



Transforming What Payments Can Do for Your Business

Sidoti Micro-Cap Virtual Conference • 8.14.2024

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, 2023. 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.



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

- Payscale was incorporated in 1995 and is headquartered in Henderson, Nevada.
- We are a leading financial services provider uniquely positioned to provide technology solutions tailored to the healthcare industry. As an early innovator in prepaid card programs, comprehensive patient affordability offerings, digital banking services, and integrated payment processing, Payscale enables countless exchanges of value for businesses, consumers, and government agencies across all industry types.
- For more than 20 years, Payscale has been a trusted partner for major pharmaceutical and healthcare companies, as well as multinational corporations, delivering fully managed programs built to meet their individual business goals. The company's suite of offerings includes solutions for corporate rewards, prepaid gift cards, general purpose reloadable debit cards, employee incentives, consumer rebates, donor compensation, clinical trials, healthcare reimbursement payments, and copay assistance.
- Through our direct connections for processing and program management, the company navigates all aspects of the prepaid card lifecycle completely in house – from concept and card design to inventory, fulfillment, and launch. Our 24/7/365 in-house, bilingual customer service is facilitated through live agents, interactive voice response (IVR), and two-way SMS alerts, reflecting the company's commitment to world-class consumer support.



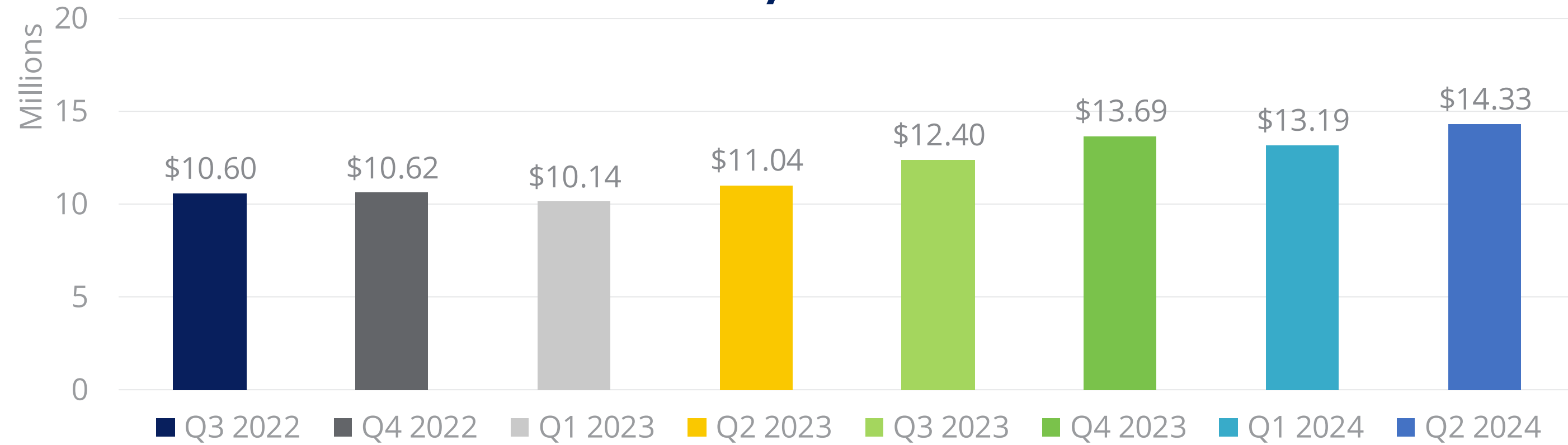
Financial Snapshot

Overview

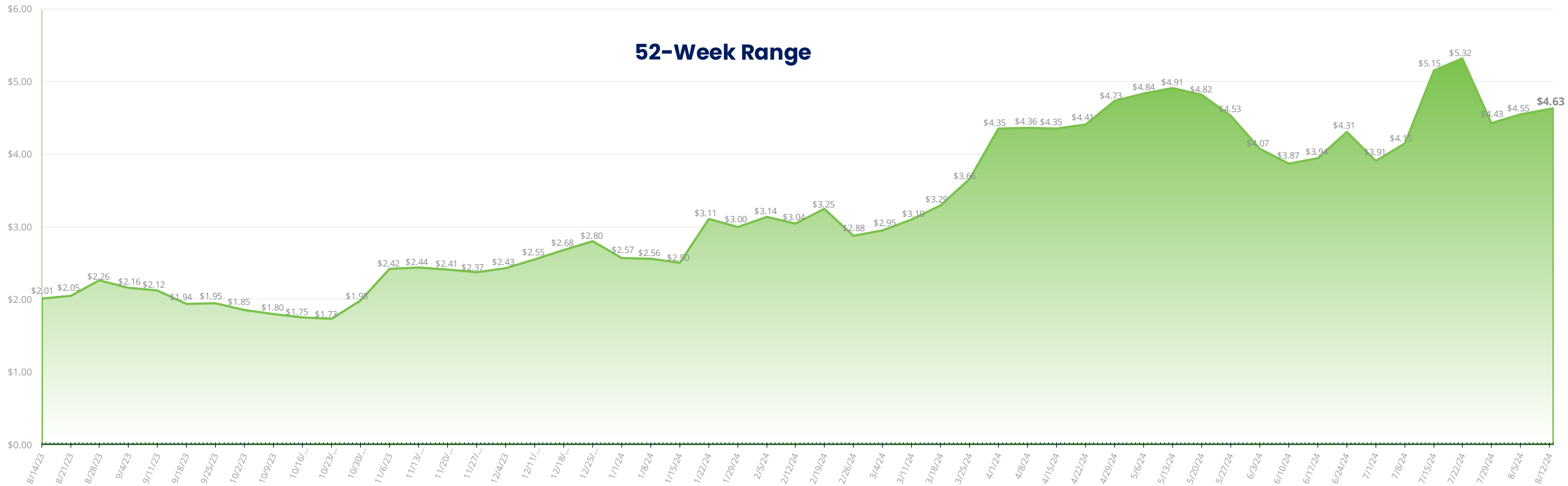
Stock Price (8/13/24)	\$4.63
Market Cap	\$258.6M
Diluted Shares Outstanding	55.9M
TTM Revenue	\$53.6M
Cash	\$8.6M / \$110.8M ¹
Debt	\$0

