



Third Quarter 2022 Financial Results

PRESENTERS:

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RICK L. WELLER, EVP & CFO

SCOTT CLAASSEN, GENERAL COUNSEL

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; effectiveness of vaccines and treatments against variants of COVID-19; economic conditions in specific countries and regions; technological developments affecting the market for our products and services; the potential risk that a military conflict in Eastern Europe may negatively impact our operations in the region; 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 the European Union's General Data Privacy Regulation and Third Payment Service Directive requirements; 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, 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.

Defined Terms



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 EBITDA is defined as net income (loss) excluding, to the extent incurred in the period, interest, income tax expense, depreciation, amortization, share-based compensation expenses, 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 interest expense, e) non-cash income tax expense, 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

Third Quarter 2022

RICK L. WELLER, EVP & CFO

Financial Highlights Third Quarter 2022



- ▶ **Revenue - \$931.3 million**
 - ▶ 14% increase from \$816.6 million for Q3 2021
 - ▶ 27% increase on a constant currency basis
- ▶ **Operating Income - \$168.5 million**
 - ▶ 47% increase from \$114.5 million for Q3 2021
 - ▶ 71% increase on a constant currency basis
- ▶ **Adjusted EBITDA - \$211.6 million**
 - ▶ 36% increase from \$155.2 million for Q3 2021
 - ▶ 57% increase on a constant currency basis
- ▶ **Adjusted EPS \$2.74**
 - ▶ 55% increase from \$1.77 for Q3 2021

Financial Highlights Third Quarter 2022

Balance Sheet Overview



USD (in millions)	6/30/2022	9/30/2022
Unrestricted Cash	\$ 1,014.9	\$ 967.1
ATM Cash	890.8	646.1
Settlement Assets	1,057.4	1,034.9
Total Assets	5,195.5	4,827.8
Total Debt	2,094.0	1,736.2
Total Debt to Trailing Twelve Month Adjusted EBITDA Multiple	4.2x	3.1x
Net Debt to Trailing Twelve Month Adjusted EBITDA Multiple	2.2x	1.4x

Financial Highlights Third Quarter 2022

Same Quarter Prior Year Comparison



USD (in millions)	Revenue		Operating Income		Adjusted EBITDA	
	Q3 2021	Q3 2022	Q3 2021	Q3 2022	Q3 2021	Q3 2022
EFT Processing	\$ 227.1	\$ 319.5	\$ 63.2	\$ 116.4	\$ 85.8	\$ 139.5
<i>% Change</i>		<i>41%</i>		<i>84%</i>		<i>63%</i>
epay	238.3	248.9	25.9	29.1	28.2	30.5
<i>% Change</i>		<i>4%</i>		<i>12%</i>		<i>8%</i>
Money Transfer	353.5	364.9	37.6	40.7	46.5	48.9
<i>% Change</i>		<i>3%</i>		<i>8%</i>		<i>5%</i>
Subtotal	818.9	933.3	126.7	186.2	160.5	218.9
<i>% Change</i>		<i>14%</i>		<i>47%</i>		<i>36%</i>
Corporate, Eliminations & Other	(2.3)	(2.0)	(12.2)	(17.7)	(5.3)	(7.3)
Consolidated Total	\$ 816.6	\$ 931.3	\$ 114.5	\$ 168.5	\$ 155.2	\$ 211.6
<i>% Change</i>		<i>14%</i>		<i>47%</i>		<i>36%</i>

Financial Highlights Third Quarter 2022

Same Quarter Prior Year Comparison – Constant Currency*



USD (in millions)	Revenue		Operating Income		Adjusted EBITDA	
	Q3 2021	Q3 2022*	Q3 2021	Q3 2022*	Q3 2021	Q3 2022*
EFT Processing	\$ 227.1	\$ 368.1	\$ 63.2	\$ 133.9	\$ 85.8	\$ 160.3
<i>% Change</i>		<i>62%</i>		<i>112%</i>		<i>87%</i>
epay	238.3	281.3	25.9	33.3	28.2	34.9
<i>% Change</i>		<i>18%</i>		<i>29%</i>		<i>24%</i>
Money Transfer	353.5	393.1	37.6	46.4	46.5	55.2
<i>% Change</i>		<i>11%</i>		<i>23%</i>		<i>19%</i>
Subtotal	818.9	1,042.5	126.7	213.6	160.5	250.4
<i>% Change</i>		<i>27%</i>		<i>69%</i>		<i>56%</i>
Corporate, Eliminations & Other	(2.3)	(2.0)	(12.2)	(17.8)	(5.3)	(7.3)
Consolidated Total	\$ 816.6	\$ 1,040.5	\$ 114.5	\$ 195.8	\$ 155.2	\$ 243.1
<i>% Change</i>		<i>27%</i>		<i>71%</i>		<i>57%</i>



Business Update

MICHAEL J. BROWN, CHAIRMAN & CEO

The Model Works



- ▶ Within the factors we can control, we have demonstrated that we have a resilient business
 - ▶ Consumers across the globe are still withdrawing cash
 - ▶ There is a growing demand for mobile and branded digital payment content
 - ▶ Consumers and businesses want and need to send cross-border payments
- ▶ Our model is geographically and product diverse helping us to withstand macroeconomic pressure
- ▶ We cannot control the airlines, variants of the COVID virus, inflation, or interest rates so we remain focused on our strategy that has historically produced double-digit growth through tough economic cycles

