



Realtime Electronic Payments

REPAY Reports First Quarter 2022 Financial Results

May 10, 2022

ATLANTA--(BUSINESS WIRE)--May 10, 2022-- Repay Holdings Corporation (NASDAQ: RPAY) ("REPAY" or the "Company"), a leading provider of vertically-integrated payment solutions, today reported financial results for its first quarter ended March 31, 2022.

"We started 2022 off strong, experiencing growth across all of our verticals, which led to first quarter card payment volume and gross profit growth of 39% and 46%, respectively, compared to the first quarter of 2021," said John Morris, CEO of REPAY. "We are making solid progress on our growth initiatives, including increasing our AP supplier network – which now totals more than 127,000 - as well as signing new virtual card clients, expanding virtual card adoption and formally commercializing our AR/AP unified capabilities for our B2B business. In addition, we are making progress on optimizing our processing infrastructure while also developing the best software and payment solutions for all verticals. Ongoing progress with these strategies coupled with the secular trends towards frictionless digital payments will continue to drive our business, positioning us well for near- and long-term growth."

Three Months Ended March 31, 2022 Highlights

- Card payment volume was \$6.4 billion, an increase of 39% over the first quarter of 2021
- Total revenue was \$67.6 million, a 42% increase over the first quarter of 2021
- Gross profit was \$51.0 million, an increase of 46% over the first quarter of 2021
- Net income was \$12.9 million, as compared to a net loss of (\$18.0) million in the first quarter of 2021
- Adjusted EBITDA was \$29.3 million, an increase of 43% over the first quarter of 2021
- Adjusted Net Income was \$18.4 million, an increase of 22% over the first quarter of 2021
- Adjusted Net Income per share was \$0.19

Gross profit represents total revenue less cost of services. Adjusted EBITDA, Adjusted Net Income, and Adjusted Net Income per share are non-GAAP financial measures. See "Non-GAAP Financial Measures" and the reconciliations of Adjusted EBITDA and Adjusted Net Income to their most comparable GAAP measures provided below for additional information.

2022 Outlook

REPAY reiterates its previously provided guidance for full year 2022, as shown below.

Full Year 2022 Outlook

Card Payment Volume \$27 - 28 billion

Total Revenue \$296 - 306 million

Gross Profit \$224 - 232 million

Adjusted EBITDA \$128 - 134 million

This range assumes no further unforeseen COVID-related impacts, which could create substantial economic duress in the remainder of 2022. REPAY does not provide quantitative reconciliation of forward-looking, non-GAAP financial measures, such as forecasted 2022 Adjusted EBITDA, to the most directly comparable GAAP financial measure, because it is difficult to reliably predict or estimate the relevant components without unreasonable effort due to future uncertainties that may potentially have significant impact on such calculations, and providing them may imply a degree of precision that would be confusing or potentially misleading.

Conference Call

REPAY will host a conference call to discuss first quarter 2022 financial results today, May 10, 2022 at 5:30 pm ET. Hosting the call will be John Morris, CEO, and Tim Murphy, CFO. The call will be webcast live from REPAY's investor relations website at <https://investors.repay.com/investor-relations>. The conference call can also be accessed live over the phone by dialing (877) 407-3982, or for international callers (201) 493-6780. A replay will be available one hour after the call and can be accessed by dialing (844) 512-2921 or (412) 317-6671 for international callers; the conference ID is 13729100. The replay will be available at <https://investors.repay.com/investor-relations>.

Non-GAAP Financial Measures

This report includes certain non-GAAP financial measures that management uses to evaluate the Company's operating business, measure performance, and make strategic decisions. Adjusted EBITDA is a non-GAAP financial measure that represents net income prior to interest expense,

