Exhibit 99.2

REPAY

Realtime Electronic Payments

Q1 2023 Earnings Supplement

May 2023

Disclaimer

Repay Holdings Corporation ("REPAY" or the "Company") is required to file annual, quarterly and current reports, proxy statements and other information with the Securities and Exchange Commission ("SEC") Such filings, which you may obtain for free at the SEC's website at http://www.sec.gov, discuss some of the important risk factors that may affect REPAY's business, results of operations and financial condition.

On July 11, 2019, Thunder Bridge Acquisition Ltd. ("Thunder Bridge") and Hawk Parent Holdings LLC ("Hawk Parent") completed their previously announced business combination under which Thunder Bridge acquired Hawk Parent, upon which Thunder Bridge changed its name to Repay Holdings Corporation.

Forward-Looking Statements

This presentation (the "Presentation") 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 "will likely result," "are expected to," "will continue," "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 2023 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 previously disclosed in REPAY's reports filed with the SEC, including its Annual Report on Form 10-K for the year ended December 31, 2022 and subsequent Form 10-Qs, 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, including bank failures or other adverse events affecting financial institutions, inflationary pressures, general economic slowdown or recession; 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 Presentation. Forecasts and estimates regarding our industry and end markets are based on sources REPAY believes to be reliable, however there can be no assurance these forecasts and estimates will prove accurate in whole or in part. Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

Industry and Market Data

The information contained herein also includes information provided by third parties, such as market research firms. Neither of REPAY nor its affiliates and any third parties that provide information to REPAY, such as market research firms, guarantee the accuracy, completeness, timeliness or availability of any information. Neither REPAY nor its affiliates and any third parties that provide information to REPAY, such as market research firms, are responsible for any errors or omissions (negligent or otherwise), regardless of the cause, or the results obtained from the use of such content. Neither REPAY nor its affiliates give any express or implied warranties, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use, and they expressly disclaim any responsibility or liability for direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees or losses (including lost income or profits and opportunity costs) in connection with the use of the information herein.

Non-GAAP Financial Measures

This Presentation includes certain non-GAAP financial measures that REPAY's management uses to evaluate its operating business, measure its 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 and/or non-recurring charges, such as loss on business disposition, 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, 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 and/or non-recurring charges, such as loss on business disposition, 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, restructuring and strategic initiative costs and other non-recurring charges, non-cash interest expense, 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 management excludes amortization from acquisition-related intangibles from REPAY's 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. Each of "organic card payment volume growth," "organic revenue growth," and "organic gross profit (GP) growth" is a non-GAAP financial measure that represents the percentage change in the applicable metric for a fiscal period over the comparable prior fiscal period, exclusive of any incremental amount attributable to acquisitions or divestitures made in the comparable prior fiscal period or any subsequent fiscal period through the applicable current fiscal period. Any financial measure (whether GAAP or non-GAAP) that is modified by "excl. political media" or "normalized" (such as Normalized Organic GP Growth) is a non-GAAP financial measure that measures a defined growth rate exclusive of the estimated contribution from political media clients in the prior corresponding period. Adjusted Free Cash Flow is a non-GAAP financial measure that represents net cash flow provided by operating activities less total capital expenditures, as adjusted to add back certain charges deemed to not be part of normal operating expenses and/or non-recurring charges, such as transaction expenses, restructuring and other strategic initiative costs and other non-recurring charges. REPAY believes that each of the non-GAAP financial measures referenced in this paragraph provide useful information to investors and others in understanding and evaluating its operating results in the same manner as management. However, these non-GAAP financial measures 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 with the same or similar description, 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 each of the non-GAAP financial measures referenced in this paragraph alongside other financial performance measures, including net income and REPAY's other financial results presented in accordance with GAAP.

REPAY

Realtime Electronic Payments

1 | Financial Update & Outlook

REPAY

Realtime Electronic Payments

We remain positioned for another year of profitable growth in 2023

We will continue to take advantage of the many secular trends towards frictionless digital payments that have been, and will continue to be, a tailwind driving our business

First Quarter 2023 Financial Highlights

REPAY's Unique Model Translates Into a Highly Attractive Financial Profile

CARD PAYMENT VOLUME	REVENUE	GROSS PROFIT[1]	ADJUSTED EBITDA[3]
$6.6Bn	$74.5MM	$56.6MM	$31.2MM
(+3%)	(+10%)	(+11%)	(+6%)
(+4% organic)[2]	(+12% organic)[2]	(+13% organic)[2]	

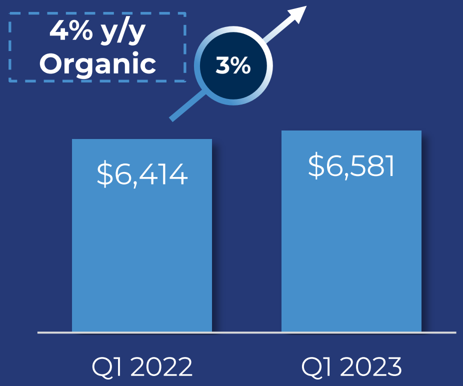
(Represents YoY Growth)

1) Gross profit represents revenue less costs of services
2) Represents organic growth (a non-GAAP financial measure) for each applicable metric. See slide 1 under "Non-GAAP Financial Measures." See slides 28, 29, and 30 for reconciliation
3) Adjusted EBITDA is a non-GAAP financial measure. See slide 1 under "Non-GAAP Financial Measures." See slide 24 for reconciliation

REPAY
Realtime Electronic Payments

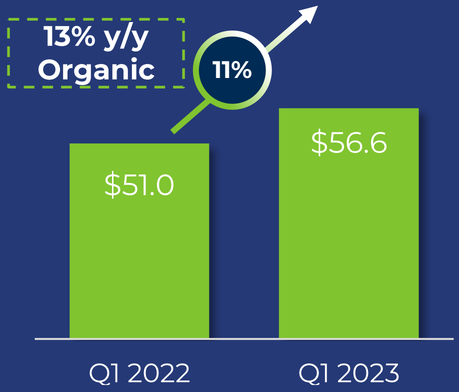
Financial Update – Q1 2023 ($MM)