¹ Total including restricted cash & adjustment for PA passthrough invoicing impact

Quarterly Revenue



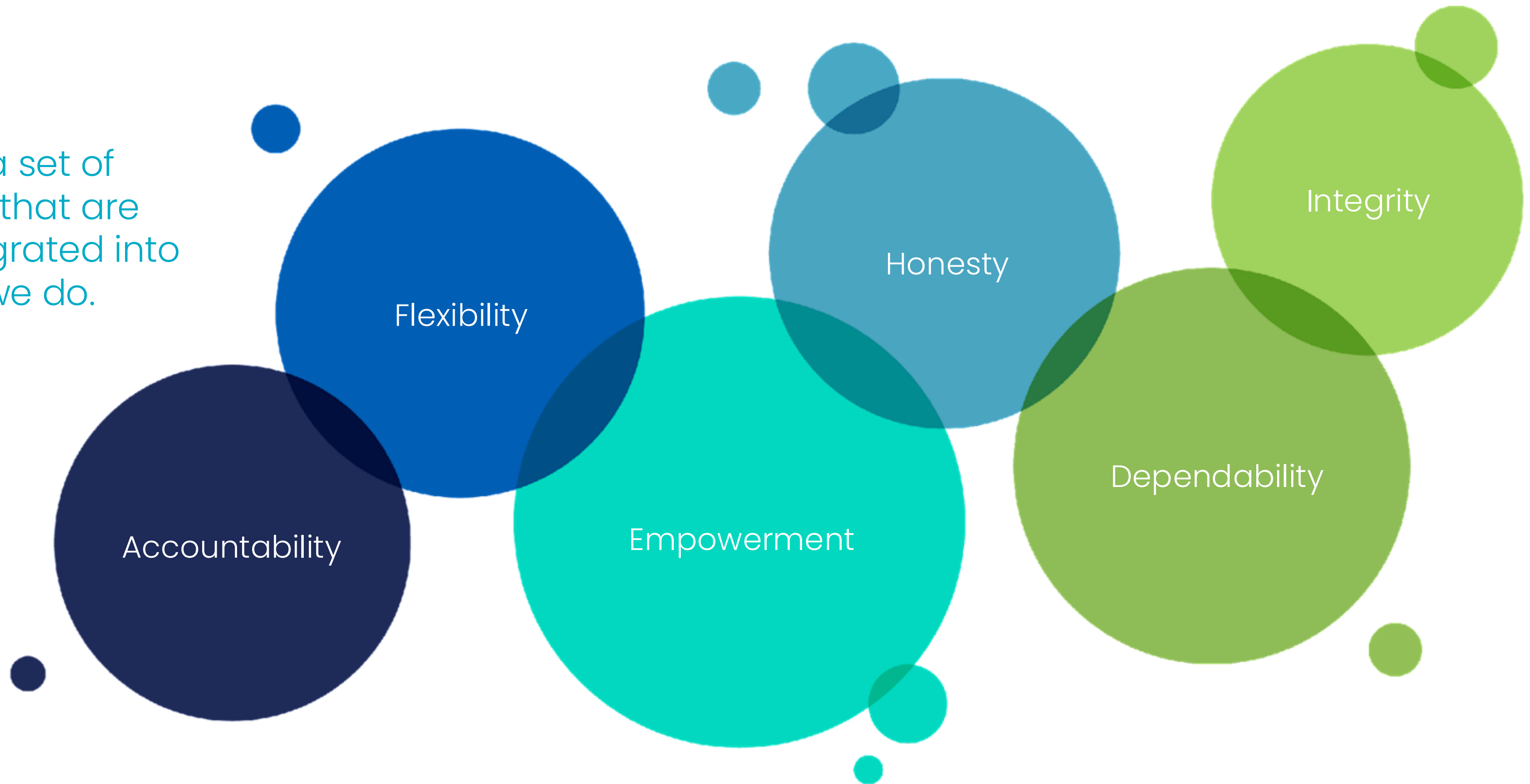
52-Week Range



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

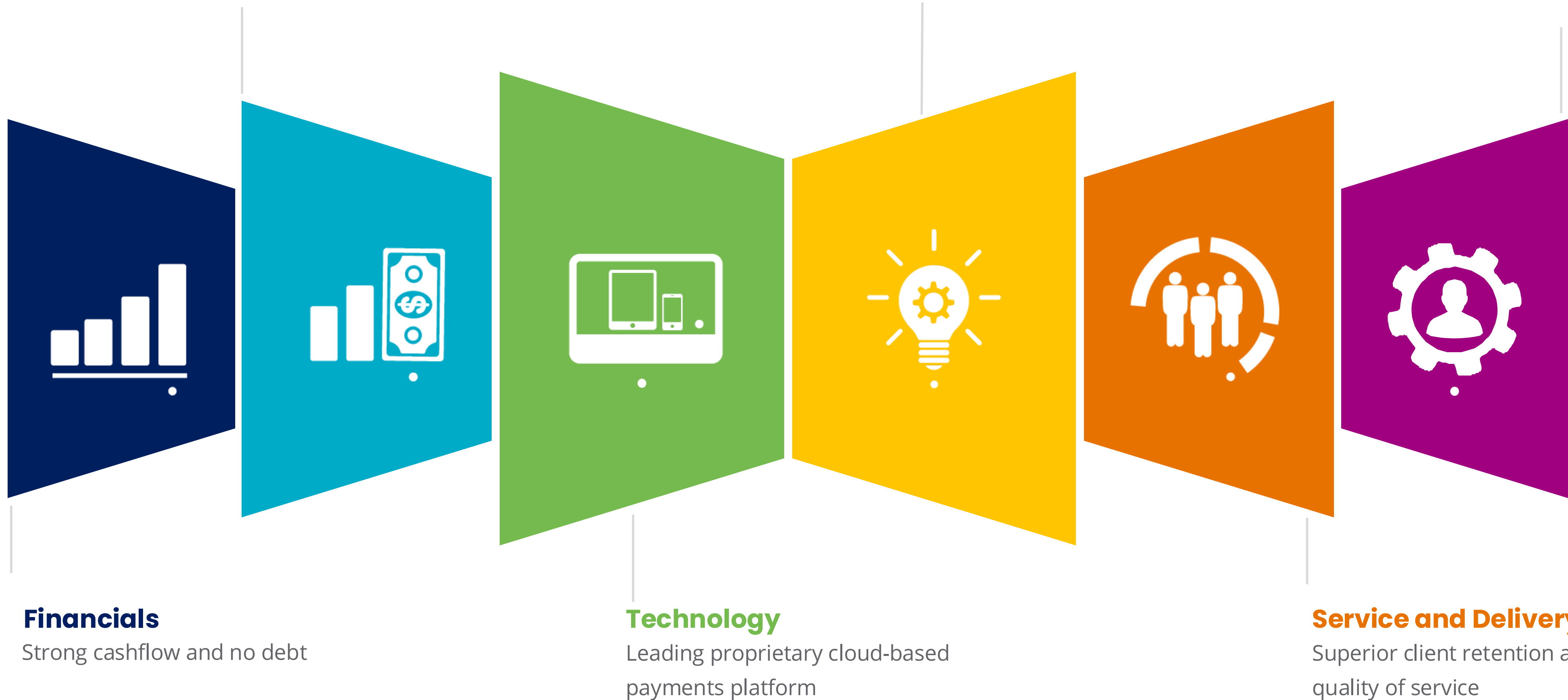
Fast-growing, high-margin, profitable business with predictable recurring revenues

