

1st Quarter 2023 Earnings Presentation

May 4, 2023



Safe Harbor Statement / Non-GAAP Financial Measures

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, which reflect our current views concerning certain events that are not historical facts but could affect our future performance, including but without limitation, statements regarding our plans, objectives, financial performance, business strategies, projected results of operations, and expectations for the Company. These statements may include and be identified by words or phrases such as, without limitation, “would,” “will,” “should,” “expects,” “believes,” “anticipates,” “continues,” “could,” “may,” “might,” “plans,” “possible,” “potential,” “predicts,” “projects,” “forecasts,” “intends,” “assumes,” “estimates,” “approximately,” “shall,” “our planning assumptions,” “future outlook,” “currently,” “target,” “guidance,” “remains,” and similar expressions (including the negative and plural forms of such words and phrases). Our forward-looking statements are based largely on information currently available to our management and our current expectations, assumptions, plans, estimates, judgments, projections about our business and our industry, and macroeconomic conditions, and are subject to various risks, uncertainties, estimates, contingencies, and other factors, many of which are beyond our control, that could cause actual results to differ from those expressed or implied by the forward-looking statements and could materially adversely affect our business, financial condition, results of operations, cash flows, and liquidity. Such factors include, among others, changes in applicable laws or regulations; factors relating to our business, operations and financial performance, including: our ability to successfully execute, manage, integrate and obtain the anticipated financial benefits of key acquisitions and mergers; including the acquisitions of Envios de Valores La Nacional Corp. and LAN Holdings, Corp.; economic factors such as inflation, the level of economic activity, recession risks and labor market conditions, as well as rising interest rates; public health conditions, responses thereto and the economic and market effects thereof; competition in the markets in which we operate; volatility in foreign exchange rates that could affect the volume of consumer remittance activity and/or affect our foreign exchange related gains and losses; our ability to maintain favorable banking and agent relationships necessary to conduct our business; credit risks from our agents and the financial institutions with which we do business; bank failures, sustained financial illiquidity or illiquidity at our clearing cash management or custodial financial institutions; new technology or competitors that disrupt the current ecosystem, including the introduction of new digital platforms; cyber-attacks or disruptions to our information technology, computer network systems, data centers and mobile devices apps; our ability to satisfy our debt obligations and remain in compliance with our credit facility requirements; our success in developing and introducing new products, services and infrastructure; consumer confidence in our brands and in consumer money transfers generally; our ability to maintain compliance with applicable regulatory requirements; international political factors, political stability, tariffs, border taxes or restrictions on remittances or transfers out of the United States and Canada; currency restrictions and volatility in countries in which we operate or plan to operate; consumer fraud and other risks relating to the authenticity of customers’ orders; changes in immigration laws and their enforcement; our ability to protect our brands and intellectual property rights; weakness in U.S. or international economic conditions; changes in tax laws in the countries in which we operate; our ability to recruit and retain key personnel; and other economic, business, and/or competitive factors, risks and uncertainties, including those described in the “Risk Factors” and other sections of periodic reports that we file with the Securities and Exchange Commission. Accordingly, we caution investors and all others not to place undue reliance on any forward-looking statements. Any forward-looking statement speaks only as of the date such statement is made and we undertake no obligation to update any of the forward-looking statements.

This presentation includes certain non-GAAP financial measures, including Adjusted Net Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Earnings per Share (Basic and Diluted) and Net 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 the Appendix of this presentation for a reconciliation of Net Income, our closest GAAP measure, to Adjusted Net Income, Adjusted EBITDA, and Net Free Cash Generated; Earnings per Share to Adjusted Earnings per Share, and Net Income Margin to Adjusted EBITDA Margin. Adjusted Net Income is defined as Net Income adjusted to add back certain charges and expenses, such as non-cash amortization of certain intangibles resulting from business acquisition transactions, non-cash compensation costs and other items set forth in the reconciliation table to the Appendix, 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 Earnings per Share-Basic and Diluted is calculated by dividing Adjusted Net Income by GAAP weighted-average common shares outstanding (basic and diluted). 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 non-cash compensation costs and other items set forth in the reconciliation table to the Appendix, as these charges and expenses are not considered a part of our business operations and are not an indicator of ongoing, future Company performance. Adjusted EBITDA Margin is calculated by dividing Adjusted EBITDA by Revenues. Net Free Cash Generated is defined as Net Free Cash Generated is defined as Net Income before provision for credit losses and depreciation and amortization adjusted to add back certain non-cash charges and expenses, such as non-cash compensation costs, and reduced by cash used in investing activities and servicing of our debt obligations.

A quantitative reconciliation of projected Adjusted EBITDA to the most comparable GAAP measure is not available without unreasonable efforts because of the inherent difficulty in forecasting and quantifying the amounts necessary under GAAP guidance for operating or other adjusted items including, without limitation, costs and expenses related to acquisitions and other transactions, share-based compensation, tax effects of certain adjustments and losses related to legal contingencies or disposal of assets. For the same reasons, we are unable to address the probable significance of the unavailable information.

First Quarter 2023 Highlights

\$145.4M

Revenue

26.8% YoY Growth

\$11.8M

Net Income

0.9% YoY Growth

\$14.2M

Adjusted Net Income⁽¹⁾

6.0% YoY Growth

\$24.1M

Adjusted EBITDA⁽¹⁾

16.4% YoY Growth

\$0.31

Diluted EPS

3.3% YoY Growth

\$0.38

Adjusted Diluted EPS⁽¹⁾

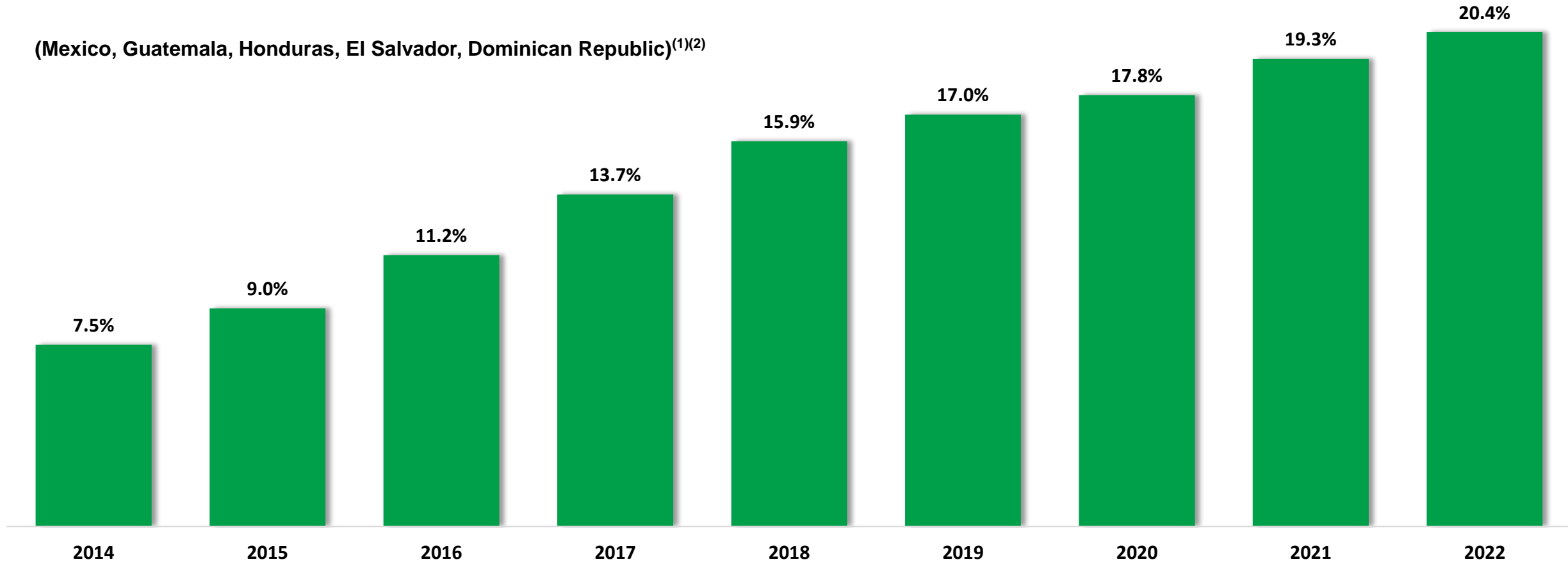
11.8% YoY Growth

(1) Non-GAAP measure. See Appendix for reconciliations to the most directly comparable GAAP measures.

