

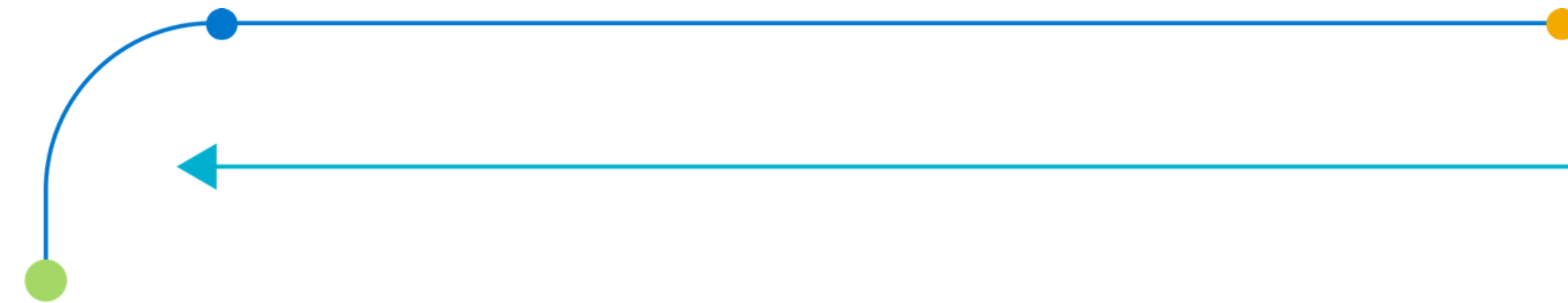


# Putting Payments Into Motion

NASDAQ: PAYS

Oppenheimer Technology, Internet & Communications Conference

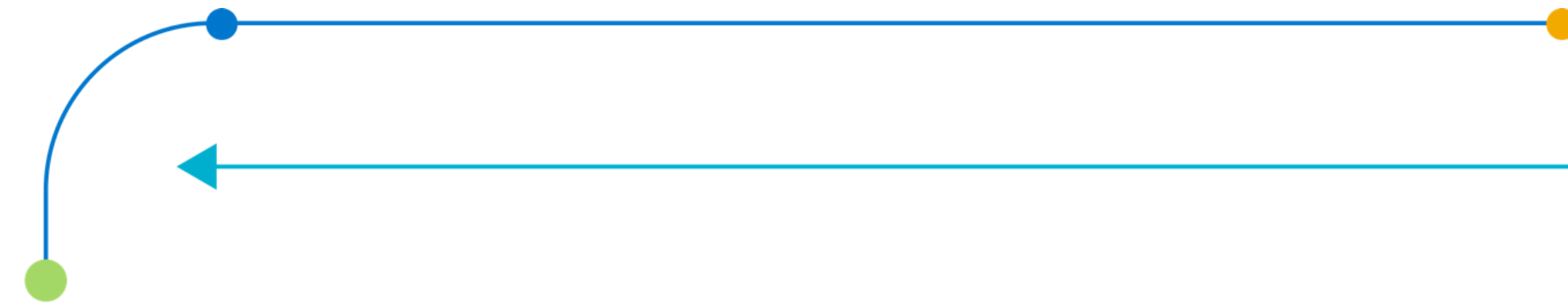
8.12.2025



# Important Notices

## Forward-Looking Statements

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, 2024. 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.



# Important Notices

## Management’s Use of Non-GAAP Financial Information

To supplement Paysign’s financial results presented on a GAAP basis, we use non-GAAP measures that exclude from net income the following cash and non-cash items: interest, taxes, depreciation and amortization and stock-based compensation. We believe these non-GAAP measures used by management to gauge the operating performance of the business help investors better evaluate our past financial performance and potential future results. Non-GAAP measures should not be considered in isolation or as a substitute for comparable GAAP accounting, and investors should read them in conjunction with the company’s financial statements prepared in accordance with GAAP. The non-GAAP measures we use may be different from, and not directly comparable to, similarly titled measures used by other companies. “EBITDA” is defined as earnings before interest, taxes, depreciation and amortization expense. “Adjusted EBITDA” reflects the adjustment to EBITDA to exclude stock-based compensation charges. EBITDA and Adjusted EBITDA are not intended to represent cash flows from operations, operating income or net income as defined by U.S. GAAP as indicators of operating performances. Management cautions that amounts presented in accordance with Paysign’s definition of Adjusted EBITDA may not be comparable to similar measures disclosed by other companies because not all companies calculate Adjusted EBITDA in the same manner.

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## Putting Payments Into Motion

Paysign is a leading provider of integrated prepaid card programs and payment processing with advanced consumer engagement tools for customized, scalable solutions tailored to each client's goals. Our innovative payment solutions are designed to support businesses across all industries, with special emphasis on the healthcare industry.

Through our end-to-end technology platforms, we provide the secure digital payouts and processing solutions that enable billions of exchanges of value each year.

Paysign is committed to technology advancements that lower administrative costs, streamline operations, and drive revenue for our customers.

# Company Overview



Paysign was incorporated in 1995 and is headquartered in southern Nevada.

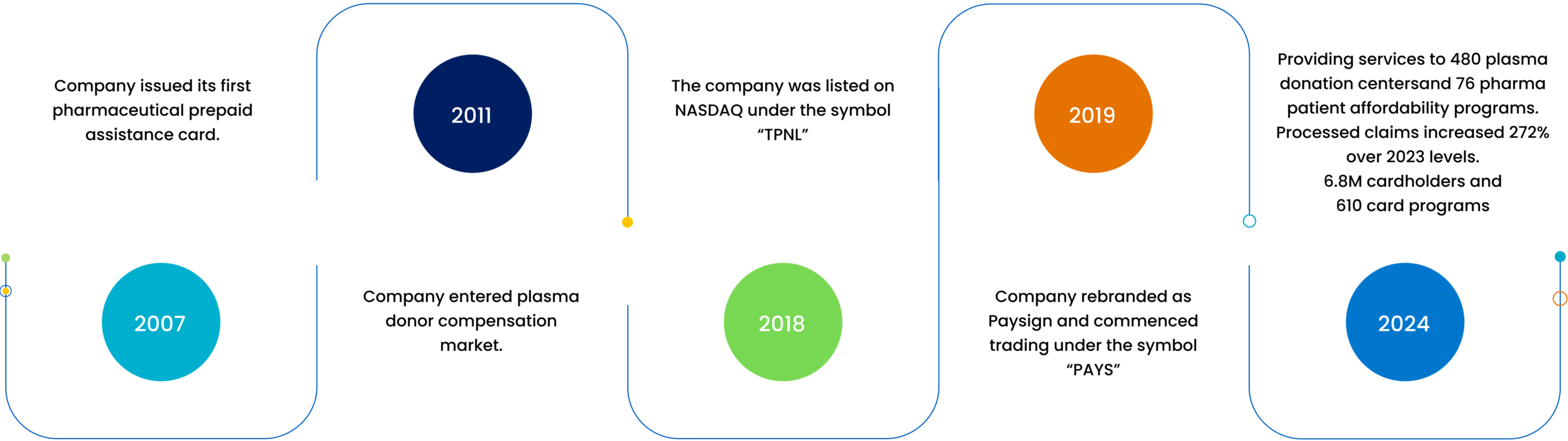


For more than 20 years, Paysign has been a trusted partner for major pharmaceutical and healthcare companies, as well as multinational corporations, delivering fully managed programs built to meet their individual business goals.



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 program design to inventory, fulfillment, and launch.

