







Investor Presentation Q4 FY'23



Paycor HCM, Inc.'s (together with its subsidiaries, "Paycor" or the "Company") fiscal year ends on June 30. References to "fiscal 2022" or "FY'22" refer to the fiscal year ended June 30, 2022. References to "fiscal 2021" or "FY'20" refer to the fiscal year ended June 30, 2021. References to "fiscal 2020" or "FY'20" refer to the arithmetic sum of the results of (i) Paycor, Inc., the Company's accounting predecessor, for the period of July 1, 2018 through November 1, 2018 and (ii) the Company for the period of November 2, 2018 to June 30, 2019. These FY'19 figures do not represent "pro forma" amounts prepared in accordance with SEC rules and regulations, including Article 11 of Regulation S-X. Any references to a year not preceded by fiscal or FY refers to a calendar year.

Forward-Looking Statements

This presentation contains forward-looking statements that reflect the Company's current expectations and projections with respect to, among other things, its financial condition, results of operations, plans, objectives, future performance and business. These statements may be preceded by, followed by or include the words "anticipate," "estimate," "expect," "project," "project," "financial condition, results of operations, plans, objectives, future performance and business. These statements may be preceded by, followed by or include the words "anticipate," "estimate," "expect," "project," "project," "financial condition, results of operations, plans, objectives, future performance and business. These statements may be preceded by, followed by or include the words "anticipate," "estimate," "expect," "project," "project," "financial condition, results of operations, plans, objectives, future performance and business. These statements may be preceded by, followed by or include the words "anticipate," "estimate," "expect," "project," "project," "project," "financial condition, results of operations, plans, objectives, future performance and business. These statements may be preceded by, followed by or include the words "anticipate," "estimate," "expect," "project," "pro

All statements other than statements of historical fact are forward-looking statements. The inclusion of forward-looking statements should not be regarded as a representation by the Company, or any other person that the future plans, estimates, or expectations contemplated by the Company will be achieved. Such forward-looking statements are subject to various risks and uncertainties and assumptions relations to the Company's operations, financial results, financial condition, business, prospects, growth strategy, and liquidity. Accordingly, there are, or will be, important factors that could cause the Company's actual results to differ materially from those indicated in these statements. We believe that these risks include, but are not limited to: our ability to manage our growth effectively; the potential breach of our security measures or unauthorized access to our customers' or their employees' personal data; the expansion and retention of our direct sales force with qualified and productive persons and the related effects on the growth of our business; the impact on customer expansion and retention, user experience, customer experience, or or performance relating to our solutions is not customer; the timing of payments made to employees and taxing authorities relative to the timing of when a customer's electronic funds transfers are settled to our account; future acquisitions of or performance relating to our solutions is not customer portfolios; the continued service of our key executives; our ability to innovate and deliver high-quality, technologically advanced products and services; our ability to attract and retain qualified personnel; the proper operation of our software; our relationships with third parties; the ongoing effects of inflation, supply chain disruptions, labor shortages and other adverse macroeconomic conditions in the market in which we are o

You should not rely upon forward-looking statements as predictions of future events. The events and circumstances reflected in the forward-looking statements may not be achieved or occur. Although we believe that the expectations and assumptions reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements. We undertake no obligation to publicly update any forward-looking statement after the date of this presentation, whether as a result of new information, future developments or otherwise, or to conform these statements to actual results or revised expectations, except as may be required by law.

Market and Industry Data

Unless otherwise indicated, information in this presentation concerning economic conditions, the Company's industry, the Company's markets, and the Company's competitive position is based on a variety of sources, including information from independent industry analysts and publications, as well as the Company's own estimates and research. This information involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. While the Company believes the information presented is generally reliable, forecasts, assumptions, expectations, beliefs, estimates, and projections involve risk and uncertainties and are subject to change based on various factors.

Non-GAAP Financial Measures

This presentation contains financial measures, such as Adjusted Gross Profit, Adjusted Gross Profit Margin, Adjusted Operating Income, Adjusted Operating Income Margin, Adjusted Gross Profit Excluding Depreciation and Amortization, Adjusted Gross Profit Margin Excluding Depreciation and Amortization, Adjusted General and Administrative Expense, Adjusted Research and Development Expense, and Adjusted Free Cash Flow, which are not recognized under generally accepted accounting principles in the United States ("GAAP").

The Company believes that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-GAAP financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with GAAP, and may be different from similarly-titled non-GAAP measures used by other companies.

