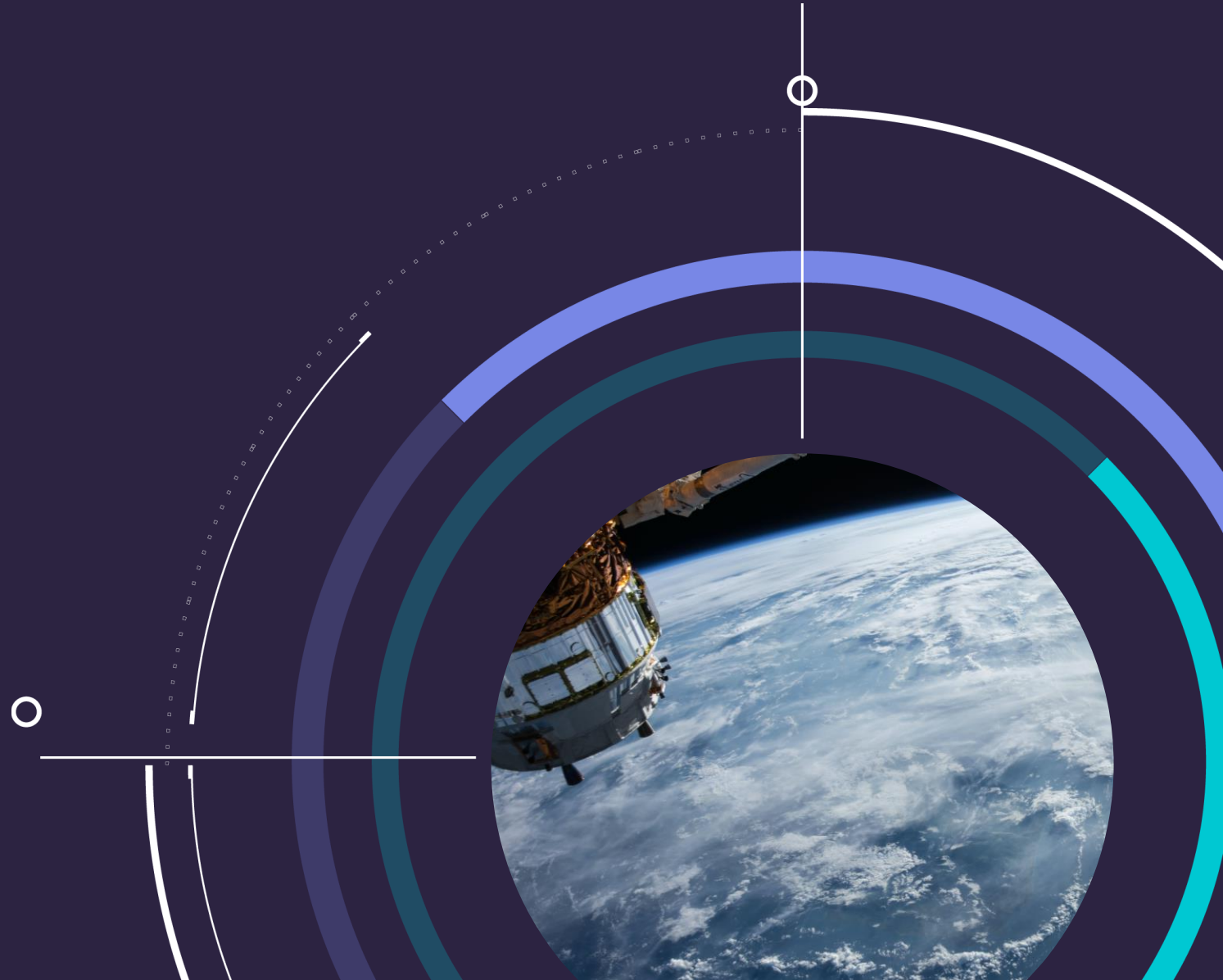




# In pursuit of transformation

How Paysafe is supercharging software development



# A global pioneer in digital commerce

## Proprietary B2C + B2B Network & Capabilities

## Advanced Suite of Digital Commerce Solutions

Highly differentiated B2B and B2C global network with a powerful suite of digital wallet, eCash and integrated processing solutions