Card Payment Volume



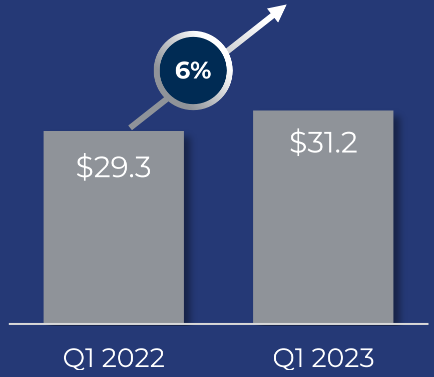
Take Rate (1)	
1.05%	1.13%

Gross Profit



% Margin (2)	
75%	76%

Adjusted EBITDA

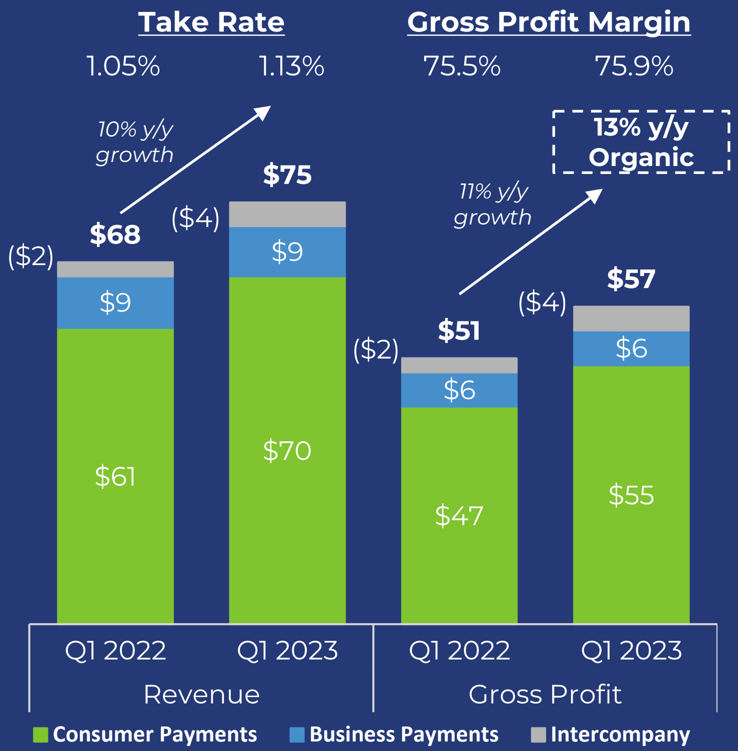


% Margin (3)	
43%	42%

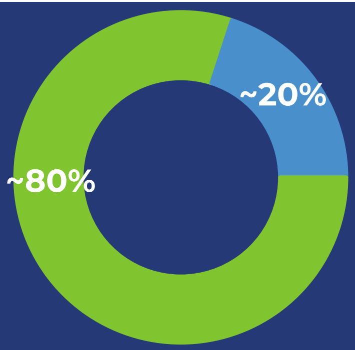
1) Take rate represents revenue / card payment volume
2) Gross profit margin represents gross profit / revenue
3) Adjusted EBITDA margin represents adjusted EBITDA / revenue

REPAY
Realtime Electronic Payments

Growth by Segment - Q1 2023 ($MM)



Percentage of Card Payment Volume[1]



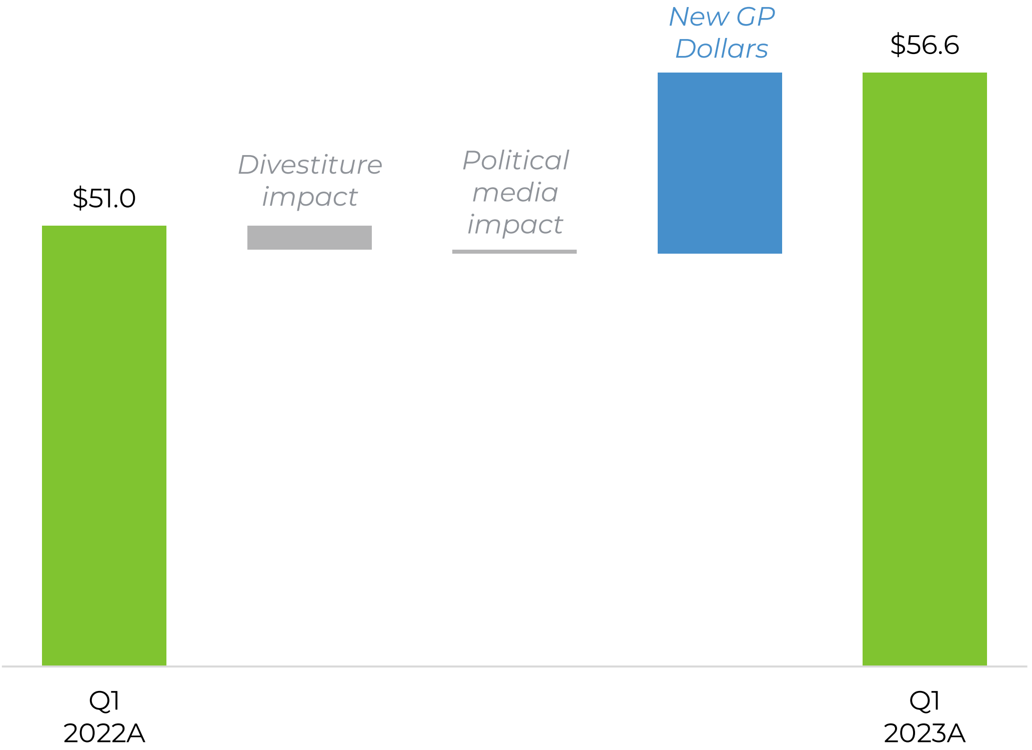
	Consumer Payments	Business Payments	Total Company	Total Company excl. political media [3]
Revenue growth	15%	(2%)	10%	11%
Gross Profit growth	15%	2%	11%	11%
Organic GP growth [2]	**17%**	**2%**	**13%**	**13%**

1) LTM as of 3/31/2023
2) Organic GP growth is a non-GAAP financial measure. Consumer Payments Organic GP growth excludes incremental gross profit attributable to Blue Cow in Q1 2022. Total Company excl. political media Organic GP growth excludes contributions related to political media in Q1 2022. See slide 1 under "Non-GAAP Financial Measures." See slides slide 30 and 31 for reconciliation
3) Total Company excl. political media is a non-GAAP financial measure and represents total company minus the estimated contributions related to political media in Q1 2022. See slides 29, 30 and 32 for reconciliation

REPAY
Realtime Electronic Payments

Q1 2023 Gross Profit Bridge ($MM)

