



Embedded Finance Made *Simple*

Nasdaq: USIO

Forward Looking Statements

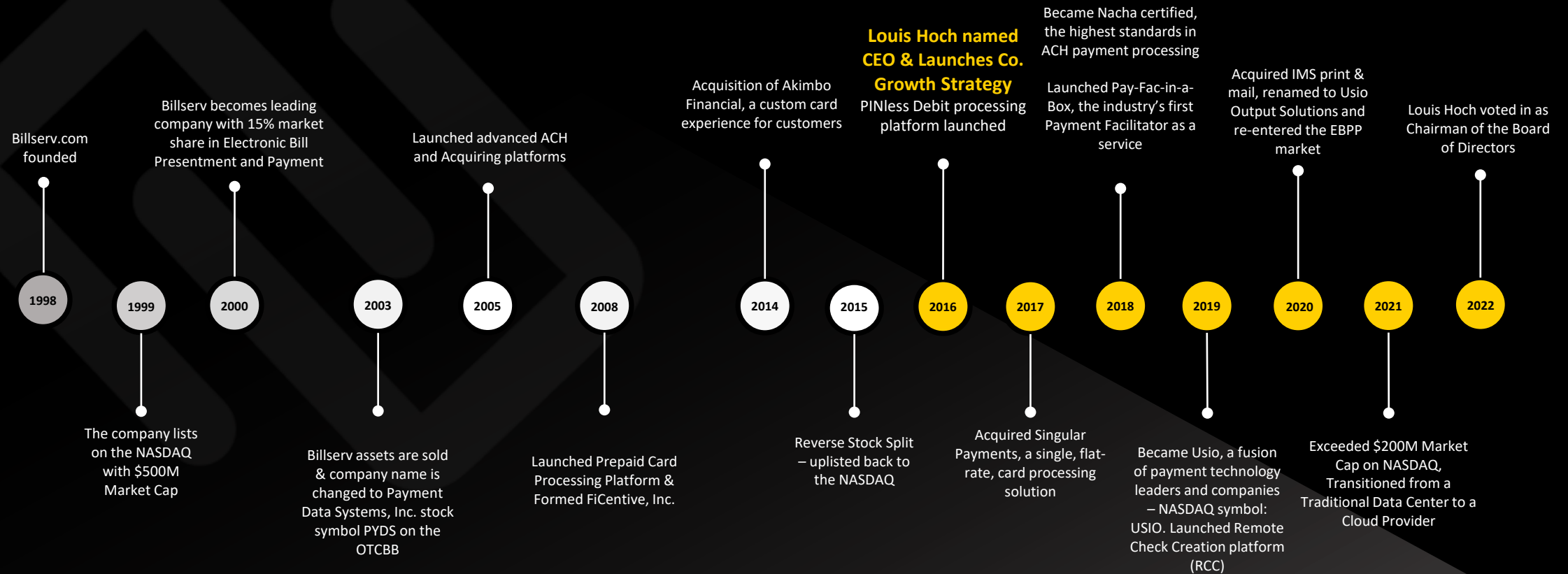
Except for the historical information contained herein, the matters discussed in this presentation include forward-looking statements which are covered by safe harbors. Those statements include, but may not be limited to, all statements regarding management's intent, belief and expectations, such as statements concerning our future and our operating and growth strategy. These forward-looking statements are identified by the use of words such as "believe," "intend," "look forward," "anticipate," "schedule," and "expect" among others. Forward-looking statements in this presentation are subject to certain risks and uncertainties inherent in the Company's business that could cause actual results to vary, including risks related to the COVID-19 pandemic and its effect on the economy, risks related to the realization of the anticipated opportunities from the IMS acquisition, the management of the Company's growth, the loss of key resellers, the relationships with the Automated Clearinghouse network, bank sponsors, third-party card processing providers and merchants, the security of our software, hardware and information, the volatility of the stock price, the need to obtain additional financing, risks associated with new tax legislation, and compliance with complex federal, state and local laws and regulations, and other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission including its annual report on Form 10-K for the fiscal year ended December 31, 2022. One or more of these factors have affected, and in the future, could affect the Company's businesses and financial results in the future and could cause actual results to differ materially from plans and projections. The Company believes that the assumptions underlying the forward-looking statements included in this presentation will prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by us or any other person that the objectives and plans will be achieved. All forward-looking statements made in this presentation are based on information presently available to management. The Company assumes no obligation to update any forward-looking statements, except as required by law. The information presented in this presentation is as of May 3, 2023, unless indicated otherwise.

