



28

COUNTRIES

## **OUR PURPOSE**

Accelerating our customers' business with tomorrow's payment platform.

## **HOW WE DO IT**

By being flexible and agile, we provide the payment technology and insights our customers and partners need to succeed locally and globally with one integration.

## **CORE TECHNOLOGY PLATFORM**

We help companies go further and faster with a tech-driven platform that encompasses the entire payments process.



# A FOCUS ON HIGH-GROWTH VERTICALS







ONLINE MARKETPLACES



ONLINE RETAIL



REGULATED FINANCIAL SERVICES



REGULATED SOCIAL GAMING ONLINE GAMING

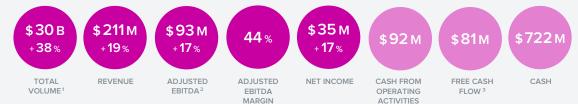


TRAVEL

## BY THE NUMBERS

Amounts in U.S. dollars. Percentages highlight year-over-year growth.

### Financial highlights (as at and for the three months ended June 30, 2022)



#### Global reach





- Total volume and eCommerce volume do not represent revenue earned by Nuvei (the Company), but rather the total dollar value of transactions processed by customers under contractual agreement with the Company. See "Supplementary Financial Measures".
  - Adjusted EBİTDA does nót have a standardized meaning prescribed by IFRS and may not be comparable to similar measures
    presented by other issuers. Please find the reconciliation to the nearest IFRS measure in the Appendix. See also "Non-IFRS
    Financial Measures".
- 3. Represents Adjusted EBITDA capital expenditures. Free Cash Flow is a non-IFRS measure. Please find the reconciliation to the nearest IFRS measure in the Appendix. See also "Non-IFRS Financial Measures".
- 4. Global markets refer to the countries or regions that the Company provides services directly or through our network of acquiring partners.
- 5. Local acquiring markets refer to the number of markets whereby the Company can provide the ability for merchants to process payments directly with acquiring banks located in the same country or region as the cardholder.

# **GROWING GLOBAL FOOTPRINT** 1,570 employees worldwide Total Employees at Total Employees at 6/30/2022 12/31/2021 **North America** Europe, Middle East & Africa **Asia Pacific** Latin America For the three months ended June 30, 2021 compared to June 30, 2022. Amounts in U.S. dollars (in millions) 2022 Revenue by region 2021 North America \$83 nuvei Europe, Middle East & Africa \$93 \$120 \$7 Latin America Asia Pacific \$2 \$1

#### **Supplementary Financial Measures**

Total volume and eCommerce volume: We believe Total volume and eCommerce volume are indicators of performance of our business. Total volume and similar measures are used widely among others in the payments industry as a means of evaluating a company's performance. eCommerce volume is the portion of Total volume for which the transaction did not occur at a physical location. Total volume includes acquiring volume, where we are in the flow of funds in the settlement transaction cycle, gateway/technology volume, where we provide our gateway/technology services but are not in the flow of funds in the settlement transaction cycle, as well as the total dollar value of transactions processed relating to APMs and payouts. Since our revenue is primarily sales volume and transaction-based, generated from merchants' daily sales and through various fees for value-added services provided to our merchants, fluctuations in Total volume will generally impact our revenue.

#### Non-IFRS Financial Measures

Adjusted EBITDA: We use Adjusted EBITDA as a means to evaluate operating performance, by eliminating the impact of non-operational or non-cash items. Adjusted EBITDA is defined as net income (loss) before finance costs (recovery), finance income, depreciation and amortization, income tax expense, acquisition, integration and severance costs, share-based payments and related payroll taxes, loss (gain) on foreign currency exchange, and legal settlement and other.

Adjusted EBITDA margin: Adjusted EBITDA margin means Adjusted EBITDA divided by revenue.

Free cash flow: We use Free cash flow as a supplementary indicator of our operating performance. Free cash flow means, for any period, Adjusted EBITDA less capital expenditures.

