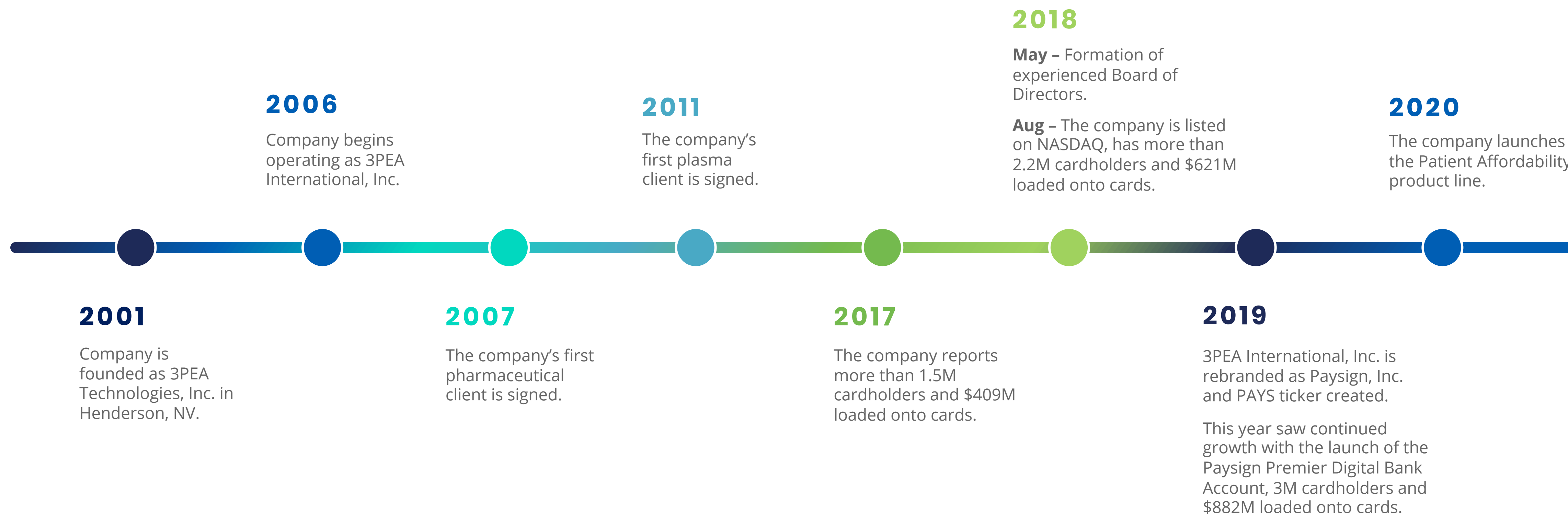
Leading proprietary cloud-based payments platform

Service and Delivery

Superior client retention and quality of service



Company Milestones



Growth Strategy

Driving Profitable Growth



Grow

Protect and grow core plasma business

Partner with pharma industry by providing copay assistance programs, buy and bill programs and pharmaceutical rebates