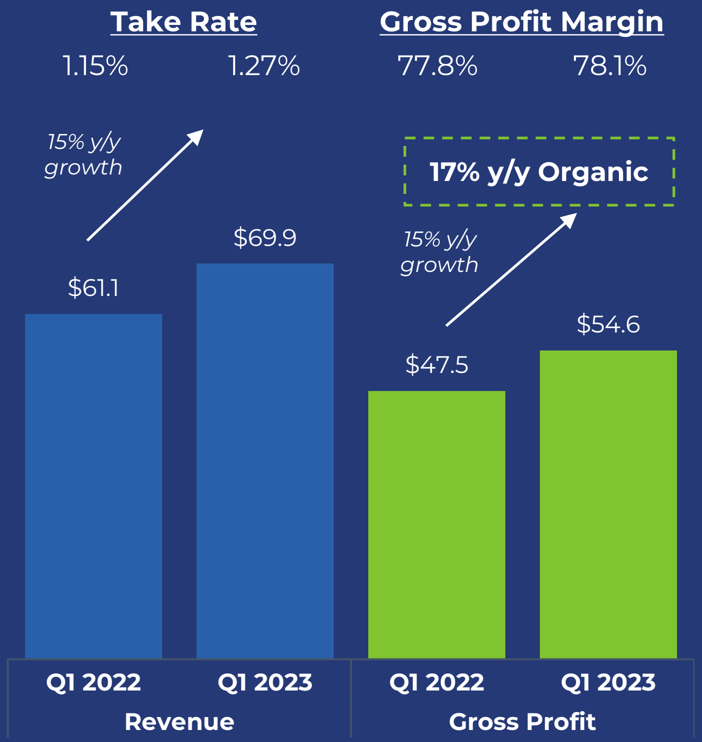
	Q1 2023
Gross Profit growth	11%
Divestiture impact	(2%)
Organic Gross Profit Growth (1)	**13%**
Political media impact	(<1%)
Normalized Organic GP Growth (2)	**13%**



1) Organic gross profit (or GP) growth is a non-GAAP financial measure that represents the percentage change in gross profit for a fiscal period over the comparable prior fiscal period, exclusive of any incremental gross profit attributable to acquisitions or divestitures made in the comparable prior fiscal period or any subsequent fiscal period through the applicable current fiscal period. See slide 1 under "Non-GAAP Financial Measures"
2) Normalized organic GP growth is a non-GAAP financial measure that represents organic gross profit growth (which, for this period comparison, reflects the Blue Cow Software divestiture), exclusive of the estimated gross profit calculation from political media in Q1 2022. See slide 1 under "Non-GAAP Financial Measures"

REPAY
Realtime Electronic Payments

Consumer Payments Results – Q1 2023 ($MM)



Key Business Highlights

- Continued strength across personal loans, auto loans, credit unions, mortgage servicing, and RCS
- Winning large enterprise customers who are adopting more payment channels and modalities
- GP Margins benefited from processing cost savings related to BillingTree back-end conversion

Business Payments Results – Q1 2023 ($MM)

Key Business Highlights

- Strong sales pipeline building within healthcare, property management, and municipality verticals
- Gross Profit growth impacted by lapping political media, implementation timelines, and large client acquired & rolling off
  - Exiting trend of accelerated y/y growth, excluding political media
- GP Margins beginning to benefit from processing costs optimization and automation initiatives

1) Business Payments gross profits excl. political media is a non-GAAP financial measure. This represents Business Payments gross profit minus the estimated contributions related to political media in Q1 2022. See slides 32 for reconciliation

REPAY
Realtime Electronic Payments

Strong Liquidity Position as of March 31, 2023

Liquidity	
Cash on Hand	$92 MM
Revolver Capacity	$185 MM
Total Liquidity	**$277 MM**

Leverage	
Total Debt	$440 MM
Cash on Hand	$92 MM
Net Debt	$348 MM
PF Net Leverage[1]	**2.8x**

Focused on Maintaining Significant Liquidity

- Preserve liquidity and profitability through:
  - Hiring focused on revenue generating / supporting roles
  - Limited discretionary expenses
  - Negotiations with vendors
- Business continues to show high cash flow conversion
- Continued investments in organic growth

Committed to Prudently Managing Leverage

- Proceeds from concurrent convertible notes and follow-on equity offerings used to refinance existing term loan
  - No interest payments, no principal due until maturity in 2026 (if not converted)
- $185 million revolver facility provides flexibility for further acquisitions
  - Secured net leverage covenant is max of 2.5x (definitionally excludes convertible notes balance)
  - Paid down $20 million balance on February 28, 2023