Driving Market Share Growth

Five countries represent 82% of all money sent to LACA ⁽³⁾

(Mexico, Guatemala, Honduras, El Salvador, Dominican Republic)⁽¹⁾⁽²⁾



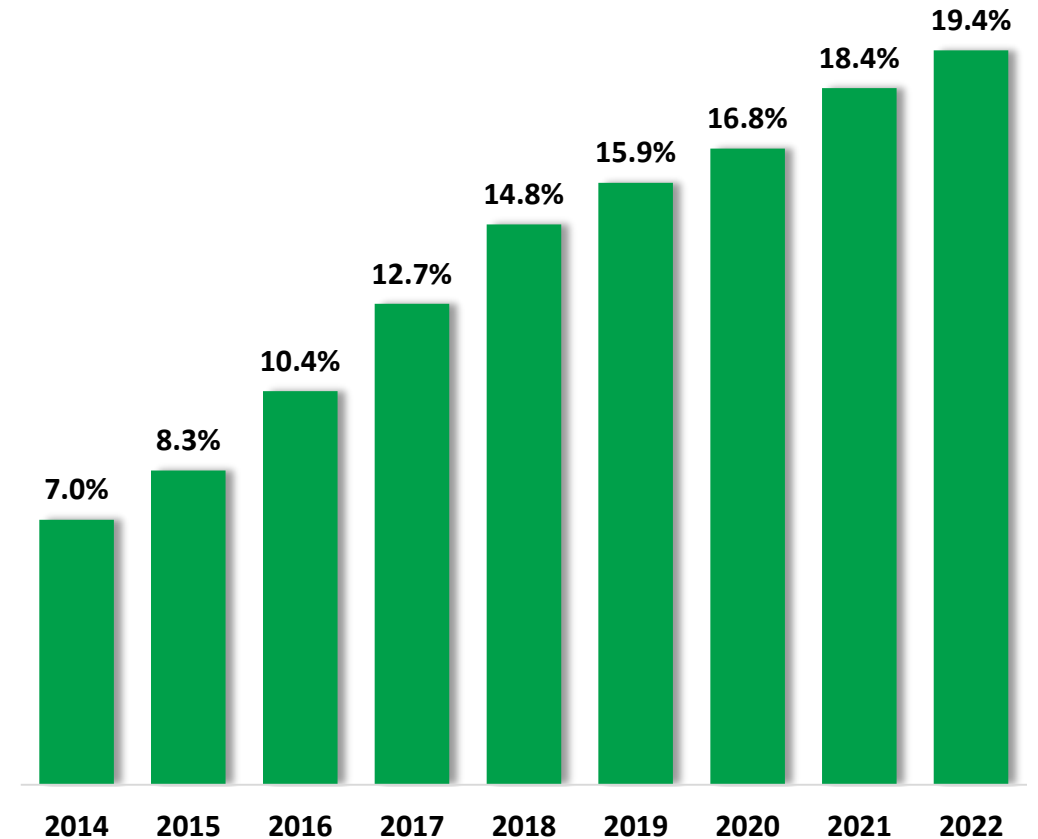
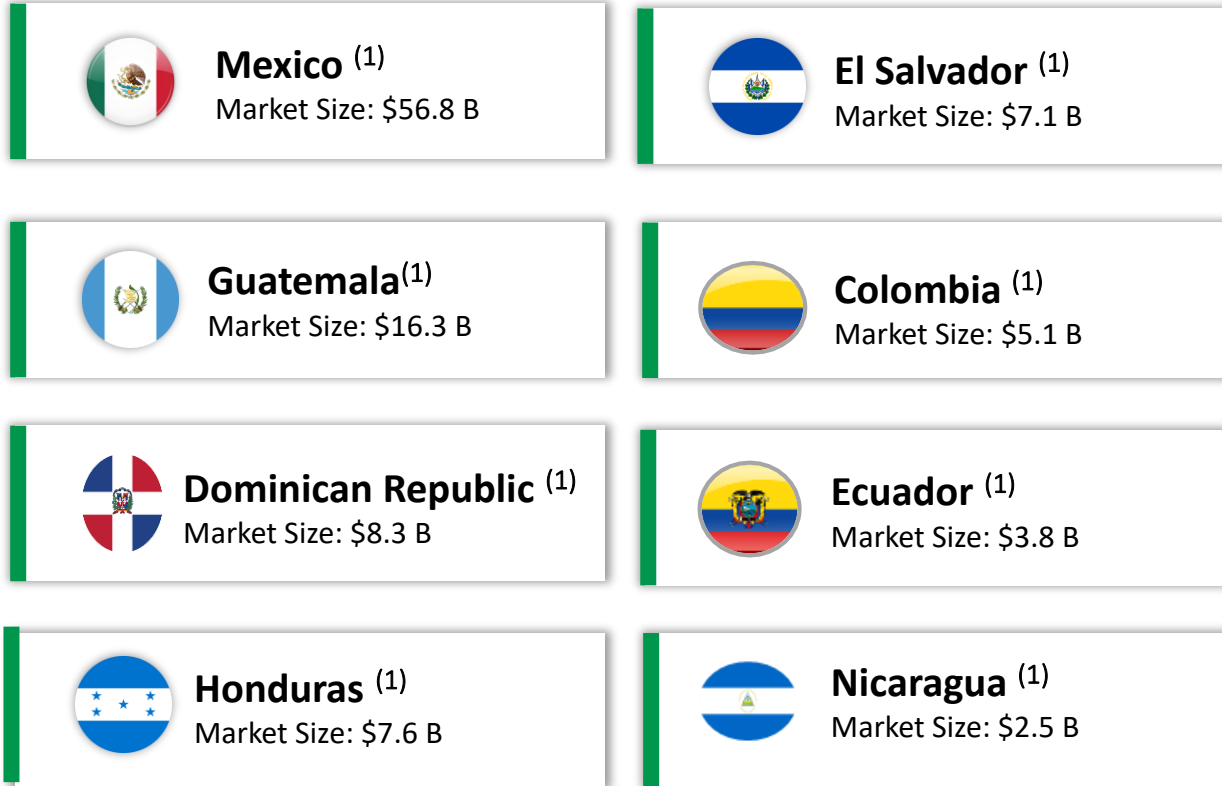
1) Market size inbound remittances per Banco de Mexico, Banco de Guatemala, Banco Central de Reserva de El Salvador, Banco Central de Honduras, and Banco Central Republica Dominicana, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.

2) Top five markets include Mexico, Guatemala, Honduras, El Salvador, Dominican Republic.

