

## Analyst Day Presentation

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March 9<sup>th</sup>, 2021

### Legal disclaimer

#### Important Information About the Proposed Business Combination and Where to Find It

In connection with the proposed business combination, a registration statement on Form F-4 (the "Form F-4") has been filed by Paysafe Limited, an exempted limited company incorporated under the laws of Bermuda ("Paysafe") with the U.S. Securities and Exchange Commission ("SEC") that includes preliminary and definitive proxy statements that have been distributed to holders of FTAC's common stock in connection with FTAC's solicitation for proxies for the vote by FTAC's stockholders in connection with the proposed business combination and other matters as described in the Form F-4, as well as a prospectus of Paysafe relating to the offer of the securities to be issued in connection with the proposed business combination. FTAC, PGHL AND PAYSAFE urge investors, stockholders and other interested persons to read the Form F-4, including the proxy statement/prospectus included therein, as well as other documents field with the SEC in connection of the security holdings of FTAC's officers and their respective interests as security holders in the completion of the security holdings of FTAC's final prospectus dated August 20, 2020 (SEC File No. 333240285), for a description of the security holdings of FTAC's combination. Stockholders will also be able to obtain copies of such documents, without charge, at the SEC's website at www.sec.gov, or by directing a request to: Foley Trasimene Acquisition Corp. II, 1701 Village Center Circle, Las Vegas, NV 89134, or (702) 323-7330.

#### Participants in the Solicitation

FTAC, PGHL, Paysafe and their respective directors, executive officers and other members of their management and employees, under SEC rules, may be deemed to be participants in the solicitation of proxies of FTAC's stockholders in connection with the proposed business combination. Investors and security holders may obtain more detailed information regarding the names, affiliations and interests of FTAC's directors and executive officers in FTAC's final prospectus dated August 20, 2020 (SEC File No. 333-240285), which was filed with the SEC on August 13, 2020. Information regarding the persons who may, under SEC rules, be deemed participants in the solicitation of proxies of FTAC's stockholders in connection with the proposed business combination is set forth in the proxy statement/prospectus for the proposed business combination. Information concerning the interests of FTAC's and PGHL's participants in the solicitation, which may, in some cases, be different than those of FTAC's and PGHL's equity holders generally, is set forth in the proxy statement/prospectus relating to the proposed business combination.

#### Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. FTAC's and PGHL's actual results may differ from their expectations, estimates, and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "continue," and similar expressions (or the negative versions of such words or expressions) are intended to identify such forward-looking statements. These forward-looking statements with respect to future performance and anticipated financial im pacts of the proposed business combination, the satisfaction or waiver of the closing conditions to the proposed business combination, and the timing of the completion of the completion of the completion.

These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially, and potentially adversely, from those expressed or implied in the forward-looking statements. Most of these factors are outside FTAC's and PGHL's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) the occurrence of any event, change, or other circumstances that could give rise to the termination of the definitive merger agreement"); (2) the outcome of any legal proceedings that may be instituted against FTAC, Paysafe and/or PGHL following the announcement of the Agreement (4) the occurrence of any event, change, or other circumstances that could give rise to the termination of the definitive merger agreement (1) the other is to close; (5) the insplity to complete the proposed business combination; (6) the inability to obtain or maintain the listing of Paysafe's shares of common stock on the New Y ork Stock Exchange following the proposed business combination; (7) the risk that the proposed business combination; (6) the announcement and consummation of the proposed business combination; (8) the ability or recognize the anticipated benefits of the proposed business combination, which may be affected by other economic, business, and/or competitive factors. The foregoing list of factors is not exclusive. Additional information concerning certain of these and other risk factors is contained in FTAC, PGHL or Paysafe or any person acting on their benage growth profitably, and retain its key employees; (9) costs related to the proposed business combination; (10) changes in applicable laws or regulations; and (11) the possibility that PGHL, FTAC or Paysafe may be adversely affected by other economic, business, and/or competitive factors. The foregoing list of factors is not exclusive. Additional information concerning certain of these and other risk factors is contained in FTAC's post related there in or other matters and at

#### No Offer or Solicitation

This presentation is not a proxy statement or solicitation of a proxy, consent, or authorization with respect to any securities or in respect of the proposed business combination and shall not constitute an offer to sell or a solicitation of an offer to buy the securities of FTAC, Paysafe or PGHL, nor shall there be any sale of any such securities in any state or jurisdiction in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of such state or jurisdiction. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended, or exemptions thereform.

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#### Statement Regarding Non-GAAP Financial Measures

This presentation also contains non-GAAP financial information. Paysafe management believes the presentation of these non-GAAP financial measures, when considered together with the Company's results presented in accordance with GAAP, provide users with useful supplemental information regarding Paysafe's operating performance. Reconciliations of these non-GAAP financial measures to their most directly comparable GAAP measures are set forth in the Appendix. These non-GAAP measures exclude items that are significant in understanding and assessing Paysafe's financial results or position. Therefore, these measures should not be considered in isolation or as alternatives to measures under GAAP.

### Presenters

Philip McHugh Chief Executive Officer & Director



- Philip joined Paysafe in 2019 as CEO
- Philip has been an international leader in the banking and payments industry for over 25 years with experience across Latin America, Europe, EMEA, and North America
- Prior experience:



#### Danny Chazonoff Chief Operating Officer



- Danny is one of the founders of the Company and has served as COO since 2006. Prior to that was CTO from 1999 to 2005
- Danny brings more than 20 years of payment industry experience and 35 years of technology and operations experience
- Prior experience:



Izzy Dawood Chief Financial Officer



- Izzy joined Paysafe in 2020 as CFO
- Izzy brings a proven track record of over 25 years in financial leadership in both public and private organizations
- Prior experience:





## 1. Overview of Paysafe

### Our evolution continues



### 20+ Years from eCommerce Pioneer $\rightarrow$ Global Leader

### Exciting future with the Foley team



**Deeply embedded in attractive** markets

Upside from integration, platform consolidation and cross-sell

#### **Multiple acquisition** opportunities

#### Positioned to win in key, high growth markets

#### Bill Foley has substantially grown the size and scale of the companies he's been involved with

		ĒIS <sup>1</sup>		BLACK WKNIGHT	dun & bradstreet	Paysafe: 2
Industry	Real Estate	FinTech	HCM <sup>3</sup>	Mortgage	Data & Analytics	FinTech
Initial Investment	1984	2003	2007	2014 <sup>4</sup>	2019	2020
Margin Expansion	670 bps > peers	1,800 bps	500 bps	1,100 bps	800 bps	
Multiple Expansion	~3x	~12x	50x+	~6x	~3x	
Multiple of Equity	20x+ <sup>5</sup>	<b>30x+</b> <sup>6</sup>	~14x <sup>7</sup>	~7x <sup>8</sup>	~5x <sup>9</sup>	

- Source: Public company fillings and Factset. Market cap and stock price data as of March 5, 2021 Bill Foley currently owns no equity in FIS or Ceridian.
- Transactions subject to close. Dates represent transaction announcement dates. Dotted check marks indicate transformations in process/not yet achieved.
- Human Capital Management. (4)
  - LPS was acquired by FNF on Jan. 2, 2014, and renamed Black Knight Financial Services

- Multiple of the company's current market cap to initial investment in the company.
- Multiple of the company's current market cap to the company's equity value at the time of its spin-off in 2006.
- (5) (6) (7) (8) (9) Represents Cannae's current mark-to-market gain on its CDAY investment before taxes and fees as of 3/5/21.
  - Multiple of the company's current market cap to the company's market cap at the time of its IPO in 2015.

