




**Payten**

# Financial Results for Q1.2023 And Business Update

April 27<sup>th</sup>, 2023



## Q1'23: Highlights

- **Strong** first quarter in **Banking** showing **36% YoY** EBIT growth driven **by implementation projects**
- Good quarter for traditional **POS related services** thanks to deliveries and related services
- Unexpected **appreciation of Turkish lira** versus EUR taking into account inflation – affecting profitability
- Additional **earthquake tax** in Turkey (one-off, 0.5 mEUR)
- **Restructuring costs** in BPO Spain (one-off, 0.3 mEUR)
- IAD Croatia **network takeover** costs (one-off, 0.15 mEUR)
- Very good, continued **growth trend in processing**



# Q1 2023 ASEE Best Deals.

## Banking Solutions

- **CoreBanking** - Supply Chain modules for Front Web, Back and Middle Office and Standard Factoring for a bank in Serbia
- **Digital Origination** SME Limit and Decision Engine standalone module for a bank in Serbia
- **Adaptive Elements Platform**, a solution that enables rapid development of native mobile apps for banks in Slovakia, Croatia, and Romania
- **Multifactor Authentication Solution - SxS/mToken** and licenses for a bank in Croatia and Italy
- **Multifactor Authentication Solution - SxS** migration to the ASEE hosting for a bank in Italy
- **Digital signature-related consulting** for an international bank in Germany
- Implementation of **ASEE 'Scan From Home' for a Bank in Romania**: extending the mobile banking application provided by ASEE to enable mobile drop-off for the debit instruments (promissory notes, ceques) used by the bank's corporate customers.

# Q1 2023 ASEE Best Deals.

## Dedicated Solutions

- **LIVE Contact Center** additional communication channels for a leading utility company in Croatia
- **Live Contact Center** for a Croatian fintech company,
- **LIVE Service Desk** for a large Public IT service provider in Croatia
- **LIVE Service Desk** upgrade for one of the Croatian state institutions
- **Replacing the old DMS system with ABC** for the utility company in Serbia
- **Implementation of ABC eArchive solution** for one of larger banks in Serbia
- **Maintenance and support for ABC eArchive** for a Public Institution in Serbia
- **Documenta DMS** document management module and web page development for a governmental institution in Romania
- **Documenta DMS** software for the National Union of County Councils in Romania
- **Dynatrace Application Performance Management project** at an enterprise group of companies operating in the fields of steel, distributorship, energy and logistics

# Q1 2023 Payten Best Deals.

## E-commerce

- **Client Side Encryption (CSE) and Card on File** for one of the top betting companies in Serbia
- **Payment Gateway solution** at a large size insurance company, at a medium size Electric Vehicle Charging Stations company, at a medium size e-commerce company, at a medium size automotive company, at a medium size insurance broker company
- **Payment Gateway Checkout Integration** at a large size payment services company
- **Payment Gateway Expire Date Control** at a medium size software company
- **Transferring of stored cards from Worldline to PPG** at a medium size software company
- **Paratika Virtual POS solution** at a large size football club and at a large size automotive company

## Processing

- **ChipCard**, processing company, **partners with** to process VISA and Mastercard transactions, including DCC and access fees **a Spanish independent ATM network provider** .
- **Payten** also delivered a comprehensive ATM application and monitoring solution as part of above collaboration.
- **ChipCard**, processing company, **to enable Google Pay and Apple Pay for Serbia's largest retail bank**, enhancing the bank's digital payment options for its customers

# Q1 2023 Payten Best Deals.

## ATM and POS Related Services

- **SoftPOS and Instant Payment in a single app**, for a leading bank in Serbia
- **Cooperation with Raiffeisen Bank** by successfully migrating their ATM network to a new processor.
- An African card processing firm has **certified Payten's Android POS application** and **terminal management system**, allowing numerous banks and financial institutions to utilize PayPro application for card transactions
- **POS delivery**, application and services for a Leading Croatian Bank
- **IPD Business Model**, Monri switching fee per transaction + Additional Bank integration with Banca Transilvania, BRD, Raiffeisen Bank, Unicredit Bank) for a fastfood retailer in Romanian
- **IPD** for Gradske ljekarne Zagreb, a leading pharmacies chain in the capital of Croatia
- **IPD** for a luxury brand retailer CM Delta in Croatia