Adjusted Gross Profit Margin, Adjusted Gross Profit Margin, Adjusted Operating Income, Adjusted Operating Income Margin, Adjusted Gross Profit Excluding Depreciation and Amortization, Adjusted Gross Profit Margin Expense, Adjusted General and Administrative Expense, Adjusted Research and Development Expense, Adjusted Free Cash Flow, and Adjusted Free Cash Flow Margin have limitations as an analytical tool, and you should not consider this measure either in isolation or as a substitute for other methods of analyzing the results as reported under GAAP. A reconciliation of Adjusted Gross Profit, Adjusted Gross Profit Margin, Adjusted Gross Profit Margin, Adjusted Gross Profit Margin Excluding Depreciation, Adjusted Gross Profit Margin Excluding Depreciation, Adjusted Gross Profit Margin to the most directly comparable GAAP financial measure can be found at the end of this presentation.

Paycor Investment Highlights

\$35B underserved market with strong growth potential

30+ years in business 30,000+ clients with 2.5m+

employees on the platform

\$553M FY'23 revenue

29% revenue growth 22% sales force growth

Subscription-based

business model with 94%

FY'23 recurring revenue















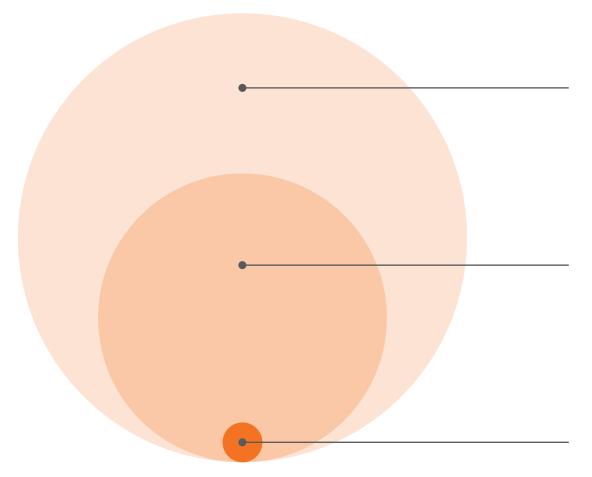
Award-winning software and culture

Who We Are

As a leading provider of Human Capital Management (HCM) software for SMBs, we empower leaders to build winning teams by modernizing people management.



SMB Opportunity is Massive and Growing



\$44B Projected TAM

~61M U.S. SMB 10-1000 employees x \$60 Future List PEPM

\$35B Current TAM

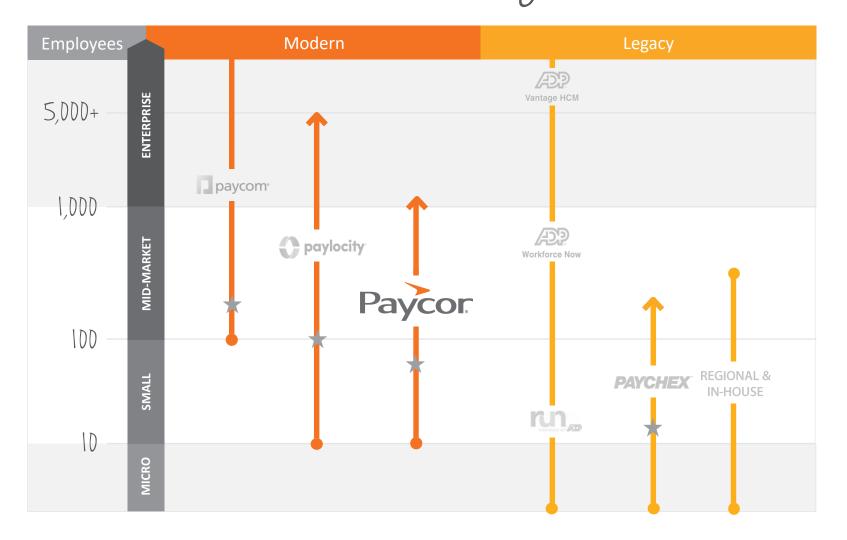
~61M U.S. SMB 10-1000 employees x \$48 List PEPM(1)

<2% PYCR market share (2)

