



Second Quarter 2023 Financial Results

Michael J. Brown | Chairman & CEO
Rick L. Weller | EVP & CFO
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Forward Looking Statements

Statements contained in this news release that concern Euronet's or its management's intentions, expectations, or predictions of future performance, are forward-looking statements. Euronet's actual results may vary materially from those anticipated in such forward-looking statements as a result of a number of factors, including: conditions in world financial markets and general economic conditions, including impacts from the COVID-19 pandemic; inflation; the war in the Ukraine and the related economic sanctions; our ability to successfully integrate any acquired operations; economic conditions in specific countries and regions; technological developments affecting the market for our products and services; our ability to successfully introduce new products and services; foreign currency exchange rate fluctuations; the effects of any breach of our computer systems or those of our customers or vendors, including our financial processing networks or those of other third parties; interruptions in any of our systems or those of our vendors or other third parties; our ability to renew existing contracts at profitable rates; changes in fees payable for transactions performed for cards bearing international logos or over switching networks such as card transactions on ATMs; our ability to comply with increasingly stringent regulatory requirements, including anti-money laundering, anti-terrorism, anti-bribery, consumer and data protection and privacy; changes in laws and regulations affecting our business, including tax and immigration laws and any laws regulating payments, including dynamic currency conversion transactions; changes in our relationships with, or in fees charged by, our business partners; competition; the outcome of claims and other loss contingencies affecting Euronet; the cost of borrowing (including fluctuations in interest rates), availability of credit and terms of and compliance with debt covenants; and renewal of sources of funding as they expire and the availability of replacement funding. These risks and other risks are described in the Company's filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Copies of these filings may be obtained via the SEC's Edgar website or by contacting the Company. Any forward-looking statements made in this release speak only as of the date of this release. Except as may be required by law, Euronet does not intend to update these forward-looking statements and undertakes no duty to any person to provide any such update under any circumstances. The Company regularly posts important information to the investor relations section of its website.

Unless specifically noted otherwise within this presentation, the following terms are hereby defined as follows:

Constant currency measures are computed as if foreign currency exchange rates did not change from the prior period. This information is provided to illustrate the impact of changes in foreign currency exchange rates on the Company's results when compared to the prior period.

Adjusted operating income is defined as operating income (loss) excluding a non-cash purchase accounting adjustment. Adjusted operating income represents a performance measure and is not intended to represent a liquidity measure.

Adjusted EBITDA is defined as net income excluding, to the extent incurred in the period, interest, income tax expense, depreciation, amortization, share-based compensation expenses, non-cash purchase accounting adjustment and other non-operating or non-recurring items that are considered expenses or income under U.S. GAAP. Adjusted EBITDA represents a performance measure and is not intended to represent a liquidity measure.

Adjusted earnings per share (Adjusted EPS) is defined as diluted U.S. GAAP earnings (loss) per share excluding, to the extent incurred in the period, the tax-effected impacts of: a) foreign currency exchange gains or losses b) share-based compensation, c) acquired intangible asset amortization, d) non-cash income tax expense, e) non-cash purchase accounting adjustment, (f) other non-operating or non-recurring items and g) dilutive shares related to the Company's convertible bonds. Adjusted earnings per share represents a performance measure and is not intended to represent a liquidity measure.

The reconciliation of non-GAAP items is included in the attached supplemental data.

The Company does not provide a reconciliation of its forward-looking non-GAAP measures to GAAP due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for GAAP and the related GAAP to non-GAAP reconciliation, including adjustments that could be made for currency exchange rate fluctuations and other charges reflected in the Company's reconciliation of historic numbers, the amount of which, based on historical experience, could be significant.



