



Transforming What Payments Can Do for Your Business

Investor Overview • Q2 2022



Important Notices

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

This presentation may include forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended ("Forward-Looking Statements"). All statements other than statements of historical fact included in this presentation are Forward-Looking Statements. These Forward-Looking Statements are based on our current expectations, assumptions, estimates and projections about our business and our industry. Phrases that use words such as "believe," "anticipate," "expect," "intend," "plan," "propose," "may," and other similar expressions identify Forward-Looking statements. In the normal course of our business, we, in an effort to help keep our shareholders and the public informed about our operations, may from time-to-time issue certain statements, either in writing or orally, that contain, or may contain, Forward-Looking Statements. Although we believe that the expectations reflected in such Forward-Looking Statements are reasonable, we can give no assurance that such expectations will prove to have been correct. In addition, any statements or comments that refer to expectations, projections, estimates, forecasts, or other characterizations of future events or circumstances are Forward-Looking Statements. These Forward-Looking Statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those reflected in the Forward-Looking Statements. Such factors include, among others, the inability to continue our current growth rate in future periods; that a downturn in the economy, including as a result of COVID-19 and variants, as well as further government stimulus measures, could reduce our customer base and demand for our products and services, which could have an adverse effect on our business, financial condition, profitability and cash flows; operating in a highly regulated environment; failure by us or business partners to comply with applicable laws and regulations; changes in the laws, regulations, credit card association rules or other industry standards affecting our business; that a data security breach could expose us to liability and protracted and costly litigation; and other risk factors set forth in our Form 10-K for the year ended December 31, 2021. Except to the extent required by federal securities laws, the company undertakes no obligation to publicly update or revise any statements in this presentation, whether as a result of new information, future events or otherwise.



H.C. Wainwright 24th Annual Global Investment Conference

- Mark Newcomer, CEO
- Jeff Baker, CFO



Paysign®

A Payments Partner You Can Rely On

Paysign provides **prepaid card programs** and **integrated payment processing** services designed to reward consumers, clients, partners, and employees. We create customized, **innovative payment solutions** for businesses across all industries, including **pharmaceutical, healthcare, hospitality**, and **retail**.

Our **end-to-end technologies** securely enable digital payout solutions and facilitate the distribution of funds for customer incentives, employee rewards, travel expenses, per diem, as well as reimbursements and rebates. Paysign's solutions **lower administrative costs, streamline operations**, and **drive revenue**.



Company Overview

- Paysign was incorporated in 1995 and is headquartered in Henderson, Nevada.
- We are a leading provider of prepaid card programs, comprehensive patient affordability offerings, digital banking services, and integrated payment processing designed for businesses, consumers, and government institutions.
- For more than 20 years, major pharmaceutical and healthcare companies and multinational enterprises have relied on Paysign to provide full-service programs tailored to their unique requirements. The company has designed and launched prepaid card programs for corporate rewards, employee incentives, payroll, consumer rebates, donor compensation, clinical trials, healthcare reimbursement payments, and copay assistance.
- As a full-service program manager, Paysign manages all aspects of the prepaid card lifecycle, from card design and bank approvals, production, packaging, distribution, and personalization, to inventory and security controls, renewals, lost and stolen cards, and card replacement.



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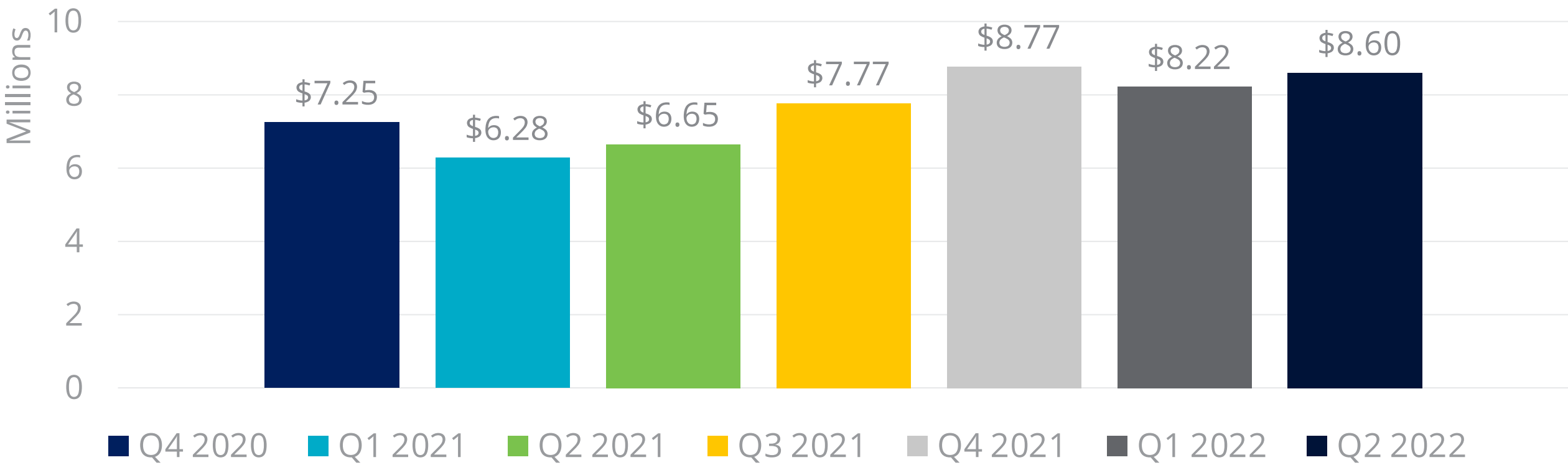
Financial Snapshot