Diversify

New products:
Paysign Premier
Paysign Rewards
Paysign Business

New industry segments

New geographies



Build

New payment capabilities and product features

Acquire new business lines



Deliver

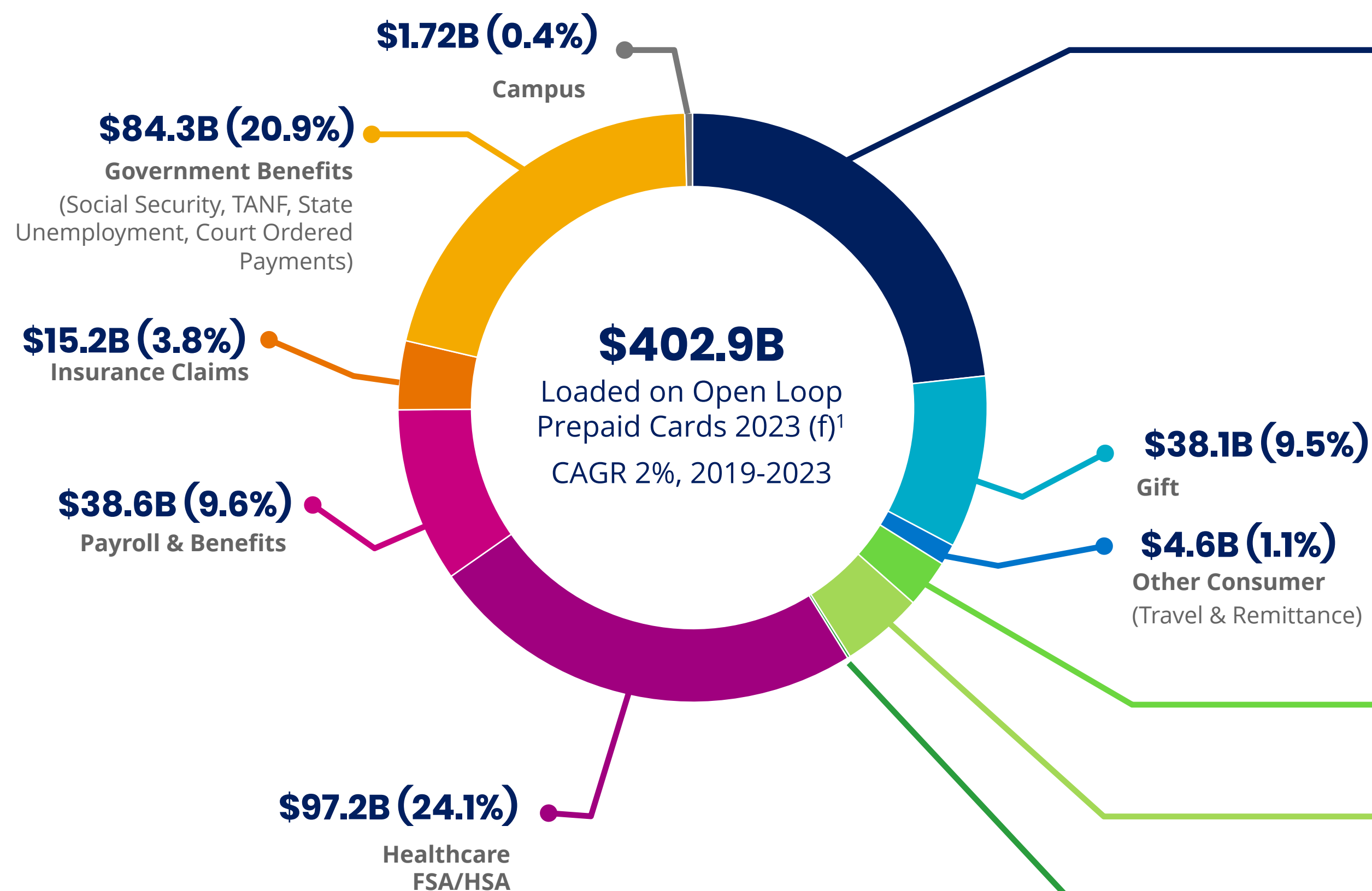
Deliver operational excellence

Make data-driven decisions with comprehensive data analytics capabilities



2023 U.S. Open-Loop Prepaid Market Forecast

Total Prepaid Market



Market Segments Where We Operate

Paysign Products

\$93.8B (23.3%)