REPAY
Realtime Electronic Payments

1) Based on LTM March 2023 PF adjusted EBITDA, excluding Blue Cow

FY 2023 Outlook

REPAY reiterates its previously provided guidance for full year 2023

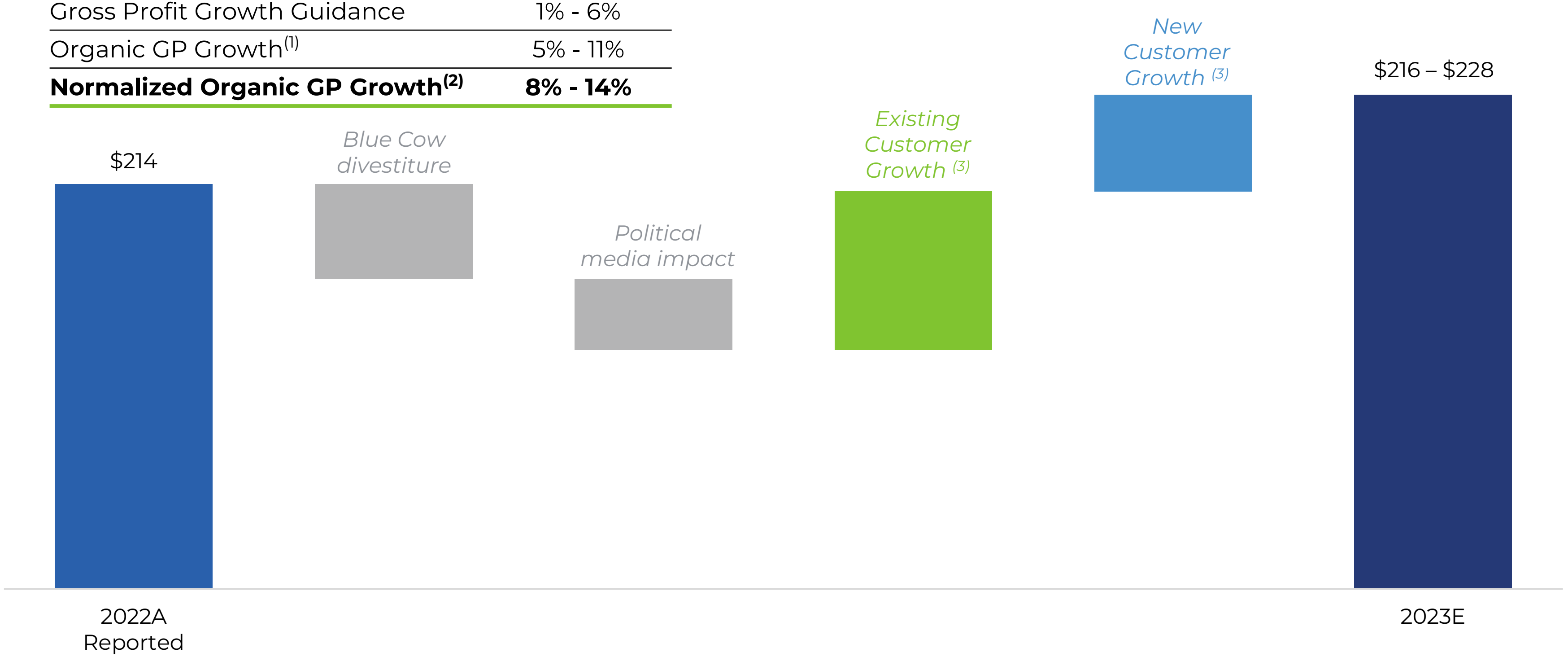
CARD PAYMENT VOLUME	REVENUE	GROSS PROFIT	ADJUSTED EBITDA
$26.0 – $27.2Bn	**$272 – $288MM**	**$216 – $228MM**	**$122 – $130MM**
		5% - 11% Organic GP Growth	*~45% margins*
		8% - 14% Normalized Organic GP Growth (1)	

Note: REPAY does not provide quantitative reconciliation of forward-looking, non-GAAP financial measures such as forecasted Organic GP Growth, Normalized Organic GP Growth, and 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

1) Normalized Organic GP growth is a non-GAAP measure. See slide 1 under "Non-GAAP Financial Measures"

FY 2023 Gross Profit Outlook Bridge ($MM)

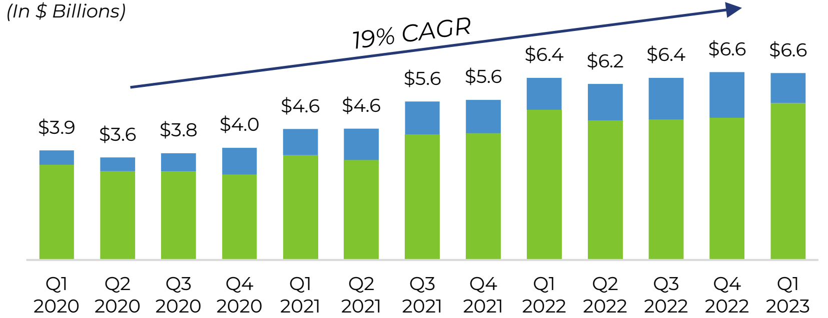
	FY 2023
Gross Profit Growth Guidance	1% - 6%
Organic GP Growth(1)	5% - 11%
Normalized Organic GP Growth(2)	**8% - 14%**



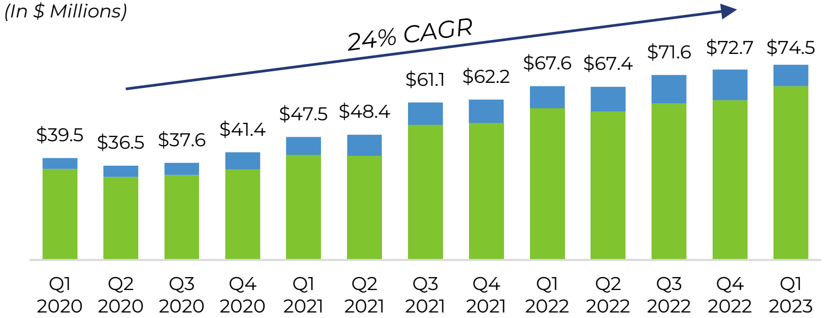
1) Organic gross profit (or GP) growth is a non-GAAP financial measure that represents the percentage change in gross profit for a fiscal period over the comparable prior fiscal period, exclusive of any incremental gross profit attributable to acquisitions or divestitures made in the comparable prior fiscal period or any subsequent fiscal period through the applicable current fiscal period. See slide 1 under "Non-GAAP Financial Measures"
2) Normalized organic GP growth is a non-GAAP financial measure that represents organic gross profit growth (which, for this period comparison, reflects the Blue Cow Software divestiture), exclusive of the estimated gross profit calculation from political media in 2022. See slide 1 under "Non-GAAP Financial Measures"
3) Management estimates as of 3/31/2023

History of Sustained Growth Across All Key Metrics…

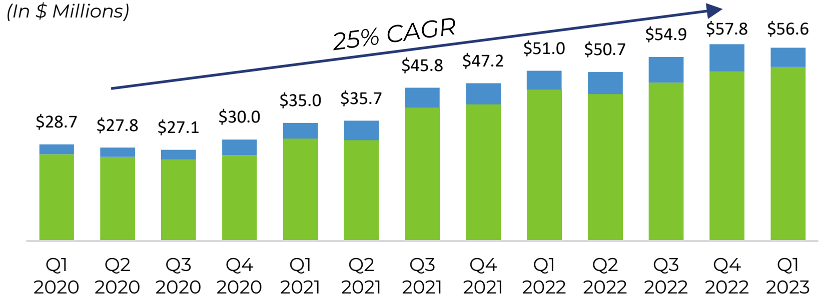
Card Payment Volume



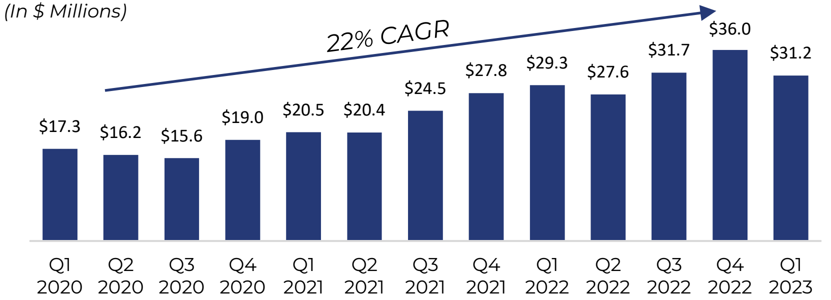
Revenue (1)