3) LACA - Latin America and the Caribbean

Driving Market Share Growth

Eight countries represent 92% of all money sent to LACA ⁽³⁾



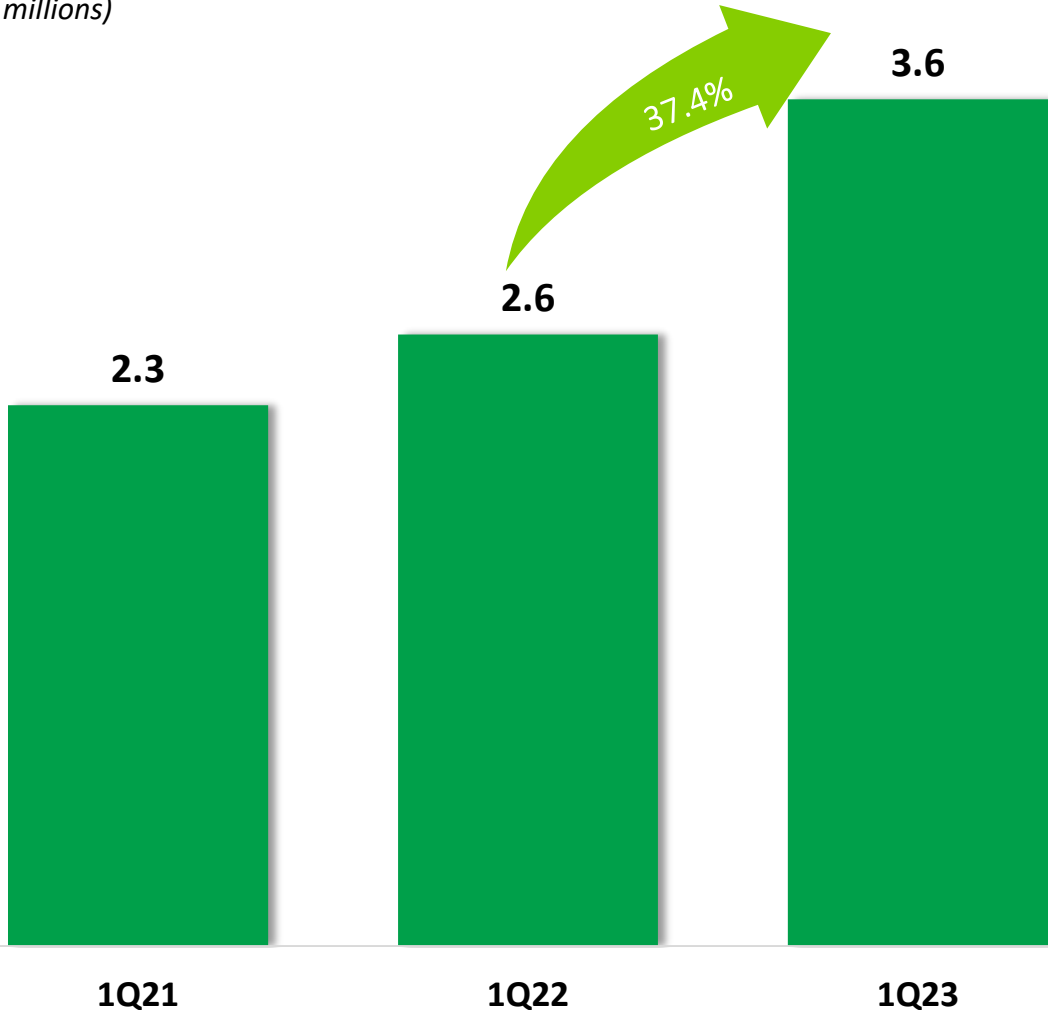
1) Market size inbound remittances per Banco de Mexico, Banco de Guatemala, Banco Central Republica Dominicana, Banco Central de Reserva de El Salvador, Banco Central de Honduras, Banco de la Republica Colombia, Banco Central del Ecuador, Banco Central de Nicaragua, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.

2) Inbound remittances per World Bank Remittance Data as of April 2020 actuals, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.

Customer & Transaction Growth Drives Revenue

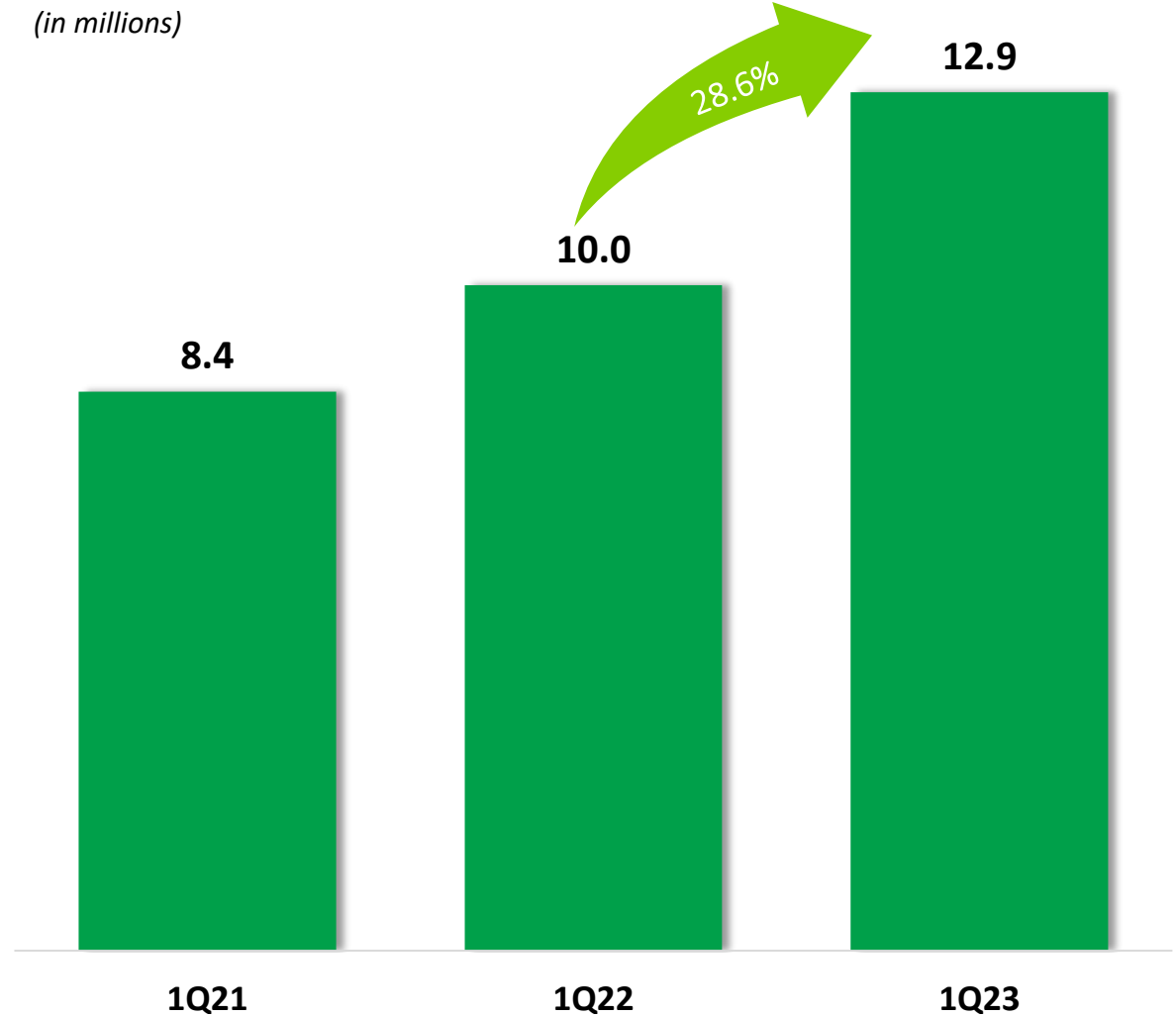
Active, Unique Customers at the end of the Quarter

(in millions)