Financial Services (GPR)
CAGR -2%, 2018-2023

Paysign Premier Digital Bank Account

\$10.6B (2.6%)
Employee & Partner Incentives
CAGR 4%, 2018-2023

Paysign Reward

\$18.1B (4.5%)
Consumer Incentives & Rebates
CAGR 6%, 2018-2023

Plasma Card
Pharma Copay Card
Paysign Reward

\$0.6B (0.2%)
Corporate Expense
CAGR 4%, 2018-2023

Paysign Business Prepaid

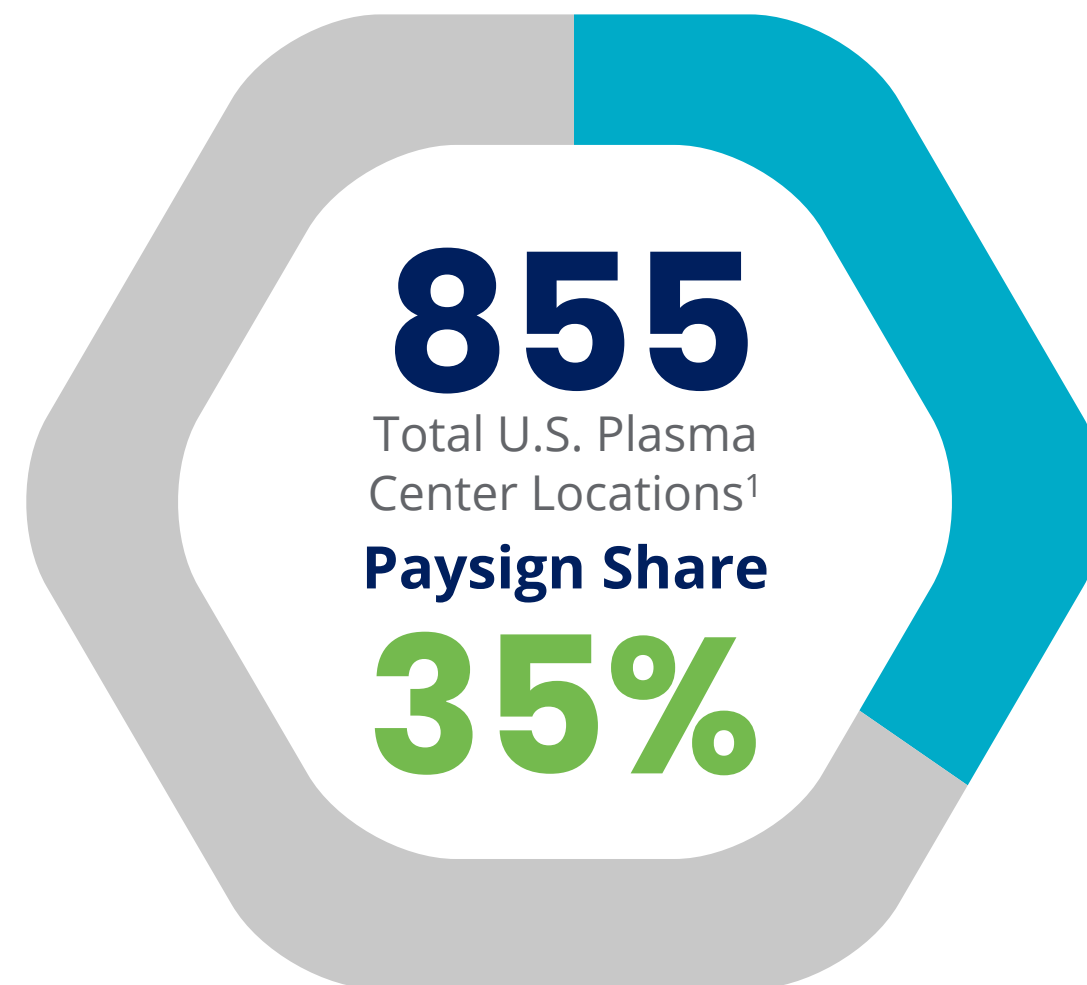
¹16th Annual U.S. Open-Loop Prepaid Cards Market Forecasts, 2019-2023, Mercator Advisory Group, Inc., October 2019