Financial Highlights Second Quarter 2023

Rick L. Weller | EVP & CFO

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- **Revenue - \$939.1 million**

- 11% increase from \$843.3 million for Q2 2022
- 11% increase on a constant currency basis

- **Operating Income - \$122.6 million**

- 21% increase from \$101.1 million for Q2 2022
- 21% increase on a constant currency basis

- **Adjusted Operating Income - \$119.6 million**

- 18% increase from \$101.1 million for Q2 2022
- 18% increase on a constant currency basis

- **Adjusted EBITDA - \$165.8 million**

- 13% increase from \$147.2 million for Q2 2022
- 13% increase on a constant currency basis

- **Adjusted EPS \$2.03**

- 17% increase from \$1.73 for Q2 2022

USD (in millions)	3/31/2023	6/30/2023
Unrestricted Cash	\$ 1,065.8	\$ 1,139.1
ATM Cash	627.2	776.3
Settlement Assets	1,085.5	1,206.5
Total Assets	5,010.6	5,221.0
Total Debt	1,646.4	1,760.8
Total Debt to Trailing Twelve Month Adjusted EBITDA Multiple	2.8x	2.9x
Net Debt to Trailing Twelve Month Adjusted EBITDA Multiple	1.0x	1.0x

Financial Highlights Second Quarter 2023 Same Quarter Prior Year Comparison

USD (in millions)	Revenue		Adjusted Operating Income		Adjusted EBITDA	
	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023
EFT Processing	\$ 249.0	\$ 282.4	\$ 54.8	\$ 66.1	\$ 80.5	\$ 89.9
<i>% Change</i>		13%		21%		12%
epay	227.7	263.8	24.3	26.8	25.9	28.5
<i>% Change</i>		16%		10%		10%
Money Transfer	368.5	394.8	40.6	47.2	49.2	55.3
<i>% Change</i>		7%		16%		12%
Subtotal	845.2	941.0	119.7	140.1	155.6	173.7
<i>% Change</i>		11%		17%		12%
Corporate, Eliminations & Other	(1.9)	(1.9)	(18.6)	(20.5)	(8.4)	(7.9)
Consolidated Total	\$ 843.3	\$ 939.1	\$ 101.1	\$ 119.6	\$ 147.2	\$ 165.8
<i>% Change</i>		11%		18%		13%

Financial Highlights Second Quarter 2023

Same Quarter Prior Year Comparison – Constant Currency*

USD (in millions)	Revenue		Adjusted Operating Income		Adjusted EBITDA	
	Q2 2022	Q2 2023*	Q2 2022	Q2 2023*	Q2 2022	Q2 2023*
EFT Processing	\$ 249.0	\$ 281.6	\$ 54.8	\$ 66.3	\$ 80.5	\$ 89.9
<i>% Change</i>		13%		21%		12%
epay	227.7	262.5	24.3	26.9	25.9	28.6
<i>% Change</i>		15%		11%		10%
Money Transfer	368.5	393.7	40.6	46.7	49.2	54.9
<i>% Change</i>		7%		15%		12%
Subtotal	845.2	937.8	119.7	139.9	155.6	173.4
<i>% Change</i>		11%		17%		11%
Corporate, Eliminations & Other	(1.9)	(1.9)	(18.6)	(20.4)	(8.4)	(7.8)
Consolidated Total	\$ 843.3	\$ 935.9	\$ 101.1	\$ 119.5	\$ 147.2	\$ 165.6
<i>% Change</i>		11%		18%		13%

