



First Quarter 2022  
Earnings Presentation

May 4, 2022

This press release 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” 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, our ability to successfully execute, manage, and integrate key acquisitions and mergers; the 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 agent relationships; credit risks from our agents and the financial institutions with which we do business; bank failures, sustained financial market illiquidity or financial institution illiquidity; new technology or competitors such as digital platforms; cyber-attacks or disruptions to our information technology, computer network systems, data centers and phone apps; our ability to satisfy our debt obligations and remain in compliance with our credit facility requirements; customer confidence in our brand 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; 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 intellectual property rights; our ability to recruit and retain key personnel; and other 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 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 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. Free Cash Generated is defined as Net income for the period, plus depreciation and amortization, plus stock compensation expense, plus provision for credit losses, less cash used in investing activities, less term loan pay downs.

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 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.

	1Q'22 vs 1Q'21
<b>Revenue</b>	\$114.7M, up 21.2%
<b>Net Income</b>	\$11.7M, up 29.8%
<b>Diluted EPS</b>	\$0.30, up 30.4%
<b>Adjusted Net Income<sup>(1)</sup></b>	\$13.4M, up 25.7%
<b>Adjusted Diluted EPS<sup>(1)</sup></b>	\$0.34, up 25.9%
<b>Adjusted EBITDA<sup>(1)</sup></b>	\$20.7M, up 23.0%

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

# Large and Growing Market

24M Potential Consumers  
Born in LACA living in  
the US (1)

Intermex will be one  
of the leading  
companies in the top  
5 LACA counties  
comprising approx.  
83% of total LACA  
market

## Top 10 remittance receiving countries in LACA

**Mexico** (4)  
Market size: \$50.1 B

**Colombia** (4)  
Market size: \$4.5 B

**Guatemala** (4)  
Market size: \$13.8 B

**Ecuador** (4)  
Market size: \$2.6 B

**DR** (4)  
Market size: \$8.8 B

**Jamaica** (4)  
Market size: \$2.5 B

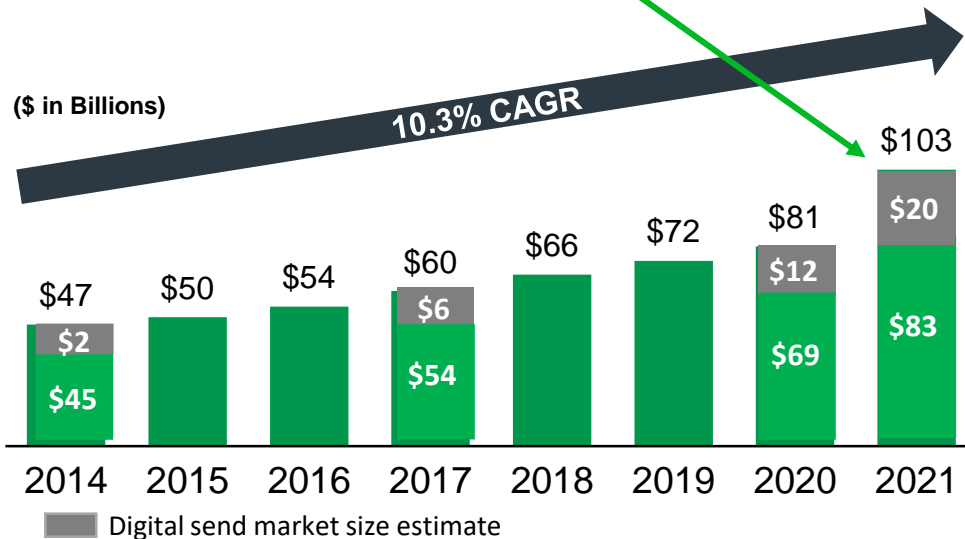
**El Salvador** (4)  
Market size: \$6.8 B