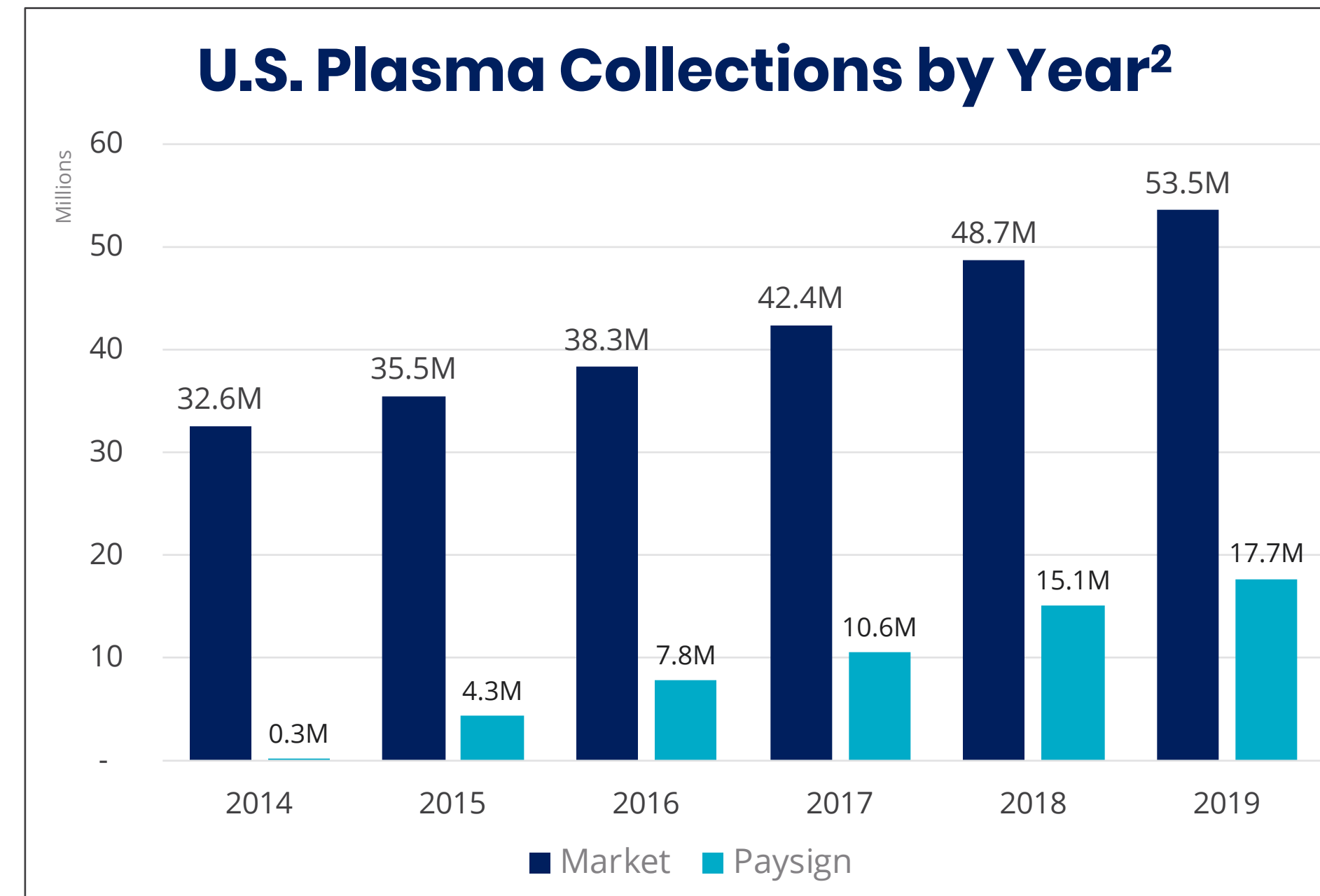
Providing Donor Compensation Solutions Since 2011

Paysign Processed Over 17M Donor Compensation Payments in 2019

US Plasma Centers



U.S. Plasma Collections by Year²



We delivered card programs to our first plasma industry client in 2011. This client remains Paysign's largest client to date. The company now has over 12 plasma clients and operates in over 290 card program centers.

¹ <https://www.donatingplasma.org/donation/find-a-donor-center>

² Plasma Protein Therapeutics Association, Total Collection in U.S. https://www.pptaglobal.org/images/Data/Plasma_Collection/Total_Yearly_Collections_2008-2019.pdf



Patient Affordability Solutions

Helping Patients Offset Their Out-of-Pocket Rx Costs

Paysign's **Patient Affordability Solutions** help pharmaceutical brands deploy coupon programs that are used by commercially insured patients to offset their out-of-pocket (OOP) costs.

Copay Solutions – Pharmacy-based solution which acts as a voucher funding the full cost of a drug or as a secondary payor, paying all or part of a patients OOP responsibility.

Medical Benefit Solutions – This solution works like our copay programs but utilizes the medical billing and payment systems of hospitals, doctor's offices, and providers.

Buy + Bill Solutions – For certain therapies, providers choose to stock and dispense the product in-office. Once a patient is registered for the program we will deliver a physical or digital open-loop prepaid card to the treatment location to assist in the payment of the therapy.

