

Q3 2021 Financial Results
November 9, 2021

Paymentus

Disclaimer



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained in this presentation are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “could,” “intends,” “targets,” “projects,” “contemplates,” “believes,” “estimates,” “predicts,” “potential” or “continue” or the negative of these terms or other similar expressions. Forward-looking statements contained in this presentation include, but are not limited to, statements about our market opportunity; our ability to continue to expand our market share or expand into new markets. Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors. Some of these risks are described in greater detail under the heading “Risk Factors” in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2021 filed with the Securities and Exchange Commission (the “SEC”) on August 11, 2021, our Quarterly Report on Form 10-Q for the quarter ended September 30, 2021, which we expect to file with the SEC on November 10, 2021, and in our future filings with the SEC. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. These factors may cause our actual results, performance or achievements to differ materially and adversely from those anticipated or implied by our forward-looking statements. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not rely on these statements or regard these statements as a representation or warranty by us or any other person that we will achieve our objectives and plans in any specified time frame, or at all. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

In addition, statements that “we believe” and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based upon information available to us as of the date of this presentation, and although we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted a thorough inquiry into, or review of, all potentially available relevant information. These statements are inherently uncertain and you are cautioned not to unduly rely upon these statements.

Market data and industry information used throughout this presentation are based on management’s knowledge of the industry and the good faith estimates of management. We also relied, to the extent available, upon management’s review of independent industry surveys and publications and other publicly available information prepared by a number of third-party sources. All of the market data and industry information used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Although we believe that these sources are reliable, we cannot guarantee the accuracy or completeness of this information, and we have not independently verified this information.

In addition to the GAAP financial measures presented in our consolidated financial statements, this presentation includes key performance indicators and non-GAAP measures that we use to help us evaluate our business, identify trends affecting our business, formulate business plans and make strategic decisions. There are limitations to contribution profit and adjusted gross profit, the non-GAAP measures included in this presentation. These non-GAAP measures may not be comparable to similarly titled measures of other companies; other companies, including companies in our industry, may calculate non-GAAP measures differently than we do, limiting the usefulness of those measures for comparative purposes. These non-GAAP measures should not be considered in isolation from or as a substitute for GAAP financial measures. Reconciliations of these non-GAAP measures to the most directly comparable GAAP measures are included in the Appendix to this presentation.

Unless otherwise indicated, all references in this presentation to “Paymentus,” “we,” “our,” “us”, or similar terms refer to Paymentus Holdings, Inc. and its subsidiaries.

Company Snapshot

Strong, Profitable Financial Profile



\$370M

Revenue

TTM Q3 2021

\$146M

Contribution Profit¹

TTM Q3 2021

\$118M

Adjusted Gross Profit²

TTM Q3 2021



30%

Revenue Growth

Q3 2021

37%

Contribution Profit Growth¹

Q3 2021

38%

Adjusted Gross Profit²

Q3 2021

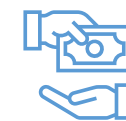
Tremendous Scale



251 M

Transactions Processed

TTM Q3 2021



>1,400

Billers

As of Q3 2021

¹ Contribution profit is a non-GAAP measure. We define contribution profit as gross profit plus other cost of revenue. Other cost of revenue equals cost of revenue less interchange and assessment fees paid by us to our payment processors. Please refer to the Appendix for a reconciliation of contribution profit to gross profit.

² Adjusted gross profit is a non-GAAP measure. We define adjusted gross profit as gross profit adjusted for non-cash items, primarily stock-based compensation and amortization. Please refer to the Appendix for a reconciliation of adjusted gross profit to gross profit.

