nexi

FY24 Results Presentation

February 28th, 2025

Disclaimer

- This Presentation may contain written and oral “forward-looking statements”, which includes all statements that do not relate solely to historical or current facts and which are therefore inherently uncertain. All forward-looking statements rely on a number of assumptions, expectations, projections and provisional data concerning future events and are subject to a number of uncertainties and other factors, many of which are outside the control of Nexi Group (the “Company”). There are a variety of factors that may cause actual results and performance to be materially different from the explicit or implicit contents of any forward-looking statements and thus, such forward-looking statements are not a reliable indicator of future performance. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable law. The information and opinions contained in this Presentation are provided as at the date hereof and are subject to change without notice. Neither this Presentation nor any part of it nor the fact of its distribution may form the basis of, or be relied on or in connection with, any contract or investment decision.
- The information, statements and opinions contained in this Presentation are for information purposes only and do not constitute a public offer under any applicable legislation or an offer to sell or solicitation of an offer to purchase or subscribe for securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments. None of the securities referred to herein have been, or will be, registered under the U.S. Securities Act of 1933, as amended, or the securities laws of any state or other jurisdiction of the United States or in Australia, Canada or Japan or any other jurisdiction where such an offer or solicitation would be unlawful (the “Other Countries”), and there will be no public offer of any such securities in the United States. This Presentation does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States or the Other Countries.
- Pursuant the consolidated law on financial intermediation of 24 February 1998 (article 154-bis, paragraph 2) Enrico Marchini, in his capacity as manager responsible for the preparation of the Company’s financial reports declares that the accounting information contained in this Presentation reflects Nexi Group’s documented results, financial accounts and accounting records.
- Neither the Company nor any of its representatives, directors or employees accept any liability whatsoever in connection with this Presentation or any of its contents or in relation to any loss arising from its use or from any reliance placed upon it.

Key messages

Continued delivery of growth and strong excess cash generation

- **Revenues** growing at **+5.1%** vs FY23, with **Merchant Solutions** revenues up **+6.3%** vs FY23
- **EBITDA** growing at **+7.1%** vs FY23 with **~101 bps EBITDA margin expansion** y/y
- Continued **strong growth on excess cash generation** at **717 €M** in FY24, **+19%** vs FY23
- **Normalised EPS** at 0.59€ in FY24, **+11% vs FY23**

Shaping Nexi for future profitable growth

- **Progressing integrated payments strategy execution;** >500 ISV partners at year-end, Nexi integrated payments-SW bundles in 6 markets
- **Italian complementary SME sales channels strong acceleration,** representing more than 30% of new sales in 4Q24
- **2024 efficiency plan** and **organizational synergies fully executed**
- **Gen AI roll-out,** with IT and Operations focus, starting to generate material value

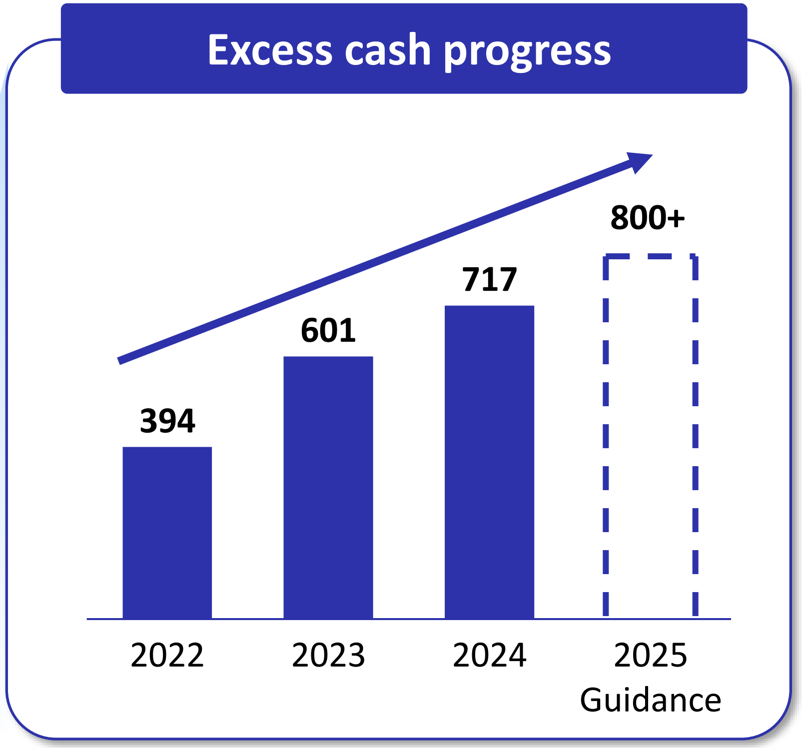
Creating value for our Shareholders

- **Leverage ratio down to 2.7x** (2.4x pre share buy-back)
- **Upgraded to Investment Grade by Fitch Ratings** in December 2024
- **500 €M share buy-back fully executed in 2024**
- **Going forward, we plan to return to Shareholders most of excess cash** and we will **start distributing dividends in 2025, growing over time, while maintaining the Investment Grade Status**
- **In 2025 we will return a total of ~600 €M to Shareholders** (+20% increase vs 2024), of which **~300 €M of dividends** and additional **~300 €M share buy-back program**

2024 Guidance delivered

Accelerating cash generation by compounding growth, operating leverage and cash leverage

		FY24 results
Operating leverage	Revenues	**+5.1%** y/y
	Opex	
	EBITDA	**+7.1%** y/y, **+101 bps** y/y margin expansion
Cash leverage	Capex	
	Non-recurring cash items	
	Net cash interest expenses	
	Excess Cash[1]	717 €M, **+19%** y/y



Note: (1) Operating cash flow generation after cash interest expenses and other cash items (cash taxes, IFRS 16 and other). FY24 y/y growth versus 601 €M excess cash in FY23 (gross of deferred taxes)

Capital allocation: FY24 achievements

FY23 Excess cash generation: 601 €M[1]

FY24 Excess cash generation: 717 €M (+19% y/y)

Capital allocation strategy

Debt and leverage reduction	Return to Shareholders	M&A
▪ **Net debt/EBITDA down to 2.7x** as of December 2024, **2.4x** pre share buy-back ▪ **~756 €M** debt maturities **reimbursed in 2024** and **~507 €M debt maturities to be reimbursed in 2025** with available cash	▪ **500 €M share buy-back** program launched in May 2024 and **completed in September 2024** ▪ 82,947,413 total treasury shares cancelled[2]	▪ Signing of **Banca Popolare di Puglia e Basilicata merchant book acquisition** ▪ Closing of **Sparkasse merchant book acquisition** ▪ Signing of **residual Capital Markets business sale** ▪ Closing of **Nordic eID business sale**

FY24

Upgraded to Investment Grade by Fitch Ratings

Note: (1) 601 €M excess cash in FY23, gross of deferred taxes. (2) 26,153,937 shares on July 19th , 2024 and 56,793,476 shares on October 22nd , 2024. Current share capital divided into 1,230,192,275 ordinary shares

Capital allocation: plan for 2025 and guidance

FY24 Excess cash generation: 717 €M (+19% y/y)

FY25 Excess cash generation guidance: at least 800 €M

Debt and leverage reduction

- **Commitment to maintain Investment Grade status**
- **Continued gradual deleveraging towards ~2.0x-2.5x EBITDA target leverage**

Return to Shareholders

- **Going forward, we plan to return most of the generated excess cash[1] to Shareholders**
- **From 2025, we will start distributing dividends that will grow over time**

In 2025:

- **Dividend distribution of ~300 €M[2] (0.25 € per share),** then growing over time
- **Additional ~300 €M share buy-back program**
- **Total return of capital to Shareholders: ~600 €M, +20% vs 2024**

Implying a **~10%** total distribution yield at current share price

M&A

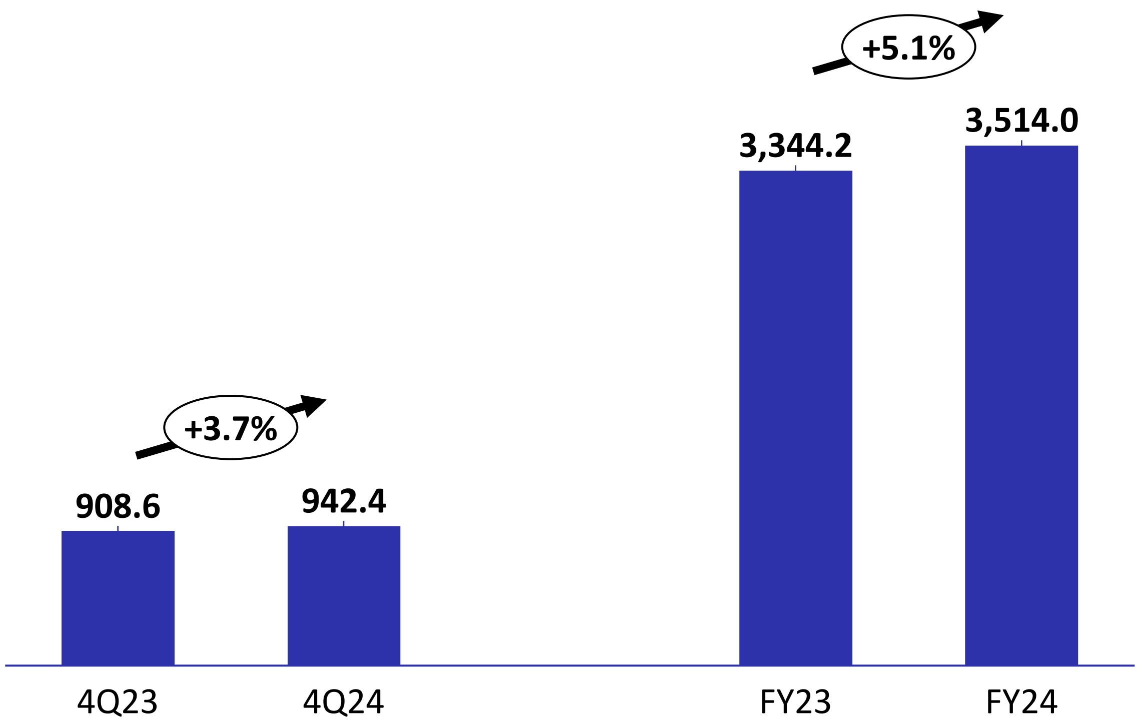
- **Very selective and value accretive acquisitions**
- Continued **focus on DBS portfolio rationalization**

Note: Return to Shareholders will be proposed to the next Shareholders' Meeting on April 30th, 2025 (1) Excess cash defined as Operating cash flow generation after cash interest expenses and other cash items (cash taxes, IFRS 16 and other). Yearly distribution based on the excess cash generated in the previous year. (2) Dividend distribution based on 2024 results.