Centralized Billing Solutions – This suite of services enables brands to address affordability concerns beyond the cost of the drug and assists in getting patients to the therapy, covering travel, lodging, and per diem costs.

19%

Percent of commercially insured patients on branded medications that used coupons to reduce their out-of-pocket costs in 2018

OOP Costs Offset By Coupons¹

\$13B

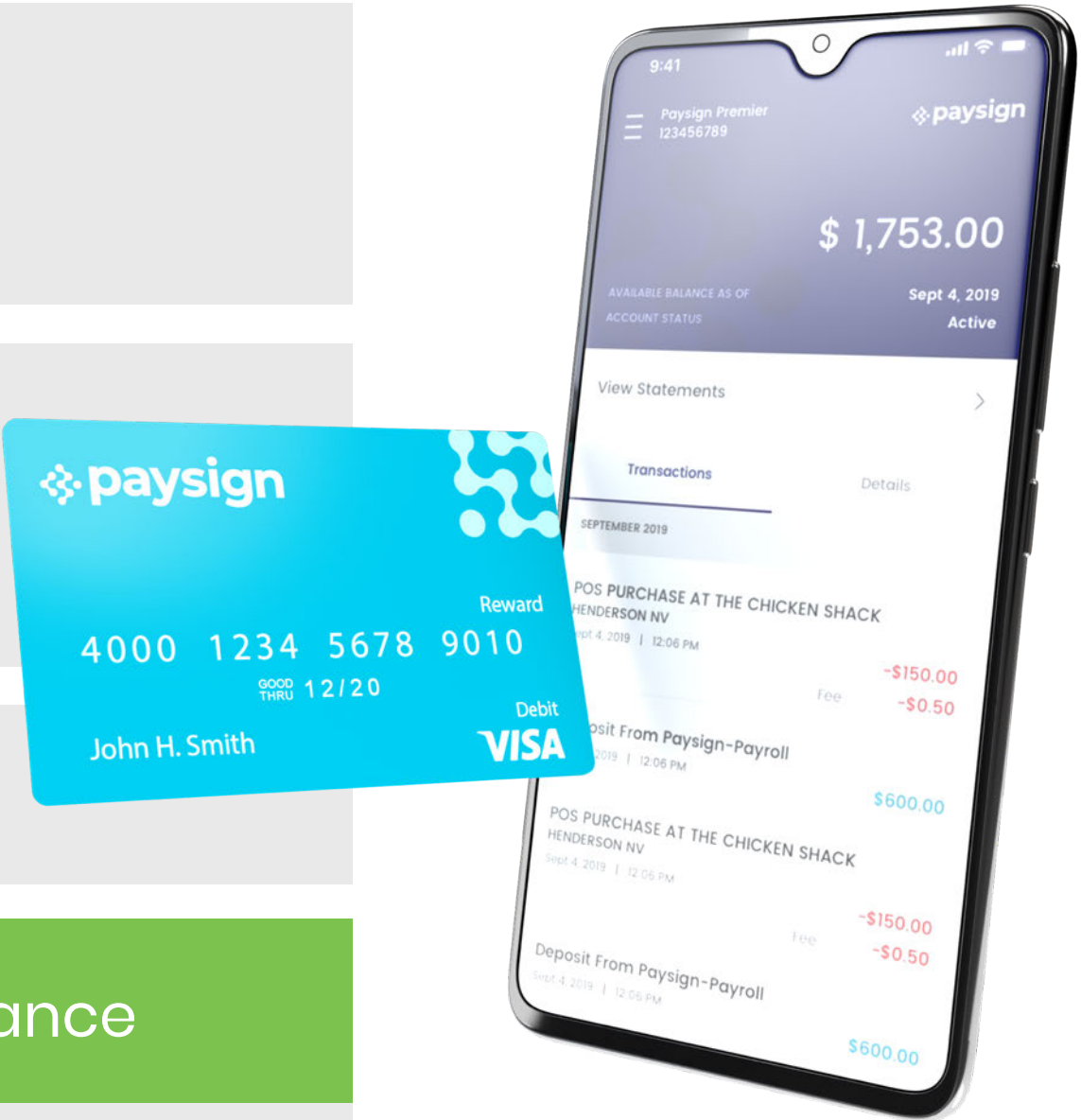
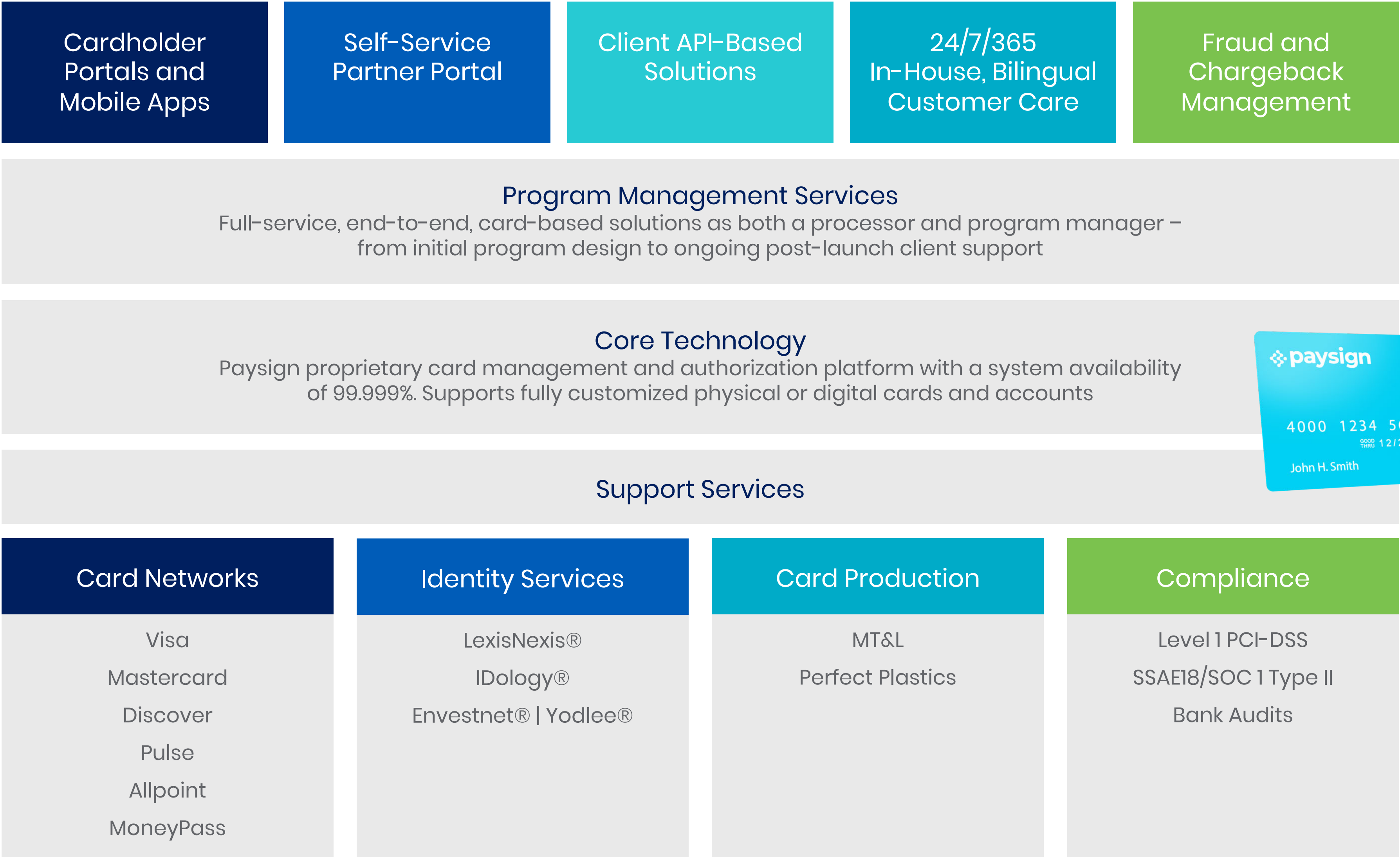
As out-of-pocket costs have risen, coupons for commercially insured patients have reached an all-time high in 2018.