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Highlights

Q3 Key Metrics

- Processed over 70 million transactions, up 45% YoY
- Generated over \$101 million in revenue, up 30% YoY
- Increased contribution profit by 37% YoY to over \$40 million

Key Partnerships



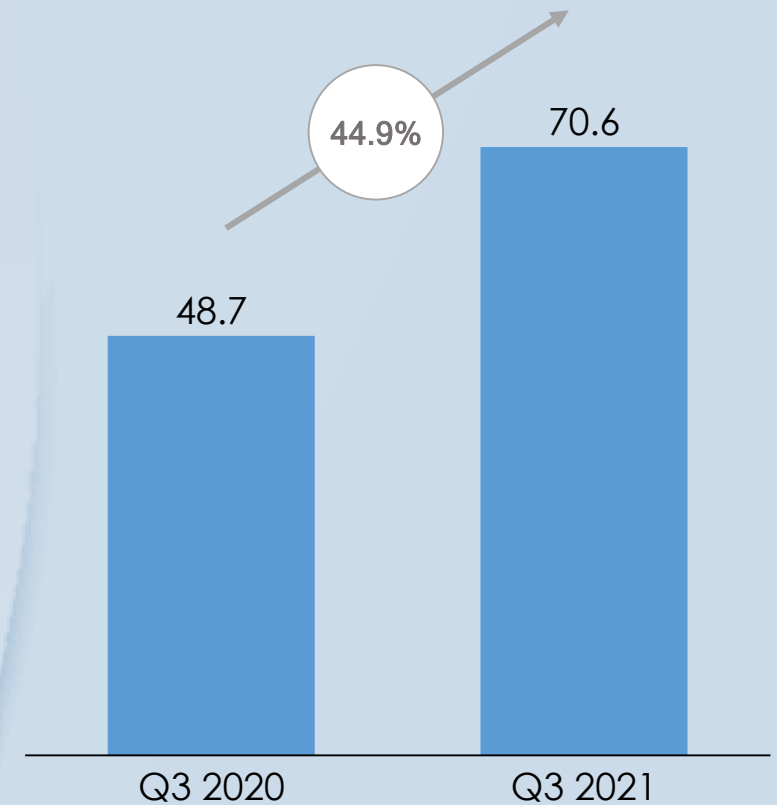
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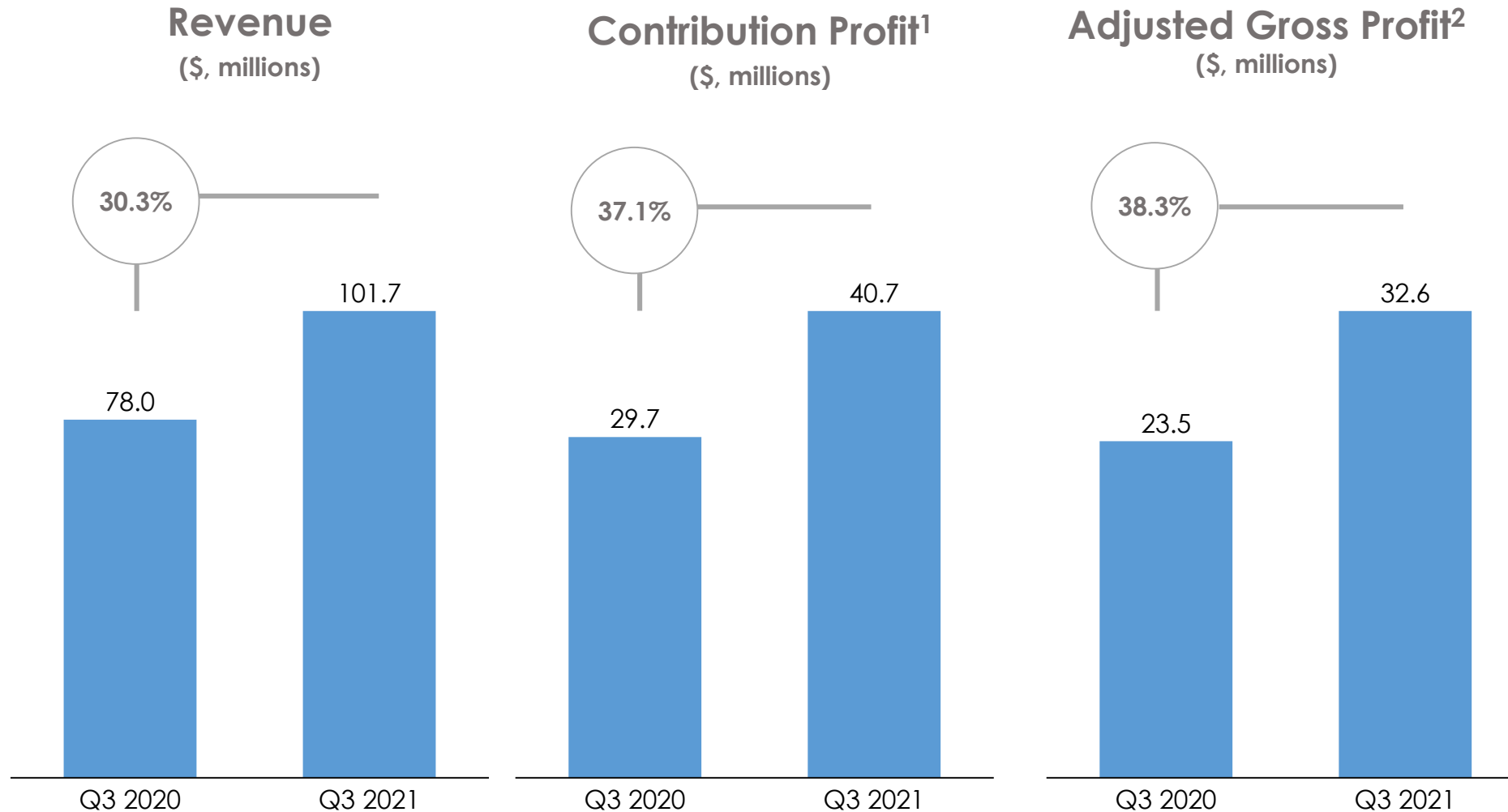
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Quarterly Transactions (Millions)