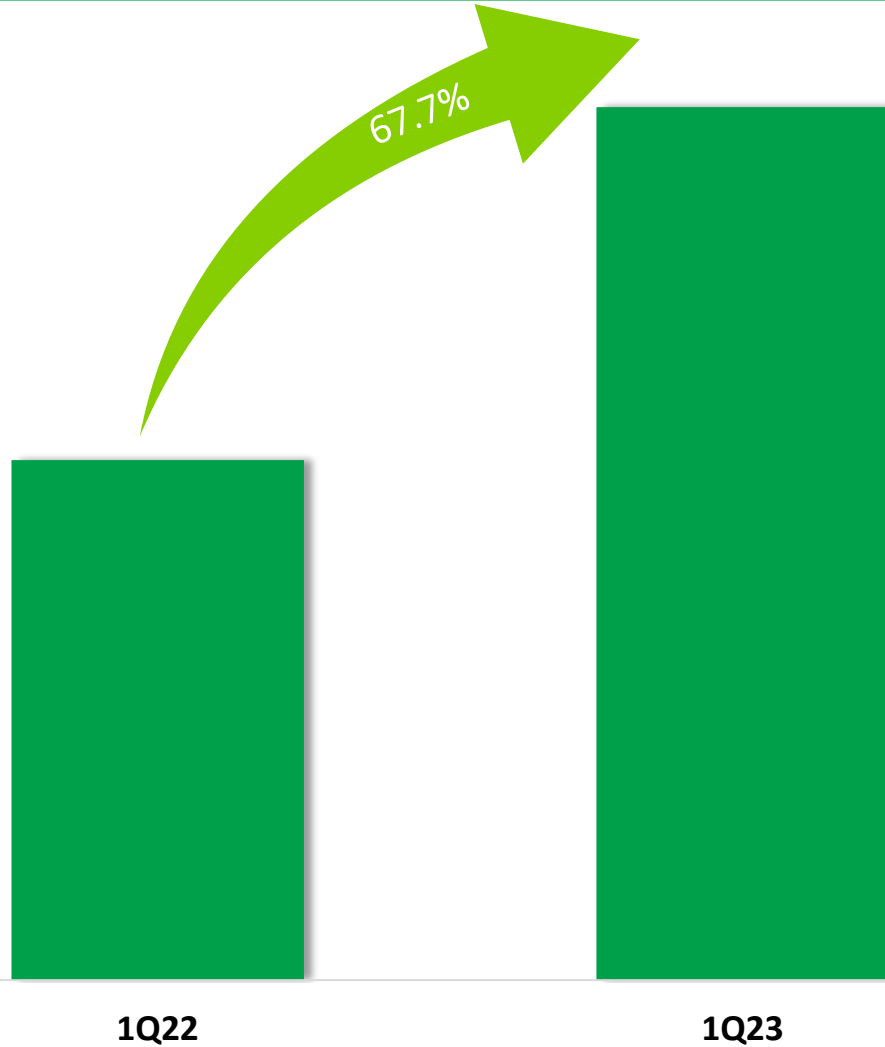
Money Transfer Transactions

(in millions)

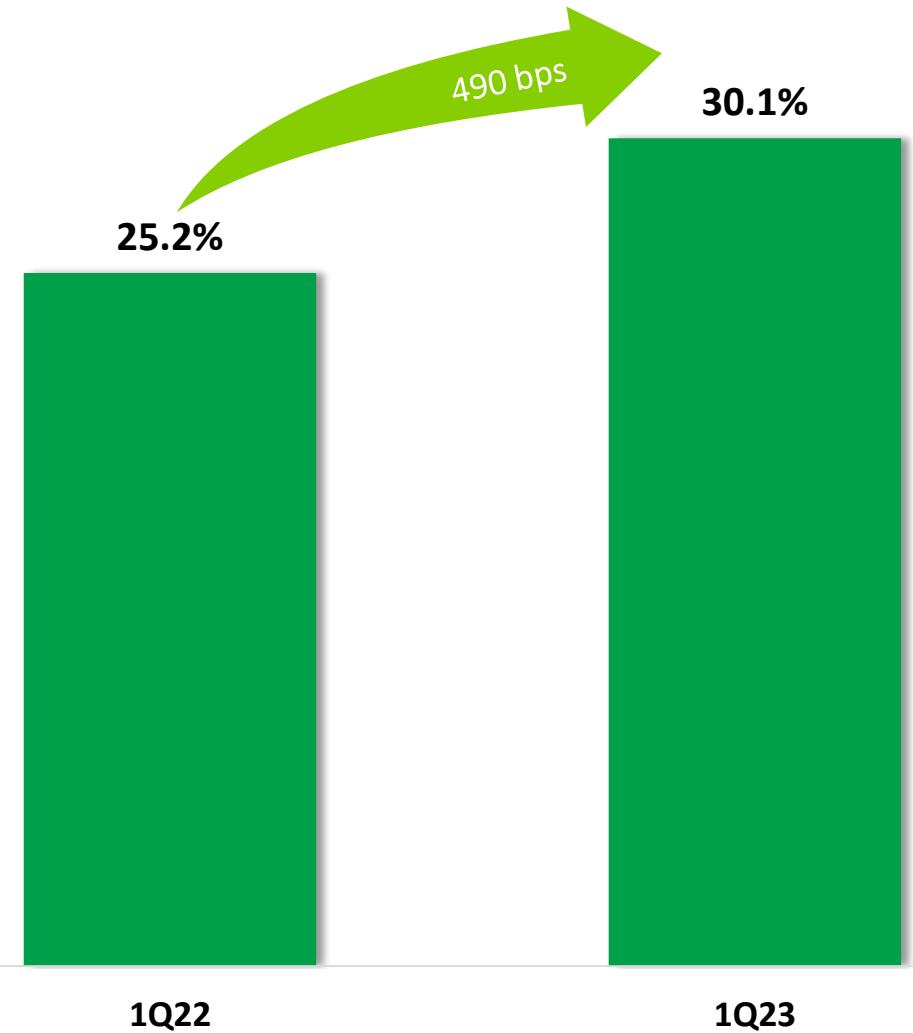


Digital Transaction Growth

Digitally Originated Transactions



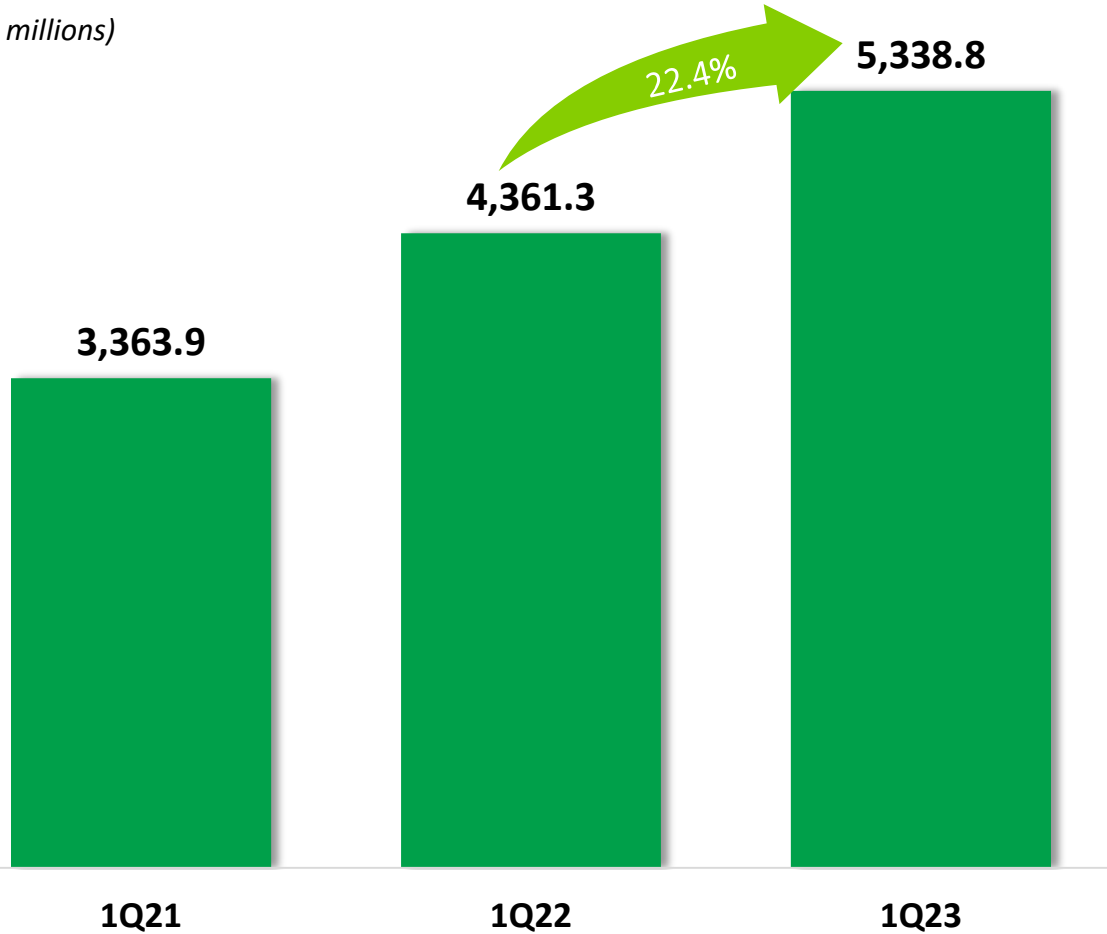
Total Digital Send / Receive as a % of Total Transactions



