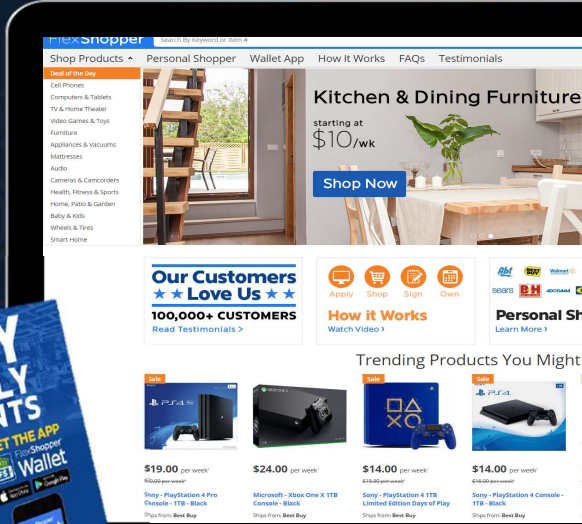


**NASDAQ® FPAY**

# FlexShopper®

**The Omni-Channel Lease-to-Own Provider for  
Consumers and Businesses**

**November 2019**  
Investor Presentation



# Forward Looking Statements

This presentation includes forward-looking statements that are made pursuant to the "safe harbor" provisions of the private securities litigation reform act of 1995. Forward-looking statements reflect our current views with respect to future events and involve inherent risks and uncertainties which could cause actual results to differ materially from our historical experience and present expectations or projections as a result of various factors, including those risks and uncertainties described in the risk factors and in management's discussion and analysis of financial condition and results of operations sections of the prospectus included in our registration statement on Form S-1 (No. 333-226823) and the Company's most recently filed annual report on form 10-k and subsequently filed quarterly reports on form 10-q, each filed with the Securities and Exchange Commission. One can find many (but not all) of these statements by looking for terms such as "believe," "expect," "hope," "project," "may," "will," "should," "would," "could," "seek," "intend," "plan," "estimate," "anticipate" and similar terms. All statements other than statements of historical facts included in this presentation, including statements regarding our strategies, prospects, financial condition, operations, costs, plans and objectives are forward-looking statements.

We urge you to consider those risks and uncertainties in evaluating our forward-looking statements. We caution readers not to place undue reliance upon any such forward-looking statements, which represent our estimates and assumptions only as of the date hereof. Except as required by law, we undertake no obligation to update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise. We anticipate that subsequent events and developments will cause our views to change.

In this presentation, we refer to information regarding potential markets and other industry data. We believe that all such information has been obtained from reliable sources that are customarily relied upon by companies in our industry. However, we have not independently verified any such information.

This presentation includes calculations not calculated or presented in accordance with US GAAP. We believe these non-GAAP measures provide useful supplemental information for period-to-period comparisons of our business and can assist investors and others in understanding and evaluating our operating results. However, these non-GAAP measures should not be considered in isolation or as an alternative to any measures of financial performance calculated and presented in accordance with GAAP. Other companies may calculate this non-GAAP measure differently than we do.

The Company's guidance for Gross Lease Originations, Gross Revenue, Adjusted Gross Profit and Adjusted EBITDA are forward-looking statements. They are subject to various risks and uncertainties that could cause the Company's actual results to differ materially from the anticipated targets. There can be no assurance the Company will meet these financial projections. Additionally, Adjusted Gross Profit and Adjusted EBITDA are non-GAAP financial measures. Refer to the definitions of these measures under "Non-GAAP Measures," but note that information reconciling forward-looking non-GAAP measures to GAAP measures is not available without unreasonable effort.

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# Use of Non-GAAP Financial and Adjusted Results

Management believes that Adjusted EBITDA provides relevant and useful information which is widely used by analysts, investors and competitors in our industry in assessing performance.