# 1Q 2023 results





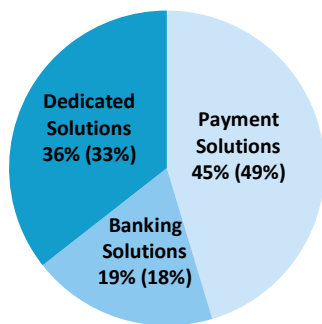
# 1Q'23: Good quarter with results growth

	mEUR				mPLN			
	Q1 2023	Q1 2023 no hyper.	Q1 2022	% Diff	Q1 2023	Q1 2023 no hyper.	Q1 2022	% Diff
Revenue	80.9	80.6	67.1	+20.1%	380.1	378.7	311.7	+21.5%
EBITDA	15.5	15.4	14.7	+5.0%	72.8	72.4	68.2	+6.2%
<b>EBIT</b>	<b>10.7</b>	<b>10.7</b>	<b>9.9</b>	<b>+8.2%</b>	<b>50.2</b>	<b>50.2</b>	<b>45.9</b>	<b>+9.4%</b>
NPAT	10.0	8.0	8.5	-6.1%	47.2	37.7	39.7	-5.0%
EBITDA %	19.1%	19.1%	21.9%		19.1%	19.1%	21.9%	
EBIT %	13.2%	13.3%	14.7%		13.2%	13.3%	14.7%	
EBIT non-IFRS	11.2	11.2	10.6	+5.5%	52.5	52.5	49.2	+6.7%
NPAT non-IFRS	8.6	8.6	9.2	-6.2%	40.5	40.5	42.7	-5.1%

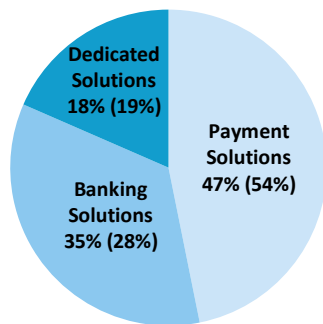
# 1Q'23: Growth driven by Banking

mEUR	Revenue			EBITDA			EBIT		
	Q1 2023	Q1 2022	Diff	Q1 2023	Q1 2022	Diff	Q1 2023	Q1 2022	Diff
Payment Solutions	36.5	32.6	+3.9	8.3	8.7	-0.4	5.0	5.3	-0.3
Non-Payment	44.0	34.4	+9.6	7.1	6.0	+1.1	5.7	4.6	+1.1
Banking Solutions	15.4	12.2	+3.2	4.4	3.3	+1.1	3.7	2.7	+1.0
Dedicated Solutions	28.7	22.3	+6.4	2.7	2.7	+0.1	2.0	1.9	+0.1
<b>ASEE Group TTL</b>	<b>80.6</b>	<b>67.1</b>	<b>+13.5</b>	<b>15.4</b>	<b>14.7</b>	<b>+0.7</b>	<b>10.7</b>	<b>9.9</b>	<b>+0.8</b>

