



Third Quarter 2023 Earnings

NOVEMBER 14, 2023

Paysafe:

Forward looking statements and non-GAAP financial measures

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. Paysafe Limited’s (“Paysafe,” “PSFE” or the “Company”) 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 “anticipate,” “appear,” “approximate,” “believe,” “budget,” “continue,” “could,” “estimate,” “expect,” “forecast,” “foresee,” “guidance,” “intends,” “may,” “might,” “plan,” “possible,” “potential,” “predict,” “project,” “seek,” “should,” “would” and variations of such words and similar expressions (or the negative version of such words or expressions) may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements include, without limitation, Paysafe’s expectations with respect to future performance.

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. While the Company believes its assumptions concerning future events are reasonable, a number of factors could cause actual results to differ materially from those projected, including, but not limited to: cyberattacks and security vulnerabilities; complying with and changes in money laundering regulations, financial services regulations, cryptocurrency regulations, consumer and business privacy and data use regulations or other regulations in Bermuda, the UK, Ireland, Switzerland, the United States, Canada and elsewhere; risks related to our focus on specialized and high-risk verticals; geopolitical events and the economic and other impacts of such geopolitical events and the responses of governments around the world; acts of war and terrorism; the effects of global economic uncertainties, including inflationary pressure and rising interest rates, on consumer and business spending; risks associated with foreign currency exchange rate fluctuations; changes in our relationships with banks, payment card networks, issuers and financial institutions; risk related to processing online payments for merchants and customers engaged in the online gambling and foreign exchange trading sectors; risks related to becoming an unwitting party to fraud or be deemed to be handling proceeds of crimes being committed by customers; the effects of chargebacks, merchant insolvency and consumer deposit settlement risk; changes to our continued financial institution sponsorships; failure to hold, safeguard or account accurately for merchant or customer funds; risks related to the availability, integrity and security of internal and external IT transaction processing systems and services; our ability to manage regulatory and litigation risks, and the outcome of legal and regulatory proceedings; failure of third parties to comply with contractual obligations; changes and compliance with payment card network operating rules; substantial and increasingly intense competition worldwide in the global payments industry; risks related to developing and maintaining effective internal controls over financial reporting; managing our growth effectively, including growing our revenue pipeline; any difficulties maintaining a strong and trusted brand; keeping pace with rapid technological developments; risks associated with the significant influence of our principal shareholders; the effect of the COVID-19 pandemic on our business; and other factors included in the “Risk Factors” in our Form 20-F and in other filings we make with the SEC, which are available at <https://www.sec.gov>. Readers are cautioned not to place undue reliance upon any forward-looking statements, which speak only as of the date made. The Company expressly disclaims any obligations or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in their expectations with respect thereto or any change in events, conditions, or circumstances on which any statement is based, except as required by law.

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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.

Summary

Volume
\$35bn
+8% YoY

Revenue
\$396m
+8% YoY; 5% cc¹

Adj. EBITDA
\$116m
29.3% margin (+320 bps)

Adj. Net Income
\$35m
Adj. EPS \$0.57; +19% YoY

Net Leverage
5.1X
versus 5.8x Dec-22

- Growth across all key metrics including 5th consecutive quarter of reported YoY revenue growth
- Revenue increased +8% YoY (+5% YoY CC¹): Merchant Solutions +6% and Digital Wallets +12% (+5% CC)
- Adj. EBITDA increased +22% YoY (+18% YoY CC¹) and Adj. EBITDA margin increased 320 bps
- LTM FCF increased 39% YoY
- Exceeded 2023 target net leverage and now expecting ~5.0x by year-end
- Reaffirming 2023 guidance
- Announced \$50m share repurchase program

Continued delivery on our focus areas (Q3 highlights)

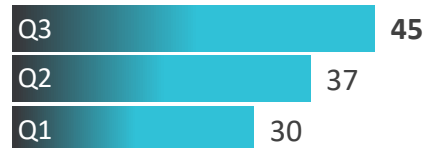
Sales Transformation

Accelerating total revenue growth

+7%

2023 YTD revenue growth
(vs 0% growth prior year period)

Winning more enterprise clients



2023 enterprise wins¹

Customer Experience

Merchant: Expediting onboarding

10 Days

Faster from contract to launch
(Sept. vs. May 2023)

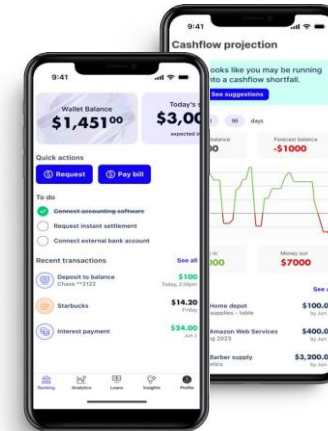
Consumer: Improving user journey and merchant checkout experience

>6%

YoY % point increase in conversion rate at merchant checkout (vs. 2022)

Product Innovation

Broadening our wallet platform's capabilities



On track for Q4 initial launch

- Single onboarding for wallet and processing
- Auto settle processing funds to wallet