  - Multiple of DNB's current market cap to equity value at the time of Cannae's LBO / take-private of DNB in Feb. 2019.

Paysafe:

The Global Leader in iGaming	Sports betting Online casino Lottery eSports Fantasy sports	Two-Sided Network
Growing Digital Commerce in Attractive Verticals	Digital goods Fintech services Travel & entertainment Integrated verticals	Proprietary APMs
Driving Global Scale	Operational leverage Unity platform Global risk services Global servicing Enterprise sales	Risk Management Ease of Integration
Positioned to Win in Market Consolidation	History Team Platforms	Multiple Ways to Pay

7

### A global pioneer in digital commerce

Total Volume '21E

1	Highly differentiated B2B and B2C global network with a powerful eCash and integrated processing solutions	suite of digital wallet,	B2C+B2BNetworke
2	Significant growth opportunities in massive TAM with expertise in I	highest value verticals	
3	Long history as the global market leader in iGaming payments and capitalize on the expanding U.S. market	d well positioned to	Paysafe
4	Proprietary and scalable platform in technology and risk managen M&A playbook	nent driving a proven	Tolancer CESO
5	Experienced management team with an entrepreneurial and clien	t-focused culture	Suite of Digital Commen
	~\$105bn	~\$1.5bn	

Revenue '21E

### Proprietary integrated solutions...



### A Unique Combination of B2C & B2B Capabilities

#### Paysafe:

(3)

Overview

Capabilities

Customers

- Online, APM, API, Integrated, POS as defined on slide 62.
- Derived from management analysis that excludes stored credential wallets (e.g. Apple Pay, Samsung Pay), closed loop wallets (e.g. retailer-led) and based on the 120+ markets currently served. Based on countries from which revenue was generated in FY2020A. (2)
  - Based on available APMs offered by Paysafe during FY2020A.

- Paysafe has the largest branded cash collection network with ~650k POS in 50 countries (as of December 2020).
- (4) (5) Based on countries in which paysafecard vouchers are available for purchase as of December 2020. (6)
  - Nilson Top Acquirers 2019 excluding bank or bank owned acquirers.

### 1 ... with attractive scale and financial profile...



### 75%+ Revenue from online payments

#### Paysafe:

- and take rate as defined on slide 62
- As of December 2020. Active users based on active wallet accounts. Includes both independent and network accounts.
- (2) Based on total digital wallets balances as of December 2020.
- Paysafe estimate as of LTM December 2020. (3)
- (4)As of December 2020.

- Based on open merchant accounts as of December 2020
- (6) As of December 2020.
- (7)FY2020A

(8)

Excludes depreciation and amortization. See page 54 for a definition of this non-GAAP measure.

### Increating a powerful Paysafe Network



Paysafe: Note: Online, Take Rate, APM, SMB, and Integrated as defined on slide 62. (1) Take Rate as of 2020A.

(2) Peers include: Fidelity National Information Services, Fiserv, Repay, Nuvei, Shift4, PayPal, Global Payments, EVO Payments, Paya, i3 Verticals, Priority Payments and Adyen.

### 2 Leadership in the fast growing lanes of digital commerce



### Focused on MOST Attractive Segments & Verticals

Source: Traditional payments market data per Euromonitor International. International excludes Bangladesh, Brunei Darussalam, Cambodia, China, Indonesia, Japan, Laos, Malaysia, Myanmar, Pakistan, Singapore, South Korea, Thailand, Vietnam, Poland and Turkey.

eCommerce market data per eMarketer. International market data excludes China, Indonesia, Japan, Malaysia, Singapore, South Korea, Thailand and Vietnam. (5) International excludes Cambodia, Malaysia, Singapore, Indonesia, Southeast Asia other (Vietnam, Laos, Myanmar, Thailand, Brunei Darussalam), South Asia (6) other (Bangladesh, Pakistan), Japan, Turkey, Poland, the U.S. and China. (7)

Note: APM and Online as defined on slide 62. (1) Mastercard Investor Day data, Septemb

Paysafe:

(2)

- Mastercard Investor Day data, September 2019 Cardable PCE + Cash & Check PCE + P2P Cash & Check market sizes.
- Based on FY2020A revenue excluding Pay Later.

- BCG Global Payments 2019: Tapping into Pockets of Growth. 2018-2023 Global Payments Revenue CAGR. The Strawhecker Group 2019 – AIM Portfolio Comparison Report. US SMB 2019 Payments Growth.
- 5) Glenbrook Evaluation of Project Iris. 2017-2021 ISV Revenue CAGR.
- (6) eMarket Global Ecommerce Sales Growth 2019-2023 CAGR.
- EDC Market Opportunity Overview, Online Gambling 2020-2025 CAGR.
- (8) Paysafe management estimates based on EDC, H2 Gambling Capital and Eilers & Krejcik market sizing research, 2019-2025 CAGR. Assumes further legalization of US iGaming in all states and sports betting levels are the same as the UK market.

12

### 2 Right to Win in valuable verticals



TAM reflects 2020E volumes except iGaming. Note:

Represents deposit volumes. EDC and H2 Gambling Capital research 2020-2025. Excludes China and for US iGaming Paysafe management estimates based on EDC, H2 Gambling Capital and Eilers& Krejcikmarket sizing research. Assumes certain further legalization of US (1) iGaming.

Euromonitor and Grandview Market Research.

Paysafe:

Newzoo 2019 global gaming report, EDC market analysis and annual reports and Wall Street Research of Amazon, Apple, Google, Facebook, Netflix, Spotify. Management estimates based on EDC, BIS, WFOE, Forbes, Visual Capitalist, Deutsche Borse Group, ESMA, Deutsche Bank WorldPay, Allied Market Research, reportsanddata.com, Challenger Bank investor presentations and company financial statements / annual reports. (4) (5) Glenbrook, Strawhecker TSG, IBIS, EDC and relevant annual reports from companies in the sector.