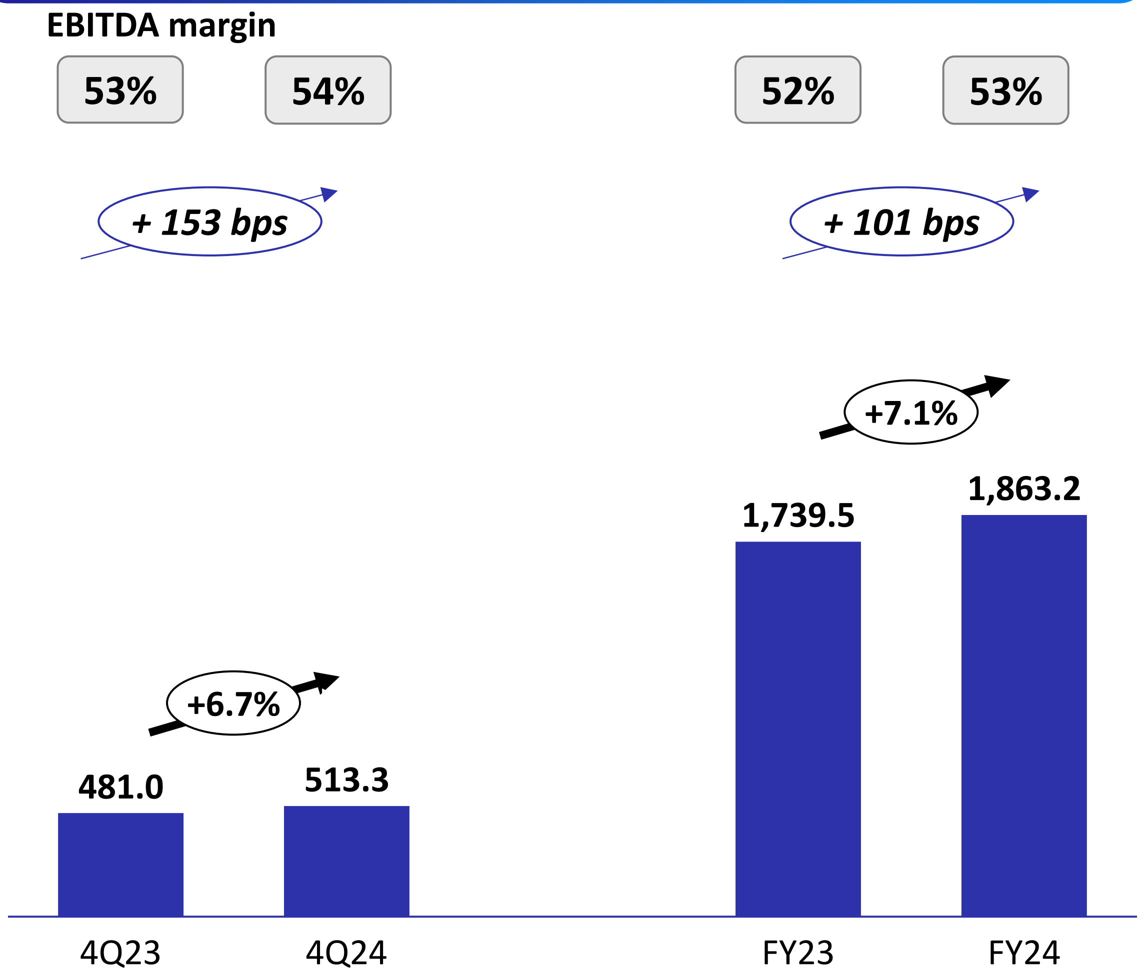
Focus on FY24 results

Solid Revenue and EBITDA growth, with continued margin expansion

Net Revenues (€M)

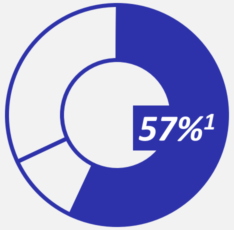


EBITDA (€M)



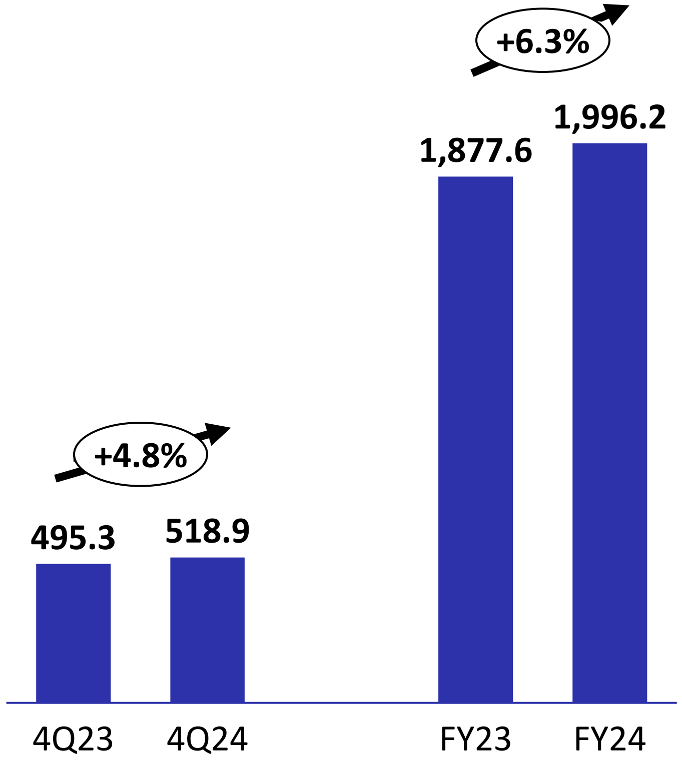
Note: Data at constant scope and FX.

Merchant Solutions: continued growth supported by volumes, customer base growth and value enhancing initiatives

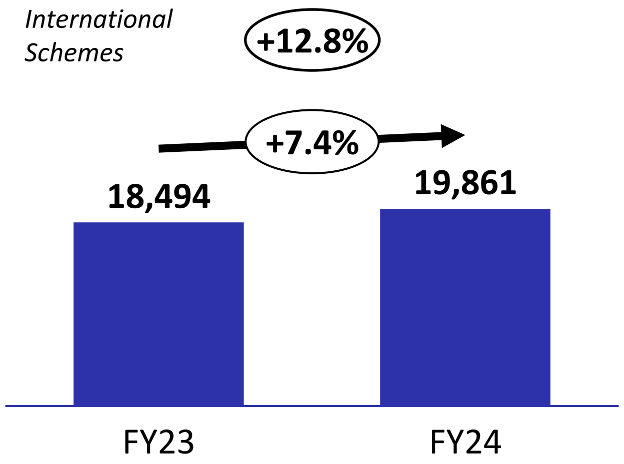


Merchant Solutions

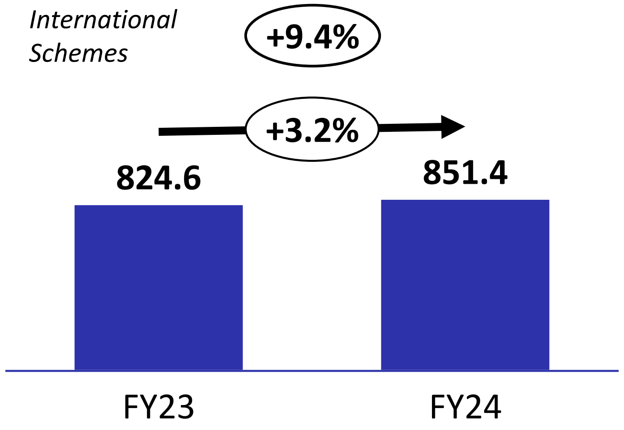
Net Revenues (€M)



Managed Transactions (#M)



Value of Managed Transactions (€B)

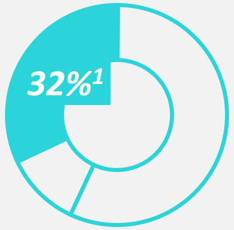


Key Highlights

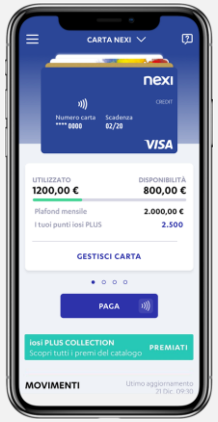
- **Sustained volume growth across the Group,** driven by International schemes especially in Italy, DACH and Poland
- **4Q24 revenue dynamics vs FY24** affected by some **phasing effects, weaker macro** (mainly in the Nordics) and some **early impacts from known bank lost in Italy** due to M&A
- **Continued SMEs volume growth** driven by customer base[2] expansion, particularly strong in Italy, DACH, Denmark and Poland
- **Continued strong growth of E-commerce** customer base and volumes
- **Visible contribution from VAS upselling**