# Company Milestones



# Investment Highlights



Strong cashflow, margin expansion, and zero debt



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



Leading proprietary cloud-based payments platform



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



Highly accomplished and experienced management team and board



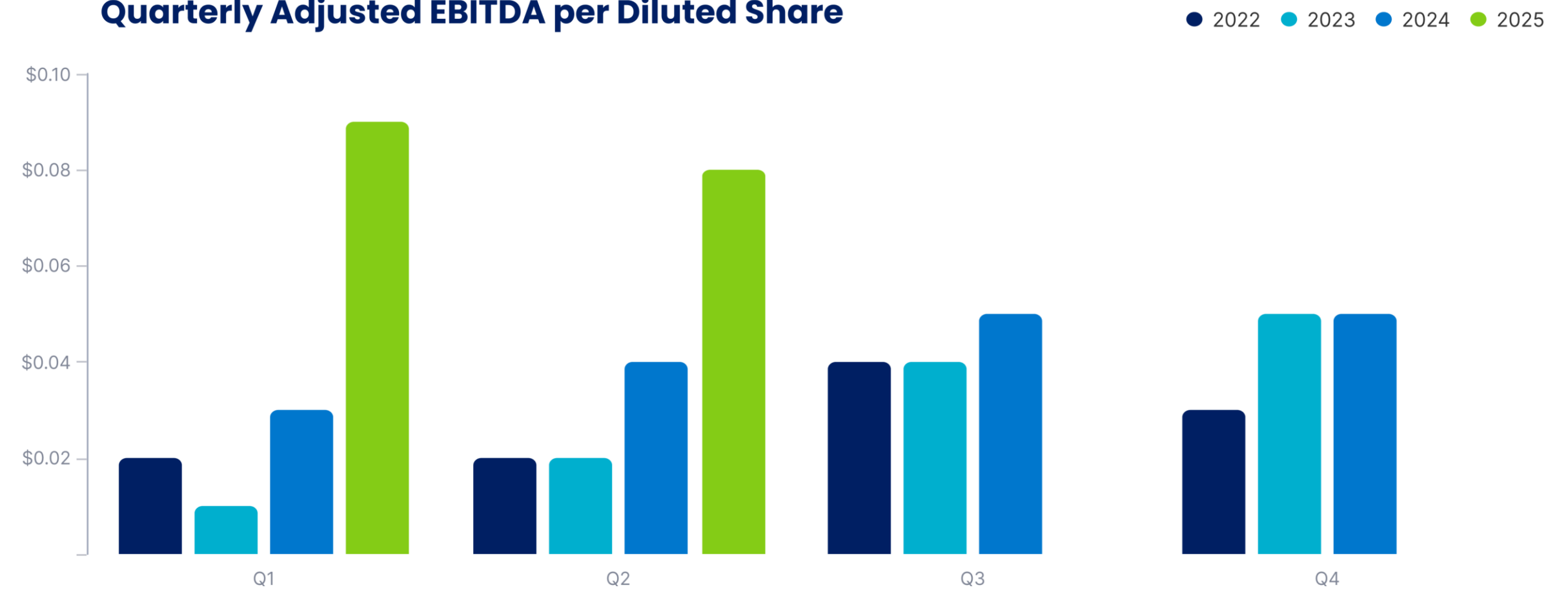
Superior client retention and quality of service, including in-house contact center

# Paysign at a Glance

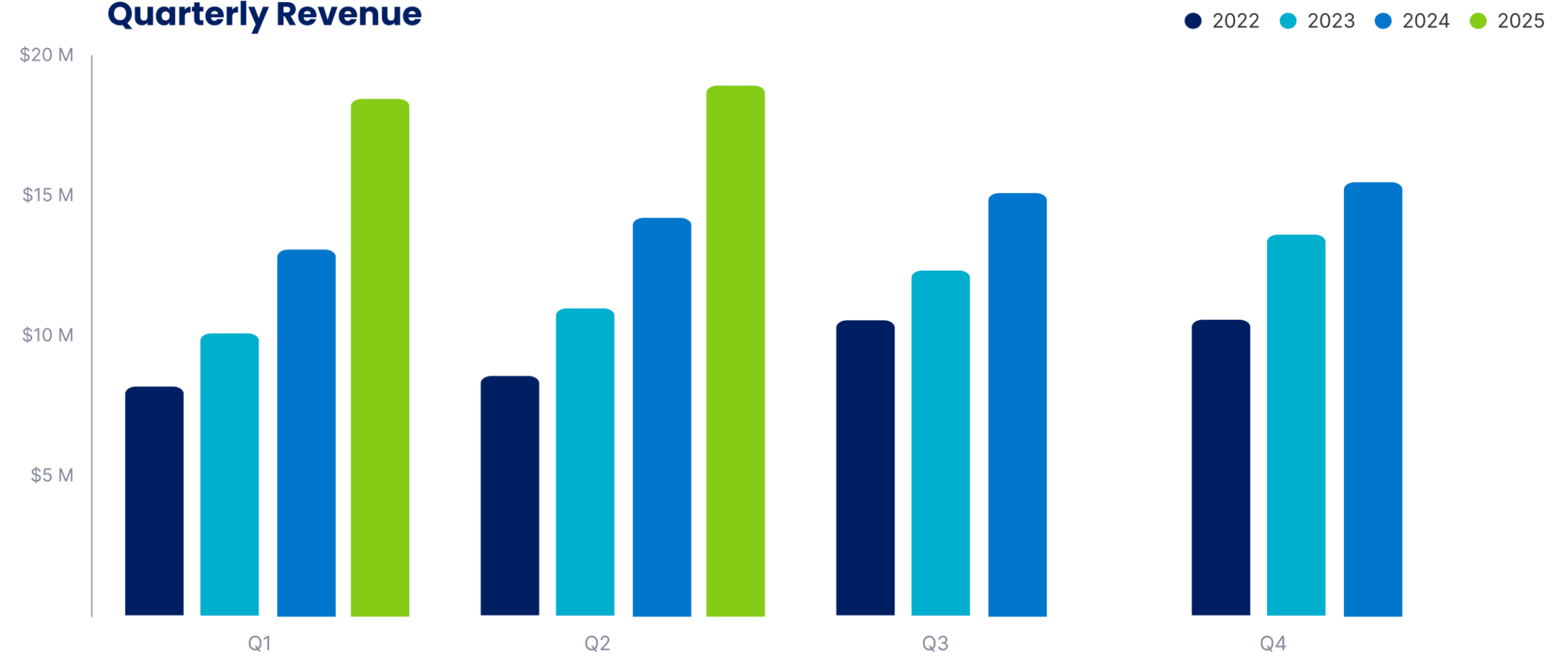
Stock price 8/8/2025	\$5.61
Market Cap	\$324.7 M
Fully Diluted Shares Outstanding	57.9 M
2024 Annual Revenue	\$58.4 M
TTM Revenue	\$68.5 M
Q2 2025 Gross Profit Margin	61.6%
2024 Fully Diluted EPS	\$0.07
TTM Fully Diluted EPS	\$0.11
2024 Fully Diluted Adjusted EBITDA per Share	\$0.17
TTM Fully Diluted Adjusted EBITDA per Share	\$0.27
Cash (6/30/2025)	\$11.8 M / \$113.9 M <sup>1</sup>
Debt	\$0