Overview

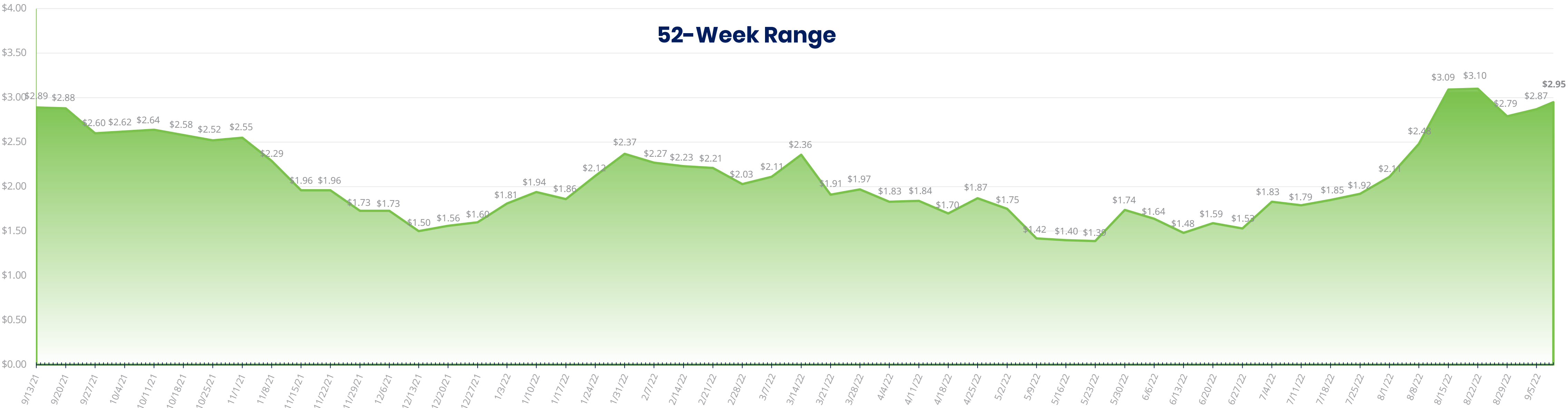
Stock Price (9/9/22)	\$2.95
Market Cap	\$154.6M
Diluted Shares Outstanding	52.4M
TTM Revenue	\$33.4M
Cash	\$6.5M / \$83.5M ¹
Debt	\$0

