



# Investor Presentation

August 2023



# Disclosures

This presentation includes forward-looking statements that involve risks and uncertainties. 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 Annual Report on Form 10-K for the year ended December 31, 2022 and Quarterly Report on Form 10-Q for the quarter ended June 30, 2023, which are on file with the Securities and Exchange Commission (SEC) and available on the SEC's website at [www.sec.gov](http://www.sec.gov). 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 anticipated or implied in the forward-looking statements. You should not rely upon forward-looking statements as predictions of future events or performance.

In addition, projections, assumptions and estimates of the future performance and market opportunity 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 estimates of future market opportunity 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. Actual future results may differ materially from Flywire's projections, and it makes no express or implied representation or warranty as to the growth of these markets reflected in these projections. Investments in Flywire's securities involve a high degree of risk and should be regarded as speculative.

Certain information contained in this presentation relates to or is based on studies, publications, surveys and other data obtained from third-party sources and Flywire's own internal estimates and research. While Flywire believes these third-party sources to be reliable as of the date of this presentation, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of any information obtained from third-party sources. In addition, all of the market data included in this presentation involves a number of assumptions and limitations, and there can be no guarantee as to the accuracy or reliability of such assumptions. Finally, while Flywire believes its own internal research is reliable, such research has not been verified by any independent source.

The information in this presentation is provided only as of August 9, 2023, 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 contains 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.



**f** Our mission is to deliver the most important and complex payments

**10+**

**Years to Build Payment  
Network**

**1,000+**

**Global FlyMates**

**3,500+**

**Global Flywire clients**



**\$26M**

**2Q 2023 LTM  
Adj. EBITDA<sup>1</sup>**

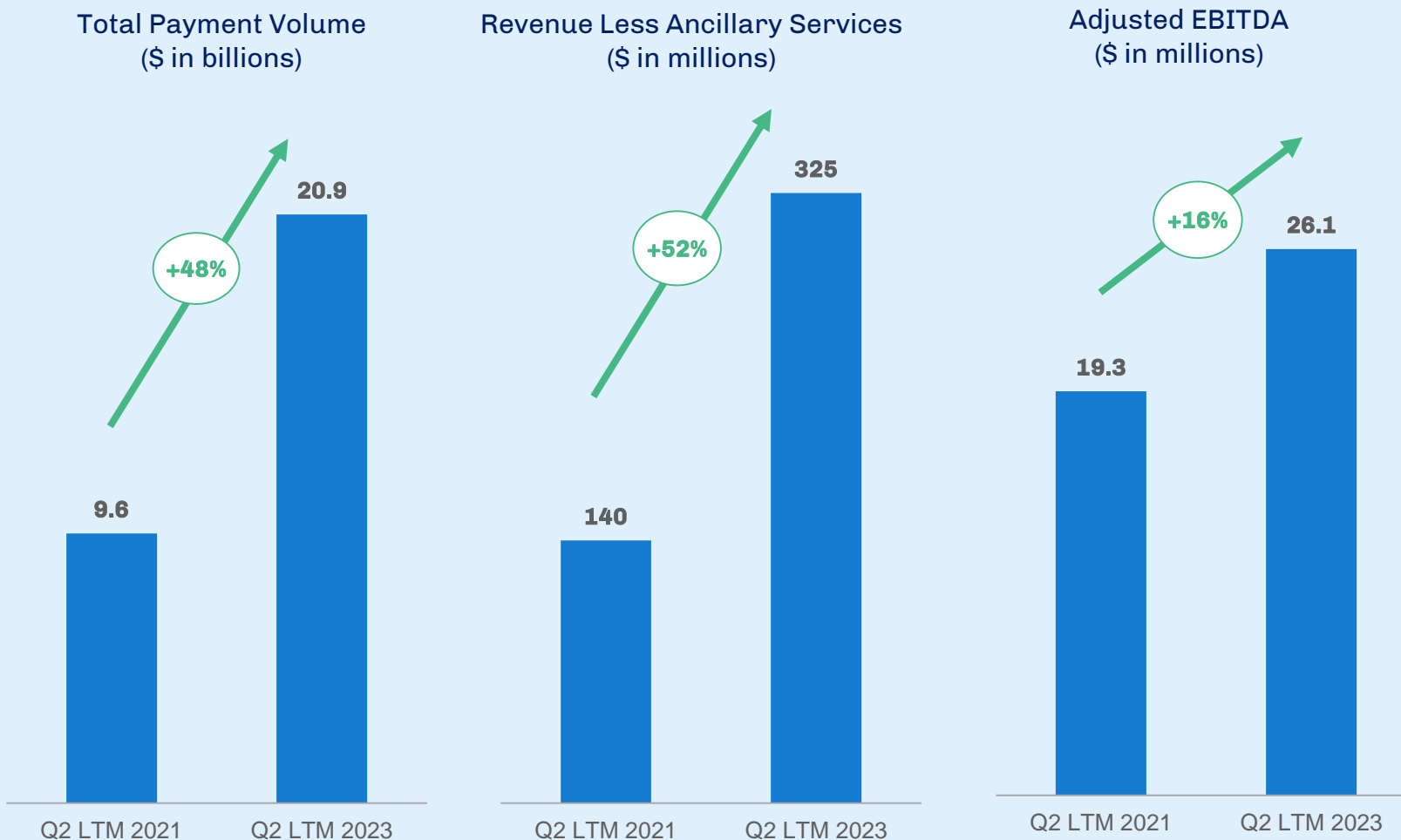
**\$325M**

**2Q 2023 LTM  
Revenue Less Ancillary Services<sup>1</sup>**

**\$20.9B**

**2Q 2023 LTM  
Total Payment Volume**

# Strong momentum since IPO



## Enhanced proposition

- ✓ Across more than 40 geographies
- ✓ Over 80 ecosystem integrations

## Strong client wins

- ✓ 1,200+ new clients added since Q2 2021
- ✓ 165+ new clients in Q2 2023

## Strategic acquisitions

- ✓ Closed acquisition of WPM in December 2021
- ✓ Closed acquisition of CohortGo in July 2022

# Our strategy

**1** Strong “North Star” Thesis

**Software drives value in payments**



**2** Differentiated Core Assets

**The Flywire Advantage**



**3** Vertical Expertise in Big Markets

**Deep vertical expertise**



# Servicing verticals with substantial TAMs...



**\$11.7 TN TAM**



**EDU TAM**

**\$660BN (1)**



**Healthcare TAM**

**\$500BN (1)**



**Travel TAM**

**\$530BN (1)**



**B2B TAM**

**\$10TN (1)**

# ...with strong secular trends underpinning growth



## Strong & resilient sectors



**EDU TAM**

**7.4%  
Annual Growth**

**Of international student market <sup>(1)</sup>**

*Driven by*

Higher ed student count expected to increase from 220M in 2021 to 390M by 2030 <sup>(1)</sup>



