



Embedded Payments. Built for Scale.

Nasdaq: USIO



Forward Looking Statements

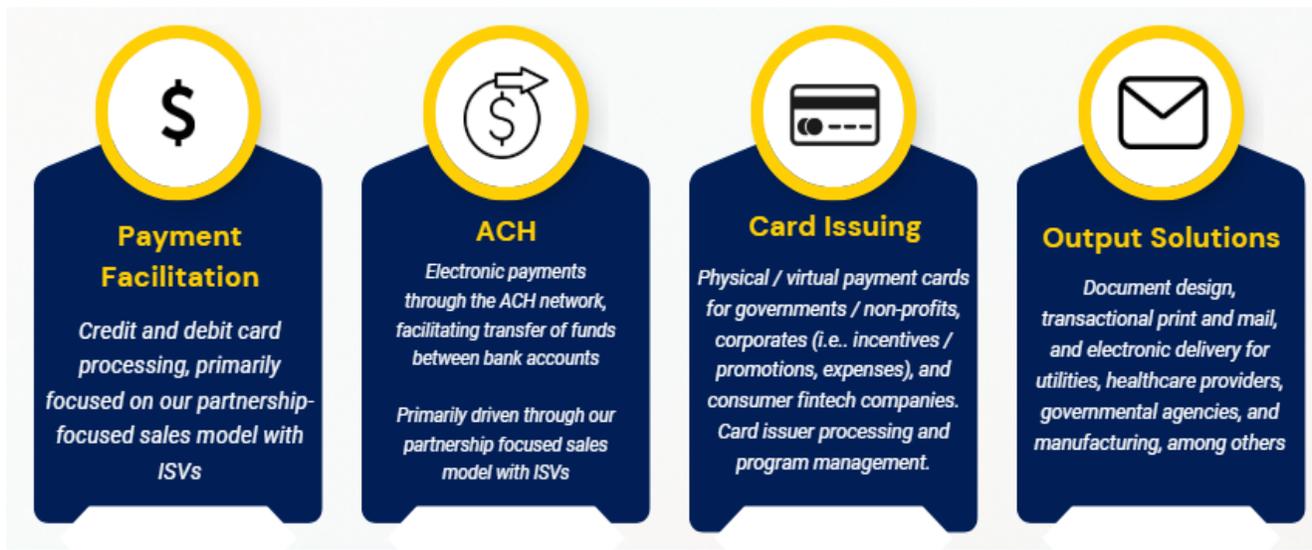
Except for the historical information contained herein, the matters discussed in this presentation include forward-looking statements which are covered under the safe harbors provision of the Private Securities Litigation Reform Act of 1995 (PSLRA). Those statements include, but may not be limited to, 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,” “could,” “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 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, 2024. 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 January of 2026, unless indicated otherwise.

ABOUT

- **Founded in 1998**
- **Nacha Certified & HIPPA Compliant**
- **Publicly Traded: Nasdaq: USIO**

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

Full-Service Payments Platform



Proprietary Technology In-house built and maintained, leading technology platform across all business lines

Support In-House Dedicated Support Services for Clients and Partners

Customers ISV Partners ISV Partners, FinTech's FinTech's, Non-profits & Governments Utilities, Financial Institutions

Trusted by top businesses, nonprofits, cities, counties, and municipalities across the U.S.



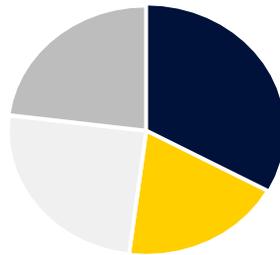
Payment Facilitation

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.



	HOW WE MAKE MONEY	
\$100 TRANSACTION		\$2.5M Monthly Volume
\$2.50	2.5% REVENUE TO USIO	\$62,500
	COSTS	
(\$1.85)	74% OR 185 bps TO CARD ISSUER	\$(46,250)
(\$0.15)	6% OR 15 bps TO CARD BRAND	\$(3,750)
\$0.50	Gross Revenue to USIO 20% or 50 bps	\$12,500
(\$0.25)	50/50 SPLIT WITH PARTNER	\$(6,250)
\$0.25	NET 10% or 25 bps	\$6,250

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 Card Issuing.