¹ Total including restricted cash

Quarterly Revenue



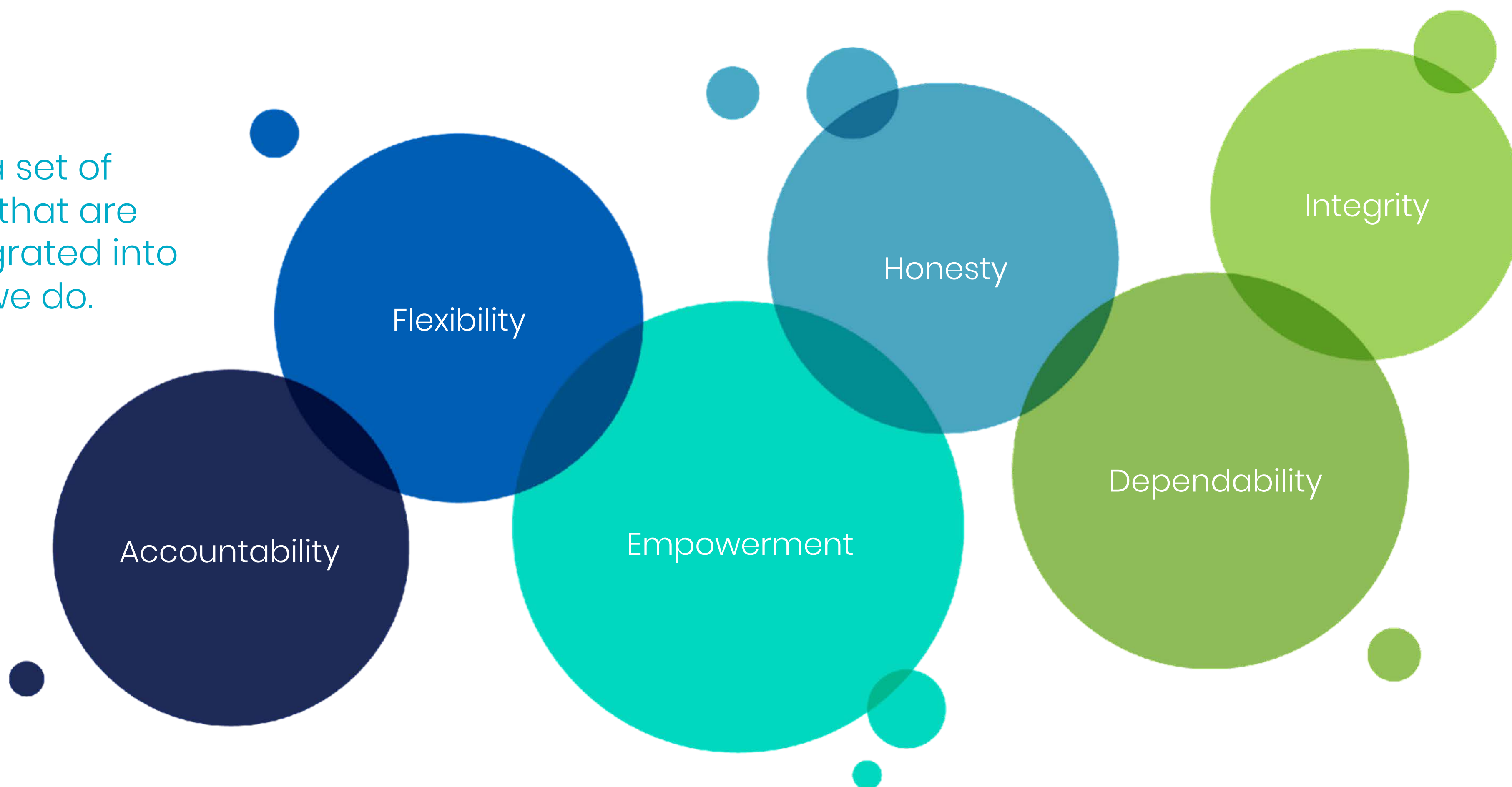
52-Week Range



Our Mission and Values

Our mission is to deliver prepaid card solutions and payment processing services that allow businesses and organizations to reduce costs, streamline operations, and increase revenue. We strive each day to bring new efficiencies to the payments landscape to better serve our clients.

Paysign has developed a set of core values that are heavily integrated into everything we do.



Investment Highlights

Revenue Growth

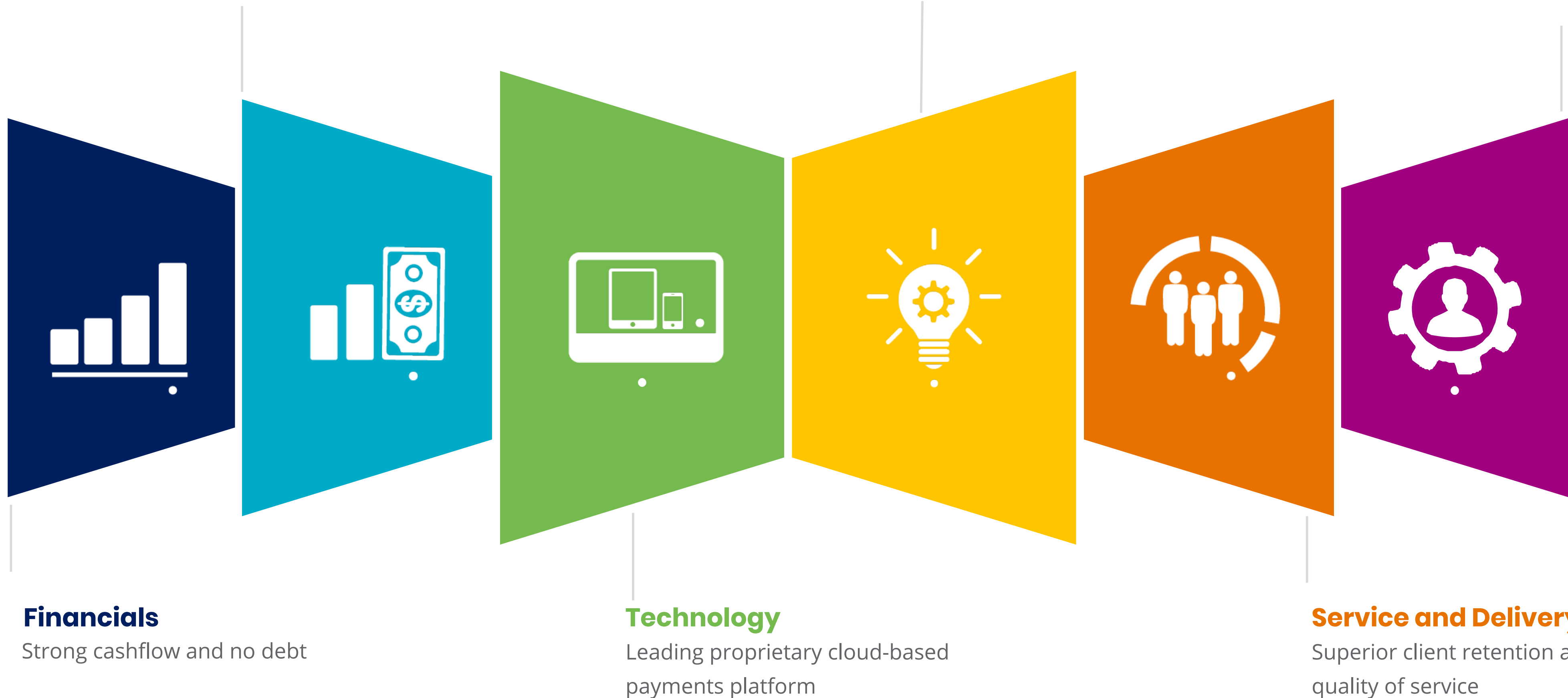
Fast-growing, high-margin, profitable business with predictable recurring revenues