Gross Profit (1)



Adjusted EBITDA (2)



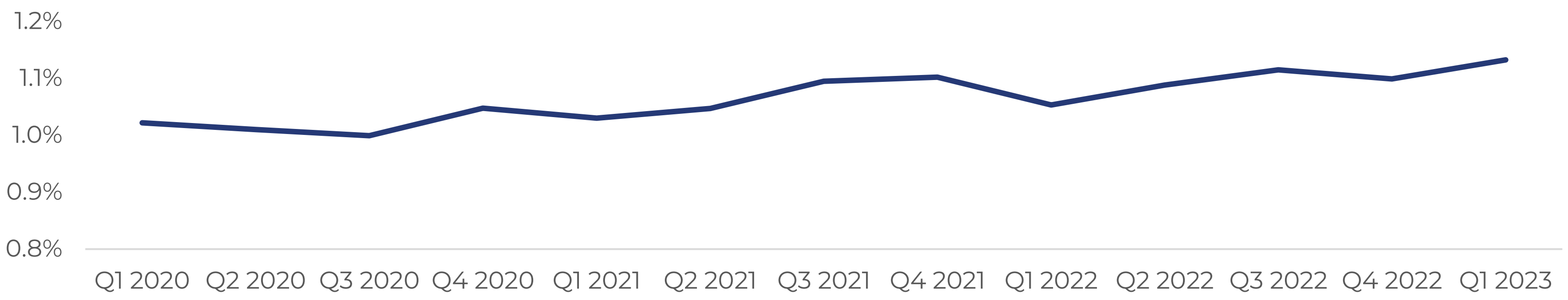
Consumer Payments   Business Payments   Consolidated

REPAY
Realtime Electronic Payments

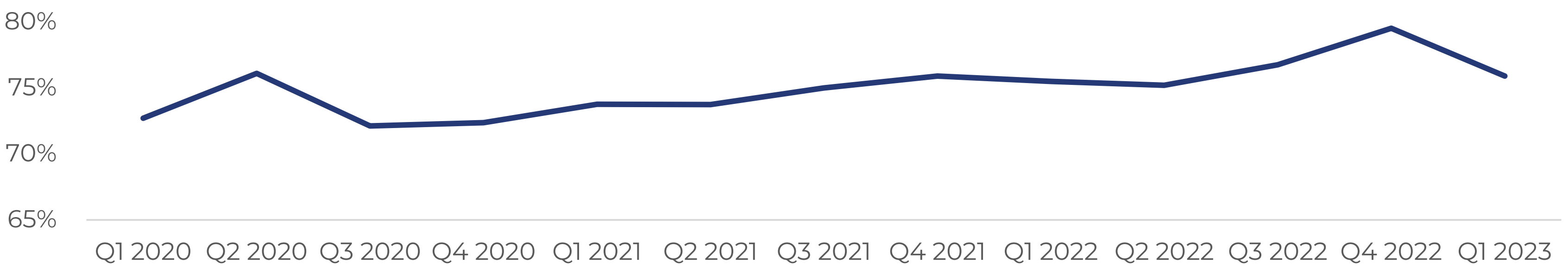
1) Consolidated totals include the elimination of intersegment revenues
2) Certain periods experienced large declines due to a historical accounting presentation change

…With Expanding Take Rates and Gross Profit Margins

Take Rate



Gross Profit Margin



REPAY
Realtime Electronic Payments

REPAY

Realtime Electronic Payments

2 | Strategy & Business Updates

With Our Q1 2023 Performance We See Multiple Levers to Continue to Drive Growth

13%

Q1 2023 Organic GP Growth

Majority of Consumer Payments growth from further penetration of existing client base

Majority of Business Payments growth from acquiring new clients

REPAY's leading platform & attractive market opportunity position it to build on its record of robust growth & profitability

EXECUTE ON EXISTING BUSINESS

- Expand Usage and Increase Adoption
- Acquire New Clients in Existing Verticals
- Operational Efficiencies

BROADENING ADDRESSABLE MARKET AND SOLUTIONS

- Future Market Expansion Opportunities
- Strategic M&A

Executing on Growth Plan

EXPANDING EXISTING BUSINESS

248 SOFTWARE PARTNER RELATIONSHIPS[1], INCLUDING:

B2B CROSS BORDER

veem

LOAN REPAYMENT / ARM / CREDIT UNION

GOLDPOINT SYSTEMS, C&R Software, inovatec, Finicity, Megasys, Q2

B2B AR / VIRTUAL CARD / AP AUTOMATION

billtrust, CDK Global, SPEND MEND, PREMIER

MORTGAGE PAYMENTS

EllieMae, BLACK KNIGHT

ADDED NEW CUSTOMERS VIA DIRECT SALESFORCE ACROSS ALL VERTICALS

Partnered with **Veem to expand ability to deliver cross-border payment options**

Further product expansion in loan repayments, **through partnership with Finicity**

Ended Q1 2023 with 250 credit union customers

VISA ACCEPTANCE FASTRACK PROGRAM

VISA

BROADEN ADDRESSABLE MARKET AND SOLUTIONS

Expanded TAM to ~$5.2 trillion[2] through strategic M&A

Continued to grow existing relationships and add new names to our **Buy Now Pay Later pipeline**

Completed concurrent common stock and convertible notes offerings in Q1 2021, as well as amended our revolving credit facility – providing the Company with **ample liquidity of $277 million[1]** to pursue deals

Engaged ~45 software developers thus far through relationship with Protego to **enhance and accelerate new product and research & development capabilities**

1) As of 3/31/2023
2) Third-party research and management estimates as of 3/31/2023

REPAY
Realtime Electronic Payments

Ample Runway in Consumer Payments

Evolving consumer preferences and technology are requiring clients to embrace payment digitization

$1.8Tn	6	~$22.1Bn	~19,400	154
TOTAL ADDRESSABLE MARKET[1]	VERTICAL END MARKETS	ANNUALIZED CARD PAYMENT VOLUME[2]	CLIENTS	ISV INTEGRATION PARTNERS