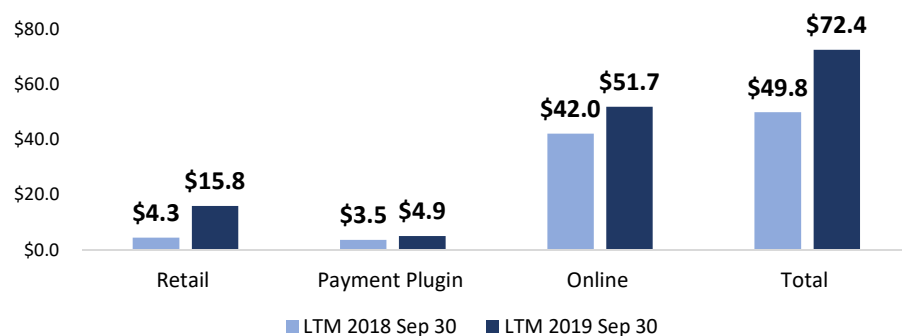
Adjusted EBITDA represents net income before interest, stock-based compensation, taxes, depreciation (other than depreciation of leased inventory) and amortization. We believe that Adjusted EBITDA provides us with an understanding of one aspect of earnings before the impact of investing and financing charges and income taxes. Adjusted EBITDA may be useful to an investor in evaluating our operating performance and liquidity because this measure:

- is widely used by investors to measure a company's operating performance without regard to items excluded from the calculation of such measure, which can vary substantially from company to company;
- is a financial measurement that is used by rating agencies, lenders and other parties to evaluate our credit worthiness; and
- is used by our management for various purposes, including as a measure of performance and as a basis for strategic planning and forecasting.

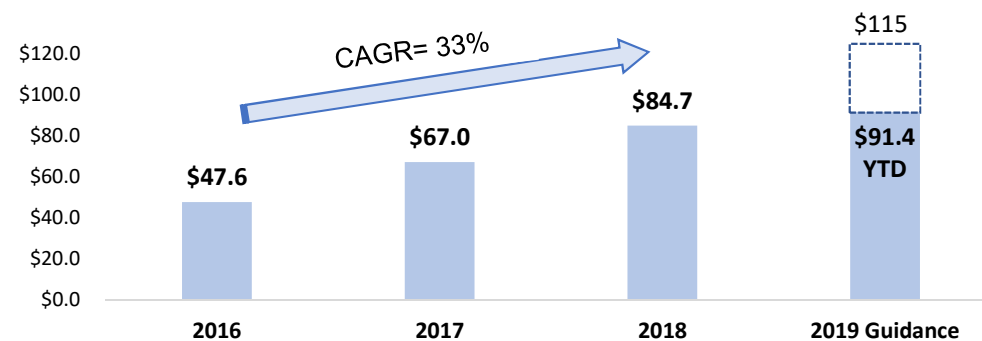
Adjusted EBITDA is a supplemental measure of FlexShopper's performance that is neither required by, nor presented in accordance with, GAAP. Adjusted EBITDA should not be considered as a substitute for GAAP metrics such as operating loss, net income or any other performance measures derived in accordance with GAAP.

# Growth Across Key Metrics

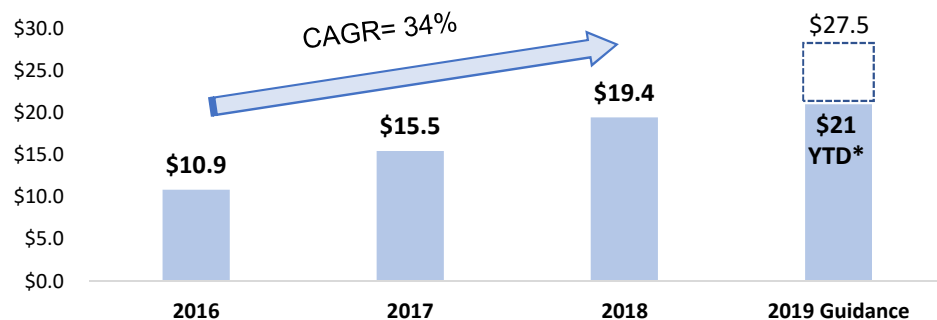
Gross Lease Origination (in \$ Millions)