27%
OF 2025 REVENUE

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 in a **true turn-key solution**. FinTech's, Governments, non-profits and SMBs needing a platform for expense management, funds disbursement, incentives, per diems, loyalty programs, embedded payments and more. Additionally, entities looking to **migrate away from physical checks** or cash payouts to virtual payment methods can leverage our card issuing platform. **We also offer analytics and insight into the use of funds / spend via our reporting platform.**

HOW WE MAKE MONEY

CLIENT FEES PER CARD CREATED

\$.35-\$4

INTERCHANGE PURCHASE BY MERCHANTS

1-2%

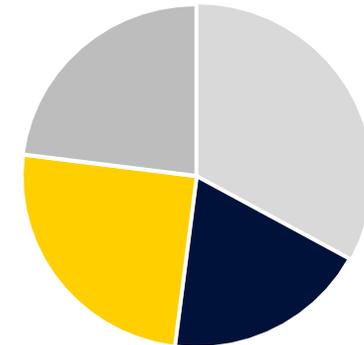
CARDHOLDER FEES & SPOILAGE

2-4%

AMOUNT LOADED TO CARDS

MARGINS

30-40%



14%
OF 2025
REVENUE



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.

Nasdaq: USIO

HOW WE MAKE MONEY

\$.15-\$.18
PER PRINT

\$.036-\$.078
PER ELECTRONIC PRESENTMENT

\$.02
AVERAGE POSTAGE PER
PIECE

18-22%
MARGINS



24%
OF 2025
REVENUE



Products

Wearables

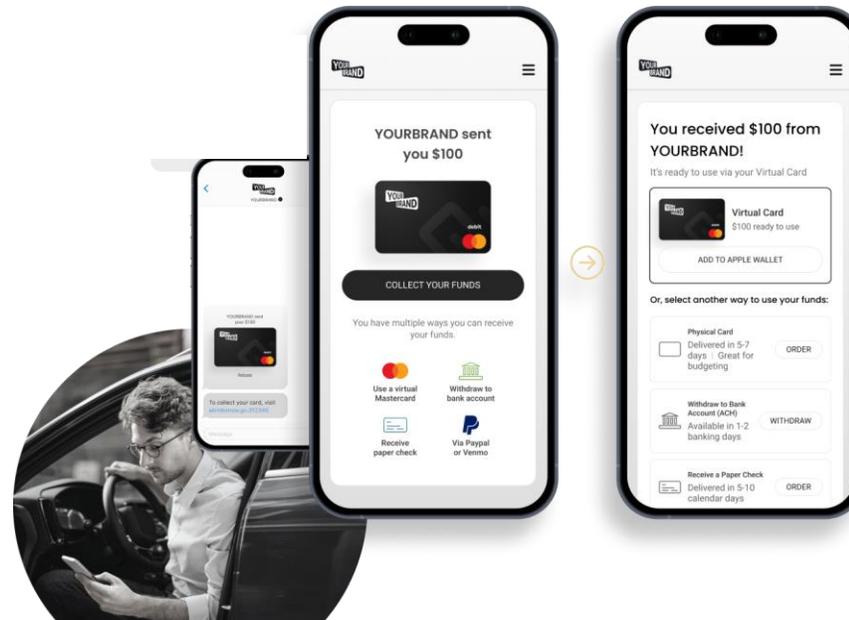
Consumer Choice

Custom Cards

Usio's Wearable Payment Devices give your customers a frictionless payment experience that **seamlessly weaves your brand into their lifestyle.**