### We are a global leader in iGaming



### Launched in 2010 100% of Canada iGaming coverage – deployed Paysafe Market Playbook after launch 2.5bn 15% 61.2br JUER 2020E 2025E Deposit volume (\$bn)(3)

Canada

### **United States** Launched in 2013 Live in 14 states Serves over 34 operators, representing ~75% of market \$47bn<sup>(4</sup> \$24bn \$3.4b 2019E 2025E Deposit volume (\$bn)

#### Single integration

## Connectivity to ~70 APMs<sup>(6)</sup>

### Global risk and regulatory expertise

Single solution for consumers & businesses

- As of December 2020.
- (2) EDC and H2 Gambling Capital research 2020-2025. Excludes China and North America.
- EDC Market Opportunity Overview, Online Gambling 2020-2025 CAGR.
- Payafe management estimates based on EDC, HZ Gambling Capital and Eilers & Krejcik market sizing research, 2019-2025 CAGR. Assumes further legalization of US iGaming in all states and sports betting levels are the same as the UK market.
- (5) Paysafe management estimates based on EDC, H2 Gambling Capital and Eilers & Krejcik market sizing research, 2019-2025 CAGR. Assumes certain further legalization of US iGaming.
- (6) Based on available APMs offered by Paysafe during FY2020A

### Global Platform integrated cloud technology





#### **Unity Platform**

- Single API
- Automated underwriting
- Integration of multiple payment methods
- Timing: 2020 2021

#### Cloud

- Migration of eCash and wallets to Cloud
- Consolidation of 12 data centers to 4
- Timing: eCash 2020; Digital Wallet 2021; Payment processing 2022

#### Banking-As-A-Service

- Build of Global Bank Network
- FX Service Hub

#### **Platform Consolidation**

- Consolidated wallet platform
- Delivered single boarding platform for merchants
- Single cloud-based platform for merchant analytics

#### **Cyber Security**

- Increased resilience and improvements to security controls, monitoring, cyber defenses and security culture
- Embedding cloud security capabilities, and reducing security friction
- Timing: Ongoing

### Advanced *Platform-as-a-Service* Advantages

Paysafe: Note: Integrated, API and SMB as defined on slide 62

### Global Platform risk & compliance

#### **Highly developed** 300 +Global Risk & Compliance Capabilities: Professionals Dedicated to Risk & Compliance Proven by Years of Successful Development in Complex Markets and Analytics US: Registered with the Michigan Gaming Control US: Registered with the Canada: Registered supplier in Ontario, division of Gaming regulated by Alcohol and Enforcement, New Jersey Gaming Commission Canada: Registered US: Registered BRITISH Two e-money with the British with the Tennessee COLUMBL licenses in Ireland Three e-money licenses in Columbia GPEB Education Lottery Corporation UK regulated by FCA Canada: Nova Scotia AGFT COLORADO Lottery Romania: epartment of Revenue equipment Two Gambling supplier service provider licenses US: Registered with the Colorado Control Gambling related Commission registrations Payments related registrations US: West Virginia State US: 45 state Lottery :Interim Supplier licenses Switzerland: License Financial intermediary. Fin@EN regulated by FINMA finma US: Pennsylvania Gaming US: Registered with the Principal member: Control Board: Authorized Delaware State Lotterv VISA and Mastercard service provider Office VISA

Highly Strategic & Differentiated Expertise, Data & Analytics

### Paysafe Platform expansion & M&A engine

#### **Advantaged Platform for Consolidation**



**Global Capabilities** Large & Diverse Pool of Opportunities for Growth

- Digital Wallet & eCommerce
- Payment Processing
- eCash
- iGaming



**Paysafe: Unity** "Plug & Play" Platform

- Platform Consolidation
- Cloud & Shared Microservices
- Single API Integration



- Management Team Deal Experience Seasoned Team
- Opportunity Identification
- Target Sourcing & Cultivation
- Deal Execution



Integration Paysafe Culture

- Entrepreneur DNA
- Global HR
- High Engagement

20+	15	300+
Years of Experience	Deals Integrated	Deal Experience in Management Team

### Executed by a team of experienced industry leaders



Philip McHugh Chief Executive Officer

Afshin Yazdian

CEO, US Acquiring

Elliott Wiseman

General Counsel & Chief

Compliance Officer



Paulette Rowe CEO, Integrated & eCommerce Solutions



Nick Walker Chief HR Officer



Danny Chazonoff Chief Operating Officer



Lorenzo Pellegrino CEO, Skrill, NETELLER, Income Access



Louise Clements Chief Marketing Officer



Izzy Dawood Chief Financial Officer



Udo Müller CEO, paysafecard

**Chi Eun Lee** 

EVP. Chief of Staff



Richard Swales Chief Risk Officer

Leadership is a mix of true entrepreneurs and seasoned executives from PayPal, Facebook, Barclays and BNY Mellon

#### Paysafe:

**Roy Aston** 

Chief Technology Officer

### Doing things the right way



## Plug into Paysafe: The Leading Specialized Payments Platform

The Global Leader in iGaming	Sports betting Online casino Lottery eSports Fantasy sports	Consister bottom-lin
Growing Digital Commerce in Attractive Verticals	Digital goods Fintech services Travel & entertainment Integrated verticals	Positioned we
Driving Global Scale	Operational leverage Unity platform Global risk services Global servicing Enterprise sales	market consol
Positioned to Win in Market Consolidation	History Team Platforms	Potential to double size over the near t

Paysafe:

ent strong top- and line organic growth

ell for olidation

e or triple the Company to medium term





## Plug into Paysafe: The Leading Specialized Payments Platform

The Global Leader in iGaming

Connected to ~75% of operators in the U.S. and 100% of Canadian iLotteries

Growing Digital Commerce in Attractive Verticals

~40% of revenue in fast growing and emerging verticals

Driving Global Scale

Paysafe:

~70% of revenue on our single-stack Unity platform

Positioned to Win in Market Consolidation

Management with 300+ deal closing experience

Two-Sided Network
Proprietary APMs
Risk Management
Ease of Integration

Multiple Ways to Pay

### A Global Leader in iGaming with clear right to win in the U.S.



#### Established global leader...

- ✓ Serve over 1,000<sup>(1)</sup> operators globally
- ✓ 100% of Canadian iLottery coverage
- Leading specialized wallets with differentiated consumer and merchant benefits

#### ...plugged into the largest global operators...



#### ...with significant opportunity ahead

 International iGaming opportunity projected to be \$128.5bn in 2025, representing a 2020E-25E CAGR of 10%<sup>(2)</sup>



(4)



**United States** 

- End-to-end payments platform
- Connectivity into all available payment options
- Global risk and regulatory management expertise
- Single solution for consumers and operators

- 1) As of December 2020.
- Includes Europe, Canada and RoW. Excludes China and US. Europe & ROW from EDC and H2 Gambling Capital research 2020-2025. Canada from EDC - Market Opportunity Overview, Online Gambling 2020-2025 CAGR.
- (3) Paysafe management estimates based on EDC, H2 Gambling Capital and Eilers & Krejcik market sizing research, 2019-2025
- CAGR. Assumes further legalization of US iGaming in all states and sports betting levels are the same as the UK market. Paysafe management estimates based on EDC, H2 Gambling Capital and Eilers & Krejcik market sizing research, 2019-2025 CAGR. Assumes further legalization of US iGaming in all states and sports betting levels are the same as the UK market.