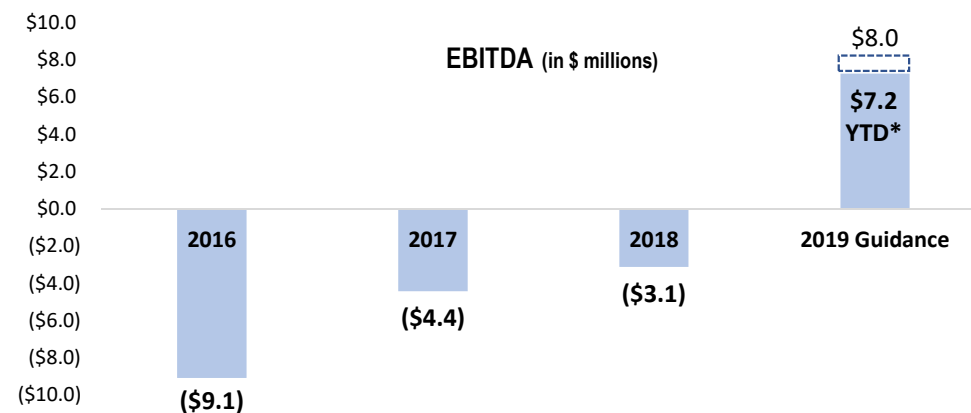
Gross Revenues (in \$ millions)



Gross Profit (in \$ Millions)

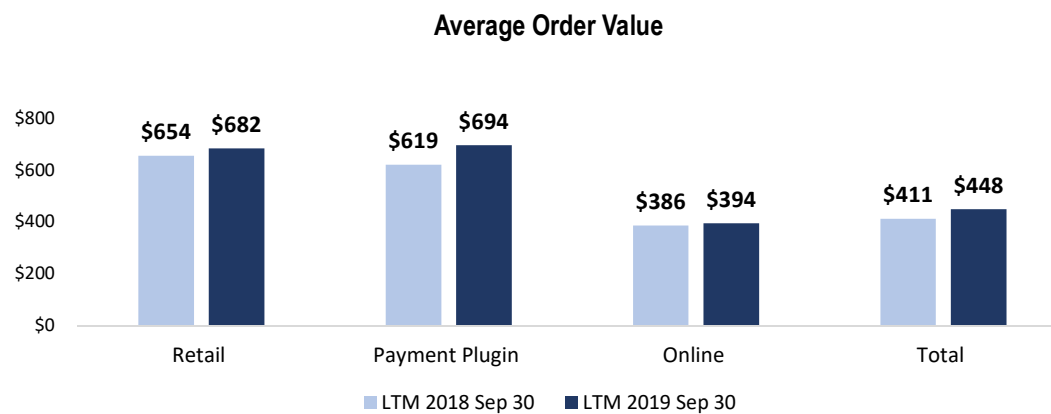
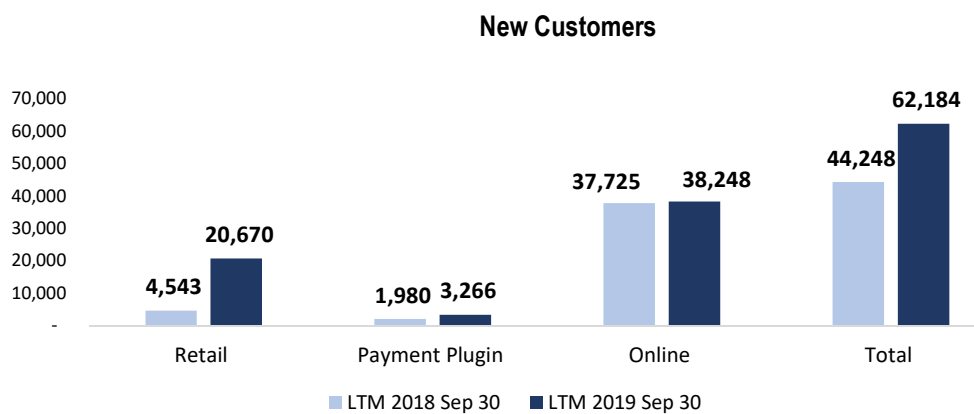
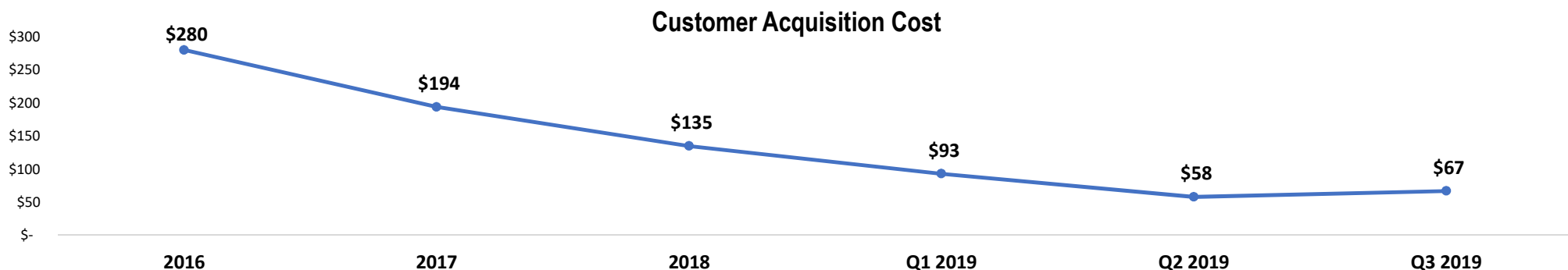


