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INTERNATIONAL MONEY EXPRESS

Fourth Quarter and Full Year 2018 Earnings Presentation

March 2019

CONFIDENTIAL

Safe Harbor Statement / Non-GAAP Financial Measures

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This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA. 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 20 and 21 of this presentation for a reconciliation of Adjusted EBITDA to net income (loss). Adjusted EBITDA is defined as net income (loss) 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.

Reviewing a Successful 2018

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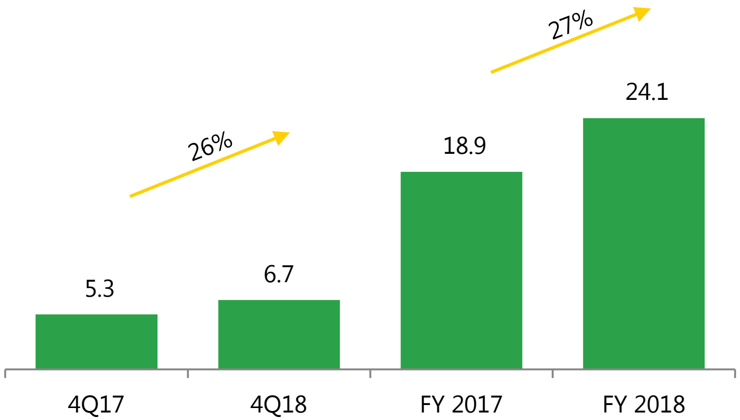
Growth	Revenue and Adjusted EBITDA growth above 27% and 41%, respectively
Market Share	Intermex continued to aggregate share in Mexico / Guatemala
Expansion	Key growth initiatives across new products and markets
Returns	IMXI shares have appreciated 9% since initial listing

Intermex Growth Story

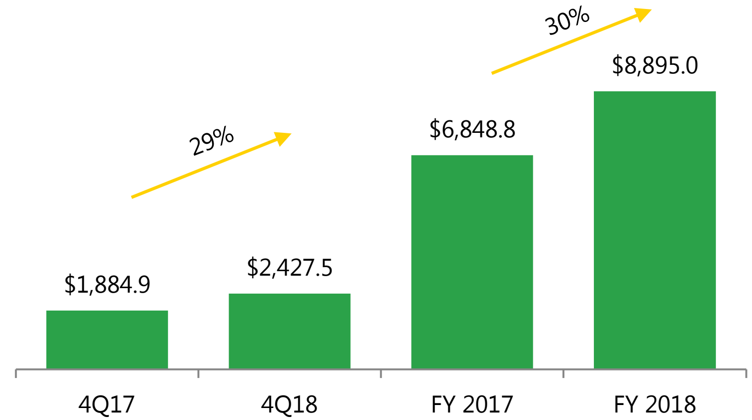
Money Transfer Transactions

(# In millions)



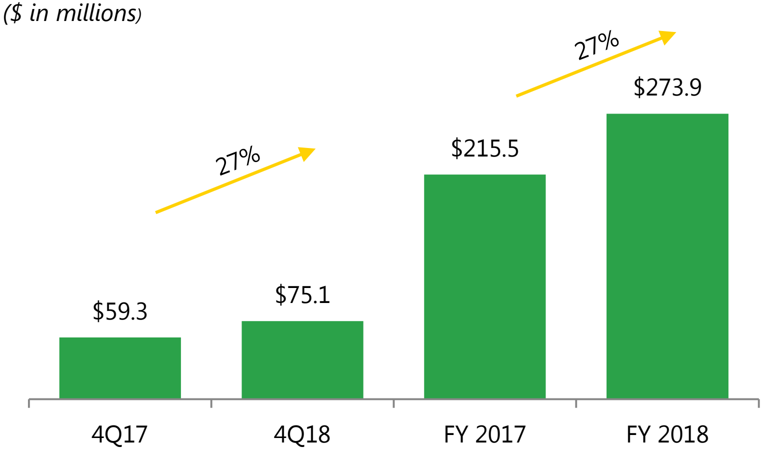
Volume

($ in millions)