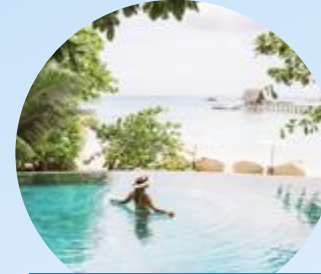
**Healthcare TAM**

**4.6%  
Annual Growth**

**Out of pocket healthcare expenses <sup>(2)</sup>**

*Driven by*

5.1% increase expected in total healthcare expenditures <sup>(2)</sup>



**Travel TAM**

**7.9%  
Annual Growth**

**Of luxury travel market <sup>(3)</sup>**

*Driven by*

International tourists expected to increase from 1.4BN in 2019 to 1.8BN in 2030 <sup>(3)</sup>



**B2B TAM**

**20.4%  
Annual Growth**

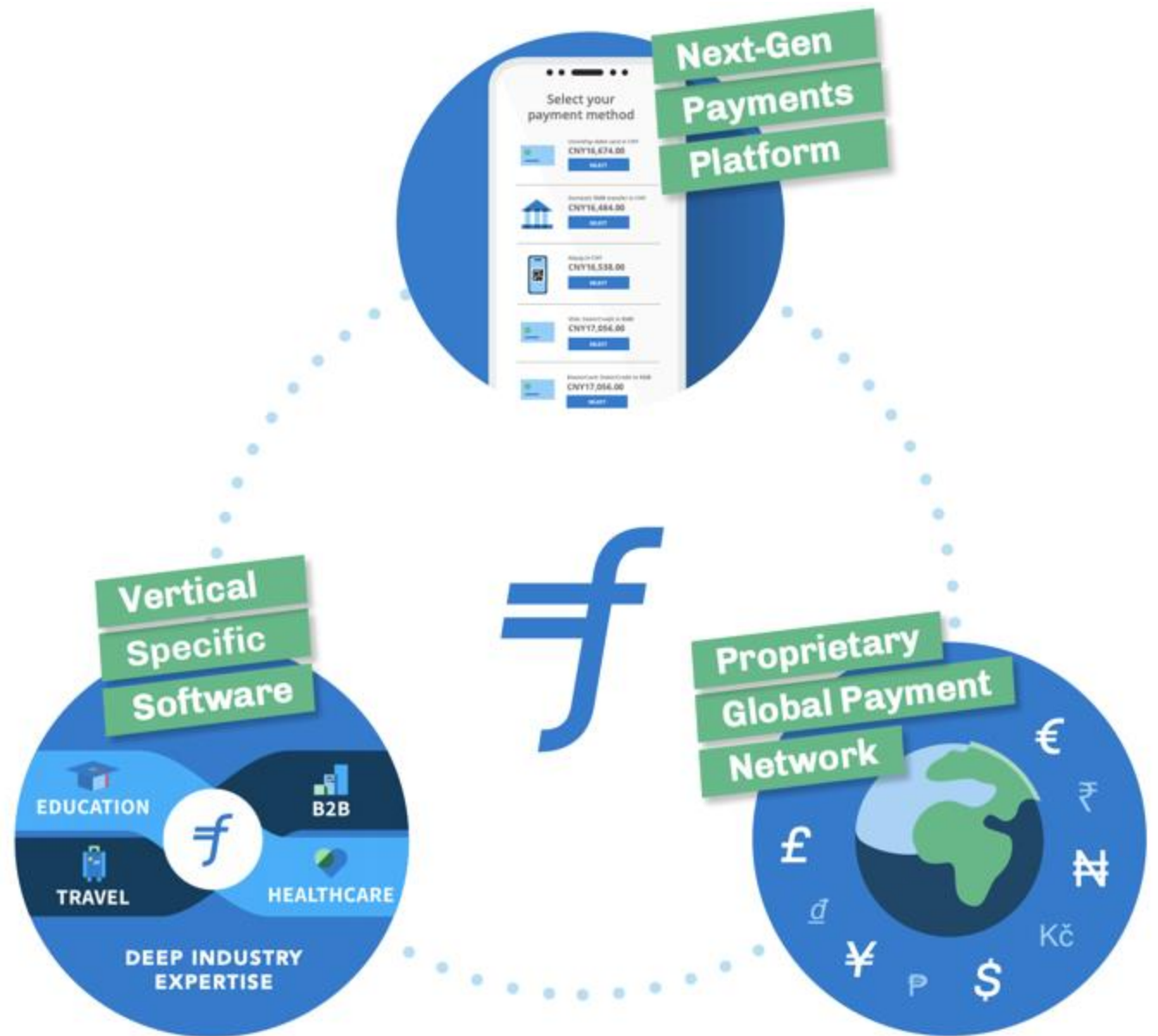
**Of global e-invoicing <sup>(4)</sup>**

*Driven by*

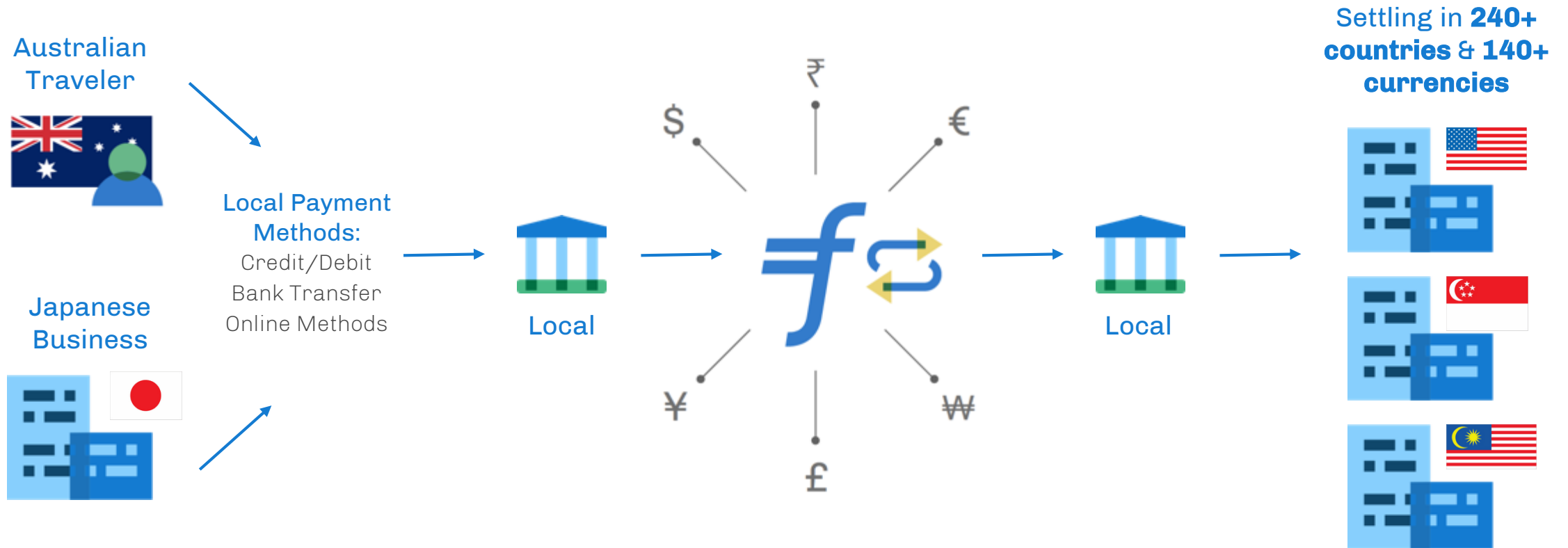
>80% firms expected to move towards electronic payment methods <sup>(4)</sup>