tax expense, depreciation and amortization, as adjusted to add back certain charges deemed to not be part of normal operating expenses, non-cash charges and/or non-recurring charges, such as loss on extinguishment of debt, loss on termination of interest rate hedge, non-cash change in fair value of contingent consideration, non-cash change in fair value of assets and liabilities, share-based compensation charges, transaction expenses, employee recruiting costs, other taxes, restructuring and other strategic initiative costs and other non-recurring charges. Adjusted Net Income is a non-GAAP financial measure that represents net income prior to amortization of acquisition-related intangibles, as adjusted to add back certain charges deemed to not be part of normal operating expenses, non-cash charges and/or non-recurring charges, such as loss on extinguishment of debt, loss on termination of interest rate hedge, non-cash change in fair value of contingent consideration, non-cash change in fair value of assets and liabilities, share-based compensation expense, transaction expenses, employee recruiting costs, restructuring and other strategic initiative costs, other non-recurring charges, non-cash interest expense and net of tax effect associated with these adjustments. Adjusted Net Income is adjusted to exclude amortization of all acquisition-related intangibles as such amounts are inconsistent in amount and frequency and are significantly impacted by the timing and/or size of acquisitions. Management believes that the adjustment of acquisition-related intangible amortization supplements GAAP financial measures because it allows for greater comparability of operating performance. Although REPAY excludes amortization from acquisition-related intangibles from its non-GAAP expenses, management believes that it is important for investors to understand that such intangibles were recorded as part of purchase accounting and contribute to revenue generation. Adjusted Net Income per share is a non-GAAP financial measure that represents Adjusted Net Income divided by the weighted average number of shares of Class A common stock outstanding (on an as-converted basis assuming conversion of the outstanding units exchangeable for shares of Class A common stock) for the three months ended March 31, 2022 and 2021 (excluding shares subject to forfeiture). REPAY believes that Adjusted EBITDA, Adjusted Net Income, and Adjusted Net Income per share provide useful information to investors and others in understanding and evaluating its operating results in the same manner as management. However, Adjusted EBITDA, Adjusted Net Income, and Adjusted Net Income per share are not financial measures calculated in accordance with GAAP and should not be considered as a substitute for net income, operating profit, or any other operating performance measure calculated in accordance with GAAP. Using these non-GAAP financial measures to analyze REPAY's business has material limitations because the calculations are based on the subjective determination of management regarding the nature and classification of events and circumstances that investors may find significant. In addition, although other companies in REPAY's industry may report measures titled Adjusted EBITDA, Adjusted Net Income, Adjusted Net Income per share, or similar measures, such non-GAAP financial measures may be calculated differently from how REPAY calculates its non-GAAP financial measures, which reduces their overall usefulness as comparative measures. Because of these limitations, you should consider Adjusted EBITDA, Adjusted Net Income, and Adjusted Net Income per share alongside other financial performance measures, including net income and REPAY's other financial results presented in accordance with GAAP.

Forward-Looking Statements

This communication contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements about future financial and operating results, REPAY's plans, objectives, expectations and intentions with respect to future operations, products and services; and other statements identified by words such as "guidance," "will likely result," "are expected to," "will continue," "should," "is anticipated," "estimated," "believe," "intend," "plan," "projection," "outlook" or words of similar meaning. These forward-looking statements include, but are not limited to, REPAY's 2022 outlook and other financial guidance, expected demand on REPAY's product offering, including further implementation of electronic payment options and statements regarding REPAY's market and growth opportunities, and REPAY's business strategy and the plans and objectives of management for future operations. Such forward-looking statements are based upon the current beliefs and expectations of REPAY's management and are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are difficult to predict and generally beyond REPAY's control.

In addition to factors disclosed in REPAY's reports filed with the U.S. Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 2021, and those identified elsewhere in this communication, the following factors, among others, could cause actual results and the timing of events to differ materially from the anticipated results or other expectations expressed in the forward-looking statements: exposure to economic conditions and political risk affecting the consumer loan market, the receivables management industry and consumer and commercial spending; the impacts of the ongoing COVID-19 coronavirus pandemic and the actions taken to control or mitigate its spread; a delay or failure to integrate and/or realize the benefits of the Company's recent acquisitions; changes in the payment processing market in which REPAY competes, including with respect to its competitive landscape, technology evolution or regulatory changes; changes in the vertical markets that REPAY targets, including the regulatory environment applicable to REPAY's clients; the ability to retain, develop and hire key personnel; risks relating to REPAY's relationships within the payment ecosystem; risk that REPAY may not be able to execute its growth strategies, including identifying and executing acquisitions; risks relating to data security; changes in accounting policies applicable to REPAY; and the risk that REPAY may not be able to maintain effective internal controls.

Actual results, performance or achievements may differ materially, and potentially adversely, from any projections and forward-looking statements and the assumptions on which those forward-looking statements are based. There can be no assurance that the data contained herein is reflective of future performance to any degree. You are cautioned not to place undue reliance on forward-looking statements as a predictor of future performance. All information set forth herein speaks only as of the date hereof in the case of information about REPAY or the date of such information in the case of information from persons other than REPAY, and REPAY disclaims any intention or obligation to update any forward looking statements as a result of developments occurring after the date of this communication. Forecasts and estimates regarding REPAY's industry and end markets are based on sources it believes to be reliable, however there can be no assurance these forecasts and estimates will prove accurate in whole or in part. Pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

About REPAY

REPAY provides integrated payment processing solutions to verticals that have specific transaction processing needs. REPAY's proprietary, integrated payment technology platform reduces the complexity of electronic payments for clients, while enhancing the overall experience for consumers and businesses.