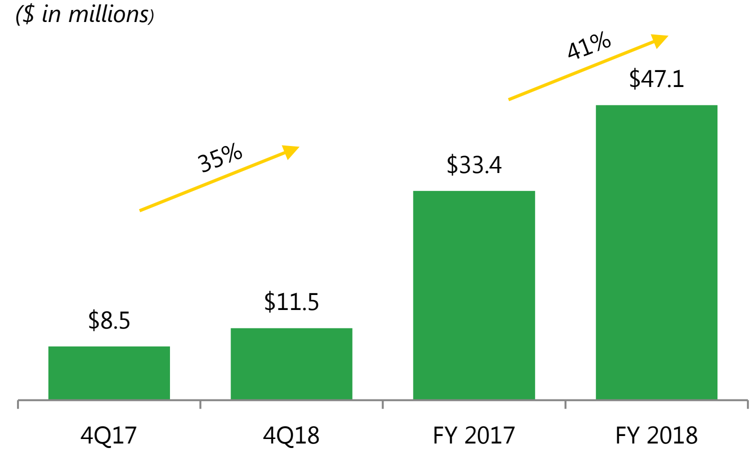
Revenue

($ in millions)



Adjusted EBITDA(1)

($ in millions)



(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see pages 20 and 21 for more detail and reconciliation.

Favorable, Fragmented Competitive Landscape

Intermex enjoys a strong and growing position across key target markets

LAC Market Landscape

Intermex International Money Express

Western Union
MoneyGram
Ria Money Transfer
Sigue Money Transfer
DolEx

Total Market Size:
~$89 Billion (1)

Intermex Share of Key Target Markets (2)

Mexico Market Share Breakdown

	2014	2017	2018
Intermex	**7.9%**	**14.9%**	**17.4%**(3)
All Others	92.1%	85.1%	82.6%

Guatemala Market Share Breakdown

	2014	2017	2018
Intermex	**14.0%**	**21.6%**	**24.0%**(3)
All Others	86.0%	78.4%	76.0%

LAC Countries - 2018

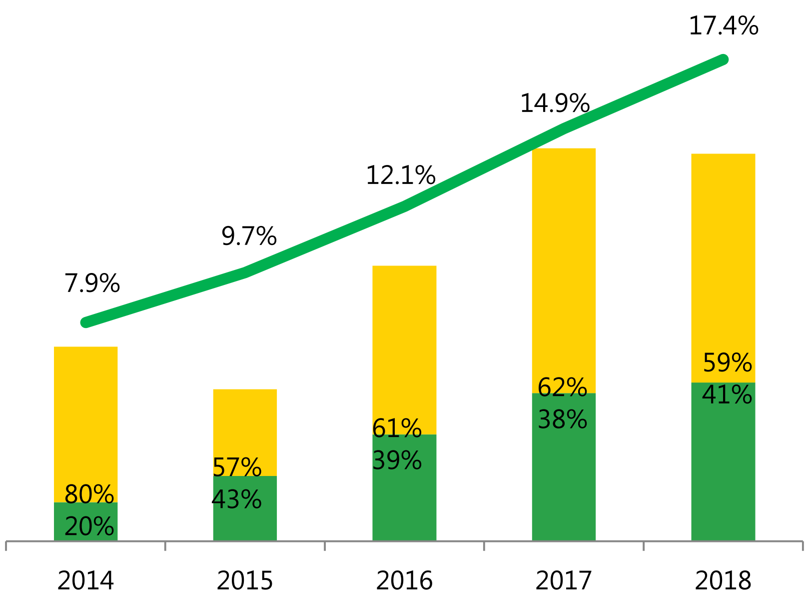
Country	Size (US$B)[1]	Region
MEX	33.7	38%
GUA	9.5	11%
DOM	6.8	8%
COL	6.4	7%
ELS	5.5	6%
HON	4.7	5%
ECU	3.2	4%
PER	3.1	3%
BRA	3.0	3%
JAM	2.6	3%
HAI	2.5	3%
BER	1.5	2%
NIC	1.5	2%
BOL	1.2	1%
OTHER	3.8	4%