### Continuing to win and expand market share

#### Live in 14 states and connections to ~75% of operators

U.S. iGaming today

The market is opening at a rapid pace. We're all in.



Paysafe:

Legalized digital sport

 Legalized sports betting
 & live digital sports betting

Legalized sports Betting Ac Expected live 2021

### Leveraging the Paysafe Playbook to win in U.S. iGaming

### Our right to win in the U.S.

- ✓ Already live in 14 states and connected to ~75% of U.S. operators
- Stellar reputation and industry experience
- Deep understanding of what both operators and consumers require to be successful
- COVID-19 accelerating regulation and we are positioned in emerging states with leading operators
- Dedicated team solely focused on U.S. market
- ✓ Purpose-built U.S. centric suite of products for new users and VIPs
- ✓ Unity provides a new end-to-end payment platform and gateway that delivers:
  - Single integration into leading payment methods and acquiring backend
  - Risk and regulatory management expertise
  - Single solution for consumers and operators
- Trusted and credible partner with wallet integrations into major global players and leading APMs

## Plug into **Paysafe**: Right to Win in valuable verticals



Represents deposit volumes. EDC and H2 Gambling Capital research 2020-2025. Excludes China and for US iGaming Paysafe management estimates based on EDC, H2 Gambling Capital and Eilers& Krejcikmarket sizing research. Assumes certain further legalization of US (1) iGaming

Euromonitor and Grandview Market Research.

Paysafe:

Newzoo 2019 global gaming report, EDC market analysis and annual reports and Wall Street Research of Amazon, Apple, Google, Facebook, Netflix, Spotify,

(4) Management estimates based on EDC, BIS, WFOE, Forbes, Visual Capitalist, Deutsche Borse Group, ESMA, Deutsche Bank WorldPay, Allied Market Research, reportsanddata.com, Challenger Bank investor presentations and company financial statements / annual reports. (5) Glenbrook, Strawhecker TSG, IBIS, EDC and relevant annual reports from companies in the sector.

## Plug into Paysafe Selling the Paysafe experience – opportunity to unlock over \$100m of adj. EBITDA

Operational leverage Drive growth and streamline costs

.....

- Transformation team focused on further operational consolidation
- Investment in automation of manual processes
- Increased transfer of work for negative labor arbitrage in Bulgaria (team of ~1200)
- Consolidation and streamlined customer (consumer + merchant) onboarding

# Paysafe:

Unity platform

One integrated

platform

(including Wallets)

Further Platform consolidation

Continued migration to cloud

technology (70% of platforms

Continued consolidation and

facilitating easy access to all

sunsetting of data centers

Single API/integration

Paysafe services

migrated by end of 2021)



**Global risk services** Optimize acceptance and reduce fraud

- Implementation of Feedzai and ML models (Machine Learning)
- Single Platform for Merchant Credit Risk Monitoring
- Chargeback Optimization
- Automated Global Merchant Underwriting (including KYC/AML)
- Intelligent Routing for Approval / Conversion Optimization

**Global servicing** Enhanced value added services

- Servicing consumers and merchants globally in 15+ languages
- Solutions to accommodate multi currency and local payment methods
- Real estate consolidation –
   40% reduction in space
- Banking-as-a-Service to provide integrated, omnichannel banking services

**Enterprise sales** Plug into Paysafe

- Dedicated Enterprise Sales Team
- Ambassador Program (100 team members) engaged in 'connecting the dots' and selling Paysafe
- Focused on Top Tier businesses and opportunities
- Tapping into Sponsors and Banking Partner networks

### Significant acquisition opportunities across all segments



iGaming

- Own more of the cashier through APM consolidation
- Add complementary iGaming services



#### **Digital Wallet**

- 170+ specialized wallets globally which lack scale and have limited capabilities
- Opportunity to acquire the customer base and monetize effectively
- Ability to remove costs and consolidate backend



eCash

- 20+ geography based targets
- Add distribution / consolidate backend platform



#### eCommerce

- New markets and verticals
- Cost saving opportunities
- Consolidation of back end processing volume
- Single API
- Driving proprietary APMs into a single gateway to improve take rate

Ability to augment and enhance existing M&A track record with Foley's best-in-class execution and network

Paysafe: Note: APM amd API as defined on slide 62.



### Paysafe has a compelling financial profile



Paysafe:

See slides 38 and 42 for additional information.

### Highly diversified business



### 75%+ Revenue from online payments

- Paysafe:
- Note: Based on revenue contribution for FY2020A. Online as defined on slide 62.
  - (1) Figures rounded to 100% for presentation purposes.
  - (2) Split by region of transaction initiation for Digital Wallets and eCash, and by merchant location for Payment Processing.
  - (3) iGaming encompasses Online Sports Betting, Online Poker and Online Casinos.
  - (4) Includes FinTech Services, Integrated Payments, Travel & Entertainment, Direct Marketing, and Social, Streaming, and Online Gaming.
  - (5) Excludes Pay Later

### Asset light operating model



- Strong underlying cash generation
- Asset light and scalable business model
- Expect free cash flow conversion<sup>(1)</sup> in the range of 70-80% in 2021E

### Leverage profile

#### Total Net Leverage<sup>(1)</sup> / 2021E Adj. EBITDA<sup>(2)(3)</sup>

(\$ in millions, unaudited)

Net debt

Paysafe:



- Significant deleveraging post-merger with Foley Trasimene
- \$1,805m of pro forma net debt
- Lower leverage levels provides greater flexibility ability to pursue M&A opportunities
- Long-term leverage goal of ~3.5x

Note: 2020A YE assumes FX rate of 1.2214x (as of 12/31/2020) and PF Post Transaction assumes FX rate of 1.1776x (as of 7/31/2020).