Note: (1) Contribution to FY Group Revenues. (2) # of POS terminals

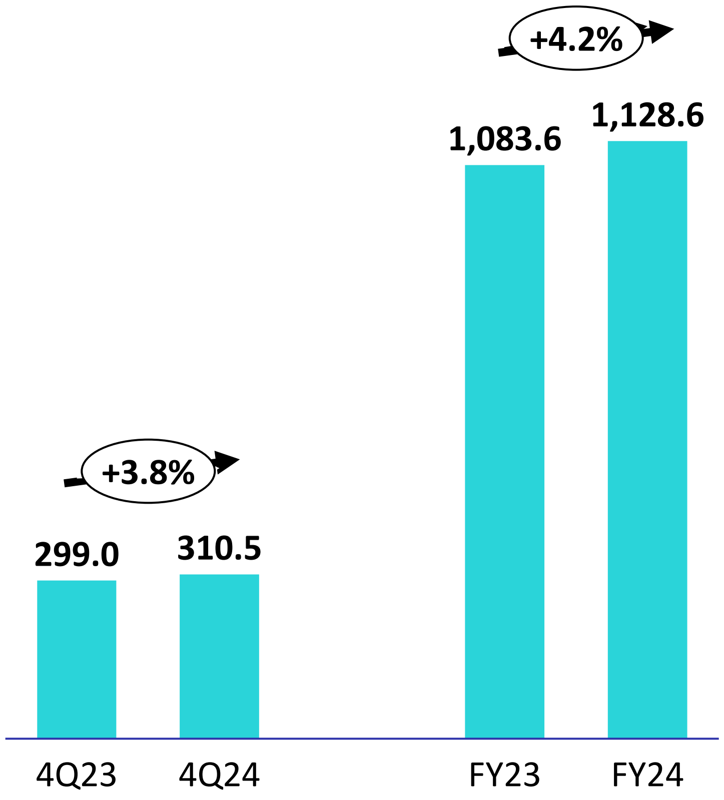
Issuing Solutions: continued growth supported by international schemes volumes



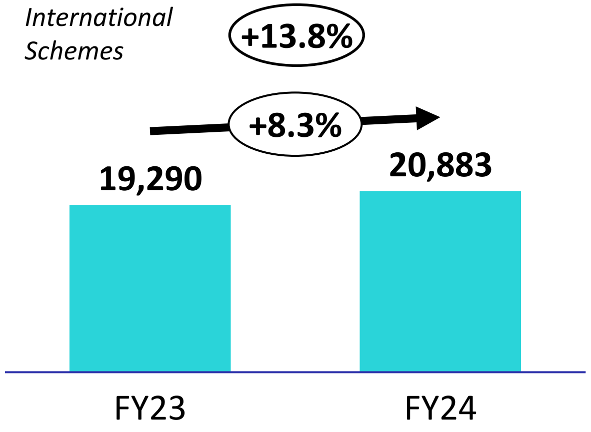
Issuing Solutions



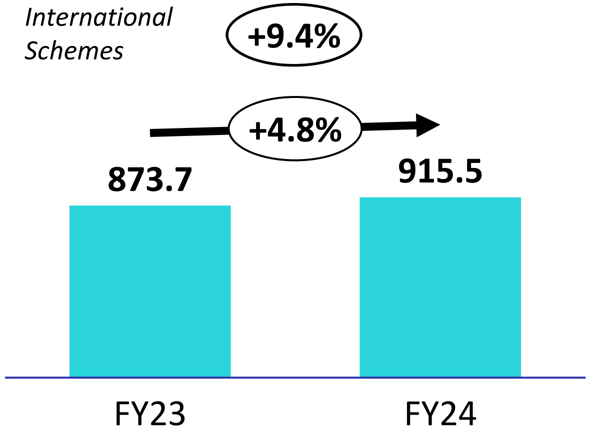
Net Revenues (€M)



Managed Transactions (#M)



Value of Managed Transactions (€B)

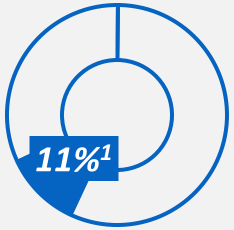


Key Highlights

- **Continued y/y revenue growth** thanks to number and value of **transactions growth** (International Schemes), continued **success of international debit** and **up-selling/cross-selling of VAS and more valuable propositions**
- **4Q24 better than anticipated y/y revenue growth** supported by volumes acceleration and postponement of a single client migration in the Nordics previously disclosed, despite the expected lower contribution from project work vs 4Q23

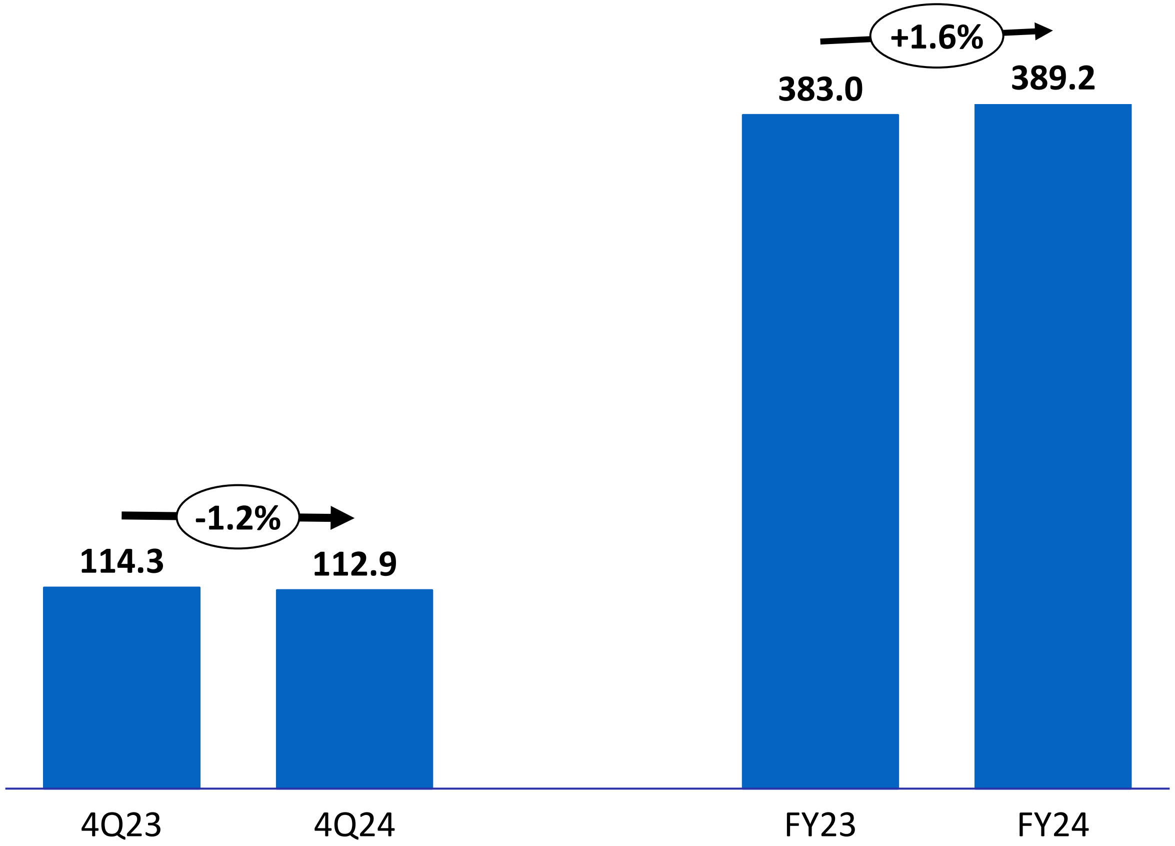
Note: (1) Contribution to FY Group Revenues.

Digital Banking Solutions: continued FY revenue growth thanks to volumes and business development initiatives



Digital Banking Solutions

Net Revenues (€M)

