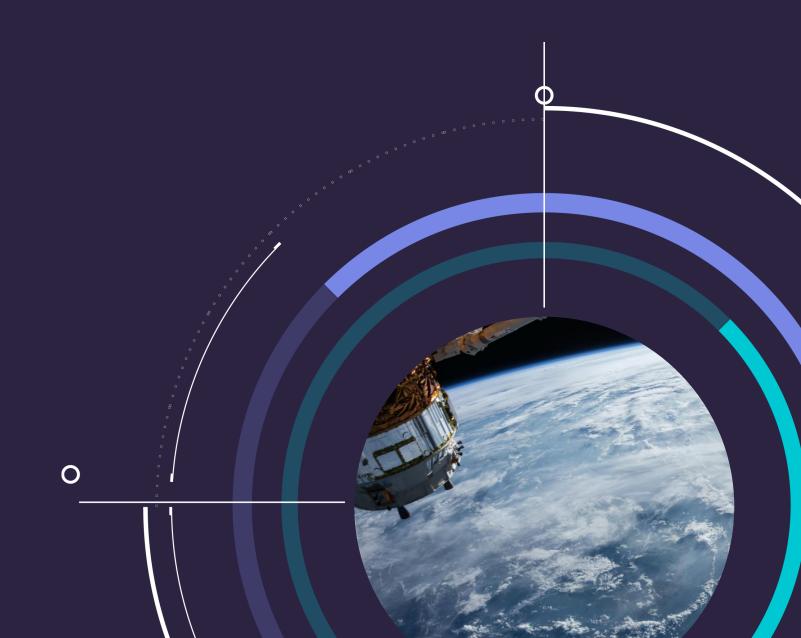
Paysafe:

In pursuit of transformation

How Paysafe is supercharging software development



A global pioneer in digital commerce

~\$**1.5**bn

Revenue '21F

~\$105bn

Total Volume '21E

Paysafe:

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

Proprietary integrated solutions...

Paysafe:
Digital Wallets

Paysafe:

eCash

Paysafe: Integrated Processing

#2

Global stored value Digital Wallet⁽¹⁾

Network of digital wallet solutions enable users to upload, store, withdraw & pay funds and APMs from a virtual account

Presence in 120+⁽²⁾ markets

~70⁽³⁾ APMs Mobile and in-app commerce P2P/Money transfer

Millennial & Sophisticated Digital Consumers & Gamers









#1

iGaming eCash network⁽⁴⁾

Proprietary digital currency solutions empowering online, mobile and in-app commerce for gamers & cash consumers

Presence in 50+⁽⁵⁾ countries

Digitization of cash Prepaid solution Invoicing solution

Gen Z, Millennial & Underbanked Consumers







#4

Independent merchant acquirer in the U.S.⁽⁶⁾

Integrated, POS & eCommerce solutions for SMBs and eCommerce sellers to accept payments across channels

Presence across US, Canada & Europe

Proprietary gateway Single API integration Integrated & Online Commerce

> eCommerce Businesses Integrated Software POS SMB Merchants







A Unique Combination of B2C & B2B Capabilities



- 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.

- 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



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



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-toend delivery process in one place at Company and Line of Business Levels

4

Basic standardization across development teams

7

Development insight missing on build configuration

2

Low efficiency in maintenance and scaling of build infrastructure

5

Lack of common CI/CD pipeline templates and automated maintenance

8

Limited value stream and productivity analytics

3

Low efficiency of shift-left and security compliance

6

Disconnected toolchain

9

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

Challenges accepted

2 Increase the speed of delivery

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

The top vendors in **Ensure security** the market were Tool and compliance Savings assessed and 5 were shortlisted Improve **Improve** deployment, **Improve** development and quality of code management, and delivery efficiency use of the solution

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

Embedded functionalities and integrations. Integrate Security Capabilities into the Development lifecycle

Enable developers to find and fix vulnerabilities earlier in the development lifecycle

Value Stream
Analytics for
leaders to
optimize
overall
DevSecOps
process

Productivity
Analytics for
Engineering
Managers to
improve
engineering
effectiveness

Code Review
Analytics for
teams to
identify longliving Pull
Requests

Integration with JIRA, SonarQube, Veracode, Jenkins, Bitrise API provides the option to pull data and can be integrate with internally developed tools

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



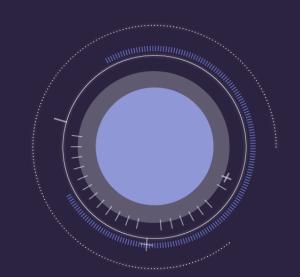
More satisfied employees



Increase operational efficiencies

Paysafe:

Q&A





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