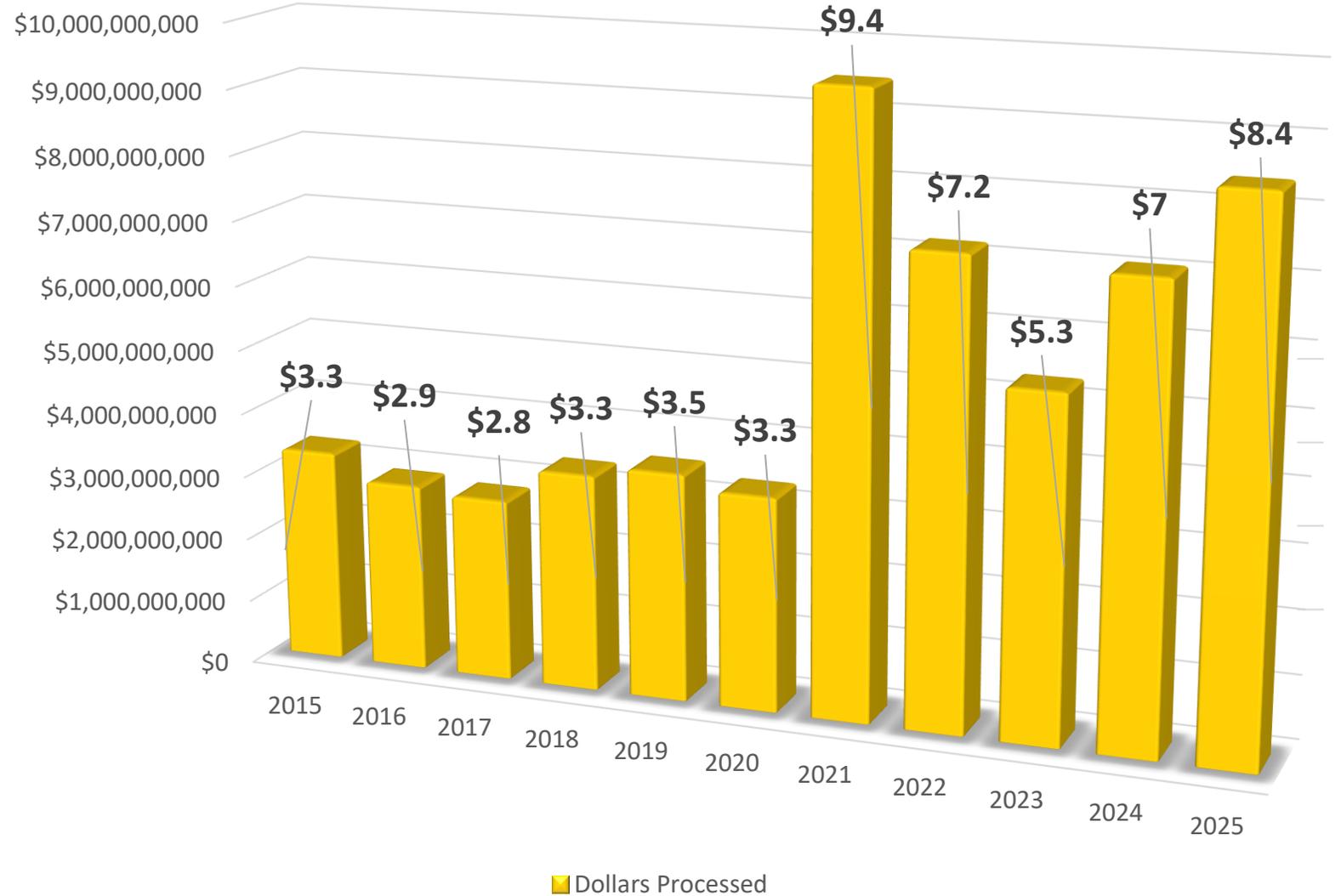
Let every recipient decide how and where they want to get paid. **Because the right experience builds trust and loyalty at every step.**



