



Providing mobile broadband, financial services and prepaid products to the underbanked at a grassroots level

NASDAQ: SURG

Investor Presentation

April 2022





Safe Harbor

The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information. SurgePays makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding the information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

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This presentation may contain statements that are not historical facts, referred to as “forward-looking statements.” The corporation’s actual future results may differ materially from those suggested by such statements, depending on various factors including those described in filings made with the SEC.

Corporate Overview

SurgePays is a technology and telecom company focused on underbanked and underserved communities.

SurgePhone and Torch wireless provide mobile broadband to over 100,000 low-income households nationwide producing *high margin and* recurring revenue – **Target > 200,000 subscribers in 2022**

SurgePays fintech platform utilizes a suite of financial and prepaid products to convert corner stores and bodegas into tech-hubs for underbanked neighborhoods.



NASDAQ: SURG

Share Price¹ \$3.88

Market Cap¹ \$47.0M

2021 Revenue \$51.1M

Shares Outstanding³ 12.1M

Float 6.8M

Insider Holdings 50%

Headquarters Bartlett, TN

1. Price as of 04/14/22; Reflects fully diluted market capitalization

2. At December 30, 2021

3. Does not include 5.7 million warrants

Market Opportunity

100 Million Adults in the U.S. are Underbanked¹

- Residents of low-income neighborhoods visit c-stores five or more times per week due to proximity, convenience, and a lack of other stores in the neighborhood²
- Underbanked generally rely on local retailers to fill the financial services gap that leaves many families operating on a cash basis
- Prepaid wireless subscribers in the U.S. pay for service (top-up) in person
- The Hispanic population has increased to more than 63.6 million representing over \$2 trillion in consumer spending³
- 30% of Florida (6.4M households) qualify for subsidized mobile broadband⁴

1. Source: <https://thefintechtimes.com/menta-and-agera-target-100-million-underbanked-americans-as-menta-credit-builder-is-launched/>

2. Source: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4620064/>

3. Source: Claritas, LLC, "The 2021 Hispanic Market Report" September 2021

4. Source: Miami Herald, February 2022



B2C: SurgePhone & Torch Wireless

Mobile Broadband Providers

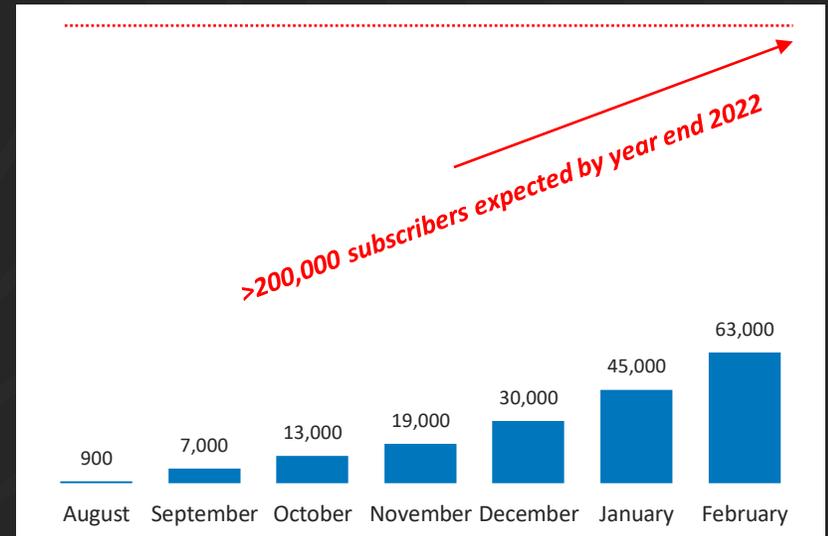
- Launched SurgePhone Mobile Broadband in August 2021
- Affordable Connectivity Program (“ACP”) is a Federal program to help qualifying families and households to afford internet service
- Over 65,000 subscribers in **14 states** = \$5 mil/month revenue
- Acquisition of Torch Wireless in April 2022 expanded availability to **all 50 states**



- Program consists of reimbursing up to \$100 of the cost of LTE tablet and \$30 per month with a lucrative 60% margin



Wireless Subscribers



B2B: Technology at the Counter

SurgePays empowers convenience stores and bodegas to be “Tech Hubs” for the underbanked and underserved, by providing a suite of products and services