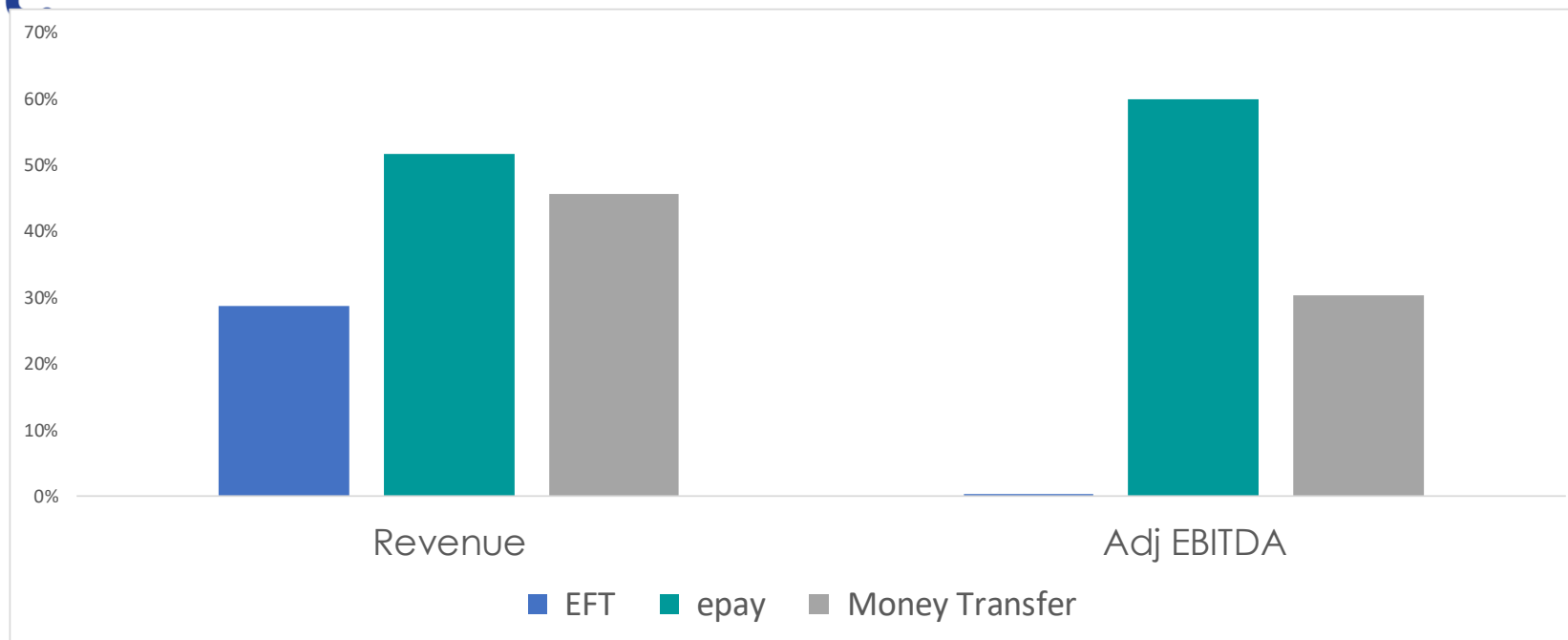


Business Update

Michael J. Brown | Chairman & CEO

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Percent Growth	Revenue	Adj EBITDA	Transactions
EFT	29%	0.3%	170%
epay	52%	60%	167%
Money Transfer	46%	30%	42%

- Through COVID, we continued to invest across all three segments which has provided a stronger, more diverse business.
- In EFT, we have deployed ATMs to 9 new countries, rationalized our ATM fleet to improve performance and acquired Piraeus merchant acquiring business.
- In epay, we have continued to expand our content and distribution channels.
- In Money Transfer, we continued to expand our physical presence and successfully accelerated our digital growth strategy.



Business Segment

EFT

- New Markets Entered
 - Independent ATM Networks (IAD) in Morocco and Latvia
 - Relunched IAD in Malaysia
- Signed:
 - ATM outsourcing agreement with Santander Bank in Poland for 1,100 ATMs
 - POS acquiring agreements with approx. 4,300 new merchants
 - Cardless cash withdrawal agreement with Bank of Philippines Islands (BPI)
- Launched:
 - Network participation agreements (NPA), with nine new merchants in Poland for ATM deposits
- Renewed:
 - Card outsourcing frame agreement with Astrobank in Cyprus
 - ATM NPA with OTP Bank in Romania
 - ATM outsourcing agreements in US, Albania, Serbia, Montenegro
 - Real time payment (RTP) service agreement for AU Small Finance Bank in India



Business Segment

EFT

- Active ATM Rollforward

Active ATM Rollforward	Sequential
ATMs at Beginning of Quarter	47,430
Traditional High Value ATM Changes	
Independently Deployed ATMs	568
Outsourcing ATMs	228
Low-Margin India ATMs	21
Seasonally Re-activated / (De-activated) ATMs	3,155
ATMs at June 30, 2023	51,402