# How our Flywire Advantage works

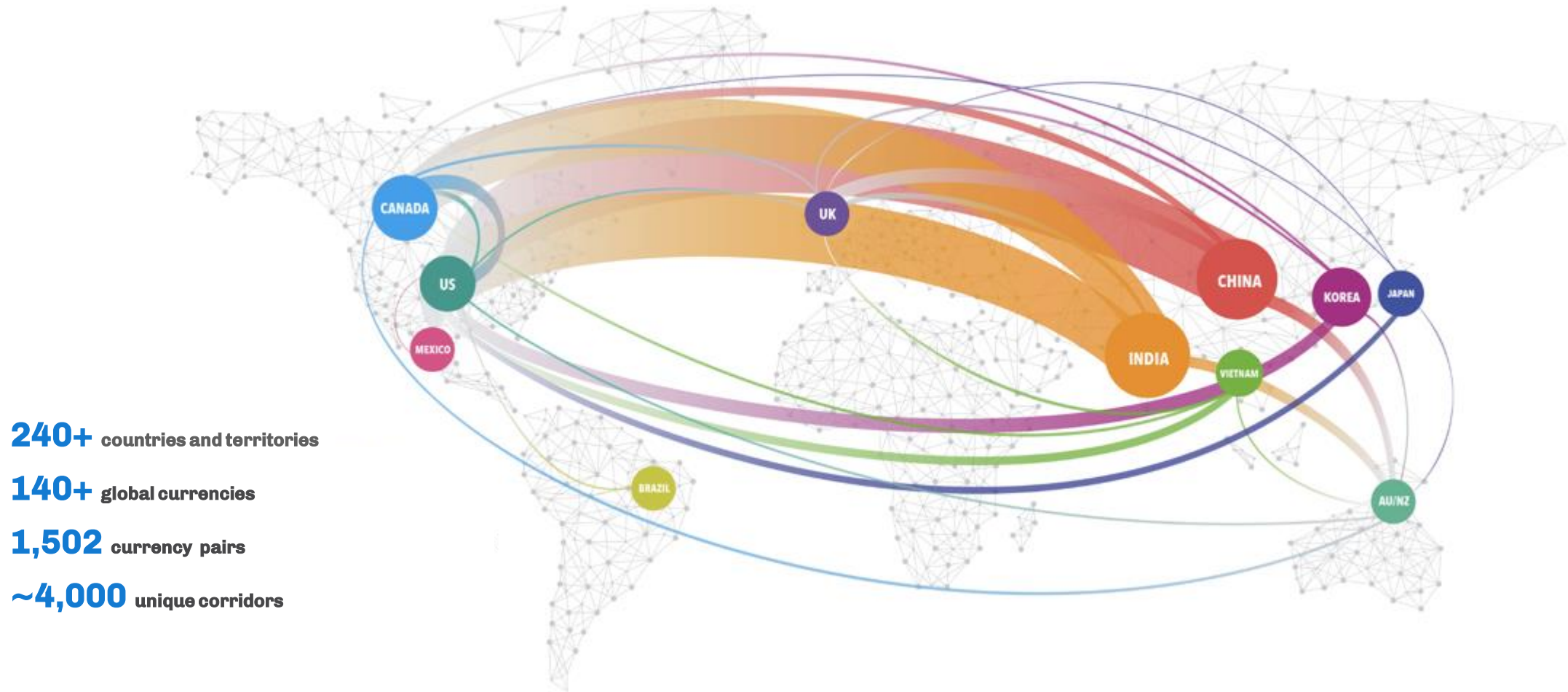


# Our next-gen payments platform supports the entire lifecycle of a cross-border transaction

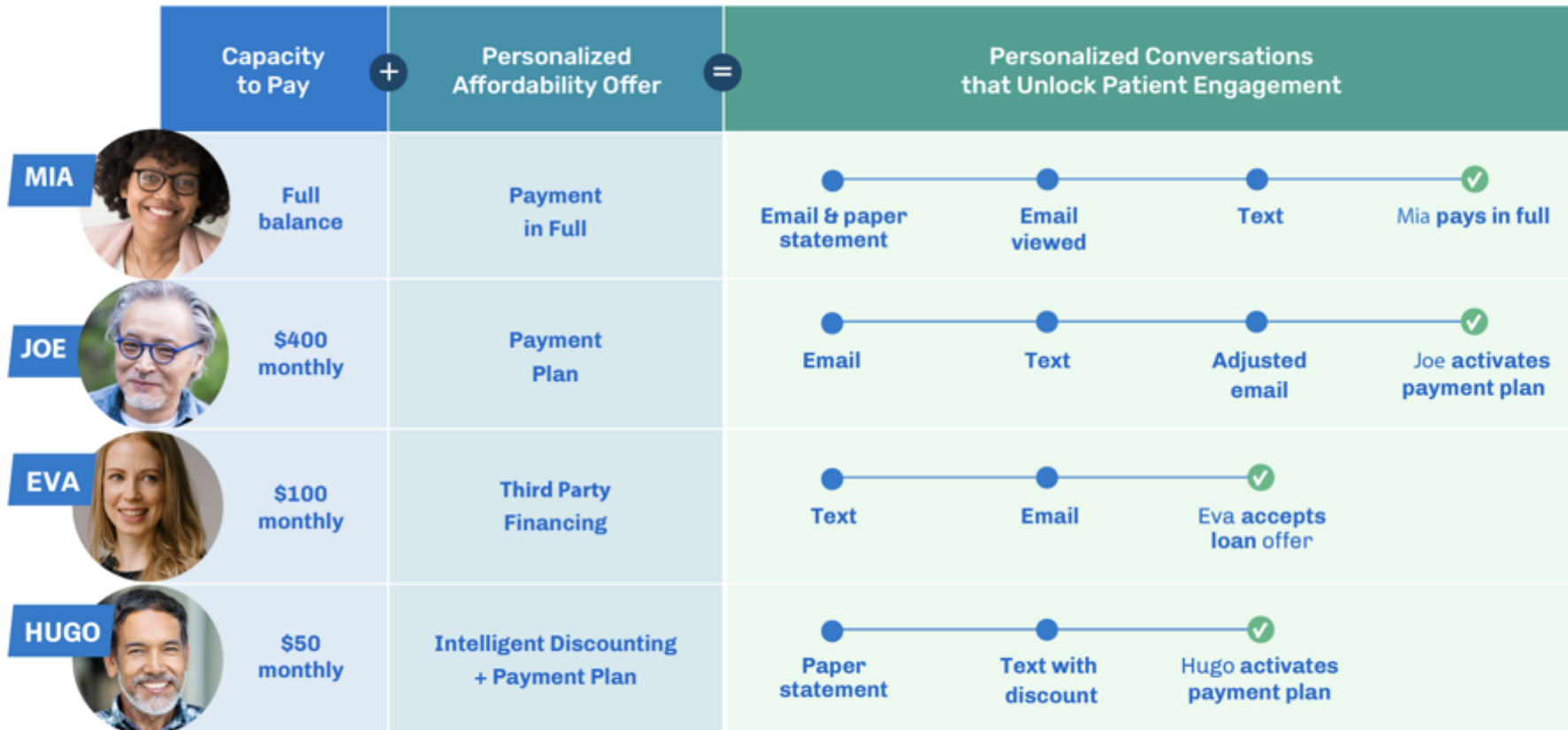


API and Embedded Solutions | Enhanced Invoicing and Reconciliation Tools | End-to-End Processing  
Recurring, Plan & Split Payment Options | Single Sign-on & Checkout | PCI/Security

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

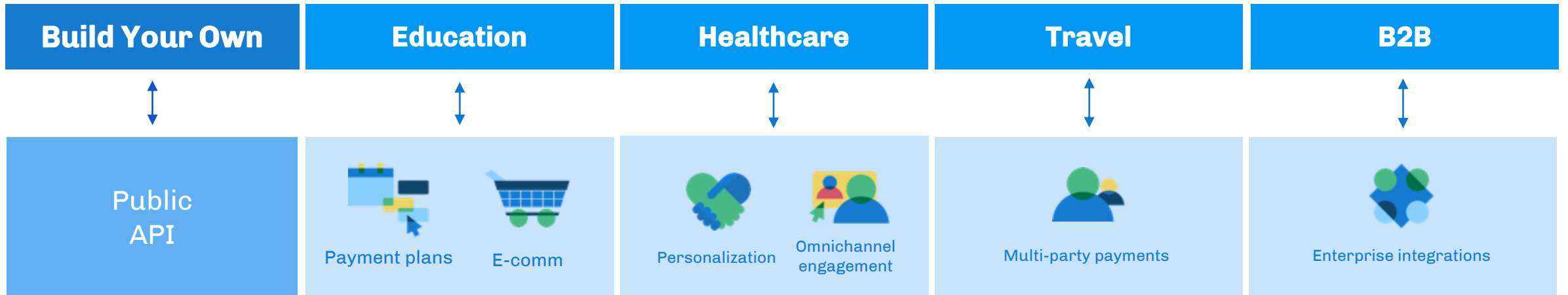


# We go beyond payments with vertical-specific software backed by deep industry expertise



**Personalized engagement with interactive customer experience**

# Powerful platform designed to solve complex payment flows



**Flywire Payments as a Service (PaaS):** *Stands Independently to Deliver Core Payments Infrastructure*



# Why we win at *flywire*

\*Figures as of May 19, 2022



## Education

### Trusted

Brand with deep bench of industry experts

**2,000**

Institutions and millions of students served

**350+**

Global Education Agent organizations use and refer Flywire to students



