

## Company Overview

Priority Technology Holdings is a leading provider of merchant acquiring, integrated payment software and commercial payment solutions, offering unique product and service capabilities to its merchant network and distribution partners. Growing into the 5<sup>th</sup>-largest non-bank merchant acquirer in the U.S. and processing more than \$48 billion in volume annually, Priority leverages a proprietary platform of microservices purpose-built to monetize vertically specialized merchant networks. The company operates the following business segments:

- **Consumer Payments:** Provides full-service payment processing and payment-enabled solutions for B2C transactions, leveraging Priority's proprietary software platform, distributed through ISOs, agents, banks, and ISVs
- **Commercial Payments:** Provides market-leading accounts payable automation software, payment processing and managed services to industry leading financial institutions (including Citi, MasterCard, and AMEX) and corporations
- **Integrated Partners:** Provides vertical-specific payment-enabled software solutions for high-growth markets

Priority primarily generates revenue from volume-based payment processing fees, along with software and subscription fees and managed services fees for supporting B2B programs.

## Investment Considerations

### *Large Market Opportunity with Strong Tailwinds*

- Electronic consumer payment volume expected to grow at a 7% 10-year CAGR, as consumers increasingly use cards over paper-based payments and global eCommerce continues to accelerate
- 11% 7-year CAGR for digital B2B payments volume, driven by an increase in AP automation and card payment adoption
- COVID-19 pandemic accelerates the shift to electronic payments

### *Capitalizing on Attractive Organic Growth Opportunities*

- Robust core acquiring growth through diverse reseller network
- Strong growth in specialized merchant acquiring business lines and exceptional growth in Integrated Partner channels as COVID19 accelerates shift of cash and paper payments to digital
- Commercial payments fueled by large FI partner signings, pipeline conversions and acceleration of AP automation

### *Scalable, Innovative Technology Platform*

- Robust, agile technology provides resellers and merchants with a fully customizable suite of applications and solutions to help manage critical workflows
- Integrated processing ecosystem with direct connections to card networks
- Technology agnostic, developer friendly software

### *Strong Revenue Growth and Inherent Operating Leverage*

- High-value solution, low volume attrition of 11%
- High-growth, transaction-based business provides recurring revenue stream

## Management Team

### **Thomas C. Priore**

Chief Executive Officer

### **Michael Vollkommer**

Principal Financial Officer

### **Sean Kiewiet**

Chief Technology Officer

### **Bradley J. Miller**

General Counsel and Chief Risk Officer

### **David Faupel**

Chief Marketing Officer

---

## Priority Technology Holdings, Inc.

2001 Westside Parkway  
Suite 155  
Alpharetta, GA 30004

---

- Secure, long-term relationships with distribution partners delivers steady stream of 4,900+ new merchant onboards per month
- Capex-lite business, with 85% operating free cash flow conversion

*M&A Platform Opportunity*

- Purpose-built shared services and technology infrastructure enables Priority to quickly board new volume, eliminate redundant operating costs and introduce proprietary products to drive new revenue sources and improve retention
- Robust M&A pipeline, targeting attractive merchant acquirers, vertical-specific software, and expanded capabilities in new payment adjacencies

*Strong Management Team with Track Record of Execution*

- Priority's executive management team has a record of execution in the merchant acquiring and technology-enabled payments industry
- Priority's proven execution track record is reflected in its core revenue growth and strong profitability

**Priority Technology Holdings, Inc. Announces New Leadership Roles**

Oct 4 2021, 9:58 AM EDT

**Priority Technology Holdings, Inc. Completes Acquisition of Finxera to Create the Premier Payments and Banking as a Service Platform**

Sep 17 2021, 10:25 AM EDT

**Priority Technology Holdings, Inc. Announces Second Quarter 2021 Financial Results**

Aug 9 2021, 7:00 AM EDT

**Stock Overview**

Symbol

PRTH

Exchange

Nasdaq

Market Cap

Last Price

\$

52-Week

\$ - \$

**Investor Relations**

Lincoln Churchill Advisors

Chris Kettmann

T: 773-497-7575

[ckettmann@lincolnchurchilladvisors.com](mailto:ckettmann@lincolnchurchilladvisors.com)

**Disclaimer**

Except for the historical information contained here in, the matters discussed in this document are forward-looking statements that involve risks and uncertainties, including but not limited to business conditions and the amount of growth in our industry and general economy, competitive factors, and other risks detailed from time to time in the Company's SEC reports, including but not limited to its annual reports on form 10-K and its quarterly reports on Form 10-Q. The company does not undertake any obligation to update forward-looking statements. All trademarks and brand name are the property of their respective companies.