- Installed ATM Rollforward

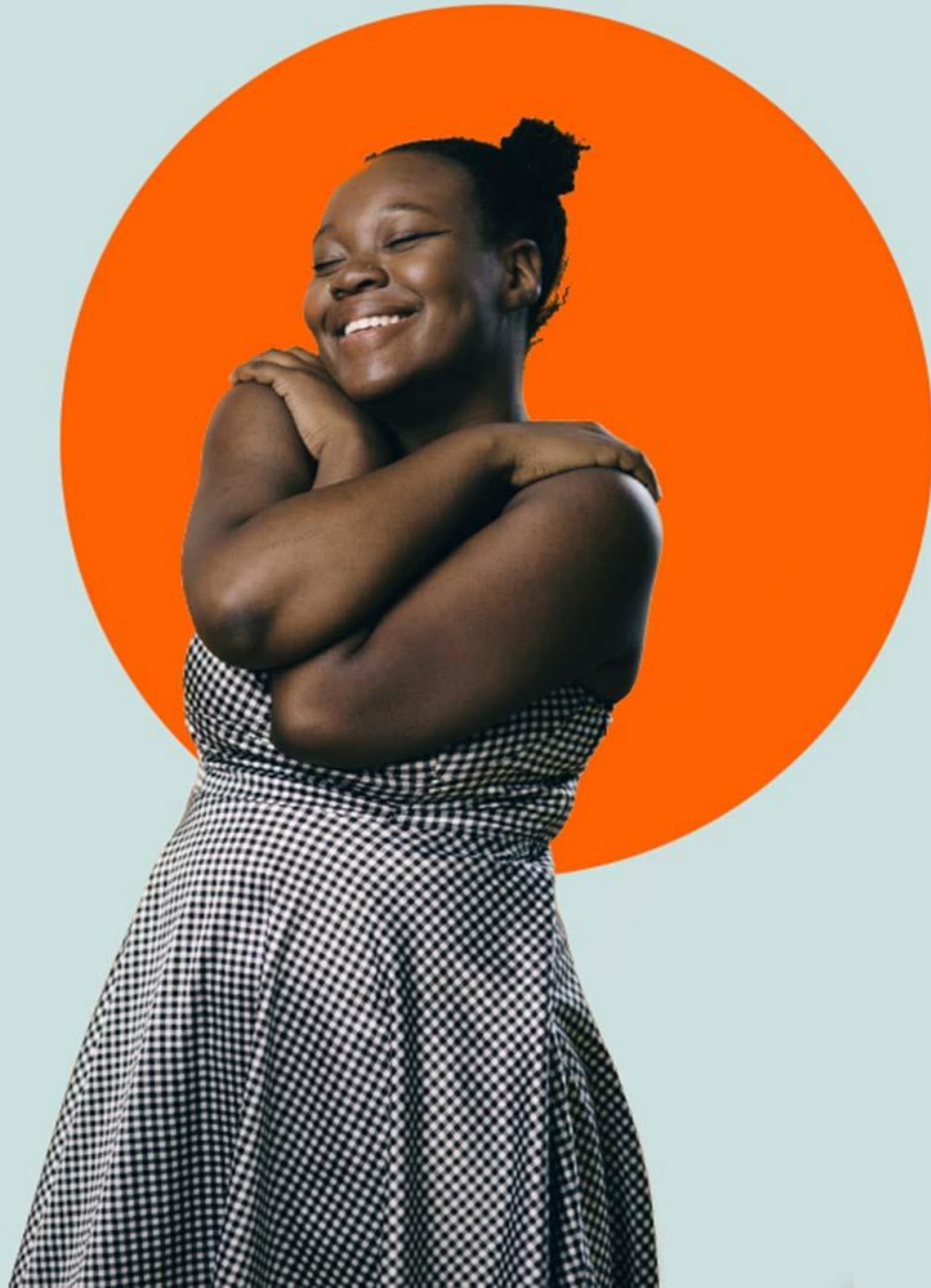
Installed ATM Rollforward	Year-to-Date
ATMs at Beginning of Year	50,738
Traditional High Value ATM Adds	
Independently Deployed ATMs	417
Outsourcing ATMs	182
Low-Margin India ATMs	990
ATMs at June 30, 2023	52,327