About Us

Usio is a leading FinTech that operates a full stack of proprietary and integrated, cloud-based electronic payment and embedded financial solutions to a wide range of merchants, billers, banks, service bureaus, and card issuers. Usio operates card and ACH payment processing, card issuing and bill presentment and payment to deliver convenient, world-class solutions and services to their clients.

25 Year History

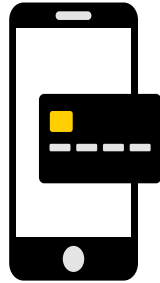
Developing Leading Payment Solutions & Offerings



Investment Summary



INNOVATIVE LEADER
In the Fast-Growing
FinTech space



DIVERSIFIED

Multi-Channel Product Portfolio in
Diversified Industries





- Payment Facilitation
- ACH
- Card Issuing
- Output Solutions


12% 
**YoY REVENUE
GROWTH**
2022 OVER 2021

\$69.4 
MILLION 2022
RECORD REVENUES

18-20% 
**2023 EXPECTED
REVENUE GROWTH**

26.4 
**MILLION SHARES
OUTSTANDING**
AS OF SEP 30, 2023

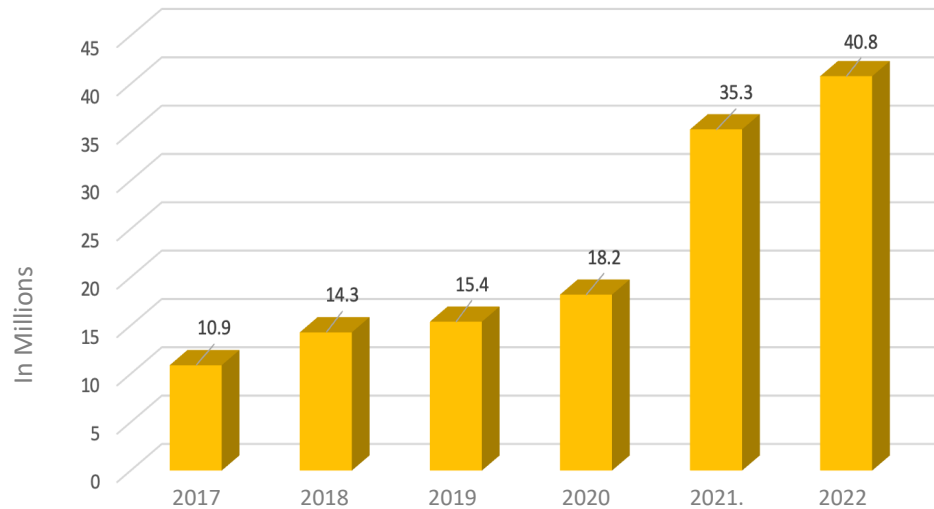
16.8 
**MILLION SHARES OF
PUBLIC FLOAT**
AS OF SEP 30, 2023

