## flywire Corporate Overview

## **Disclaimers and Forward-Looking Statements**

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical facts contained in this presentation, including statements regarding Flywire's ability to successfully implement Flywire's business plan, future results of operations and financial position, business strategy and plans and Flywire's objectives for future operations, are forward -looking statements. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "plans," "potential," "seeks," "projects," "should," "could" and "would" and similar expressions are intended to identify forward -looking statements, although not all forward -looking statements contain these identifying words. Flywire has based these forward-looking statements largely on Flywire's current expectations and projections about future events and financial trends that Flywire believes may affect Flywire's financial condition, results of operations, business strategy, short -term and long-term business operations and objectives, and financial needs. These forward -looking statements are subject to a number of risks, uncertainties and assumptions that are described in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of Flywire's Final Prospectus for its initial public offering, which is on file with the Securities and Exchange Commission (SEC) and available on the SEC's website at www.sec.gov. Additional factors may be described in those sections of Flywire's Quarterly Report on Form 10-Q for the quarter ended June 30, 2021, expected to be filed with the SEC in the third quarter of 2021. In light of these risks, uncertainties and assumptions, the forward -looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those an

In addition, projections, assumptions and estimates of the future performance of the industries in which Flywire operates and the markets it serves are inherently imprecise and subject to a high degree of uncertainty and risk. All financial projections contained in this presentation are forward -looking statements and are based on Flywire's management's assessment of such matters. It is unlikely, however, that the assumptions on which Flywire has based its projections will prove to be fully correct or that the projected figures will be attained. Flywire's actual future results may differ materially from Flywire's projections, and it makes no express or implied representation or warranty as to attainability of the results reflected in these projections. Investments in Flywire's securities involve a high degree of risk and should be regarded as speculative.

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The information in this presentation is provided only as of June 30, 2021, and Flywire undertakes no obligation to update any forward-looking statements contained in this presentation on account of new information, future events, or otherwise, except as required by law.

This presentation may include certain non-GAAP financial measures as defined by SEC rules. Flywire has provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the Appendix.

The digitization of payments is inevitable...

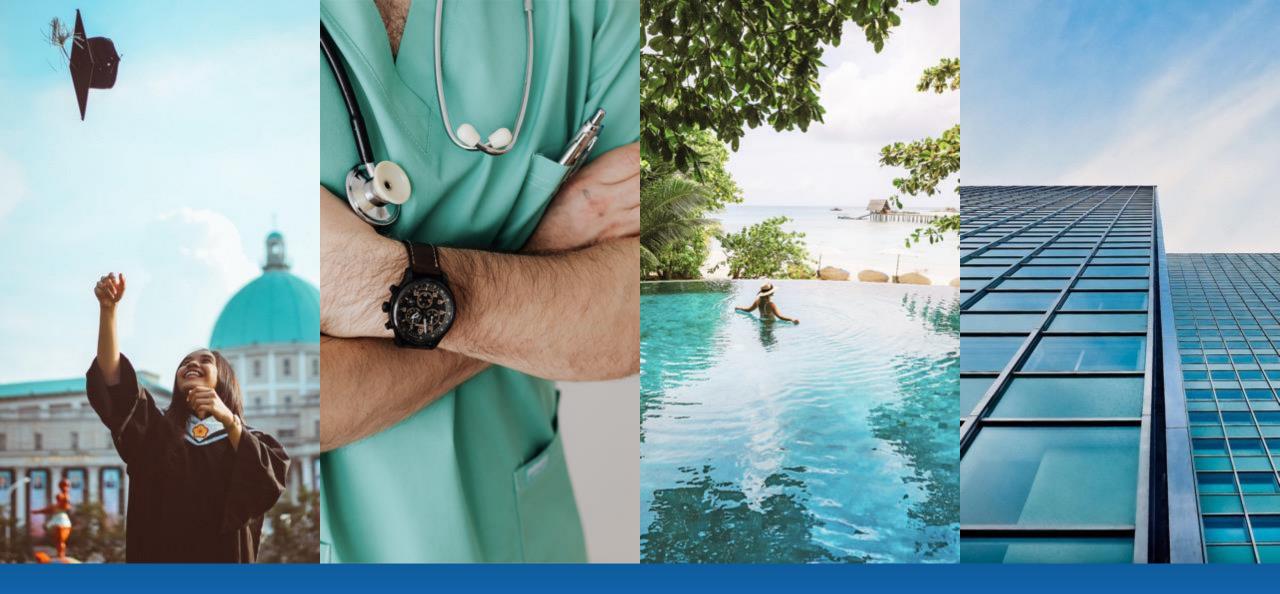
... and in some sectors it has already occurred