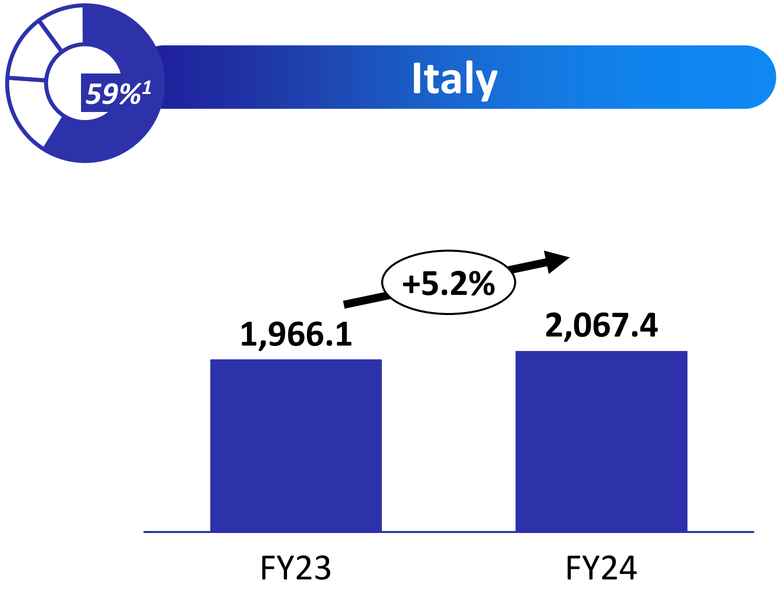


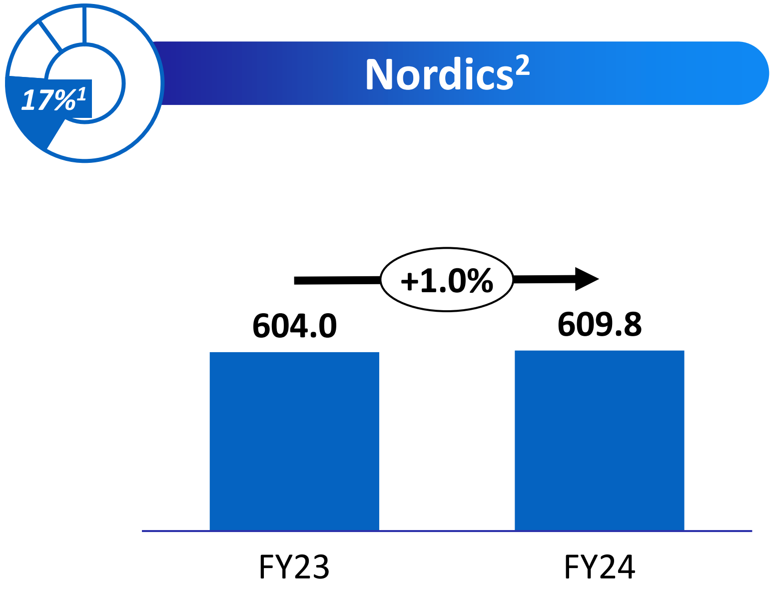
Key Highlights

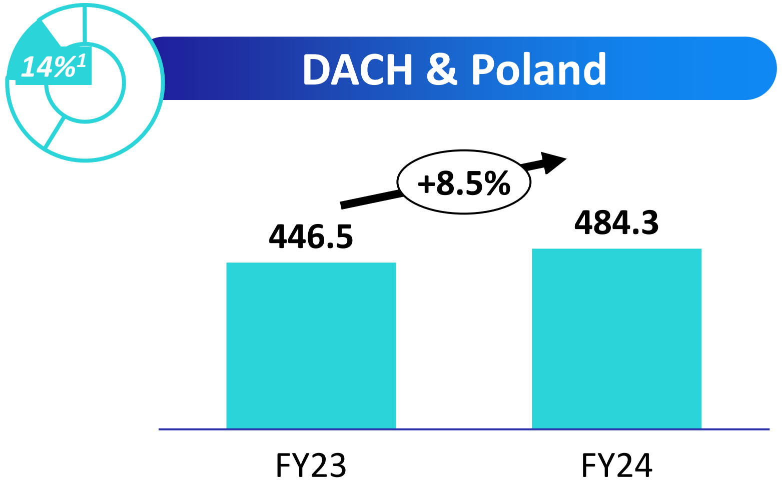
- **FY24 y/y revenue growth** thanks to both **revenue from existing services** and **business development initiatives**
- **4Q24 y/y revenue growth** affected by project phasing vs 3Q24
- **Payments Infrastructures:** continued account-to-account volume growth and new business developments with EBA clearing and Network services
- **New Banks Payments Hub PaaS proposition:** confirmed good traction with banks across EU

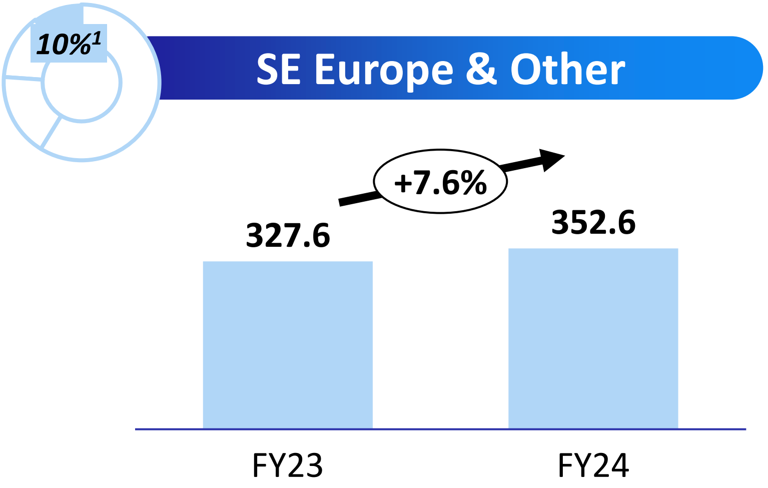
Note: (1) Contribution to FY Group Revenues.

Continued revenue growth across geographies in FY24









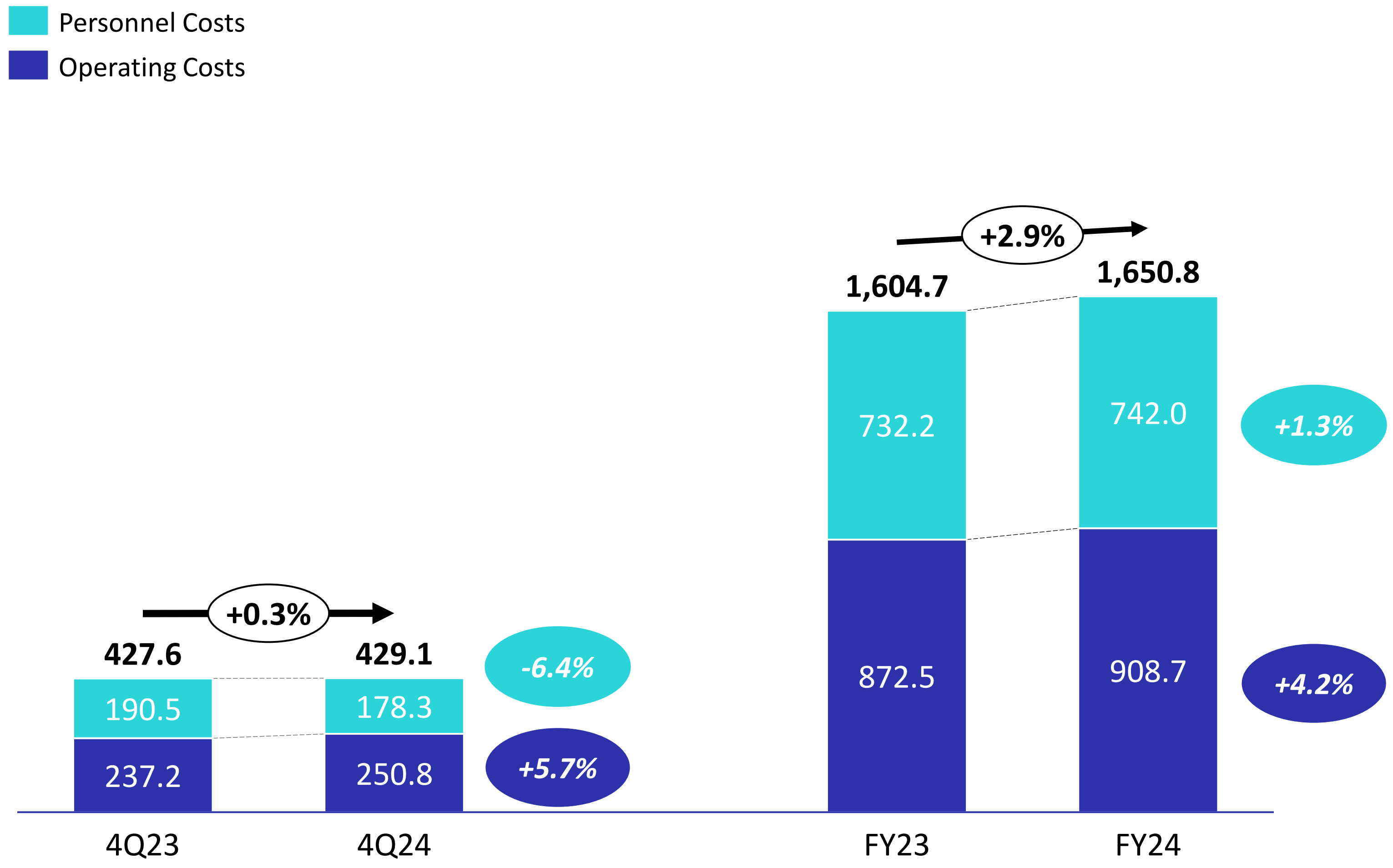
Key Highlights

- **Continued revenue growth across geographies in FY24** thanks to volume growth, driven by International Schemes, customer base growth and value enhancing initiatives
- **Italy: 4Q24 revenue growth affected by some phasing effects** and some **early impacts from known bank lost in Italy** due to M&A, **despite strong contribution from value enhancing initiatives** and continued **success of International debit**
- Nordics: **4Q24 revenue growth affected by some phasing effects on commissions from partners**, coupled with **weaker macro** (mainly in Finland and Sweden)
- **DACH & Poland: 4Q24 revenue growth accelerated to double-digit** thanks to customer base growth and value enhancing initiatives in Germany

Note: (1) Contribution to FY Group Revenues. (2) Including Baltics.

Strong cost performance thanks to operating leverage, cost control and synergies, notwithstanding inflationary pressure

Total Costs (€M)

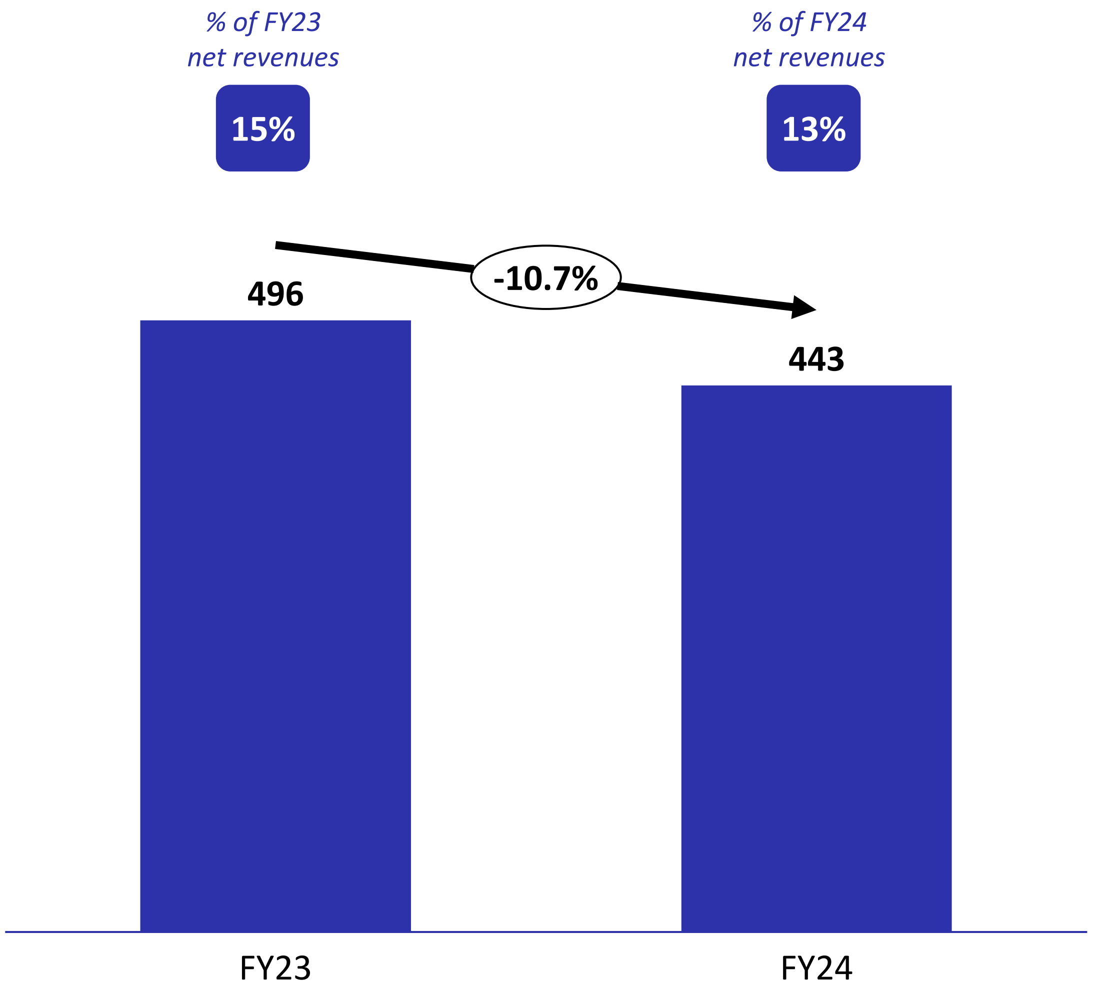


Key Highlights

- **Continued organizational efficiency measures and operating leverage limiting cost growth** notwithstanding volume, business growth and inflationary pressure:
  - **Personnel costs** almost flat y/y, benefitting from the ongoing efficiency measures (e.g. organizational efficiencies and synergies) despite inflationary pressure
  - **Operating costs** impacted by volume, business growth and inflationary pressure, with some phasing effects in 4Q24