## Healthcare

### Innovative

Approach to patient financial experiences

**15%**

Increase in net collections for our clients

**20+**

Deep integrations with EHRs to augment workflows



## Travel

### Modernizing

The experience for DMCs, accommodations, and operators

**Up to 50%**

Time saved on processing guest payments

**Up to \$100K**

Monthly savings per client



## B2B

### A/R Focus

Single-source solution for international and domestic payments

**45%**

Reduction in payment processing costs

**62%**

Reduction in AR costs for year 1 by switching to an all-in-one AR approach

# Expanding the Flywire Advantage

**Yesterday**

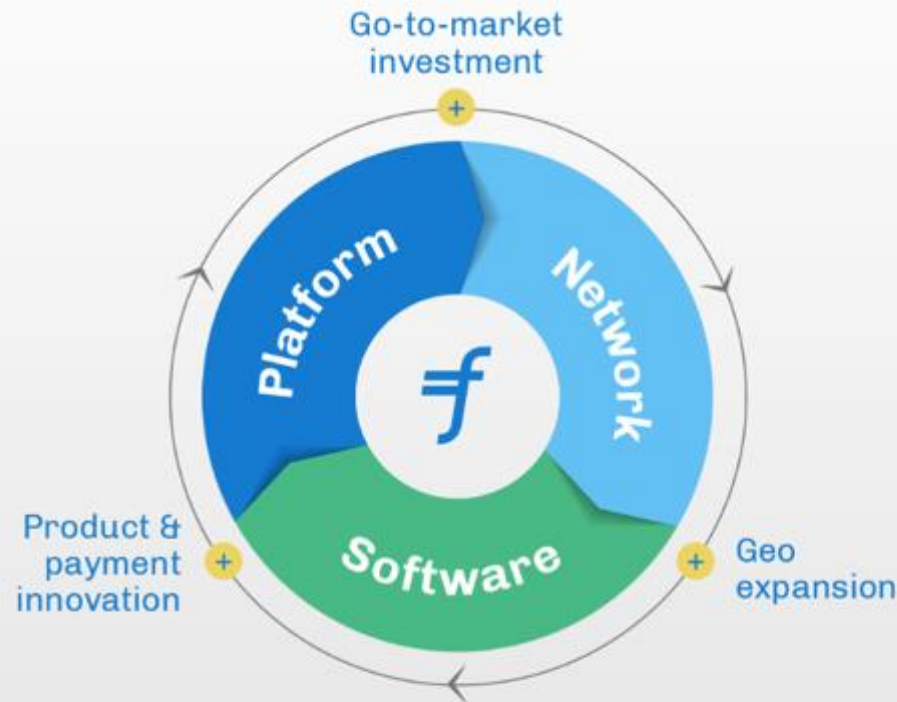
*Built Flywire Advantage*

**Today**

*Driving Global Scale*

**Tomorrow**

*Powering Vertical Ecosystems*



# Growth strategies



Grow with existing clients

---

**124%**

2022 average annual dollar-based net retention rate



Grow with new clients

---

**165+**

New clients in Q2 2023



Expand our ecosystem through channel partnerships

---

 ellucian.