Business Segment Highlights



- Launched:
 - Xbox e-codes on Amazon Marketplace in India
 - Meta digital codes in large retailers Argos (UK) & Media Saturn (Germany)
 - Microsoft 365 Renewals at Micro Center
 - In the U.S., we expanded our prepaid mobile activation business to include eSIM for AT&T, T-Mobile and Verizon
 - Digital Apple content on Oyunfor, a Turkish gaming e-commerce site
- Signed:
 - Agreement with e-Xpress to distribute Sony's PlayStation Network (PSN) e-codes in India
 - Agreement to issue Aldi closed loop cards in Germany through B2B channels
 - Agreements with Airalo and SIM Local, suppliers of eSIM Data bundles, to sell content used in approx. 200 countries
 - Agreement with Neosurf, an online payment voucher, for distribution throughout Europe

Money Transfer



- Network Growth:
 - Our network reaches:
 - 191 countries and territories
 - 533,000 total locations, a 6% increase vs. 2Q 2022
 - 4.0* billion bank accounts and 1.9 billion wallet accounts
- Correspondent Expansion
 - Launched 24 correspondents in 23 countries
 - Includes International Bank of Somalia, Ria's first entry in the country
 - Signed 33 correspondent agreements across 26 countries
 - Includes Treviso Corretora de Cambio in Brazil, adding cash payments in Brazil
- Other Business
 - Signed partnership agreement with Flash to promote Ria Money Transfer services in South Africa
 - Signed direct agreement with Dana, one of the largest mobile wallets in Indonesia

* The number of bank accounts was updated based on newly released data from World Bank.

