

XTM Reports Record Processing Revenues in 2019

TORONTO, June 18, 2020 /CNW/ - **XTM, Inc. ("XTM" or the "Company")** (CSE: PAID) (FSE: 7XT), a Toronto-based Fintech company in the challenger banking space, providing mobile banking and payment solutions around the world announces the filing of its Financial Statements ("**Statements**") and Management Discussion and Analysis ("**MD&A**") for the year ended December 31, 2019. A comprehensive discussion of XTM's financial position and results of operations is provided in the MD&A for the year ended December 31, 2019 filed on SEDAR and can be found at www.sedar.com.

Highlights (to be read together with the Company's MD&A)

- **Record card processing and interchange revenues in 2019 of \$1,051,786 an increase of 45% as compared to 2018 revenues of \$723,594.**
- The Company had a net loss in 2019 of \$2,010,177 or a loss per share of \$0.02 compared to a loss of \$969,584 or a loss per share of \$0.02 in 2018. The increase was mainly due to increased workforce and salaries to support the growth of the Company's Today™ mobile banking and payment solution business, professional fees associated with the Company's public transaction and increased amortization and depreciation expenses due to significant capital expenditures during the year associated with asset acquisition.
- Another contributing factor to the loss was the addition of new banking services and related integration and development costs associated with enhancing the Today digital wallet and associated services including;
 - **Real time wallet to bank funds movement including same day ach and e-transfer**
 - **Launch of dual interface EMV and NFC tap Mastercard with instant issuance capability**
 - **One touch bulk onboarding allowing tens of thousands of users to be boarded in seconds**
 - **Multi-level custom reporting and reconciliation allowing restaurants, salons and delivery companies instant access to all data with full reporting**
 - **Automated customer support engine allowing for self-service in-app support**
 - **New API interfaces providing completely automated onboarding and loading of earnings in real-time without user intervention**

"2019 was a transformational year for XTM," commented Marilyn Schaffer CEO. "We achieved our goals and completed a full-scale launch of our signature Today Program with its full-feature banking digital mobile wallet. We invested development dollars enhancing and adding to our platform to enable scale and board new clients and their users efficiently and with a great user experience. Our growing user base supports our assertion that our technology investment was prudent.

About XTM – www.xtminc.com

XTM is a Toronto-based fintech innovator in the challenger banking space, helping business and their workers expedite earnings payouts and reduce or eliminate banking fees and cash. With a global card issuing and payment platform XTM is providing free technology to business to automate and expedite worker payouts. XTM integrates businesses to a payment ecosystem that is coupled with a free worker mobile app and a Mastercard debit card with banking features. XTM drives enterprise value and delivers a positive user experience.

This news release contains "forward-looking information" and "forward-looking statements" within

the meaning of applicable securities laws (the "forward-looking statements"), within the meaning of applicable Canadian securities legislation, including expected performance of XTM, continuing increases in GDV, revenues or profits of XTM and its related programs, the expectation that business with which XTM does business will reopen in the expected timeline, the continuing trend toward electronic payment methods, if customers will continue to use or adopt to use the Today program, and revenues and performance of XTM. Forward-looking statements are statements that are not historical facts and are generally, although not always, identified by words such as "expect", "plan", "anticipate", "project", "target", "potential", "schedule", "forecast", "budget", "estimate", "intend" or "believe" and similar expressions or their negative connotations, or that events or conditions "will", "would", "may", "could", "should" or "might" occur. All such forward-looking statements are based on the opinions and estimates of management as of the date such statements are made. These forward-looking statements are made as of the date of this news release. Readers are cautioned not to place undue reliance on forward-looking statements, as there can be no assurance that the future circumstances, outcomes or results anticipated in or implied by such forward-looking statements will occur or that plans, intentions or expectations upon which the forward-looking statements are based will occur.

The CSE has not approved nor disapproved the contents of this press release, and the CSE does not accept responsibility for the adequacy or accuracy of this release.

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