 ascensus®  finvi  
 adapt IT

 TRIBAL  DISCO



Expand to new industries, geographies & products

---

 Tencent

 pix  Interac

 HDFC BANK



Pursue strategic & value-enhancing acquisitions

---

 COHORT *Go*

 WPM  
EDUCATION

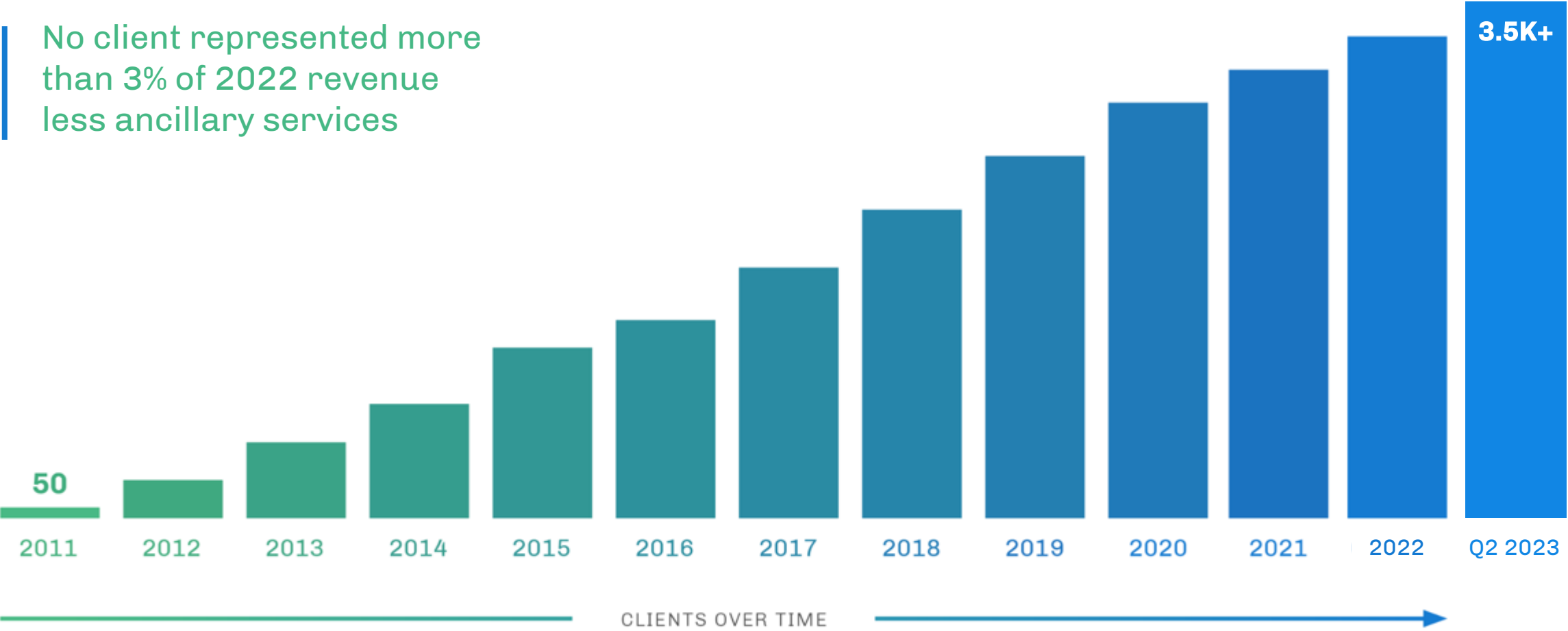


# Drivers of NRR to grow with existing clients

NRR Drivers	Illustrative Example
<b>Functional / Departmental Expansion</b>	 <p>Expanded relationship with CommonSpirit Health, with first go-live with a Dignity Health facility (a recent acquisition of CSH). CommonSpirit operates 140 hospitals and more than 1,500 care sites across 21 states.</p>
<b>Geographic Expansion</b>	 <p>Expand from Nordic Visitor subsidiary into Travel Connect. Travel Connect owns six luxury travel brands, which includes five destination management companies and one accommodation provider.</p>
<b>New Product Adoption</b>	 <p>Expanding with full-suite Comprehensive Receivable Solution, after previously using cross-border payment solutions</p>
<b>Ecosystem Expansion</b>	 <p>Adopted 529 disbursement processing solution, helping the university reduce time and resources spent on paper check processing.</p>
<b>Payment Network Expansion</b>	 <p>Added payments processing corridors connecting Mexico &amp; Nepal</p>
<b>Global Mobility</b>	 <p>Secular tailwinds of rising education tuitions &amp; globalization</p>

# Steady and diversified client growth

Growth with new clients



# Adding new clients

## Education



## Travel



## Healthcare



## B2B



Expand ecosystem  
through channel  
partnerships

# DISCO + flywire

## Channel Partner Overview

- Headquartered in Tokyo, DISCO is one of the leading student application solutions for the National / Public university system in Japan, providing more than 1,000 universities, colleges and vocational schools with a variety of services from student recruitment and marketing, to professional training and consulting

## Flywire Relationship

- As the exclusive international payments partner for DISCO, Flywire integrates directly into DISCO's e-apply system, which streamlines the application and enrollment payment experience for international students, and improves operational efficiencies for university administrators
- DISCO clients wanted to provide students with more payment options, and were looking for ways to reduce the manual reconciliation process for administrators

**Flywire stood out not only for its powerful payment technology and seamless integration, but also for its knowledge of the Japanese higher education sector. Flywire's innovative payment processing combined with our additional services will enhance the payment experience for our customers and their students.**

**DISCO** Masaro Niidome  
*President*



## Overview

- Global software leader in digital insights and research technology
- Founded in 1998 with 18 global offices
- Over 3,200 companies use Cint to gather consumer insights

## Flywire Solution Implemented

Flywire is contracted exclusively for all cross-border payments coming into Cint's global business lines. Flywire's solution is seamlessly integrated with Netsuite and YayPay



What I love about the Flywire platform is that it is very easy to use and comprehensive. You are able to see your payments quickly, and there's so much detail provided. That is a major gain when you are doing cash application and trying to get details on a client quickly. It's very efficient. And the customer service has been great, very responsive.



**Chelsea Holmes**  
*Treasury Department*

# Successful track record of accretive M&A



*We will be able to automate reconciliation of bank transfers without needing internal IT resources.*

*We need to move to Flywire ASAP.*

\$30BN of TAM  
in education in UK

Regional &  
geographic expertise

Unique combination of  
payments & software

Ability to drive upsell

**Education agents in Flywire's existing network have paid 1,100+ non-client institutions**

**75% of international students placed through agents in Australia; 1M+ students globally**

**Consolidated front end infrastructure for seamless agent experience**

**Added additional payer services capabilities through health insurance offering**

# Financial highlights

- 1 Excellent financial performance with strong financial outlook
- 2 Increasingly global and diversified revenue
- 3 Steady client growth with high retention
- 4 Excellent unit economics
- 5 Solid Adjusted EBITDA generation
- 6 Disciplined investment approach driving shareholder value

# Our revenue model

## 84%

Transaction revenue

- Payment processing fees
- % of transaction value tied to payment method

Based on Total Revenue Less Ancillary Services for Q2 2023. See Appendix for reconciliation to GAAP.