Products and Solution

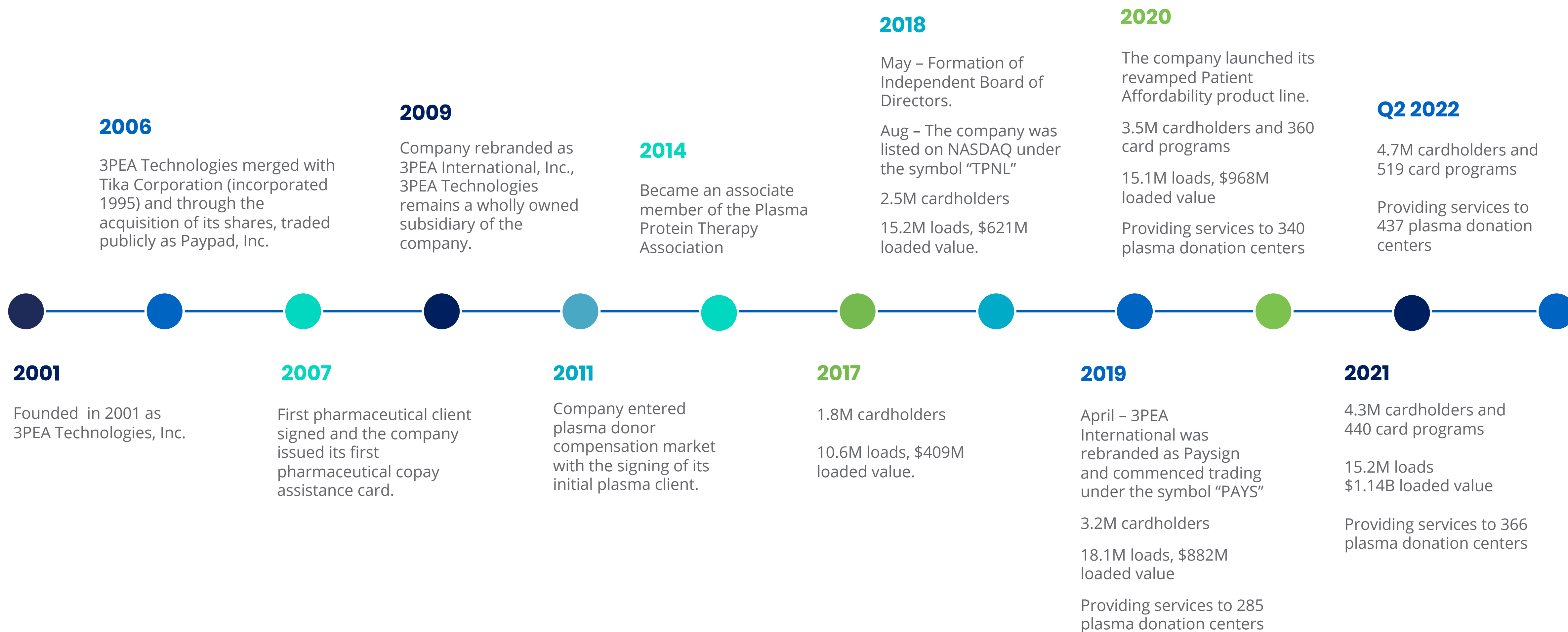
Large market opportunity in corporate incentives, consumer incentives, and digital bank account with high barriers to entry