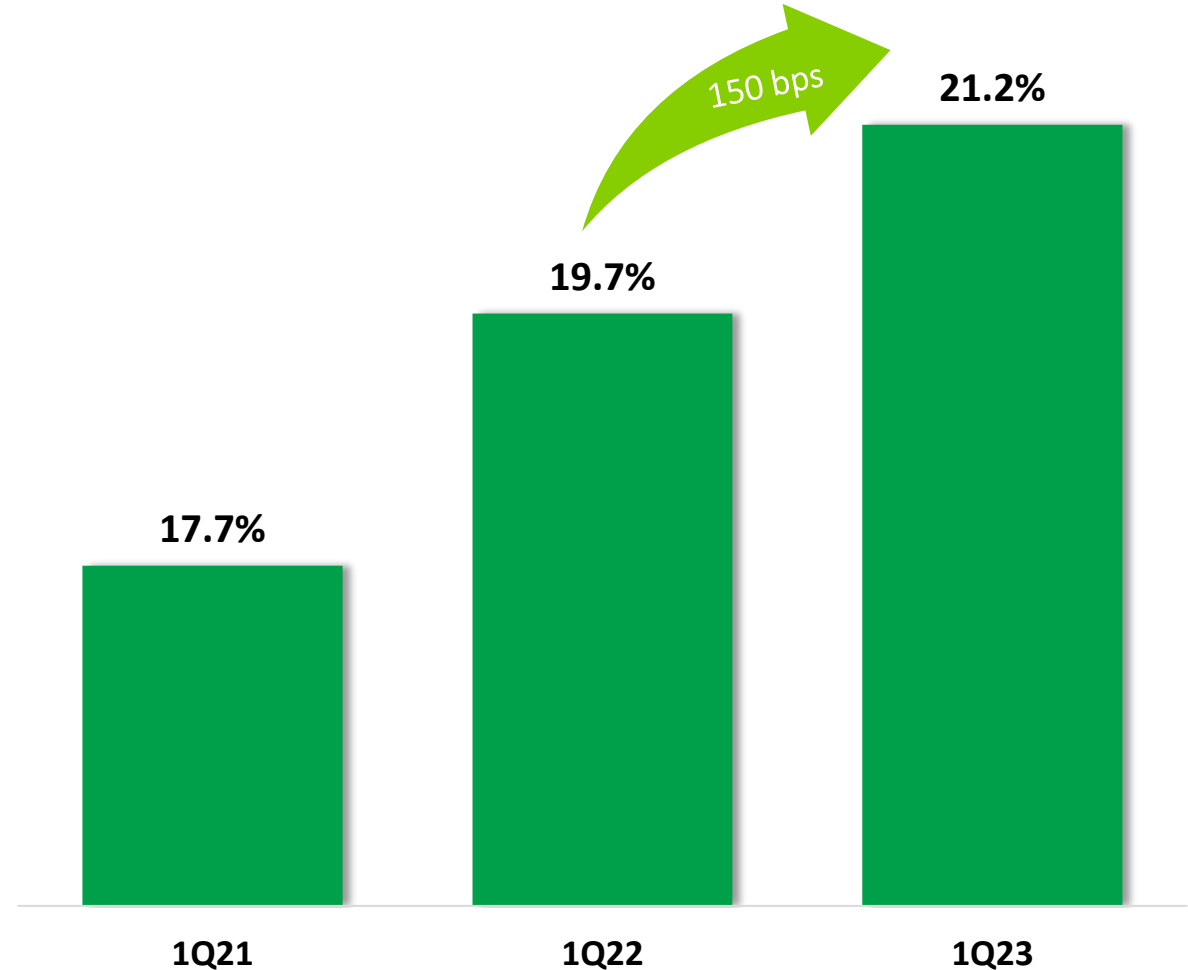
Principal Growth Drives Market Share

Principal Sent

(in millions)



Market Share - Top Five LACA* Markets (1) (2)



1) Market size inbound remittances per Banco de Mexico, Banco de Guatemala, Banco Central de Reserva de El Salvador, Banco Central de Honduras, and Banco Central Republica Dominicana, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.

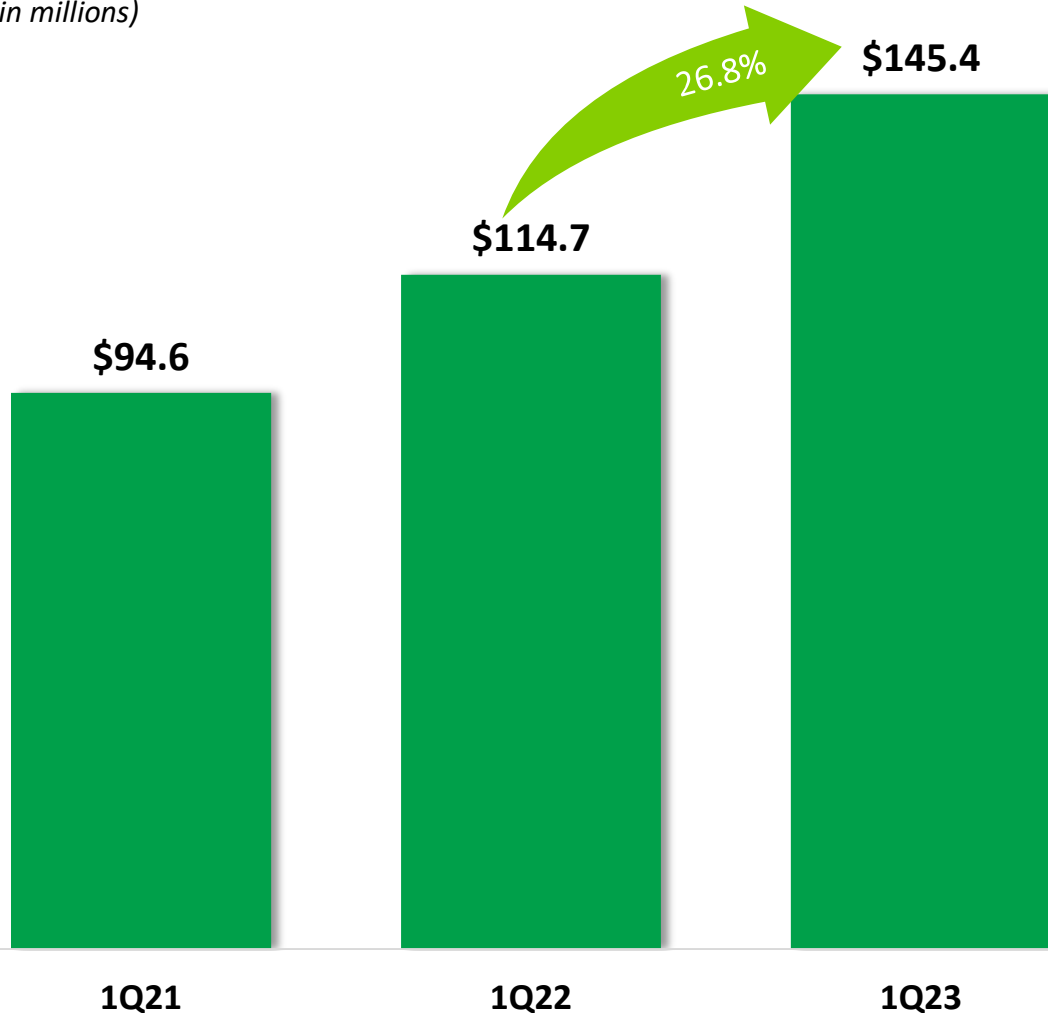
2) Top five markets include Mexico, Guatemala, Honduras, El Salvador, Dominican Republic.