Brand-driven customer experiences, harnessing Paysafe's platform

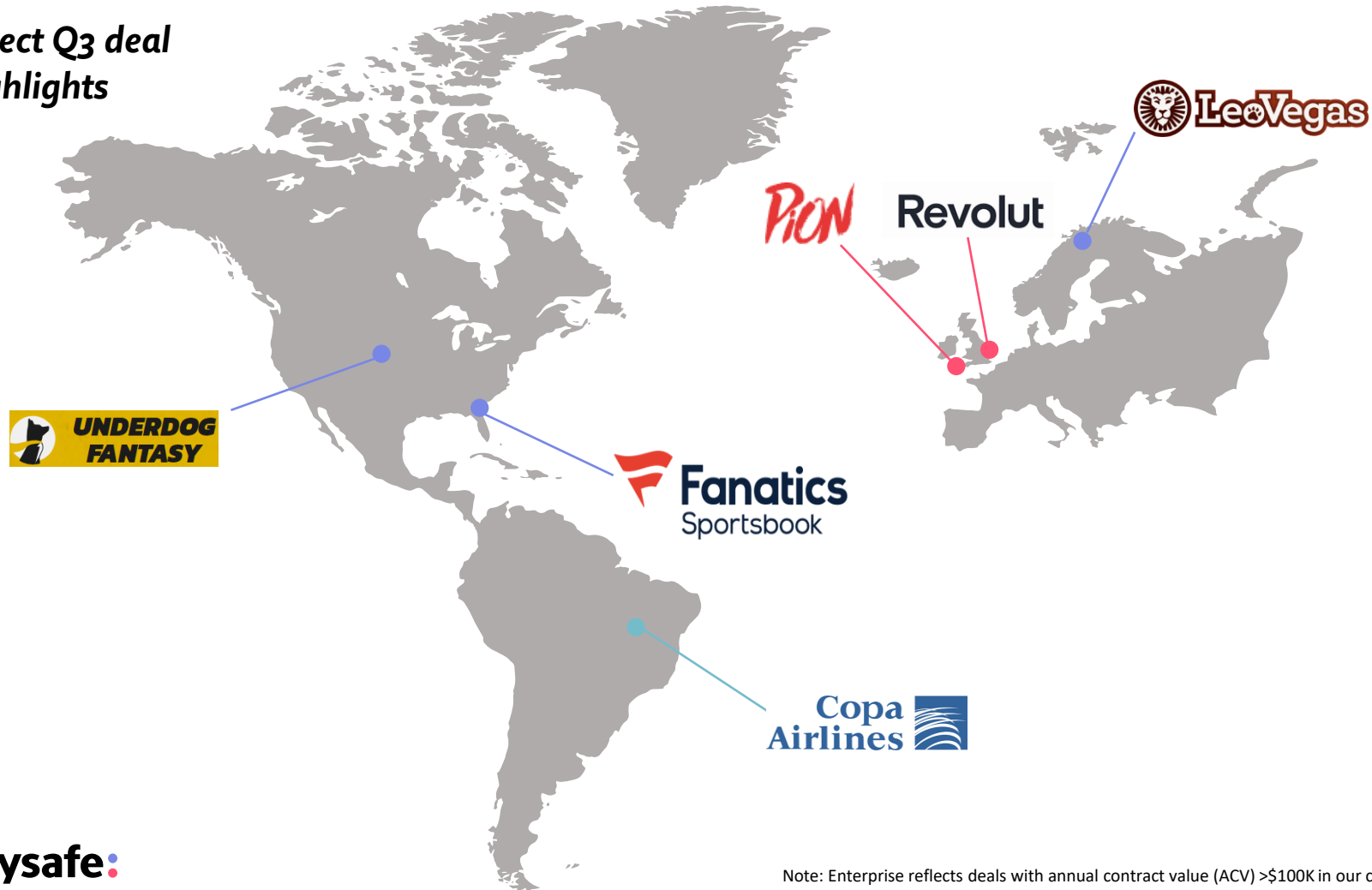
Finalizing solution with video gaming client



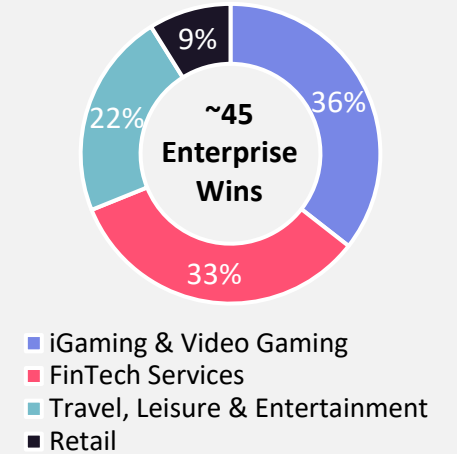
Building the sales engine

Transforming our sales function to drive new customer wins and cross-selling across historically siloed businesses and products

Select Q3 deal highlights



Q3 Enterprise Wins by Vertical



103%

Enterprise NRR Q3 YTD

2X

Enterprise direct seller headcount growth YTD 2023

North America iGaming

Enabling all the ways consumers want to pay through a single API



- **High growth** vertical (~2.5% of total revenue); **>50% YoY Q3** processing growth
- NFL weekly volume growth averaging **+35% YoY**
- Live in **30 U.S. states / territories**
- Launched in **Puerto Rico** and **Kentucky Q3** and **Maine Q4**

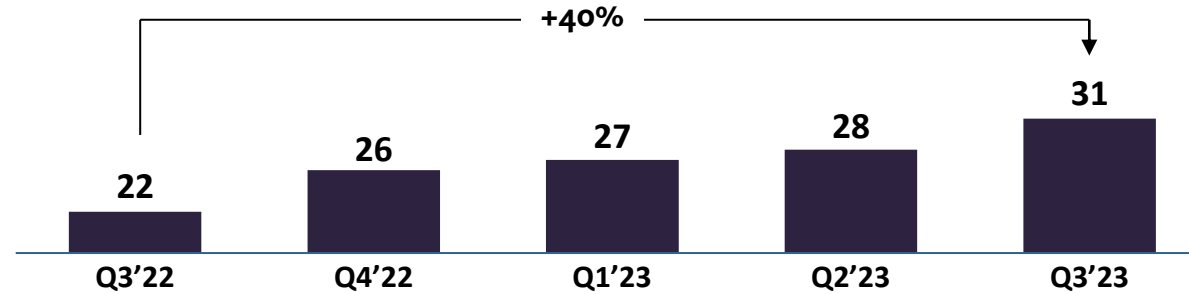
Classic Digital Wallets

Continued growth in TPA and ARPU across a stable active user base

0.9m
3-month active users¹
(stable for last 5 quarters)