¹ IQVIA Institute for Human Data Science, "Medicines Use and Spending in the U.S.: A Review of 2018 and Outlook to 2023" (May 2019)



A Full-Service Provider



Competitive Advantages



End-to-End Solutions: Paysign is both the processor *and* program manager



Direct Connection: Paysign connects directly to the Fed for backend processing, dramatically increasing our uptime



Client-Tailored Services: Paysign creates customized, innovative payment solutions unique to the client’s needs



Superior Service: Paysign offers in-house, bilingual customer service



Timely Solution Delivery: Paysign is expedient and nimble when creating solutions, and is dedicated to providing clients with programs and changes in the shortest possible time frame



Extended Services: Paysign is proud to offer a suite of extended, value-added services

The Competition



Limited account management services. Clients are asked to choose between a processor or a program manager



More downtime due to third-party processing connections



Sporadic, hard-to-reach customer service



Cost-prohibitive customization and long lead times



Slow and expensive integration



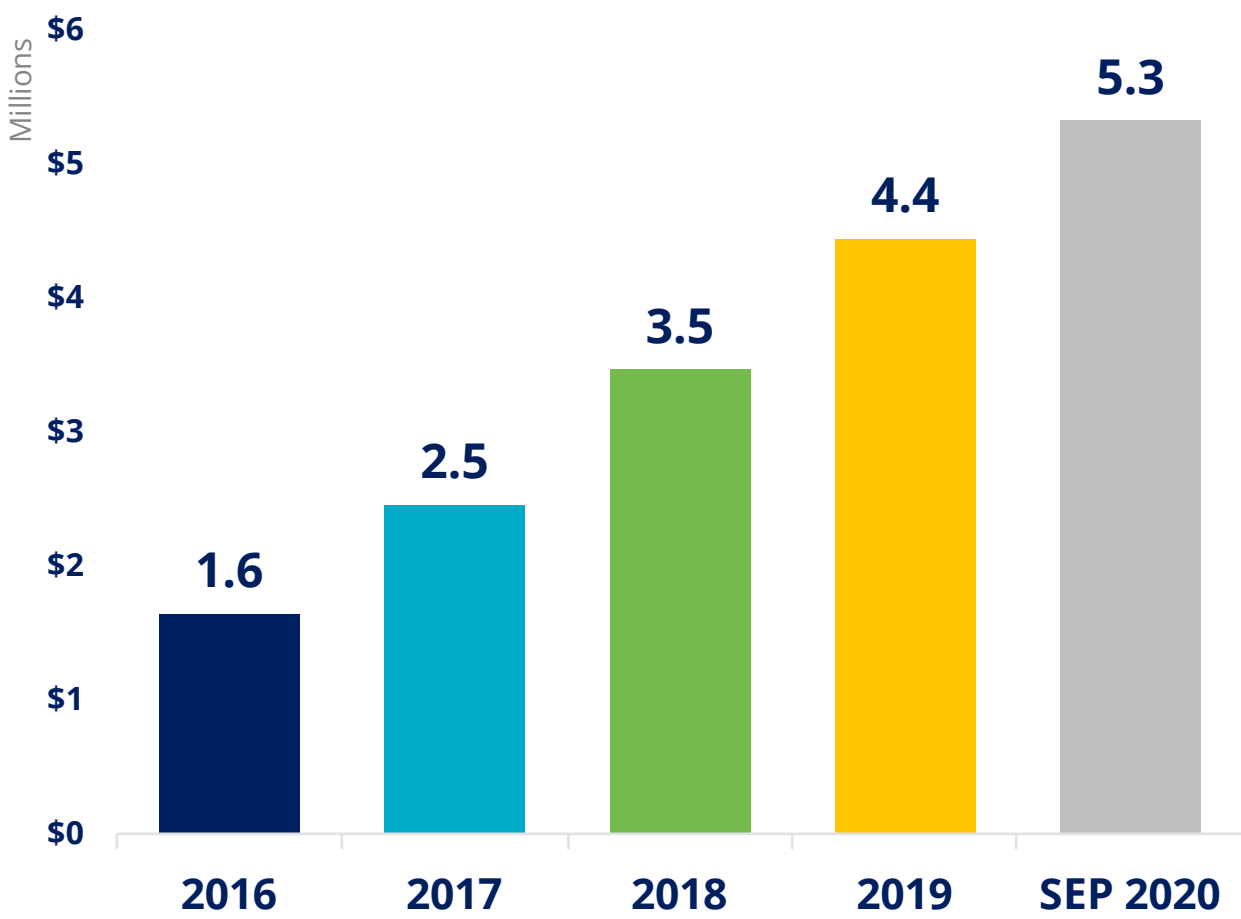
Limited value-added services



Business Drivers

Cumulative
Cards Issued

5.3M



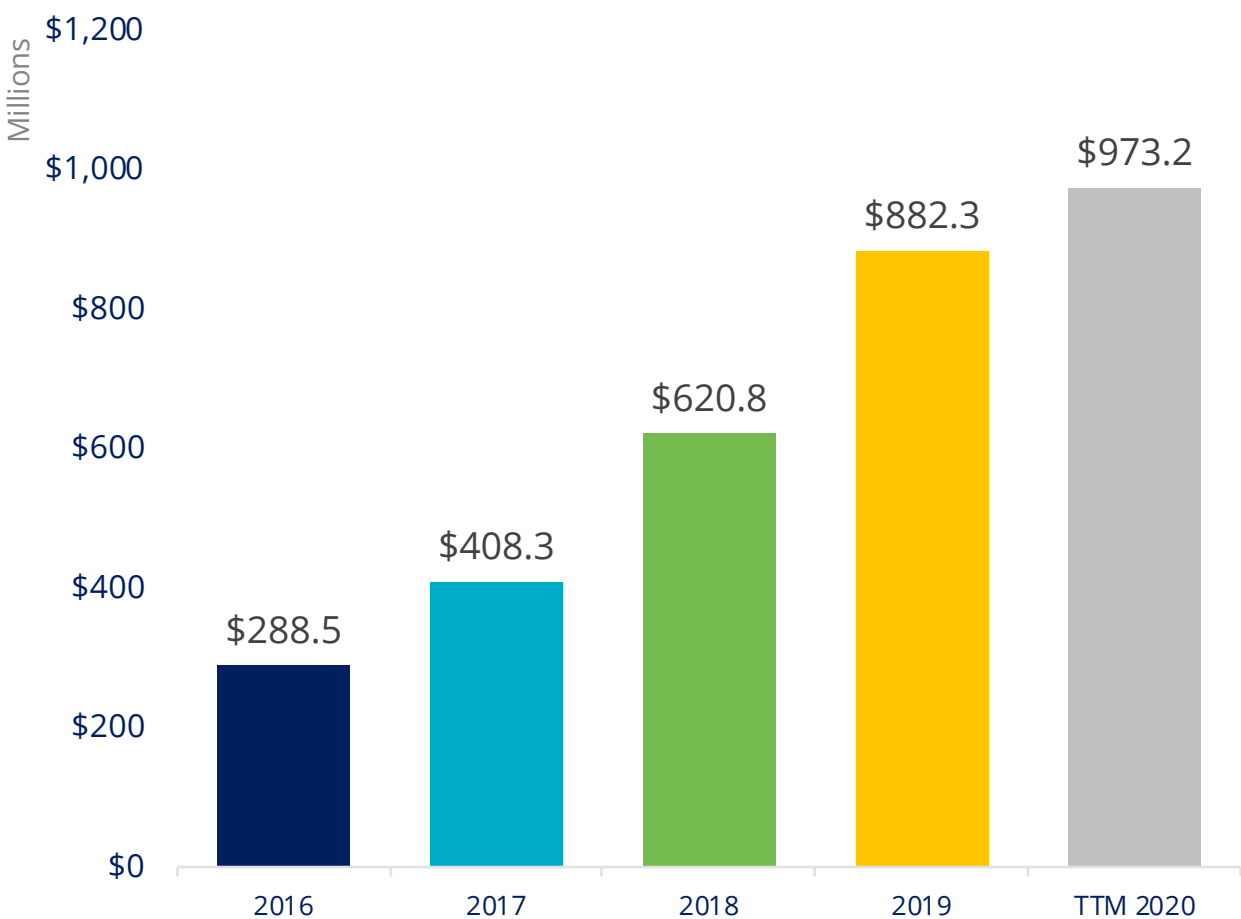
Funds Loaded
on Cards

\$882M

2019 Total Funds
Loaded on Cards

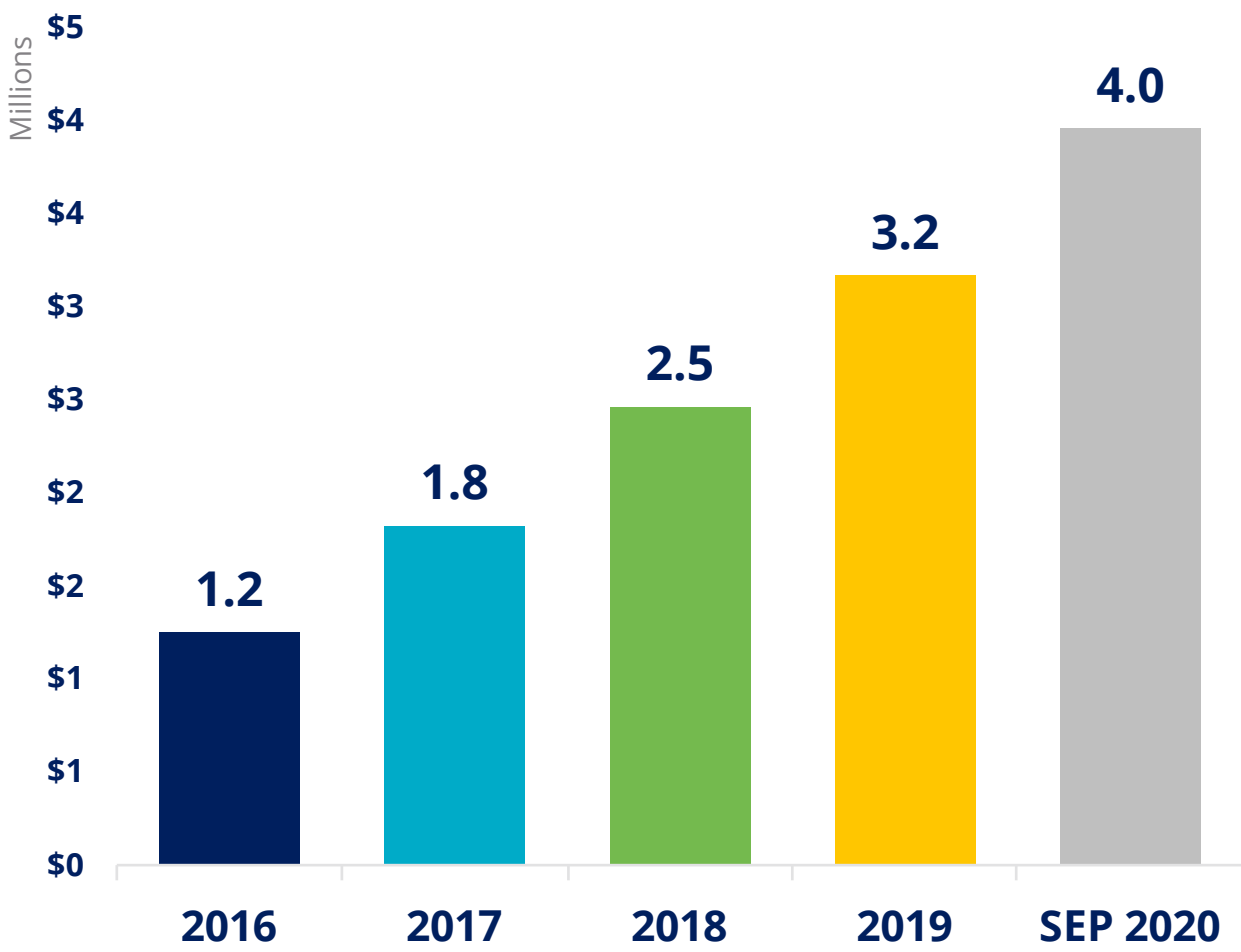
45%

CAGR 2016-2019



Cumulative
Cardholders

4.0M



Investment by the Numbers



2020 TTM Revenue
\$26.6M



2020 TTM
Adjusted EBITDA
(\$1.0M)

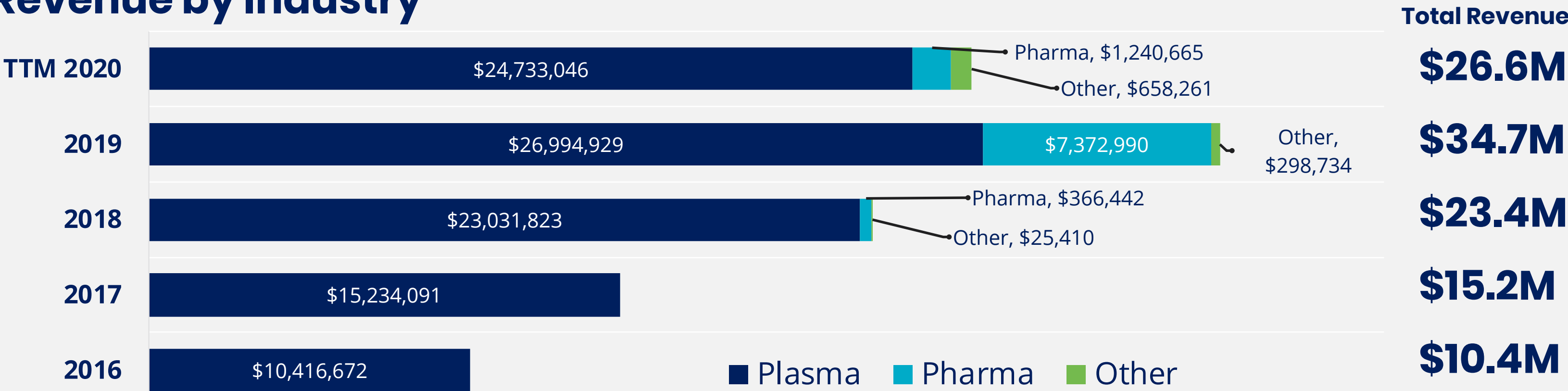


Debt
\$0



SEP 2020
Total Assets
\$71.1M

Revenue by Industry



Growth & Diversification
45% ↑
2016-2019
CAGR with expansion
into Pharma

Revenue Drivers

- Cardholder Fees
- Interchange
- Program Management Fees
- Other Fees



Financial Highlights

Income Statement Summary

Revenue and
Reconciliation of Net
Income to Adjusted EBITDA

	2020 TTM	2019	2018	2017
Revenues	\$26,631,972	\$34,666,653	\$23,423,675	\$15,234,091
Net Income (loss)	(2,946,625)	7,454,319	2,588,054	1,791,141
Income tax expense (benefit)	(3,125,783)	(909,976)	-	6,000