EBITDA (in \$ millions)



\*Nine Months Ended September 30,

# Customer Acquisition Metrics



# 2019 Outlook

2019 Previous Guidance	
2019 Gross Revenue	> \$112M
2019 Gross Profit	> \$26.5M
2019 Adjusted EBITDA	> \$5.0M
2019 Gross Originations	> \$72M

2019 Revised Guidance	
2019 Gross Revenue	> \$115M
2019 Gross Profit	> \$27.5M
2019 Adjusted EBITDA	> \$8.0M
2019 Gross Originations	> \$72M

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# FlexShopper®

lease to own the brands you love

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The background is a dark blue gradient with a repeating pattern of white line-art icons. These icons represent various household appliances and technology, including smartphones, laptops, speakers, blenders, toasters, and furniture like sofas and chairs.

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# FlexShopper<sup>®</sup>

lease to own the brands you love

## Appendix



# Income Statement

	For the 9 Months Ended September 30,		For the 12 Months Ended December 31,	
	2019	2018	2018	2017
Lease revenues and fees, net	\$63,953,196	\$41,875,977	\$59,219,472	\$46,276,924
Lease merchandise sold	2,374,876	1,592,556	2,269,708	1,634,233
<b>Total Revenues</b>	<b>66,328,072</b>	<b>43,468,533</b>	<b>61,489,180</b>	<b>47,911,157</b>
Cost of lease revenues, consisting of depreciation and impairment of lease merchandise	43,787,216	29,684,867	40,639,232	31,453,246
Cost of lease merchandise sold	1,521,244	1,007,677	1,423,526	998,800
Marketing	2,031,227	4,025,509	7,046,812	6,094,330
Salaries and benefits	5,984,797	6,397,999	8,796,011	7,862,714
Other operating expenses	8,156,238	6,163,680	8,761,815	7,664,566
Total Costs and Expenses	61,480,722	47,279,732	66,667,396	54,073,656
<b>OPERATING INCOME / (LOSS)</b>	<b>4,847,350</b>	<b>(3,811,199)</b>	<b>(5,178,216)</b>	<b>(6,162,499)</b>
Loss on extinguishment of debt	-	126,622	126,622	-
Interest expense including amortization of debt issuance costs	3,265,771	3,040,832	4,156,424	2,168,262
<b>NET INCOME / (LOSS)</b>	<b>1,581,579</b>	<b>(6,978,653)</b>	<b>(9,461,262)</b>	<b>(8,330,761)</b>
Cumulative dividends on Series 2 Convertible Preferred Shares	1,828,167	1,817,672	2,426,840	2,316,396
Net loss attributable to common shareholders	(246,588)	(8,796,325)	(11,888,102)	(10,647,157)
Basic (loss) per common share	(0.01)	(1.59)	(0.01)	(1.59)
Diluted (loss) per common share	(0.01)	(1.59)	(0.01)	(1.59)
Basic shares	17,661,134	5,539,815	8,574,569	5,290,944
Diluted shares	17,661,134	5,539,815	8,574,569	5,290,944
<b>Adjusted EBITDA</b>				
Net Income / (Loss)	1,581,579	(6,978,653)	(9,461,262)	(8,330,761)
Amortization of debt costs	230,340	460,996	511,085	473,616
Other amortization and depreciation	1,649,597	1,389,456	1,914,084	1,616,964
Loss on extinguishment of debt	-	126,622	126,622	-
Interest expense	3,035,431	2,579,836	3,645,339	1,694,645
Stock compensation	445,906	101,025	133,428	113,952
Non recurring product/infrastructure expenses	306,383	-	-	-
<b>Adjusted EBITDA</b>	<b>7,249,236</b>	<b>(2,320,718)</b>	<b>(3,130,704)</b>	<b>(4,431,584)</b>