Significant growth opportunities in massive TAM with expertise in highest value verticals

Long history as the global market leader in iGaming payments and well positioned to capitalize on the expanding U.S. market

Proprietary and scalable platform in technology and risk management driving a proven M&A playbook

Experienced management team with an entrepreneurial and client-focused culture

~\$1.5bn

Revenue '21E

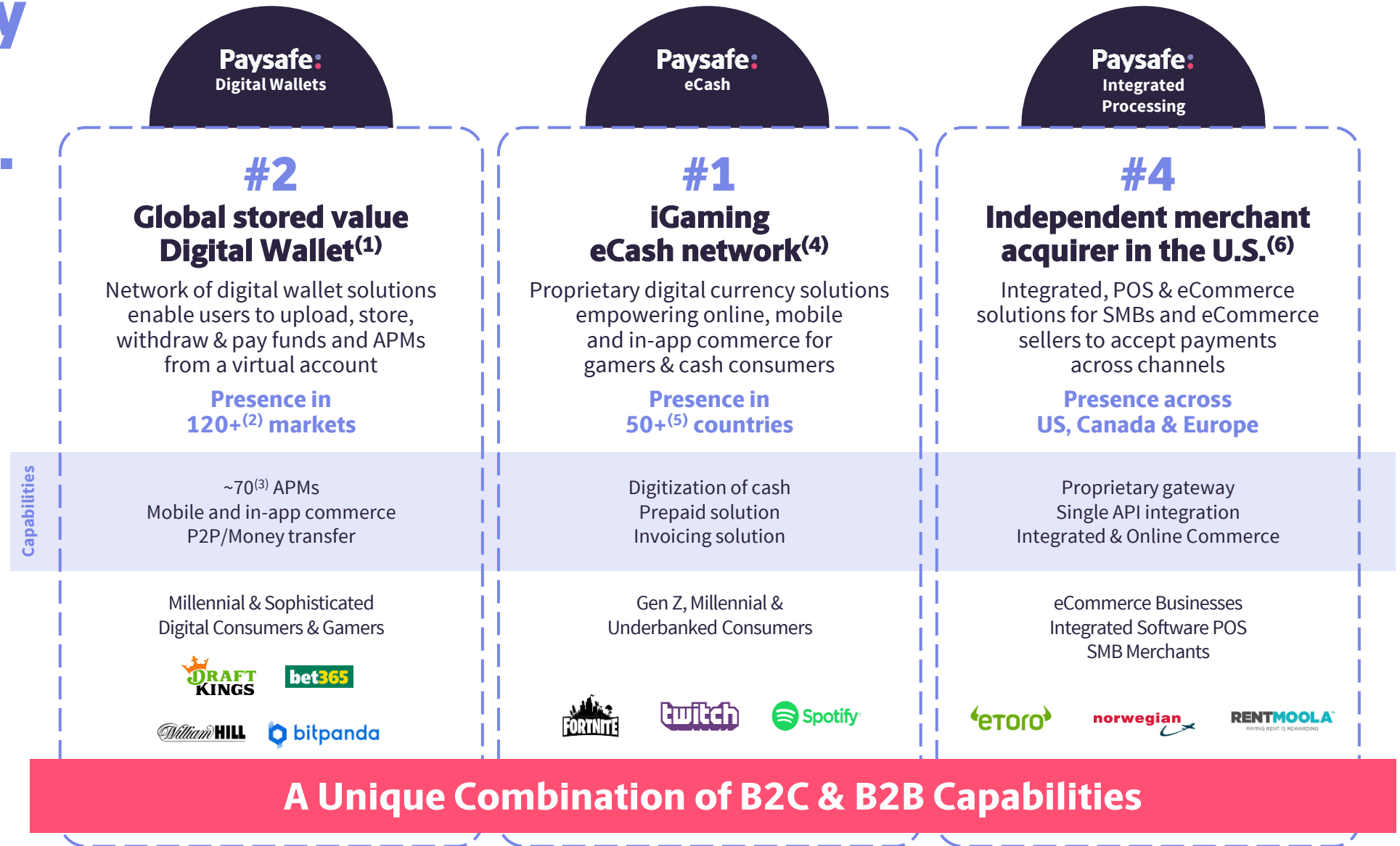
~\$105bn

Total Volume '21E

**Paysafe:**

Integrated as defined on slide 62  
2021E numbers represent midpoint of guidance

# Proprietary integrated solutions...



**Paysafe:**

Note: Online, APM, API, Integrated, POS as defined on slide 62.

(1) Derived from management analysis that excludes stored credential wallets (e.g. Apple Pay, Samsung Pay), closed loop wallets (e.g. retailer-led) and based on the 120+ markets currently served.

(2) Based on countries from which revenue was generated in FY2020A.

(3) Based on available APMs offered by Paysafe during FY2020A.

(4) Paysafe has the largest branded cash collection network with ~650k POS in 50 countries (as of December 2020).

(5) Based on countries in which paysafecard vouchers are available for purchase as of December 2020.

(6) Nilson - Top Acquirers 2019 excluding bank or bank owned acquirers.



# TODAY



## Grow

### Dev Community

- Main dev hubs in Austria, Bulgaria, India
- Cross-functional teams and Agile development
- Shifted testing left – earlier into the dev process
- Rely on DORA metrics
- Diverse technologies and delivery tools
- Multiple Data Centers



## Scale

### Build Platforms

- Develop a **product mindset** to building group platforms while allowing the business to accelerate and innovate
- **Optimise** our delivery model around platforms



## Protect

### DevSecOps

- SAST scans
- DAST scans
- SCA scans

# TOMORROW



## Grow

Modern Technology

Accelerate to **Cloud**