Leadership

Highly accomplished and experienced management team and board



Company Milestones



Growth Strategy

A Payments Partner One Can Rely On



Grow

Protect and grow core plasma business

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



Diversify

New products:
Paysign Premier
Paysign Rewards
Paysign Business
GPR and Payroll

New industry segments

New geographies



Build

New payment capabilities and product features

Acquire new business lines

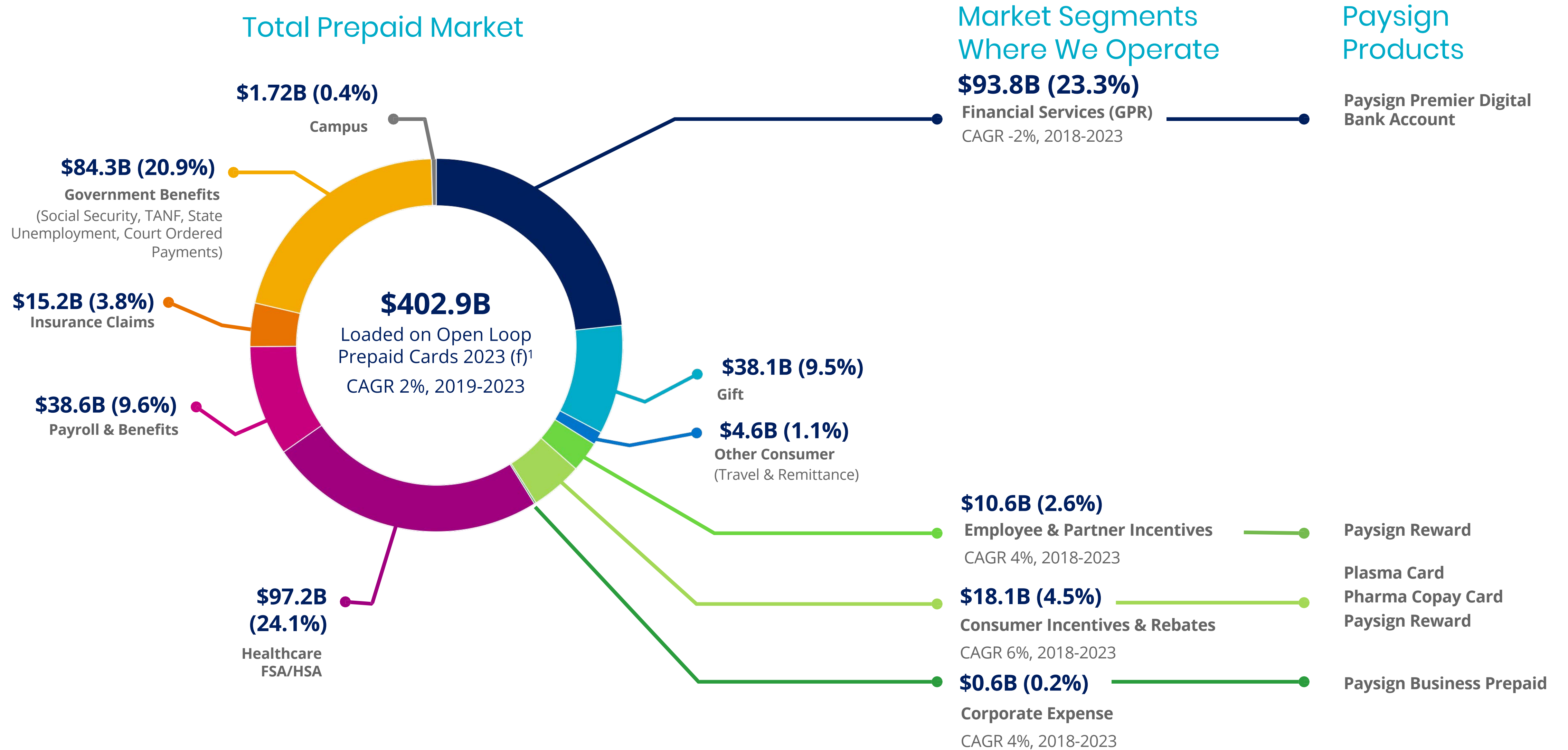


Deliver

Deliver operational excellence

Make data-driven decisions with comprehensive data analytics capabilities

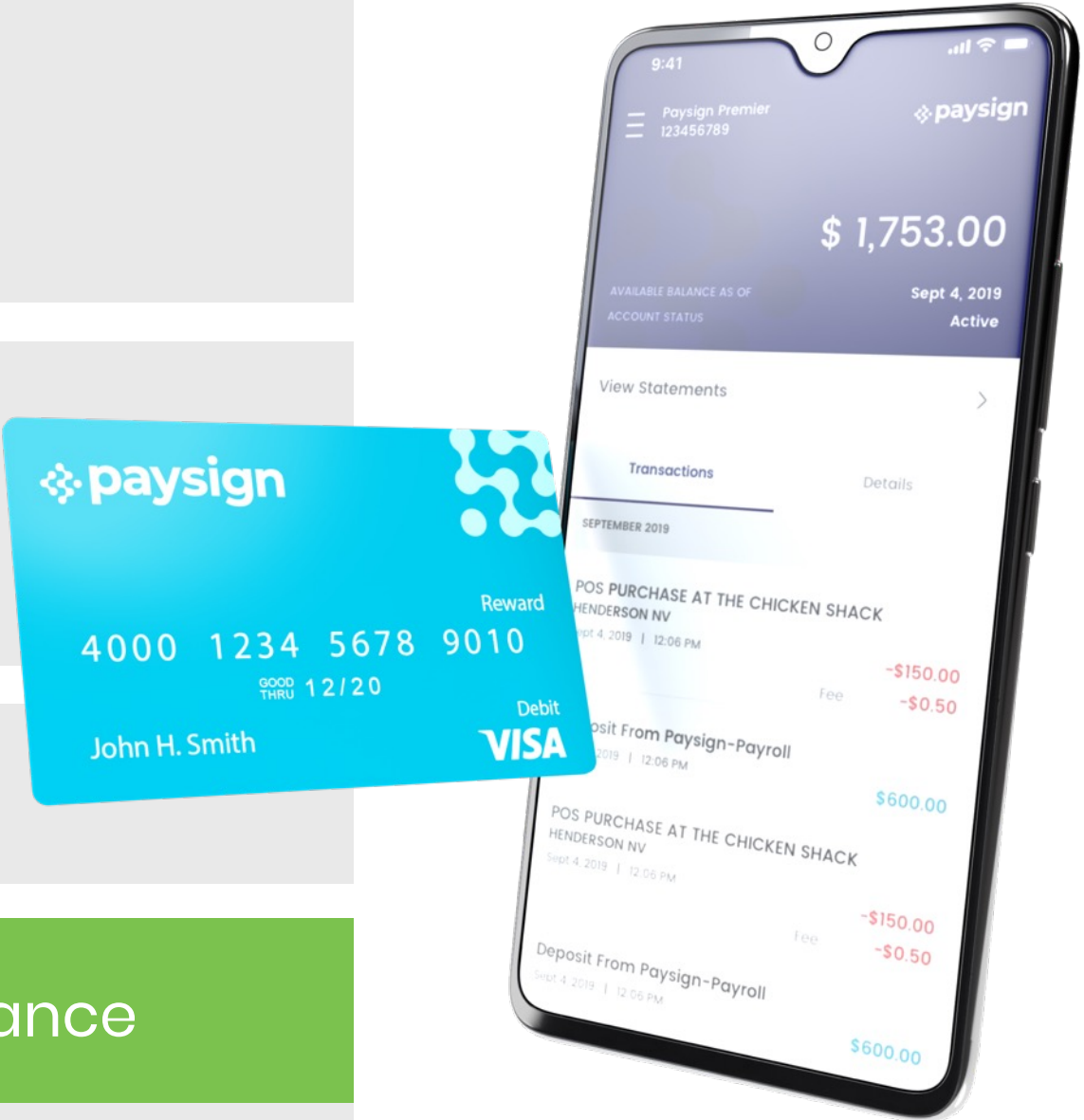