Capex and Capex intensity decreasing despite continued investments to support innovat quality and IT transformation

Capital Expenditure[1] (€M)



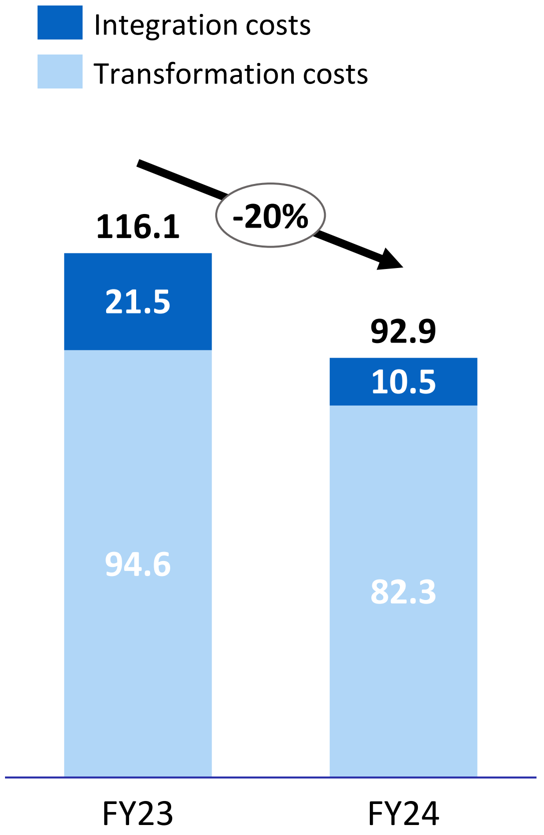
Key Highlights

- **Continued reduction of total Capex and Capex intensity**, down 2 p.p. y/y, thanks to Transformation Capex completion and focus on Capex efficiency
- Continued progress on **IT platforms modernization and consolidation**
- Continued **investments to support innovation, quality and security**

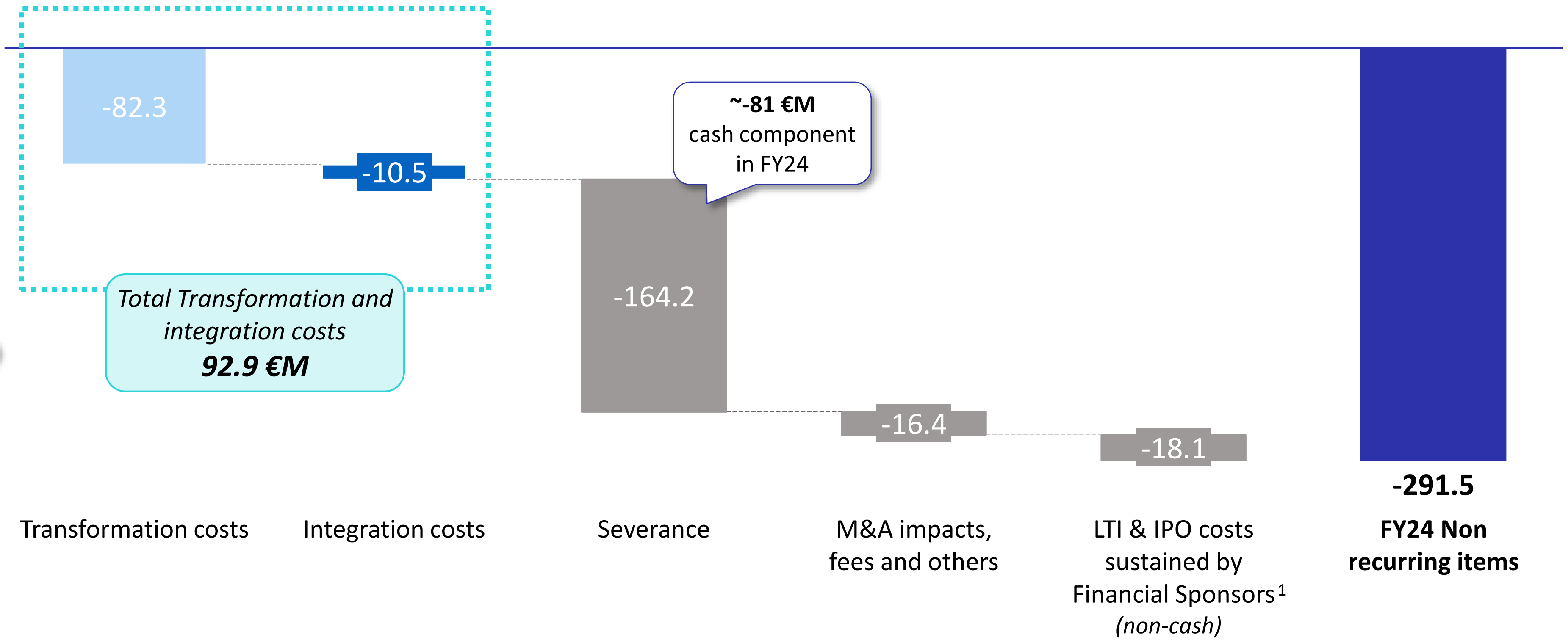
Note: (1) Excluding Ratepay and Nets DBS

Continued strong reduction of Integration and Transformation Costs

Transformation and integration costs (€M)



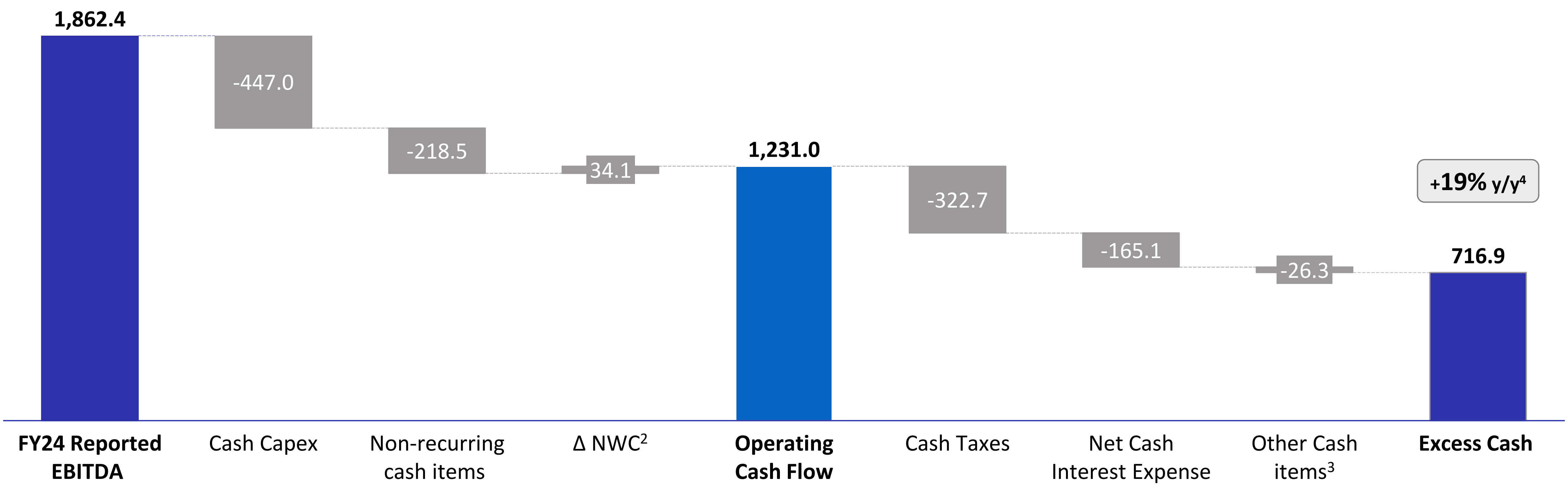
Bridge from FY 2024 transformation and integration costs to non-recurring items (€M)



Note: (1) ~4€M. Nexi shares granted by Advent/Bain/Clessidra to >400 employees as part of the IPO process. Full cost born by Advent/Bain/Clessidra with neutralization for Nexi flowing through Equity, not P&L