**Haiti** (5)  
Market size: \$1.9 B

**Honduras** (4)  
Market size: \$6.4 B

**Nicaragua** (4)  
Market size: \$1.4 B

## LACA Remittance Volume (2,3)

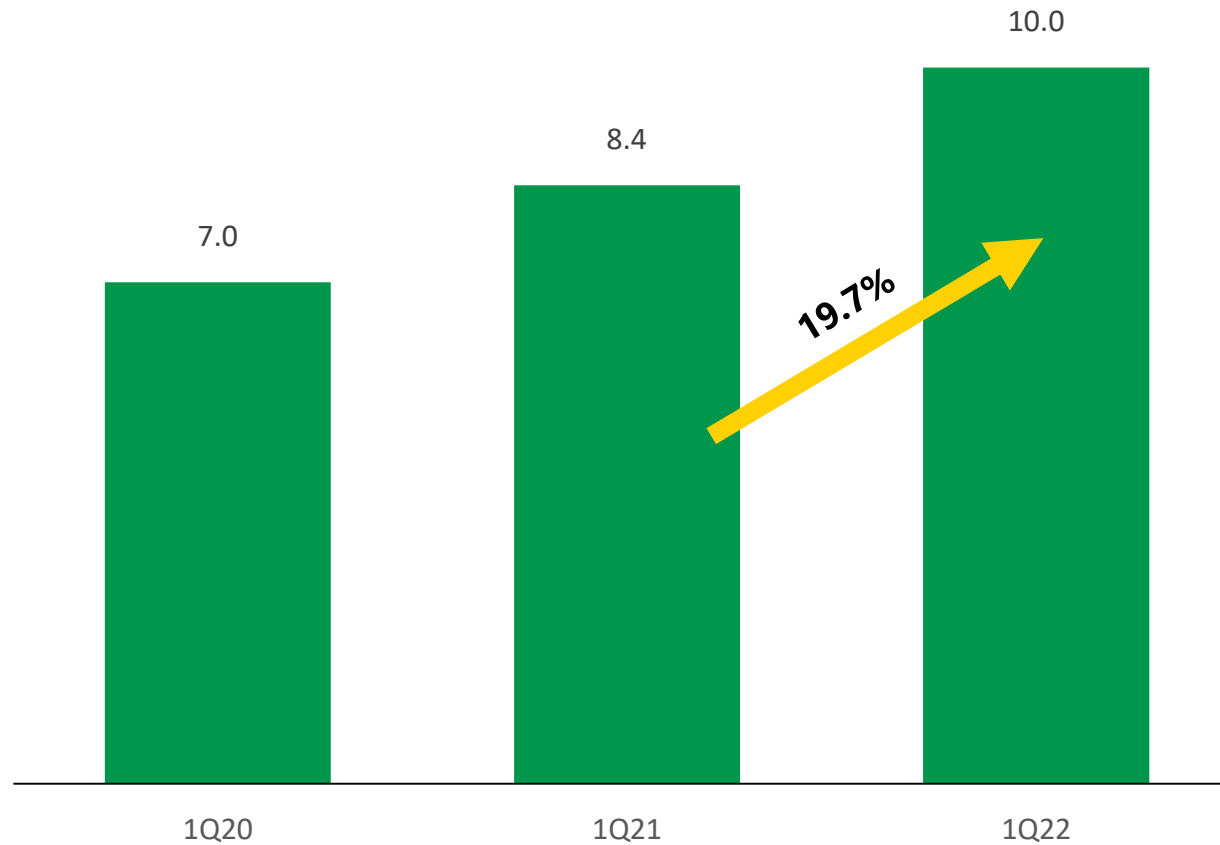


1) Claritas LACA Foreign Born Results 2020.  
 2) Market size of LACA inbound remittances per Banco de Mexico, Banco de Guatemala, Banco Central Republica Dominicana, Banco Central de Reserva de El Salvador, Banco Central de Honduras, Banco de la Republica Colombia, Bank Of Jamaica, Banco Central del Ecuador, Banco Central de Nicaragua and Banco Central de Reserva del Peru, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.  
 3) Remaining countries LACA 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.  
 4) 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, Bank Of Jamaica, Banco Central del Ecuador, Banco Central de Nicaragua, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.  
 5) 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.

# Transactions Growth Driving Revenue

## Money Transfer Transactions

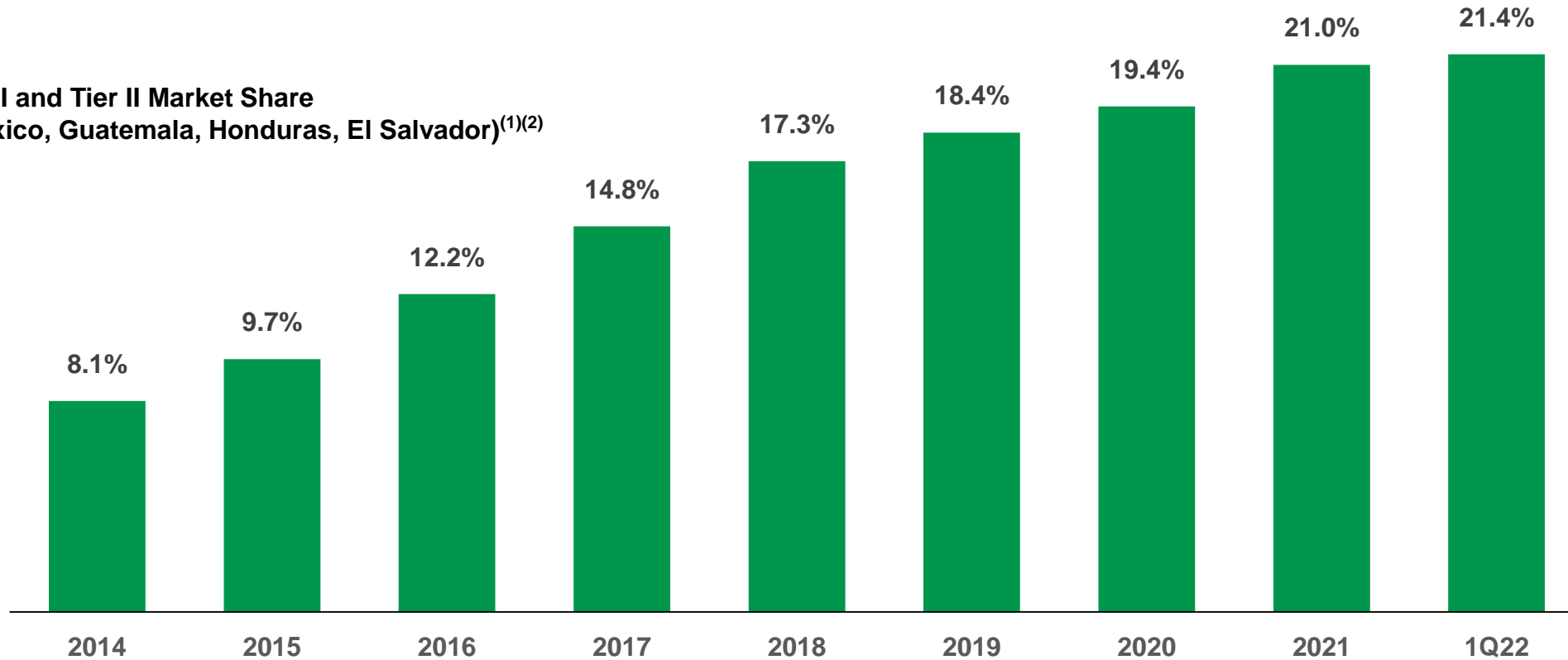
(in Millions)



# Driving Market Share Growth

Four countries represent 75% of all money sent to LACA

Tier I and Tier II Market Share  
(Mexico, Guatemala, Honduras, El Salvador)<sup>(1)(2)</sup>