Modern HCM platforms comprise a small portion of the market



We are Laser Focused on Winning Share in the SMB Segment





Designed for leaders

Configured by industry

Cloud-based

Unified, extensible platform

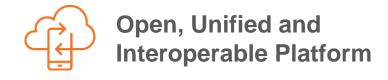
Modern user experience

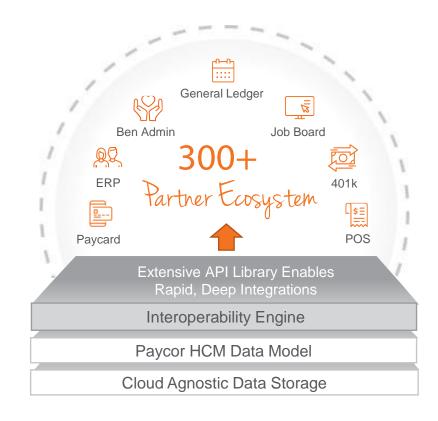
Our Disruptive SaaS Platform is Differentiated

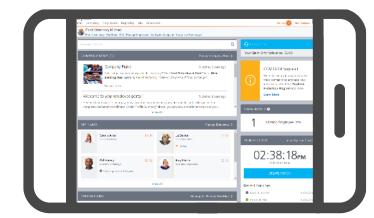














Leaders Drive Engagement and Engagement Drives Results

Paycor modernizes people management, so leaders can focus on what really matters:

Building winning teams that deliver results.



Talent
Management
Onboard,
Motivate, Develop



Administration
Wellness as an
Advantage

Benefits





Workforce
Management
Optimize Labor
Spend



Experience
Build Inclusive
Cultures

Employee

Our Robust Industry Program



Community

Robust user network with industry-specific thought leadership, user groups and online community



Customer Experience

Industry-skilled implementation and service experts providing a seamless transition and ongoing support

Product Differentiation

Customized organic software with key partner integrations designed for industry leaders

Healthcare 🜷



Recruit and hire skilled nurses, scheduling, and reporting to meet PBJ requirements

Key Integrations

Scheduling Compliance Ben Admin

Restaurants S



Attract employees with quick hire capabilities and retain them with OnDemand Pay

Key Integrations -

POS OnDemand Pav ATS

Manufacturing 🚉



Optimize shift coverage with flexible time collection options and easily claim hiring credits

Key Integrations

FRP Certified Payroll WOTC

Professional Services ==



Key Integrations

Engage employees with Talent Management and analyze company performance with robust Analytics

Job Boards Benefits 401K

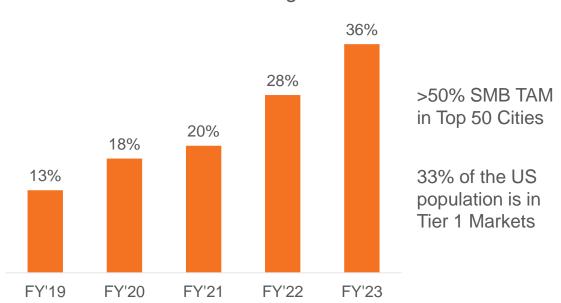


Powered by a Scalable and Efficient Go-to-Market Engine

Sales Expansion Focused on Tier 1 Markets

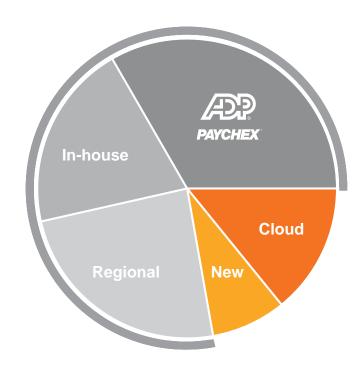
- Expanding from Midwest roots in top U.S. cities
- 22% sales force growth to >550 sales associates in FY'23

Tier 1 Sales Coverage



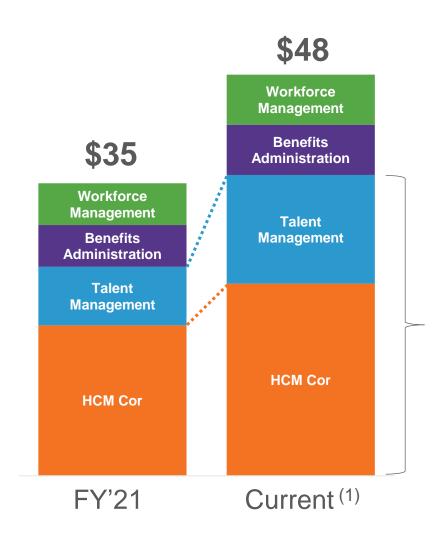
Source of Bookings

- 75% from legacy incumbents⁽¹⁾
- Expansive broker channel



(1) For period ended June 30, 2023.