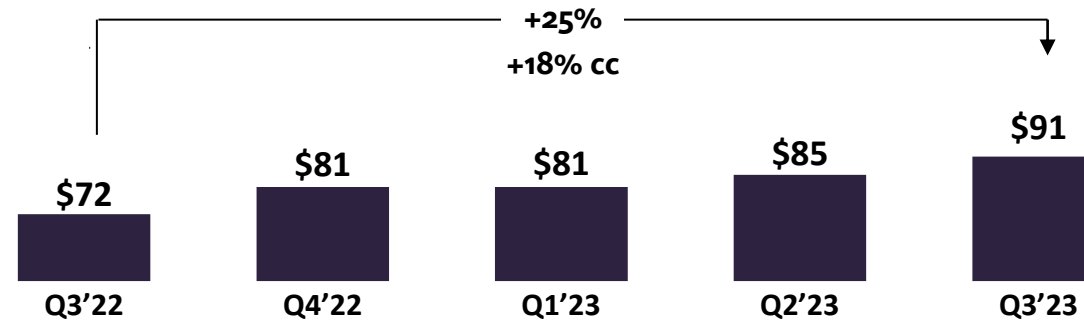
Average Transactions per Active User (TPA)

TPA based on 3-month active users



Average Revenue per User (ARPU)

ARPU excluding interest revenue, based on 3-month active users



+17%

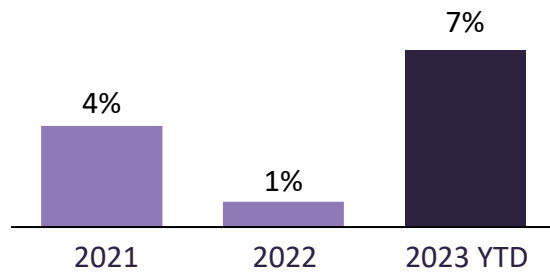
cc Revenue Growth²
YoY (incl. interest)

2023: Driving to higher growth

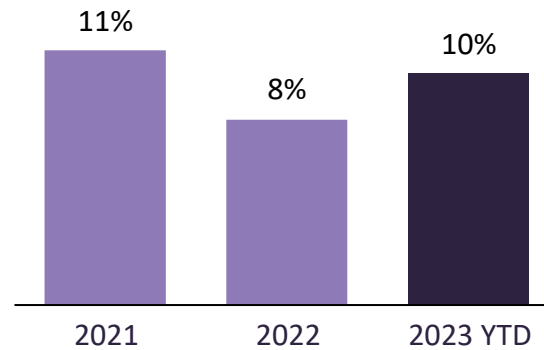
Initial focus was on highest value product lines (e-comm and digital wallet)

Revenue Growth (nominal, YoY)

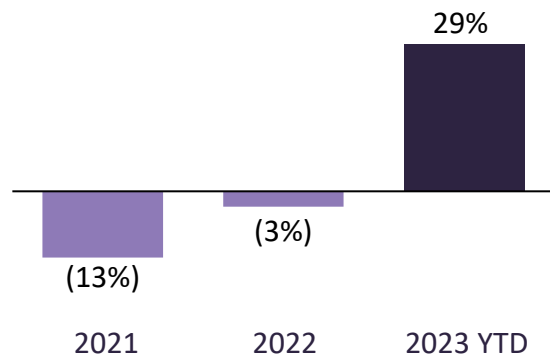
Total Revenue Growth



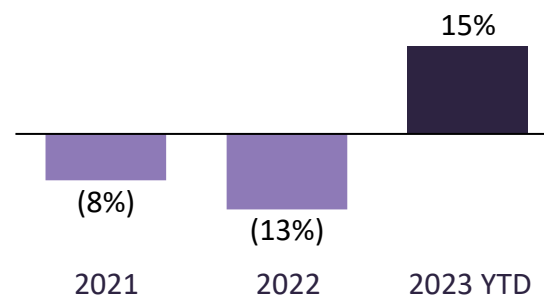
SMB (ISO)



e-comm



Classic Digital Wallet*



Focus areas for next phase

SMB (Direct)

- (1%) decline 2023 YTD
- Focused on driving higher margin direct channel

eCash*

- 1% growth 2023 YTD
- eCash enhancements (e.g., new features launched 2H23)

Driving to higher growth (continued)

Actions Taken

Digital Wallet

- Improved usability
- Launching new products (Paysafe Business Wallet)
- Leveraging wallet platform for embedded and unbranded solutions



e-comm

- Established a new vertically-focused GTM
- Improvements to performance, platform stability, onboarding and APM expansion, supporting regain of wallet share with existing customers

2024 Plans

SMB (Direct)

- Expand product offerings and modernize onboarding portal
- Focus on ideal clients, moving up market (more inline with our ISO channel)
- Expand sales team



eCash

- Unify eCash – both our distribution network and technology portfolio
- Leverage our wallet solutions to support engagement and graduate users into our branded wallets
- Expand sales team

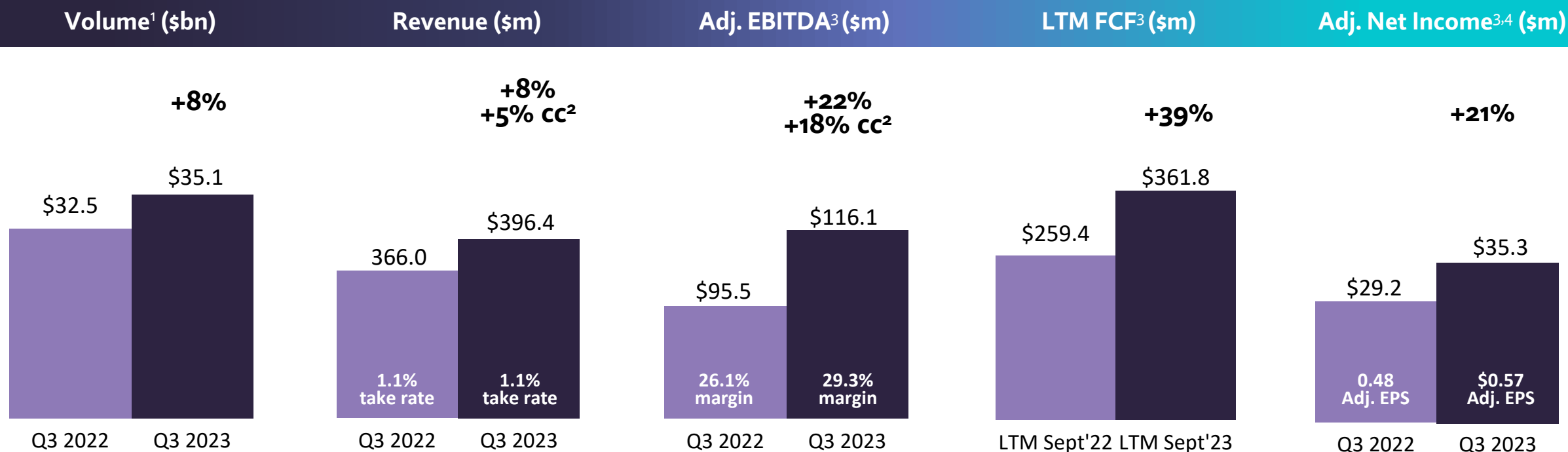
Reorganize marketing and launch new customer acquisition programs