Continued growth of excess cash generation in the year

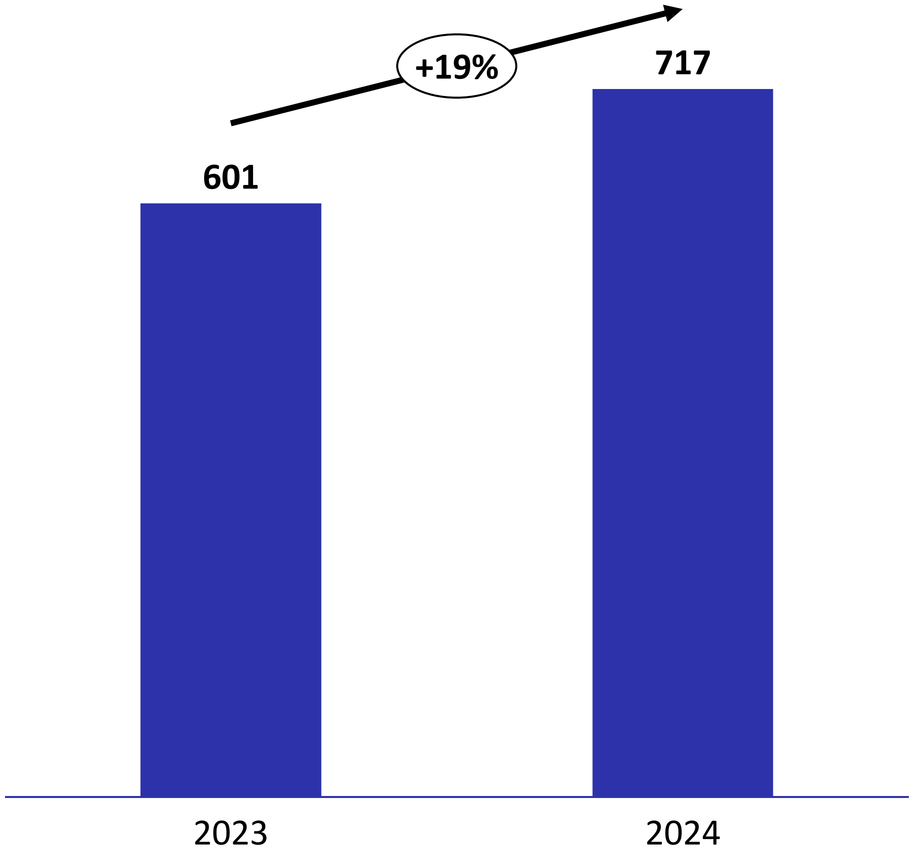
Excess cash generation[1] (€M)



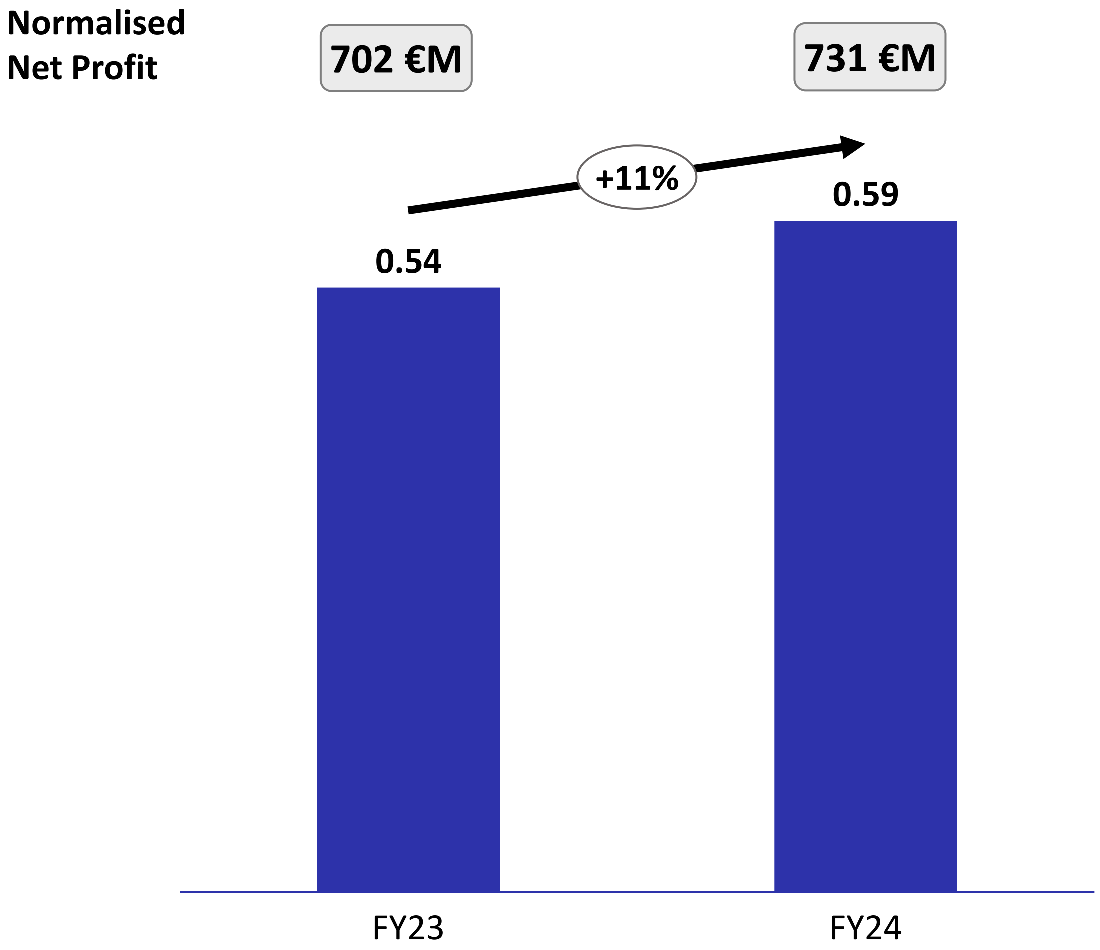
Note: (1) Operating cash flow generation after cash interest expenses and other cash items (cash taxes, IFRS 16 and other). (2) Narrow definition. (3) Lease payments (IFRS16) and others. (4) Calculated as y/y growth versus 601 €M excess cash in FY23 (gross of deferred taxes)

Accelerating excess cash generation and double-digit normalised EPS growth in 2024 including share buy-back effect

FY24 Excess cash[1]



FY24 Normalised EPS[2]



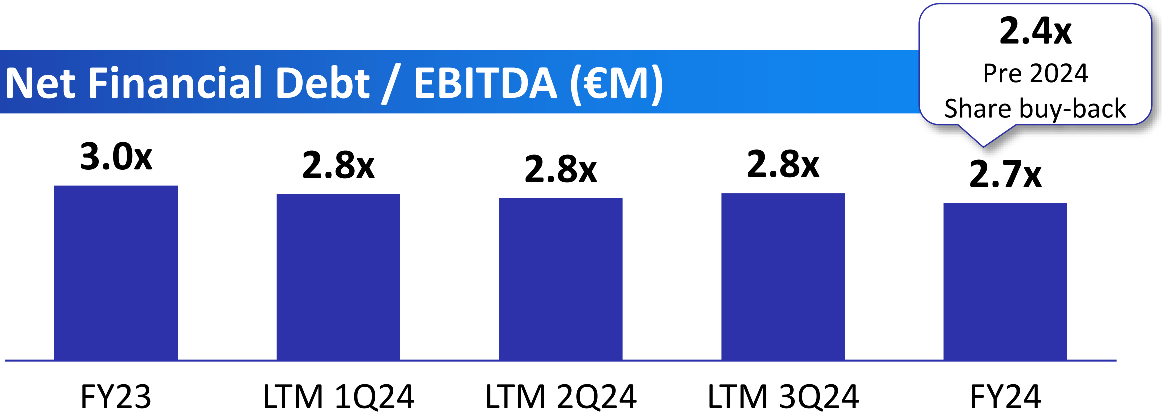
Note: (1) Operating cash flow generation after cash interest expenses and other cash items (cash taxes, IFRS 16 and other). 601 €M excess cash in FY23 gross of deferred taxes. (2) Normalised EPS including share buy-back effects (82,947,413 total treasury shares cancelled).

Net Financial Debt / EBITDA down to 2.7x (2.4x pre share buy-back)

Net Financial Debt (€M)

	Dec 23	Mar 24	Jun 24	Sept 24	Dec 24
Gross Financial Debt	7,215	7,210	6,939	6,964	6,450
Cash	1,889	2,104	1,870	1,673	1,405
Cash Equivalents [1]	64	71	67	68	74
Net Financial Debt	**5,262**	**5,035**	**5,001**	**5,223**	**4,971**

Net Financial Debt / EBITDA (€M)



	FY23	LTM 1Q24	LTM 2Q24	LTM 3Q24	FY24
LTM EBITDA (€M)[2]	1,767	1,780	1,809	1,833	1,857

Key Highlights

- **~756 €M debt maturities reimbursed in 2024;** ~507 €M of 2025 debt maturities to be repaid
- **Upgrade by Fitch to "BBB-"** in Dec 2024
- **320 €M of funding already secured** from EIB and Cassa Depositi e Prestiti S.p.A.
- **Weighted average debt maturity of ~2.4 years** and **average pre-tax cash cost of debt** stable at **~2.7%**[3] (75% fixed-rate)
- **Commitments in excess of 3 €B received** from relationship banks **to fully refinance the 1 €B Term Loan due 2026** and **increase the RCF to 1 €B. Maturities** will be **extended to 2030**

nexi

Note: (1) Visa and other listed shares. (2) Including assets held for sale. (3) As of December 31st, 2024. After hedge and excluding the other financial liabilities (e.g. earnouts, IFRS16, etc.) as well as the S/T financial debt; debt is at nominal value.

2025 Guidance

Net Revenues	Low-to-mid single digit y/y growth
EBITDA margin	At least 50 bps expansion y/y
Excess cash generated[2]	At least 800 €M

Underlying[1] growth acceleration y/y

Note: (1) Net of extraordinary high impacts, such as banks' merchant books M&A and banks' contracts renegotiations. (2) Operating cash flow generation after cash interest expenses and other cash items (cash taxes, IFRS 16 and other).