## 16%

Platform & usage revenue

- Core platform fees
- Invoicing & payment plans
- Subscription fees

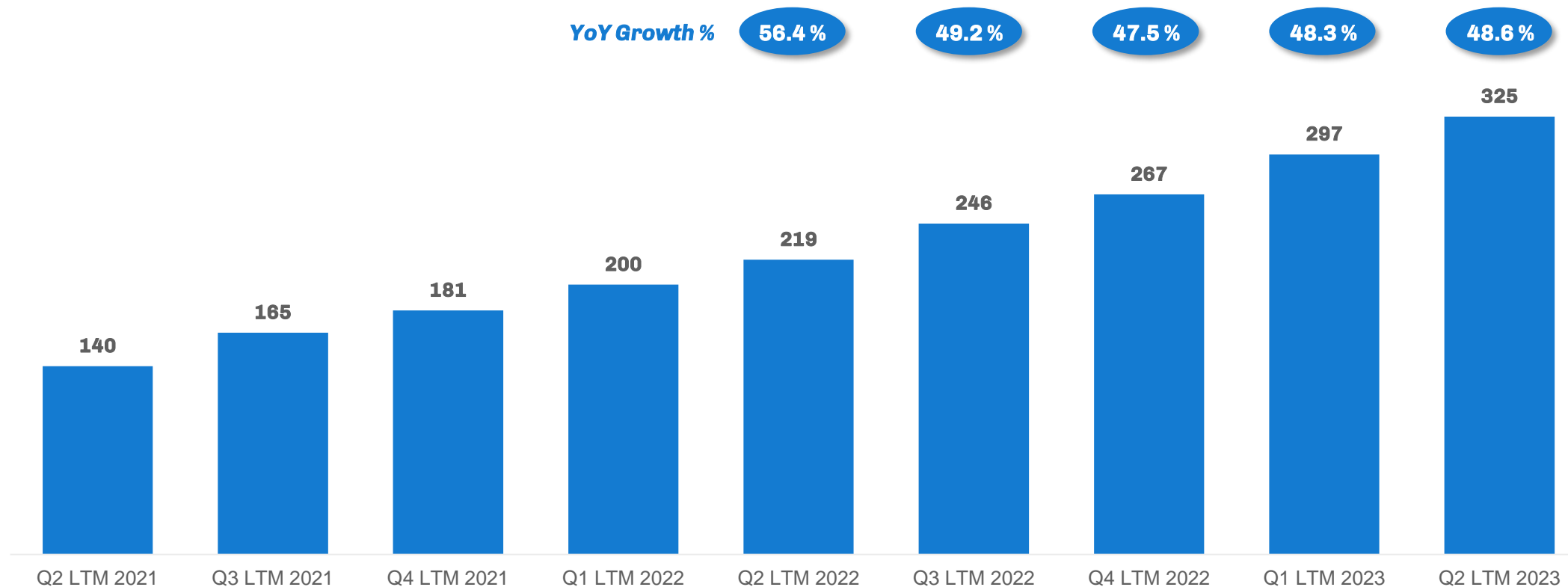
Based on Total Revenue Less Ancillary Services for Q2 2023. See Appendix for reconciliation to GAAP.





# Strong track record growing revenues & adj. EBITDA

## Revenue Less Ancillary Services (\$ in millions)



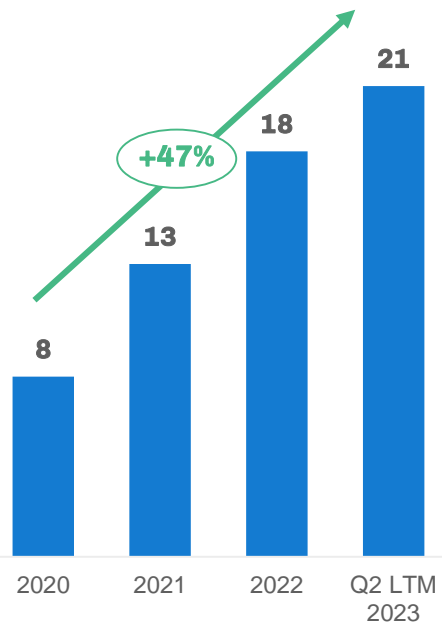
## Adjusted EBITDA (\$ in millions)