Consolidated Statement of Operations (Unaudited)

	Three Months ended March 31,	
<i>(in \$ thousands)</i>	2022	2021
Revenue	\$67,564	\$47,520
Operating expenses		
Costs of services (exclusive of depreciation and amortization shown separately below)	\$16,565	\$12,475
Selling, general and administrative	32,218	23,393
Depreciation and amortization	28,589	17,793
Change in fair value of contingent consideration	(2,900)	2,649
Total operating expenses	\$74,472	\$56,310
Loss from operations	\$(6,908)	\$(8,790)
Interest expense	(989)	(1,183)
Loss on extinguishment of debt	—	(5,941)
Change in fair value of tax receivable liability	24,619	1,043
Other income	6	28
Other loss	—	(9,080)
Total other income (expense)	23,636	(15,133)
Income (loss) before income tax (expense) benefit	16,728	(23,923)
Income tax (expense) benefit	(3,843)	5,942
Net income (loss)	\$12,885	\$(17,981)
Net loss attributable to non-controlling interest	(767)	(2,187)
Net income (loss) attributable to the Company	\$13,652	\$(15,794)
Weighted-average shares of Class A common stock outstanding - basic	88,607,655	76,602,759
Weighted-average shares of Class A common stock outstanding - diluted	113,015,159	76,602,759
Income (loss) per Class A share - basic	\$0.15	(\$0.21)
Income (loss) per Class A share - diluted	\$0.12	(\$0.21)

Consolidated Balance Sheets

<i>(in \$ thousands)</i>	March 31, 2022 (Unaudited)	December 31, 2021
Assets		
Cash and cash equivalents	\$65,316	\$50,049
Accounts receivable	34,312	33,236
Prepaid expenses and other	12,789	12,427
Total current assets	112,417	95,712
Property, plant and equipment, net	3,847	3,801
Restricted cash	15,514	26,291
Intangible assets, net	556,625	577,694
Goodwill	824,094	824,082
Operating lease right-of-use assets, net	11,473	10,500
Deferred tax assets	141,405	145,260
Other assets	2,500	2,500
Total noncurrent assets	1,555,458	1,590,128
Total assets	\$1,667,875	\$1,685,840
Liabilities		
Accounts payable	\$21,738	\$20,083
Related party payable	14,324	17,394
Accrued expenses	19,553	26,819
Current operating lease liabilities	2,225	1,990
Current tax receivable agreement	24,454	24,496
Other current liabilities	1,049	1,566

Total current liabilities	83,343	92,348
Long-term debt	449,187	448,485
Noncurrent operating lease liabilities	9,886	9,091
Tax receivable agreement, net of current portion	196,755	221,333
Other liabilities	1,386	1,547
Total noncurrent liabilities	657,214	680,456
Total liabilities	\$740,557	\$772,804
Commitments and contingencies		
Stockholders' equity		
Class A common stock, \$0.0001 par value; 2,000,000,000 shares authorized, and 88,817,111 and 88,502,621 issued and outstanding as of March 31, 2022 and December 31, 2021, respectively	9	9
Class V common stock, \$0.0001 par value; 1,000 shares authorized and 100 shares issued and outstanding as of March 31, 2022 and December 31, 2021	—	—
Additional paid-in capital	1,101,432	1,100,012
Accumulated other comprehensive loss	(2)	(2)
Accumulated deficit	(212,362)	(226,016)
Total Repay stockholders' equity	\$889,077	\$874,003
Non-controlling interests	38,241	39,033
Total equity	927,318	913,036
Total liabilities and equity	\$1,667,875	\$1,685,840

Key Operating and Non-GAAP Financial Data

Unless otherwise stated, all results compare first quarter 2022 results to first quarter 2021 results from continuing operations for the period ended March 31, respectively.

The following tables and related notes reconcile these non-GAAP measures to GAAP information for the three months ended March 31, 2022 and 2021:

Three months ended March 31,

<i>(in \$ thousands)</i>	2022	2021	% Change
Card payment volume	\$6,404,556	\$4,614,003	39%
Gross profit ¹	50,999	35,045	46%
Adjusted EBITDA ²	29,327	20,460	43%

(1) Gross profit represents total revenue less other costs of services.