<sup>1</sup> Total including restricted cash

Quarterly Adjusted EBITDA per Diluted Share

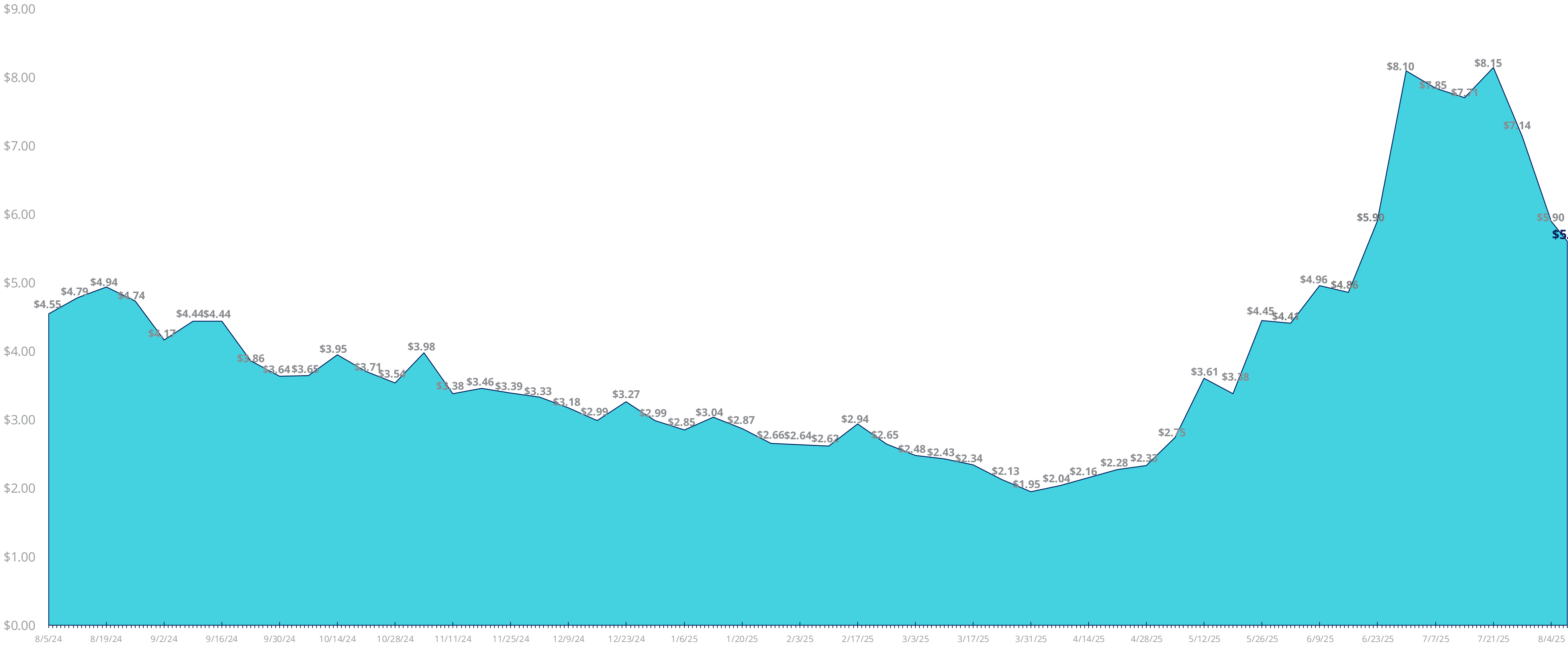


Quarterly Revenue



# 52-Week Stock Price Range

Weekly Closing Price August 5, 2024, through August 8, 2025



# Investment by the Numbers



2024 Revenue

\$58.4 M



TTM Revenue

\$68.5 M



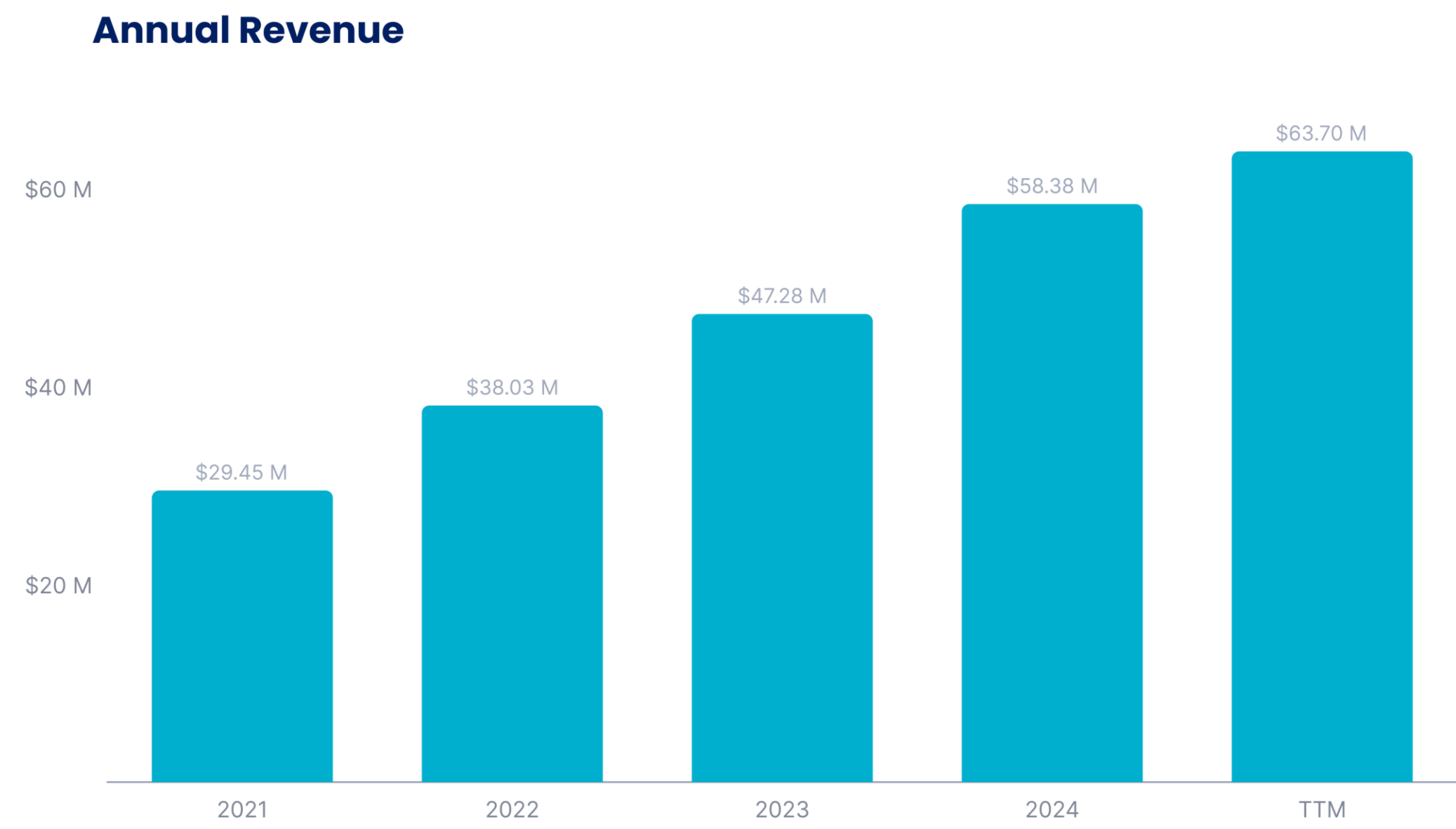
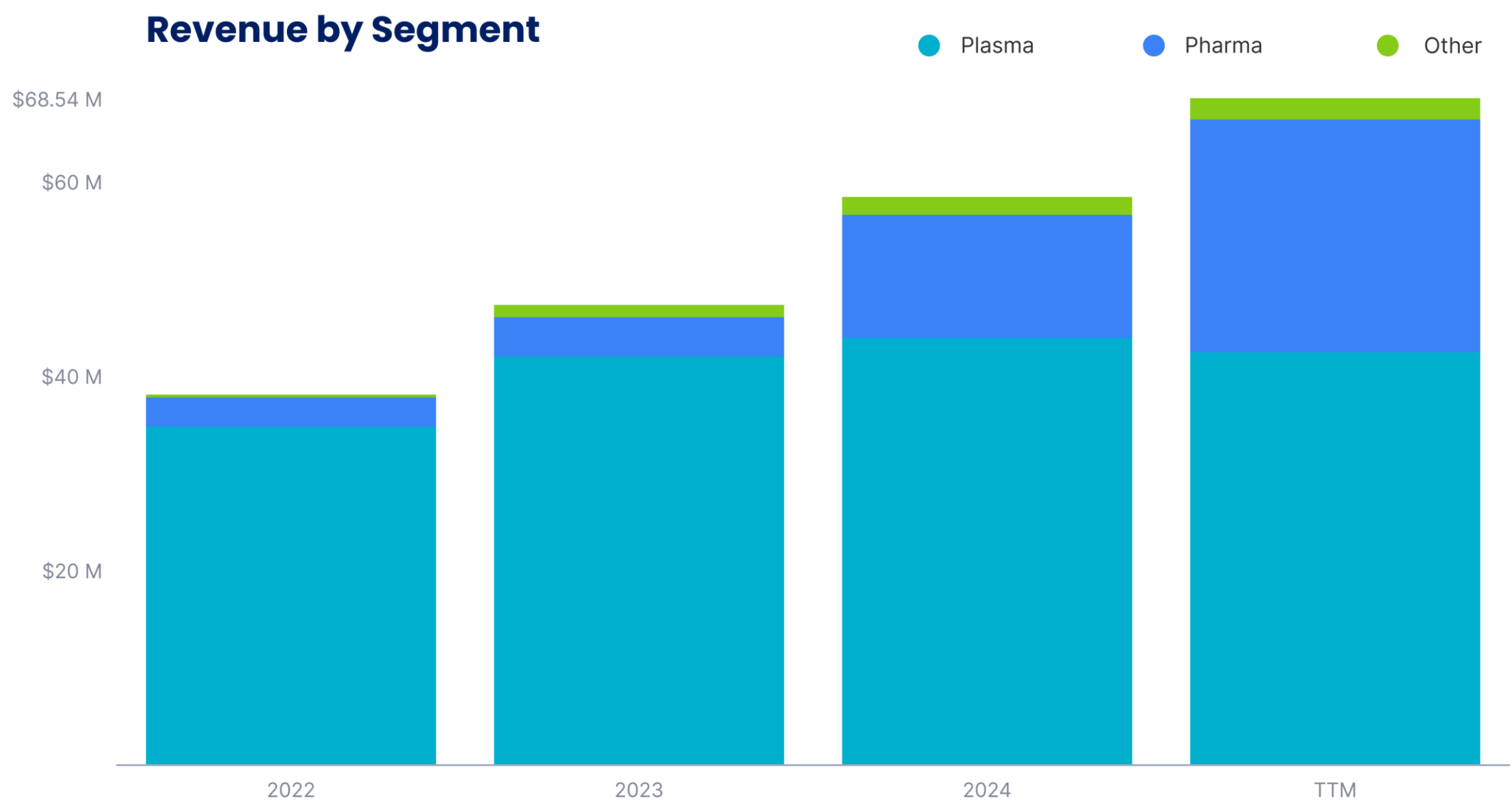
TTM Adjusted EBITDA