9.6 
**MILLION SHARES OF
INSIDER OWNERSHIP**
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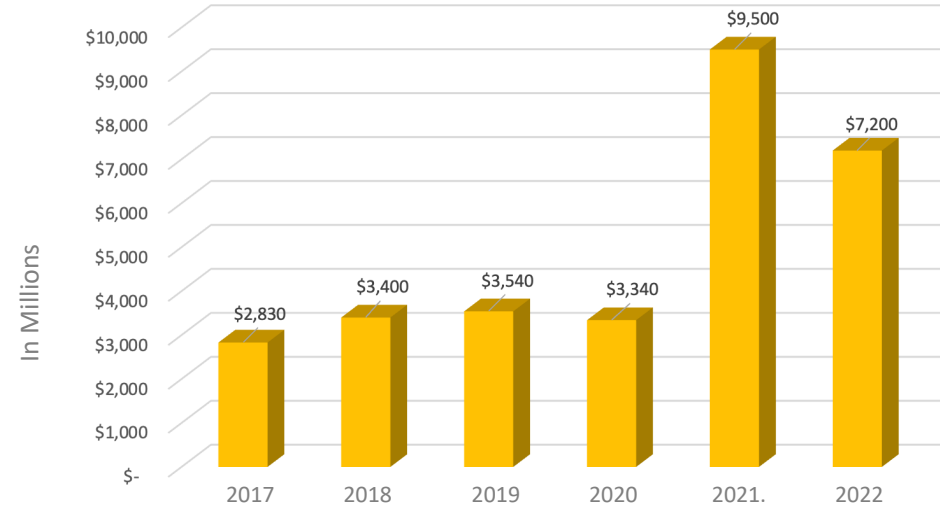
Highlights



TRANSACTIONS
PROCESSED 2021-2022
16%
INCREASE

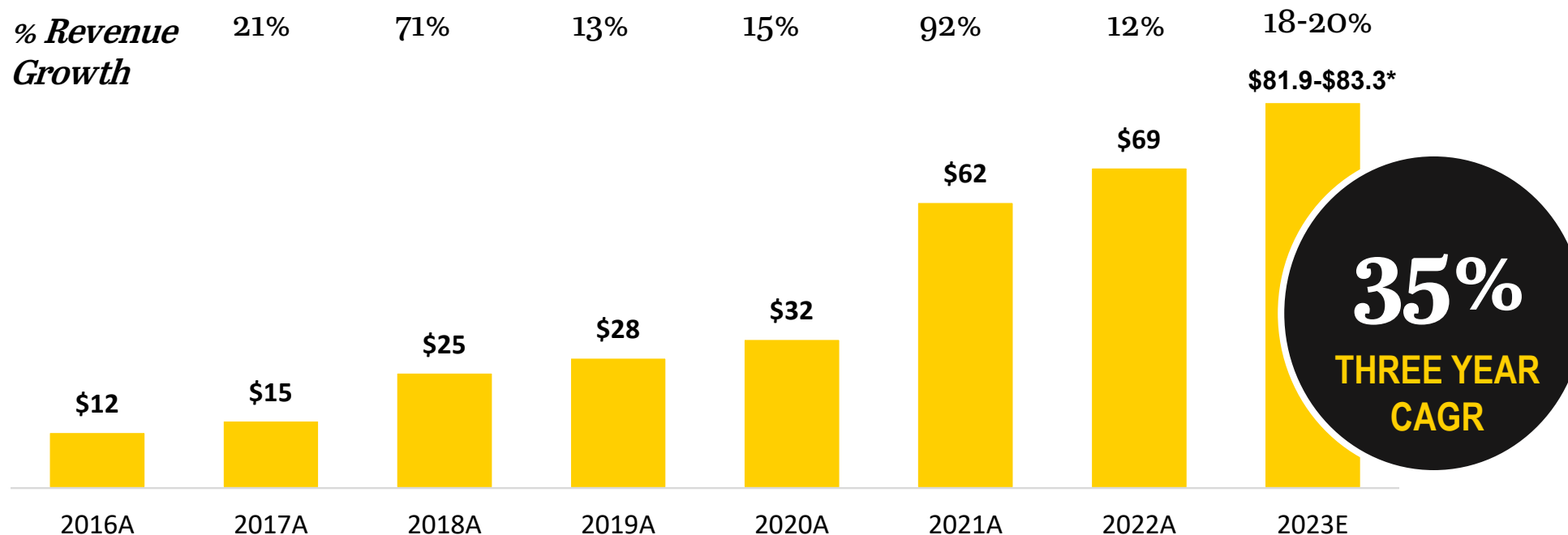


DOLLARS PROCESSED
20201-2022
24%
DECREASE*



*Due to exit from cryptocurrency space

Revenue Grew 7x since 2016 (\$ in mm)