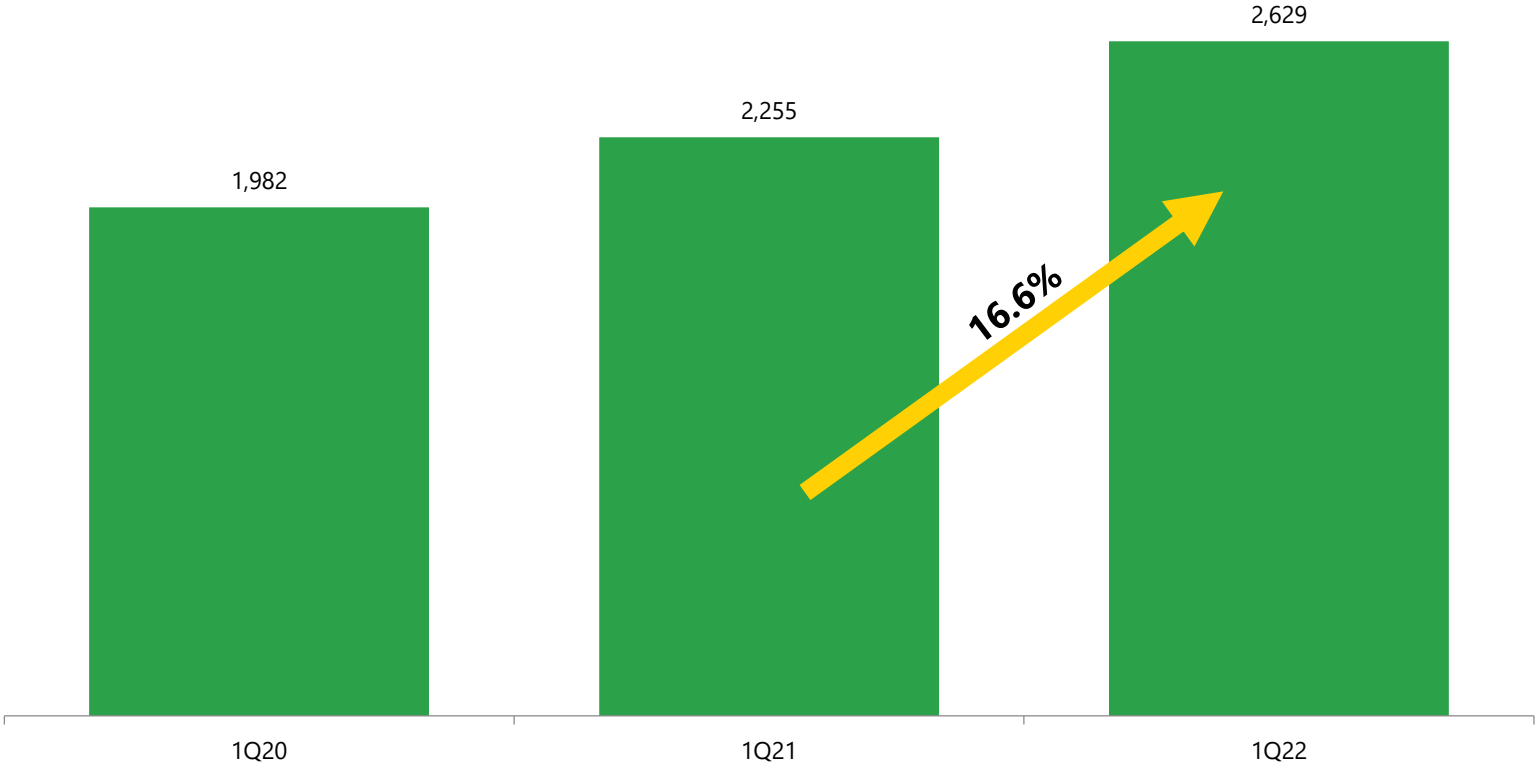


1) Market size inbound remittances per Banco de Mexico, Banco de Guatemala, Banco Central de Reserva de El Salvador, and Banco Central de Honduras, using 2017 World Bank Bilateral Matrix, US Country Shares percentages to calculate US-based remittance volume.

2) Tier I and Tier II include Mexico, Guatemala, Honduras and El Salvador.