Adjusted EBITDA is a non-GAAP financial measure that represents net income adjusted for interest expense, depreciation and amortization and (2) certain other charges deemed to not be part of normal operating expenses, non-cash charges and/or non-recurring items. See "Non-GAAP Financial Measures" above and the reconciliation of Adjusted EBITDA to its most comparable GAAP measure below.

**Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA
For the Three Months Ended March 31, 2022 and 2021
(Unaudited)**

<i>(in \$ thousands)</i>	Three Months ended March 31,	
	2022	2021
Revenue	\$67,564	\$47,520
Operating expenses		
Costs of services (exclusive of depreciation and amortization shown separately below)	\$16,565	\$12,475
Selling, general and administrative	32,218	23,393
Depreciation and amortization	28,589	17,793
Change in fair value of contingent consideration	(2,900)	2,649
Total operating expenses	\$74,472	\$56,310
Loss from operations	\$(6,908)	\$(8,790)
Interest expense	(989)	(1,183)
Loss on extinguishment of debt	—	(5,941)
Change in fair value of tax receivable liability	24,619	1,043
Other income	6	28
Other loss	—	(9,080)
Total other income (expense)	23,636	(15,133)
Income (loss) before income tax (expense) benefit	16,728	(23,923)

Income tax (expense) benefit	(3,843)	5,942
Net income (loss)	\$12,885	\$(17,981)
Add:		
Interest expense	989	1,183
Depreciation and amortization ^(a)	28,589	17,793
Income tax expense (benefit)	3,843	(5,942)
EBITDA	\$46,306	\$(4,947)
Loss on extinguishment of debt ^(b)	—	5,941
Loss on termination of interest rate hedge ^(c)	—	9,080
Non-cash change in fair value of contingent consideration ^(d)	(2,900)	2,649
Non-cash change in fair value of assets and liabilities ^(e)	(24,619)	(1,043)
Share-based compensation expense ^(f)	3,357	5,151
Transaction expenses ^(g)	4,930	2,340
Employee recruiting costs ^(h)	200	136
Other taxes ⁽ⁱ⁾	149	139
Restructuring and other strategic initiative costs ^(j)	1,246	628
Other non-recurring charges ^(k)	658	386
Adjusted EBITDA	\$29,327	\$20,460

**Reconciliation of GAAP Net Income to Non-GAAP Adjusted Net Income
For the Three Months Ended March 31, 2022 and 2021
(Unaudited)**

Three Months ended March 31,

<i>(in \$ thousands)</i>	2022	2021
Revenue	\$67,564	\$47,520
Operating expenses		
Costs of services (exclusive of depreciation and amortization shown separately below)	\$16,565	\$12,475
Selling, general and administrative	32,218	23,393
Depreciation and amortization	28,589	17,793
Change in fair value of contingent consideration	(2,900)	2,649
Total operating expenses	74,472	\$56,310
Loss from operations	\$(6,908)	\$(8,790)
Interest expense	(989)	(1,183)
Loss on extinguishment of debt	—	(5,941)
Change in fair value of tax receivable liability	24,619	1,043
Other income	6	28
Other loss	—	(9,080)
Total other income (expense)	23,636	(15,133)
Income (loss) before income tax (expense) benefit	16,728	(23,923)
Income tax (expense) benefit	(3,843)	5,942
Net income (loss)	\$12,885	\$(17,981)
Add:		
Amortization of Acquisition-Related Intangibles ^(f)	23,136	16,039
Loss on extinguishment of debt ^(b)	—	5,941
Loss on termination of interest rate hedge ^(c)	—	9,080
Non-cash change in fair value of contingent consideration ^(d)	(2,900)	2,649
Non-cash change in fair value of assets and liabilities ^(e)	(24,619)	(1,043)
Share-based compensation expense ^(f)	3,357	5,151

Transaction expenses ^(g)	4,930	2,340
Employee recruiting costs ^(h)	200	136
Restructuring and other strategic initiative costs ⁽ⁱ⁾	1,246	628
Other non-recurring charges ^(k)	658	386
Non-cash interest expense ^(m)	703	536
Pro forma taxes at effective rate ⁽ⁿ⁾	(1,194)	(8,722)
Adjusted Net Income	\$18,402	\$15,140
Shares of Class A common stock outstanding (on an as-converted basis) ^(o)	96,534,231	84,578,585
Adjusted Net income per share	\$0.19	\$0.18

(a) See footnote (l) for details on our amortization and depreciation expenses.

