

## 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

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## Priority Technology Holdings, Inc.

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- 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** PPTH  
**Exchange** Nasdaq  
**Market Cap** 388.29m  
**Last Price** \$5.06  
**52-Week** \$2.60 - \$9.4955

#### **Investor Relations**

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**10/27/2021 04:00 PM EDT**

#### **Disclaimer**

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