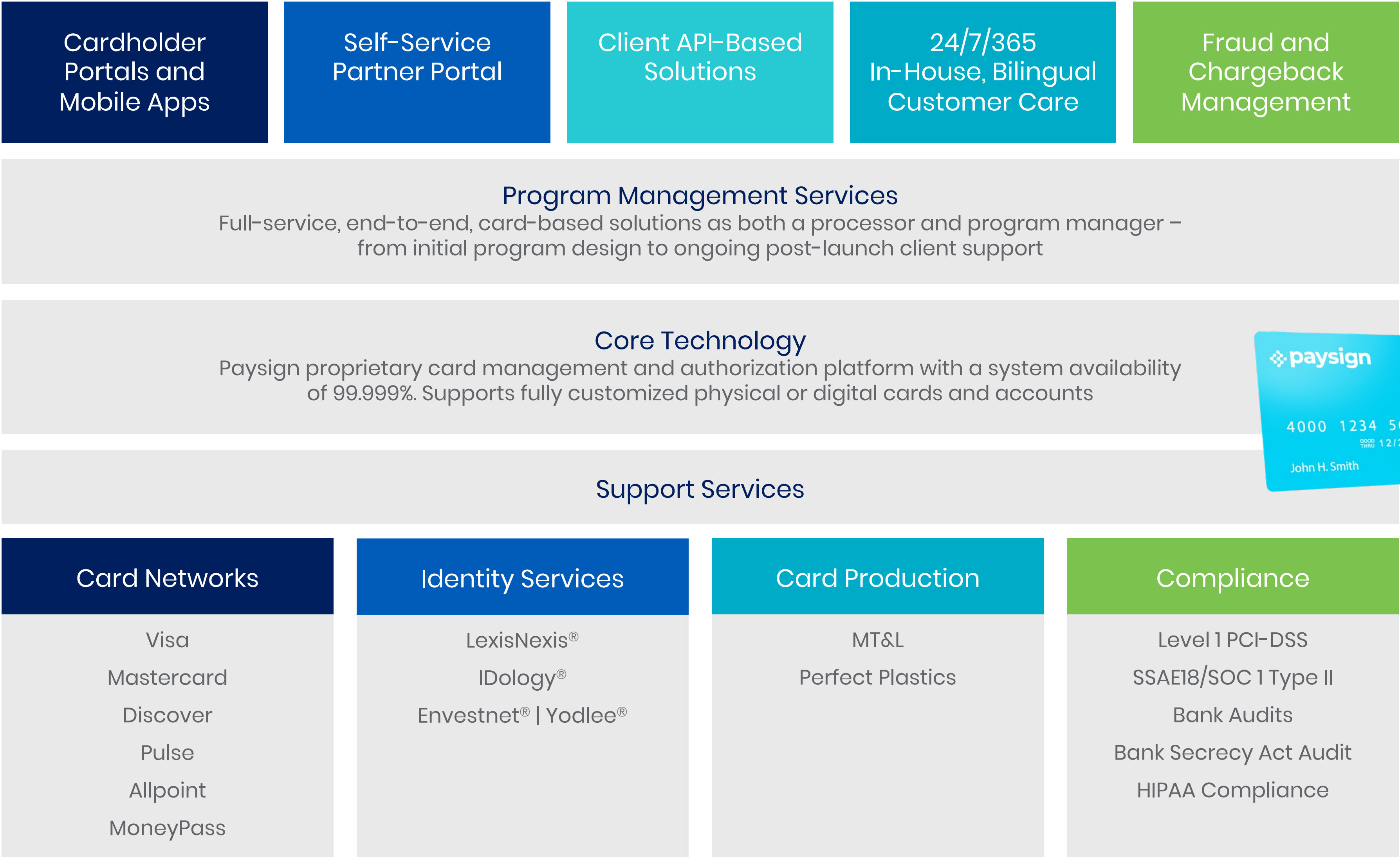
2023 U.S. Open-Loop Prepaid Market Forecast



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



A Full-Service Provider



Plasma Donor Solutions

Because of our extensive experience servicing the plasma collection industry, we've built and perfected donor compensation programs that give our clients the tools they need to streamline their operations, while increasing donor frequency and donor retention.

Our programs also include several features that enhance the donor experience, such as a network of no-surcharge ATMs, mobile app, interactive voice response line, and live customer care.