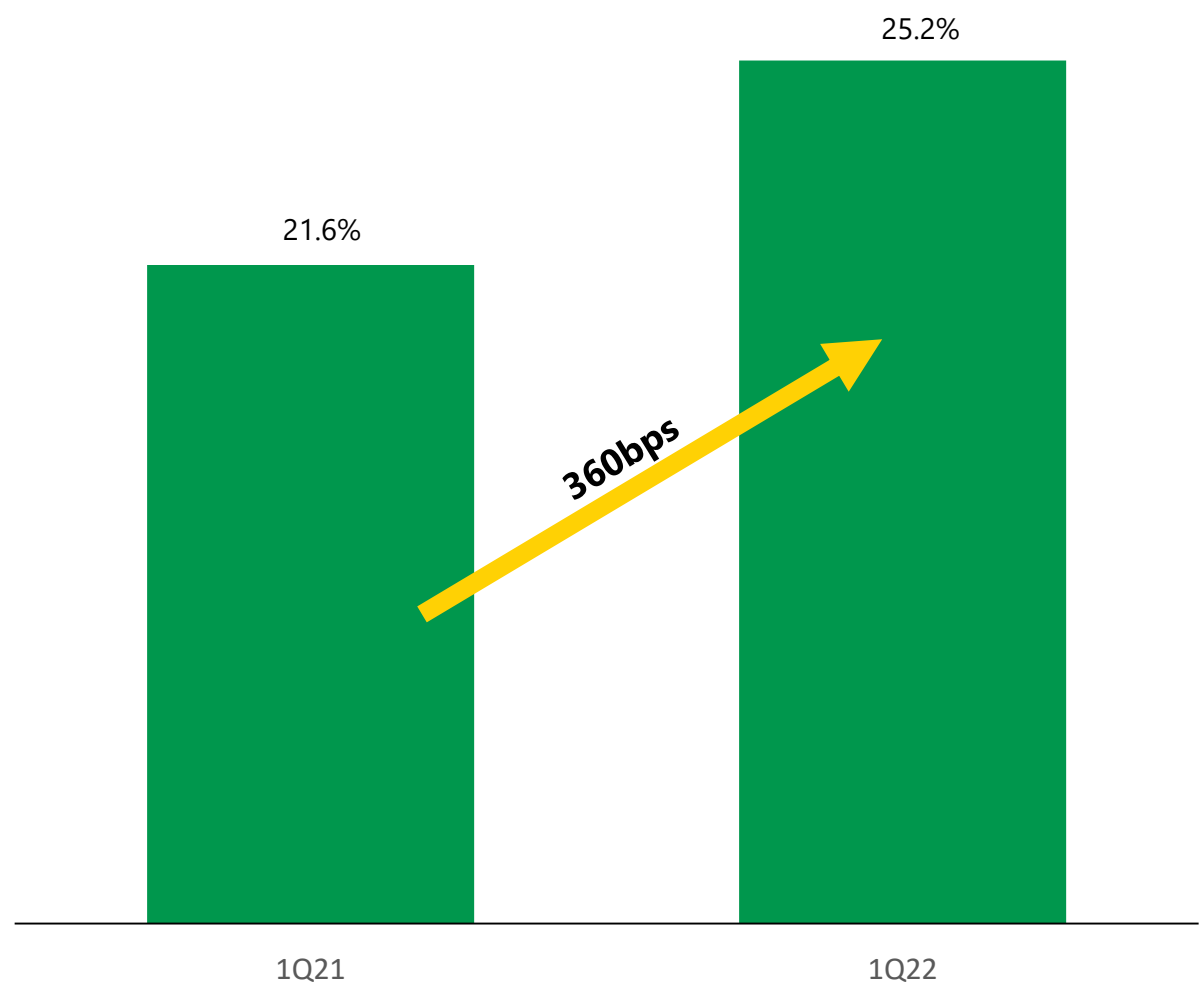
## Active Customers in Quarter

(In thousands)



# Transactions with Digital Involved

Total Digital Send or Receive as a % of Total Transactions



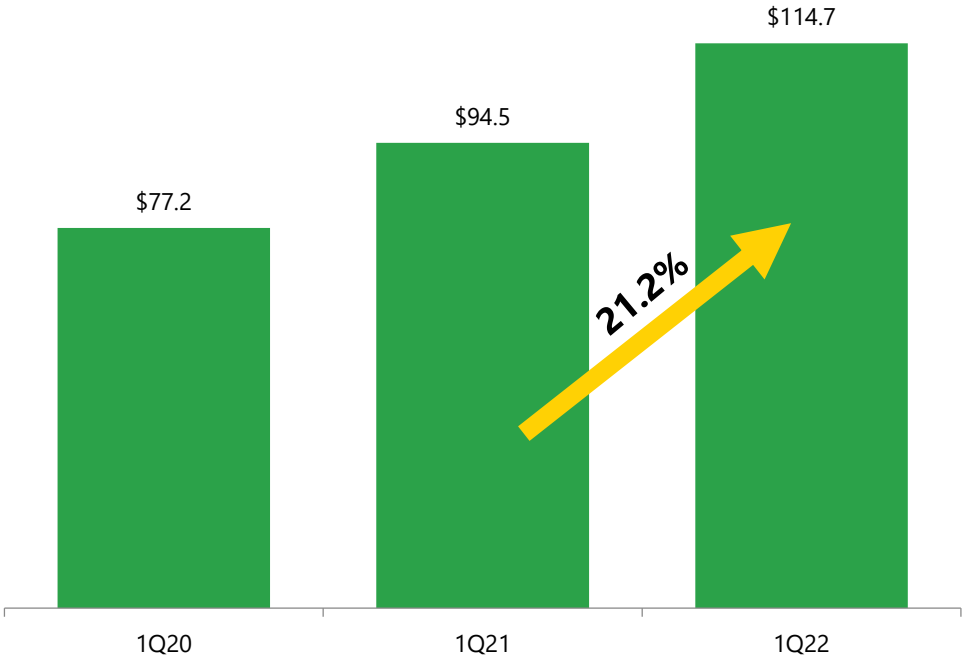


# Profitable Growth 1Q 2022



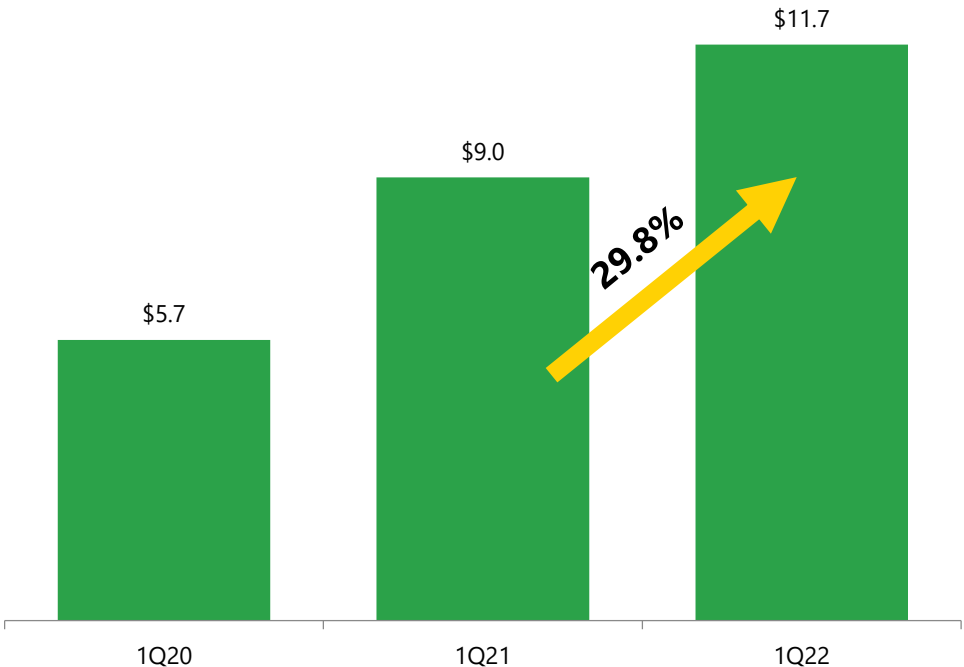
### Revenue

(\$ In millions)