# Balance Sheet

	For the Periods Ended		
	September 30, 2019	December 31, 2018	December 31, 2017
Cash	\$3,172,362	\$6,141,210	\$4,968,915
Accounts receivable, net	7,976,580	6,375,963	4,259,468
Prepaid expenses	609,605	317,160	321,035
Lease merchandise, net	24,341,616	32,364,697	21,415,322
Total current assets	36,100,163	45,199,030	30,964,740
PROPERTY AND EQUIPMENT, net	5,271,812	3,336,664	2,948,164
OTHER ASSETS, net	86,980	90,621	95,722
<b>Total assets</b>	<b>41,458,955</b>	<b>48,626,315</b>	<b>34,008,626</b>
Current portion of loan payable under credit agreement to beneficial shareholder net of \$0 at 2019 and \$167,483 at 2018 and \$118,404 at 2017 of unamortized issuance costs	-	14,252,717	14,094,096
Accounts payable	2,660,561	8,317,216	7,702,145
Accrued payroll and related taxes	232,086	393,095	404,346
Promissory notes net of \$9,333 at 2019 and \$0 at 2018 of unamortized issuance costs, including accrued interest	1,062,810	1,814,771	-
Accrued expenses	886,028	1,335,505	786,095
Lease liability – current portion	121,858	-	-
<b>Total current liabilities</b>	<b>4,963,343</b>	<b>26,113,304</b>	<b>22,986,682</b>
Loan payable under credit agreement to beneficial shareholder net of \$367,346 at 2019 and \$164,752 at 2018 and \$39,468 at 2017 of unamortized issuance costs and current portion	20,233,281	14,020,335	4,698,032
Promissory notes net of \$28,966 at 2019 and \$0 at 2018 of unamortized issuance costs and current portion	3,721,034	-	-
Lease liabilities less current portion	1,913,171	-	-
<b>Total liabilities</b>	<b>30,830,829</b>	<b>40,133,639</b>	<b>27,684,714</b>
<b>STOCKHOLDERS' EQUITY</b>			
Series 1 Convertible Preferred Stock, \$0.001 par value- authorized 250,000 shares, issued and outstanding 171,191 and 239,405 and 243,065 shares at \$5.00 stated value	855,955	1,197,025	1,197,025
Series 2 Convertible Preferred Stock, \$0.001 par value- authorized 25,000 shares, issued and outstanding 21,952 shares at \$1,000 stated value	21,952,000	21,952,000	21,952,000
Common stock, \$0.0001 par value- authorized 40,000,000 shares, issued and outstanding 17,666,193 at 2019 and 17,579,870 shares at 2018 and 5,294,501 at 2017	1,767	1,758	529
Additional paid in capital	34,969,420	34,074,488	22,445,691
Accumulated deficit	(47,151,016)	(48,732,595)	(39,271,333)
<b>Total stockholders' equity</b>	<b>10,628,126</b>	<b>8,492,676</b>	<b>6,323,912</b>
<b>Total liabilities and stockholder's equity</b>	<b>41,458,955</b>	<b>48,626,315</b>	<b>34,008,626</b>