Q3 2023 Financial Results

Paysafe:

Q3 financial highlights



- % of total volume:
84% Merchant Solutions
16% Digital Wallet

- Growth led by e-comm and classic digital wallets
- YTD growth +7% reported and +6% CC

- Adj. EBITDA margin +320bps reflecting margin expansion in both segments

- 81% LTM FCF conversion of Adj. EBITDA
- Leverage reduced to 5.1x (from 5.8x at 2022 year-end)

- Adj. EPS +19% YoY
- GAAP net loss (\$2.5m) vs. \$1.0m net income Q3'22

Note: Volume = total payment volume. Take rate = total revenue divided by volume. CC = constant currency. LTM = last twelve months.

(1) Volume excludes embedded wallet-related volumes of \$3.9 billion Q3'23 and \$10.4 billion Q3'22. Volume mix excludes inter-segment amounts.

(2) Q3 constant currency growth excludes revenue and Adj. EBITDA benefit of \$11.9 million and \$3.4 million, respectively, resulting from movement in foreign exchange rates.

(3) Adj. EBITDA, FCF, Adj Net Income and Adj EPS are non-GAAP financial measures. See the appendix of this presentation for reconciliations to the most directly comparable GAAP financial measures.

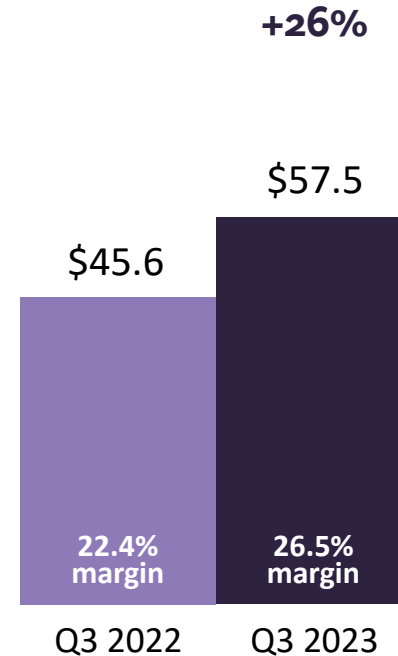
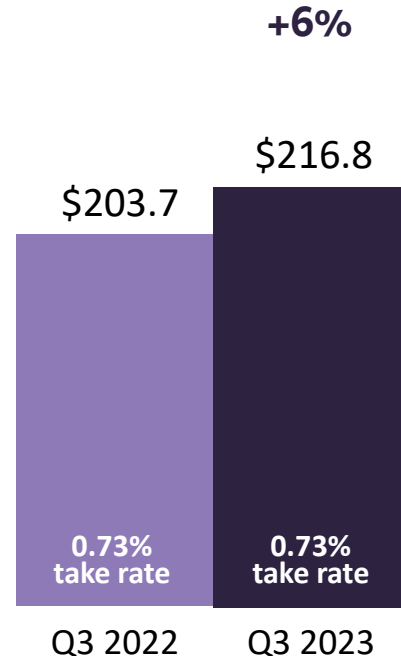
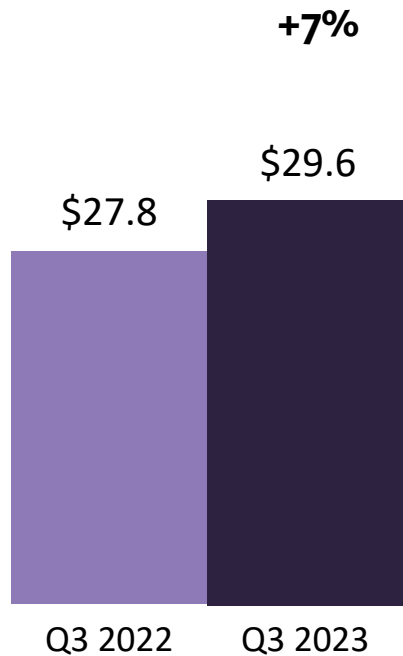
(4) The denominator in the calculation for Adj. EPS for Q3'22 has been retroactively adjusted to reflect the 1-for-12 reverse stock split effective December 12, 2022.