Expanding our Product Portfolio and PEPM Opportunity



Building an Unrivaled Talent Management Suite

Framework and tools to transform frontline managers into leaders that drive results. By learning to more effectively Coach, Optimize, and Retain their associates, leaders can unlock the potential of their people and performance.

Applicant Tracking, Paycor Smart Sourcing, Micro Learning, OKRs

Expanding HCM Cor Universal Functionality

Comprehensive suite of HCM tools that automate routine tasks, mitigate compliance risks and drive efficiencies spanning HR, onboarding, payroll, compensation, surveys, expenses, reporting and analytics.

Pulse Surveys, Advanced Analytics, OnDemand Pay, Paycor Engage

Q4 & FY'23 Highlights



Revenue Growth

Delivered 26% revenue growth for the quarter and 29% for the year, driven primarily by strong new client growth and continued PEPM expansion.



Sales Coverage Expansion

Increased seller headcount growth by 22% and Tier 1 sales coverage from 28% to 36% this year.



HCM Suite & PEPM Expansion

Effective PEPM increased 11% year-over-year, driven by cross-sales, pricing initiatives, and higher bundle adoption at the point of sale.



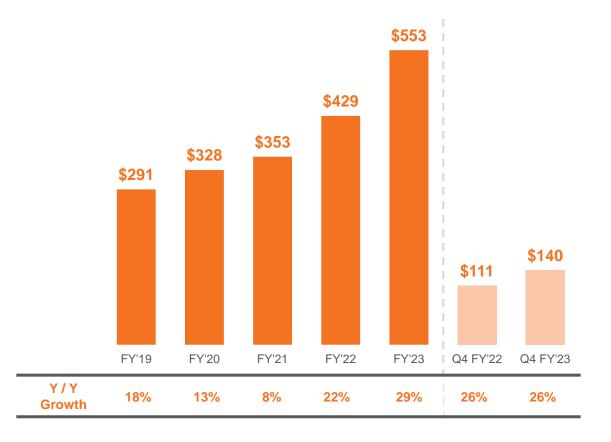
Margin & FCF Expansion

Expanded adjusted operating income margins ~300 bps this quarter and generated over \$19 million in adjusted free cash flow, resulting in \$10 million of adjusted free cash flow for the year.

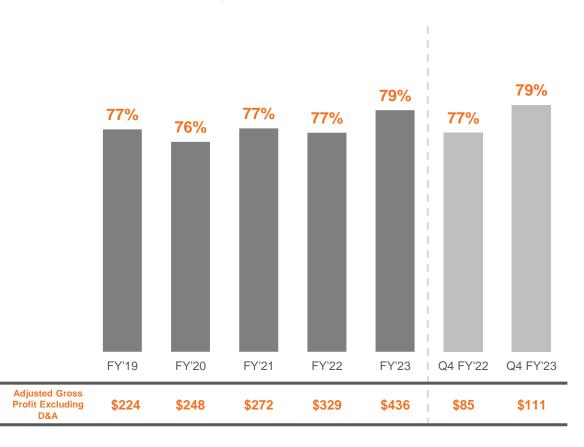


Strong Revenue Performance

Total Revenue

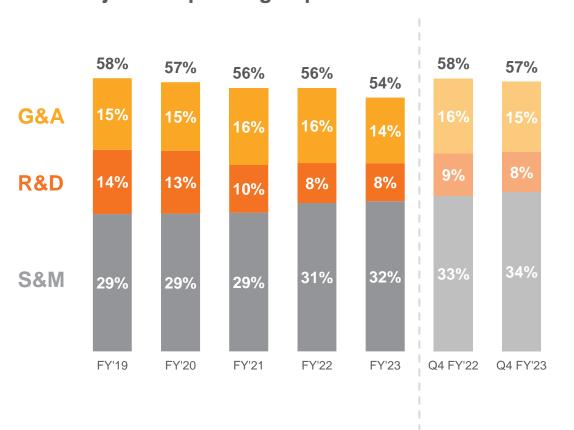


Adjusted Gross Profit Margin Excluding Depreciation & Amortization



Operating Structure Built to Drive Growth

Adjusted Operating Expenses as % of Revenue



Adjusted Operating Income Margin



Q1 & FY'24 Guidance

Q1	FY'24	FY'24

Total Revenue	\$138 to \$140	\$644 to \$650
Year-over-year Growth	16.6% to 18.3%	16.5% to 17.6%