...but many sectors are still complex

...the next decade will see a wave of digitizing payments in key industries







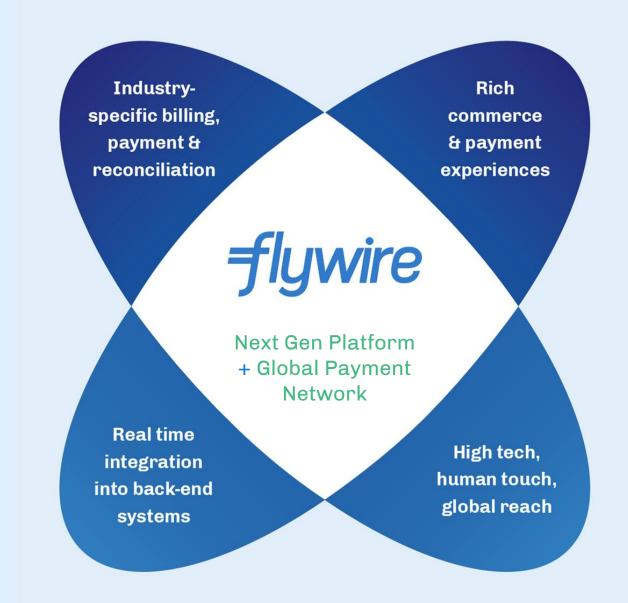
Our mission is to deliver the most important and complex payments

We help our clients get paid...