Merchant Solutions

Volume (\$bn)

Revenue (\$m)

Adj. EBITDA (\$m)



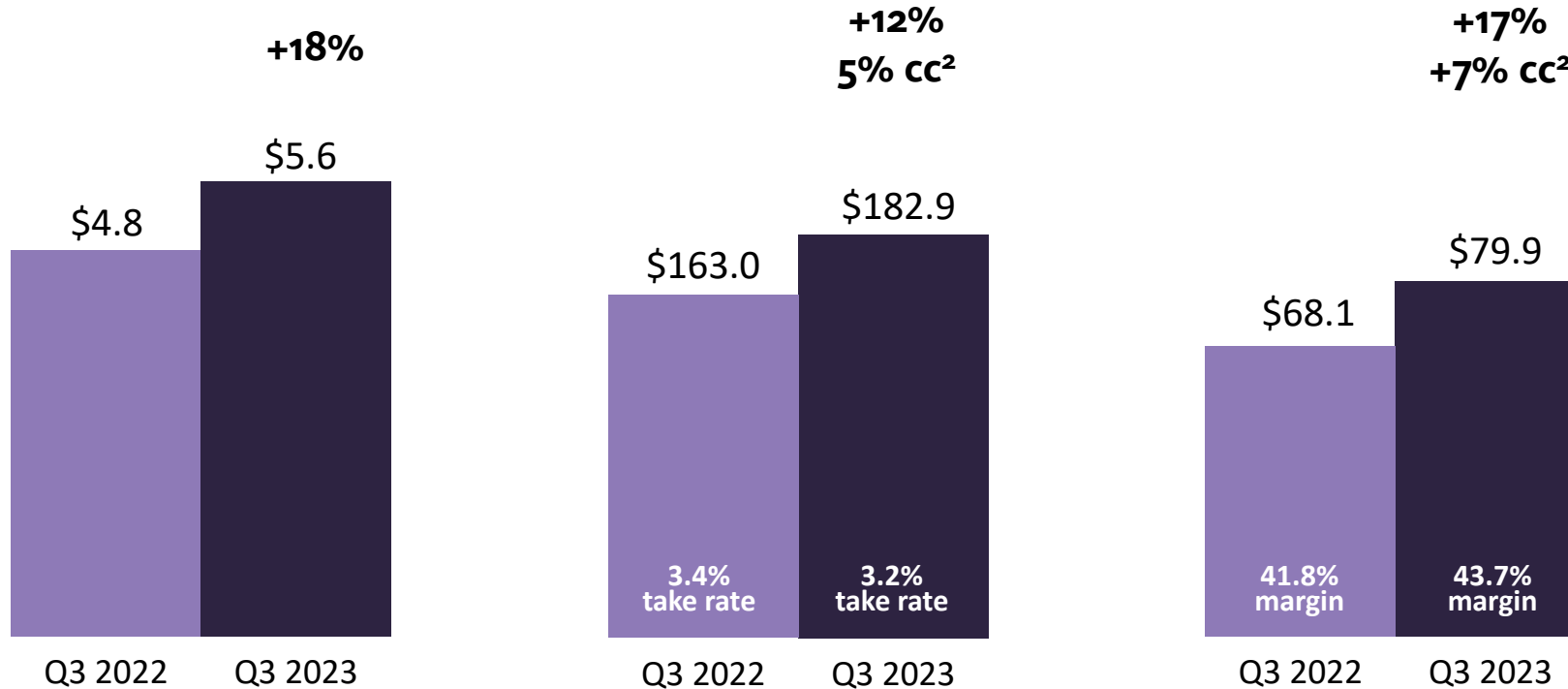
- Growth led by double-digit growth from e-comm
- Adj. EBITDA margin expansion reflects operational improvement and easier comparison to prior year, including lower credit losses

Digital Wallets

Volume¹ (\$bn)

Revenue (\$m)

Adj. EBITDA (\$m)



- Growth driven by classic digital wallets with progress across initiatives, including new products, and further supported by interest revenue
- 5th consecutive quarter of CC revenue growth YoY

Continued focus on reducing leverage and disciplined capital allocation to promote growth and shareholder value

| Liquidity position (\$m) | 9/30/23 |
|------------------------------|--------------|
| Committed RCF ⁽¹⁾ | \$305 |
| Amounts drawn | (50) |
| Cash and cash equivalents | 226 |
| Total | \$481 |

| Debt (\$m) and net leverage | 9/30/23 |
|---|--------------|
| Total debt ⁽¹⁾ | \$2,515 |
| Cash and cash equivalents | 226 |
| Net debt⁽¹⁾ | 2,289 |
| LTM Adj. EBITDA | 444 |
| Net leverage ratio⁽²⁾ | 5.1x |

Organic Growth Investment

Drive mid-term HSD to LDD organic growth

Optimize Financial Flexibility (reduce net leverage)

Mid-term net leverage goal ~3.5x

Share Repurchase Program

Up to \$50m authorized

Reaffirming 2023 FY guidance

| \$millions | 2023 FY Guidance (no change) | |
|------------------------------|---------------------------------|--|
| Revenue | \$1,595 – \$1,608 | <ul style="list-style-type: none"> • Estimated year-end net leverage ~5.0x • Approximate FX sensitivity: 1% EUR weakening versus USD impacts annual revenue by (\$7m) and Adj. EBITDA by (\$2m) • See appendix for additional assumptions |
| <i>Year-over-year growth</i> | <i>6.5% to 7.5%</i> | |
| Adj. EBITDA | \$454 – \$462 | |
| <i>Year-over-year growth</i> | <i>~11% to ~13%</i> | |
| <i>Adj. EBITDA margin %</i> | <i>~28.5% to ~29%</i> | |

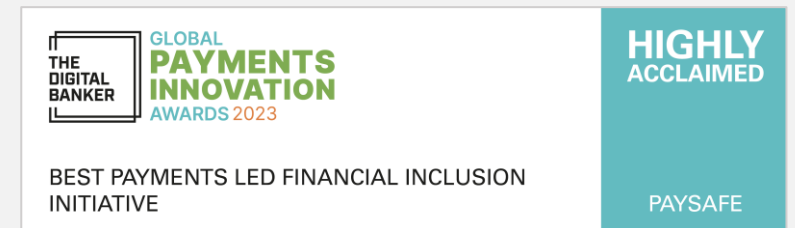
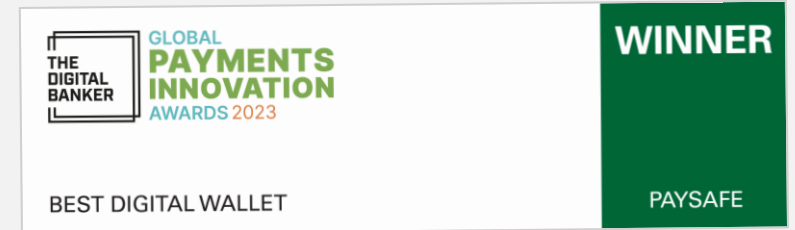
Closing