- (1) Net debt used to calculate Total Net Leverage excludes the drawn amounts of a local \$50m Credit Facility held in the US outside the Group's Senior Credit Facility. For Senior Credit Facility reporting purposes, the Company includes the drawn amount of this facility in deriving its "Total Secured Net Leverage Ratio" and "Total Net Leverage Ratio". The nature of the facility is as a source of working capital and allows the company to draw on the facility daily and to prefund daily interchange.
- (2) See slide 54 for additional information regarding this non-GAAP measure.

(3) Includes public company expenses related to certain recurring costs that we expect to incur in periods after we have become a public company, including additional headcount in finance and accounting, investor relations and legal functions, board fees, D&O insurance, stock exchange fees and similar costs.

### Sources of revenue and gross profit

Segment	Digital wa	lets	eCash		Processin	g
Monetization methods	<ul> <li>Fees charged for:         <ul> <li>Consumer depos</li> <li>Money transfer be (consumer fees)</li> <li>Money transfer to (merchant fees)</li> <li>Money transfer from consumer (merchant - Consumer spend mortar location (m)</li> <li>Consumer withdra (consumer fees)</li> <li>FX on transaction (merchant fees)</li> </ul> </li> </ul>	etween wallets merchant om merchant to <i>ant fees)</i> at brick and <i>herchant fees)</i> aws balance	<ul> <li>Fees charged to merchar <ul> <li>Distribution fee pair distribution partner</li> <li>Maintenance fees of to consumers</li> </ul> </li> </ul>	d to s	<ul> <li>Acquiring fees charged on percent of volume</li> <li>Gateway charged base transaction fee</li> <li>Additional fees for value services</li> </ul>	d on a per
Key KPIs	Volume Take rate <sup>(1)</sup> # Active users <sup>(2)</sup>	~\$20bn 1.9% 3.5m	Volume Take rate <sup>(1)</sup> # Distribution points <sup>(3)</sup> # Active users <sup>(4)</sup> # Online stores <sup>(5)</sup> # Countries <sup>(6)</sup>	~\$5bn 7.2% ~650k 13m 2,800+ 50+	Volume Take rate <sup>(1)</sup> Merchants <sup>(7)</sup> # of ISV Integrations <sup>(8)</sup>	~\$68bn 1.1% ~250k 150+

Paysafe:

- As of December 2020. Active users based on active wallet accounts. Includes both independent and network accounts.
- As of December 2020. (4)
- Paysafe estimate as of LTM December 2020. (5)
  - Redeemable at 2,800+ online stores as of December 2020.

(6) (7) (8) Based on countries in which paysafecard vouchers are available for purchase as of December 2020.

Based on open merchant accounts as of December 2020.

As of December 2020.

### Near term look back

(\$ in millions, unaudited)	2020E	Organic 2020A
Volume	\$88,687	\$91,166
Revenue	\$1,380	(\$1,403)
Adjusted EBITDA <sup>(1)</sup>	\$420	(\$421)
Adjusted EBITDA <sup>(1)</sup> margin	30%	30%
# Strong volume growth historically and going forward



# Driving consistent revenue growth

#### Commentary

- 2021E revenue on higher end of prior guidance
- Revenue growth expected across all segments
- Continued momentum in Integrated Processing and eCash



#### Revenue

# Attractive gross profit profile

#### **Commentary**

- 2021E gross profit expected to be marginally lower due to business mix
  - Integrated Processing and eCash momentum continue to drive strong growth



# Scalable expenses generate operating leverage

#### **Commentary** 2020A 2021E (\$ in millions) Expenses to grow at low to mid single digits \$580 - \$610 Cost of services<sup>(2)</sup> \$535 Assumes public company expenses<sup>(1)</sup> of \$9-14 million in 2021E SG&A \$466 \$450 - \$475 Credit costs also expected to be lower Cost of services<sup>(2)</sup>+SG&A \$1,001 **\$1,030 - \$1,070**<sup>(4)</sup> Cost of services<sup>(2)</sup> + SG&A (\$ in millions) '20A-'23ECAGR7% \$1,221<sup>(3)</sup> 30% growth \$1,030 - \$1,070 \$1,001 \$952 \$733 2018A 2019A 2020A 2021E 2023E

Note: 2020A is unaudited.

Paysafe:

(1) Public company expenses related to certain recurring costs that we expect to incur in periods after we have become a public company, including additional headcount in finance and accounting, investor relations and legal functions, board fees, D&O insurance, stock exchange fees and similar costs.

- (2) Cost of services excluding depreciation and amortization.
- Assumes \$9 million of public company expenses in 2023E.

(4) Sum of individual guidance ranges may not sum to combined guidance range

# Strong and expanding adjusted EBITDA margin

<ul> <li>Marg</li> </ul>	lins increasing by ~1	50 bps in 2021E		Adj. EBITDA reflecting Pul	oCo costs <sup>(1)</sup> \$487 - 492
Adjust (\$ in millio % Adj.					
EBITD		33%	30%	32%	35%
margin	14% gr \$408	Sowth \$466	\$426	'20A – '23E CAGR 16% \$480 - \$495	\$660 <sup>(2)</sup>
	2018A	2019A	2020A	2021E	2023E

Public company expenses related to certain recurring costs that we expect to incur in periods after we have become a public company, including additional headcount in finance and accounting, investor relations and legal functions, board fees, D&O insurance, stock exchange fees

#### Commentary

- Scalable business model and continued cost discipline drives EBITDA growth
- Adjusted EBITDA includes PubCo costs<sup>(1)</sup> of \$9 14 million in 2021E
- Margins increasing by ~150 bps in 2021E

(Ranges reflect low to high)	2021E
Dec. 7th IP Organic Adj. EBITDA	\$501
(–) PubCo costs <sup>(1)</sup>	\$9 - 14
Adj. EBITDA reflecting PubCo costs <sup>(1)</sup>	\$487 - 492

See slide 54 for additional information regarding this non-GAAP measure.

2020A is unaudited.

and similar costs.

# Q1 2021E and 2021 Guidance

Current guidance in-line with December 7th Investor Presentation

	20	)21	Q1 2021E
Metrics	December 7 <sup>th</sup> IP	Guidance	Guidance
Revenue	\$1,523	\$1,520 – \$1,550	\$360 – \$380
Gross Profit	N/A	\$930 – \$970	\$220 – \$230
Margin	N/A	61% – 63%	~61%
Adjusted EBITDA	\$487 <b>- 492</b> <sup>(1)</sup>	\$480 – \$495	\$105 – \$115
Margin	32%	~32%	29% – 30%
Cost of Services <sup>(2)</sup> + SG&A + PubCo costs <sup>(1)</sup>	\$1,031 – 1,036	\$1,030 - \$1,070	\$250 – \$275
% of Revenue	68%	68% – 69%	69% – 72%

Gross Profit excludes depreciation and amortization. See slide 54 for additional information regarding this non-GAAP measure Note: Paysafe:

(1) Assumes \$9 - 14 million in public company, including additional headcount in finance and accounting, investor relations and legal functions, board fees, D&O insurance, stock exchange fees and similar costs (2)

Cost of services excluding depreciation and amortization.