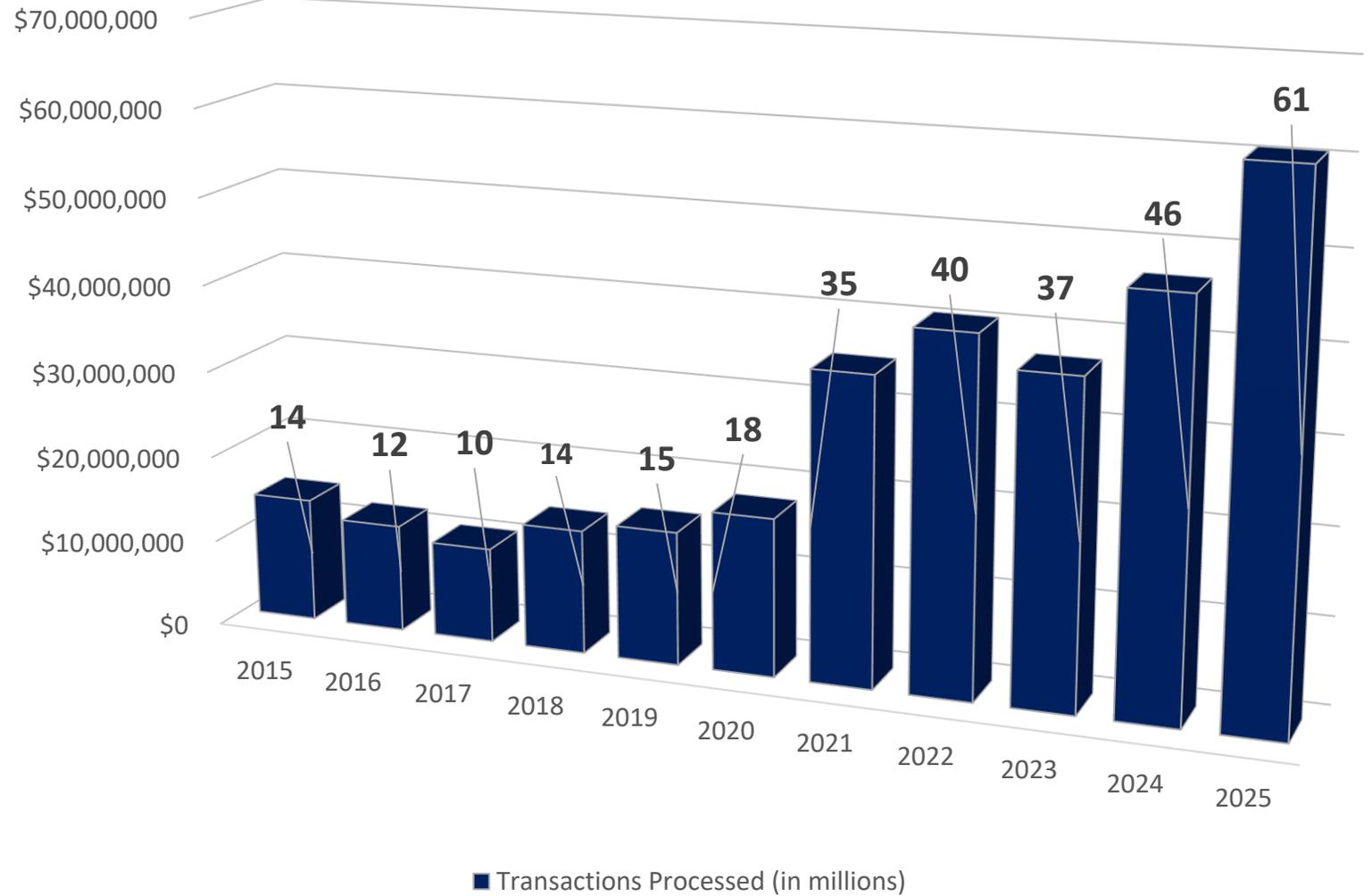
- ✓ Debit Mastercard with web and mobile access, plus SMS transaction alerts
- ✓ Ship to any address in the U.S. or order in bulk
- ✓ Can be anonymous / unregistered



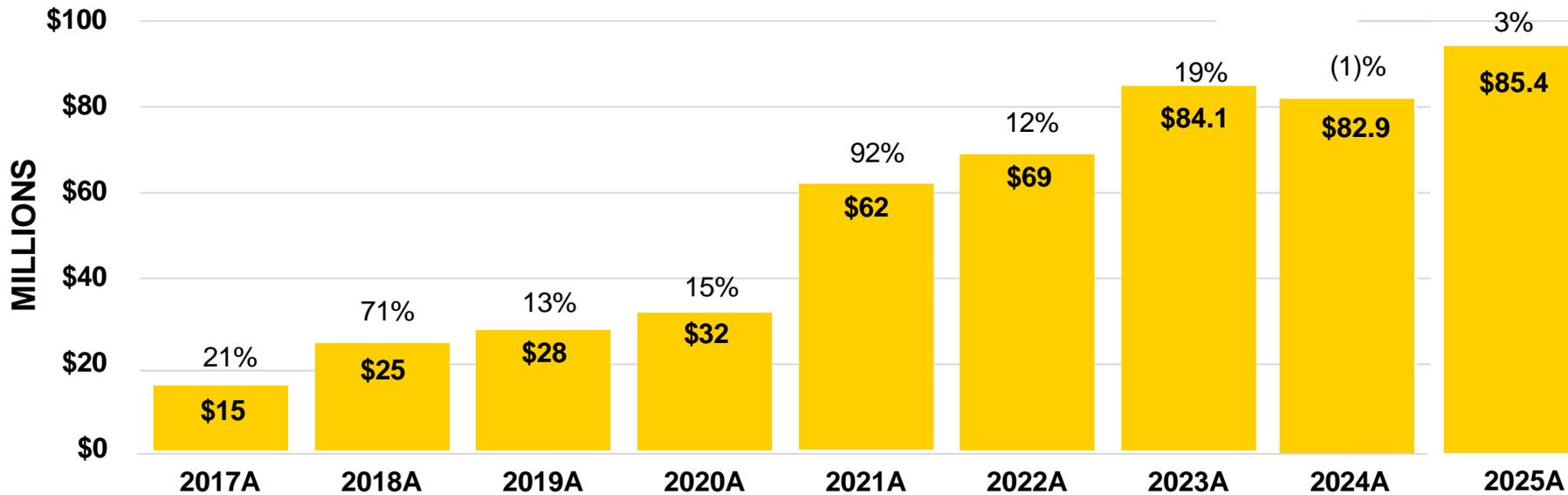
Dollars Processed



Transactions Processed



Revenue Grew 7x Since 2016



2026 Revenue Guidance of 10-12%

- Card Issuing business grew from \$323K in 2016 to \$19M in 2023
- Payment Facilitation grew from launching in 2018 to a \$16M business in 2025
- Consolidated Gross Profits increased from \$4M in 2017 to \$19.7M in 2025

Product Line Financial Performance

	Payment Facilitation	ACH	Card Issuing	Output Solutions
Gross Revenue	\$4.2mm	\$2.9mm	\$2.7mm	\$5.5mm
Net Revenue	\$1.0mm	\$2.9mm	\$2.5mm	\$1.4mm
On Gross Revenue	8%	60%	25%	19%
On Net Revenue	33%	60%	27%	56%

(1) Excludes legacy credit card processing and complementary services such as RCC and pinless debit

GAAP Reconciliation

Non-GAAP Reconciliation	Twelve Months Ended		Three Months Ended	
	31-Dec-25	31-Dec-24	31-Dec-25	31-Dec-24
(Values in Millions)				
Revenues	\$ 85.4	\$ 82.9	\$ 22.2	\$ 20.6
Reconciliation from Operating Income (Loss) to Adjusted EBITDA:				
Operating Income (Loss)	\$ (2.4)	\$ (1.5)	\$ (1.3)	\$ (0.6)
Depreciation and Amortization	\$ 1.7	\$ 2.3	\$ 0.6	\$ 0.6
EBITDA	\$ (0.6)	\$ 0.8	\$ (0.7)	\$ (0.0)
Non-Cash stock-based compensation expense, net	\$ 1.9	\$ 2.1	\$ 0.5	\$ 0.6
Adjusted EBITDA	\$ 1.3	\$ 2.9	\$ (0.2)	\$ 0.5
Calculation of Adjusted EBITDA Margins				
Revenues	\$ 85.4	\$ 82.9	\$ 22.2	\$ 20.6
Adjusted EBITDA	\$ 1.3	\$ 2.9	\$ (0.2)	\$ 0.5
Adjusted EBITDA Margins	1.6%	3.5%	(0.9)%	2.5%

Balance Sheet

Account	12/31/2025	12/31/2024
Cash	\$ 7.4	\$ 8.1
Restricted Cash & Settlement Funds	\$ 106.6	\$ 77.6
Total Assets	\$ 134.9	\$ 107.2
Short-term/Long-term Debt	\$ 0.8	\$ 0.7
Total Liabilities	\$ 117.0	\$ 88.1
Total Equity	\$ 17.9	\$ 19.2
Total Liability & Stockholder Equity	\$ 134.9	\$ 107.2

Shareholder Information

27.7 
Million Shares
Outstanding
As Of December 31, 2025

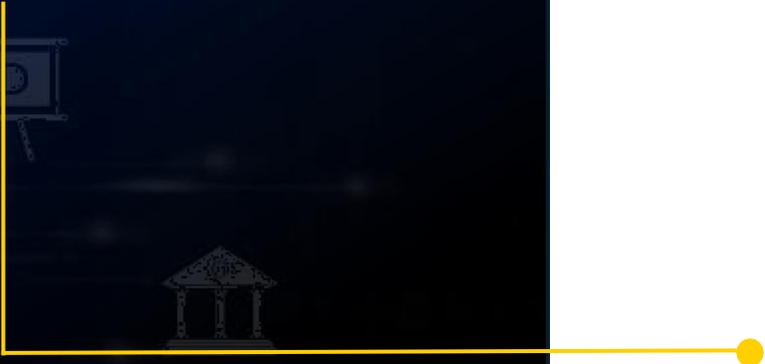
22.5 
Million Shares Of
Public Float
As Of December 31, 2025

5.2 
Million Shares Of Insider
Ownership As Of
December 31, 2025

Investment Thesis



Contact

A yellow line starts from the "Contact" header, goes down, then right, ending in a yellow dot that points to the name "Paul M. Manley".

Paul M. Manley

Senior Vice President-Investor Relations

m. 612.834.1804

e. paul.manley@usio.com