Interest income	(153,939)	(441,116)	(139,738)	(7,603)
Depreciation and amortization	1,982,005	1,483,140	1,089,521	876,191
EBITDA	(4,244,342)	7,586,367	3,537,837	2,665,729
Stock-based compensation	2,786,533	2,528,613	1,366,944	308,696
Disposal/ Impairment of assets	425,312			
Adjusted EBITDA	(1,032,497)	\$10,114,980	4,904,781	2,974,425



Leadership Team



Mark Newcomer
President, CEO, and
Vice Chairman

Mark Newcomer has been the face, voice, and backbone of Paysign since 2006. For nearly 20 years, Newcomer has also served as chairman and CEO of 3PEA Technologies, Inc. (a subsidiary of Paysign Inc.), the payment solutions company he co-founded in 2001 with Dan Spence. Today, Newcomer continues to expertly guide the company's growth through technology investments, acquisitions, new product lines, and strategic partnerships.



Dan Spence
Co-Founder, Director,
and EVP

Dan Spence has been a driving force at Paysign since 2006. Spence has served in senior IT roles for over 30 years, with more than a decade of experience in payment processing.



Mark Attinger
Chief Financial Officer

Attinger joined Paysign in 2018, bringing 30 years of leadership, finance, and operations experience to the organization, including 12 years with American Express.



Joan Herman
Chief Operating Officer
and Director

Herman joined Paysign in 2017, bringing nearly 30 years of experience in the payments industry to the team.



Robert Strobo
General Counsel

Strobo joined Paysign in 2018. He served as deputy general counsel for Republic Bank & Trust, and has specialized experience with prepaid card issuance and non-traditional banking.



Matt Lanford
Chief Product Officer

Lanford joined Paysign in 2019. He has more than 30 years of experience in the payments industry. Before joining, he was the SVP/GM of the financial services division of InComm.



Eric Trudeau
Chief Compliance Officer

Trudeau joined Paysign in 2018. Prior to that he held positions at Global Cash Card, Inc., Sunrise Banks, and Meta Payment Systems.



Matt Turner
Vice President, Patient
Affordability Services