Closing remarks

Key messages

Continued delivery of growth and strong excess cash generation

Shaping Nexi for future profitable growth

Creating value for our Shareholders

2024 Guidance delivered

2025 Guidance

Excess cash generation: At least 800 €M

Capital Allocation

Return to Shareholders in 2025: ~600 €M (+20% increase vs 2024), of which **~300 €M dividends,** growing over time, and additional **~300 €M share buy-back**

Q&A

Annex

Merchant Solutions: key business update

	FY24 TRX Value	Key Business Highlights
SME (59%[1])	**+6%** vs. FY23	▪ **Continued growth of terminals installed base[2] across all markets,** particularly in Italy, DACH and Poland ▪ **Strong acceleration** in Italian direct SME sales channels (more than 30% of new sales in 4Q24) ▪ **Good sales performance of Group digital SME solutions,** with SmartPOS launched in 3 Nordic markets and accelerating strongly in Italy (+70% Y/Y in 4Q24) ▪ **Android SoftPOS/Apple Tap-To-Pay launched in 8 markets** ▪ **Merchant Financing live in 6 markets** ▪ **Progressing integrated payments strategy execution, with ISV partnerships continuing to expand across markets** (new wins in DACH in both eCR and vertical software) and Nexi-led commerce solutions bundles live in 3 markets
eCom (10%[1])	**+10%** vs. FY23	▪ **Strong growth of customer base,** driven by Italy and mid-market checkout solutions in the Nordics ▪ Strong pipeline of **new wins in mid-corporate across markets**, especially in Retail ▪ **Signed strategic groupwide Klarna partnership**, enabling seamless BNPL acceptance as a conversion enhancer for merchants ▪ Continued progress on **APMs omni-acceptance** with signed acquiring contract for **EPI/Wero in Germany** in partnership with Computop (live in 3Q25), GooglePay in Nordics and Visa Click2Pay in Nordics and Poland
LAKA (13%[1])	**+3%** vs. FY23	▪ **Healty pipeline of new customer wins and cross-selling,** with strong traction in mid-corporates and national LAKAs in multiple verticals such as Retail, Insurance and Mobility. ▪ **Continued commercial progress on Computop Paygate in Germany,** focused on LAKA omnichannel propositions

Examples of recent customer wins & upsells

ISVs/Platforms Partnerships

Note: Value of trx - Sales volumes only. For Italy: International schemes plus National schemes for ISP merchant book. Nordics and DACH: Regular business, excl. discontinued clients due to optimized risk profile (e.g. travel). International schemes only. (1) Weight on total FY24 Merchant Solutions revenues. Remaining 18% includes cash acquiring revenues not attributable. (2) Total Group # POS.

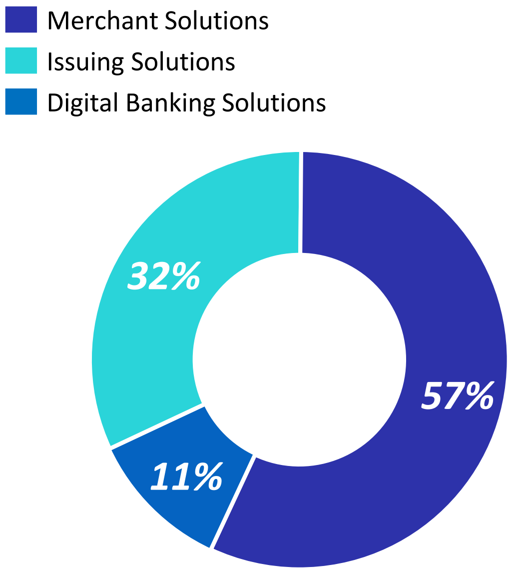
Group normalised P&L at constant scope and FX

€M	FY23	FY24	Δ% vs. FY23	4Q23	4Q24	Δ% vs. 4Q23
Merchant Solutions	1,877.6	1,996.2	*+6.3%*	495.3	518.9	*+4.8%*
Issuing Solutions	1,083.6	1,128.6	*+4.2%*	299.0	310.5	*+3.8%*
Digital Banking Solutions	383.0	389.2	*+1.6%*	114.3	112.9	*-1.2%*
Net revenues	**3,344.2**	**3,514.0**	***+5.1%***	**908.6**	**942.4**	***+3.7%***
Personnel Costs	(732.2)	(742.0)	*+1.3%*	(190.5)	(178.3)	*-6.4%*
Operating Costs	(872.5)	(908.7)	*+4.2%*	(237.2)	(250.8)	*+5.7%*
Total Costs	**(1,604.7)**	**(1,650.8)**	***+2.9%***	**(427.6)**	**(429.1)**	***+0.3%***
EBITDA	**1,739.5**	**1,863.2**	***+7.1%***	**481.0**	**513.3**	***+6.7%***
Ordinary D&A	(447.2)	(479.9)	*+7.3%*			
Normalised Interests & financing costs	(244.4)	(230.8)	*-5.6%*			
Normalised Pre-tax profit	**1,047.9**	**1,152.5**	***+10.0%***			
Income taxes	(341.6)	(377.1)	*+10.4%*			
Profit (loss) after tax from assets held for sale	(0.7)	(40.8)	*n.m*			
Minorities	(3.2)	(3.7)	*+14.0%*			
Normalised Net profit	**702.3**	**731.0**	***+4.1%***			

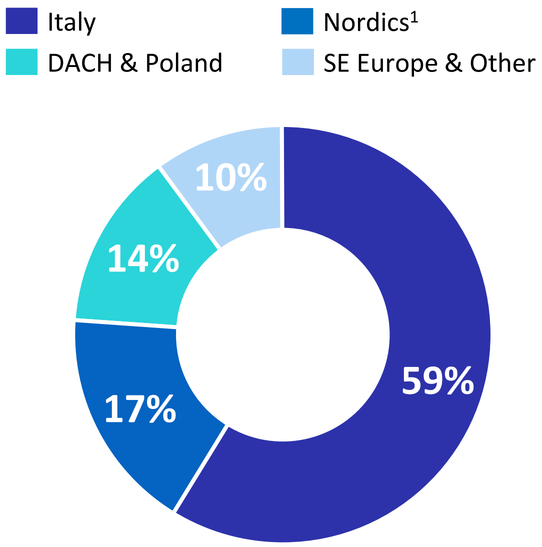
Well diversified revenue base both in terms of business and geography at scale, with exposure to fast growing European markets