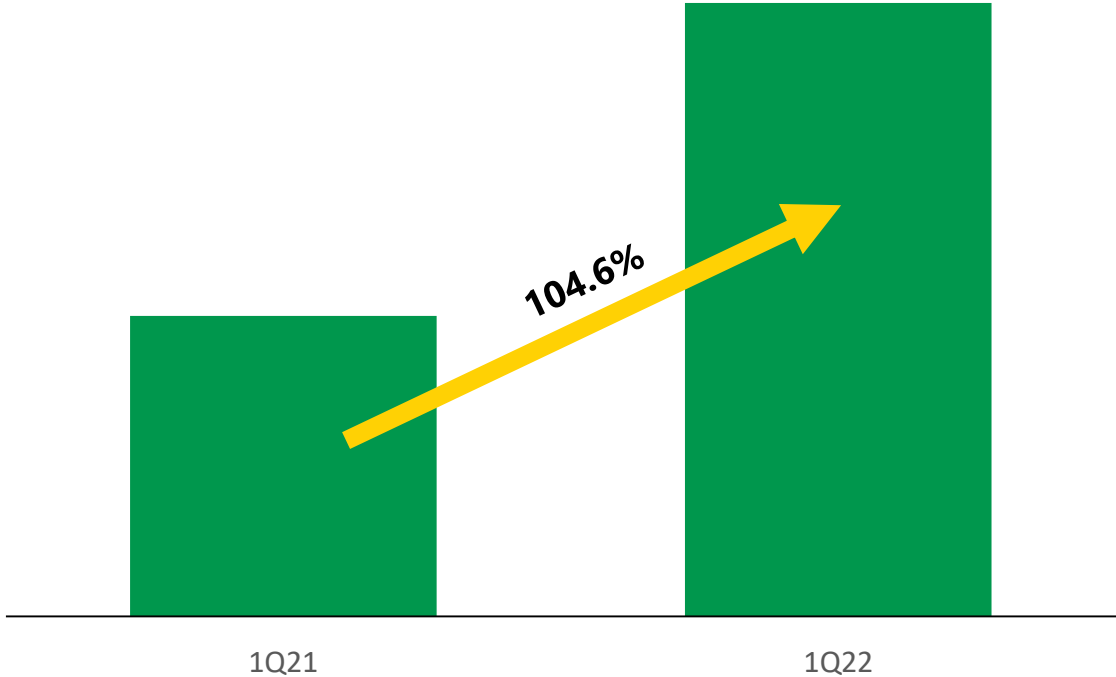
### Net Income

(\$ In millions)