- Prepaid business grew from \$323K in 2016 to \$19M today

- Payment Facilitation grew from launch to a \$12M business today

- Consolidated Gross Profits increased from \$4M to \$19M



The diagram features a central yellow circle with a dashed white border containing the text "Product Ecosystem". Four dashed lines radiate from the right side of this circle to four distinct icons arranged vertically. Each icon is connected to a label in bold yellow text. The icons represent: 1) a smartphone with a card overlay, 2) a stack of cash with a card, 3) a card being inserted into a slot, and 4) a dollar sign inside a circular arrow.

Product Ecosystem



Payment Facilitation



ACH

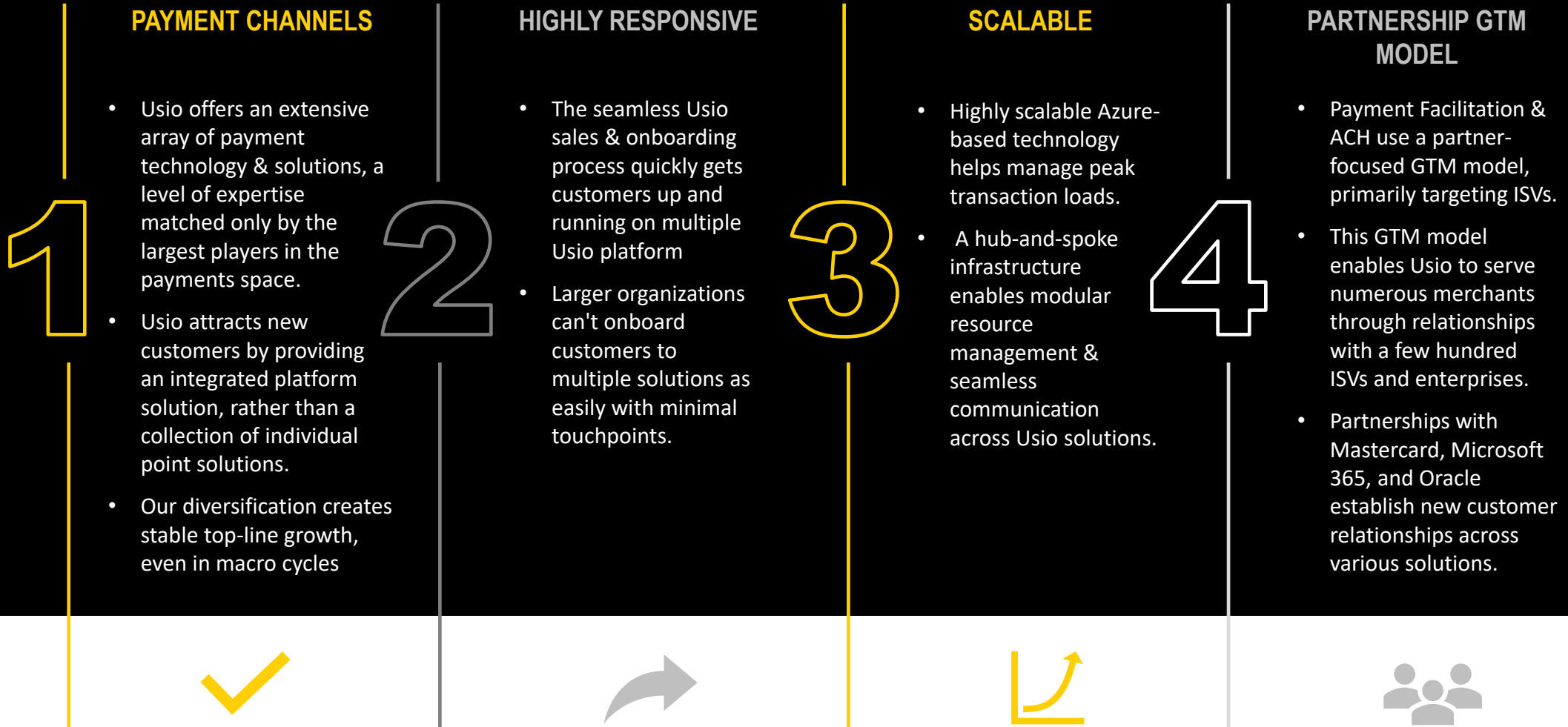


Card Issuing



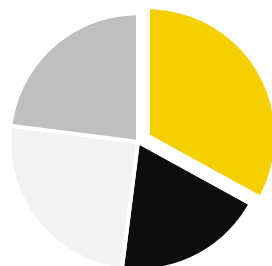
Output Solutions

Unique Offerings



PAYMENT FACILITATION

Payment Facilitation (PayFac) is the latest innovation in merchant acquiring, providing **frictionless merchant onboarding, enrollment and automated risk/underwriting procedures** - which have traditionally been very manual processes - to provide for mass adoption and scale in short order by way of a leveraged distribution model (one-to-many). Our **differentiated go-to-market strategy** creates loyalty and enhances customer value of the Integrated Software Vendors (ISVs) we serve. ISVs are now able to **monetize payments** flowing through their software applications, turning payments from a cost center to a revenue generating business unit.



35%
OF Q3'23 REVENUE
(includes all card)

27%
PAYFAC
REVENUE GROWTH
Q3'23 VS. Q3'22

HOW WE MAKE MONEY

30%*
REVENUE
SHARED WITH ISV
GROSS MARGIN

50%
OF GROSS NET
MARGIN

15%
TO USIO

*Retail pricing isn't fixed. Pricing varies based on ISV/vertical. Not indicative of all ISVs.

ACH