Solution

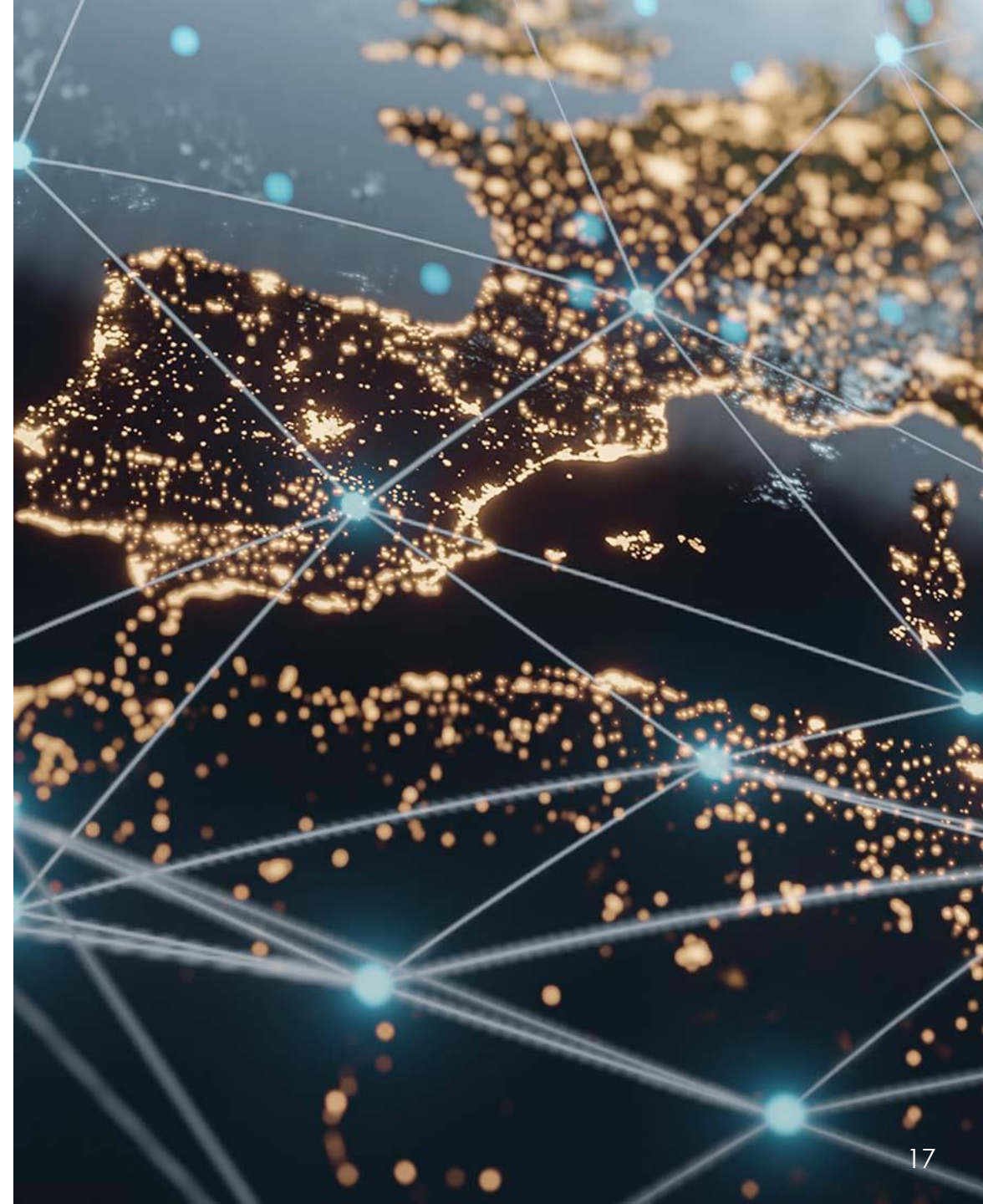


- Dandelion partners expanded to 14 new countries in Q2 and transactions from our existing partners grew 45% year-over-year
- Signed:
 - Agreement with Inter & Co, a leading super app in Brazil
 - Agreement with Transfer Galaxy, a leading European digital money transfer service

- Signed:
 - QR-based payment agreement with Tangent Solutions, Inc., one of the largest non- bank POS terminal networks for in Philippines
 - Ren Self-Service agreement with Citizen's Bank of Guyana
 - Banco Guayaquil S.A. (Ecuador) agreement to provide issuer and multi-channel acquirer processing and switching services
 - Banco Pichincha CA agreement to provide issuer processing & switching services in Ecuador
- Launched:
 - Passthrough DCC agreement for Sacom Bank
 - GXS Bank open loop issuer processing
 - Production pilot program with MyZoi
 - VYBE Wallet topup
- We have a strong pipeline of signed Ren deals which we expect to contribute approximately \$149 million in revenue over the next six years

Summary

- Our balance sheet remains strong providing stability and flexibility in our operations
- Euronet delivered a record second quarter across all financial metrics
- Euronet generated more than \$90 million of cash flows from operations
- EFT continues to grow through network expansion, together with strategic investments
- epay continues to expand mobile and digital branded payments and expand digital distribution
- Money Transfer continues to produce double-digit transaction growth on U.S.- and international-initiated transfers as well as 28% direct-to-consumer digital transfers while improving profit margins
- Both Ren and Dandelion signed new agreements and launched new products during the quarter



Supplemental Data

Reconciliation of Net Income to Operating Income (Expense) and Adjusted EBITDA

Three months ended June 30, 2023

	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net income					\$ 86.0
Add: Income tax expense					32.3
Add: Total other expense, net					4.3
Operating income (expense)	\$ 69.1	\$ 26.8	\$ 47.2	\$ (20.5)	122.6
Less: Non-cash gain	(3.0)	-	-	-	(3.0)
Adjusted operating income (expense) ⁽¹⁾	\$ 66.1	\$ 26.8	\$ 47.2	\$ (20.5)	119.6
Add: Depreciation and amortization	23.8	1.7	8.1	0.1	33.7
Add: Share-based compensation	-	-	-	12.5	12.5
Earnings before interest, taxes, depreciation, amortization, share-based compensation, and other non-operating and non-recurring items (Adjusted EBITDA) (1)	\$ 89.9	\$ 28.5	\$ 55.3	\$ (7.9)	\$ 165.8

⁽¹⁾ Adjusted operating income (expense) and Adjusted EBITDA are non-GAAP measures that should be considered in addition to, and not a substitute for, net income computed in accordance with U.S. GAAP.