Adjusted Operating Income	\$9 to \$10	\$97 to \$100
Adjusted Operating Income Margin	6.5% to 7.1%	15.1% to 15.4%



Paycor Is Positioned for Significant Growth



Massive, growing & still underserved market



Unified, disruptive HCM platform for SMB leaders



Multiple, proven growth strategies



Attractive subscription model & strong financial profile





Appendix



Key Definitions

"We," "us," "our," "the Company," "Paycor," and similar references refer to Paycor HCM, Inc., and unless otherwise stated, all of its subsidiaries.

"Apax Partners," "Apax," or "our Sponsor" refers to Apax Partners L.P., a global private equity firm, collectively, with its affiliates.

"Metropolitan statistical areas" refers to the metropolitan statistical areas delineated by the United States Office of Management and Budget as in effect as of the date of this prospectus.

"Net revenue retention" refers to the current quarterly period recurring revenue for the cohort of customers at the beginning of the prior year quarterly period, divided by the recurring revenue in the prior year reporting period for that same cohort. In calculating the net revenue retention for a period longer than a quarter, such as a fiscal year, we use the weighted average of the retention rates (calculated in accordance with the preceding sentence) for each applicable quarter included in such period.

"Gross Revenue Retention" is calculated as one minus the prior year respective period recurring revenue for the cohort of customers at the beginning of the prior year respective period who have processed a CLR within the last twelve months, divided by the recurring revenue in the prior year reporting period for the cohort of customers at the beginning of the prior year.

"Recurring revenue" refers to, with respect to any period, all recurring service revenues attributable to payroll, workforce management, and HR-related cloud-based computing services.

"Tier 1 markets" refers to the 15 most populous metropolitan statistical areas in the United States.

"Tier 2 markets" refers to the 15 most populous metropolitan statistical areas in the United States other than Tier 1 markets.

"Tier 3 markets" refers to the 20 most populous metropolitan statistical areas in the United States other than Tier 1 markets and Tier 2 markets.

"Total bookings" with respect to any period is defined as the aggregate year-one values of all new customer contracts acquired during such period, including new sales to existing clients. Total bookings includes both recurring fees and implementation services.

"Total customers" refers to a parent company grouping, which may include multiple subsidiary client accounts with separate taxpayer identification numbers.

"Enterprise Segment" customers with 1,000+ EEs

"Mid-Market Segment" or "MM Segment" customers with 50-999 EEs

"Small Market Segment" or "SM Segment" customers with 10-49 EEs

"Micro Segment" customers with 1-9 EEs

"PEPM" refers to per-employee-per-month, whereby our revenue is derived from the number of employees of a given customer, and the amount, type, and timing of products provided to a customer's employees

Non-GAAP Financial Measures

Adjusted Gross Profit and Adjusted Gross Profit Margin: We define Adjusted Gross Profit as gross profit before amortization of intangible assets, stock-based compensation expense, and other certain corporate expenses, in each case that are included in costs of recurring revenues. We define Adjusted Gross Profit Margin as Adjusted Gross Profit divided by total revenues.

Adjusted Gross Profit Excluding D&A and Adjusted Gross Profit Margin Excluding D&A: We define Adjusted Gross Profit Excluding D&A as gross profit before amortization of intangible assets, stock-based compensation expense, other certain corporate expenses and depreciation and amortization, in each case that are included in costs of revenues. We define Adjusted Gross Profit Margin Excluding D&A as Adjusted Gross Profit Excluding D&A divided by total revenues.

Adjusted Operating Income and Adjusted Operating Income Margin: We define Adjusted Operating Income as loss from operations before amortization of acquired intangible assets and naming rights, stock-based compensation expense, exit cost due to exiting leases of certain facilities, and other certain corporate expenses. We define Adjusted Operating Income Margin as Adjusted Operating Income divided by total revenues.

Adjusted Operating Expenses: We define Adjusted Sales and Marketing expense as sales and marketing expenses before amortization of naming rights, stock-based compensation expense, and other certain corporate expenses. We define Adjusted General and Administrative expense as general and administrative expenses before amortization of acquired intangible assets, stock-based compensation expense, exit cost due to exiting leases of certain facilities and other certain corporate expenses. We define Adjusted Research and Development expense as research and development expenses before stock-based compensation expense and other certain corporate expenses.