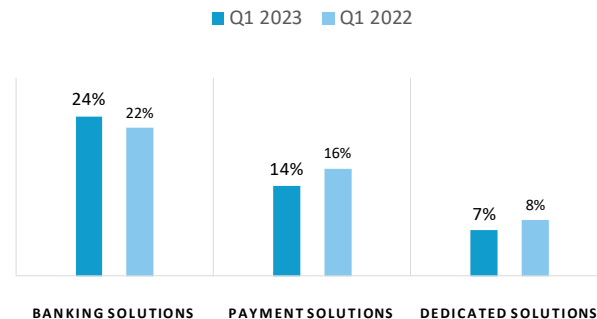
Revenue per BUs Q1 2023



EBIT per BUs Q1 2023



Profitability per BU

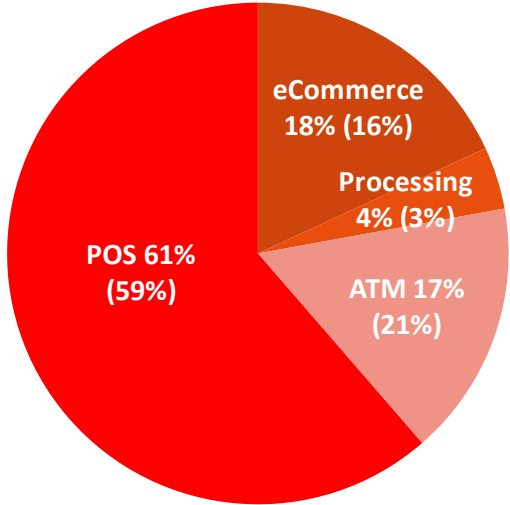


# 1Q'23: Growth driven by POS and eCommerce

### Revenue

mEUR	Q1 2023	Q1 2022	Diff
eCommerce	6.6	5.2	+1.4
Processing	1.5	1.1	+0.3
ATM*	6.0	7.0	-1.0
POS**	22.4	19.3	+3.1
<b>Payment</b>	<b>36.5</b>	<b>32.6</b>	<b>+3.9</b>

Revenue per BUs Q1 2023



\* Including IAD MoneyGet

\*\* including IPD and ECR

# 1Q'23: Growth thanks to Serbia

mEUR	Revenue				EBIT			
	Q1 2023	Q1 2022	Diff	% Diff	Q1 2023	Q1 2022	Diff	% Diff
B&H	5.3	6.0	-0.6	-11%	0.9	0.9	+0.0	+2%
Croatia	11.1	9.9	+1.2	+12%	0.2	0.5	-0.3	-63%
Iberia	12.2	8.7	+3.6	+41%	1.4	1.2	+0.2	+20%
Latam	1.8	1.2	+0.6	+51%	0.1	0.0	+0.0	+83%
Macedonia	3.0	3.0	-0.0	-1%	0.4	0.6	-0.1	-19%
Romania	11.1	10.9	+0.1	+1%	0.2	0.5	-0.3	-58%
Serbia	24.0	18.2	+5.8	+32%	5.6	3.1	+2.5	+79%
Turkey	8.3	6.2	+2.1	+35%	1.0	2.3	-1.3	-58%
Central Europe	2.3	2.2	+0.1	+7%	0.4	0.3	+0.1	+40%
Other*	4.2	3.4	+0.8	+24%	0.5	0.6	-0.1	-14%
Eliminations	-2.7	-2.5	-0.2		0.0	-0.1	+0.0	
<b>GASEE</b>	<b>80.6</b>	<b>67.1</b>	<b>+13.5</b>	<b>+20%</b>	<b>10.7</b>	<b>9.9</b>	<b>+0.8</b>	<b>+8%</b>

\*Other entities include: Albania, Bulgaria, Egypt, Kosovo, Montenegro, Slovenia

# Liquidity



# Net Cash position

mEUR	31 Mar'23	2022 YE	Diff
Cash and short term investments	65.5	63.6	1.9
Lease liabilities	-9.7	-9.6	0.0
Bank loans and credit lines	-22.5	-24.5	2.1
Deferred and contingent payments for acquisitions (short-term)	-12.1	-12.3	0.2
<b>Net Cash</b>	<b>21.3</b>	<b>17.1</b>	<b>4.1</b>
Receivables and Prepayments	89.9	97.5	-7.6
Liabilities, Provisions and Deferred Income	-82.1	-88.9	6.8
Inventory	15.8	12.2	3.7
<b>Operational Balance</b>	<b>44.9</b>	<b>37.9</b>	<b>7.0</b>