\$12.9 M



Q2 2025 Total Assets

\$193.9 M



Revenue Drivers

Cardholder Fees

Interchange

Program Management Fees

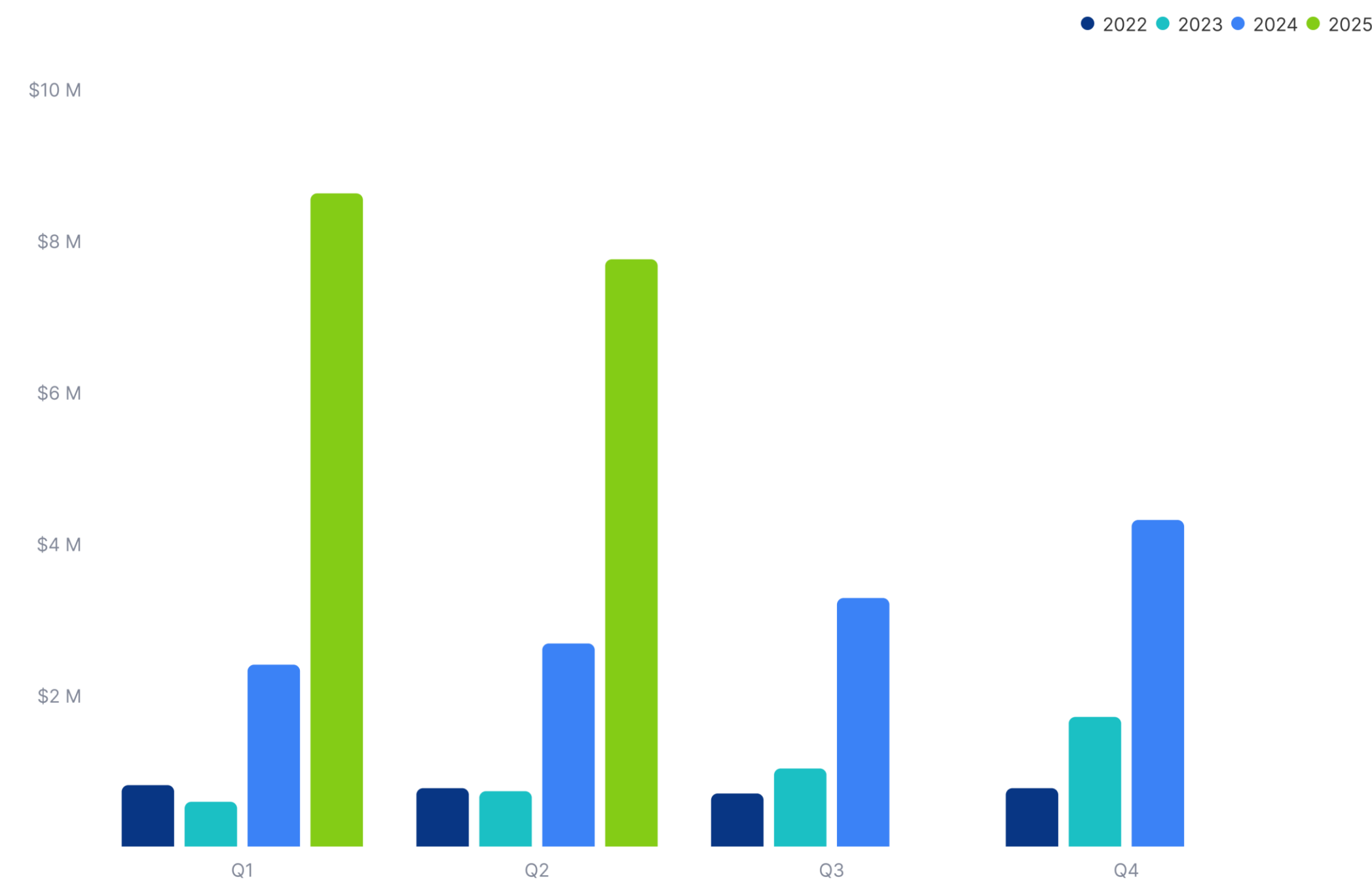
Claim Fees

Other Fees

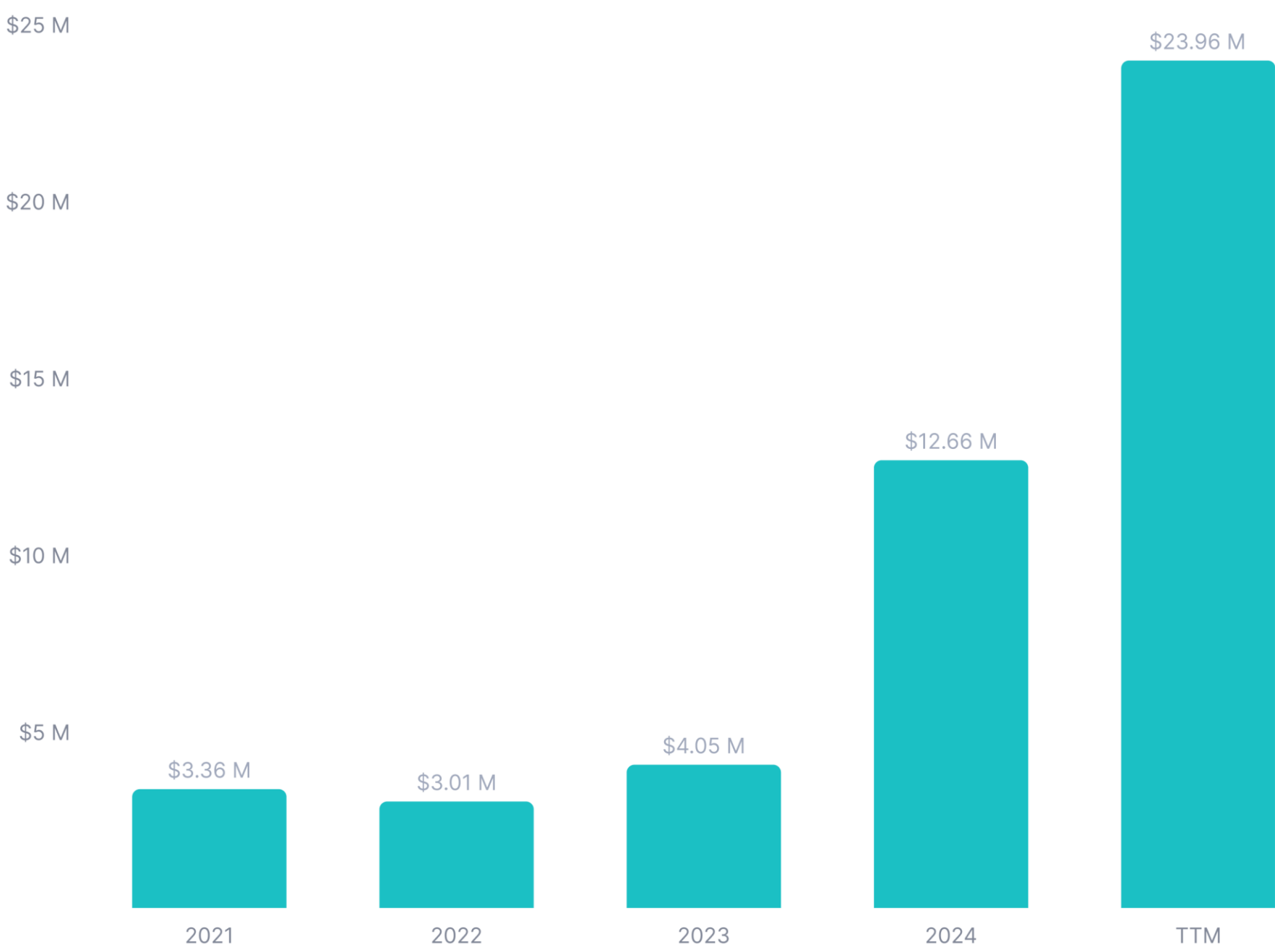
# Patient Affordability by the Numbers

High growth business segment. Greater than 100% revenue growth expected in 2025. High-margin business.

## Pharma Revenue by Quarter



## Annual Pharma Revenue



# Plasma Donor Solutions

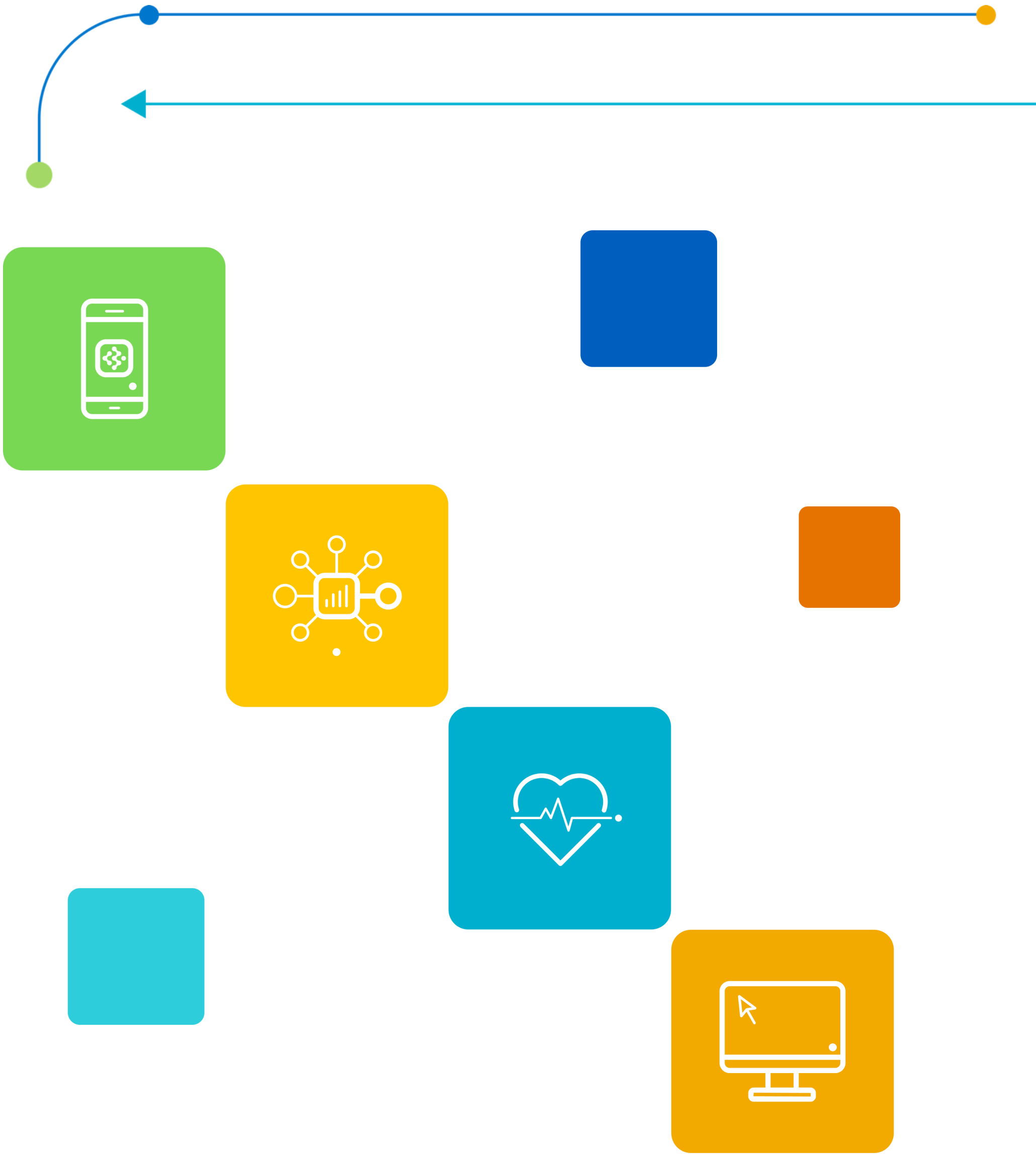
## Powering the Convergence of Fintech and Healthcare

Paysign offers donor compensation programs that give our clients the tools they need to streamline their operations while increasing donor retention.

Since entering the plasma donor compensation market in 2011, Paysign has become a market share leader with approximately 40% of the market as of year end 2024. With the addition of 123 centers in Q2 2025, Paysign now has approximately 50% market share.