Products and Solution

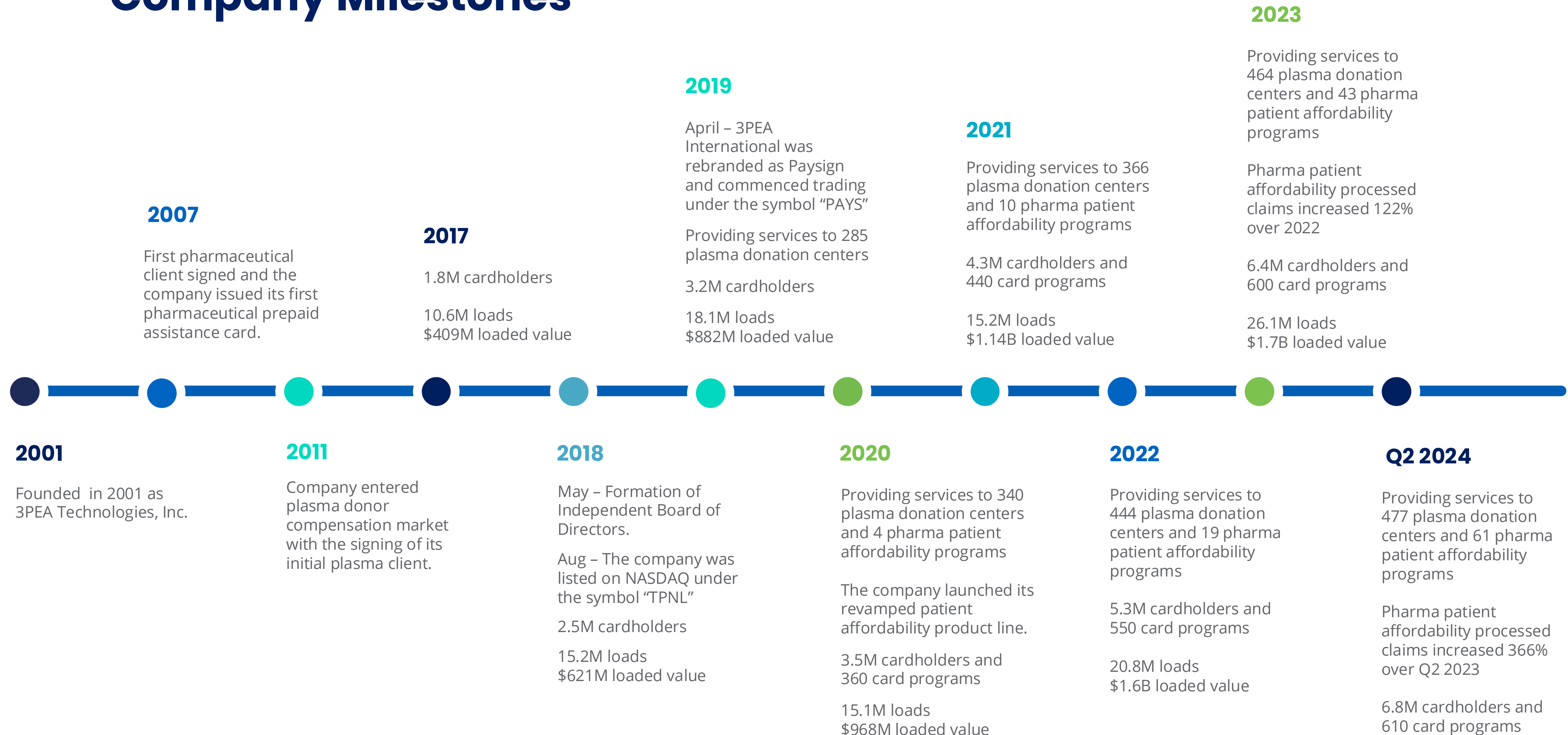
Large market opportunity in B2B prepaid solutions and B2C prepaid solutions with high barriers to entry