(b) Reflects write-offs of debt issuance costs relating to Hawk Parent's term loans.

(c) Reflects realized loss of our interest rate hedging arrangement which terminated in conjunction with the repayment of Term Loans.

(d) Reflects the changes in management's estimates of future cash consideration to be paid in connection with prior acquisitions from the amount estimated as of the most recent balance sheet date.

(e) Reflects the changes in management's estimates of the fair value of the liability relating to the Tax Receivable Agreement.

(f) Represents compensation expense associated with equity compensation plans, totaling \$3.4 million and \$5.2 million for the three months ended March 31, 2022 and 2021, respectively.

(g) Primarily consists of (i) during the three months ended March 31, 2022, professional service fees and other costs incurred in connection with the acquisitions of BillingTree, Kontrol Payables and Payix, and (ii) during the three months ended March 31, 2021, professional service fees and other costs incurred in connection with the acquisition of Ventanex, cPayPlus, and CPS, as well as professional service expenses related to the January 2021 equity and convertible notes offerings.

(h) Represents payments made to third-party recruiters in connection with a significant expansion of our personnel, which we expect will become more moderate in subsequent periods.

(i) Reflects franchise taxes and other non-income based taxes.

(j) Reflects consulting fees related to our processing services and other operational improvements, including restructuring and integration activities related to our acquired businesses, that were not in the ordinary course during the three months ended March 31, 2022 and 2021.

(k) For the three months ended March 31, 2022 and 2021, reflects extraordinary refunds to clients and other payments related to COVID-19 and non-cash rent expense.

(l) For the three months ended March 31, 2022, reflects amortization of client relationships, non-compete agreement, software, and channel relationship intangibles acquired through the Business Combination, and client relationships, non-compete agreement, and software intangibles acquired through Repay's acquisitions of TriSource Solutions, APS Payments, Ventanex, cPayPlus, CPS Payments, BillingTree, Kontrol Payables and Payix. For the three months ended March 31, 2021 reflects amortization of client relationships, non-compete agreement, software, and channel relationship intangibles acquired through the Business Combination, and client relationships, non-compete agreement, and software intangibles acquired through Repay's acquisitions of TriSource Solutions, APS Payments, Ventanex, cPayPlus and CPS. This adjustment

excludes the amortization of other intangible assets which were acquired in the regular course of business, such as capitalized internally developed software and purchased software. See additional information below for an analysis of our amortization expenses:

	Three Months ended March 31,	
<i>(in \$ thousands)</i>	2022	2021
Acquisition-related intangibles	\$23,136	\$16,039
Software	4,946	1,465
Amortization	\$28,082	\$17,504
Depreciation	507	289
Total Depreciation and amortization¹	\$28,589	\$17,793

Adjusted Net Income is adjusted to exclude amortization of all acquisition-related intangibles as such amounts are inconsistent in amount and frequency and are significantly impacted by the timing and/or size of acquisitions (see corresponding adjustments in the reconciliation of net income to Adjusted Net Income presented above). Management believes that the adjustment of acquisition-related intangible amortization supplements GAAP financial measures because it allows for greater comparability of operating performance. Although REPAY excludes amortization from acquisition-related intangibles from its non-GAAP expenses, management believes that it is important for investors to understand that such intangibles were recorded as part of purchase accounting and contribute to revenue generation. Amortization of intangibles that relate to past acquisitions will recur in future periods until such intangibles have been fully amortized. Any future acquisitions may result in the amortization of additional intangibles.

1) (m) Represents non-cash deferred debt issuance costs.

(n) Represents pro forma income tax adjustment effect associated with items adjusted above.

(o) Represents the weighted average number of shares of Class A common stock outstanding (on an as-converted basis assuming conversion of outstanding Post-Merger Repay Units) for the three months ended March 31, 2022 and 2021. These numbers do not include any shares issuable upon conversion of the Company's convertible senior notes due 2026. See the reconciliation of basic weighted average shares outstanding to the non-GAAP Class A common stock outstanding on an as-converted basis for each respective period below:

	Three Months ended March 31,	
	2022	2021
Weighted average shares of Class A common stock outstanding - basic	88,607,655	76,602,759
Add: Non-controlling interests		
Weighted average Post-Merger Repay Units exchangeable for Class A common stock	7,926,576	7,975,826
Shares of Class A common stock outstanding (on an as-converted basis)	96,534,231	84,578,585

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