43

# Plug into Paysafe: The Leading Specialized Payments Platform

The Global Leader in iGaming	Sports betting Online casino Lottery eSports Fantasy sports	Consistent strong top- and bottom-line organic growth
Growing Digital Commerce in Attractive Verticals	Digital goods Fintech services Travel & entertainment Integrated verticals	Positioned well for
Driving Global Scale	Operational leverage Unity platform Global risk services Global servicing Enterprise sales	market consolidation
Positioned to Win in Market Consolidation	History Team Platforms	Potential to double or triple the Company size over the near to medium term









# Leading specialized digital wallet

Business model is unique and very profitable as this can be multiplied many times, depending on consumer profile



Send money, make money, spend money





# Digital Wallet segment overview

### **Paysafe:** Digital Wallets



- Diversified network of digital wallet solutions solving complex commerce friction and enabling the use of global APMs
- Enables consumers to upload, store, withdraw, and pay funds from a virtual account

Market leadership	Broad reach and	Attractive growth
and scale	deep expertise	and mix
<b>120+</b>	~70	<b>~100%</b>
Markets <sup>(1)</sup>	APMs <sup>(2)</sup>	Online <sup>(3)</sup>
<b>\$395m</b>	<b>3.5m</b>	<b>75%</b>
2020A Revenue	Active Users <sup>(4)</sup>	'20A Gross Margin
<b>\$20bn</b>	<b>~\$1bn</b>	<b>1.9%</b>
2020A Volume	Digital Wallet Balance <sup>(5)</sup>	2020A Take Rate

Paysafe:

APMs, Take Rate, Online as defined on slide 62. Note:

(1) Based on countries from which revenue was generated in FY2020A. (2)

Based on available APMs offered by Paysafe during FY2020A.

(3) Based on FY2020A revenue.

As of December 2020. Active users based on active wallet accounts. Includes both independent and network accounts. (4) (5) Based on total digital wallets balances as at December 2020.

# Digital Wallet: Millennial and sophisticated digital consumers





#### Specialized Wallets, Payments, and P2P transfers



I'm able to upload and withdraw funds with ease.

I enjoy sports betting and online poker at my favorite brands.

I love to trade crypto and move money into multiple currencies.

My Skrill prepaid Mastercard means I can easily access my funds when I travel.

I use Rapid Transfer to quickly fund my account.

#### Merchants



# NETELLER

MCRUICE	ATTELLES     BURE     USD 609.0	
Instant to your account	<ul> <li>Net-robot preprint and processing</li> </ul>	
Index) a depend option	<ul> <li>Yes cost reportation</li> </ul>	
	O the call equitation	
The second second	- New select	
•••••••	O New solution	
	Alteration	
I		





# eCash: Making cash available for digital commerce

### **paysafe**card

#### **Find payment point**

A customer searches for the nearest sales outlet with the online store locator

Buy

2

ß

The customer buys a paysafecard voucher in the preferred face value

Pay

By just entering the 16 digit paysafecard PIN, the customer can pay at thousands of online shops - safely and simply!

Paysafe fees: 5 – 7%

### Paysafe:cash

### **Generate barcode**

The customer selects'Paysafecash' as his payment method in the web shop, loads the generated barcode onto a wallet, sends it to his mobile phone or prints it



### **Find payment point**

With the Online Search App the customer finds his nearest Paysafecash payment point

### Scan & pay

The customer has the barcode scanned by the sales staff in the payment point and pays the open amount

Paysafe fees: 2 – 3%

Brings inaccessible consumers to high growth digital merchants

### eCash segment overview



- (2)(3) As of December 2020.
- Paysafe estimate as of LTM December 2020. (4)

# eCash: Serving Gen Z, Millennial and Underbanked consumers across 50+<sup>(1)</sup> countries

### **paysafe**card

### Migrating 80% of volume to account / app-based

### Paysafe:cash





I pre-buy cash vouchers to upload for online gaming upgrades.

I bu<mark>y on</mark>line but I <mark>pay</mark> in cash at my local convenience store.

paysafecard is everywhere... I'm never far from topping up.

If I'm not playing, I'm streaming. I can pay cash for my whole online life.





# Dollar bp CENERAL Image: CVS pharmacy\*

## Processing segment overview

### Paysafe: Processing



- Provides merchant acquiring and processing solutions to SMB merchants
- Full stack of integrated and online solutions enabling a broad range of small businesses to accept payments online and instore
- Multi-currency processing ability via proprietary gateway

Market leadership and scale	Broad reach and deep expertise	Attractive growth and mix
#4	150+	50%+
Independent Merchant Acquirer in the US <sup>(1)</sup>	ISV Integrations <sup>(2)</sup>	Online <sup>(3)</sup>
<b>\$720m</b>	250k+	57%
2020A Revenue	Merchants <sup>(4)</sup>	20A Gross Margin
\$68bn	Leading	1,1%
2020A Volume	Clover Smart POS reseller	2020A Take Rate

Paysafe:

 Note:
 Integrated, ISV, Take Rate, SMB, POS and Online as defined on slide 62.

 (1)
 Nilson – Top Acquirers 2019 excluding bank or bank owned acquirers.

 (2)
 As of December 2020.

 (3)
 Based on FY2020A revenue.

(4) Based on open merchant accounts as of December 2020.

## Processing: Overview of distribution channels



#### **Distribution partners**

- Large and growing alternative referral partner channel developed over 20+ years, including enterprise and integrated relationships
- Leading seller of our smart POS solutions in the US

\$306m

43%



53

## Statement Regarding Non-GAAP Financial Measures

This presentation includes Gross Profit (excluding depreciation and amortization), Gross Profit Margin (excluding depreciation and amortization), Adjusted EBITDA, Adjusted EBITDA margin, Free cash flow and Free cash flow conversion, which are supplemental measures that are not required by, or presented in accordance with, accounting principles generally accepted in the United States ("U.S. GAAP").

Gross Profit (excluding depreciation and amortization) is defined as revenue less cost of services (excluding depreciation and amortization). Gross Profit Margin (excluding depreciation and amortization) is defined as Gross Profit (excluding depreciation and amortization) as a percentage of revenue.