# Solid operating cash flow

mEUR	Q1 2023 LTM	2022	2021
Operating cash flow*	52.9	52.5	52.5
- Infrastructure for outsourcing	-5.6	-5.5	-3.5
- infrastructure for IAD	-0.1	-0.4	-0.2
- Capitalized R&D	-0.6	-0.5	-0.3
- M&A	-8.4	-8.5	-31.7
- Other CAPEX	-8.5	-7.2	-5.3
Free cash flow	29.8	30.5	11.5
Debt Increase	9.8	11.7	6.9
Debt Service	-13.4	-12.9	-12.1
Total Cash Flow	26.3	29.3	6.3
Oper CF/EBITDA**	80%	81%	93%
FCF/EBIT**	64%	66%	29%

\*Excluding investment in outsourcing equipment presented in Inventory

\*\*Excluding hyperinflation impact

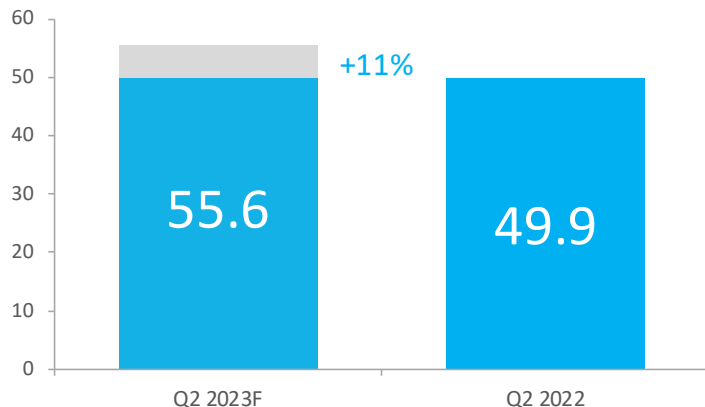
# Outlook for 2023



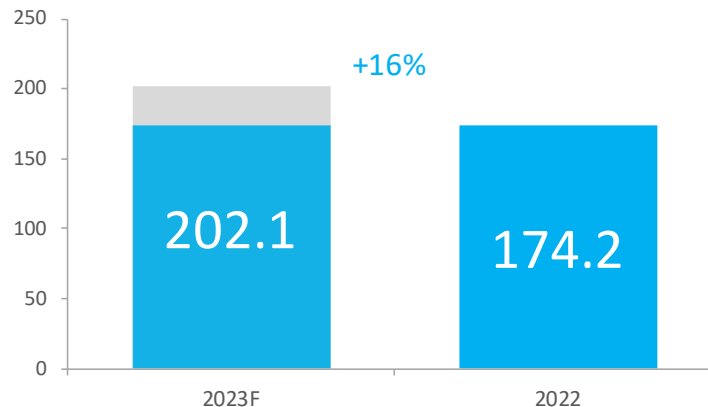


# ASEE + Payten

mEUR	Q2 2023F *	Q2 2022	% Diff
Revenues BL	81.1	76.4	+6%
Margin1 BL	55.6	49.9	+11%



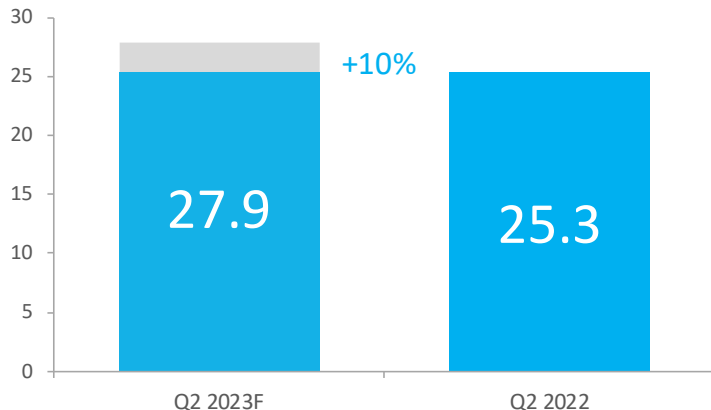
mEUR	2023F *	2022	% Diff
Revenues BL	283.0	240.8	+18%
Margin1 BL	202.1	174.2	+16%