- REPAY's integrated payment processing platform automates and modernizes our clients' operations, resulting in increased cash flow, lower costs, and improved customer experience
- Loan repayments expertise is core to our efficiency: from tokenization to our clearing & settlement engine
- Instant Funding accelerates the time at which borrowers receive loans while increasing digital repayments
- Multipronged go-to-market approach leverages both direct and indirect sales
- Continuing to invest into deeper ISV integrations, product innovation, and vertical specific technologies

1) Third-party research and management estimates as of 3/31/2023
2) Volume includes merchant acquiring credit and debit card. Annualized CPV is the Consumer Payments CPV in Q1 2023 multiplied by 4

REPAY
Realtime Electronic Payments

Consumer Payments Offering Omnichannel Capabilities across Modalities

Customers in REPAY's verticals look to partner with innovative vendors
that can provide evolving payment functionality and acceptance solutions

PAYMENT MODALITIES

- Credit and Debit Card Processing
- eCash
- ACH Processing
- New & Emerging Payments
- Instant Funding

PAYMENT CHANNELS

- Virtual Terminal
- Web Portal / Online Bill Pay
- Text Pay
- IVR / Phone Pay
- Hosted Payment Page
- Mobile Application
- POS Equipment

REPRESENTATIVE CLIENTS

Mercedes-Benz Financial Services

loanDepot

Fairstone

scratchpay

REPAY's Growing Business Payments Segment

Combined AR and AP automation solution provides a compelling value proposition to clients

$3.4Tn	15+	~$4.2Bn	~4,100	~174K	94
TOTAL ADDRESSABLE MARKET(1)	VERTICAL END MARKETS	ANNUALIZED CARD PAYMENT VOLUME(2)	CLIENTS	SUPPLIER NETWORK	B2B INTEGRATED SOFTWARE PARTNERS

B2B Merchant Acquiring

- $1.2Tn total addressable market
- Integrations with leading ERP platforms, serving a highly diversified client base across a wide range of industry verticals
- Expanded into B2B vertical via APS acquisition
- Cross sell initiative happening within Sage and Acumatica ERPs to add AP solutions

B2B AP Automation

- $2.2Tn total addressable market
- Fully integrated AP automation platform with electronic payment capabilities including virtual cards and ACH
- Expanded into AP automation vertical via cPayPlus, CPS, and Kontrol acquisitions
- Entered the B2B healthcare space through Ventanex acquisition

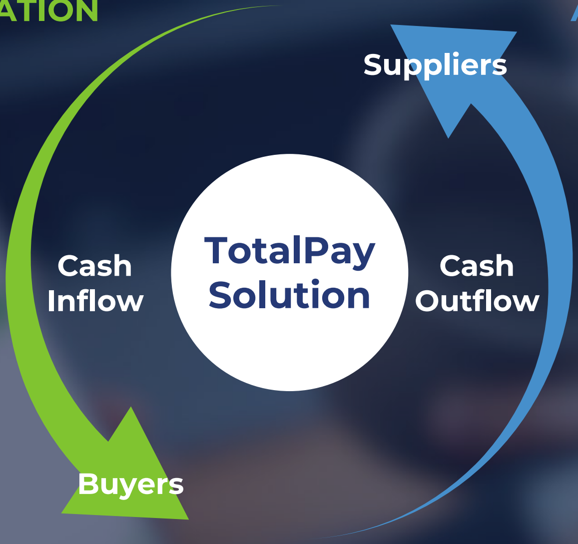
REPAY
Realtime Electronic Payments

1) Third-party research and management estimates as of 3/31/2023
2) Volume includes merchant acquiring credit and debit card, virtual card, and enhanced ACH. Annualized CPV is the Business Payments CPV in Q1 2023 multiplied by 4

Powerful Business Payments Offering

ACCOUNTS RECEIVABLE AUTOMATION

- Deep ERP Integrations
- Multiple Payment Methods
- Tracking and Reconciliation
- Highly Secure



ACCOUNTS PAYABLE AUTOMATION

- Automated Reporting and Reconciliation
- Multiple Payment Options Including Virtual Card and Cross Border
- Vendor Management
- Customer Rebates

REPRESENTATIVE CLIENTS

City of Fort Lauderdale, Akron Public Schools, valspar, Allegheny Health Network, match, Hennessy Automobile Companies, LifeBridge Health, Tribune Publishing, Driven Brands, meineke, Maaco

One-stop-shop B2B payments solutions provider

REPAY®

Realtime Electronic Payments

3 | Appendix

Q1 2023 Financial Update

$MM	THREE MONTHS ENDED MARCH 31		CHANGE	
	2023	2022	AMOUNT	%
Card Payment Volume	**$6,581.4**	**$6,414.0**	**$167.4**	**3%**
Revenue	**$74.5**	**$67.6**	**$7.0**	**10%**
Costs of Services	18.0	16.6	1.4	8%
Gross Profit	**$56.6**	**$51.0**	**$5.6**	**11%**
SG&A[1]	52.8	4.7	48.2	NM
EBITDA	**$3.7**	**$46.3**	**($42.6)**	**92%**
Depreciation and Amortization	26.1	28.6	(2.4)	(9%)
Interest Expense	1.2	1.0	0.2	17%
Income Tax Expense (Benefit)	4.4	3.8	0.5	NM
Net Income (Loss)	**($27.9)**	**$12.9**	**($40.8)**	**NM**
Adjusted EBITDA[2]	**$31.2**	**$29.3**	**$1.8**	**6%**
Adjusted Net Income[3]	**$19.2**	**$18.6**	**$0.6**	**3%**

1) SG&A includes expense associated with the change in fair value of tax receivable liability, change in fair value of contingent consideration, loss on extinguishment of debt, and other income / expenses
2) See "Adjusted EBITDA Reconciliation" on slide 24 for reconciliation of Adjusted EBITDA to its most comparable GAAP measure
3) See "Adjusted Net Income Reconciliation" on slide 25 for reconciliation of Adjusted Net Income to its most comparable GAAP measure

REPAY
Realtime Electronic Payments

Adjusted EBITDA Reconciliation

$MM	Q1 2023	Q1 2022
Net Income (Loss)	**($27.9)**	**$12.9**
Interest Expense	1.2	1.0
Depreciation and Amortization[1]	26.1	28.6
Income Tax Expense (Benefit)	4.4	3.8
EBITDA	**$3.7**	**$46.3**
Loss on business disposition[2]	9.9	–
Non-cash change in fair value of contingent consideration[3]	–	(2.9)
Non-cash change in fair value of assets and liabilities[4]	4.5	(24.6)
Share-based compensation expense[5]	4.1	3.4
Transaction expenses[6]	6.0	4.9
Restructuring and other strategic initiative costs[7]	1.4	1.2
Other non-recurring charges[8]	1.6	1.0
Adjusted EBITDA	**$31.2**	**$29.3**