Adjusted Free Cash Flow and Adjusted Free Cash Flow Margin: We define Adjusted Free Cash Flow as cash provided (used) by operating activities less the purchase of property and equipment and internally developed software costs, excluding other certain corporate expenses, which are included in cash provided (used) by operating activities. We define Adjusted Free Cash Flow Margin as Adjusted Free Cash Flow divided by total revenues.



GAAP to Non-GAAP Reconciliation

	Reconciliation to Adjusted Gross Profit Excluding D&A						
	Three Months Ended	Three Months Ended	Fiscal Year Ended	Fiscal Year Ended	Fiscal Year Ended	Fiscal Year Ended	Fiscal Year Ended
	June 30, 2023	June 30, 2022	June 30, 2023	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019
Revenue	\$140.0	\$111.0	\$552.7	\$429.4	\$352.8	\$327.9	\$291.5
Gross Profit Gross Profit Margin	\$91.6 65.4%	\$70.7 63.7%	\$365.6 66.1%	\$261.2 60.8%	\$198.3 56.2%	\$188.2 57.4%	\$182.0 62.4%
Amortization of intangible assets Stock-based compensation expense Corporate adjustments	\$1.5	\$1.3	\$5.3	\$19.3	\$46.1	\$42.9	\$28.1
	\$2.3	\$1.4	\$9.1	\$6.6	\$0.5	\$0.6	\$0.4
	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.7	\$0.3
Adjusted Gross Profit Adjusted Gross Profit Margin	\$95.5	\$73.4	\$380.0	\$287.2	\$244.9	\$233.4	\$210.7
	68.2%	66.1%	68.7%	66.9%	69.4%	71.2%	72.3%
Amortization of deferred contract costs Amortization of capitalized software	\$7.5	\$5.1	\$26.1	\$17.3	\$10.6	\$5.7	\$5.8
	\$7.8	\$6.0	\$28.1	\$22.1	\$13.8	\$6.9	\$5.5
Depreciation Adjusted Gross Profit, Excluding D&A Adjusted Gross Profit Margin, Excluding D&A	\$0.5	\$0.5	\$1.8	\$2.6	\$2.6	\$2.5	\$2.3
	\$111.2	\$85.1	\$435.9	\$329.2	\$271.9	\$248.4	\$224.4
	79.4%	76.6%	78.9%	76.6%	77.1%	75.8%	77.0%



GAAP to Non-GAAP Reconciliation (cont d)

	Reconciliation to Adjusted Operating Income							
	Three Months Ended June 30, 2023	Three Months Ended June 30, 2022	Fiscal Year Ended June 30, 2023	Fiscal Year Ended June 30, 2022	Fiscal Year Ended June 30, 2021	Fiscal Year Ended June 30, 2020	Fiscal Year Ended June 30, 2019	
Loss from Operations	(\$31.7)	(\$30.1)	(\$104.7)	(\$139.6)	(\$89.3)	(\$94.7)	(\$105.2)	
Operating Margin	(22.6%)	(27.1%)	(18.9%)	(32.5%)	(25.3%)	(28.9%)	(36.1%)	
Amortization of intangible assets	\$25.8	\$22.4	\$98.2	\$102.0	\$125.6	\$120.9	\$80.1	
Stock-based compensation expense	\$20.2	\$16.1	\$78.2	\$71.4	\$4.2	\$4.9	\$6.6	
Liability incentive award compensation expense	\$0.0	\$0.0	\$0.0	\$0.0	(\$0.2)	\$3.1	\$29.0	
Loss on lease exit	\$0.1	\$0.1	\$1.8	\$9.1	\$0.0	\$0.0	\$0.0	
Corporate adjustments	\$1.0	\$0.8	\$9.0	\$4.7	\$7.7	\$12.1	\$31.5	
Adjusted Operating Income	\$15.4	\$9.2	\$82.6	\$47.5	\$48.0	\$46.3	\$41.9	
Adjusted Operating Income Margin	11.0%	8.3%	14.9%	11.1%	13.6%	14.1%	14.4%	



GAAP to Non-GAAP Reconciliation (cont'd)