Q3 2021 Financial Performance

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² Adjusted gross profit is a non-GAAP measure. We define adjusted gross profit as gross profit adjusted for non-cash items, primarily stock-based compensation and amortization. Please refer to the Appendix for a reconciliation of adjusted gross profit to gross profit.

Why Our Customers and Partners Select Us

Broad Scope Served

Modern, cloud-based platform with a single code base and no versioning that uniquely serves any business size, business vertical, B2C, B2B, pay-out, biller direct and bank bill pay use cases

Comprehensive and Innovative Platform

One integration to Paymentus equips billers and partners access to a fully unified, highly configurable and omni-channel platform with real-time payment posting and simplified reconciliation for all traditional and emerging payment methods

Patented and Proprietary Capabilities

Numerous critical patents for centralized bill payment experiences, call center, chat and contextual commerce payments and bill management ensure sustainable differentiation

Instant Payment Network®

Our network of integrated billers, nearly 300 banks, tens of millions of consumers, and partners grows and strengthens with every interaction

Integrations

Our platform is integrated with over 350 ERP, billing and customer information systems, including real-time connectivity with market share leaders in the largest bill pay verticals

Partners

As a result of our proprietary capabilities, modern platform and leading bill payment network, we have preferred or exclusive collaborations and referral relationships with consumer platforms, software providers and top banks that enable us to reach over 100M U.S. consumers

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Appendix

Contribution Profit

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
	(in thousands)			
Gross profit	\$ 31,164	\$ 22,653	\$ 87,639	\$ 66,832
Plus: other cost of revenue	9,488	7,003	25,563	20,442
Contribution profit	<u>\$ 40,652</u>	<u>\$ 29,656</u>	<u>\$ 113,202</u>	<u>\$ 87,274</u>

Adjusted Gross Profit

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
	(in thousands)			
Gross profit	\$ 31,164	\$ 22,653	\$ 87,639	\$ 66,832
Stock-based compensation	—	—	—	—
Amortization	1,398	893	3,610	2,553
Adjusted gross profit	<u>\$ 32,562</u>	<u>\$ 23,546</u>	<u>\$ 91,249</u>	<u>\$ 69,385</u>

Investor Relations

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