3) * Latin America and Caribbean

Profitable Growth 1Q 2023

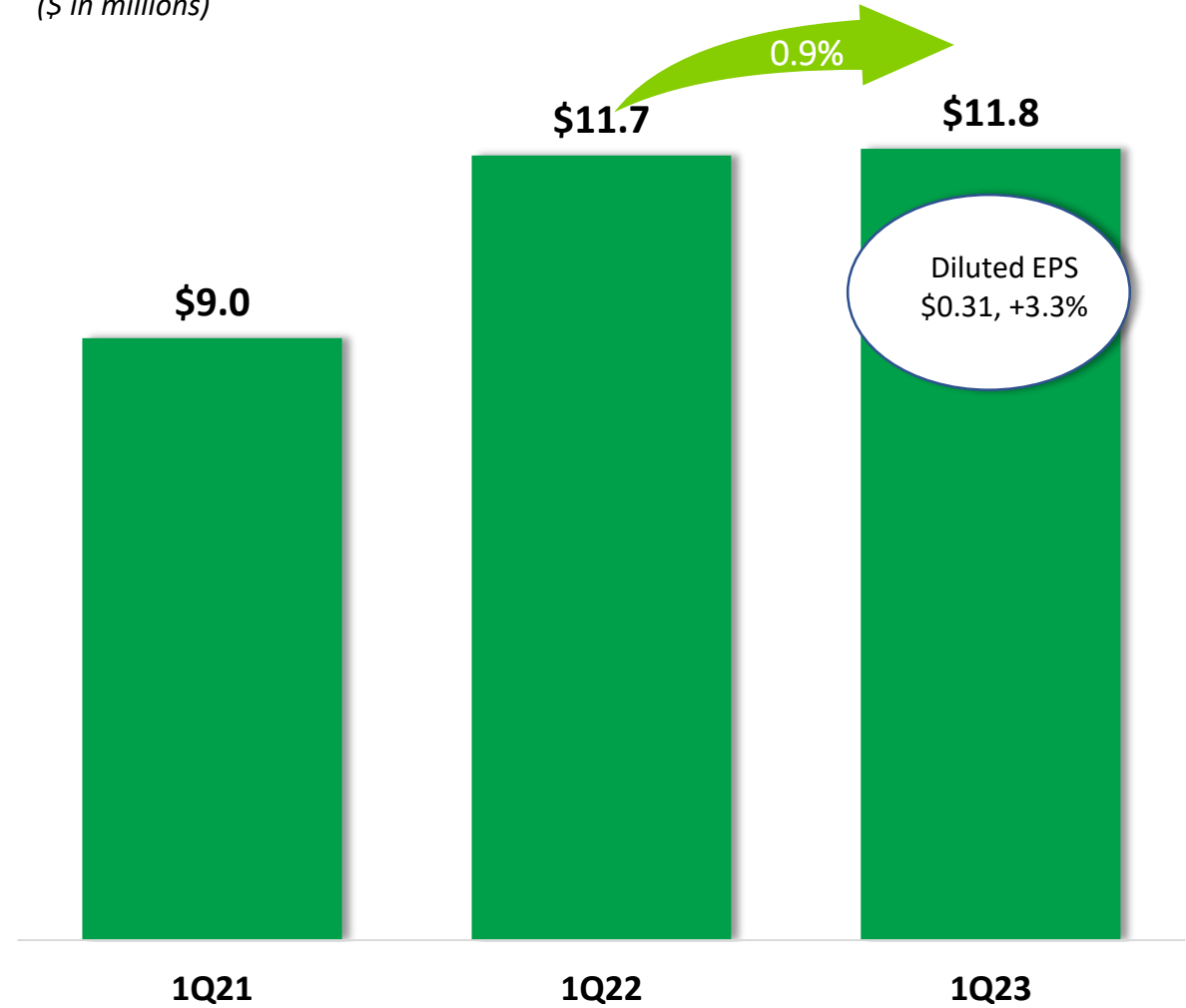
Revenue

(\$ in millions)



Net Income

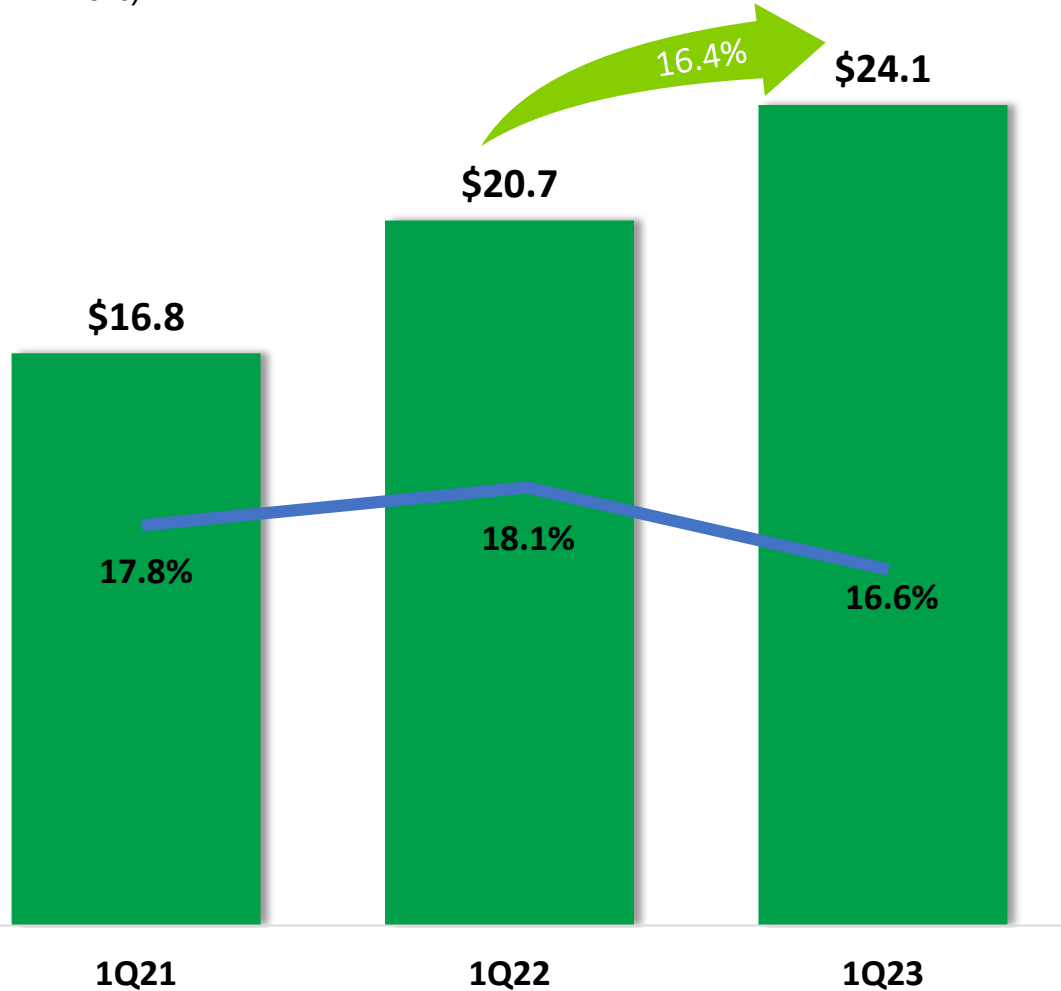
(\$ in millions)