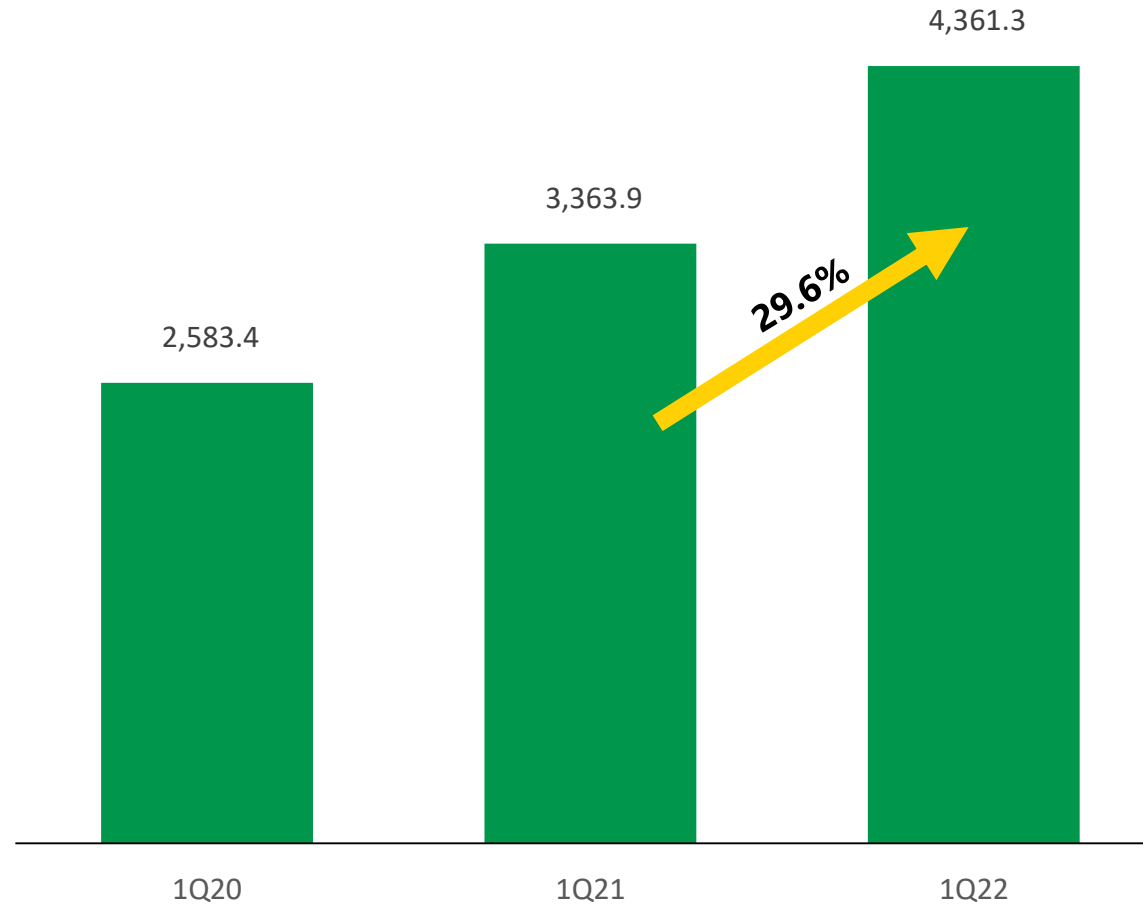
# Digital Transaction Growth

## Digitally Originated Transactions



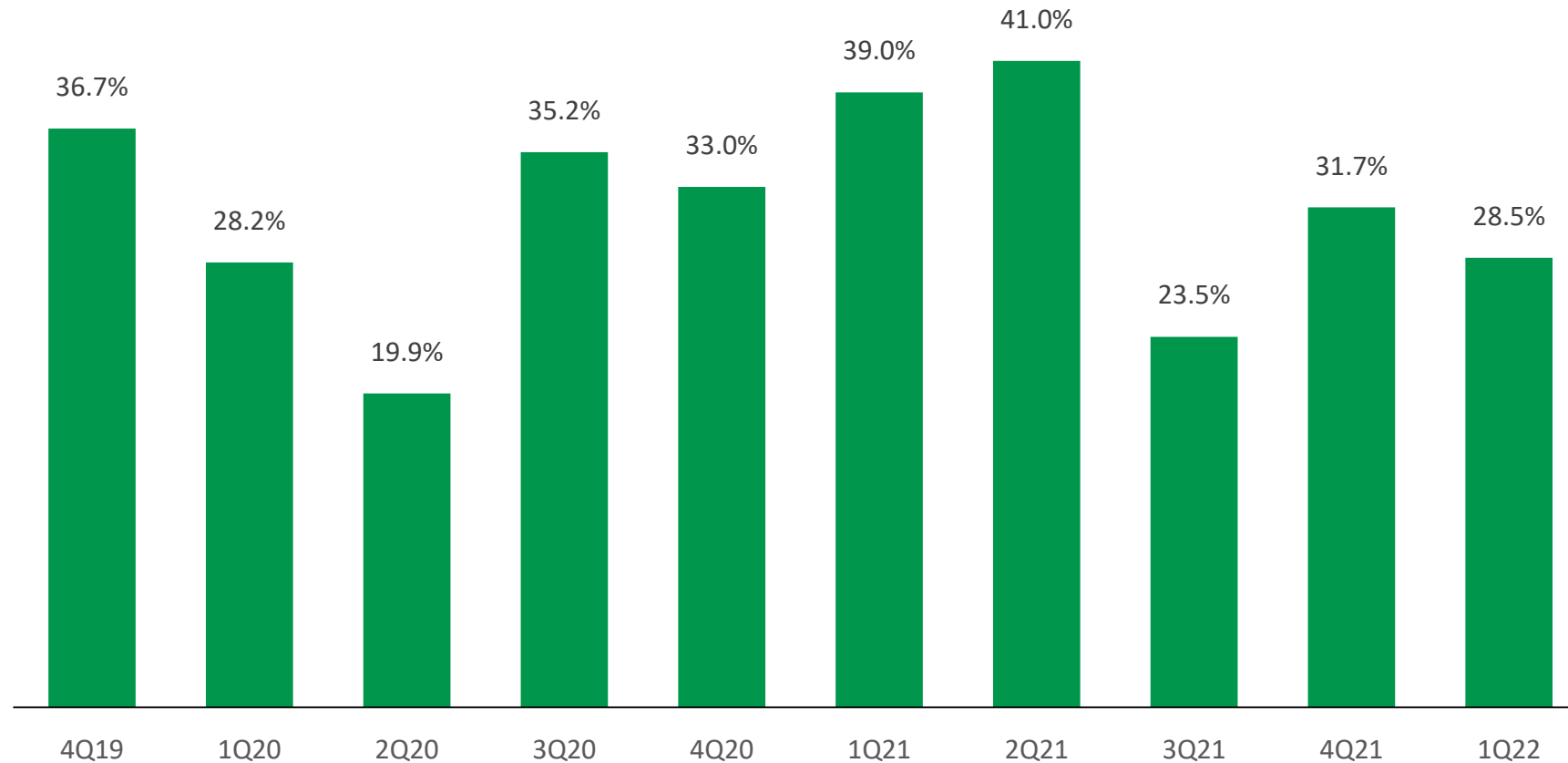
## Principal Sent

(in Millions)



# Emerging Markets Contributing to Growth

Transaction Growth Emerging Markets Quarter vs. Quarter (1)

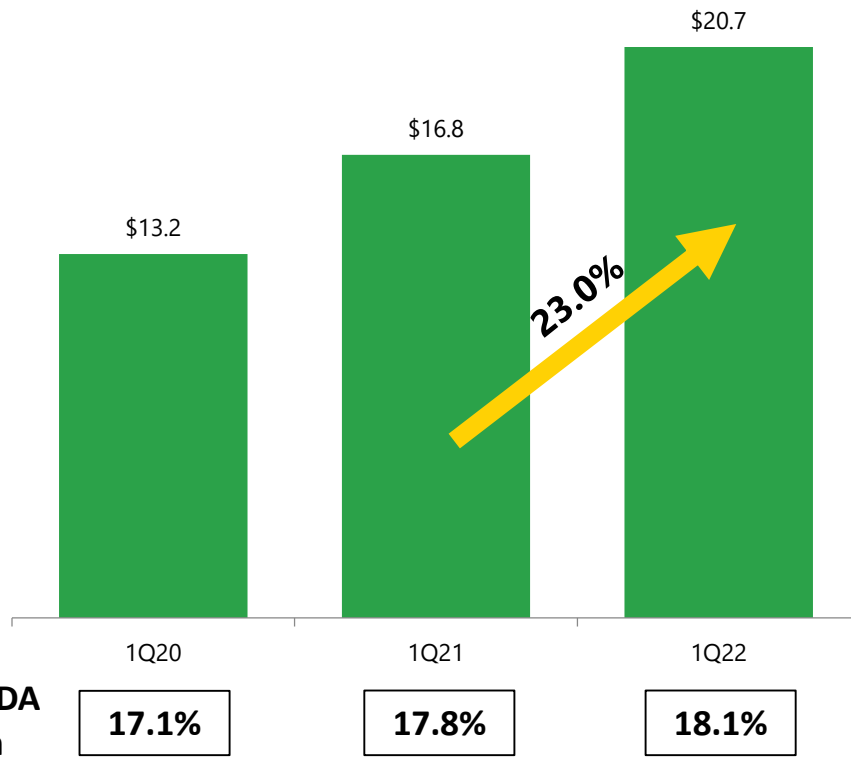


(1) Based on transactions to emerging markets which include Dominican Republic, Ecuador, Nicaragua, as well as other countries in LATAM, Africa, and Asia.