Usio is the Fintech leader in payments and a Nacha Certified provider that streamlines payment acceptance and minimizes processing costs. Usio provides ACH processing at a fraction of the cost than credit or debit cards. Usio is unique in that we are the **longest-tenured Nacha certified third-party sender** in our industry, has its own bank routing number, and **direct access to the Fed**. Our highest margin business, ACH provides cash we use to continue to fund and invest in our growth engines – PayFac and Prepaid.



17%
OF Q3'23 REVENUE

9%
REVENUE GROWTH
Q3'23 VS. Q2'22

HOW WE MAKE MONEY

ON AVERAGE
WE EARN
\$.70

NET REVENUE PER
TRANSACTION
\$.41

MARGINS
70%+
ON A RETURN OR
ORIGINATION

CARD ISSUING

Usio operates as both the **program manager and issuer processor**, providing web and mobile apps, transaction processing, customer service and compliance. Governments, non-profits and SMBs needing platform for expense management, general disbursement, incentives, per diems, loyalty programs and more. Additionally, entities looking to migrate away from physical checks or to **virtual payment methods** leverage our card issuing platform. We also offer insight into the use of funds / spend via our reporting platform.



23%
OF Q3'23 REVENUE

197%
REVENUE GROWTH
Q3'23 VS. Q3'22

HOW WE MAKE MONEY

CLIENT FEES

\$.35-\$4

PER CARD CREATED

INTERCHANGE

1-2%

PURCHASE BY MERCHANTS

CARDHOLDER FEES & SPOILAGE

2-4%

AMOUNT LOADED TO CARDS

MARGINS

30-40%

OUTPUT SOLUTIONS

Usio offers document design, print and electronic delivery or via US Post Office. Perfect for entities looking to reduce postage cost, **automate the billing processes and increase operational efficiencies**. Output's customer base is primarily financial institutions, utilities, and taxing entities.