#### **APPENDIX**

# Reconciliation of Adjusted EBITDA and Free cash flow to Net Income (Loss) and Cash flow from operating activities

(In thousands of U.S. dollars)

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	Three months ended		Six months ended	
		June 30		June 30
	2022	2021	2022	2021
	\$	\$	\$	\$
Cash flow from operating activities	91,489	85,591	157,223	138,994
Adjustments for:				
Depreciation of property and equipment	(1,927)	(1,430)	(3,720)	(2,780)
Amortization of intangible assets	(25,119)	(19,310)	(49,769)	(38,958)
Amortization of contract assets	(486)	(530)	(913)	(1,017)
Share-based payments	(32,664)	(4,953)	(69,851)	(9,058)
Net finance cost (income)	3,638	(2,520)	(3,472)	(4,976)
Gain (loss) on foreign currency exchange	8,467	(1,691)	7,887	(1,246)
Income tax expense	(5,831)	(6,120)	(14,443)	(11,179)
Changes in non-cash working capital items	(10,040)	(17,463)	3,578	(14,265)
Interest paid	4,539	2,599	8,805	5,435
Income taxes paid	3,017	4,741	4,272	5,754
Net income	35,083	38,914	39,597	66,704
Finance cost (recovery)	(1,973)	3,432	5,768	6,747
Finance income	(1,665)	(912)	(2,296)	(1,771)
Depreciation and amortization	27,046	20,740	53,489	41,738
Income tax expense	5,831	6,120	14,443	11,179
Acquisition, integration and severance costs (a)	3,612	4,500	10,166	9,840
Share-based payments and related payroll taxes <sup>(b)</sup>	32,704	4,953	69,944	9,058
Loss (gain) on foreign currency exchange	(8,467)	1,691	(7,887)	1,246
Legal settlement and other (c)	682	(63)	1,207	96
Adjusted EBITDA	92,853	79,375	184,431	144,837
Acquisition of property and equipment, and intangible	(12,026)	(6,387)	(21,087)	(11,125)
assets	(12,020)	(0,587)	(21,007)	(11,123)
Free cash flow	80,827	72,988	163,344	133,712

- a. These expenses relate to:
  - professional, legal, consulting, accounting and other fees and expenses related to our acquisition activities and financing activities. For the three months and six months ended June 30, 2022, those expenses were \$0.5 million and \$3.3 million (\$4.5 million and \$9.8 million for the three months and six months ended June 30, 2021). These costs are presented in the professional fees line item of selling, general and administrative expenses.
  - ii. acquisition-related compensation was \$3.4 million and \$6.8 million for the three months and six months ended June 30, 2022 and nil for the three months and six months ended 2021. These costs are presented in the employee compensation line item of selling, general and administrative expenses.
  - iii. change in deferred purchase consideration for previously acquired businesses. A \$0.5 million gain was recognized for the three months and six months ended 2022 and nil for 2021. These amounts are presented in the contingent consideration adjustment line item of selling, general and administrative expenses.
  - iv. severance and integration expenses, which were \$0.2 million and \$0.6 million for the three months and six months ended June 30, 2021 (immaterial for the three months and six months ended June 30, 2021). These expenses are presented in selling, general and administrative expenses.
- b. These expenses represent expenses recognized in connection with stock options and other awards issued under share-based plans as well as related payroll taxes that are directly attributable to share-based payments. For the three months and six months ended June 30, 2022, the expenses consisted of non-cash share-based payments of \$32.7 million and \$69.9 million (\$5.0 million and \$9.1 million for three months and six months ended June 30, 2021), immaterial and \$0.1 million for related payroll taxes (nil in 2021).
- c. This line item primarily represents legal settlements and associated legal costs, as well as non-cash gains, losses and provisions and certain other costs. These costs are presented in selling, general and administrative expenses.