FY24 Revenues breakdown

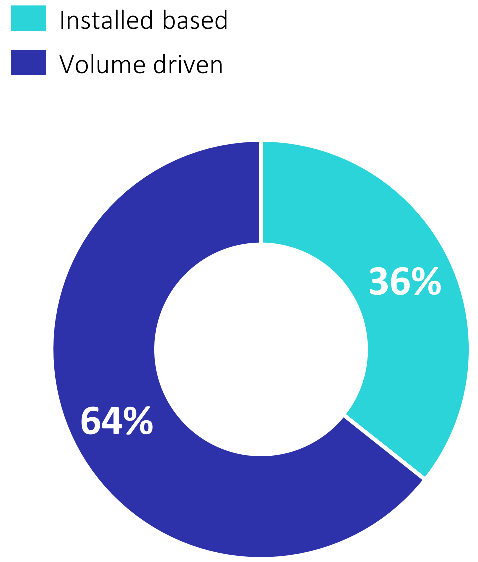
By business

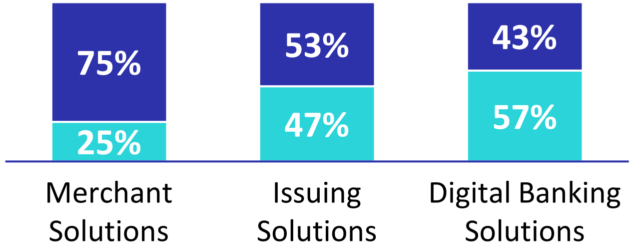


By geography

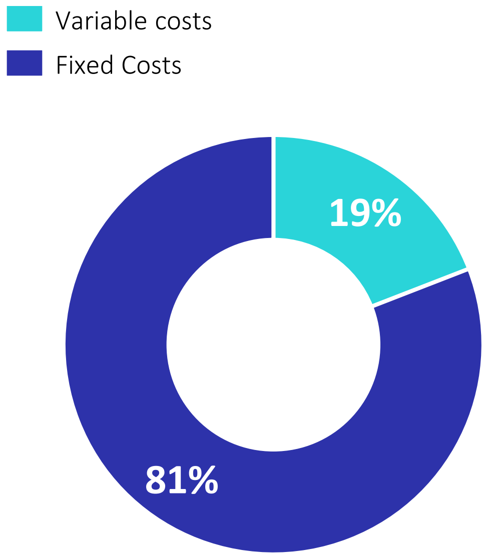


By type



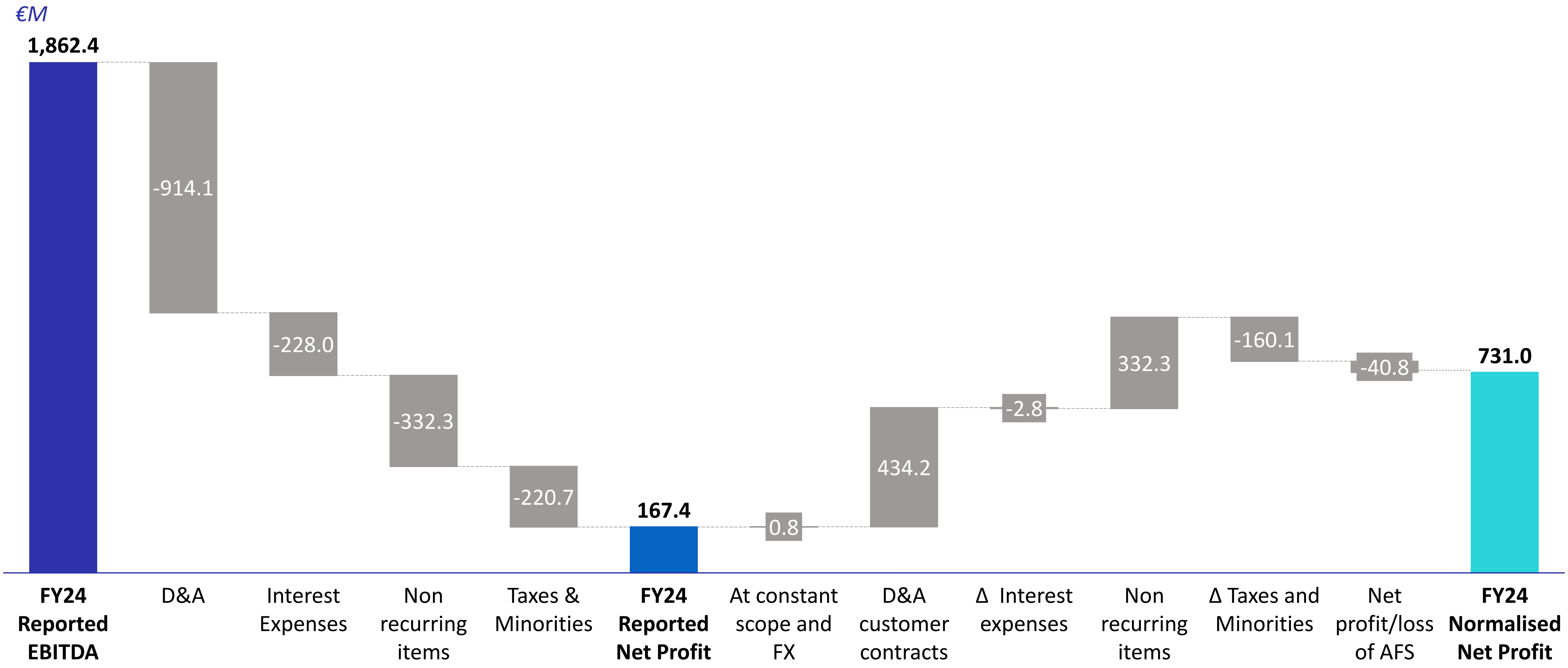


FY24 Costs breakdown by type



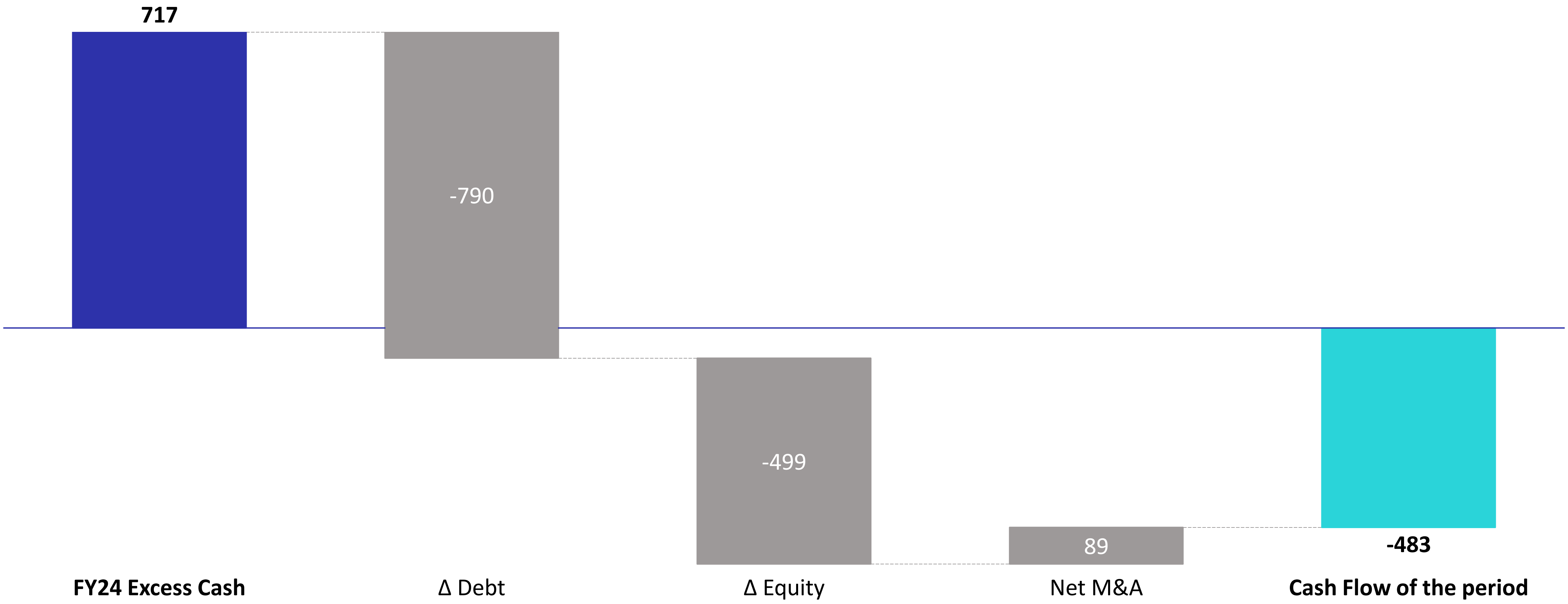
(1) Including Baltics.

Bridge from Reported EBITDA to Normalised Net Profit



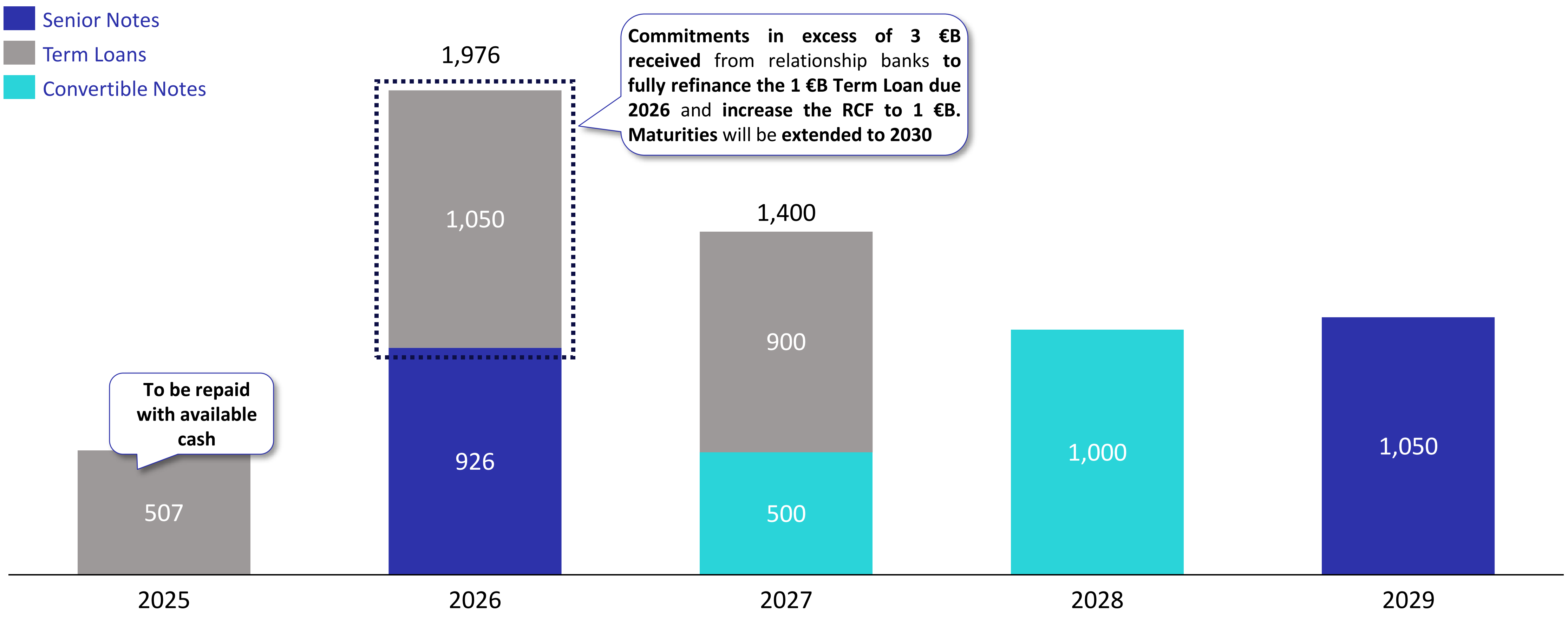
Bridge from excess cash to cash flow of the period

€M



Debt maturities as of 4Q24

Nexi Group Debt Maturity Schedule[1] (€M)



Note: (1) Expressed at nominal value, excludes the other M/L T financial liabilities as well as the S/T debt.

Making digital payments a driver of progress as an ESG champion

ESG — Digital Payments as a driver for progress

Focus Areas	Target 2025	Progress to 2024
Social Progress, Digitization and Inclusion Support **SMEs** and **micro businesses digitization**	400K of digital proposition sales	316K Contracts digitizing SME & Micro business cumulative 2023-2024
Security and Trust Guarantee **perfect security** and **service continuity**	99,99% % of guaranteed service continuity	99,99% % of guaranteed service continuity
Sustainable Products and Supply Chain Improve **eco-friendly design of products**	≥80% *of* POS refurbished	79% of POS refurbishment across the Group
Decarbonization Achieve **Net Zero** by 2040	Net Zero 2040 Group Net Zero 2040 and interim targets approved by SBTi	Transition Plan in place Scope 1&2 –24%[4] and Scope 3 –9% (vs '21) [5] Scope 1&2 –5%[4] and Scope 3 –2% (vs '23) [5] Suppliers SBTi 20%, Renewable use 87% [5]
Talent Development and DE&I Ensure **proper gender / minorities representation** and **inclusion**	+1p.p./year Share of women in managerial[1] positions	+3,7% vs 2022 31,7 % in 2024, 29,5% in 2023
Governance Adopt **ethical standards** and **best-in-class governance** to achieve our ESG targets	Best-in-class governance Governance oversight, Policies, ESG Risks, ESG Objectives	Alignment to new CSRD[2] directive Policies and ESG Risks in alignment to the CSRD directive Sustainability Statement FY24 within the Management Report

TOP OF MIND RECOGNITIONS 2024

S&P Global

***S&P CSA 2024 score: 74** (99th percentile)*
S&P Sustainability Yearbook 2025

Nexi included for the second time in:
Dow Jones Sustainability Indices
Powered by the S&P Global CSA

CDP A-[3]

SCIENCE BASED TARGETS

Nexi CO2 trajectory** in line with **best climate 1.5C scenario of Paris Agreement

top EMPLOYER ITALIA 2024
CERTIFIED EXCELLENCE IN EMPLOYEE CONDITIONS

Notes: (1) Executive and Middle Management position as reported in Sustainability Statement. (2) Corporate Sustainability Reporting Directive. (3) Result refers to the latest available score. 2024 score will be available in Q125. (4) S1&2 Market Based (5) GHG data require confirmation by 1Q25 based on assurance.

nexi

Investor Relations

investor.relations@nexigroup.com

Stefania Mantegazza

stefania.mantegazza@nexigroup.com