25%
OF Q3'23 REVENUE

9%
REVENUE GROWTH
Q3'23 VS. Q2'22

HOW WE MAKE MONEY

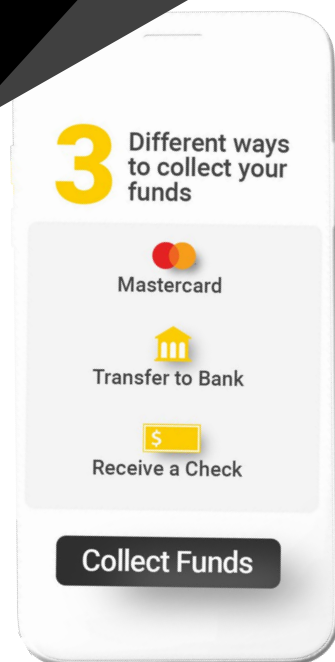
PRINT
\$.15-\$.18
PER PRINT

POSTAGE
\$.02
AVERAGE PER PIECE

ELECTRONIC
\$.036-\$.038
PER PRESENTMENT

MARGINS
18-22%

Product Highlight



CONSUMER CHOICE

Usio offers Digital Disbursements. Our cutting-edge, in-house financial technology empowers you to unleash automatic fund dispersal, all while granting customers the freedom to select their preferred collection method via ACH, Card Issuing (virtual or physical card), or Check Printing.

ACH

Card Issuing

Output Solutions

MARGINS

18 - 70%+

Non-GAAP Reconciliation



Non-GAAP Reconciliation	Twelve Months Ended		Three Months Ended		Nine Months Ended	
	31-Dec-22	31-Dec-21	30-Sep-23	30-Sep-22	30-Sep-23	30-Sep-22
(Values in Millions)						
Revenues	\$ 69.4	\$ 61.9	\$ 20.5	\$ 16.4	\$ 63.2	\$ 50.7
Reconciliation from Operating Income (Loss) to Adjusted EBITDA:						
Operating Income (Loss)	\$ (5.2)	\$ (0.2)	\$ (1.2)	\$ (1.7)	\$ (1.2)	\$ (5.1)
Depreciation and Amortization	\$ 2.7	\$ 2.6	\$ 0.5	\$ 0.6	\$ 1.6	\$ 2.2
EBITDA	\$ (2.5)	\$ 2.5	\$ (0.7)	\$ (1.1)	\$ 0.4	\$ (3.0)
Non-Cash stock-based compensation expense, net	\$ 2.1	\$ 1.5	\$ 0.6	\$ 0.5	\$ 1.6	\$ 1.5
Adjusted EBITDA	\$ (0.4)	\$ 4.0	\$ (0.1)	\$ (0.5)	\$ 2.1	\$ (1.4)

Balance Sheet

In Millions	Account	9/30/2023	12/31/2022
	Cash	\$ 7.4	\$ 5.7
	Restricted Cash & Settlement Funds	\$ 105.9	\$ 74.8
	Total Assets	\$ 130.5	\$ 97.9
	Short-term/Long-term Debt	\$ 0.0	\$ 0.1
	Total Liabilities	\$ 115.7	\$ 84.0
	Total Equity	\$ 14.9	\$ 13.9
	Total Liability & Stockholder Equity	\$ 130.5	\$ 97.9

Senior Management



Louis Hoch

Chairman, President
& CEO



Greg Carter

EVP, Payment
Acceptance



Houston Frost

SVP, Prepaid
Products



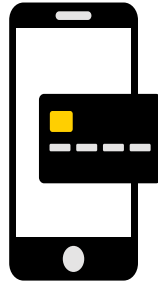
Sy Green

SVP, Output
Solutions

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