- Investment in CI/CD automation with Kubernetes Foundation, strategic Gitlab
- Re-platform to Microservices
- Multi-Cloud Strategy



## Scale

Focus on **Products**

Build **Platforms**

- Maintain a **product mindset** to building group platforms while allowing the business to accelerate and innovate
- Build business wide platforms focused on **payments, data, risk** and **merchant experience**



## Protect

Operational Resiliency

Advance **Infosec Capabilities**

- 20% reduction in downtime, **consolidation** of data centres, plus cloud
- Transform to an **industry leading cyber security** capability, building up our monitoring and defence systems and accelerating our response.

# Key Challenges

1

Limited ability to see end-to-end delivery process in one place at Company and Line of Business Levels

2

Low efficiency in maintenance and scaling of build infrastructure

3

Low efficiency of shift-left and security compliance

4

Basic standardization across development teams

5

Lack of common CI/CD pipeline templates and automated maintenance

6

Disconnected toolchain

7

Development insight missing on build configuration

8

Limited value stream and productivity analytics

9

Auditing and compliance data collection done across a range of different tools

# Challenges accepted

**1** Defined a score card based on Forrester Wave™: Cloud-Native Continuous Integration Tools Scorecard, Q3 2019

**2** Increase the speed of delivery

**3**

Ensure security and compliance

Tool Savings

The top vendors in the market were assessed and 5 were shortlisted

Improve development and delivery efficiency

Improve deployment, management, and use of the solution

Improve quality of code

**GitLab scored highest and with best ROI**

**“Instead of boosting the speed and agility of delivery, the current complex toolchains create bottlenecks that hamper productivity and leave open risks from code quality issues”**