(1) World Bank (2018). Reflects estimated LAC market size as of 2018.
(2) Management estimated market share of remittances as of 2018.
(3) Source: Banco de Guatemala, Banco de Mexico and World Bank 2018

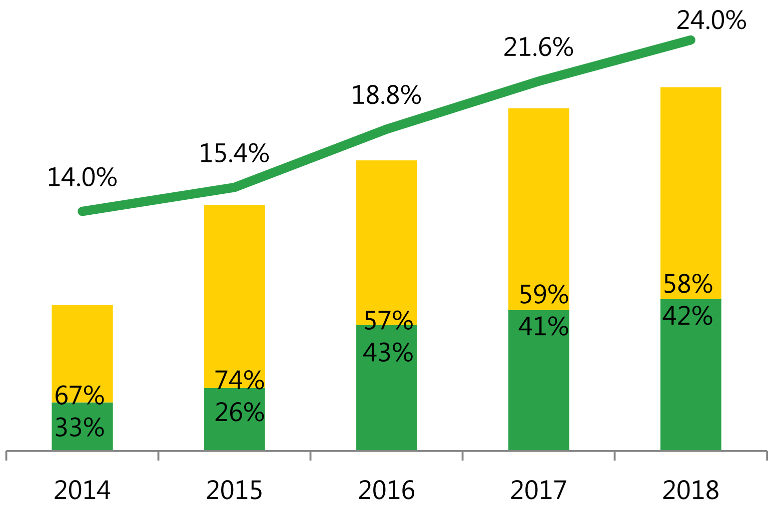
Intermex International Money Express

Market Share and Percent Of Industry Growth Tier I Countries

Mexico Remittance Volume Growth



Guatemala Remittance Volume Growth



Intermex Volume Growth   All Others Volume Growth   Intermex Market Share

- Industry volumes to our key markets in Latin America provided a moderate tailwind.
- Industry volumes from the US to Mexico grew just over 10% in 2018, and 13% from US to Guatemala.

(1) Source: Banco de Guatemala and Banco de Mexico – US originating Volume

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Strategic Priorities for 2019

- Priority #1 is to continue driving core growth initiatives
  - Very long runway ahead
  - Core expansion in both growth and stronghold states
  - Loyalty Program expansion
- Expanding our breadth and depth of service
  - New market launches in Canada and Africa
  - New products with our general purpose reloadable card (GPR), online and white label capabilities
- Enhanced infrastructure and operating efficiency
  - New Active / Active network and data center capabilities
  - ERP selection and implementation aimed at driving efficiency

Fourth Quarter Financial Highlights

- Generated impressive year-over-year growth of key metrics:
  - 26.6% revenue growth
  - 35.0% Adjusted EBITDA growth(1)
  - 28.8% growth in remittance volume
  - Net income of $4.9 million vs. net loss in Q4 2017

- Increased Adjusted EBITDA margin year-over-year from 14.4% to 15.4%(1)

- Year-to-date as of December 31, Intermex has captured 41% of the total growth in US to Mexico remittance volume and 42% of the total growth in US to Guatemala remittance volume.(2)

- Launched our outbound business to Africa, which includes Nigeria, Ghana, Ethiopia and Kenya

(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see pages 20 and 21 for more detail and reconciliation
(2) Source: Banco de Mexico, Banco de Guatemala, World Bank US outbound volumes and Intermex company data

Full Year 2018 Financial Highlights

- Generated impressive year-over-year growth of key metrics:
  - 27.1% revenue growth
  - 41.2% Adjusted EBITDA growth[(1)]
  - 29.9% growth in remittance volume
  - 46.3% decrease in net loss
- Increased Adjusted EBITDA margin year-over-year from 15.5% to 17.2%[(1)]
- Year-to-date as of December 31, Intermex has captured 41% of the total growth in US to Mexico remittance volume and 42% of the total growth in US to Guatemala remittance volume.[(2)]