1) For the three months ended March 31, 2023 and 2022, reflects amortization of client relationships, non-compete agreement, software, and channel relationship intangibles acquired through the business combination with Thunder Bridge, 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. 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.
2) Reflects the loss recognized related to the disposition of Blue Cow.
3) 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.
4) Reflects the changes in management's estimates of the fair value of the liability relating to the Tax Receivable Agreement.
5) Represents compensation expense associated with equity compensation plans, totaling $4.1 million and $3.4 million for the three months ended March 31, 2023 and 2022, respectively.
6) Primarily consists of (i) during the three months ended March 31, 2023, professional service fees and other costs incurred in connection with the disposition of Blue Cow Software, and (ii) during the three months March 31, 2022, professional service fees and other costs incurred in connection with the acquisitions of BillingTree, Kontrol Payables and Payix.
7) Reflects costs associated with reorganization of operations, consulting fees related to processing services and other operational improvements, including restructuring and integration activities related to acquired businesses, that were not in the ordinary course during the three months ended March 31, 2023 and 2022.
8) For the three months ended March 31, 2023, reflects payments made to third-parties in connection with a significant expansion of our personnel, one-time payments to certain partners, and non-cash rent expense. For the three months ended March 31, 2022, reflects one-time payments to certain clients and partners, payments made to third-parties in connection with a significant expansion of our personnel, franchise taxes and other non-income based taxes, other payments related to COVID-19 and non-cash rent expense.

Adjusted Net Income Reconciliation

($MM)	Q1 2023	Q1 2022
Net Income (Loss)	**($27.9)**	**$12.9**
Amortization of acquisition-related intangibles[1]	19.9	23.1
Loss on business disposition[2]	9.9	–
Non-cash change in fair value of contingent consideration[3]	–	(2.9)
Non-cash change in fair value of assets and liabilities[4]	4.5	(24.6)
Share-based compensation expense[5]	4.1	3.4
Transaction expenses[6]	6.0	4.9
Restructuring and other strategic initiative costs[7]	1.4	1.2
Other non-recurring charges[8]	1.6	1.0
Non-cash interest expense[9]	0.7	0.7
Pro forma taxes at effective rate[10]	(1.0)	(1.2)
Adjusted Net Income	**$19.2**	**$18.6**

1) For the three months ended March 31, 2023 and 2022, reflects amortization of client relationships, non-compete agreement, software, and channel relationship intangibles acquired through the business combination with Thunder Bridge, 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. 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.
2) Reflects the loss recognized related to the disposition of Blue Cow.
3) 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.
4) Reflects the changes in management's estimates of the fair value of the liability relating to the Tax Receivable Agreement.
5) Represents compensation expense associated with equity compensation plans, totaling $4.1 million and $3.4 million for the three months ended March 31, 2023 and 2022, respectively.
6) Primarily consists of (i) during the three months ended March 31, 2023, professional service fees and other costs incurred in connection with the disposition of Blue Cow Software, and (ii) during the three months March 31, 2022, professional service fees and other costs incurred in connection with the acquisitions of BillingTree, Kontrol Payables and Payix.
7) Reflects costs associated with reorganization of operations, consulting fees related to processing services and other operational improvements, including restructuring and integration activities related to acquired businesses, that were not in the ordinary course during the three months ended March 31, 2023 and 2022.
8) For the three months ended March 31, 2023, reflects payments made to third-parties in connection with a significant expansion of our personnel, one-time payments to certain partners, and non-cash rent expense. For the three months ended March 31, 2022, reflects one-time payments to certain clients and partners, payments made to third-parties in connection with a significant expansion of our personnel, franchise taxes and other non-income based taxes, other payments related to COVID-19 and non-cash rent expense.
9) Represents amortization of non-cash deferred debt issuance costs.
10) Represents pro forma income tax adjustment effect associated with items adjusted above.

REPAY®
Realtime Electronic Payments

Adjusted Free Cash Flow Reconciliation

$MM	Q1 2023	Q1 2022
Net Cash provided by Operating Activities	**$20.8**	**$13.8**
Capital expenditures		
Cash paid for property and equipment	(0.5)	(0.6)
Cash paid for intangible assets	(13.2)	(7.0)
Total capital expenditures	(13.7)	(7.6)
Free Cash Flow	**$7.1**	**$6.2**
Adjustments		
Transaction expenses[1]	6.0	4.9
Restructuring and other strategic initiative costs[2]	1.4	1.2
Other non-recurring charges[3]	1.6	1.0
Adjusted Free Cash Flow	**$16.1**	**$13.4**

1) Primarily consists of (i) during the three months ended March 31, 2023, professional service fees and other costs incurred in connection with the disposition of Blue Cow Software, and (ii) during the three months March 31, 2022, professional service fees and other costs incurred in connection with the acquisitions of BillingTree, Kontrol Payables and Payix.
2) Reflects costs associated with reorganization of operations, consulting fees related to processing services and other operational improvements, including restructuring and integration activities related to acquired businesses, that were not in the ordinary course during the three months ended March 31, 2023 and 2022.
3) For the three months ended March 31, 2023, reflects payments made to third-parties in connection with a significant expansion of our personnel, one-time payments to certain partners, and non-cash rent expense. For the three months ended March 31, 2022, reflects one-time payments to certain clients and partners, payments made to third-parties in connection with a significant expansion of our personnel, franchise taxes and other non-income based taxes, other payments related to COVID-19 and non-cash rent expense.

Depreciation and Amortization Detail

$MM	Q1 2023	Q1 2022
Acquisition-related intangibles	$19.9	$23.1
Software	5.5	4.9
Amortization	**$25.4**	**$28.1**
Depreciation	0.7	0.5
Total Depreciation and Amortization	**$26.1**	**$28.6**

Note: 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.