EFT Quarterly Highlights



▶ Expanded Distribution:

▶ Launched:

- ▶ Independent ATM Network in Estonia
- ▶ Acquired 500 non-branch ATMs from the Bank of the Philippine Islands (BPI)

▶ Signed:

- ▶ ATM network participation agreement with Mediolanum Bank in Spain
- ▶ ATM outsourcing agreements with 15 credit unions in the United States and on US Military bases in Germany
- ▶ In Merchant services:
 - ▶ Signed a sales reselling agreement with EpsilonNet, a leading software company in Greece with more than 100,000 SME customers
 - ▶ Added approximately 3,000 new merchants including Carrefour, a large supermarket chain, McDonalds, Odeon Cinemas and Heron energy in Greece and outside of Greece, signed and onboarded 770 new merchants through our Innova Tax Fee and Pure Commerce relationships

▶ ATM Rollforward:

Active ATM Rollforward		Installed ATM Rollforward	
	Sequential		Year-to-Date
ATMs at Beginning of Quarter	50,178	ATMs at Beginning of Year	48,619
Traditional High Value ATM Adds		Traditional High Value ATM Adds	
Independently Deployed ATMs	529	Independently Deployed ATMs	1,862
Outsourcing ATMs	164	Outsourcing ATMs	917
Low-Margin India ATMs	(318)	Low-Margin India ATMs	39
Seasonally Re-activated / (De-activated) ATMs	(936)		
ATMs at September 30, 2022	49,617	ATMs at September 30, 2022	51,437

epay Quarterly Highlights



▶ Launched:

- ▶ T-Mobile activation program to independent dealer channel in the US
- ▶ New Apple Gift Card launched in Europe
- ▶ Disney+ physical and digital gift cards launched across Germany and Austria
- ▶ Airbnb physical and digital gift card launch across Germany, Spain, France, Italy, Netherlands and UK
- ▶ Apple content on Flipkart, a large mobile-wallet in India
- ▶ Mobile top-up on FamPay, a neo-bank app for teenagers in India
- ▶ Microsoft PC Game Pass launched on Shopee, an e-commerce shopping platform, in the Philippines and Indonesia
- ▶ McAfee subscription renewal in Curry's UK, a large electronics retailer
- ▶ Xbox All Access subscription renewal in Portugal at Worten, a large electronics retailer and Switzerland at Swisscom, a mobile operator
- ▶ Ticketing Kiosk and online to sell event tickets through REWE group, starting with Penny stores DACH region, in cooperation with Eventim, a leading ticket distributor
- ▶ POS loyalty reward programs at Carrefour and Systeme U, large grocery retailers in France and Coop, a large grocery chain in Switzerland.

▶ Signed:

- ▶ Signed contract to sell branded payment content with Shopee Thailand
- ▶ Agreement with Hipercor, a department store with 40 locations in Spain, to sell branded payment content
- ▶ Signed with content provider Betwin360, a gambling voucher to be distributed on epay's independent network in Italy
- ▶ Agreement to distribute MuchBetter payment vouchers in Germany, Austria and Switzerland
- ▶ Content distribution agreement with TheFixers in Greece, a leading mobile repair service & accessories chain

Money Transfer Quarterly Highlights



▶ Network Growth:

- ▶ Our network reaches:
 - ▶ 509,000 total retail network locations
 - ▶ 188 countries and territories
 - ▶ 3.6 billion bank accounts and 454 million wallet accounts

▶ Correspondent Expansion:

- ▶ Launched 14 new correspondents in 12 countries
 - ▶ Cash pickup service at Islamic Bank of Afghanistan, the first partner in the country
 - ▶ Cash pickup at IFIC Bank in Bangladesh
- ▶ Signed 16 new correspondent agreements across 14 countries
- ▶ Added five new wallets in Benin, Cote d'Ivoire, Liberia, Cambodia, Pakistan
- ▶ Added corporate payments in 12 countries

▶ Other Business:

- ▶ Launched the Ria Money Transfer app in Portugal and Switzerland
- ▶ Introduced wallet functionality in our digital product in Malaysia
- ▶ Signed an agreement with Travelex in the UK to add Ria money transfer in over 200 locations in the country
- ▶ Launched bulk payment service for Banreservas in the Dominican Republic



- **Results:**
 - **Achieved 44% year-over-year revenue growth**
- **Pipeline**
 - **70 banks in the pipeline**
 - **Exploring Dandelion partnership with national/regional switches**
- **Network**
 - **Real-time payments to bank accounts in 103 countries & territories**
 - **Corporate payments to bank accounts in 118 countries & territories**