Delivering stronger growth in 2023 (+7% 3Q YTD) while expanding margins (+120 bps 3Q YTD) and reducing leverage

Focused on the next phase of our turnaround and delivering on our long-term product roadmap in 2024

Driving mid-term outlook of high single-digit to low double-digit revenue growth with margin expansion

Recent awards and recognition



Appendix

Other assumptions

| \$millions | Assumptions for Adj. EPS (Q4 2023) | |
|-------------------------------|------------------------------------|---|
| Interest expense, net | \$35 – \$37 | <ul style="list-style-type: none"> • D&A excludes amortization of acquired intangibles • Other operating income excludes the impact of other non-operating income and expense such as fair value gains and losses |
| Depreciation and amortization | \$32 – \$33 | |
| Other operating income | \$1 – \$2 | |
| Adj. ETR | 24% – 25% | |

Continued focus on reducing leverage

| Liquidity position (\$m) | 9/30/23 | |
|--|----------------|----------------|
| Committed RCF ⁽¹⁾ | \$305 | |
| Amounts drawn | (50) | |
| Cash and cash equivalents | 226 | |
| Total | \$481 | |
| | | % total |
| Facility (as of 9/30/23) (\$m) | | |
| Fixed rate SSN | \$791 | |
| Interest rate swap (notional) | \$321 | |
| Total fixed | \$1,112 | ~44% |
| Natural hedge from interest earning deposits in digital wallet | \$668 | |
| Total fixed (including digital wallet deposits) | \$1,780 | ~71% |
| Total floating | \$735 | ~29% |
| Total Debt⁽¹⁾ | \$2,515 | 100% |
| Net Debt⁽¹⁾ | \$2,289 | |
| Net Debt-to-LTM Adj. EBITDA⁽²⁾ | 5.1x | |

- \$22m Q3 net repayments of debt; FX movement decreased debt by ~\$38m
- Avg. interest rate (incl. interest rate swap) at ~5.8% as of Sept-23 (compared to ~4.3% as of Sept-22)
- Net leverage reduced to 5.1x (compared to 5.8x at Dec-22)
- Est. year-end net leverage ~5.0x

(1) Total debt includes the outstanding principal on the Company's borrowings. Total debt definition includes the drawn amounts of a local \$75m Credit Facility held in the US outside the Company's Senior Credit Facility. The nature of the facility is to draw on the facility daily and to prefund daily interchange and it acts as a source of working capital. This facility is not considered in total debt for covenant calculation purposes.

(2) Paysafe defines net leverage as the calculation of net debt (total debt less cash and cash equivalents) divided by the sum of the last twelve months (LTM) of Adjusted EBITDA. For the period ending September 30, 2023, total debt was \$2,514.7 million and cash and cash equivalents was \$226.5 million, and LTM Adjusted EBITDA was \$444.5 million, respectively. For the period ending December 31, 2022, total debt was \$2,643.5 million and cash and equivalents was \$260.2 million, and LTM Adjusted EBITDA was \$410.0 million, respectively.

Supplemental: summary of segment results

| | 2022 | | | | | 2023 | | |
|--------------------------------|------------------|------------------|------------------|------------------|-------------------|------------------|------------------|------------------|
| | Q1 | Q2 | Q3 | Q4 | FY2022 | Q1 | Q2 | Q3 |
| Volume (\$m) | | | | | | | | |
| Merchant Solutions | \$ 25,862 | \$ 28,392 | \$ 27,826 | \$ 28,000 | \$ 110,080 | \$ 28,571 | \$ 30,301 | \$ 29,644 |
| Digital Wallets | 5,444 | 5,095 | 4,786 | 5,278 | 20,603 | 5,443 | 5,394 | 5,645 |
| Intersegment | (137) | (126) | (117) | (161) | (541) | (196) | (222) | (187) |
| Total | \$ 31,169 | \$ 33,361 | \$ 32,495 | \$ 33,117 | \$ 130,142 | \$ 33,818 | \$ 35,473 | \$ 35,102 |
| Take Rate | | | | | | | | |
| Merchant Solutions | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% |
| Digital Wallets | 3.3% | 3.3% | 3.4% | 3.4% | 3.3% | 3.3% | 3.3% | 3.2% |
| Total | 1.2% | 1.1% | 1.1% | 1.2% | 1.1% | 1.1% | 1.1% | 1.1% |
| Revenue (\$m) | | | | | | | | |
| Merchant Solutions | \$ 192.3 | \$ 212.8 | \$ 203.7 | \$ 208.5 | \$ 817.4 | \$ 208.5 | \$ 225.7 | \$ 216.8 |
| Digital Wallets | 177.8 | 168.2 | 163.0 | 177.1 | 686.2 | 181.4 | 179.1 | 182.9 |
| Intersegment | (2.5) | (2.1) | (0.7) | (2.1) | (7.4) | (2.1) | (2.4) | (3.3) |
| Total | \$ 367.7 | \$ 378.9 | \$ 366.0 | \$ 383.6 | \$ 1,496.1 | \$ 387.8 | \$ 402.3 | \$ 396.4 |
| Gross Profit, excl. D&A (\$m) | | | | | | | | |
| Merchant Solutions | \$ 97.4 | \$ 104.2 | \$ 97.4 | \$ 101.2 | \$ 400.2 | \$ 98.7 | \$ 105.9 | \$ 100.5 |
| Digital Wallets | 123.2 | 115.7 | 116.8 | 126.3 | 482.0 | 130.3 | 129.8 | 131.9 |
| Total | \$ 220.6 | \$ 219.9 | \$ 214.2 | \$ 227.5 | \$ 882.1 | \$ 228.9 | \$ 235.7 | \$ 232.3 |
| Gross Profit Margin, excl. D&A | | | | | | | | |
| Merchant Solutions | 51% | 49% | 48% | 49% | 49% | 47% | 47% | 46% |
| Digital Wallets | 69% | 69% | 72% | 71% | 70% | 72% | 72% | 72% |
| Total | 60% | 58% | 59% | 59% | 59% | 59% | 59% | 59% |
| Adj. EBITDA (\$m) | | | | | | | | |
| Merchant Solutions | \$ 48.5 | \$ 55.1 | \$ 45.6 | \$ 51.0 | \$ 200.3 | \$ 52.3 | \$ 55.8 | \$ 57.5 |
| Digital Wallets | 74.5 | 69.6 | 68.1 | 77.1 | 289.4 | 79.2 | 77.2 | 79.9 |
| Corporate | (19.1) | (21.8) | (18.3) | (20.6) | (79.8) | (23.7) | (19.9) | (21.3) |
| Total | \$ 104.0 | \$ 103.0 | \$ 95.5 | \$ 107.6 | \$ 410.0 | \$ 107.8 | \$ 113.0 | \$ 116.1 |
| Adj. EBITDA Margin | | | | | | | | |
| Merchant Solutions | 25% | 26% | 22% | 24% | 25% | 25% | 25% | 27% |
| Digital Wallets | 42% | 41% | 42% | 44% | 42% | 44% | 43% | 44% |
| Total | 28% | 27% | 26% | 28% | 27% | 28% | 28% | 29% |