# Cash Flow Statement

	For the 9 Months Ended September 30,		For the 12 Months Ended December 31,	
	2019	2018	2018	2017
Net Income / (Loss)	1,581,579	(6,978,653)	(9,461,262)	(8,330,761)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:				
Depreciation and impairment of lease merchandise	43,787,216	29,684,866	40,639,232	31,453,246
Other depreciation and amortization	1,879,935	1,850,452	2,410,537	2,090,581
Compensation expense related to issuance of stock options and warrants	530,724	101,025	133,428	113,952
Provision for doubtful/uncollectible accounts	25,075,156	16,563,888	23,239,189	19,135,207
Loss on debt extinguishment	-	126,622	126,622	-
Interest in kind added to promissory notes balance	-	-	64,771	-
Interest in kind added to credit agreement balance	-	-	248,535	-
Accounts receivable	(26,675,773)	(17,120,096)	(25,355,684)	(21,212,888)
Prepaid expenses and other	(290,556)	141,126	6,844	32,296
Lease merchandise	(35,764,135)	(26,595,974)	(51,588,607)	(34,298,108)
Security deposits	1,334	2,025	2,025	(10,206)
Accounts payable	(5,656,655)	(1,560,609)	827,715	3,784,397
Accrued payroll and related taxes	(161,009)	(179,265)	(11,251)	108,013
Accrued expenses	(317,173)	128,766	557,648	535,437
<b>Net cash provided by (used in) operating activities</b>	<b>3,990,643</b>	<b>(3,835,827)</b>	<b>(18,160,258)</b>	<b>(6,598,834)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Purchases of property and equipment, including capitalized software costs	(1,664,580)	(1,752,095)	(2,284,876)	(2,021,538)
<b>Net cash (used in) investing activities</b>	<b>(1,664,580)</b>	<b>(1,752,095)</b>	<b>(2,284,876)</b>	<b>(2,021,538)</b>
Proceeds from exercise of stock options	-	-	-	15,000
Principal payment under finance lease obligation	(1,243)	-	-	-
Proceeds from exercise of warrants	-	1,750	1,750	-
Proceeds from promissory notes, net	2,940,000	3,465,000	3,465,000	-
Proceeds from loan payable under credit agreement	2,523,828	5,185,000	19,366,359	10,450,000
Proceeds from public offering	-	10,007,500	10,007,500	-
Equity issuance related costs	23,147	(862,810)	(1,123,419)	-
Repayment of loan payable under credit agreement	(10,528,488)	(9,786,487)	(9,959,607)	(2,288,208)
Repayment of installment loan	(8,405)	(8,405)	(11,208)	-
Debt issuance related costs	(243,750)	(100,438)	(128,946)	-
<b>Net cash provided by (used in) financing activities</b>	<b>(5,294,911)</b>	<b>7,901,110</b>	<b>21,617,429</b>	<b>8,176,792</b>
<b>(DECREASE)/INCREASE IN CASH</b>	<b>(2,968,848)</b>	<b>2,313,188</b>	<b>1,172,295</b>	<b>(443,580)</b>
CASH, beginning of period	6,141,210	4,968,915	4,968,915	5,412,495
CASH, end of period	3,172,362	7,282,103	6,141,210	4,968,915

# Capitalization Table

<b>Common Shares Outstanding</b>	17,666,193
<b>Preferred Shares Series 1 (as converted to Common)</b>	216,637
<b>Preferred Shares Series 2 (as converted to Common)</b>	5,639,745
<b>Warrants (WAEP \$1.67)</b>	7,462,928
<b>Options (WAEP \$1.75)</b>	1,755,818