(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see pages 20 and 21 for more detail and reconciliation
(2) Source: Banco de Mexico, Banco de Guatemala, World Bank US outbound volumes and Intermex company data

2018 Adjusted EBITDA Guidance[1] Progression

- Q4 2017 - $40.1M
- May 2018 - $40.8M
- August 2018 - $42.0M to $44.0M
- November 2018 - $46.5M to $48.0M

- **Full Year 2018 Results - $47.1M**

(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see pages 20 and 21 for more detail and reconciliation

2019 Financial Guidance

$320-$330 million

Revenue

$54-$58 million

Adjusted EBITDA[(1)]

(1) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see pages 20 and 21 for more detail and reconciliation

Appendix

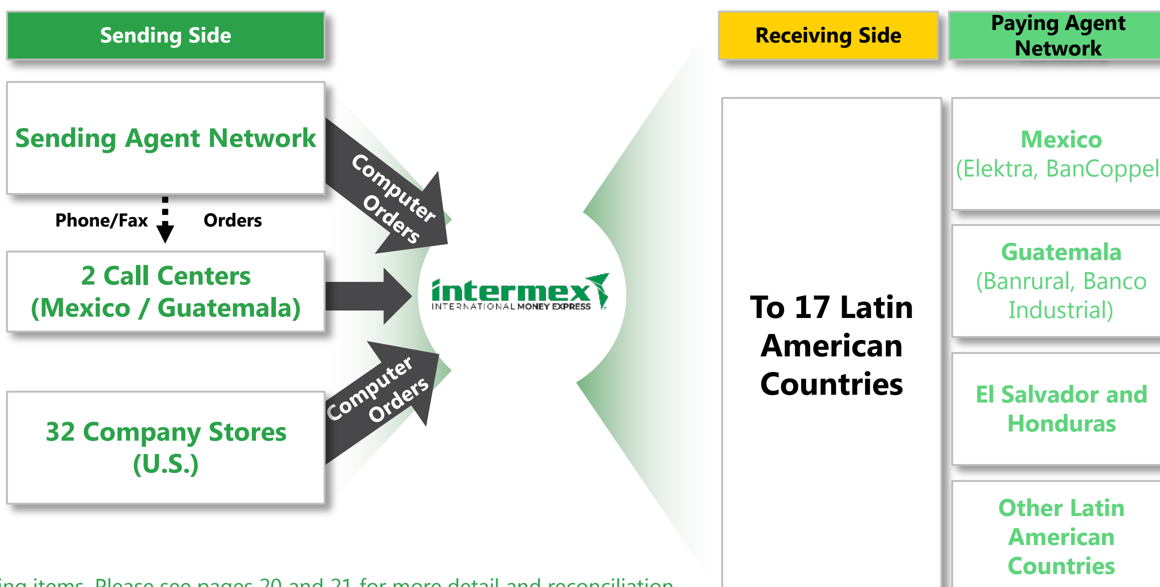
Intermex Overview

	2017	2018
Revenue	$215.5M	$273.9M
Adjusted EBITDA[2]	$33.4M	$47.1M
Adjusted EBITDA Growth[2]	23%	41%
Adjusted EBITDA Margin %[2]	15.50%	17.21%
Money Transfer Transactions	18.9M	24.1M
Remittance Volume	$6.8B+	$8.9B+
Countries across Latin America	17	17
Total Employees	585	690

Licensed in 50 U.S. states, DC and Puerto Rico, served through a sending agent base of independent, non-exclusive agents and 32 company stores

- Leading Money Transfer service provider to the $89B US to Latin America and Caribbean corridor (LAC)[1]
- Unique and differentiated approach has driven rapid market share growth
- Impressive Financial Performance – Revenue CAGR of 31% from 2013 - 2018