# With broad financial performance improvement over time

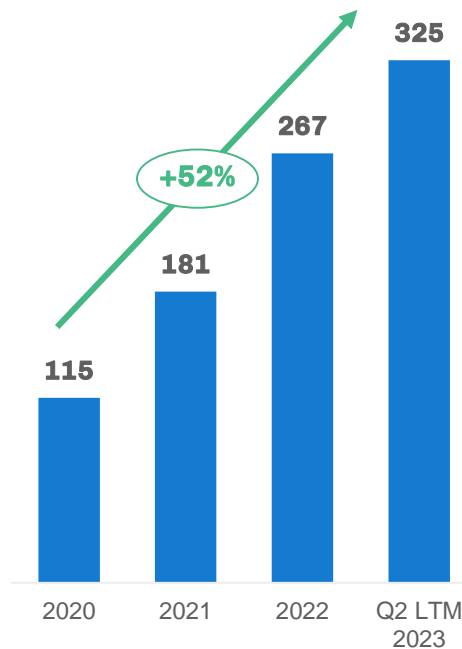
## Total Payment Volume

USD Billions



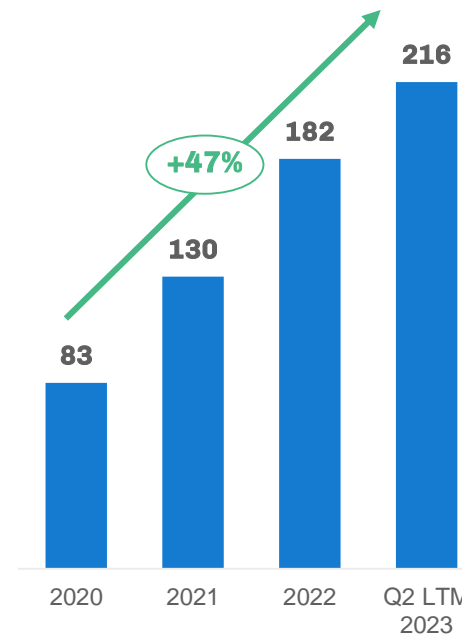
## Revenue Less Ancillary Services

USD Millions



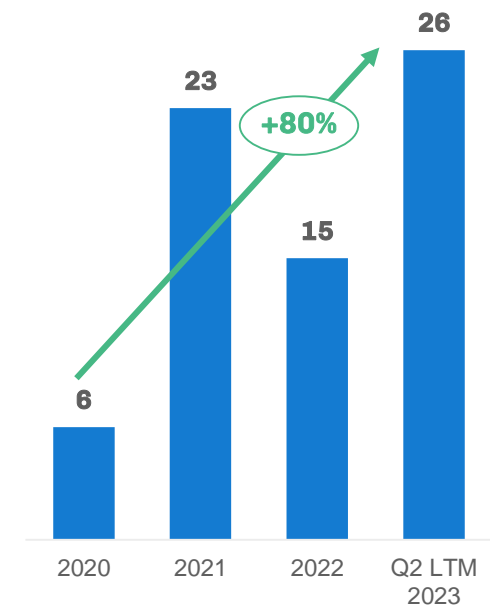
## Adjusted Gross Profit

USD Millions



## Adjusted EBITDA

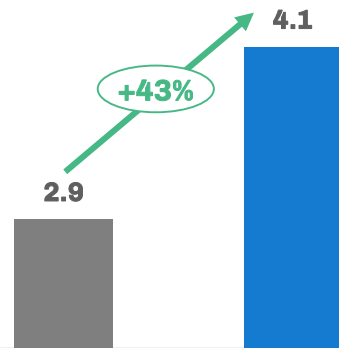
USD Millions



# With continued momentum in Q2 2023

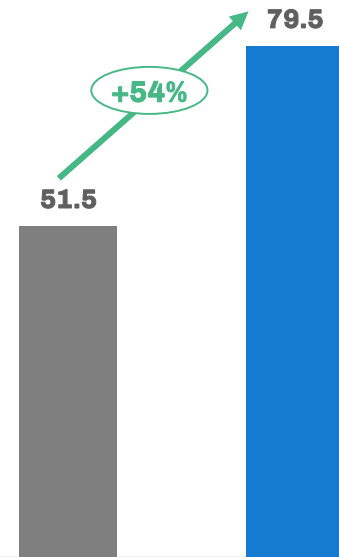
## Total Payment Volume

USD Billions



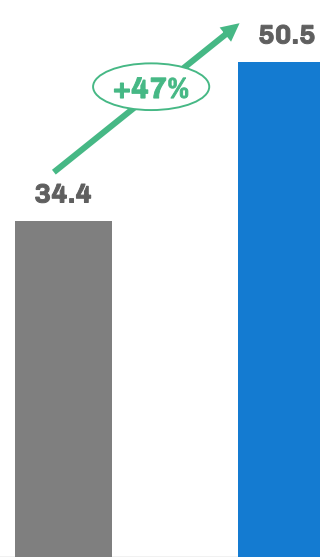
## Revenue Less Ancillary Services

USD Millions



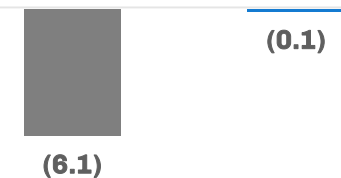
## Adjusted Gross Profit

USD Millions



## Adjusted EBITDA

USD Millions



■ Q2 2022

■ Q2 2023

# Why Flywire

Platform, network and software built for scale and innovation for decades to come

Excellent financial performance with strong financial outlook

Substantial TAMs with plenty of room to run

Disciplined investment approach driving shareholder value





*flywire*

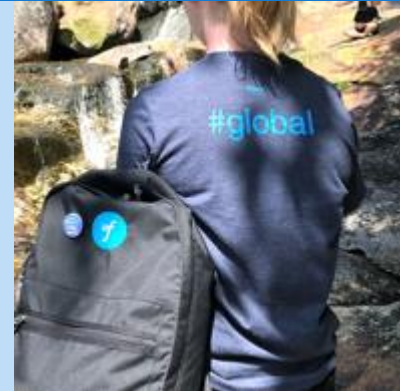
Appendix

# ESG at Flywire



## Affordability & Accessibility

Through our software and payments technology, we provide payers a fast, easy way to pay, completely tailored to their payment method preference and on a schedule that fits their budget



## Social Impact & Community Engagement

Flywire has long been committed to giving back to the communities we serve. Our Foundation continues to provide academic scholarships to international students in need, and our FlyMates devote thousands of hours per year to volunteering



## Equity, Inclusion & Diversity

Our global team of FlyMates represent nearly 40 nationalities and more than 35 spoken languages. We believe that to cultivate inclusion & belonging, we need to shift focus from diversity to putting *equity* first.



## Data Privacy, Security, Compliance & Ethics

We're committed to ethical and compliant business practices and good corporate governance for the long-term success of our company and stakeholders. The Nominating and Corporate Governance Committee has oversight of ESG, with Co-Executive sponsors



## Career Development & Training

We provide FlyMates opportunities to both enrich their careers and grow and evolve as individuals, at every step of their journey. Our FlyMates spent ~2,900 hours on learning & development in 2022



## Environmental Sustainability

We're committed to reducing carbon-intensive activities and improving our overall energy efficiencies, and completed our first GHG inventory in 2022

# Revenue Less Ancillary Services at Constant Currency\*

## Revenue Less Ancillary Services at Constant Currency:

	Three Months Ended June 30,			Six Months Ended June 30,		
	2023	2022	Growth Rate	2023	2022	Growth Rate
Revenue	\$ 84.9	\$ 56.5	50.3%	\$ 179.2	\$ 121.1	48.0%
Ancillary services	(5.4)	(5.0)		(10.7)	(10.4)	
Revenue Less Ancillary Services	79.5	51.5	54.4%	168.5	110.7	52.2%
Effects of foreign currency rate fluctuations	1.2	—		5.1	—	
Revenue Less Ancillary Services at Constant Currency	\$ 80.7	\$ 51.5	56.7%	\$ 173.6	\$ 110.7	56.8%

**\*Revenue less ancillary services at constant currency:** Revenue less ancillary services at constant currency is adjusted for the impact of foreign currency rate fluctuations. This measure helps provide insight on comparable revenue growth by removing the effect of changes in foreign currency exchange rates year-over-year. Foreign currency exchange impact in the current period is calculated using prior period monthly average exchange rates applied to the current period foreign currency amounts.