Adjusted EBITDA is defined as net income/(loss) before the impact of income tax (benefit)/expense, interest expense, net, depreciation and amortization, impairment expense on intangible assets, restructuring and other costs, loss/(gain) on disposal of a subsidiary and other assets, net, and other income/(expense), net. These adjustments also include certain costs and transaction items that are not reflective of the underlying operating performance of the Company. Management believes these adjustments improve the comparability of operating results across reporting periods. Adjusted EBITDA margin is defined as Adjusted EBITDA as a percentage of Revenue.

Free cash flow is defined as net cash flow s provided by/used in operating activities, adjusted for the impact of capital expenditure, payments relating to restructuring and other costs, cash paid for interest and movements in customer accounts and other restricted cash. Capital expenditure includes purchases of property plant & equipment and purchases of other intangible assets, including softw are development costs. Capital expenditure does not include purchases of merchant portfolios. Free cash flow conversion is defined as free cash flow as a percentage of adjusted EBITDA.

This presentation also includes Organic Revenue, Organic Adjusted EBITDA and Organic Adjusted EBITDA margin. These measures are also supplemental measures that are not required by, or presented in, accounting principles generally accepted in the United States ("GAAP").

These organic measures are presented on a basis that gives effect to acquisitions and dispositions that occurred in the relevant period as if such acquisitions and dispositions had occurred at the beginning of the relevant reporting period. Other than the effect of acquisitions and dispositions, these measures are presented on a consistent basis with their equivalent measures presented in the Company's Financial Statements in accordance with U.S. GAAP and on a consistent basis as defined above for the Company's other non-GAAP measures.

Management believes the presentation of these non-GAAP financial measures, when considered together with the Company's results presented in accordance with GAAP, provide users with useful supplemental information in comparing the operating results across reporting periods by excluding items that are not considered indicative of Paysafe's core operating performance. In addition, management believes the presentation of these non-GAAP financial measures provides useful supplemental information in assessing the Company's results on a basis that fosters comparability across periods by excluding the impact on the Company's reported GAAP results of acquisitions and dispositions that have occurred in such periods.

How ever, these non-GAAP measures exclude items that are significant in understanding and assessing Paysafe's financial results or position. Therefore, these measures should not be considered in isolation or as alternatives to revenue, net income, cash flows from operations or other measures of profitability, liquidity or performance under GAAP. You should be aware that Paysafe's presentation of these measures may not be comparable to similarly titled measures used by other companies. In addition, the forw ard-looking non-GAAP financial measures provided herein have not been reconciled to comparable GAAP measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.

See the following slide for reconciliations of the historical non-GAAP financial measures presented herein to their most directly comparable GAAP financial measures. A reconciliation of our forward-looking non-GAAP financial measures to their most directly comparable GAAP financial measures cannot be provided without unreasonable effort because of the inherent difficulty of accurately forecasting the occurrence and financial impact of the adjusting items necessary for such reconciliations that have not yet occurred, are out of our control, or cannot be reasonably predicted.

### GAAP to Non-GAAP Reconciliation

#### Adjusted EBITDA<sup>(2)</sup>

\$' m, unaudited	2018	2019	2020
Net Loss	(40)	(110)	(126)
Income tax (benefit)/expense	6	(17)	(43)
Interest expense, net	156	165	165
Depreciation and amortization	234	280	272
Impairment expense on intangibe assets	-	89	109
Restructuring and other costs	58	51	21
Gain on disposal of a subsidiary and other assets, net	-	(5)	(13)
Other expense/(income), net	(6)	14	41
Adjusted EBITDA <sup>2</sup>	408	466	426
Adjustments for acquired businesses <sup>1</sup>	42	-	(0)
Adjustments for disposed businesses <sup>1</sup>	(8)	2	(4)
Organic adjusted EBITDA <sup>2</sup>	442	468	421

#### Organic results<sup>(2)</sup>

Revenue	Cost of Services (excluding depreciation and amortization)	Selling, general and administrative	
1,426	535	466	
1	0	1	
(24)	(3)	(17)	
1,403	532	450	
	<b>1,426</b> 1 (24)	Revenuedepreciation and amortization)1,42653510(24)(3)	



Basis of Presentation: The historical non-GAAP measures used in this presentation have been reconciled to their most directly comparable GAAP financial measures derived from the unaudited consolidated income statements of Pi Jersey Holdco 1.5 Limited for the years ended December 31, 2020, 2019 and 2018.

2020

Note:

Amounts in tables may not sum or calculate due to rounding. These adjustments give effect to acquisitions and dispositions that occurred in the relevant reporting period as if such acquisitions and dispositions had occurred at the beginning of the relevant reporting period. These adjustments have not been prepared in accordance with the applicable requirements of Rule 11-02 of Regulation S-X concerning pro forma financial information. See Slide 57 for additional information. (1) (2)

See slide 54 for additional information regarding this non non-GAAP measure.

### GAAP to Non-GAAP Reconciliation (cont'd)

#### Gross Profit (excluding depreciation and amortization)<sup>(1)</sup>

\$' m, unaudited	2018	2019	2020
Net Loss	(40)	(110)	(126)
Income tax (benefit)/expense	6	(17)	(43)
Interest expense, net	156	165	165
Depreciation and amortization	234	280	272
Impairment expense on intangibe assets	-	89	109
Restructuring and other costs	58	51	21
Gain on disposal of a subsidiary and other assets, net	-	(5)	(13)
Other expense/(income), net	(6)	14	41
Selling, general and administrative	342	443	466
Gross profit (excluding depreciation and amortization) <sup>1</sup>	750	909	892

#### Segment Gross Profit (excluding depreciation and amortization)<sup>(1)</sup>

Integrated eCash \$' m, unaudited processing Digital Wallet Solutions Corporate costs Segment adjusted EBITDA 204 (73) 179 116 73 Selling, general and administrative 206 119 69 Segment gross profit (excluding depreciation and amortization)<sup>1</sup> 410 297 185 -

Paysafe:

Basis of Presentation: The historical non-GAAP measures used in this presentation have been reconciled to their most directly comparable GAAP financial measures derived from the unaudited consolidated income statements of Pi Jersey Holdco 1.5 Limited for the years ended December 31, 2020, 2019 and 2018. Note:

2020

Amounts in tables may not sum or calculate due to rounding. (1)

See slide 54 for additional information regarding this non non-GAAP measure.