Leadership

Highly accomplished and experienced management team and board

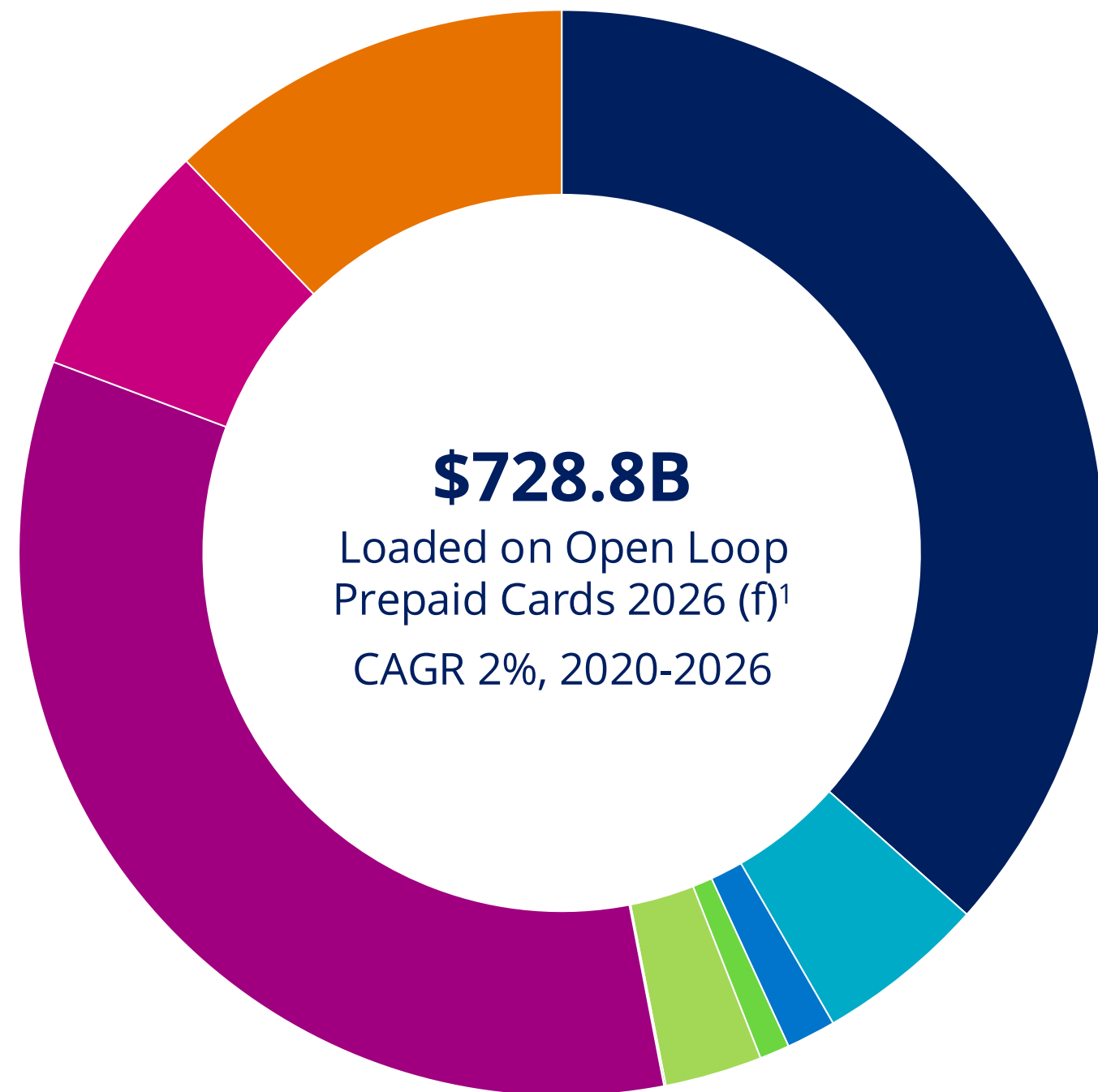


Company Milestones

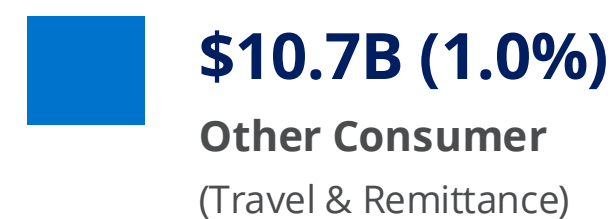


2026 U.S. Open-Loop Prepaid Market Forecast

Total Prepaid Market

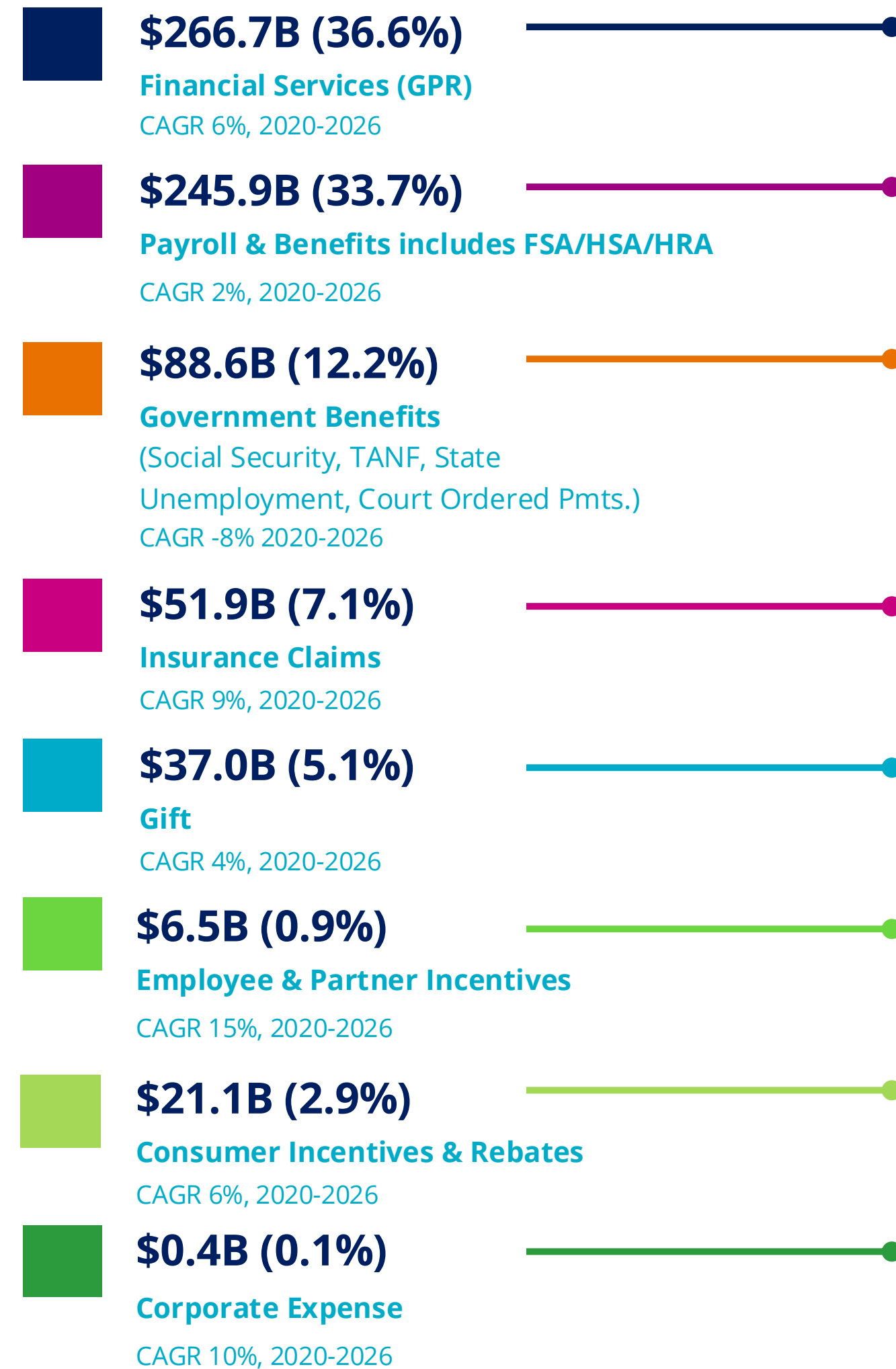


Other Segments



¹2023 Prepaid Card Data Book: 11 Essential Metrics, Javelin, February 2023