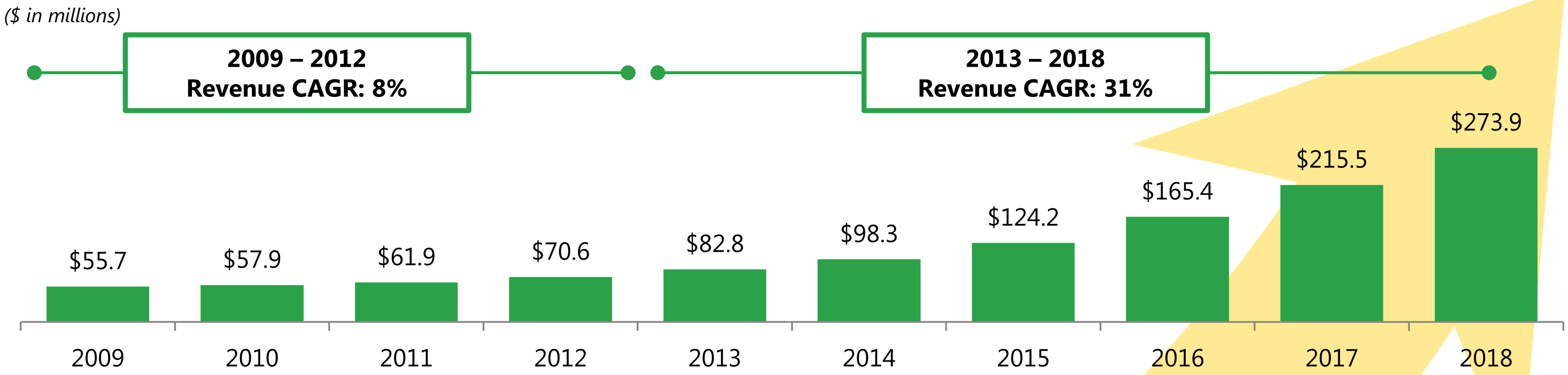
Efficient, High Growth Platform



(1) World Bank (2018). Reflects LAC market size as of 2018.
(2) Adjusted EBITDA reflects add-backs for one-time, non-recurring items. Please see pages 20 and 21 for more detail and reconciliation.

Intermex – Evolution of a Market Leader

History of sustained market share growth provides a strong platform for future growth



Early Years

- Intermex was founded in 1994 as a money transfer provider headquartered in Miami, Florida
- Acquired Servimex, Americana and Maniflo and expanded into 13 new U.S. states
- Opened call centers in Mexico and Guatemala
- Completed re-engineering and business model shift to focus on efficient agents and profitability
- Investment in innovative and highly scalable technology

Foundation
Inception - 2012

Expansion

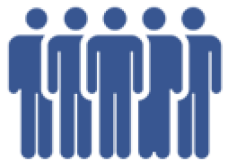
- Further market penetration into western and northeastern U.S.
- Economic recovery sets in, providing backdrop for market growth
- Acceleration of market share gains
- Increased proprietary payor network coverage and penetration
- Launched differentiated Customer Management platform and loyalty program to capture additional customers
- Began developing mobile / online strategy

Accelerated Growth
2013 - Present

Core Strengths of the Story

- Since 2011, Intermex has grown in excess of the industry while sustaining strong margins and increasing transaction growth to Mexico
- This is driven by our disciplined approach to expansion which focuses on prioritizing agent productivity and consistently growing transactions per agent
- Intermex's highly differentiated approach, along with its unique and efficient platform, has allowed the Company to significantly grow scale and profitability
- Our technology infrastructure allows for the dependable transfer of money with one of the lowest cancellation rates in the industry
- Core growth opportunity exists in the continued growth in stronghold states while increasing our market share in growth states
- Additional growth opportunities, including the expansion of ancillary products as well as a focus on developing B2B processing relationships and growing our online presence, allow for confidence in continued growth

Global Remittance Market

247M 

people live outside of
their country of birth.(1)

$613B USD 

estimated amount of remittances
sent, worldwide in 2017(2)

$148B USD

was sent from the U.S. alone(2)

$31B USD

was sent from the U.S. to Mexico
in 2017, the largest remittance
corridor in the world(2)

(1) The World Bank. “Migration and Remittances Factbook 2016.”
(2) The World Bank. “Bilateral Remittance Matrix - 2017” accessed on May 17, 2018

Customer Transaction Flow

Illustrative example of $375 transaction to Mexico

$375

U.S. Customer sends $375 to Mexico through:

- In person wire transfers
- Online money transfers

$375
+$10 fee

Agent records $375 transaction to Mexico and charges the customer $385 and provides customer with transaction code.

