

GROUP FINANCIAL RESULTS AS OF SEPTEMBER 30TH 2021 APPROVED VOLUME AND GROWTH ACCELERATION ACROSS GEOGRAPHIES

- **Combined Nexi+Nets revenues at € 1,638.4 million in 9M21, +9.6% Y/Y; € 598.9 million in 3Q21, +10.1% Y/Y**
- **Combined Nexi+Nets EBITDA at € 762.9 million in 9M21, +12.3% Y/Y; € 316.7 million in 3Q21, +14.6% Y/Y. Continued EBITDA Margin expansion**
- **Continued volume recovery and acceleration across geographies in 3Q21, with strong performance in Italy, sustained growth in the Nordics, and the DACH region still recovering driven by strong basic consumption growth**
- **Journey for creating the European PayTech Leader is well progressing. Antitrust approval received for the merger by incorporation of Sia into Nexi. Closing expected by year-end**
- **Confirmed combined Nexi+Nets 2021 ambition with expected revenue growth at c.+10% Y/Y and expected EBITDA growth between +11% to +13% Y/Y**

Milan, November 11th 2021 – The Board of Directors of Nexi S.p.A. approved the Group's consolidated financial results as of September 30th 2021.

In the third quarter of 2021 the Group reported the first set of combined results delivering strong financial results and volume recovery as restrictions eased progressively at a mixed pace across geographies. In particular in Italy acquiring volumes¹ continued to accelerate. Italian Cards showed a strong double-digit growth ranging from +20% to +25% compared to pre-Covid levels, while Foreign Cards, recovered fast and almost reached 2019 levels in August, although now still negative. Basic consumptions confirmed a solid growth, Discretionary consumptions continued their recovery trend and, finally, High impact consumptions strongly accelerated (in particular restaurants and bars).

In the Nordics, acquiring volumes came back to positive growth in September versus pre-Covid level, with a strong performance in Basic consumption category growing by 36% versus 2019.

In the DACH region, the acquiring volumes are still recovering, with strong Basic consumption growth at +28% in October versus 2019. Discretionary consumption category came back to positive growth in October, while High impact consumption category was still affected by restrictions.

¹ Sales volumes only. For Italy (Nexi perimeter) data include International schemes only. National schemes included only for ISP merchant book. For Nordics and DACH region (Nets perimeter) data include regular business and International schemes only.

All of the above trends confirm the acceleration of digital payments across sectors and all geographies. As an example, September acquiring volumes in Italy showed +82% versus 2019 for doctors and veterinarians, and +34% versus 2019 for restaurants and bars. In the Nordics cosmetic stores reached +59% versus 2019, and hardware stores were at +40% versus 2019. In the DACH region, department stores were at +149% versus 2019 and groceries stood at 49%.

Key consolidated financial managerial results²

€M	9M20	9M21	Δ% vs. 9M20	3Q20	3Q21	Δ% vs. 3Q20
Merchant Services & Solutions	892.3	987.2	+10.6%	334.5	375.4	+12.2%
Cards & Digital Payments	450.4	482.1	+7.0%	158.2	169.3	+7.0%
Digital Banking Solutions	152.1	169.1	+11.2%	51.4	54.2	+5.4%
Revenues	1,494.8	1,638.4	+9.6%	544.2	598.9	+10.1%
Personnel & related expenses	(345.5)	(368.6)	+6.7%	(107.6)	(116.5)	+8.2%
Operating Costs	(470.2)	(506.9)	+7.8%	(160.2)	(165.7)	+3.5%
Total Costs	(815.7)	(875.5)	+7.3%	(267.8)	(282.2)	+5.4%
EBITDA	679.1	762.9	+12.3%	276.3	316.7	+14.6%

Strong financial performance in the first nine months of 2021, with Revenues at € 1,638.4 million, +9.6% versus 9M20. EBITDA reached € 762.9 million, +12.3% versus 9M20, and EBITDA Margin at 47%, up by 2 p.p. versus 9M20.

Revenues reached € 598.9 million in the third quarter of 2021, +10.1% versus 3Q20 and EBITDA delivered € 316.7 million, +14.6% versus 3Q20. The EBITDA Margin was at 53%, up 2 p.p. compared to 3Q20.

Group revenues were well diversified in terms of businesses and geographies, with exposure to fast growing and attractive European markets. As an example, Italy grew by 10.5% y/y in 3Q21 and DACH Region & Poland grew by 18.9% y/y in 3Q21 on the wave of a strong E-commerce exposure and A2A proposition.