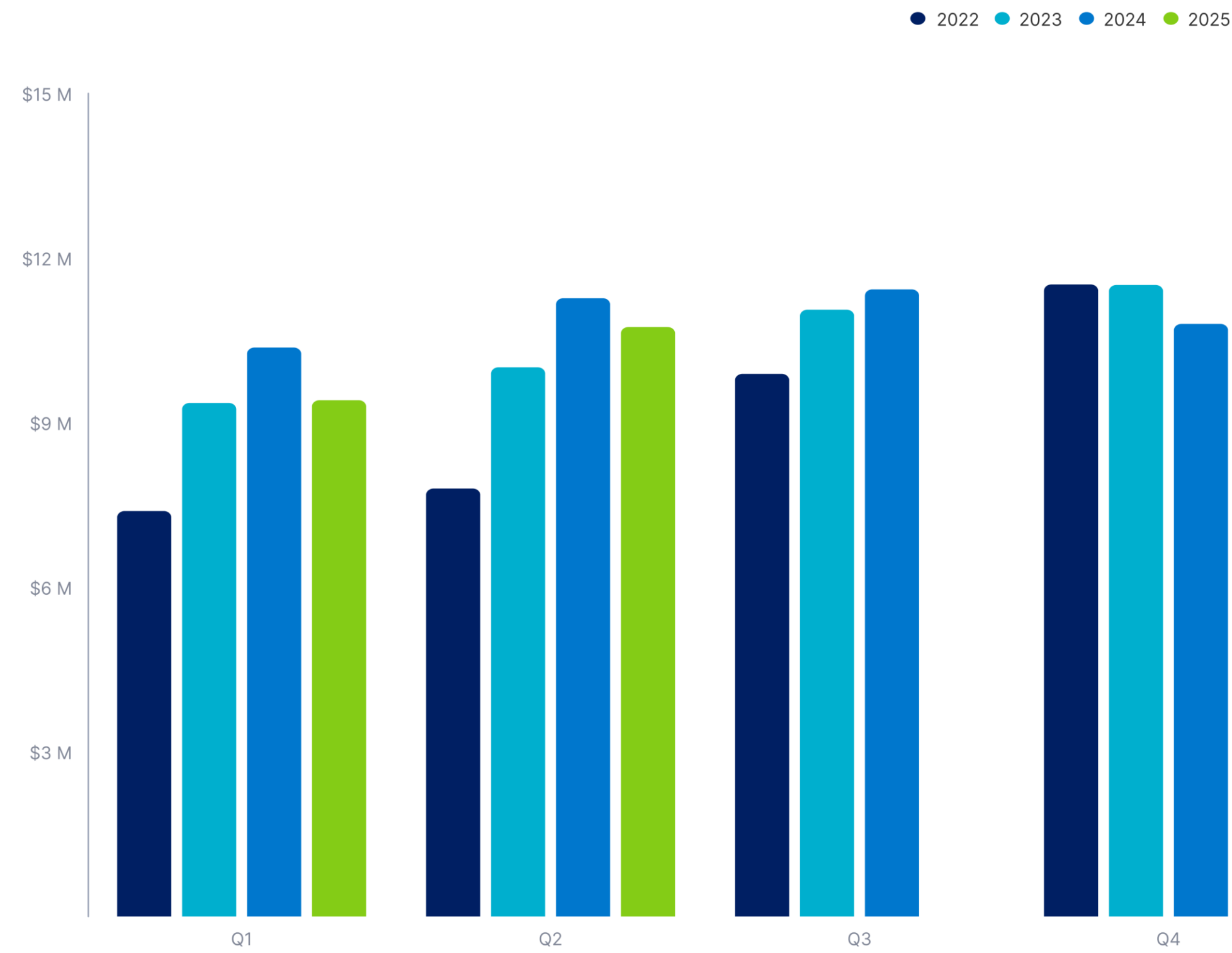
The plasma market is currently experiencing an oversupply of source plasma, which is expected to abate in 2026.

Leveraging newly acquired donor engagement and management software to create a front-end ecosystem: increase donor retention; reduce high expense of acquiring new donors; streamline operations and add efficiencies; more cost-effective management of donors.



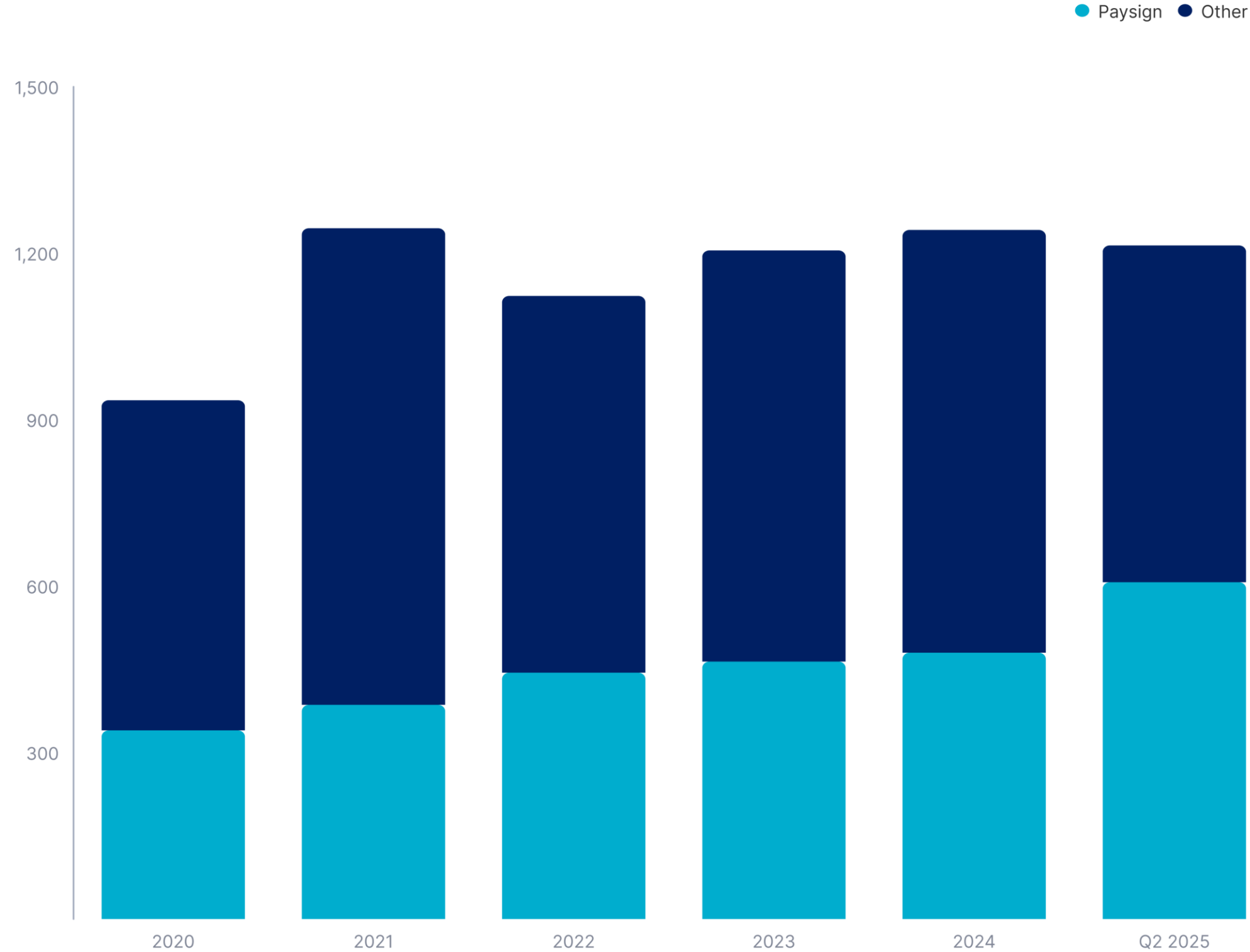
# Plasma by the Numbers

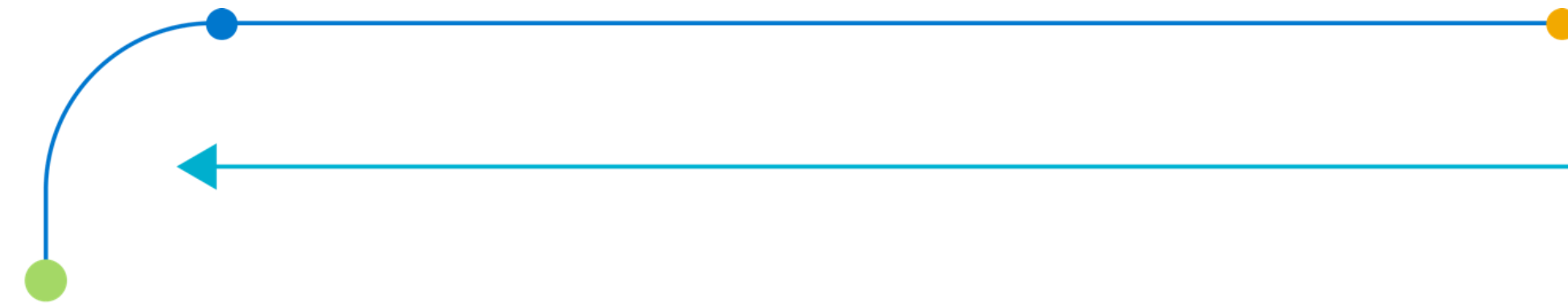
Plasma Revenue by Quarter



\*COLLECTING PLASMA IN THE US: ECOSYSTEM ANALYSIS, COST BENCHMARKING & FORECAST TO 2034, Marketing Research Bureau, March 2025

Plasma Market Share by Centers





# Recent Developments

## Acquisition of Gamma Innovation

On March 25, 2025, Paysign announced that it acquired the assets of Gamma Innovation LLC (Gamma), significantly enhancing Paysign’s capabilities in plasma donor and pharmaceutical patient engagement technologies. Among the key assets acquired by Paysign were:

A donor engagement app, designed to reduce the cost-per-liter – primarily driven by labor costs and donor fees – while improving donor retention. The app integrates seamlessly with existing donor management systems, delivering immediate value to plasma centers without complex implementations.