Euronet Technology Success Update



- ▶ Signed agreement with AE Trade to develop a new pan-African payments switch using Euronet's REN payments platform
- ▶ Signed agreement with Advance Intelligence Group to utilize REN to develop and launch a new digital bank in Singapore
- ▶ Signed open-loop issuer processing and switching agreement with myZoi in the United Arab Emirates
- ▶ Signed ATM & POS SaaS acquiring processing agreements with Caripay in Guyana
- ▶ Signed card-issuing and Mastercard BIN sponsorship agreement with JPC Solutions in Costa Rica
- ▶ Prepaid processing for Axis Bank, the third largest bank in India

REN ™

Conclusion



- ▶ Our balance sheet remains strong providing stability and flexibility in our operations
- ▶ The business is resilient as demonstrated by the double-digit, constant currency growth in all three segments during the third quarter.
- ▶ The EFT travel recovery has been robust and we believe it will continue as issues across the travel and hospitality industries are resolved
- ▶ 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 40% direct-to-consumer digital transfers
- ▶ We have a strong pipeline of signed REN deals and Dandelion prospects which will contribute to earnings in the coming quarters



Supplemental Data



EURONET WORLDWIDE, INC.

Reconciliation of Net Income to Operating Income (Expense) and Adjusted EBITDA (unaudited - in millions)

	Three months ended September 30, 2022				
	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net income					\$ 97.6
Add: Income tax expense					44.0
Add: Total other expense, net					26.9
Operating income (expense)	\$ 116.4	\$ 29.1	\$ 40.7	\$ (17.7)	168.5
Add: Depreciation and amortization	23.1	1.4	8.2	0.1	32.8
Add: Share-based compensation	-	-	-	10.3	10.3
Earnings before interest, taxes, depreciation, amortization, share-based compensation, and other non-operating and non-recurring items (Adjusted EBITDA) (1)	\$ 139.5	\$ 30.5	\$ 48.9	\$ (7.3)	\$ 211.6

(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.

EURONET WORLDWIDE, INC.

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

(unaudited - in millions)

Three months ended September 30, 2021

	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net Income					\$ 73.7
Add: Income tax expense					22.7
Add: Total other expense, net					18.1
Operating income (expense)	\$ 63.2	\$ 25.9	\$ 37.6	\$ (12.2)	114.5
Add: Depreciation and amortization	22.6	2.3	8.9	0.1	33.9
Add: Share-based compensation	-	-	-	6.8	6.8
Earnings before interest, taxes, depreciation, amortization, share-based compensation, and other non-operating and non-recurring items (Adjusted EBITDA) (1)	\$ 85.8	\$ 28.2	\$ 46.5	\$ (5.3)	\$ 155.2

(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.

EURONET WORLDWIDE, INC.

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

	Three months ended ended September 30, 2022				
	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Revenue	\$ 319.5	\$ 248.9	\$ 364.9	\$ (2.0)	\$ 931.3
Add: Estimated foreign currency impact *	48.6	32.4	28.2	-	109.2
Revenue - Constant Currency	<u>\$ 368.1</u>	<u>\$ 281.3</u>	<u>\$ 393.1</u>	<u>\$ (2.0)</u>	<u>\$ 1,040.5</u>
Operating income (expense)	\$ 116.4	\$ 29.1	\$ 40.7	\$ (17.7)	\$ 168.5
Add: Estimated foreign currency impact *	17.5	4.2	5.7	(0.1)	27.3
Operating income (expense) - Constant Currency	<u>\$ 133.9</u>	<u>\$ 33.3</u>	<u>\$ 46.4</u>	<u>\$ (17.8)</u>	<u>\$ 195.8</u>
Adjusted EBITDA (reconciled on previous schedule)	\$ 139.5	\$ 30.5	\$ 48.9	\$ (7.3)	\$ 211.6
Add: Estimated foreign currency impact *	20.8	4.4	6.3	-	31.5
Adjusted EBITDA - Constant Currency	<u>\$ 160.3</u>	<u>\$ 34.9</u>	<u>\$ 55.2</u>	<u>\$ (7.3)</u>	<u>\$ 243.1</u>

EURONET WORLDWIDE, INC.
Reconciliation of Adjusted Earnings per Share
(unaudited - in millions, except share and per share data)

	Three Months Ended	
	September 30,	
	2022	2021
Net income attributable to Euronet Worldwide, Inc.	\$ 97.7	\$ 73.9
Foreign currency exchange loss	15.8	8.1
Intangible asset amortization	6.8	5.8
Share-based compensation	10.3	6.8
Non-cash interest accretion	-	4.0
Income tax effect of above adjustments	5.6	(3.7)
Non-cash GAAP tax expense	1.1	1.1
Adjusted earnings (1)	<u>\$ 137.3</u>	<u>\$ 96.0</u>
Adjusted earnings per share - diluted (1)	<u>\$ 2.74</u>	<u>\$ 1.77</u>
Diluted weighted average shares outstanding (GAAP)	52,751,304	53,853,675
Effect of adjusted EPS dilution of convertible notes	(2,781,818)	-
Effect of unrecognized share-based compensation on diluted shares outstanding	<u>160,357</u>	<u>392,211</u>
Adjusted diluted weighted average shares outstanding	<u>50,129,843</u>	<u>54,245,886</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 third quarter 2022 earnings press release.



Thank You

EURONET WORLDWIDE, INC.