Statement regarding non-GAAP financial measures

To supplement the Company's condensed consolidated financial statements presented in accordance with generally accepted accounting principles, or GAAP, the company uses non-GAAP measures of certain components of financial performance. This 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, Adjusted net income, Adjusted net income per share, and net leverage 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. Management believes Gross Profit to be a useful profitability measure to assess the performance of our businesses and ability to manage cost.

Adjusted EBITDA is defined as net income/(loss) before the impact of income tax (benefit)/expense, interest expense, net, depreciation and amortization, share based compensation, impairment expense on goodwill and intangible assets, restructuring and other costs, loss/(gain) on disposal of a subsidiaries 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. Adjusted EBITDA margin is defined as Adjusted EBITDA as a percentage of Revenue. Management believes Adjusted EBITDA to be a useful profitability measure to assess the performance of our businesses and improves the comparability of operating results across reporting periods.

Adjusted net income excludes the impact of certain non-operational and non-cash items. Adjusted net income is defined as net income/(loss) attributable to the Company before the impact of other non-operating income / (expense), net, impairment expense on goodwill and intangible assets, restructuring and other costs, accelerated amortization of debt fees, amortization of acquired assets, loss/(gain) on disposal of subsidiaries and other assets, share based compensation, discrete tax items and the income tax (benefit)/expense on these non-GAAP adjustments. Adjusted net income per share is adjusted net income as defined above divided by adjusted weighted average dilutive shares outstanding. Management believes the removal of certain non-operational and non-cash items from net income enhances shareholders ability to evaluate the Company's business performance and profitability by improving comparability of operating results across reporting periods.

Free cash flow is defined as net cash flows 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 software 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. Management believes free cash flow to be a liquidity measure that provides useful information about the amount of cash generated by the business.

Net leverage is defined as net debt (total debt less cash and cash equivalents) divided by the last twelve months Adjusted EBITDA. Management believes net leverage is a useful measure of the Company's credit position and progress towards leverage targets.

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. However, 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 forward-looking non-GAAP financial measures of Adjusted EBITDA and Free Cash Flow conversion 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. We have reconciled 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. For the same reasons, we are unable to address the probable significance of the unavailable information, which could be material to future results.

Reconciliation of GAAP Gross Profit to Gross Profit (excl. D&A)

| (\$ in thousands) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-------------------|------------------------------------|-------------------|
| | 2023 | 2022 | 2023 | 2022 |
| Revenue | \$ 396,410 | \$ 365,988 | \$ 1,186,597 | \$ 1,112,569 |
| Cost of services (excluding depreciation and amortization) | 164,077 | 151,810 | 489,630 | 457,900 |
| Depreciation and amortization | 67,074 | 66,088 | 197,046 | 199,096 |
| Gross Profit ⁽¹⁾ | \$ 165,259 | \$ 148,090 | \$ 499,921 | \$ 455,573 |
| Depreciation and amortization | 67,074 | 66,088 | 197,046 | 199,096 |
| Gross Profit (excluding depreciation and amortization) | \$ 232,333 | \$ 214,178 | \$ 696,967 | \$ 654,669 |

Reconciliation of GAAP Net income (loss) to Adj. EBITDA

| (\$ in thousands) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|-------------------------------------|------------------|------------------------------------|-------------------|
| | 2023 | 2022 | 2023 | 2022 |
| Net (loss) / income | \$ (2,549) | \$ 978 | \$ (8,122) | \$ (1,828,573) |
| Income tax expense / (benefit) | 17,018 | 7,283 | 27,442 | (52,749) |
| Interest expense, net | 38,421 | 34,631 | 112,639 | 89,013 |
| Depreciation and amortization | 67,074 | 66,088 | 197,046 | 199,096 |
| Share-based compensation expense | 4,938 | 13,542 | 23,061 | 45,248 |
| Impairment expense on goodwill and intangible assets | — | 4,036 | 275 | 1,886,223 |
| Restructuring and other costs | 835 | 6,443 | 4,165 | 60,636 |
| Loss on disposal of subsidiaries and other assets, net | — | 699 | — | 1,359 |
| Other income, net | (9,661) | (38,230) | (19,584) | (97,863) |
| Adjusted EBITDA | \$ 116,076 | \$ 95,470 | \$ 336,922 | \$ 302,390 |
| Adjusted EBITDA Margin | 29.3% | 26.1% | 28.4% | 27.2% |