...and their customers pay with ease from anywhere in the world



## Software drives value in payments



### High-stakes, high-value payments in large markets



## Education \$660B TAM<sup>1</sup>

>2,000 institutions

>1.6M students globally











## Healthcare \$500B TAM<sup>2</sup>

>80 healthcare systems

4/top 10 US health systems ranked by hospital size









## **Travel** ~\$530B TAM<sup>3</sup>

Large travel operators/











## **B2B Payments** \$10T TAM<sup>4</sup>

Unique network of assets to support B2B







## Legacy payment processes yield limited results

## Poor & Limited Payment Experiences



Limited experiences



Missing payment options

**???**No tracking/support

## Inflexible Systems Integration



Inaccessible data



Legacy and disparate



#### Operational Burden



Manual reconciliation & inaccuracy



Lack of visibility & payment delays



### Payment Ecosystem Complexity



Many providers



Regulatory compliance



Security/PCI

## Flywire delivers superior and simple experiences

Single source solution

Great payment experiences

Powerful software & deep integration

Proprietary
Payment Network



✓ One provider for pricing, solution, and support



√ Happy customers and higher payments yield





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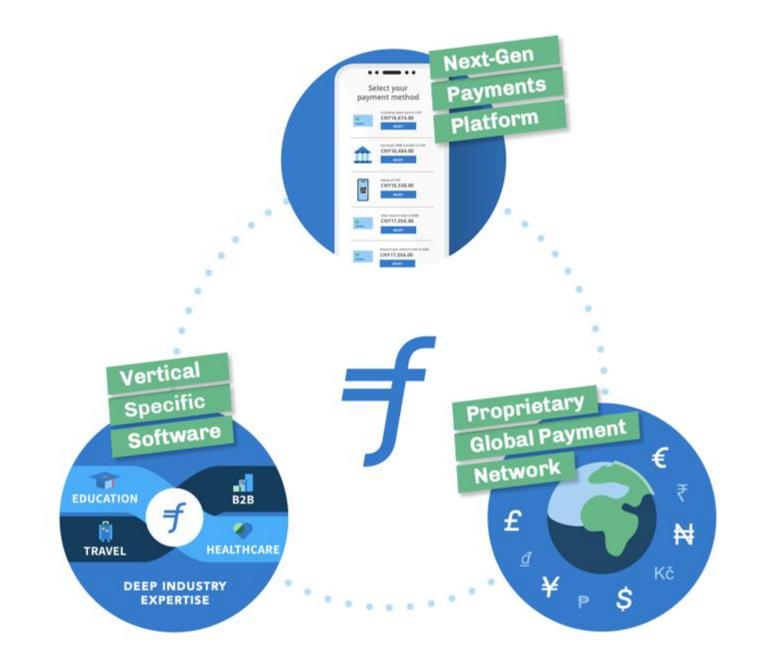