Reconciliation of Net Income to Operating Income (Expense) and Adjusted EBITDA

Three months ended June 30, 2022

	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net income					\$ 57.1
Add: Income tax expense					20.7
Add: Total other expense, net					23.3
Operating (loss) income	\$ 54.8	\$ 24.3	\$ 40.6	\$ (18.6)	101.1
Add: Depreciation and amortization	25.7	1.6	8.6	0.1	36.0
Add: Share-based compensation	-	-	-	10.1	10.1
Earnings before interest, taxes, depreciation, amortization, share-based compensation, and other non-operating and non-recurring items (Adjusted EBITDA) (1)	\$ 80.5	\$ 25.9	\$ 49.2	\$ (8.4)	\$ 147.2

(1) Adjusted EBITDA is a non-GAAP measure that should be considered in addition to, and not a substitute for, net income computed in accordance with U.S. GAAP.

Reconciliation of Revenue, Adjusted Operating Income (Expense) and Adjusted EBITDA to Constant Currency Amounts by Segment

Three months ended June 30, 2023

	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Revenue	\$ 282.4	\$ 263.8	\$ 394.8	\$ (1.9)	\$ 939.1
Add: Estimated foreign currency impact *	(0.8)	(1.3)	(1.1)	-	(3.2)
Revenue - Constant Currency	<u>\$ 281.6</u>	<u>\$ 262.5</u>	<u>\$ 393.7</u>	<u>\$ (1.9)</u>	<u>\$ 935.9</u>
Adjusted operating income (expense)	\$ 66.1	\$ 26.8	\$ 47.2	\$ (20.5)	\$ 119.6
Add: Estimated foreign currency impact *	0.2	0.1	(0.5)	0.1	(0.1)
Adjusted operating income (expense) - Constant Currency	<u>\$ 66.3</u>	<u>\$ 26.9</u>	<u>\$ 46.7</u>	<u>\$ (20.4)</u>	<u>\$ 119.5</u>
Adjusted EBITDA (reconciled on previous schedule)	\$ 89.9	\$ 28.5	\$ 55.3	\$ (7.9)	\$ 165.8
Add: Estimated foreign currency impact *	-	0.1	(0.4)	0.1	(0.2)
Adjusted EBITDA - Constant Currency	<u>\$ 89.9</u>	<u>\$ 28.6</u>	<u>\$ 54.9</u>	<u>\$ (7.8)</u>	<u>\$ 165.6</u>

	Three Months Ended	
	June 30	
	2023	2022
Net income attributable to Euronet Worldwide, Inc.	\$ 86.1	\$ 57.3
Foreign currency exchange (gain) loss	(6.3)	14.7
Intangible asset amortization	6.6	7.7
Share-based compensation	12.5	10.1
Non-cash gain	(3.0)	-
Income tax effect of above adjustments	1.7	(4.7)
Non-cash GAAP tax expense	4.5	3.5
Adjusted earnings (1)	<u>\$ 102.1</u>	<u>\$ 88.6</u>
Adjusted earnings per share - diluted (1)	<u>\$ 2.03</u>	<u>\$ 1.73</u>
Diluted weighted average shares outstanding (GAAP)	52,871,415	53,766,914
Effect of adjusted EPS dilution of convertible notes	(2,781,818)	(2,781,818)
Effect of unrecognized share-based compensation on diluted shares outstanding	<u>228,127</u>	<u>226,318</u>
Adjusted diluted weighted average shares outstanding	<u>50,317,724</u>	<u>51,211,414</u>

(1) Adjusted earnings and adjusted earnings per share are non-GAAP measures that should be considered in addition to, and not as a substitute for, net income and earnings per share computed in accordance with U.S. GAAP.

To see how these adjustments correlate to the income statement please see the second quarter 2023 earnings press rele



Euronet.

Thank you