A specialized customer resource management (CRM) platform tailored specifically for the blood and plasma collection industry, replacing traditional one-size-fits-all CRMs, reducing unnecessary expenses, and improving donor engagement, marketing effectiveness, and retention through customizable journey automation tailored to business-defined audiences.

Additional innovative donor management solutions targeted to the blood and plasma collection industry’s donor engagement/management ecosystem designed to reduce operating costs, optimize donor compensation through intelligent payments and enhance efficiency throughout the donation process.

Leveraging our position in the plasma collection space, there has been strong initial plasma industry reception to the new products. The acquisition supports our long-term growth strategy to expand revenue and market share opportunities within the plasma market. It also creates a foundation to expand our pharma patient affordability revenue opportunities by including patient engagement and adherence solutions. Demonstrations of the app and CRM for clients are available by appointment.

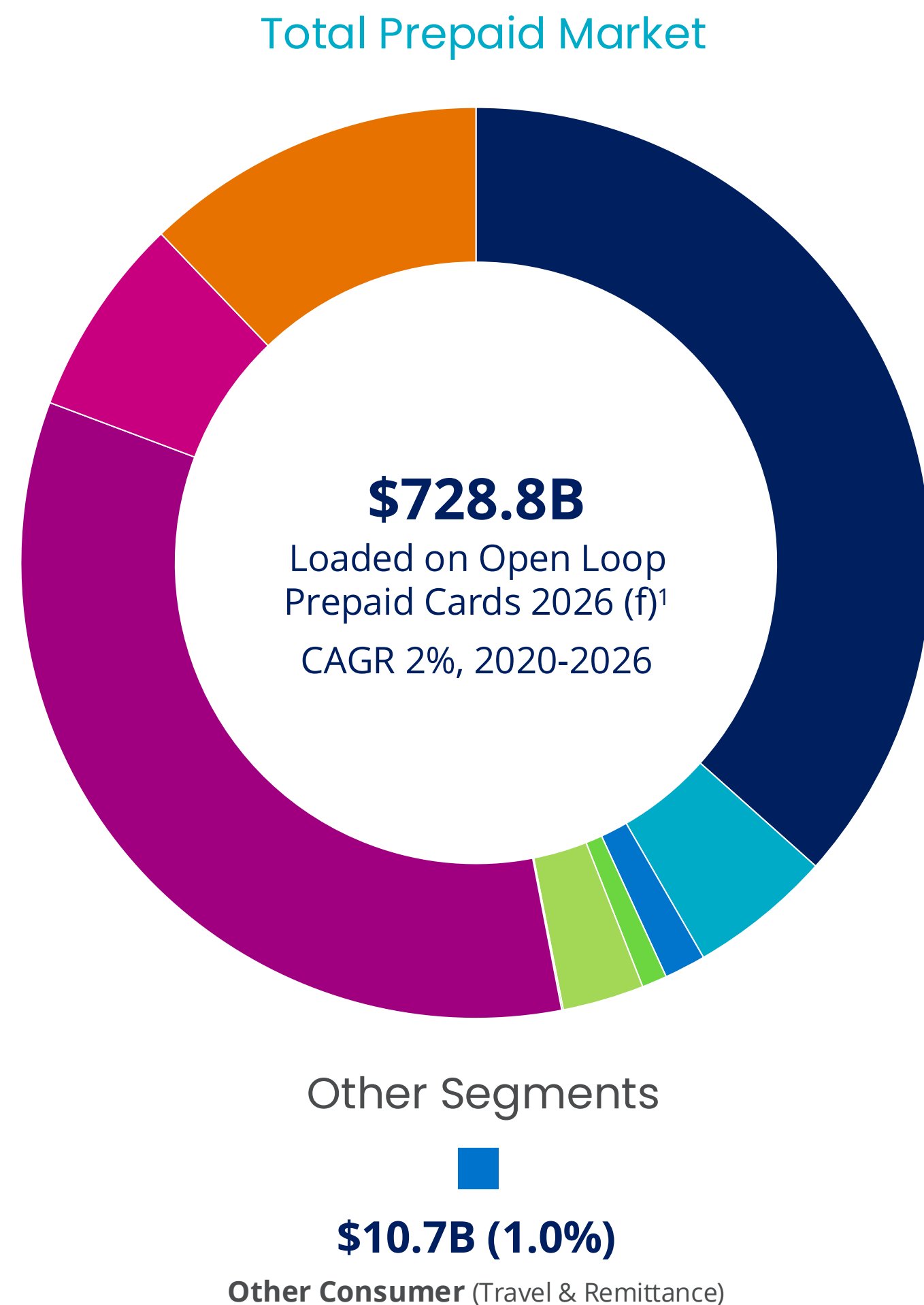


## New Markets Overview

### Additional Market Niches Leverage Paysign Solutions

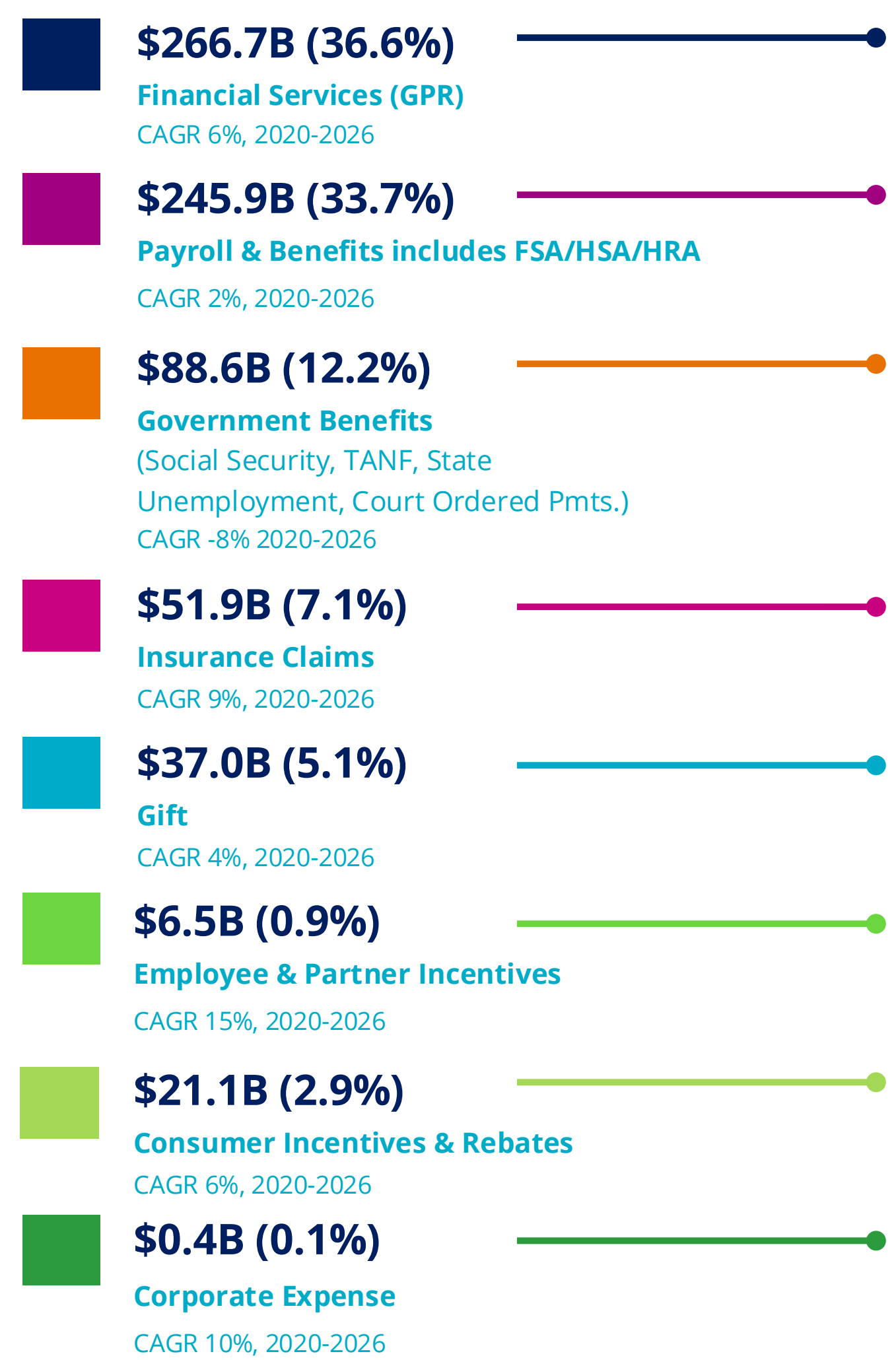
Paysign consistently builds and launches beta programs into niche markets to refine payments infrastructure, collect data, and analyze performance. Other growth strategies into additional markets include integrations, partnerships, and acquisitions.