✓ Proven integrations in complex environments

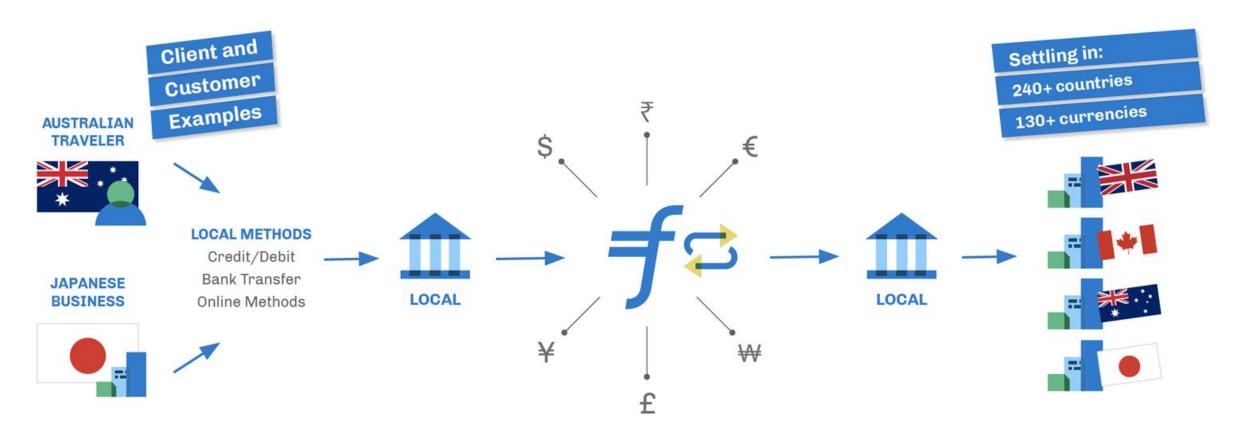


✓ Domestic and international payments solved

# How our Flywire Advantage works

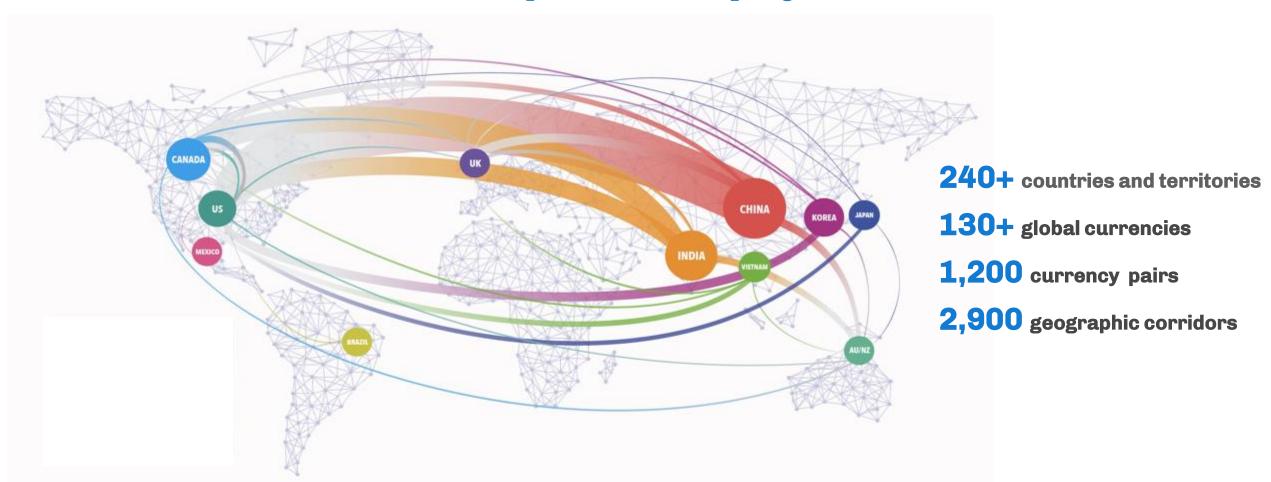


## Our next-gen payments platform supports the entire lifecycle of a cross-border or domestic transaction



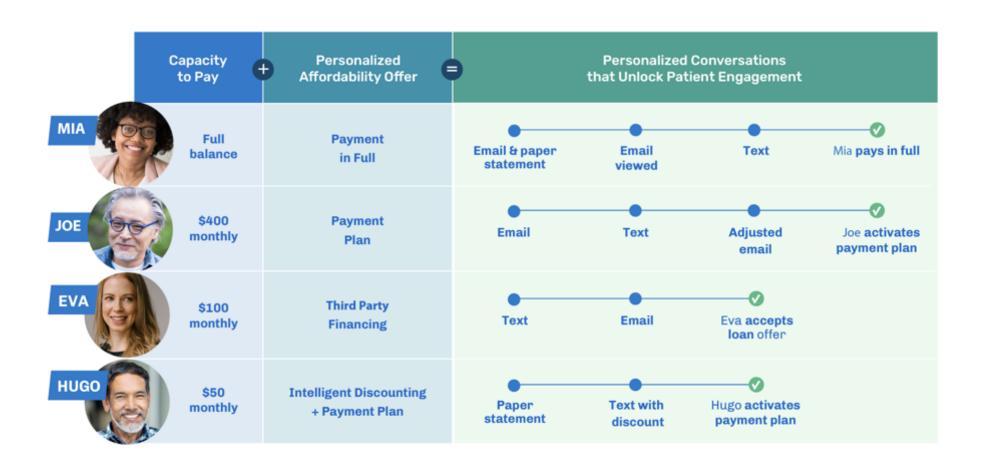
API and Embedded Solutions | Enhanced Invoicing and Reconciliation Tools | End-to-End Processing Recurring, Plan & Split Payment Options | Single Sign-on & Checkout | PCI/Security

## Our proprietary global payment network provides clients with a unique set of payment methods



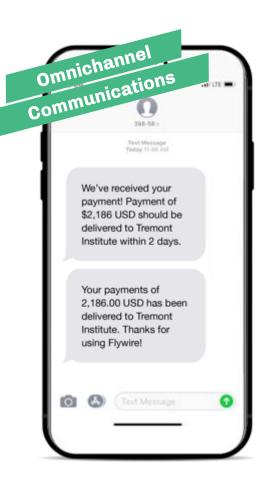
Choice of Local Payment Methods | Domestic and International Optimized Transaction Routing | Global Settlement