# Profitable Growth 1Q 2022

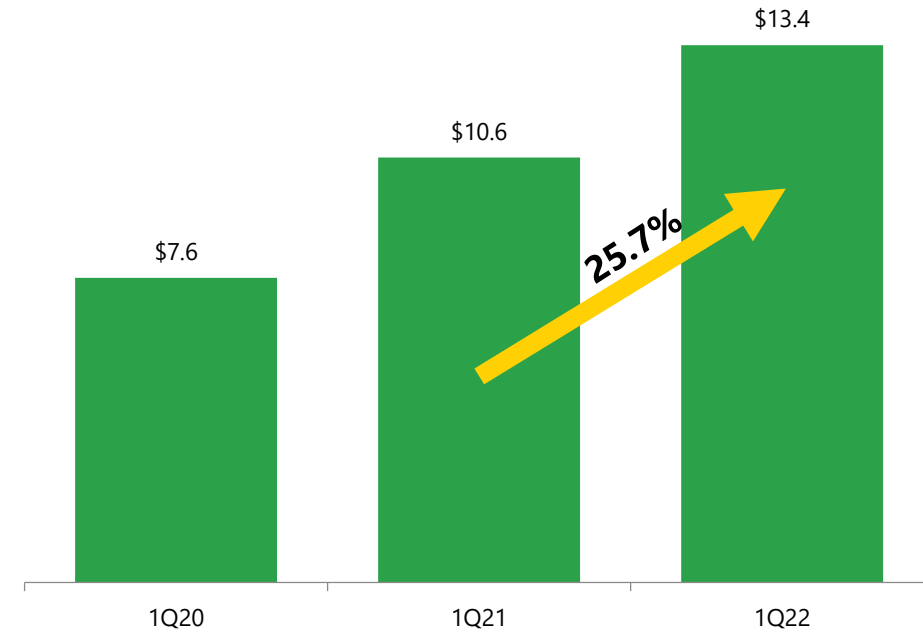
## Adjusted EBITDA<sup>(1)</sup>

(\$ in millions)



## Adjusted Net Income<sup>(1)</sup>

(\$ in millions)

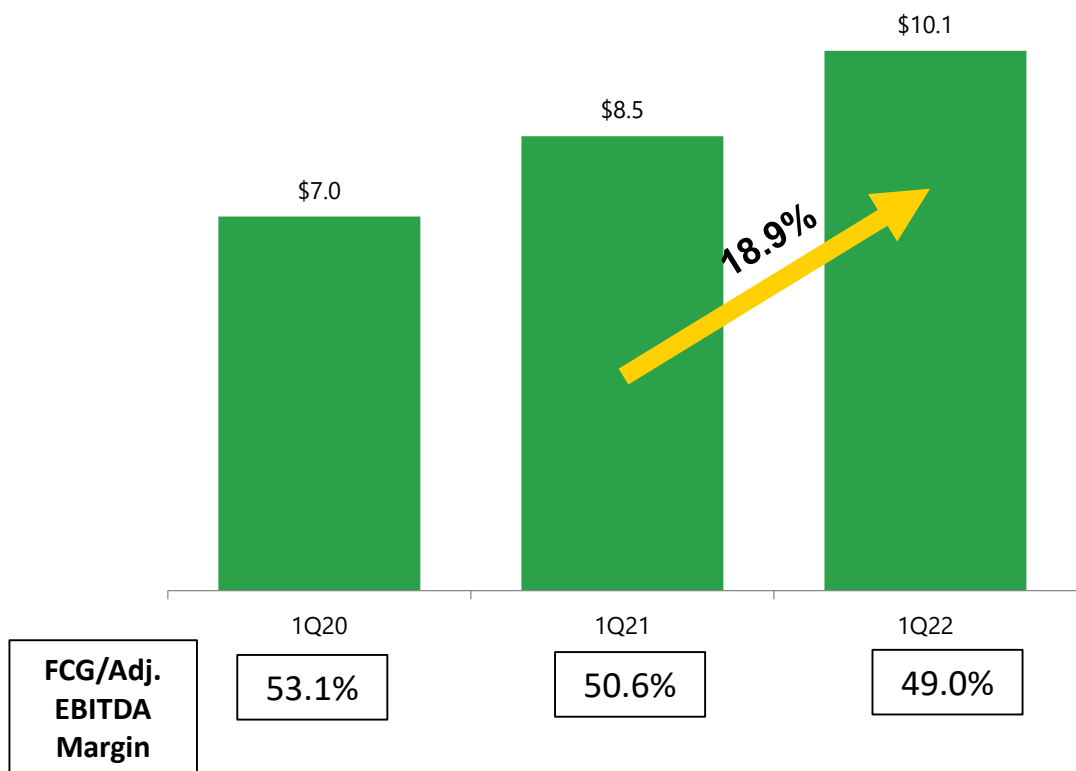


(1) Non-GAAP measure. See Appendix for reconciliations to the most directly comparable GAAP measures.

# Strong Cash Generation & Balance Sheet

## Net Free Cash Generated<sup>(1)</sup>

(\$ In millions)



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

## Liquidity Summary

Cash & Equivalents 3/31/2022	\$157.2M
Revolver Capacity	\$150.0M

## Leverage

Total Debt	\$83.1M
Debt to Adj. EBITDA (FY2021)	0.9x
Net Debt to Adj. EBITDA	~neg~

## Capital Allocation Priorities

- Reinvest in Business: Exceptional IMXI ROE
- Inorganic Growth: Thoughtful, Value-Focused
- Returning Capital: Meaningful Buyback

## Share Repurchases

1Q2022	224,000 Shares	\$3.6M
Inception to date	566,000 Shares	\$9.2M

- Revenue of \$537M – \$546M, up 17% - 19%
- Net Income \$59M - \$60.5M, up 26% - 29%
- Adjusted Net Income of \$67M - \$68.5M<sup>(1)</sup>, up 17% - 19%
- Adjusted EBITDA of \$101.5M - \$104M<sup>(1)</sup>, up 17% - 20%

(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



# Condensed Consolidated Balance Sheets

<i>(in thousands of dollars)</i>	<b>March 31, 2022</b>	<b>December 31, 2021</b>
<b>ASSETS</b>	<u>(Unaudited)</u>	
Current assets:		
Cash	\$ 157,237	\$ 132,474
Accounts receivable, net	86,435	67,317
Prepaid wires, net	15,264	56,766
Prepaid expenses and other current assets	6,284	6,988
Total current assets	<u>265,220</u>	<u>263,545</u>
Property and equipment, net	20,918	17,905
Goodwill	36,260	36,260
Intangible assets, net	14,390	15,392
Other assets	12,900	7,434
Total assets	<u>\$ 349,688</u>	<u>\$ 340,536</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Current portion of long-term debt, net	\$ 3,882	\$ 3,882
Accounts payable	17,219	23,151
Wire transfers and money orders payable, net	59,694	56,066
Accrued and other liabilities	32,937	33,760
Total current liabilities	<u>113,732</u>	<u>116,859</u>
Long-term liabilities:		
Debt, net	78,240	79,211
Lease liabilities, net	3,505	-
Deferred tax liability, net	1,477	1,426
Total long-term liabilities	<u>83,222</u>	<u>80,637</u>
Stockholders' equity:		
Total stockholders' equity	152,734	143,040
Total liabilities and stockholders' equity	<u>\$ 349,688</u>	<u>\$ 340,536</u>