Turner joined Paysign in 2019. Prior to that, he served as director of product management, patient affordability and pharmacy at TrialCard.



David Hooker
Chief Technology Officer

Hooker joined Paysign in 2020. Prior to that he held senior technology positions at Cisco, Ganart Technologies, and NantHealth.



Alicia Ches
Director of Marketing

Ches joined Paysign in 2020 and brings more than 10 years of experience in the payments industry. Before joining Paysign, she was director of marketing for Shift4 Payments.



Independent Directors

Dan Henry

Chairman of the Board,
Compensation Committee Chair

- Current CEO and president of Green Dot Corporation (NYSE: GDOT), current market cap \$2.7B
- Former CEO of NetSpend (2008-2013); grew annual revenue from \$129M to \$351M, with over 2.4M cardholder accounts; NetSpend acquired by Total System Services: (NYSE: TSS) for \$1.4B
- Co-founder, former president, and COO and director at Euronet Worldwide (NASDAQ: EEFT)

Quinn Williams

Director, Nominating
Committee Chair

- 30+ years of legal experience focusing on mergers and acquisitions, public and private securities offerings, and venture capital transaction
- Serves as corporate counsel for numerous public and private companies and was formerly general counsel and board member of Swensen’s Inc.
- Mr. Williams is a shareholder with Greenberg Traurig LLP and admitted to the Bar in New York and Arizona

Bruce A. Mina

Director, Audit Committee Chair

- 30+ years of experience as a certified public accountant
- Founder and managing member of Mina Llano Higgins Group, LLP
- Former CFO of Coal Brick Oven Pizzeria, Inc.
- Currently CFO for Academy of Aviation in Long Island, NY

Dennis Triplett

Director

- 35+ years in the banking industry including serving as the President and CEO of two banks in the Midwest
- Former CEO of Healthcare Services at UMB Bank, N.A, a leading provider of healthcare payment solutions including health savings accounts (HSAs), healthcare spending accounts, and payments technology



Thank you!



2615 St Rose Parkway
Henderson, NV 89052
United States



Jim McCroy
Investor Relations
ir@paysign.com



Office: 702.453.2221
Fax: 702.453.2223
Direct: 702.749.7269