$375

$375 is wired to Mexico. Customer picks up money with transaction code in local currency.

Intermex processes transaction through proprietary platform with an integrated regulatory compliance model and payer network relationships.

- Intermex earns $10.00 Fee Revenue plus ~$2.50 Foreign Exchange Spread Revenue
- Intermex pays sending and paying agent commissions

Intermex earns $5.05 net on $12.50 gross revenue

Consolidated Balance Sheets

(in thousands of dollars)	Successor Company December 31, 2018	December 31, 2017
ASSETS		
Current assets:		
Cash	$ 73,029	$ 59,156
Accounts receivable, net of allowance of $842 thousand and $566 thousand, respectively	35,795	51,374
Prepaid wires	26,655	7,676
Other prepaid expenses and current assets	3,171	900
Total current assets	138,650	119,106
Property and equipment, net	10,393	8,491
Goodwill	36,260	36,260
Intangible assets, net	36,395	48,741
Deferred tax asset, net	2,267	1,749
Other assets	1,874	2,232
Total assets	$ 225,839	$ 216,579
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Current portion of long-term debt, net	$ 3,936	$ 3,913
Accounts payable	11,438	8,920
Wire transfers and money orders payable	36,311	48,277
Accrued and other	16,355	11,514
Total current liabilities	68,040	72,624
Long term liabilities:		
Debt, net	113,326	108,053
Total long term liabilities	113,326	108,053
Stockholders' equity:		
Total stockholders' equity	44,473	35,902
Total liabilities and stockholders' equity	$ 225,839	$ 216,579

Consolidated Statements of Operations

(in thousands of dollars)	Successor Company				Predecessor Company	
	Three Months Ended December 31,		Year Ended December 31,	Period from February 1, 2017 to December 31,	Period from January 1, 2017 to January 31,	Year Ended December 31,
	2018	2017	2018	2017	2017	2016
	(Unaudited)					
Revenues:						
Wire transfer and money order fees	$ 63,825	$ 50,569	$ 232,380	$ 169,796	$ 11,877	$ 138,468
Foreign exchange	10,752	8,324	39,765	30,014	2,450	25,782
Other income	480	375	1,756	1,229	98	1,145
Total revenues	$ 75,057	$ 59,268	$ 273,901	$ 201,039	$ 14,425	$ 165,395
Operating expenses:						
Service charges from agents and banks	49,906	40,961	182,471	135,569	9,441	108,076
Salaries and benefits	8,291	7,022	32,926	23,417	4,530	18,518
Other selling, general and administrative expenses	6,053	4,493	19,442	14,894	1,062	12,346
Transaction costs	-	2,493	10,319	8,706	3,917	901
Depreciation and amortization	3,922	4,588	15,671	16,645	382	2,530
Total operating expenses	68,172	59,557	260,829	199,231	19,332	142,371
Operating income (loss)	6,885	(289)	13,072	1,808	(4,907)	23,024
Interest expense	8,339	3,341	18,448	11,448	614	9,540
(Loss) income before income taxes	(1,454)	(3,630)	(5,376)	(9,640)	(5,521)	13,484
Income tax provision (benefit)	(6,318)	(518)	1,868	534	(2,203)	4,084
Net (loss) income	**$ 4,864**	**$ (3,112)**	**$ (7,244)**	**$ (10,174)**	**$ (3,318)**	**$ 9,400**