### GAAP to Non-GAAP Reconciliation (cont'd)

#### **Free Cash Flow**

\$'m, unaudited	2020	2019	2018
Net cashflows provided by/(used in) operating activities:	412	289	(27)
Capital Expenditure <sup>1</sup>	(66)	(71)	(77)
Cash paid for interest	154	167	153
Payments relating to restructuring and other costs <sup>2</sup>	18	48	91
Movement in Customer Accounts and other restricted cash <sup>3</sup>	(157)	(78)	171
Free Cash Flow <sup>5</sup>	362	356	311
Adjusted EBITDA	426	466	408
Free Cash Flow Conversion <sup>4, 5</sup>	85%	76%	76%

Basis of Presentation: The historical non-GAAP measures used in this presentation have been reconciled to their most directly comparable GAAP financial measures derived from the unaudited income statements of Pi Jersey Holdco 1.5 Limited for the years ended December 31, 2020, 2019 and 2018.

Note: Amounts in table may not sum or calculate due to rounding.

(5)

(1) Includes purchases of property plant & equipment and purchases of other intangible assets, including software development costs. Capital expenditure does not include purchases of merchant portfolios.

(2) Restructuring and other costs include acquisition costs related to the Company's merger and acquisition activity, restructuring costs, strategic transformation costs resulting from value creation initiatives following business acquisitions and professional consulting and advisory fees related to public company readiness activities. This includes certain professional advisory costs, office closure costs and resulting severance payments to employees.

(3) In accordance with ASU 2016-18, Statement of Cash Flows (Topic 230): Restricted Cash, the Company includes customer accounts and other restricted cash in the Cash and Cash Equivalents balance reported in the Consolidated Statements of Cash Flows. Management consider the movement in Customer accounts and other restricted cash as settlement Receivables and Funds payable and amounts due to customers. The movement stated is net of foreign exchange movements on translation of non-USD subsidiaries to USD at the reporting date, as well as realized foreign exchange movements. The consent of the cash flow divided by adjusted EBITDA

Free cash flow conversion is defined as free cash flow divided by adjusted EBITDA See slide 54 for additional information regarding this non non-GAAP measure.

# Impact of translation of results of non USD entities – FY 2020

- A significant proportion of Paysafe's businesses report in non-USD currencies; principally Euros. Upon consolidation, the results of these entities are translated into USD, driving currency related variances
- The below table shows the expected impact of a relative strengthening or weakening of US Dollar vs the Euro
- Relative strengthening in EUR against USD would positively impact both reported revenues and adjusted EBITDA. This
  would be partially off-set by a reported increase in interest expense on bank borrowings
- In 2020, the average USD/EUR exchange rate was 1.142x and we are assuming 1.200x in 2021

Pavsafe:

(\$ in millions, unaudited)	5% EUR weakening vs. USD	Actual 2020 results	5% EUR strengthening vs. USD
Revenue	(\$30)	\$1,426	+\$30
Adjusted EBITDA	(9)	426	+12
Interest on bank borrowings	(3)	160	+3

### Q4 2020 and FY 2020 results

(\$ in millions, unaudited)	Q4 19	Q4 20	FY19A	FY20A
Revenue				
Digital Wallets	\$110	\$96	\$428	\$395
YoY growth		(13%)		(8%)
eCash	73	106	273	333
YoY growth		45%		22%
Processing	186	175	735	720
YoY growth		(6%)		(2%)
Intersegment revenue	(5)	(7)	(18)	(21)
YoY growth	~~/	42%	× -7	15%
Total	\$365	\$370	\$1,418	\$1,426
YoY growth		1%	. ,	1%
Adjusted EBITDA				
Digital Wallets	\$48	\$37	\$213	\$179
YoY growth		(24%)		(16%)
eCash	24	36	92	116
YoY growth		51%		26%
Processing	36	48	222	204
YoY growth		34%		(8%)
Corporate	(13)	(25)	(61)	(73)
YoY growth		86%		20%
Total	\$95	\$96	\$466	\$426
% margin	26%	26%	33%	30%

# Quarterly selected information

	2020A				
(\$ in millions, unaudited)	Q1	Q2	Q3	Q4	2020A
Volume	\$23,746	\$20,924	\$23,999	\$23,433	\$92,101
Revenue	358	342	356	370	1,426
Gross Profit	229	216	220	226	892
SG&A	118	106	111	131	466
Adjusted EBITDA	111	110	109	96	426
Memo: SG&A + Cost of Sales	247	232	246	275	1,001

### Select balance sheet data (2019A, 2020A)

(\$ in millions, unaudited)	12/31/2019A	12/31/2020A
Cash and Cash Equivalents	\$235	\$388
Customer accounts and other restricted cash	1,151	1,376
Settlement receivables <sup>(1)</sup>	250	223
Accounts receivable	120	117
Other current assets <sup>(2)</sup>	135	98
Total current assets	1,891	2,202
Intangible assets, net	1,801	1,543
Other non-current assets <sup>(3)</sup>	197	336
Goodwill	3,437	3,483
Total assets	\$7,326	\$7,564
Accounts payable and other current liabilities	\$238	\$233
Short-term debt	16	15
Funds payable and amounts due to customers	1,329	1,552
Other current liabilities <sup>(4)</sup>	26	30
Total current liabilities	1,608	1,830
Non-current debt	3,178	3,247
Other non-current liabilities <sup>(5)</sup>	476	551
Total liabilities	\$5,263	\$5,628
Shareholders' equity	\$2,064	\$1,936

Note: Amounts in tables may not sum or calculate due to rounding.

Paysafe:

Accounts Receivable and Settlement Receivables are stated net of allowances for credit losses. (1)

(2) (3) Other non-current assets consists of Deferred tax assets, Operating lease right of use assets, Related party receivables non-current, Contingent consideration receivable-non-current and Other assets-non-current.

Other current liabilities consists of Operating lease liabilities-current, Income taxes payable, Related party payables-current and Contingent consideration payable-current. (4)

Other non-current liabilities consists of Operating lease liabilities non-current, Related party payables-non-current, Deferred tax liabilities, Derivative financial liabilities and Contingent consideration payable-non-current. (5)

Other current assets consists of Prepaid expenses and other current assets, Related party receivables-current and Contingent consideration receivable-current.

# **Glossary: Summary of Definitions**

#### API

Application Programming Interface

#### APM

Alternate Payment Methods

#### Online

Online refers to any transaction that significantly relies on online activity by the merchant or consumer. This includes, but is notlimited to, online credit card purchases, merchant purchases using paysafecard vouchers, and bank transfers into digital wallet accounts

#### **Forecast plan**

Paysafe forecast plan over 2020-2023

#### Integrated

Integrated includes petroleum card services and businesses that are integrated to third party software vendors that provide one-to-many integrations

#### ISV

Independent Software Vendor

#### LTM

Last twelve months

#### POS

Point of sale

#### SMB

Small and Medium-sized Businesses

#### Take rate

Defined as revenue divided by volume