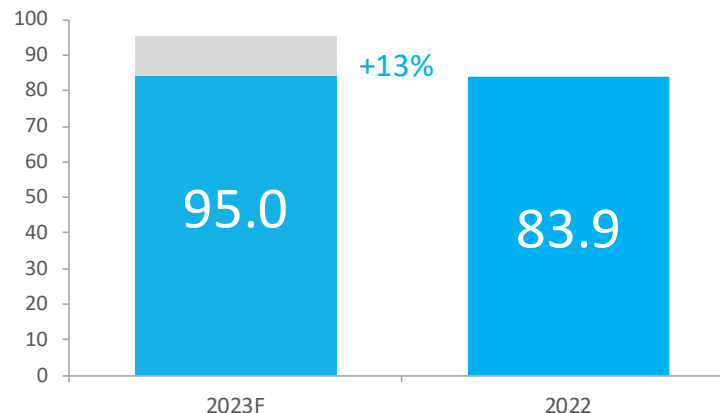
\* backlog data as on April 24<sup>th</sup>, 2023

# ASEE - Banking and Dedicated solutions

mEUR	Q2 2023F *	Q2 2022	% Diff
Revenues BL	40.0	37.4	+7%
Margin1 BL	27.9	25.3	+10%



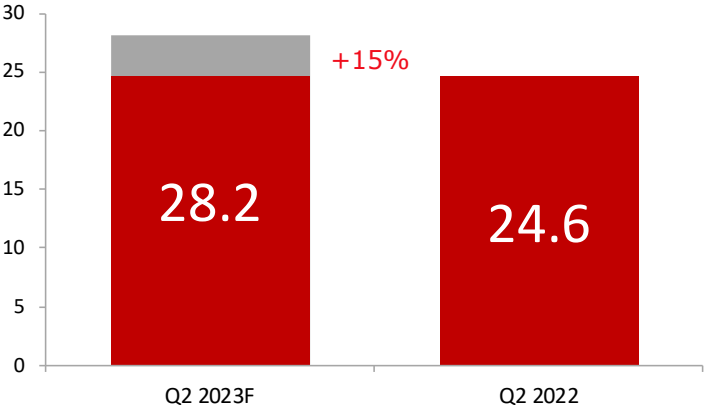
mEUR	2023F*	2022	% Diff
Revenues BL	147.4	123.2	+20%
Margin1 BL	95.0	83.9	+13%



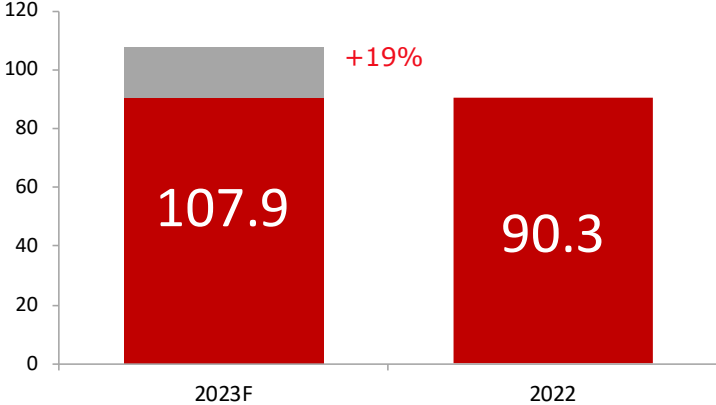
\* backlog data as on April 24<sup>th</sup>, 2023

# Payten

mEUR	Q2 2023F *	Q2 2022	% Diff
Revenues BL	42.2	39.0	+8%
Margin1 BL	28.2	24.6	+15%



mEUR	2023F*	2022	% Diff
Revenues BL	139.9	117.6	+19%
Margin1 BL	107.9	90.3	+19%



\* backlog data as on April 24<sup>th</sup>, 2023

# Technology for business, solutions for people.

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