## We go beyond payments with vertical-specific software backed by deep industry expertise

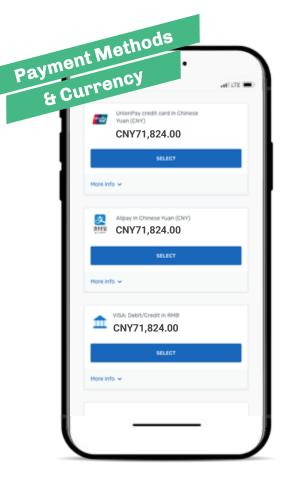


Personalized engagement with interactive customer experience

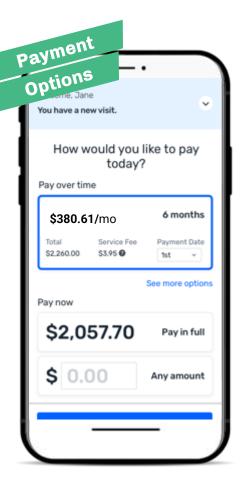
## A radically improved customer experience



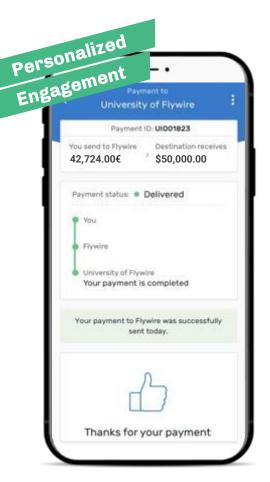
SMS, Chat, Email, Text, Phone



Bank transfer, credit/ debit, cards, APMs



Payment plans, Auto-pay, advanced scheduling



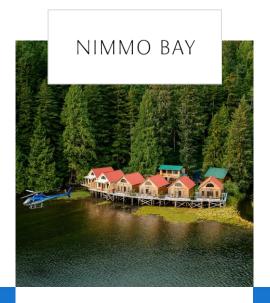
Real-time updates, notifications, & confirmations

#### **Client stories**

#### Building long-term trusted partnerships to help our clients grow their organizations









+4x
Increase in payment plans<sup>1</sup>

+70%
Increase in self service collections<sup>2</sup>

+ 25% time saved per week managing payments<sup>1</sup> up to 50% saved on fees and credit card transactions<sup>1</sup>

## **Flywire** Advantage fuels a powerful & accelerating flywheel







More

**Products** 



**More Clients** 

& More Clients'

**Customers** 



Broader Footprint

# Benefits of our flywheel are visible in our client metrics

400+

New clients added in 2020

**118%** 

Dollar-based net retention rate<sup>1</sup>

64

NPS score<sup>2</sup>

**97%** 

Client retention<sup>2</sup>

1.Three-year average 2018 - 2020 2.Year ended 31-Dec-2020.

### We have multiple strategies for continued growth



118%

Three-year average dollar-based net retention rate



400+

New clients added in 2020



Grow with new clients

Bank of America.





Expand our ecosystem through channel partnerships

300+

Travel / B2B new clients and growing



Expand to new industries & geographies & products

Pursue
strategic & valueenhancing
acquisitions

#### Our go-to-market approach

Direct Sales



Local and Regional Reach



Vertical Specific Expertise



Domain-Experienced
Relationship
Management



Digital
Marketing
Capabilities



Trusted Brand

**Channel Partners** 





Payments Partners





global collaboration



authenticity



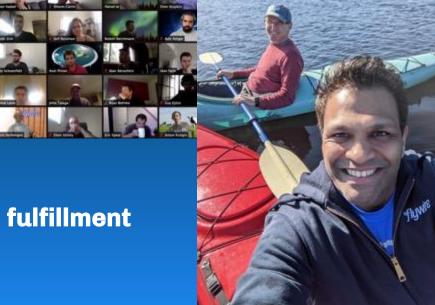




ambitious innovation



550+ FlyMates representing 40+ nationalities share the same values



execution



evolved learning









## Why Flywire?

High-stakes, high-value global & local payments Robust business model with sticky client relationships

Extensible solution across global & local industries & markets

Innovation
mindset &
execution-driven
culture