– Vladimir Krumov, Principal Engineer



# Proof of Value

Standardize  
CI/CD pipelines

Work with  
CI/CD  
templates for  
legacy  
platforms and  
microservices

Reuse  
pipelines out of  
the box

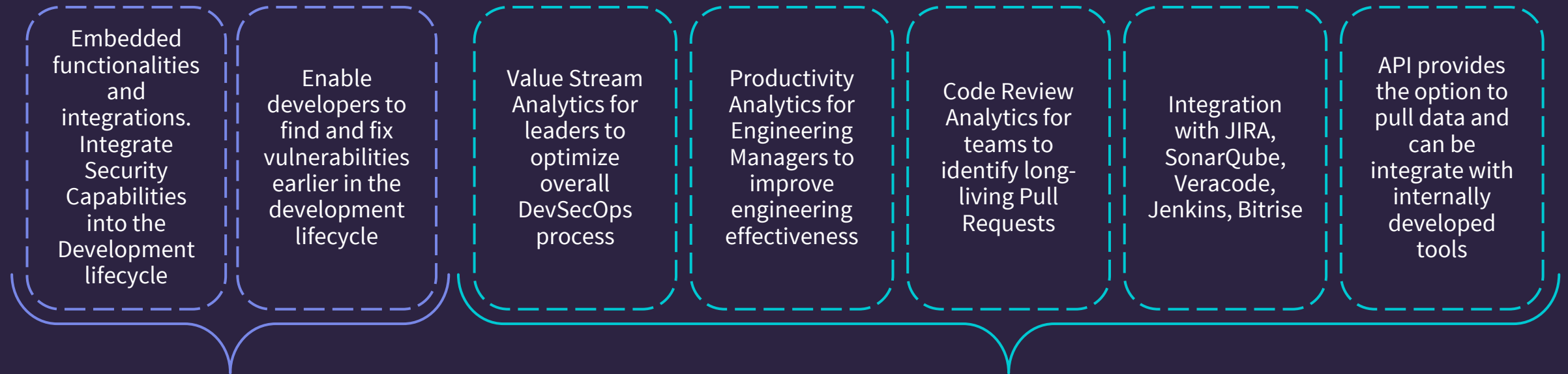
CI/CD  
automated  
maintenance  
for different  
environments -  
AWS, DCs, etc.

Embed Paysafe  
SDLC IT  
controls and  
gates in the  
CI/CD. Enable  
continuous  
improvement  
capabilities

Support  
different build  
stages  
execution on  
various  
agents/runners

**CI/CD – Configuration as a code  
& Pipeline automation**

# Proof of Value



**Shift-left  
Security**

**Analytics &  
Integrations**

***“With the PoV effort we established that with Gitlab we can build a more effective DevSecOps pipeline and easily configure a scalable and robust CI/CD workflow.”***

– Milen Tsigomarev, Principal Engineer

# Key Benefits – Short Term



**Allow engineering teams to own their builds and continuously improve the build pipelines with applied SoD principles**



**Improve Quality of Code with DevSecOps**



**Increase Audit and Compliance Checks across the group**



**Improved development and delivery efficiency, benefit from efficient configuration as a code in the cloud**

# Key Benefits – Long Term



**Respond to changing needs from the market faster. Less time to go from an idea to having novelty live in production environment**



**More satisfied employees**

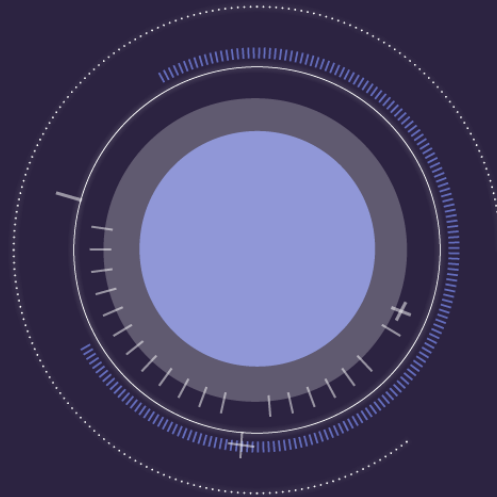


**Increase operational efficiencies**

**Paysafe:**

# Q&A

**Paysafe:**





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# Thank you!