PREPAID PROFIT CENTER

GIFT CARDS

- amazon \$25
- GameStop \$25
- Domino's \$25
- ebay \$25
- Gift Card \$25
- XBOX \$15
- PlayStation Store \$20
- THE HOME DEPOT Gift Card \$25

LOAD APPS DIRECT

amazon cash OMNY

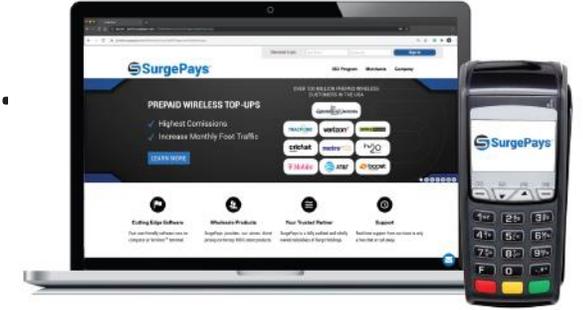
Instantly load amazon app with only a telephone number

Apple iTunes

FinTech Suite

SurgePays fintech platform utilizes a suite of financial and prepaid products to convert corner stores and bodegas into tech-hubs for underbanked neighborhoods.

Dynamic Processing Solution Enables:



Web based Portal or Verifone Terminal

Wireless Plan Payments

Wholesale e-Commerce Platform

Sell Bitcoin

Gift Cards

Debit Card Reload



Check Cashing Software

Load Amazon Cash

Load iGaming Apps

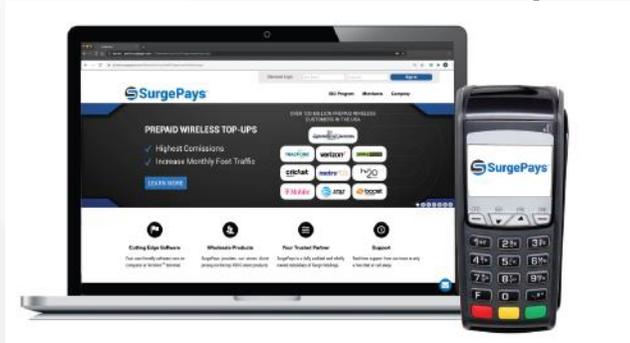
Activate Prepaid Wireless SIMs

Utility Bill Payment

Load Toll & Transit

Blockchain Technology Platform

Cloud connected software enables reliable and secure transactions for convenience stores, bodegas, tiendas and gas stations