# 2026 U.S. Open-Loop Prepaid Market



<sup>1</sup>2023 Prepaid Card Data Book: 11 Essential Metrics, Javelin, February 2023

## Paysign Market Segments



## Paysign Products

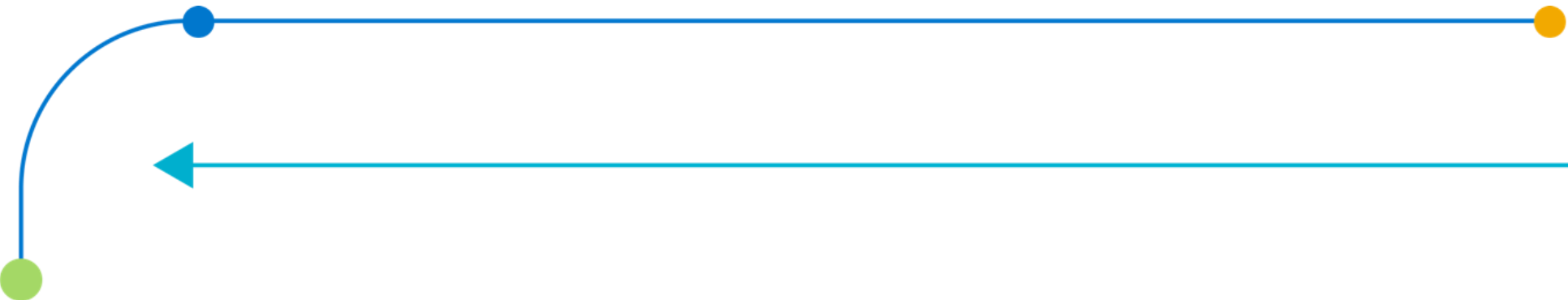
- Paysign Premier Digital Bank Account  
Paysign GPR Card
- Paysign Payroll Card  
Paysign Healthcare Benefit Card
- Paysign Government Benefit Card
- Paysign Insurance Claim Card
- Paysign Gift Card
- Paysign Reward Card
- Paysign Plasma Card  
Paysign Pharma Copay Card  
Paysign Reward Card
- Paysign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

# Financial Highlights

## Income Statement Summary

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025
Revenues	11,143,290	12,400,324	13,689,947	13,190,074	14,331,599	15,256,431	15,606,447	18,598,149	19,078,353
Net Income (Loss)	(104,156)	1,100,604	5,622,409	309,097	697,102	1,436,838	1,372,872	2,586,100	1,387,761
Income Tax Provision (Benefit)	58,137	105,152	(4,259,730)	163,896	241,932	53,727	(137,265)	665,164	655,006
Interest Income	600,868	615,323	730,683	731,344	813,357	800,715	771,273	762,198	605,160
Depreciation and Amortization	958,001	1,945,177	1,178,384	1,286,405	1,439,623	1,565,621	1,703,338	1,801,003	2,120,097
EBITDA	311,114	1,635,609	1,810,380	1,028,053	1,565,300	2,255,470	2,167,671	4,290,069	3,557,704
Stock Based Compensation	830,426	709,750	695,223	663,951	670,138	573,499	697,001	672,318	954,400
Adjusted EBITDA	1,141,540	2,345,359	2,505,603	1,692,005	2,235,438	2,828,968	2,864,673	4,962,387	4,512,104

# Analyst Coverage



Company	Analyst	Recommendation	Price Target
D.A. Davidson & Company	Peter Heckman	Buy	\$8.00
Barrington Research	Gary Prestopino	Outperform	\$8.00-\$9.00
Ladenburg, Thalman & Co. Inc.	Jonathan Hickman	Buy	\$9.50
Lake Street Capital Markets	Jacob Stephan	Buy	\$10.00
Maxim Group	Michael Diana	Buy	\$8.50

# Resources



[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](#)



An Industry Poised for Progress – Bringing Innovation Back to Copay

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Identifying Copay Accumulator Impact: Winning the Race for Patient Access

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Winning the Race for Patient Access: Identifying Copay Accumulator Impact



The Hidden Facts About Voucher and Bridge Pricing

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Affording Patient Affordability Programs: Exposing the Facts About Voucher and Bridge Pricing

Cracking the Code on Copay - From Mitigation to Mastery

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Moving Beyond Mitigation

Cracking the Maximizer Code to Protect Patient Affordability

Read Now

# Leadership Team



Mark Newcomer

President & Chief Executive Officer



Jeff Baker

Chief Financial Officer



Matt Lanford

Chief Payments Officer



Michael Ngo

Chief Innovation Officer



Robert Strobo

Chief Legal Officer & General Counsel



Brad Cunningham

Chief Technology Officer



Cosimo Cambi

Chief Operating Officer



Eric Trudeau

Chief Compliance Officer



Matt Turner

President of Patient Affordability



Joan Herman

EVP, EFT Operations



Alicia Ches

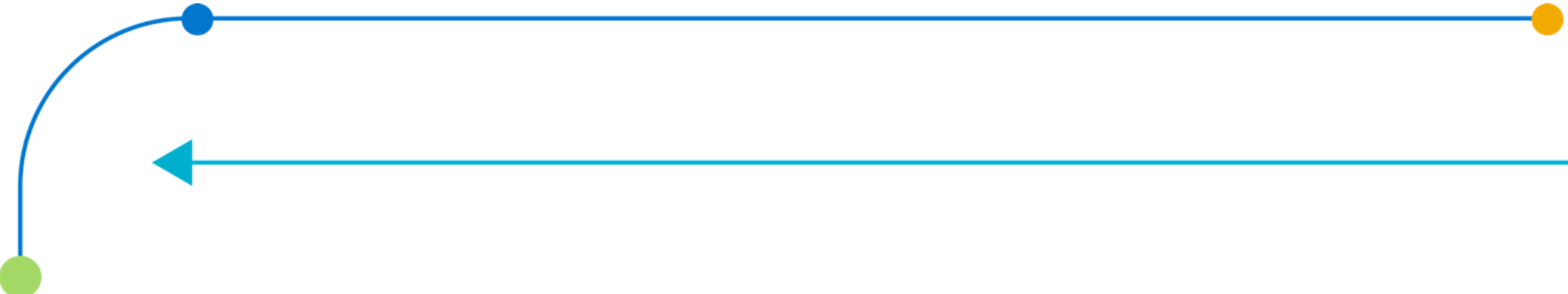
VP, Marketing



Joseph Leiser

Director, Customer Care

# 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





Main: 702.453.2221  
Toll-Free: 888.522.4810



Investor Relations  
[ir@paysign.com](mailto:ir@paysign.com)



2615 St. Rose Parkway  
Henderson, NV 89052

**Thank you!**