Profitable Growth 1Q 2023

Adjusted EBITDA ⁽¹⁾

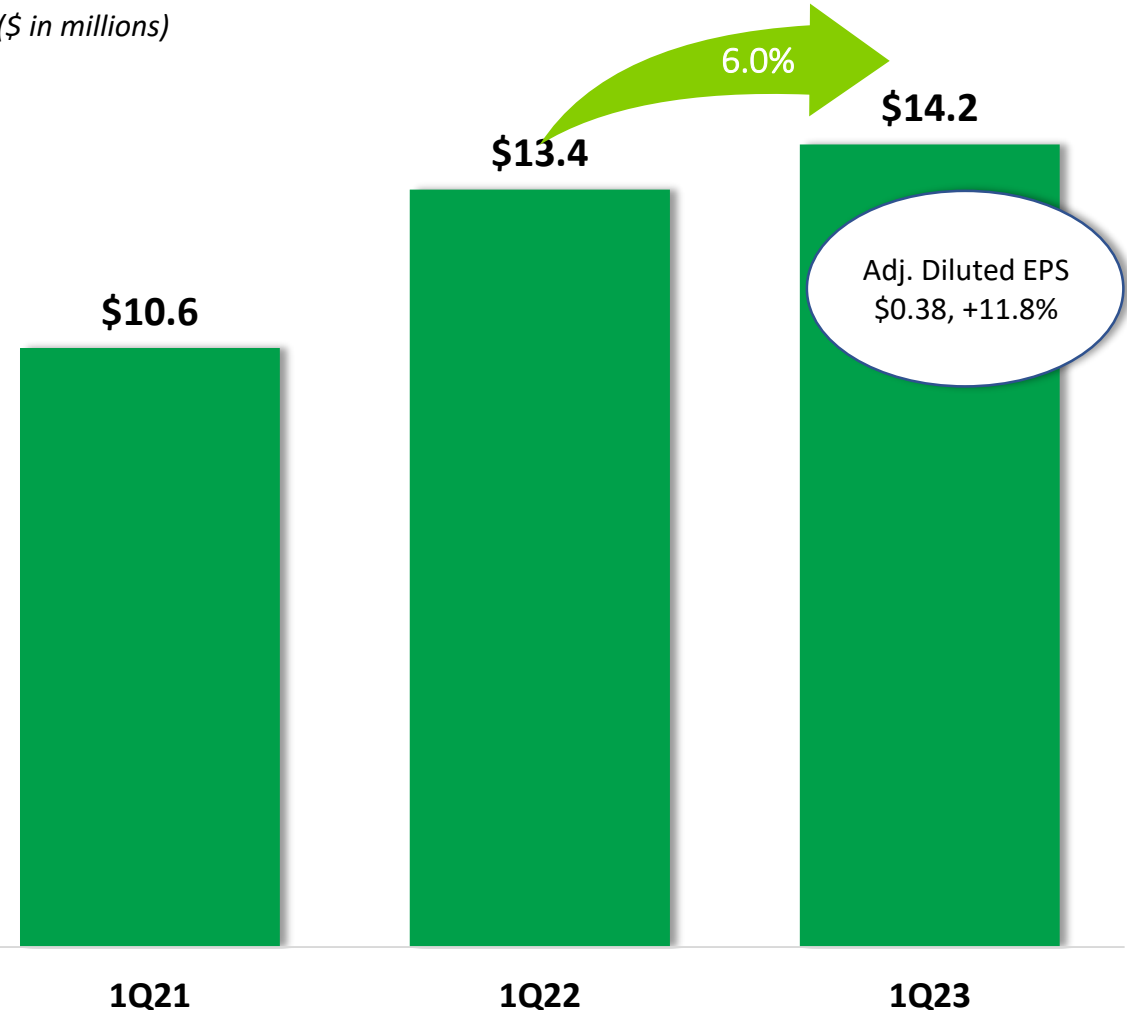
(\$ in millions)



Adj. EBITDA Margin

Adjusted Net Income

(\$ in millions)

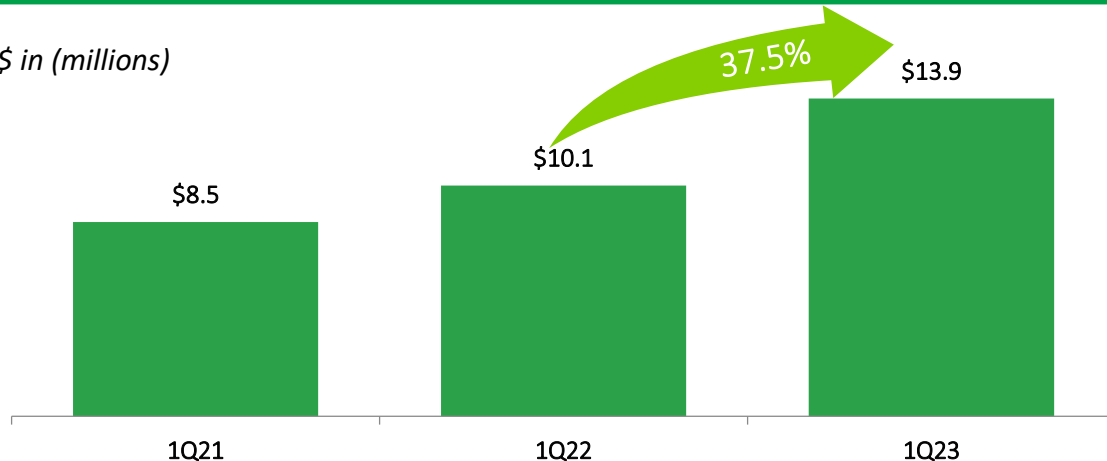


(1) Non-GAAP measure. See Appendix for reconciliations to the most directly comparable GAAP measures.

Strong Cash Generation & Balance Sheet

Net Free Cash Generated⁽¹⁾

\$ in (millions)



Reconciliation of Net Income to Net Free Cash Generated

(in thousands of dollars)

	Three months ended March 31,		
	2023	2022	2021
	(Unaudited)		
Net income for the period	\$ 11,762	\$ 11,654	\$ 8,977
Depreciation and amortization	2,903	2,183	2,335
Share-based compensation expense	1,698	1,268	896
Provision for credit losses	785	442	162
Cash used in investing activities	(2,119)	(4,316)	(1,930)
Term loan pay downs	(1,094)	(1,094)	(1,915)
Net free cash generated during the period	\$ 13,935	\$ 10,137	\$ 8,525

(1) Non-GAAP measure. See Appendix for reconciliations to the most directly comparable GAAP measures.

Ttm – trailing twelve months

* Total Revolver capacity on March 31: \$150 million.