Paysign Market Segments



Paysign Products

- Paysign Premier Digital Bank Account
Paysign GPR Card
- Paysign Payroll Card
Paysign Healthcare Benefit Card
- Paysign Government Benefit Card
- Paysign Insurance Claim Card
- Paysign Gift Card
- Paysign Reward Card
- Paysign Plasma Card
Paysign Pharma Copay Card
Paysign Reward Card
- Paysign Business Prepaid



A Full-Service Provider

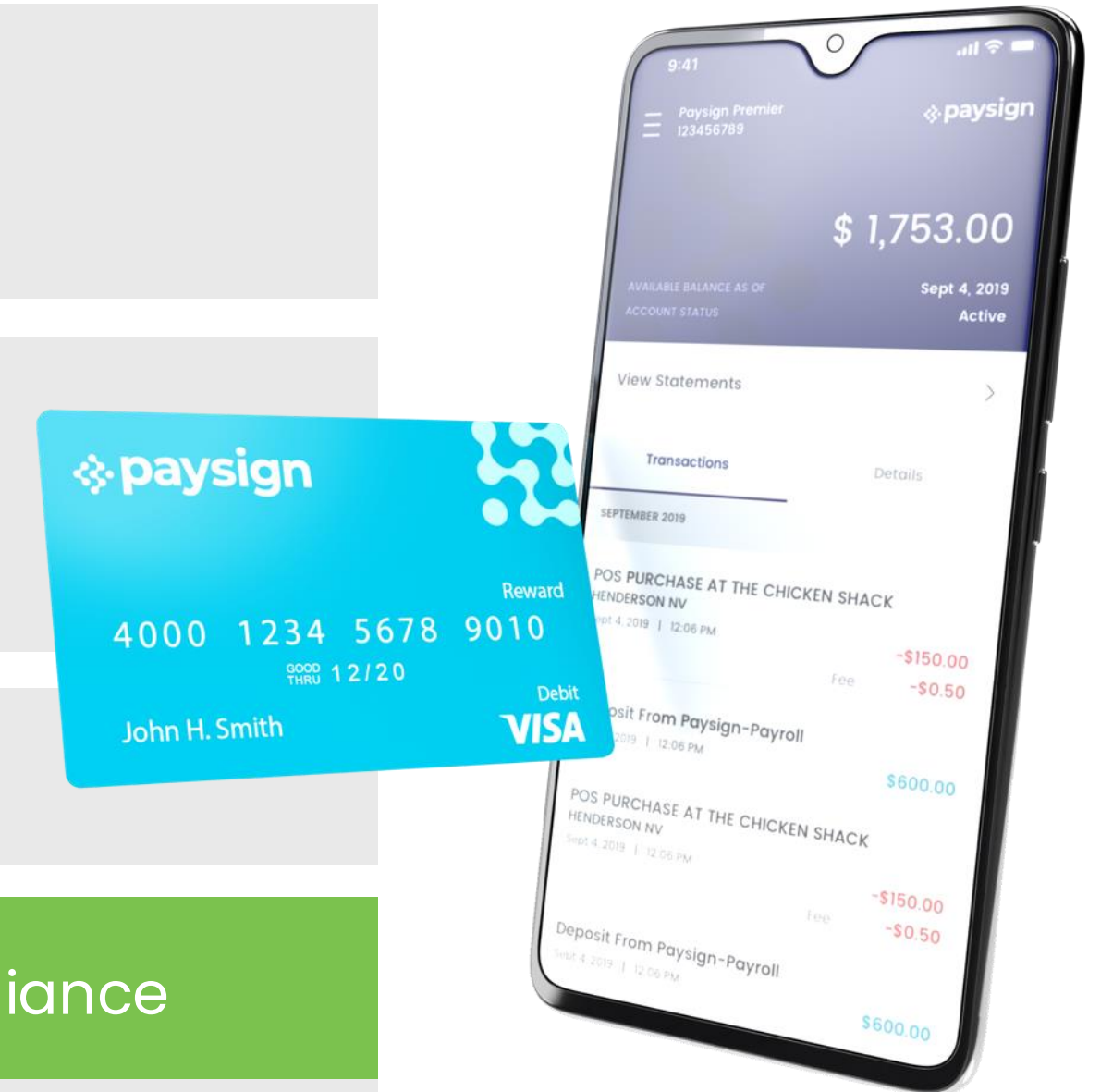
Cardholder Portals and Mobile Apps	Self-Service Partner Portal	Client API-Based Solutions	24/7/365 In-House, Bilingual Customer Care	Fraud and Chargeback Management
------------------------------------	-----------------------------	----------------------------	--	---------------------------------