We proudly offer Paysign Pays Cashback Rewards, the Paysign Premier digital bank account, and Pharmacy Discount programs to all our cardholders.



Paysign Pharmaceutical Solutions

Powering the Convergence of Fintech and Healthcare

Patient Affordability Solutions

Designed to offset out-of-pocket costs for drugs and related adjunctive therapies, these solutions help remove the financial barriers and encourage continued therapy. Our enrollment-and-issuance portals enable HUB service providers, specialty pharmacies, prescribers, and patients to access appropriate affordability products. Our offerings include copay solutions, medical benefit solutions, direct-to-provider payments, and centralized billing solutions.

Alternative Program Models

In addition to traditional copay and medical benefit solutions, Paysign is proud to offer alternative program models that ensure the maximum benefit goes directly to the patient and is not impacted by copay accumulators or maximizers. These solutions facilitate alternative prescription benefits – delivered instantly or on-demand – that are not subject to copay accumulators and maximizers.

Pharmaceutical Data + Analytics

Our easy-to-interpret business intelligence is designed to aid in the successful running of your programs. We receive and aggregate data into a single view, allowing an at-a-glance analysis of actionable insights. Features include customized reports, data feeds, and data visualization tools.



Digital Banking Solutions

Paysign Premier

Paysign Premier is a Visa® debit card connected to a digital bank account which can be accessed by enrollees 24/7. This solution requires no credit check, has no minimum balance fees, allows for direct deposit of paychecks, and can be used for cash deposits, gig work payments, disbursement of government benefits, and more.

Paysign Premier Referral Program

The Paysign Premier Referral Program helps businesses and organizations streamline the payout process, reduce transaction costs, and increase enrollee satisfaction.



Corporate Disbursement Solutions

Paysign Payout Card


These efficient cards allow the cardholder to track spending in real time and are ideal for paying vendors, fulfilling consumer incentives, and showing appreciation to donors. Designed to eliminate the labor-intensive tasks of cutting checks, handling petty cash, and using corporate credit cards, this solution also reduces the risks associated with cash management and expense reimbursement.

Paysign Insurance Claims Payout Card

Perfect for insurers seeking to eliminate the time and expense of producing paper checks for claims settlement.

Paysign 1099 Payout Card

The ideal solution for the gig economy. Pay freelancers and contract employees with reloadable cards and remove the cost and burden of paper checks.

A woman with long brown hair, wearing a blue jacket, is smiling and using an ATM. The image is overlaid with a blue tint.

“We help our clients transform cost centers into revenue centers by bringing new efficiencies to their payments landscape.”
– Mark Newcomer, CEO



GPR and Payroll Solutions

General Purpose Reloadable (GPR)

General purpose reloadable (GPR) prepaid debit cards are extremely versatile cards that offer all the functionality of digital banking, but with a simpler enrollment process. Designed for maximum flexibility, these debit cards can be used anywhere Visa is accepted and can be managed through the Paysign mobile app or connected to an external bank account for a seamless experience.

Payroll Solutions

Paysign proudly offers payroll solutions for those employers in need of an efficient way to deliver pay to unbanked or underbanked individuals. Paycards can also be easily upgraded to a Paysign Premier digital bank account by completing a simple identity verification process – with no credit check needed.



Key Differentiators



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



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



Unmatched Uptime: Paysign's back-end processing capability means no reliance on a third party, dramatically increasing uptime.



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.



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



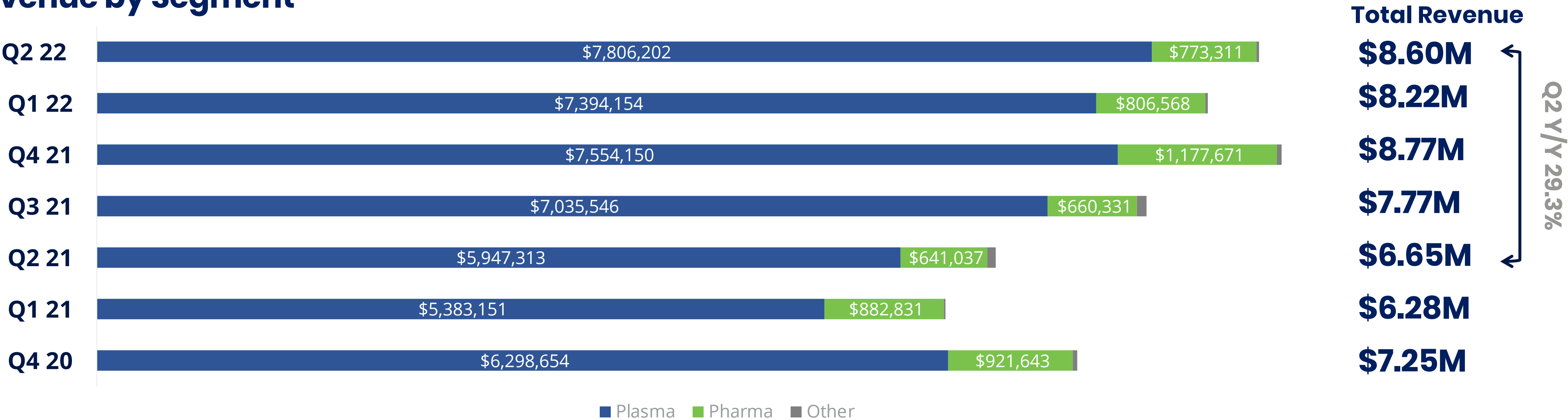
Extended Services: Paysign is proud to offer a suite of extended, value-added services.