Net Income (Loss) to Adj. EBITDA Reconciliation

(in thousands of dollars)	Successor Company: Three Months Ended December 31, 2018	Successor Company: Three Months Ended December 31, 2017	Successor Company: Year ended December 31, 2018	Successor Company: Period from February 1, 2017 to December 31, 2017	Predecessor Company: Period from January 1, 2017 to January 31, 2017	Predecessor Company: Year ended December 31, 2016
Net (loss) income	**$ 4,864**	**$ (3,112)**	**$ (7,244)**	**$ (10,174)**	**$ (3,318)**	**$ 9,400**
Adjusted for:						
Interest expense	8,339	3,341	18,448	11,448	614	9,540
Income tax provision (benefit)	(6,318)	(518)	1,868	534	(2,203)	4,084
Depreciation and amortization	3,921	4,588	15,671	16,645	382	2,530
EBITDA	**10,806**	**4,299**	**28,743**	**18,453**	**(4,525)**	**25,554**
Transaction costs	-	2,493	10,319	8,706	3,917	901
Incentive units plan	-	311	4,735	1,846	-	-
Share-based compensation, 2018 Plan	660	-	1,091	-	-	-
Change in control adjustment for stock options	-	-	-	-	2,813	-
Management fee	-	195	585	715	-	-
One time adjustment - bank fees	-	642	-	642	-	-
One time incentive bonus	-	514	-	514	-	-
TCPA settlement	-	-	192	-	-	-
Transition expenses	-	-	348	-	-	-
Registration costs	-	-	615	-	-	-
Other employee severance	-	-	106	-	-	-
Other charges and expenses	64	89	410	196	104	646
Adjusted EBITDA	**$ 11,530**	**$ 8,543**	**$ 47,144**	**$ 31,072**	**$ 2,309**	**$ 27,101**

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Net Income(Loss) to Adj. EBITDA Reconciliation

	2015 FY	2016 FY	2017 FY	Three Months Ended March 31, 2018	Six Months Ended June 30, 2018	Nine months Ended September 30, 2018	Year Ended December 31, 2018
				(Unaudited)			
Net income (loss)	**$ 5,757,824**	**$ 9,400,026**	**$ (13,491,874)**	**$ (539,772)**	**$ 1,304,583**	**$ (12,108,413)**	**$ (7,244,353)**
Adjusted for:							
Interest expense	4,234,371	9,540,046	12,061,677	3,283,890	6,675,933	10,109,664	18,448,192
Tax expense	4,191,643	4,083,655	(1,668,971)	(207,517)	616,372	8,185,546	1,867,712
Depreciation and amortization	2,453,454	2,530,334	17,026,567	3,789,248	7,607,374	11,749,513	15,671,160
EBITDA	16,637,292	25,554,061	13,927,399	6,325,849	16,204,262	17,936,310	28,742,711
Transaction costs	1,609,034	900,530	12,622,689	1,461,010	4,014,311	10,319,283	10,319,283
Incentive units plan	-	-	1,845,943	227,792	712,597	4,735,336	4,735,336
Share-based compensation, 2018 Plan	-	-	-	-	-	430,250	1,090,420
Change in control adjustment for stock options	-	-	2,812,919	-	-	-	-
Management fee	-	-	715,000	195,000	390,000	585,000	585,000
One-time adjustment - bank fees	-	-	642,000	-	-	-	-
One-time incentive bonus	-	-	514,000	-	-	-	-
TCPA settlement	-	-	-	191,500	191,500	191,500	191,500
Transition expenses	-	-	-	156,234	347,909	347,909	347,909
Registration costs	-	-	-	-	-	615,000	615,000
Other employee severance	-	-	-	-	-	105,950	105,950
Other charges and expenses	514,928	646,442	301,163	271,064	308,444	346,568	410,467
Adjusted EBITDA	**$ 18,761,255**	**$ 27,101,033**	**$ 33,381,112**	**$ 8,828,450**	**$ 22,169,023**	**$ 35,613,106**	**$ 47,143,576**