Reconciliation of Adjusted Operating Expenses

	Three Months Ended	Three Months Ended	Fiscal Year Ended				
	June 30, 2023	June 30, 2022	June 30, 2023	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019
Color and Marketing Francis	\$50.5	¢40.7	¢040.4	¢470.0	¢400.4	¢4.00.0	07.4
Sales and Marketing Expense	\$56.5	\$42.7	\$212.1	\$170.6	\$106.1	\$100.0	\$87.1
Amortization of intangible assets	(\$1.1)	\$0.0	(\$3.9)	\$0.0	\$0.0	\$0.0	\$0.0
Stock-based compensation expense	(\$8.0)	(\$6.1)	(\$32.4)	(\$35.5)	(\$1.4)	(\$1.7)	(\$2.3)
Liability incentive award compensation expense	\$0.0	\$0.0	\$0.0	\$0.0	\$0.1	\$0.0	\$0.0
Corporate adjustments	\$0.0	\$0.0	\$0.0	(\$0.1)	(\$1.1)	(\$2.5)	\$0.0
Adjusted Sales and Marketing Expense	\$47.4	\$36.6	\$175.8	\$135.1	\$103.7	\$95.8	\$84.9
% of Revenue	33.8%	32.9%	31.8%	31.5%	29.4%	29.2%	29.1%
General and Administrative Expense	\$52.4	\$45.1	\$203.9	\$187.0	\$145.5	\$137.1	\$158.9
Amortization of intangible assets	(\$23.2)	(\$21.1)	(\$89.0)	(\$82.6)	(\$79.5)	(\$78.0)	(\$52.0)
Stock-based compensation expense	(\$7.3)	(\$5.5)	(\$27.1)	(\$22.5)	(\$2.2)	(\$1.9)	(\$3.0)
Liability incentive award compensation expense	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$3.1)	(\$29.0)
Loss on lease exit	(\$0.1)	(\$0.1)	(\$1.8)	(\$9.1)	\$0.0	\$0.0	\$0.0
Corporate adjustments	(\$1.0)	(\$0.8)	(\$9.0)	(\$4.6)	(\$6.5)	(\$6.5)	(\$30.8)
Adjusted General and Administrative Expense	\$20.9	\$17.6	\$77.0	\$68.2	\$57.3	\$47.7	\$44.2
% of Revenue	14.9%	15.9%	13.9%	15.9%	16.3%	14.5%	15.1%
Research and Development Expense	\$14.3	\$13.0	\$54.3	\$43.1	\$36.0	\$45.9	\$41.1
Stock-based compensation expense	(\$2.6)	(\$3.0)	(\$9.6)	(\$6.8)	(\$0.1)	(\$0.8)	(\$1.0)
Liability incentive award compensation expense	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Corporate adjustments	\$0.0	\$0.0	\$0.0	\$0.0	(\$0.1)	(\$1.5)	(\$0.4)
Adjusted Research and Development Expense	\$11.8	\$10.0	\$44.6	\$36.4	\$35.9	\$43.6	\$39.7
% of Revenue	8.4%	9.1%	8.1%	8.5%	10.2%	13.3%	13.6%



Note I: \$ in millions. Amounts may not foot due to rounding.

GAAP to Non-GAAP Reconciliation (cont d)

	Reconciliation to Adjusted Free Cash Flow							
	Three Months Ended June 30, 2023	Three Months Ended June 30, 2022	Fiscal Year Ended June 30, 2023	Fiscal Year Ended June 30, 2022	Fiscal Year Ended June 30, 2021	Fiscal Year Ended June 30, 2020	Fiscal Year Ended June 30, 2019	
Net cash provided (used) by operating activities	\$31.7	\$12.7	\$48.1	\$24.4	\$10.8	\$0.1	(\$12.6)	
Purchase of property and equipment	(\$1.8)	(\$0.1)	(\$5.0)	(\$2.0)	(\$3.3)	(\$7.8)	(\$1.9)	
Internally developed software costs	(\$11.7)	(\$8.1)	(\$42.3)	(\$30.8)	(\$22.0)	(\$18.8)	(\$18.8)	
Corporate adjustments	\$1.0	\$0.8	\$9.0	\$4.7	\$7.7	\$12.1	\$31.5	
Adjusted Free Cash Flow	\$19.3	\$5.3	\$9.8	(\$3.8)	(\$6.8)	(\$14.4)	(\$1.8)	
Adjusted Free Cash Flow Margin	13.8%	4.7%	1.8%	(0.9)%	(1.9)%	(4.4)%	(0.6)%	