Clerk performs the transaction at the register over a web interface or terminal



Hybrid Cloud - Data Center



Customer Transactions



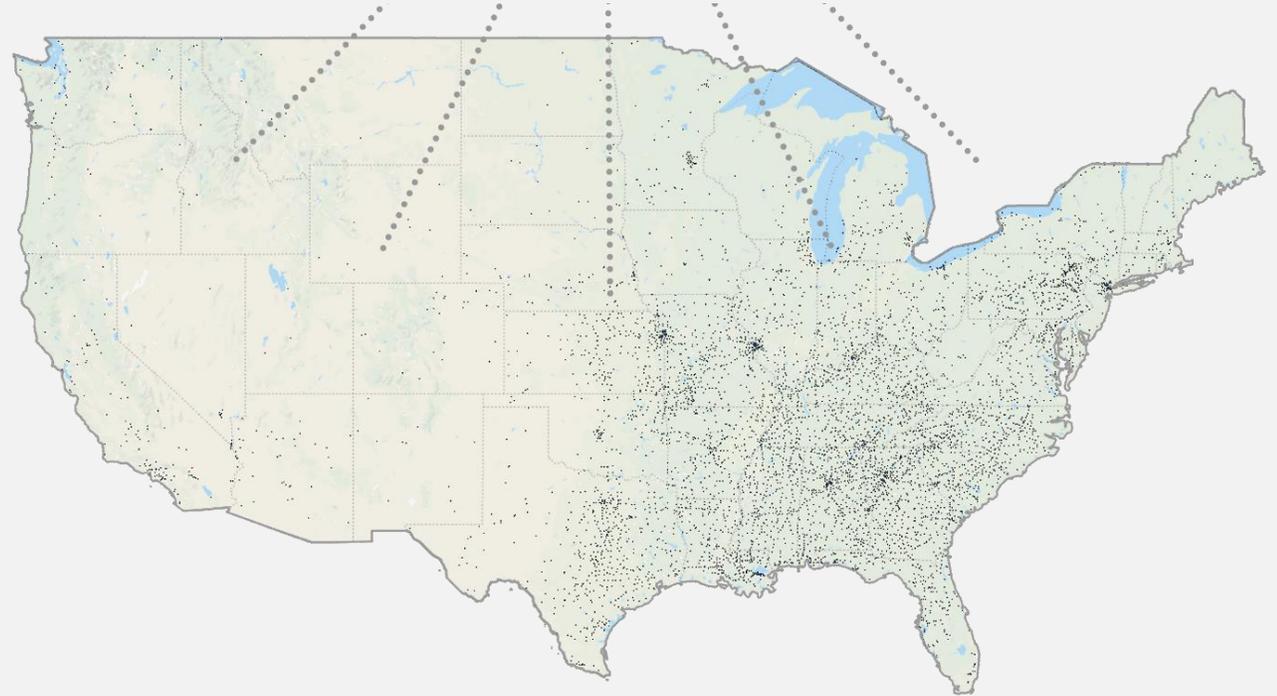
Growth Strategies

Organic

- Enable stores to provide a full suite of financial services to the underbanked and underserved
- Build national sales team to grow number of stores
- Increase mobile broadband subscriber base
- Upsell ACP customers to prepaid wireless family plan
- Add services such as Telehealth & Streaming

Acquisitions

- Acquire companies with complimentary products, strategic cost savings or increase efficiencies
- Acquire distributor networks with an existing footprint of independently owned stores to add to our national network of community stores



Over 8,000 Stores on the SurgePays Network

Investment Highlights & Guidance

- Revenue over \$130,000,000 annualized revenue for 2022 by Q4
- Mobile Broadband 2022: Over 200,000 subscribers with revenue of over \$75 million
 - Currently 100,000 subscribers @ \$30 reoccurring with 60% margin
- Fintech: 8,000 stores currently transacting on the SurgePays platform
 - Building a national in-house sales team for adding stores
- "De-risked" investment: SurgePays is providing essential services to a segment not directly affected by inflation or recession
- CEO is largest shareholder
- Significant growth expected in 2022 and beyond without a need for big dilution capital raises – not burning cash



Select Financials

Pro Forma Balance Sheet as of December 31st

<i>\$ in Millions</i>	2021	2020
Total Cash	\$6.3	\$0.7
Working Capital (deficit)	\$3.9	(\$14.4)
Total Assets	\$19.5	\$7.3

Recent Financial Initiatives

- November 2021 capital raise solidified cash position and balance sheet
- 2021 focus on profitable customers and business lines
 - Flat revenue, higher margins
- Positioned for hyper growth in 2022
 - Cash available for investment
 - Higher margin, recurring revenue

Cap Table

Basic Common Shares Outstanding	12,048,775
Series A Convertible Preferred stock	26,000
Warrants	5,717,617
Stock Options	3,401
Fully diluted shares outstanding	17,795,793

Valuation

Share Price	\$3.88
Market Cap	\$46,850,127
Cash	\$13,174,824
Enterprise Value	33,675,303

Management



Brian Cox - Chairman and CEO

Mr. Cox is an accomplished entrepreneur growing best-in-class companies for over 19 years, including building a company of over 1,300 employees. He began his career in telecom in 2004 when he founded his first prepaid telephone company (CLEC), which, through organic growth and acquisition, became the largest prepaid home phone company in the country before being sold in 2009. Since then, Mr. Cox has owned and directed over \$500M in sales from his fintech/software and telecom companies by utilizing his expertise in underserved consumer markets.



Anthony Evers, CPA, CIA - Chief Financial Officer

Mr. Evers is a talented and seasoned financial executive with over 30 years of proven financial and consulting experience. Mr. Evers has served as CFO and CIO for a variety of organizations, including non-profit, private-equity-backed, and publicly traded companies ranging from \$100 million to over \$1.3 billion in annual revenue. Most recently, he served as Chief Financial Officer for Vista Health System. Mr. Evers also successfully obtained his Certified Public Accountant and Certified Internal Auditor credentials.





Investor Relations

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