Program Management Services
 Full-service, end-to-end, card-based solutions as both a processor and program manager – from initial program design to ongoing post-launch client support

Core Technology
 Paysign proprietary card management and authorization platform with a system availability of 99.999%. Supports fully customized physical or digital cards and accounts

Support Services

Card Networks Visa Mastercard Discover Pulse Allpoint MoneyPass	Identity Services LexisNexis® IDology® Envestnet® Yodlee®	Card Production MT&L Perfect Plastics	Compliance Level 1 PCI-DSS SSAE18/SOC 1 Type II Bank Audits Bank Secrecy Act Audit HIPAA Compliance
--	---	--	---



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 bilingual customer care.

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



Paysign Patient Affordability Solutions

Powering the Convergence of Fintech and Healthcare

- Pharmacy Benefit Copay Solutions

This includes our copay programs that process claims using the the National Council for Prescription Drug Programs (NCPDP) transmission standard.

- Medical Benefit Copay Solutions

These programs utilize the same medical billing and payment system as hospitals and healthcare providers to deliver the fastest claims payments in the industry, arriving in days instead of months.

- Accumulator Mitigation and Alternative Solutions

Paysign has developed advanced technology to identify accumulator-impacted claims and apply dynamic business rules to reduce the patient's financial burden. We have also implemented alternative program models outside the pharmacy claims process that can help patients remain on their prescribed therapy.

- Centralized Billing Solutions

We partner with hub service providers and pharmaceutical companies to empower them to get patients *to* therapy, not just *on* therapy. Our wrap-around debit card services include:

- Patient Travel Services
- Per Diem and Lodging Solutions
- Records Management

- Pharmaceutical Data + Analytics



Additional Prepaid Solutions

1. Digital Banking Solutions
2. Corporate Disbursement Solutions
3. Reward and Incentive Solutions
4. GPR and Payroll Solutions
5. Open-Loop Gift Card Solutions



Key Differentiators



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



Superior Service: Paysign offers 24/7/365 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.



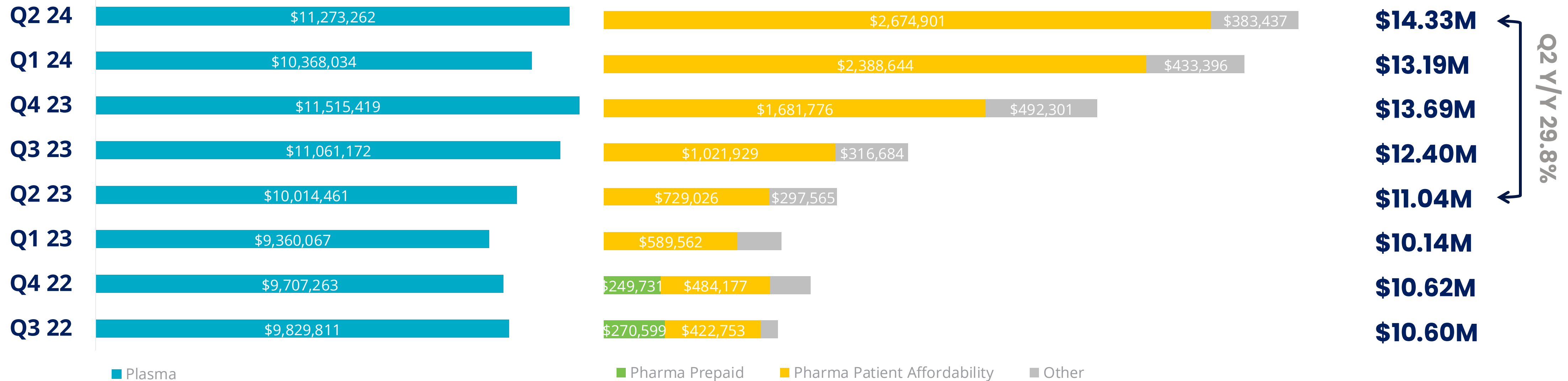
Extended Services: Paysign is proud to offer a suite of extended, value-added services.