Investment by the Numbers



Revenue by Segment



Revenue Drivers

Cardholder Fees

Interchange

Program
Management Fees

Other Fees

Financial Highlights

Income Statement Summary

Revenue and
Reconciliation of
Net Income to
Adjusted EBITDA

	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22
Revenues	7,253,436	6,279,428	6,651,290	7,767,190	8,766,942	8,220,639	8,598,776
Net Loss	(4,311,157)	(1,623,528)	(931,967)	(271,005)	111,292	(309,395)	(228,034)
Income tax expense (benefit)	3,666,057	1,600	800	–	1,673	1,897	26,916
Interest income	13,246	7,101	5,010	6,119	10,067	14,336	70,227
Depreciation and amortization	578,117	595,847	614,183	628,324	659,564	679,171	713,180
EBITDA	(80,229)	(1,033,182)	(321,994)	351,200	762,462	357,337	441,835
Stock-based compensation	847,970	636,214	540,921	603,591	500,204	569,502	488,287
Adjusted EBITDA	767,741	(396,968)	218,927	954,791	1,262,666	926,839	930,122



Leadership Team



Mark Newcomer

Co-Founder, Chairman & Chief Executive Officer

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.

Today, Newcomer continues to expertly guide the company's growth through technology investments, acquisitions, new product lines, and strategic partnerships.



Matt Lanford

Director, President & Chief Operating Officer

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



Jeffery Baker

Chief Financial Officer

Baker joined Paysign in 2021. Prior to that, he held positions as chief development and strategy officer at Global Payments and EVP of mergers and acquisitions at InComm Payments.



Robert Strobo

General Counsel, CLO, and Secretary

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.



Brad Cunningham

Chief Technology Officer

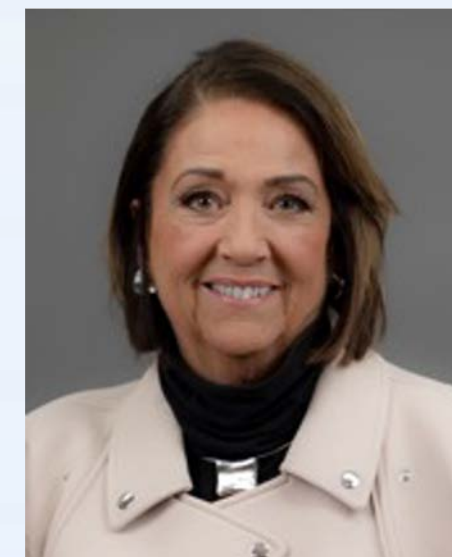
Cunningham joined Paysign in 2021 and brings more than 17 years of experience in financial technology. Prior to joining Paysign, he was SVP of IT at Republic Bank & Trust Company.



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.



Joan Herman

Director and EVP, Operations

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



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.



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

Director, Compensation
Committee Chair

- Current CEO and President of Green Dot Corporation
- Former CEO of NetSpend (2008-2013); Grew annual revenue from \$129M to \$351M, with over 2.4 million 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)

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

Quinn Williams

Director, Nominating
Committee Chair

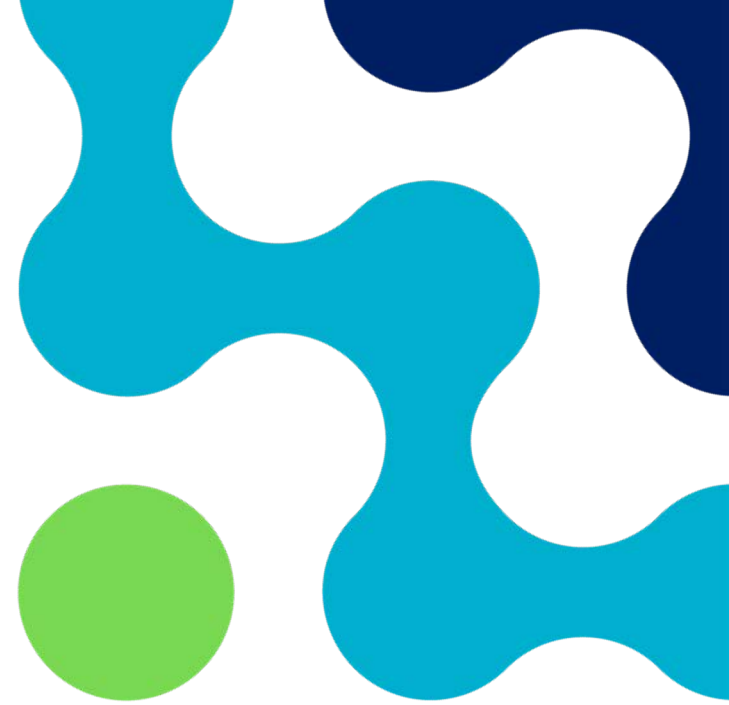
- 30+ years of legal experience focusing on mergers and acquisitions, public and private securities offerings, and venture capital transaction
- Serves as corporate counsel for numerous public and private companies and was formerly general counsel and board member of Swensen’s Inc.
- Mr. Williams is 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





Thank you!



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