REPAY
Realtime Electronic Payments

Organic Card Payment Volume Growth Reconciliation

$MM	2023 Q1
Card Payment Volume Growth	3%
Growth from Acquisitions / (Divestitures)	(1%)
Organic Card Payment Volume Growth[(1)]	**4%**

1) Organic growth is a non-GAAP financial measure and See slide 1 under "Non-GAAP Financial Measures." Organic CPV growth excludes incremental CPV attributable to Blue Cow Software in Q1 2022

REPAY Realtime Electronic Payments

Revenue Growth Reconciliations

$MM	2023 Q1
Revenue Growth	10%
Growth from Acquisitions / (Divestitures)	(2%)
Organic Revenue Growth((1)	**12%**

$MM	2023 Q1
Revenue Growth	10%
Growth from Political Media	(<1%)
Revenue Growth excl. Political Media (2)	**11%**

1) Organic growth is a non-GAAP financial measure and See slide 1 under "Non-GAAP Financial Measures." Organic revenue growth excludes incremental revenue attributable to Blue Cow Software in Q1 2022
2) Revenue excl. political media represents total company revenue minus the estimated contributions related to political media in Q1 2022

REPAY
Realtime Electronic Payments

Organic Gross Profit Growth Reconciliation

	2022				Full Year	2023
$MM	Q1	Q2	Q3	Q4	2022	Q1
Gross Profit Growth	46%	42%	20%	22%	31%	11%
Growth from Acquisitions/(Divestitures)	41%	32%	5%	5%	19%	(2%)
Organic Gross Profit Growth (1)	**5%**	**10%**	**15%**	**17%**	**12%**	**13%**
Growth from political media	1%				3%	(<1%)
Organic GP Growth excl. political media (2)	**4%**				**9%**	**13%**

1) Organic gross profit growth is a non-GAAP financial measure. See slide 1 under "Non-GAAP Financial Measures"
2) Organic GP growth excl. political media is a non-GAAP financial measure that excludes the political media contribution. See slide 1 under "Non-GAAP Financial Measures"

REPAY
Realtime Electronic Payments

Organic Gross Profit Segment Growth Reconciliation

$MM	2023 Q1
Consumer Payments Gross Profit Growth	15%
Growth from Acquisitions / (Divestitures)	(2%)
Consumer Payments Organic Gross Profit Growth((1)	**17%**

$MM	2023 Q1
Business Payments Gross Profit Growth	2%
Growth from Acquisitions / (Divestitures)	n/a
Business Payments Organic Gross Profit Growth((1)	**2%**

1) Organic GP growth is a non-GAAP financial measure and See slide 1 under "Non-GAAP Financial Measures." Consumer Payments Organic GP growth excludes incremental gross profit attributable to Blue Cow Software in Q1 2022. Business Payments Organic GP growth was not impacted by acquisitions or divestitures

REPAY
Realtime Electronic Payments

Gross Profit Growth Excluding Political Media Reconciliation

	2023
$MM	Q1
Total Company Gross Profit Growth	11%
Growth from Political Media	(<1%)
Total Company excl. Political Media Gross Profit Growth (1)	**11%**

	2023
$MM	Q1
Business Payments Gross Profit Growth	2%
Growth from Political Media	(2%)
Business Payments excl. Political Media Gross Profit Growth (2)	**4%**

1) Total Company excl. political media represents total company minus the estimated contributions related to political media in Q1 2022
2) Business Payments excl. political media represents Business Payments minus the estimated contributions related to political media in Q1 2022

REPAY
Realtime Electronic Payments

Historical Segment Details

$MM	2021				2022				2023	Full Year	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	2021	2022
Consumer Payments	$3,694.1	$3,523.4	$4,426.7	$4,465.7	$5,290.5	$4,918.6	$4,937.8	$5,009.5	$5,524.8	$16,109.9	$20,156.5
Business Payments	919.9	1,100.1	1,156.4	1,177.4	1,123.4	1,277.7	1,479.0	1,602.3	1,056.6	4,353.9	5,482.4
Card Payment Volume	**$4,614.0**	**$4,623.5**	**$5,583.1**	**$5,643.1**	**$6,414.0**	**$6,196.3**	**$6,416.8**	**$6,611.8**	**$6,581.4**	**$20,463.8**	**$25,638.9**
Consumer Payments	$42.4	$42.0	$54.5	$55.2	$61.1	$59.8	$63.0	$64.3	$69.9	$194.0	$248.2
Business Payments	7.1	8.5	8.9	9.3	8.9	9.9	11.4	12.3	8.7	33.8	42.6
Intercompany eliminations	*(2.0)*	*(2.0)*	*(2.2)*	*(2.3)*	*(2.4)*	*(2.3)*	*(2.9)*	*(4.0)*	*(4.1)*	*(8.6)*	*(11.6)*
Revenue	**$47.5**	**$48.4**	**$61.1**	**$62.2**	**$67.6**	**$67.4**	**$71.6**	**$72.7**	**$74.5**	**$219.3**	**$279.2**
Consumer Payments	$32.2	$31.7	$41.9	$42.9	$47.5	$46.1	$49.7	$53.1	$54.6	$148.6	$196.4
Business Payments	4.9	6.1	6.2	6.6	5.9	7.0	8.1	8.6	6.0	23.8	29.6
Intercompany eliminations	*(2.0)*	*(2.0)*	*(2.2)*	*(2.3)*	*(2.4)*	*(2.3)*	*(2.9)*	*(4.0)*	*(4.1)*	*(8.6)*	*(11.6)*
Gross Profit	**$35.0**	**$35.7**	**$45.8**	**$47.2**	**$51.0**	**$50.7**	**$54.9**	**$57.8**	**$56.6**	**$163.8**	**$214.4**
Consumer Payments	1.15%	1.19%	1.23%	1.24%	1.15%	1.22%	1.28%	1.28%	1.27%	1.20%	1.23%
Business Payments	0.78%	0.77%	0.77%	0.79%	0.79%	0.78%	0.77%	0.77%	0.82%	0.78%	0.78%
Take Rate	**1.03%**	**1.05%**	**1.09%**	**1.10%**	**1.05%**	**1.09%**	**1.12%**	**1.10%**	**1.13%**	**1.07%**	**1.09%**
Consumer Payments	75.9%	75.4%	76.9%	77.7%	77.8%	77.0%	79.0%	82.6%	78.1%	76.6%	79.1%
Business Payments	68.0%	71.8%	69.9%	71.0%	66.5%	70.0%	70.4%	70.1%	69.5%	70.3%	69.4%
Gross Profit Margin	**73.7%**	**73.7%**	**75.0%**	**75.9%**	**75.5%**	**75.2%**	**76.8%**	**79.5%**	**75.9%**	**74.7%**	**76.8%**

Note: Historical periods reflect the reclassification of volumes, revenue, and gross profit between Consumer Payments and Business Payments segments

REPAY
Realtime Electronic Payments