Supplemental: Adj. EBITDA to Adj. Net Income reconciliation

| (\$ in thousands) | Three months ended | |
|--|--------------------|------------------|
| | September 30, | |
| | 2023 | 2022 |
| Adj. EBITDA | \$ 116,076 | \$ 95,470 |
| Depreciation and amortisation ⁽¹⁾ | 32,980 | 24,609 |
| Other operating (income) / expense, net ⁽²⁾ | (2,387) | 1,572 |
| Interest expense, net | 38,421 | 34,631 |
| Adjusted tax | 11,790 | 5,506 |
| Adj. net income | \$ 35,272 | \$ 29,152 |

Reconciliation of GAAP Net income (loss) to Adj. net income

| (\$ in thousands) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|------------------|------------------------------------|-----------------------|
| | 2023 | 2022 | 2023 | 2022 |
| Net (loss) / income attributable to the Company | \$ (2,549) | \$ 978 | \$ (8,122) | \$ (1,828,944) |
| Other non-operating income, net ⁽¹⁾ | (7,274) | (39,802) | (12,852) | (103,821) |
| Impairment expense on goodwill and intangible assets | — | 4,036 | 275 | 1,886,223 |
| Amortization of acquired assets ⁽²⁾ | 34,094 | 41,479 | 101,862 | 127,028 |
| Restructuring and other costs | 835 | 6,443 | 4,165 | 60,636 |
| Loss on disposal of subsidiaries and other assets, net | — | 699 | — | 1,359 |
| Share-based compensation expense | 4,938 | 13,542 | 23,061 | 45,248 |
| Discrete tax items ⁽³⁾ | 14,313 | 4,663 | 25,198 | 11,639 |
| Income tax benefit on non-GAAP adjustments ⁽⁴⁾ | (9,085) | (2,886) | (30,561) | (95,414) |
| Adjusted net income attributable to the Company | \$ 35,272 | \$ 29,152 | \$ 103,026 | \$ 103,954 |
| (in millions) | | | | |
| Weighted average shares - diluted | 61.6 | 60.7 | 61.3 | 60.5 |
| Adjusted diluted impact | 0.1 | 0.0 | 0.3 | 0.1 |
| Adjusted weighted average shares - diluted | 61.7 | 60.7 | 61.6 | 60.6 |

Note: Share amounts presented for the prior year periods have been retroactively adjusted to reflect the 1-for-12 reverse stock split effective December 12, 2022.

- (1) Other non-operating income, net primarily consists of income and expenses outside of the Company's operating activities, including, fair value gain / loss on warrant liabilities and loss on contingent consideration and gain / loss on foreign exchange. For the three and nine months ended September 30, 2023, this item also includes the gain to repurchase secured notes and fair value loss on derivative instruments.
- (2) Amortization of acquired asset represents amortization expense on the fair value of intangible assets acquired through various Company acquisitions, including brands, customer relationships, software and merchant portfolios.
- (3) Discrete tax items represents certain amounts within income tax (benefit)/expense, including changes in uncertain tax positions and the remeasurement of certain deferred tax balances due to changes in the statutory tax rates in certain jurisdictions.
- (4) Income tax benefit on non-GAAP adjustments reflects the tax impact of the non-GAAP adjustments to net loss attributable to the Company to calculate adjusted net income

Adjusted Net Income per Share

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-----------|------------------------------------|------------|
| | 2023 | 2022 | 2023 | 2022 |
| Numerator (\$ in thousands) | | | | |
| Adjusted net income attributable to the Company - basic | \$ 35,272 | \$ 29,152 | \$ 103,026 | \$ 103,954 |
| Adjusted net income attributable to the Company - diluted | \$ 35,272 | \$ 29,152 | \$ 103,026 | \$ 103,954 |
| Denominator (in millions) | | | | |
| Weighted average shares – basic | 61.6 | 60.6 | 61.3 | 60.5 |
| Adjusted weighted average shares – diluted ⁽¹⁾ | 61.7 | 60.7 | 61.6 | 60.6 |
| Adjusted net income per share attributable to the Company | | | | |
| Basic | \$ 0.57 | \$ 0.48 | \$ 1.68 | \$ 1.72 |
| Diluted | \$ 0.57 | \$ 0.48 | \$ 1.67 | \$ 1.72 |

Reconciliation of Operating Cash Flow to Free Cash Flow

| (\$ in thousands) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|-------------------------------------|-------------------|------------------------------------|-------------------|
| | 2023 | 2022 | 2023 | 2022 |
| Net cash (outflows) / inflows from operating activities | \$ (2,483) | \$ (6,228) | \$ (355,368) | \$ 1,373,219 |
| Capital Expenditure | (25,696) | (24,962) | (81,522) | (69,693) |
| Cash paid for interest | 32,363 | 19,010 | 107,247 | 63,620 |
| Payments relating to Restructuring and other costs | 1,397 | 8,732 | 30,562 | 28,868 |
| Movement in Customer Accounts and other restricted cash ⁽¹⁾ | 99,757 | 109,967 | 569,431 | (1,189,690) |
| Free Cash Flow | \$ 105,338 | \$ 106,519 | \$ 270,350 | \$ 206,324 |
| Adjusted EBITDA | 116,076 | 95,470 | 336,922 | 302,390 |
| Free Cash Flow Conversion | 91% | 112% | 80% | 68% |

| (\$ in thousands) | Last Twelve Months September 30, | |
|--|-------------------------------------|-------------------|
| | 2023 | 2022 |
| Net cash (outflows) / inflows from operating activities | \$ (804,509) | \$ 1,505,087 |
| Capital Expenditure | (105,437) | (92,001) |
| Cash paid for interest | 145,861 | 92,368 |
| Payments relating to Restructuring and other costs | 51,664 | 38,388 |
| Movement in Customer Accounts and other restricted cash | 1,074,226 | (1,284,460) |
| Free Cash Flow | \$ 361,805 | \$ 259,382 |
| Adjusted EBITDA | 444,483 | 407,848 |
| Free Cash Flow Conversion | 81% | 64% |



Thank you

Paysafe:

