



Fourth Quarter and Full Year 2019 Earnings Presentation

March 2020



Safe Harbor Statement / Non-GAAP Financial Measures

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which reflect our current view with respect to certain events that could have an effect on our future financial performance. These statements relate to expectations concerning matters that are not historical fact and may include the words or phrases such as “will,” “should,” “expects,” “believes,” “anticipates,” “plans,” “intends,” “estimates,” “approximately,” “our planning assumptions,” “future outlook,” and similar expressions. Except for historical information, matters discussed in such statements are forward-looking statements. All of these forward-looking statements are based largely on information currently available to our management and on our current expectations, assumptions, estimates, judgments and projections about our business and our industry, and are subject to various risks and uncertainties that could cause actual results to differ materially from historical results or those currently anticipated. While we believe these expectations, assumptions, estimates, judgments and projections are reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond our control. These and other important factors may cause our actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements, or could affect our share price. Accordingly, there is no assurance that our expectations will, in fact, occur or that our estimates or assumptions will be correct, and we caution investors and all others not to place undue reliance on such forward-looking statements. Some of the factors that could cause actual results to differ materially from those expressed or implied by the forward-looking statements include among other things, competition in the markets in which we operate; our ability to maintain agent relationships on terms consistent with those currently in place; our ability to maintain banking relationships necessary for us to conduct our business; credit risks from our agents and the financial institutions with which we do business; bank failures, sustained financial market illiquidity, or illiquidity at our clearing, cash management or custodial financial institutions; new technology or competitors that disrupt the current ecosystem; cyber-attacks or disruptions to our information technology, computer network systems and data centers; our success in developing and introducing new products, services and infrastructure; customer confidence in our brand and in consumer money transfers generally; our ability to maintain compliance with the regulatory requirements of the jurisdictions in which we operate or plan to operate; international political factors or implementation of tariffs, border taxes or restrictions on remittances or transfers of money out of the United States; changes in tax laws and unfavorable outcomes of tax positions we take; political instability, currency restrictions and devaluation in countries in which we operate or plan to operate; weakness in U.S. or international economic conditions; change or disruption in international migration patterns; our ability to protect our brand and intellectual property rights; our ability to retain key personnel; and other factors described in the “Risk Factors” section in periodic reports we file with the Securities and Exchange Commission and our prospectus supplement, dated September 11, 2019, files pursuant to Rule 424(b)(4). All statements other than statements of historical fact included in this press release are forward-looking statements including, but not limited to, expected financial outlook for the year 2020 and all forward-looking statements that are made or attributable to us are expressly qualified in their entirety by this cautionary notice. Any forward-looking statement that we make in this presentation speaks only as of the date of this presentation. We undertake no obligation to update or revise, or to publicly announce any update or revision to, any of the forward-looking statements made herein, whether as a result of new information, future events or otherwise except as required by law.

This presentation includes certain non-GAAP financial measures, including Adjusted Net Income, Adjusted EBITDA, Adjusted EBITDA growth, Adjusted EBITDA margin, Adjusted Earnings per Share and Free Cash Generated. These non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with U.S. GAAP. Please refer to Slides 16, 17 and 18 of this presentation for a reconciliation of Net Income to Adjusted Net Income and Adjusted EBITDA, Net income per share to Adjusted Earnings per Share, and Net Income to Net Free Cash. Adjusted Net Income is defined as net income adjusted to add back certain charges and expenses, such as transaction costs, non-cash amortization resulting from push-down accounting, and non-cash compensation costs, as these charges and expenses are not considered a part of our core business operations and are not an indicator of ongoing, future company performance. Adjusted EBITDA is defined as net income before depreciation and amortization, interest expense, income taxes, and also adjusted to add back certain charges and expenses, such as transaction costs and non-cash compensation costs, as these charges and expenses are not considered a part of our core business operations and are not an indicator of ongoing, future company performance. Free Cash Generated is defined as net income before provision for bad debt and depreciation and amortization adjusted to add back certain charges and expenses, such as and non-cash compensation costs, as these charges and expenses are not considered a part of our core business operations as well as reduced by the cash used in investing activities and servicing of our debt obligations.

A quantitative reconciliation of projected 2020 Adjusted EBITDA to the most comparable GAAP measure is not available without unreasonable efforts because of the inherent difficulty in forecasting and qualifying the amounts necessary under GAAP guidance for one-time, non-recurring items including, without limitation, costs related to acquisitions and the registration of the Company’s securities, and losses related to legal contingencies or disposal of assets.

2019 Strategic Priorities and Business Updates

➤ **Driving Core Growth**

- ❖ More U.S. zip codes we want to be in than those where we currently operate
- ❖ Growth in secondary and tertiary markets

➤ **Expanding Depth of Service**

- ❖ Successful launch of Africa and Canada businesses
- ❖ White Label processing live with two partners

➤ **Solidifying Our Balance Sheet**

- ❖ Free Cash generation and debt capacity provides acquisitive firepower

➤ **Strengthening Our Leadership Team**

- ❖ Hired Joseph Aguilar as Chief Operating Officer in September 2019
- ❖ Hired Max Leiva as Chief Information Officer in January 2020

➤ **Executing Key Efficiency Initiatives**

- ❖ Strategic relationship with Ripple

Review of Key Performance Indicators

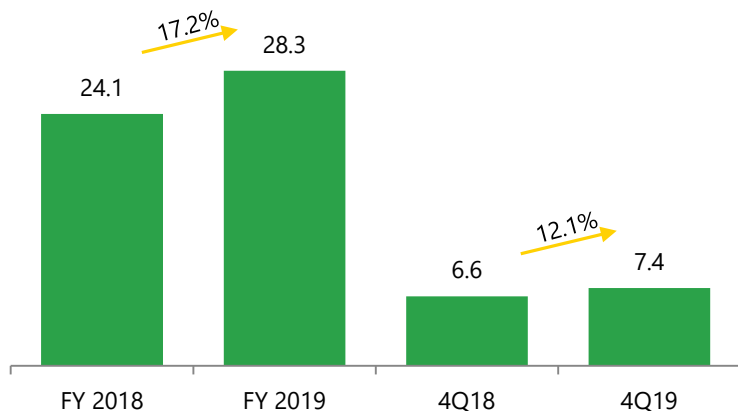
	4Q'19 vs 4Q'18	FY'19 vs FY'18
Revenue Growth	10.9%	16.7%
Adj. EBITDA Growth⁽¹⁾	22.6%	22.2%
Net Income	\$5.3M vs \$4.9M	\$19.6M vs (\$7.2M)
Adj. Net Income⁽¹⁾	\$7.6M vs \$7.3M	\$32.6M vs \$18.4M

(1) Adjusted Net Income and Adjusted EBITDA reflect add-backs for one-time, non-recurring items. Please see pages 16 and 17 for detail on those adjustments and a reconciliation of Net Income to Adjusted Net Income and Adjusted EBITDA

Intermex Growth Story

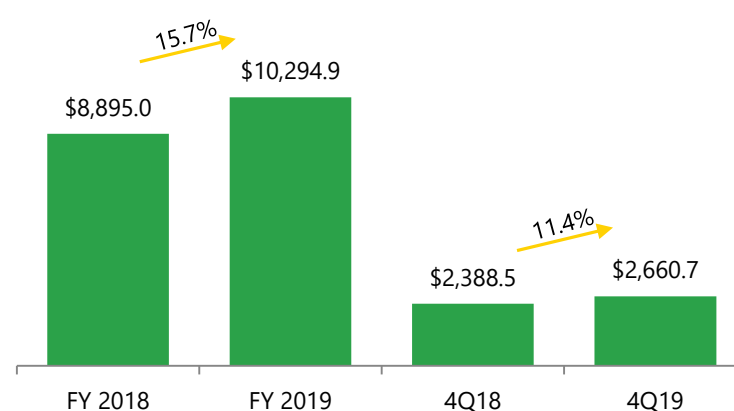
Money Transfer Transactions

(# In millions)



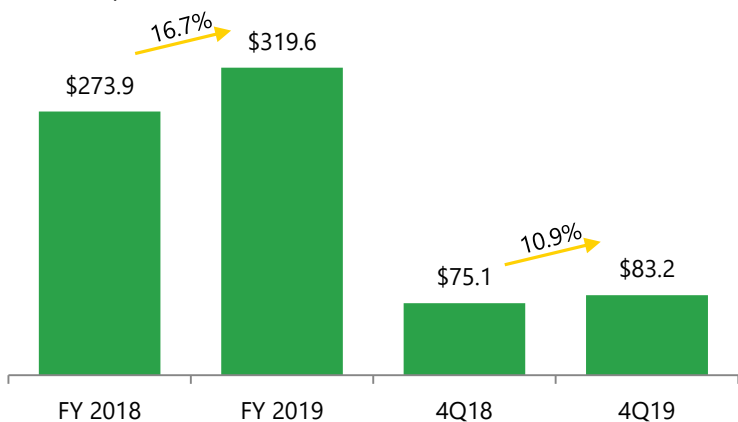
Volume

(\$ in millions)



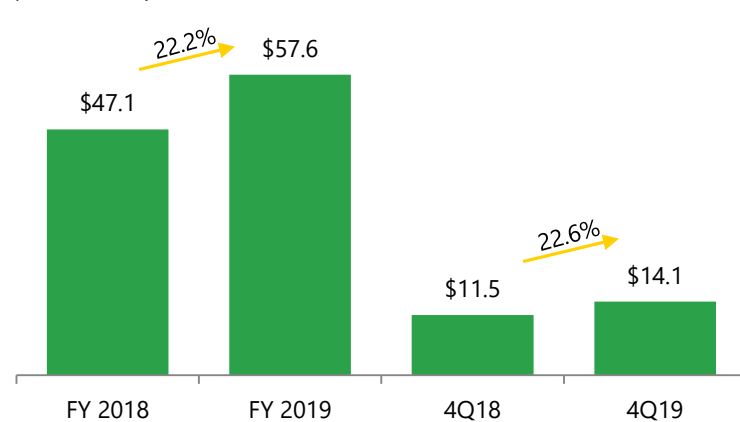
Revenue

(\$ in millions)



Adjusted EBITDA⁽¹⁾

(\$ in millions)

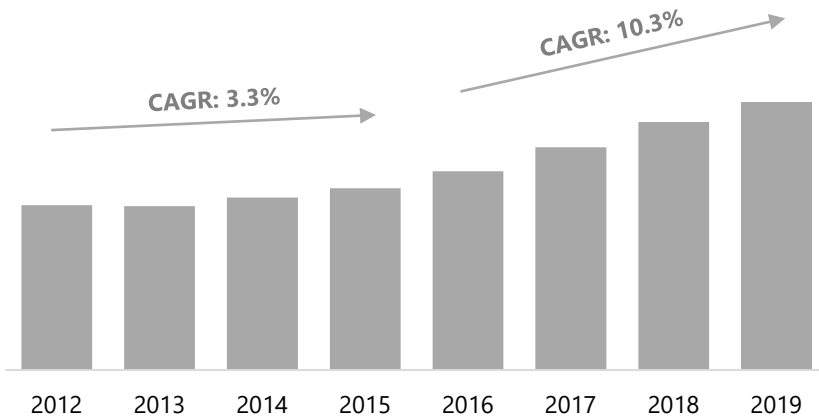


(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see page 17 for detail on adjustments to EBITDA and a reconciliation of Net Income to Adjusted EBITDA

Historical Industry Growth Trends

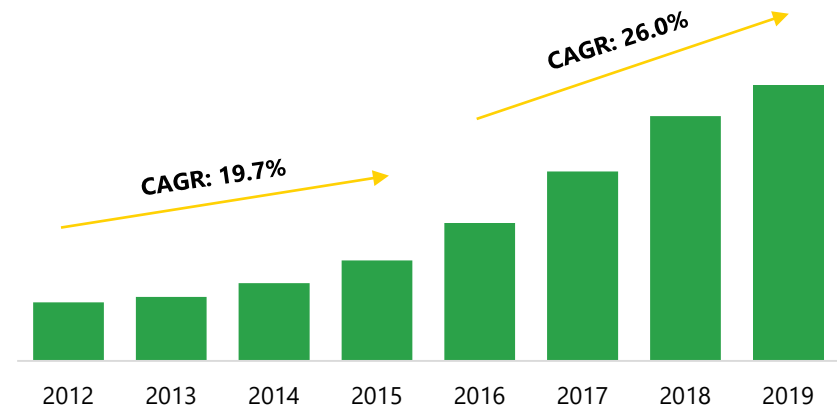
Mexico Industry Growth⁽¹⁾

(Total Remittance Volume)



Intermex Growth

(Total Remittance Volume)

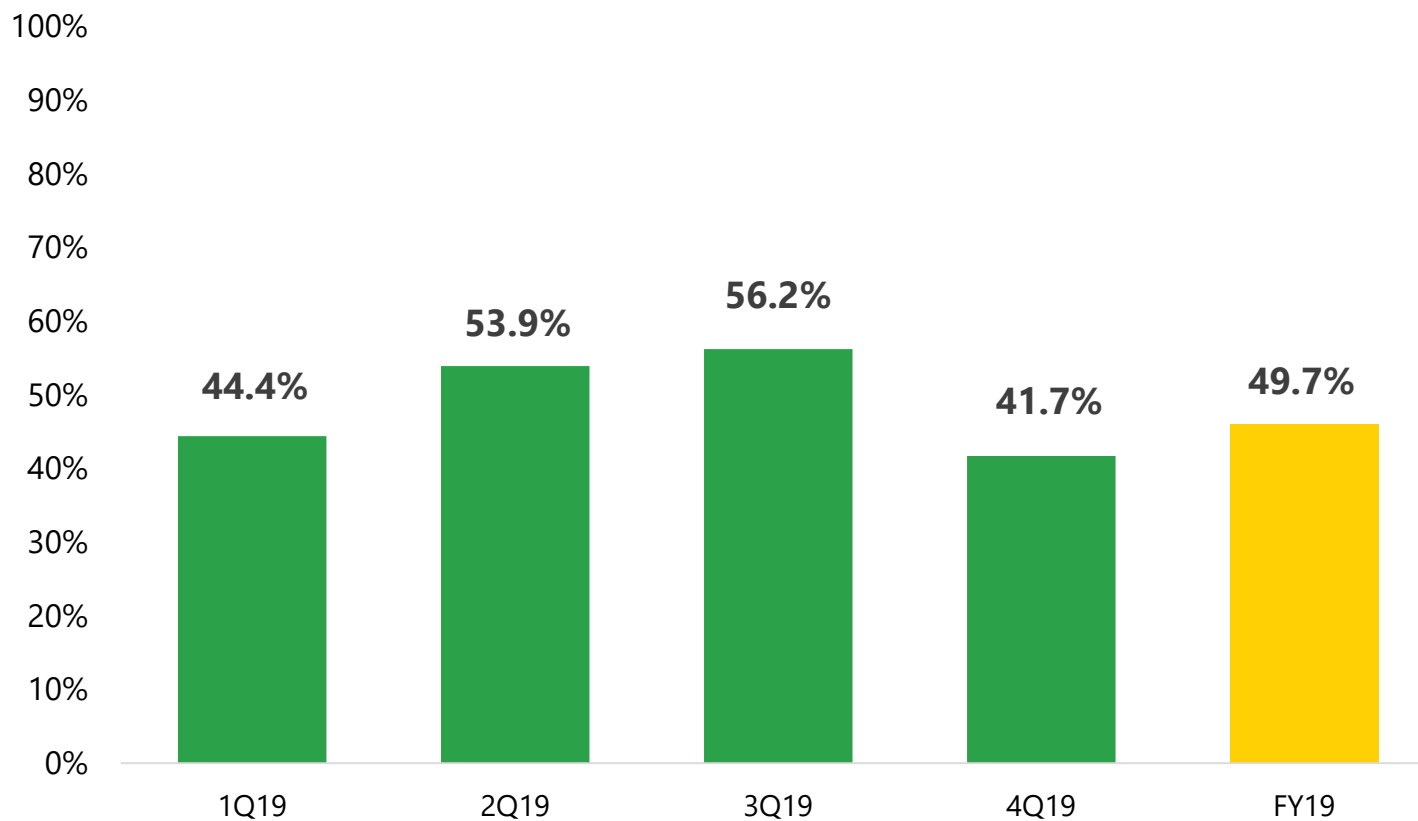


Intermex has a strong ability to outpace industry growth, but it is not immune to overall industry trends

(1) Banco de Mexico and World Bank. Represents total remittance volume for US dollars outbound to Mexico

Highly Cash Generative Business Model

Free Cash Generated⁽¹⁾ as a Percentage of Adjusted EBITDA⁽²⁾



(1) Free Cash Generated reflects Net Income with certain adjustments. Please see page 18 for detail on adjustments to Net Income and a reconciliation of Net Income to Free Cash Generated.

(2) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see page 17 for detail on adjustments to EBITDA and a reconciliation of Net Income to Adjusted EBITDA.

Favorable, Fragmented Competitive Landscape

Intermex enjoys a strong and growing position across key target markets

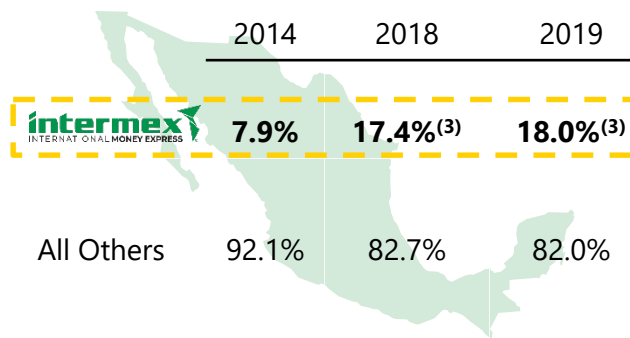
LAC Market Landscape



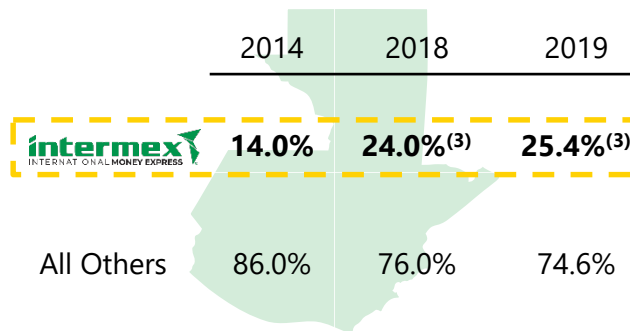
Total Market Size:
~\$90 Billion ⁽¹⁾

Intermex Share of Key Target Markets ⁽²⁾

Mexico Market Share Breakdown



Guatemala Market Share Breakdown



LAC Countries - 2019

Country	Size (US\$B) ¹	Region
MEX	\$34.8	38.5%
GUA	\$9.5	10.5%
DOM	\$4.7	5.1%
COL	\$4.8	5.3%
ELS	\$7.4	8.1%
HON	\$7.0	7.8%
PRU	\$3.3	3.6%
ECU	\$3.2	3.5%
HAI	\$3.3	3.6%
BRA	\$3.2	3.5%
JAM	\$2.6	2.8%
NIC	\$1.7	1.8%
BOL	\$1.3	1.4%
OTHER	\$3.8	4.2%

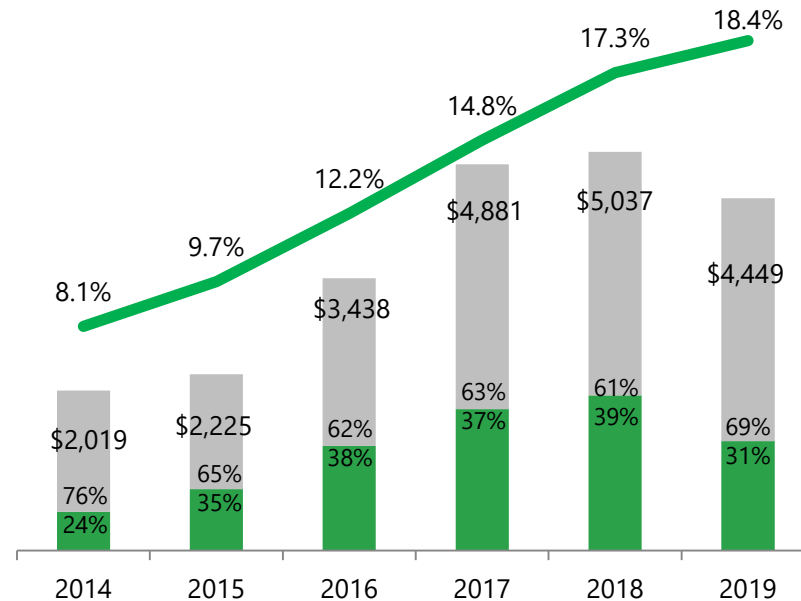
(1) World Bank (2019). Reflects US share of estimated LAC market size as of October 2019.

(2) Source: Banco de Guatemala and Banco de Mexico

(3) Reflective of respective country central bank inflows from USA based on World Bank % Share originating from USA.

Market Share and Percent of Industry Growth

Tier I and II Countries Remittance Volume Growth⁽¹⁾



■ Intermex Volume Growth
 ■ All Others Volume Growth
 — Intermex Market Share

- Intermex outperforms market growth in its core markets of Mexico and Guatemala.
- A consistent and large portion of the growth in the Mexico market is captured by Intermex.

(1) Source: Banco de Guatemala, Banco Central de Honduras, Banco de Mexico, Banco Central de Reserva de El Salvador – US originating Volume using based on latest 2019 results

Fourth Quarter 2019 Performance Highlights

Revenue	Remittance Volume	Adj. EBITDA ⁽¹⁾	Net Income
\$83.2M	\$2.6B	\$14.1M	\$5.3M
+10.9%	+11.4%	+22.6%	+9.8%

- Adjusted EBITDA margin expanded 160bps YoY to 17.0%⁽¹⁾
- Solidified salesforce in high priority expansion markets
- Generated \$5.3M Net Income, 9.8% increase YoY

(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see page 17 for detail on adjustments to EBITDA and a reconciliation of Net Income to Adjusted EBITDA

(2) Source: Banco de Mexico, Banco de Guatemala, World Bank US outbound volumes and Intermex company data

Full Year 2019 Performance Highlights

Revenue	Remittance Volume	Adj. EBITDA ⁽¹⁾	Net Income
\$319.6M	\$10.3B	\$57.6M	\$19.6M
+16.7%	+15.7%	+22.2%	N.M.

- Adjusted EBITDA margin expanded 82bps YoY to 18.0%⁽¹⁾
- Reduced bank deposit costs by migrating agents to more cost efficient deposit methods
- Expanded White Label processing to two live partners

(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see page 17 for detail on adjustments to EBITDA and a reconciliation of Net Income to Adjusted EBITDA

(2) Source: Banco de Mexico, Banco de Guatemala, World Bank US outbound volumes and Intermex company data

Full Year 2020 Financial Guidance

\$340-\$355 million

Revenue

\$62-\$66 million

Adjusted EBITDA⁽¹⁾

(1) A quantitative reconciliation of projected 2020 Adjusted EBITDA to the most comparable GAAP measure is not available without unreasonable efforts because of the inherent difficulty in forecasting and qualifying the amounts necessary under GAAP guidance for one-time, non-recurring items including, without limitation, costs related to acquisitions and the registration of the Company's securities, and losses related to legal contingencies or disposal of assets.



Appendix

Consolidated Balance Sheets

<i>(in thousands of dollars)</i>	Successor Company	
	December 31, 2019	December 31, 2018
ASSETS		
Current assets:		
Cash	\$ 86,117	\$ 73,029
Accounts receivable, net of allowance of \$759 thousand and \$842 thousand, respectively	39,754	35,795
Prepaid wires	18,201	26,655
Prepaid expenses and current assets	4,155	3,171
Total current assets	<u>148,227</u>	<u>138,650</u>
Property and equipment, net	13,282	10,393
Goodwill	36,260	36,260
Intangible assets, net	27,381	36,395
Deferred tax asset, net	741	2,267
Other assets	1,415	1,874
Total assets	<u>\$ 227,306</u>	<u>\$ 225,839</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Current portion of long-term debt, net	\$ 7,044	\$ 3,936
Accounts payable	13,401	11,438
Wire transfers and money orders payable	40,197	36,311
Accrued and other	23,074	16,355
Total current liabilities	<u>83,716</u>	<u>68,040</u>
Long term liabilities:		
Debt, net	<u>87,623</u>	<u>113,326</u>
Total long term liabilities	87,623	113,326
Stockholders' equity:		
Total stockholders' equity	<u>55,967</u>	<u>44,473</u>
Total liabilities and stockholders' equity	<u>\$ 227,306</u>	<u>\$ 225,839</u>

Consolidated Statements of Operations

	Successor Company					Predecessor Company
	Three Months Ended December 31,		Year Ended December 31,	Year Ended December 31,	Period from February 1, 2017 to December 31,	Period from January 1, 2017 to January 31,
	2019	2018	2019	2018	2017	2017
	(Unaudited)					
Revenues:						
Wire transfer and money order fees	\$ 71,672	\$ 63,826	\$ 273,081	\$ 232,380	\$ 169,796	\$ 11,877
Foreign exchange	10,971	10,752	44,268	39,765	30,014	2,450
Other income	600	480	2,252	1,756	1,229	98
Total revenues	\$ 83,243	\$ 75,058	\$ 319,601	\$ 273,901	\$ 201,039	\$ 14,425
Operating expenses:						
Service charges from agents and banks	56,160	49,906	212,670	182,471	135,569	9,441
Salaries and benefits	7,899	8,292	30,705	32,926	23,417	4,530
Other selling, general and administrative expenses	6,247	6,053	27,095	19,442	14,894	1,062
Transaction costs	-	-	-	10,319	8,706	3,917
Depreciation and amortization	3,203	3,922	12,689	15,671	16,645	382
Total operating expenses	73,509	68,173	283,159	260,829	199,231	19,332
Operating income (loss)	9,734	6,885	36,442	13,072	1,808	(4,907)
Interest expense	2,006	8,338	8,510	18,448	11,448	614
Income (loss) before income taxes	7,728	(1,453)	27,932	(5,376)	(9,640)	(5,521)
Income tax provision (benefit)	2,387	(6,318)	8,323	1,868	534	(2,203)
Net income (loss)	\$ 5,341	\$ 4,865	\$ 19,609	\$ (7,244)	\$ (10,174)	\$ (3,318)
Earnings (loss) per common share						
Basic and diluted	\$ 0.14	\$ 0.13	\$ 0.52	\$ (0.28)	\$ (0.59)	

Net Income (Loss) to Adj. Net Income Reconciliation

	Successor Company					Predecessor Company
	Three Months Ended December 31,		Year Ended December 31,	Year Ended December 31,	Period from February 1, 2017 to December 31, 2017	Period from January 1, 2017 to January 31, 2017
	2019	2018	2019	2018	2017	2017
	(Unaudited)					
Net income (loss)	\$ 5,341	\$ 4,865	\$ 19,609	\$ (7,244)	\$ (10,174)	\$ (3,318)
Adjusted for:						
Transaction costs	-	-	-	10,319	8,706	3,917
Incentive units plan	-	-	-	4,735	1,846	-
Change in control adjustment for stock options	-	-	-	-	-	2,813
Share-based compensation, 2018 plan	715	660	2,609	1,091	-	-
Offering costs	4	-	1,669	-	-	-
Transition expenses	-	-	-	348	-	-
Management fee	-	-	-	585	715	-
TCPA Settlements	378	-	3,736	192	-	-
Registration costs	-	-	-	615	-	-
Other employee severance	-	-	172	106	-	-
One-time adjustment - bank fees	-	-	-	-	642	-
One-time incentive bonuses	-	-	-	-	514	-
Other charges and expenses	100	64	305	410	196	104
Adjusted deferred taxes for the Act	-	-	-	-	656	-
Amortization of certain intangibles	2,312	3,098	9,248	12,392	14,536	-
Income tax benefit related to adjustments	(1,263)	(1,368)	(4,789)	(5,187)	(6,870)	(2,728)
Adjusted net income	\$ 7,587	\$ 7,319	\$ 32,559	\$ 18,362	\$ 10,767	\$ 788
Earnings per common share						
Basic and diluted	\$ 0.20	\$ 0.20	\$ 0.87	\$ 0.72	\$ 0.62	

Net Income (Loss) to Adj. EBITDA Reconciliation

(in thousands of dollars)

	Successor Company					Predecessor Company
	Three Months Ended December 31, 2019	2018	Year ended December 31, 2019	Year ended December 31, 2018	Period from February 1, 2017 to December 31, 2017	Period from January 1, 2017 to January 31, 2017
	(Unaudited)					
Net income (loss)	\$ 5,341	\$ 4,865	\$ 19,609	\$ (7,244)	\$ (10,174)	\$ (3,318)
Adjusted for:						
Interest expense	2,006	8,338	8,510	18,448	11,448	614
Income tax provision (benefit)	2,387	(6,318)	8,323	1,868	534	(2,203)
Depreciation and amortization	3,203	3,922	12,689	15,671	16,645	382
EBITDA	12,937	10,807	49,131	28,743	18,453	(4,525)
Transaction costs	-	-	-	10,319	8,706	3,917
Incentive units plan	-	-	-	4,735	1,846	-
Share-based compensation, 2018 Plan	715	660	2,609	1,091	-	-
Change in control adjustment for stock options	-	-	-	-	-	2,813
Management fee	-	-	-	585	715	-
One-time adjustment - bank fees	-	-	-	-	642	-
One-time incentive bonus	-	-	-	-	514	-
TCPA settlements	378	-	3,736	192	-	-
Transition expenses	-	-	-	348	-	-
Offering costs	4	-	1,669	-	-	-
Registration costs	-	-	-	615	-	-
Other employee severance	-	-	172	106	-	-
Other charges and expenses	101	64	305	410	196	104
Adjusted EBITDA	\$ 14,135	\$ 11,531	\$ 57,622	\$ 47,144	\$ 31,072	\$ 2,309

Net Income to Net Free Cash Generated Reconciliation

	<u>YTD</u>
Net income	\$19,609
Depreciation and amortization	\$12,688
Stock compensation expense	\$2,609
Provision for bad debt	1,626
TCPA settlement	3,358
Other noncash expenses	454
Cash used in investing Activities	(6,743)
Term loan paydowns	(4,956)
	<u> </u>
Net free cash generated	<u><u>\$ 28,645</u></u>