# Revenue Less Ancillary Services & Adjusted Gross Margin Reconciliations \*

## Reconciliation of Non-GAAP Financial Measures

(Amounts in millions)

### Modified Methodology

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Revenue	\$ 84.9	\$ 56.5	\$ 179.2	\$ 121.1
Adjusted to exclude gross up for:				
Pass-through cost for printing and mailing	(5.3)	(4.8)	(10.2)	(9.8)
Marketing fees	(0.1)	(0.2)	(0.5)	(0.6)
Revenue Less Ancillary Services	\$ 79.5	\$ 51.5	\$ 168.5	\$ 110.7
Payment processing services costs	33.8	21.8	67.7	46.1
Hosting and amortization costs within technology and development	2.3	1.5	4.5	3.0
Cost of Revenue	\$ 36.1	\$ 23.3	\$ 72.2	\$ 49.1
Adjusted to:				
Exclude printing and mailing costs	(5.3)	(4.8)	(10.2)	(9.8)
Offset marketing fees against related costs	(0.1)	(0.2)	(0.5)	(0.6)
Exclude depreciation and amortization	(1.7)	(1.2)	(3.3)	(2.4)
Adjusted Cost of Revenue	\$ 29.0	\$ 17.1	\$ 58.2	\$ 36.3
Gross Profit	\$ 48.8	\$ 33.2	\$ 107.0	\$ 72.0
Gross Margin	57.5%	58.8%	59.7%	59.5%
Adjusted Gross Profit	\$ 50.5	\$ 34.4	\$ 110.3	\$ 74.4
Adjusted Gross Margin	63.5%	66.8%	65.5%	67.2%

### Previous Methodology

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Revenue	\$ 84.9	\$ 56.5	\$ 179.2	\$ 121.1
Adjusted to exclude gross up for:				
Pass-through cost for printing and mailing	(5.3)	(4.8)	(10.2)	(9.8)
Marketing fees	(0.1)	(0.2)	(0.5)	(0.6)
Revenue Less Ancillary Services	\$ 79.5	\$ 51.5	\$ 168.5	\$ 110.7
Payment processing services costs	33.8	21.8	67.7	46.1
Hosting and amortization costs within technology and development	2.3	1.5	4.5	3.0
Cost of Revenue	\$ 36.1	\$ 23.3	\$ 72.2	\$ 49.1
Adjusted to:				
Exclude printing and mailing costs	(5.3)	(4.8)	(10.2)	(9.8)
Offset marketing fees against related costs	(0.1)	(0.2)	(0.5)	(0.6)
Adjusted Cost of Revenue	\$ 30.7	\$ 18.3	\$ 61.5	\$ 38.7
Gross Profit	\$ 48.8	\$ 33.2	\$ 107.0	\$ 72.0
Gross Margin	57.5%	58.8%	59.7%	59.5%
Adjusted Gross Profit	\$ 48.8	\$ 33.2	\$ 107.0	\$ 72.0
Adjusted Gross Margin	61.4%	64.5%	63.5%	65.0%

\*Beginning with the quarter ended December 31, 2022, we have excluded depreciation and amortization from the calculation of our adjusted gross profit, which we believe enhances the understanding of the Company's operating performance and enables more meaningful period to period comparisons.

USD in Millions

# Revenue Disaggregation by Revenue Type

	Three Months Ended June 30, 2023			Six Months Ended June 30, 2023		
	Transaction	Platform and Usage-Based Fee	Revenue	Transaction	Platform and Usage-Based Fee	Revenue
Revenue	\$ 66.8	\$ 18.0	\$ 84.8	\$ 143.1	\$ 36.1	\$ 179.2
Adjusted to exclude gross up for:						
Pass-through cost for printing and mailing	—	(5.3)	(5.3)	—	(10.2)	(10.2)
Marketing fees	(0.1)	—	(0.1)	(0.5)	—	(0.5)
Revenue Less Ancillary Services	\$ 66.7	\$ 12.7	\$ 79.4	\$ 142.6	\$ 25.9	\$ 168.5
Percentage of Revenue	78.8%	21.2%	100.0%	79.9%	20.1%	100.0%
Percentage of Revenue Less Ancillary Services	84.0%	16.0%	100.0%	84.6%	15.4%	100.0%
	Three Months Ended June 30, 2022			Six Months Ended June 30, 2022		
	Transaction	Platform and Usage-Based Fee	Revenue	Transaction	Platform and Usage-Based Fee	Revenue
Revenue	\$ 41.7	\$ 14.8	\$ 56.5	\$ 90.3	\$ 30.8	\$ 121.1
Adjusted to exclude gross up for:						
Pass-through cost for printing and mailing	—	(4.8)	(4.8)	—	(9.8)	(9.8)
Marketing fees	(0.2)	—	(0.2)	(0.6)	—	(0.6)
Revenue Less Ancillary Services	\$ 41.5	\$ 10.0	\$ 51.5	\$ 89.7	\$ 21.0	\$ 110.7
Percentage of Revenue	73.8%	26.2%	100.0%	74.6%	25.4%	100.0%
Percentage of Revenue Less Ancillary Services	80.6%	19.4%	100.0%	81.0%	19.0%	100.0%

# Net Loss to Adjusted EBITDA Reconciliation

## EBITDA and Adjusted EBITDA

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Net loss	\$ (16.8)	\$ (23.8)	\$ (20.5)	\$ (33.9)
Interest expense	0.1	0.3	0.2	0.5
Provision for income taxes	1.1	1.1	1.5	1.6
Depreciation and amortization	4.3	3.0	8.1	5.8
EBITDA	(11.3)	(19.4)	(10.7)	(26.0)
Stock-based compensation expense and related taxes	11.7	8.5	20.7	13.9
Change in fair value of contingent consideration	0.0	(0.9)	0.4	(1.0)
Interest income	(1.9)	(0.2)	(3.9)	(0.2)
(Gain) loss from remeasurement of foreign currency	0.8	5.3	(0.7)	7.6
Indirect taxes related to intercompany activity	—	0.1	0.1	0.2
Acquisition related employee retention costs	0.6	0.5	0.9	1.1
Adjusted EBITDA	\$ (0.1)	\$ (6.1)	\$ 6.8	\$ (4.4)

# Source Appendix

## Slide 9

1. For TAM calculations:
  - a. Education: Based on net household payments to educational institutions in OECD countries in 2020 according to the Organisation for Economic Co-operation and Development (OECD) and payments made to private education institutions in Southeast Asia in 2015 according to EY Parthenon
  - b. Healthcare: Based on U.S. out of pocket healthcare spending in 2019 according to the Centers for Medicare & Medicaid Services and cross-border healthcare payments in 2020 according to Patients Without Borders
  - c. Travel: Based on global travel industry revenue in 2020 according to IBISWorld and management's estimates that approximately 41% of the non-business and professional travel payment volume is addressable by our solutions
  - d. B2B: Based on cross-border B2B inflows in 2020 according to Juniper and management's estimates that at least 75% of total B2B payment volume is made by medium to large businesses and potentially addressable by our solutions

## Slide 10

1. HolonIQ International Education Market Report, February 2022; "Massification of higher education revisited", RMIT University, June 2018
2. CMS Office of the Actuary, 2021-2030 Projections of National Health Expenditures, March 2022
3. Growth rate represents 2023E - 2025E projection to adjust for Covid bounce back; Technacio Luxury Travel Market Forecast and Analysis 2021-2025, Feb 2021; OECD Tourism Trends and Policies, March 2020
4. Facts & Factors E-Invoicing Market Report, February 2021; PYMNTS Enabling B2B Payments For The Virtual Workforce Report, September 2021