Liquidity Summary

- Cash & Equivalents: \$85.5M
- Undrawn Revolver* at 3/31/23: \$129M
- \$150M total Revolver Capacity Increased to \$220M on Apr 19

Leverage

- Total Debt: \$99.2M
- Debt to Adj. EBITDA (trailing twelve months): 0.9x
- Net Debt to Adj. EBITDA (trailing twelve months): NM

Capital Allocation Priorities

- Reinvest in Business: Exceptional IMXI ROE
- M&A: Value-Focused (ie: La Nacional)
- Returning Capital: Meaningful Buyback

Share Repurchases

- Q1 2023: \$7.6M (316,000 Shares)
- Inception to 3/31/23: \$66.9M (3,138,725 Shares)
- Average purchase price per share since inception: \$21.31

2023 Guidance

Full Year 2023

\$667.0M – \$688.5M

Revenue

22% - 26% YoY Growth

\$66.5M – \$69.0M

Net Income

16% - 20% YoY Growth

\$120.0M – \$124.5M

Adjusted EBITDA⁽¹⁾

14% - 18% YoY Growth

Second Quarter 2023

\$168.6M - \$174.1M

Revenue

23% - 27% YoY Growth

\$16.8M – \$17.1M

Net Income

5% – 7% YoY Growth

\$30.7M – \$31.4M

Adjusted EBITDA⁽¹⁾

11% - 14% YoY Growth

(1) A quantitative reconciliation of projected Adjusted Net Income and 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

intermex[®]
INTERNATIONAL MONEY EXPRESS

Condensed Consolidated Balance Sheets

<i>(in thousands of dollars)</i>	March 31, 2023	December 31, 2022
ASSETS	(Unaudited)	
Current assets:		
Cash and cash equivalents	\$ 85,453	\$ 149,493
Accounts receivable, net	102,596	129,808
Prepaid wires, net	106,878	90,386
Prepaid expenses and other current assets	9,482	12,749
Total current assets	<u>304,409</u>	<u>382,436</u>
Property and equipment, net	28,173	28,160
Goodwill	48,640	49,774
Intangible assets, net	18,666	19,826
Other assets	30,910	31,876
Total assets	<u>\$ 430,798</u>	<u>\$ 512,072</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Current portion of long-term debt, net	\$ 5,522	\$ 4,975
Accounts payable	21,281	25,686
Wire transfers and money orders payable, net	91,923	112,251
Accrued and other liabilities	37,698	41,855
Total current liabilities	<u>156,424</u>	<u>184,767</u>
Long-term liabilities:		
Debt, net	93,718	150,235
Lease liabilities, net	21,872	23,272
Deferred tax liability, net	2,931	3,892
Total long-term liabilities	<u>118,521</u>	<u>177,399</u>
Stockholders' equity:		
Total stockholders' equity	155,853	149,906
Total liabilities and stockholders' equity	<u>\$ 430,798</u>	<u>\$ 512,072</u>

Condensed Consolidated Statements of Income

<i>(in thousands of dollars, except for share data)</i>	<u>Three Months March 31,</u>	
	<u>2023</u>	<u>2022</u>
	(Unaudited)	
Revenues:		
Wire transfer and money order fees, net	\$ 124,450	\$ 98,000
Foreign exchange gain, net	19,168	15,674
Other income	1,746	992
Total revenues	<u>145,364</u>	<u>114,666</u>
Operating expenses:		
Service charges from agents and banks	96,117	76,993
Salaries and benefits	16,168	11,310
Other selling, general and administrative expenses	11,337	7,069
Depreciation and amortization	2,903	2,183
Total operating expenses	<u>126,525</u>	<u>97,555</u>
Operating income	18,839	17,111
Interest expense	<u>2,192</u>	<u>952</u>
Income before income taxes	16,647	16,159
Income tax provision	<u>4,885</u>	<u>4,505</u>
Net income	\$ 11,762	\$ 11,654
Other comprehensive income	<u>182</u>	<u>112</u>
Comprehensive income	<u>\$ 11,944</u>	<u>\$ 11,766</u>
Earnings per common share:		
Basic	\$ 0.32	\$ 0.30
Diluted	\$ 0.31	\$ 0.30
Weighted-average common shares outstanding:		
Basic	36,480,972	38,362,014
Diluted	37,361,953	39,077,665

Reconciliation from NI to Adjusted NI

<i>(in thousands of dollars, except for share data)</i>	Three Months Ended March 31,	
	2023	2022
	(Unaudited)	
Net income	\$ 11,762	\$ 11,654
Adjusted for:		
Share-based compensation (a)	1,698	1,268
Transaction costs (b)	124	-
Other charges and expenses (c)	529	141
Amortization of intangibles (d)	1,125	972
Income tax benefit related to adjustments (e)	(1,066)	(667)
Adjusted net income	\$ 14,172	\$ 13,368
Adjusted earnings per common share:		
Basic	\$ 0.39	\$ 0.35
Diluted	\$ 0.38	\$ 0.34

(a) Represents shared-based compensation relating to equity awards granted to employees and independent directors of the Company.

(b) Represents primarily professional and legal fees related to business acquisition transactions.

(c) Represents primarily loss on disposal of fixed assets.

(d) Represents the amortization of intangible assets that resulted from business acquisition transactions.

(e) Represents the current and deferred tax impact of the taxable adjustments to Net Income using the Company's blended federal and state tax rate for each period. Relevant tax-deductible adjustments include all adjustments to net income.

Recon. from GAAP Basic EPS to Adjusted Basic EPS

	Three months ended March 31,	
	2023	2022
	(Unaudited)	
GAAP Basic Earnings per Share	\$ 0.32	\$ 0.30
Adjusted for:		
Share-based compensation	0.05	0.03
Transaction costs	NM	-
Other charges and expenses	0.01	NM
Amortization of intangibles	0.03	0.03
Income tax benefit related to adjustments	(0.03)	(0.02)
Non-GAAP Adjusted Basic Earnings per Share	\$ 0.39	\$ 0.35

NM—Amount is not meaningful

The table above may contain slight summation differences due to rounding

Recon. from GAAP Diluted EPS to Adjusted Diluted EPS

	<u>Three months ended March 31,</u>	
	<u>2023</u>	<u>2022</u>
	(Unaudited)	
GAAP Diluted Earnings per Share	\$ 0.31	\$ 0.30
Adjusted for:		
Share-based compensation	0.05	0.03
Transaction costs	NM	-
Other charges and expenses	0.01	NM
Amortization of intangibles	0.03	0.02
Income tax benefit related to adjustments	(0.03)	(0.02)
Non-GAAP Adjusted Diluted Earnings per Share	<u>\$ 0.38</u>	<u>\$ 0.34</u>

NM—Amount is not meaningful

The table above may contain slight summation differences due to rounding

Recon. from NI to Adjusted EBITDA

<i>(in thousands of dollars)</i>	Three Months Ended March 31,	
	2023	2022
	(Unaudited)	
Net income	\$ 11,762	\$ 11,654
Adjusted for:		
Interest expense	2,192	952
Income tax provision	4,885	4,505
Depreciation and amortization	2,903	2,183
EBITDA	21,742	19,294
Share-based compensation (a)	1,698	1,268
Transaction costs (b)	124	-
Other charges and expenses (c)	529	141
Adjusted EBITDA	\$ 24,093	\$ 20,703

(a) Represents share-based compensation relating to equity awards granted to employees and independent directors of the Company.

(b) Represents professional and legal fees related to business acquisition transactions.

(c) Represents primarily loss on disposal of fixed assets.

Recon. of NI Margin to Adj. EBITDA Margin

	Three Months Ended March 31,	
	2023	2022
	(Unaudited)	
Net Income Margin	8.1%	10.2%
Adjusted for:		
Interest expense	1.5%	0.8%
Income tax provision	3.4%	3.9%
Depreciation and amortization	2.0%	1.9%
EBITDA	15.0%	16.8%
Share-based compensation	1.2%	1.1%
Transaction costs	0.1%	0.0%
Other charges and expenses	0.4%	0.1%
Adjusted EBITDA Margin	16.6%	18.1%

Recon. of NI to Net Free Cash Generated

<i>(in thousands of dollars)</i>	Three months ended March 31,	
	2023	2022
	(Unaudited)	
Net income for the period	\$ 11,762	\$ 11,654
Depreciation and amortization	2,903	2,183
Share-based compensation expense	1,698	1,268
Provision for credit losses	785	442
Cash used in investing activities	(2,119)	(4,316)
Term loan pay downs	(1,094)	(1,094)
Net free cash generated during the period	<u>\$ 13,935</u>	<u>\$ 10,137</u>

Questions or request for conference call

please contact:

Mike Gallentine, VP of IR

mgallentine@intermexusa.com

305-671-8005

intermex[®]
INTERNATIONAL MONEY EXPRESS