Investment by the Numbers



Revenue by Segment



Revenue Drivers

Cardholder Fees

Interchange

Program Management Fees

Claim Fees

Other Fees



Financial Highlights

Income Statement Summary

Revenue and Reconciliation of Net Income to Adjusted EBITDA

	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24
Revenues	10,596,428	10,617,824	10,143,290	11,041,051	12,400,324	13,689,497	13,190,074	14,331,599
Net Income (Loss)	852,109	713,095	(160,130)	(104,156)	1,100,604	5,622,409	309,097	697,102
Income Tax Provision (Benefit)	36,183	42,480	1,530	58,137	105,152	(4,259,730)	163,896	241,932
Interest Income	265,284	441,070	584,197	600,868	615,323	730,683	731,344	813,357
Depreciation and Amortization	738,883	778,377	845,016	958,001	1,045,177	1,178,384	1,286,405	1,439,622
EBITDA	1,361,891	1,092,883	102,220	311,114	1,635,609	1,810,380	1,028,053	1,565,299
Stock-Based Compensation	566,205	653,723	618,244	830,426	709,750	695,223	663,951	670,138
Adjusted EBITDA	1,928,096	1,746,606	720,646	1,141,540	2,345,359	2,505,603	1,692,005	2,235,437



Resources



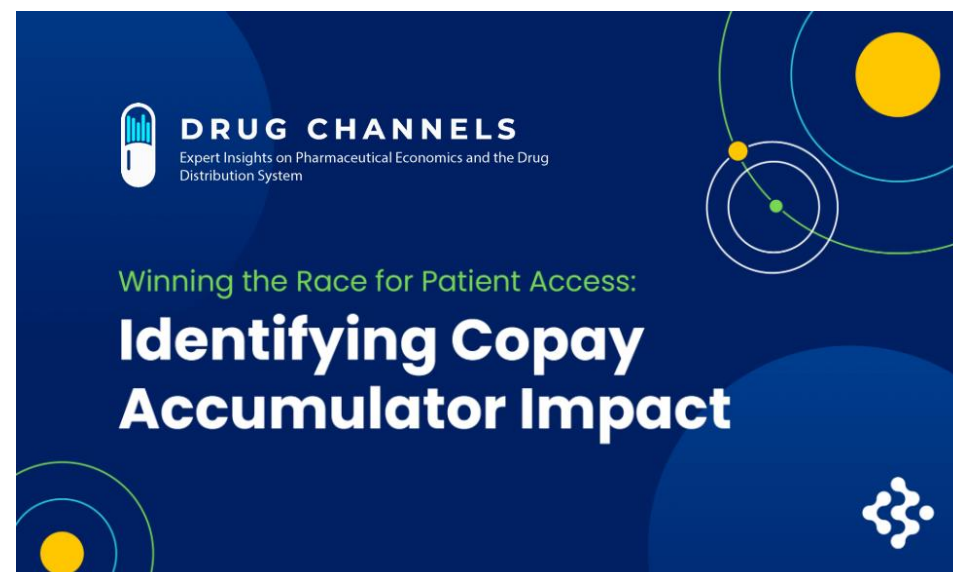
Patient Affordability



[House Committee on Oversight and Accountability Staff Report – The Role of Pharmacy Benefit Managers in Prescription Drug Markets](#)



[FTC Interim Report – Pharmacy Benefit Managers: The Powerful Middlemen Inflating Drug Costs and Squeezing Main Street Pharmacies](#)



Leadership Team



Mark Newcomer
President & CEO

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.



Matt Lanford
Chief Payments 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. He has more than 20 years experience in the financial technology and services industry. Before joining Paysign, 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, Chief Legal Officer 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.



Cosimo Cambi
Chief Operating Officer

Cambi joined the Paysign team in 2021 and brings extensive experience in pharmaceutical operations, data, and analytics to his role of COO.



Matt Turner
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.



Joan Herman
EVP, EFT Operations

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



Alicia Ches
VP, 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.



Brandy Harrison
Director, Fraud & Disputes

Harrison joined Paysign in 2017 and leads the organization's Fraud & Disputes team with more than a decade of experience in fraud mitigation strategies and issuer chargebacks.



Joseph Leiser
Director, Customer Care

Leiser joined Paysign in 2020 and brings with him more than 10 years of experience managing, training, and leading financial services contact center teams.



Independent Directors

Dan Henry

Director
Compensation Committee Chair

- Former CEO and President of Green Dot Corporation (NYSE: GDOT)
- 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

Jeffrey Newman

Director
Nominating Committee Chair

- EVP and General Counsel of Euronet Worldwide (NASDAQ: EEFT) from 1997 to 2020
- Former partner at Arent Fox LLP, a Washington D.C.-based law firm specializing in international M&A.

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

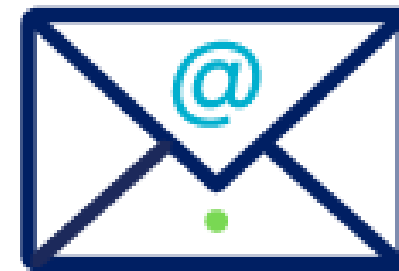




Thank you!



2615 St. Rose Parkway
Henderson, NV 89052



Investor Relations
ir@paysign.com



Main: 702.453.2221
Toll-Free: 888.522.4810