# Condensed Consolidated Statements of Income



	<u>Three Months March 31,</u>	
	<u>2022</u>	<u>2021</u>
	(Unaudited)	
Revenues:		
Wire transfer and money order fees, net	\$ 98,000	\$ 80,912
Foreign exchange gain, net	15,674	13,049
Other income	992	616
Total revenues	<u>114,666</u>	<u>94,577</u>
Operating expenses:		
Service charges from agents and banks	76,993	63,372
Salaries and benefits	11,310	9,875
Other selling, general and administrative expenses	7,069	5,505
Depreciation and amortization	2,183	2,335
Total operating expenses	<u>97,555</u>	<u>81,087</u>
Operating income	17,111	13,490
Interest expense	<u>952</u>	<u>1,339</u>
Income before income taxes	16,159	12,151
Income tax provision	<u>4,505</u>	<u>3,174</u>
Net income	<u>\$ 11,654</u>	<u>\$ 8,977</u>
Earnings per common share:		
Basic	\$ 0.30	\$ 0.23
Diluted	\$ 0.30	\$ 0.23
Weighted-average common shares outstanding:		
Basic	38,362,014	38,239,130
Diluted	39,077,665	38,846,906

# Reconciliation from NI to Adjusted NI

<i>(in thousands of dollars)</i>	<b>Three Months Ended March 31,</b>	
	<b>2022</b>	<b>2021</b>
	(Unaudited)	
<b>Net income</b>	<b>\$ 11,654</b>	<b>\$ 8,977</b>
<b>Adjusted for:</b>		
Share-based compensation (a)	1,268	896
Other charges and expenses (b)	141	117
Amortization of certain intangibles (c)	972	1,262
Income tax benefit related to adjustments (d)	(667)	(619)
<b>Adjusted net income</b>	<b>\$ 13,368</b>	<b>\$ 10,633</b>
<b>Adjusted earnings per common share</b>		
Basic	\$ 0.35	\$ 0.28
Diluted	\$ 0.34	\$ 0.27

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

(b) Represents primarily loss on disposal of fixed assets and foreign currency (gains) losses.

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

(d) 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,	
	2022	2021
	(Unaudited)	
<b>GAAP Basic Earnings per Share</b>	<b>\$ 0.30</b>	<b>\$ 0.23</b>
Adjusted for:		
Share-based compensation	0.03	0.02
Other charges and expenses	NM	NM
Amortization of certain intangibles	0.03	0.03
Income tax benefit related to adjustments	(0.02)	(0.01)
<b>Non-GAAP Adjusted Basic Earnings per Share</b>	<b>\$ 0.35</b>	<b>\$ 0.28</b>

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

	Three months ended March 31,	
	2022	2021
	(Unaudited)	
<b>GAAP Diluted Earnings per Share</b>	\$ 0.30	\$ 0.23
Adjusted for:		
Share-based compensation	0.03	0.02
Other charges and expenses	NM	NM
Amortization of certain intangibles	0.02	0.03
Income tax benefit related to adjustments	(0.02)	(0.01)
<b>Non-GAAP Adjusted Diluted Earnings per Share</b>	<b>\$ 0.34</b>	<b>\$ 0.27</b>

NM—Amount is not meaningful

The table above may contain slight summation differences due to rounding

# Recon. from NI to Adjusted EBITDA

	<b>Three Months Ended March 31,</b>	
	<b>2022</b>	<b>2021</b>
<i>(in thousands of dollars)</i>		
	(Unaudited)	
<b>Net income</b>	<b>\$ 11,654</b>	<b>\$ 8,977</b>
<b>Adjusted for:</b>		
Interest expense	952	1,339
Income tax provision	4,505	3,174
Depreciation and amortization	2,183	2,335
<b>EBITDA</b>	<b>19,294</b>	<b>15,825</b>
Share-based compensation (a)	1,268	896
Other charges and expenses (b)	141	117
<b>Adjusted EBITDA</b>	<b>\$ 20,703</b>	<b>\$ 16,838</b>

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

(b) Represents primarily loss on disposal of fixed assets and foreign currency (gains) losses.

# Recon. of NI Margin to Adj. EBITDA Margin

	<b>Three Months Ended March 31,</b>	
	<b>2022</b>	<b>2021</b>
	(Unaudited)	
<b>Net Income Margin</b>	<b>10.2%</b>	<b>9.5%</b>
Adjusted for:		
Interest expense	0.8%	1.4%
Income tax provision	3.9%	3.4%
Depreciation and amortization	1.9%	2.5%
<b>EBITDA</b>	<b>16.8%</b>	<b>16.7%</b>
Share-based compensation	1.1%	0.9%
Other charges and expenses	0.1%	0.1%
<b>Adjusted EBITDA Margin</b>	<b>18.1%</b>	<b>17.8%</b>

The table above may contain slight summation differences due to rounding

# Recon. of NI to Net Free Cash Generated

<i>(in thousands of dollars)</i>	<b>Three months ended March 31,</b>	
	<b>2022</b>	<b>2021</b>
	(Unaudited)	
<b>Net income for the period</b>	<b>\$ 11,654</b>	<b>\$ 8,977</b>
Depreciation and amortization	2,183	2,335
Share-based compensation expense	1,268	896
Provision for credit losses	442	162
Cash used in investing activities	(4,316)	(1,930)
Term loan pay downs	(1,094)	(1,915)
<b>Net free cash generated during the period</b>	<b><u>\$ 10,137</u></b>	<b><u>\$ 8,525</u></b>





Questions or request for conference  
call please contact:

Mike Gallentine, VP of IR

[mgallentine@intermexusa.com](mailto:mgallentine@intermexusa.com)

305-671-8005