Nexi Group's operating segments delivered the following results in the first nine months of 2021:

- **Merchant Services & Solutions**, representing approximately 60% of the Group's total revenues, reported revenues of € 987.2 million, with a double-digit growth of +10.6% Y/Y. In 9M21, 6,425 million transactions were processed, +10.4% Y/Y, with value of processed transactions at € 342.6 billion, +9.7% Y/Y. Transactions value increased mainly driven by Italy delivering +15% y/y in 9M21, only partially offsetting a slower growth in other geographies due to Covid-19 restrictions. E-commerce performance showed a strong revenue growth (+32% y/y in 9M21 and +37% y/y in 3Q21), particularly driven by APMs (A2A in Poland and Finland, BNPL in Germany) and Easy collecting PSP in Nordics. In 3Q21, Merchant Services &

² 2020 and 2021 financial managerial data include Nets underlying results since the beginning of the period (at constant scope and FX)

Solutions reached € 375.4 million of revenues, +12.2% Y/Y showing double-digit growth for both Nexi and Nets;

- **Cards & Digital Payments**, representing approximately 29% of the Group's total revenues, reported revenues of € 482.1 million, up by 7.0% Y/Y with different dynamics across the Group. Strong double-digit revenue growth in Italy, with positive contribution from both installed-base and volume dynamics, despite the subdued domestic travellers spending extra EU. Revenue performance in other geographies still partially affected by restrictions and by a previously disclosed single client contract renegotiation. In 9M21, 7,046 million transactions were processed, +10.2% Y/Y, with value of processed transactions at € 333.2 billion, up by 10.7% Y/Y. Transaction volumes showed a double-digit growth versus last year mainly driven by International debit performance, recovery of commercial cards in Italy, and number of transactions of International schemes in other geographies. In 3Q21, Cards & Digital Payments reached € 169.3 million of revenues, +7.0% Y/Y;
- **Digital Banking Solutions**, representing approximately 10% of the Group's total revenues, reported revenues of € 169.1 million, up by 11.2% Y/Y mainly attributable to some business initiatives, e.g. Open Banking or Digitization services in the Nordics. In 3Q21, Digital Banking Solutions reached € 54.2 million of revenues, +5.4% Y/Y.

In the first nine months of 2021, **Total Costs** were at € 875.5 million. The usual strong focus on costs is confirmed. The Y/Y comparison (+7.3% versus 9M20) is primarily due to higher transaction volumes and cost containment plan implemented in 2020. Personnel costs dynamics are mostly related to variable compensation accruals and FTEs investments in high-growth areas. Operating costs increased mainly due to higher transaction volumes.

As of September 30th 2021, the **Net Financial Debt** was at € 4,142 million, while the Net Financial Debt/ EBITDA ratio stood at 3.9x, increased compared to the previous quarters given Nets 'closing. The pro-forma Net Financial Debt / EBITDA ratio including SIA was at 3.6x and the one including SIA and the run-rate synergies stood at 3.0x, in line with the plan.

Nexi confirmed 2021 combined ambition and, assuming no further material restrictions across geographies, expects:

- Revenue growth at approximately 10% y/y in FY21;
- EBITDA growth between 11% and 13% y/y in FY21;
- EBITDA margin up by 1 p.p. versus 2020 and by 3 p.p. versus 2019;
- Broadly stable Capex intensity ratio, anticipating M&A synergies;
- Continued strong organic cash flow generation and progressive de-leverage in the medium term.

Significant subsequent events

- On October 14th 2021, the Italian Competition Authority cleared the merger by incorporation of SIA S.p.A. into Nexi S.p.A. with remedies having no material impact.



This authorisation follows those already granted by the Polish, Austrian and German Competition Authorities.

- On October 26th 2021, the closing with Intesa Sanpaolo S.p.A. relative to the merchant acquiring business previously held by UBI and its subsidiaries, has been completed.
- On November 11th 2021, Alpha Bank S.A., following the signing of a Memorandum of Understanding in August 2021, entered into a binding agreement with Nexi S.p.A. for the establishment of a strategic partnership in respect of Alpha Bank's merchant acquiring business unit in Greece.

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Pursuant to paragraph 2 of article 154 bis of the Consolidated Finance Act, the undersigned, Enrico Marchini, in his capacity as the manager in charge of preparing Nexi's financial reports, declares that the accounting information contained in this press release corresponds to the accounting documents, books and records of Nexi S.p.A..

The Board of Directors, during today's meeting, has also resolved upon the replacement of Mr. Luca Bassi, as member of the Nomination and Remuneration Committee, with Ms. Michaela Castelli (independent directors) and the replacement of Mr. Francesco Casiraghi, as member of the controls, risks and sustainability committee, with Ms. Michaela Castelli (independent director). As effect of the above replacements, both the aforesaid committees are now composed of independent directors only.

About Nexi

Nexi is Europe's leading PayTech - present in high-growth, attractive European markets and technologically advanced countries in Northern Europe.

Listed on the Milan Stock exchange MTA of Borsa Italiana, Nexi has the scale, geographical reach and capabilities to drive digital payments and accelerate the transition to a cashless society. Through its portfolio of innovative products, e-commerce capabilities and sector-specific solutions Nexi is able to provide flexible support for the digital economy and entire payments ecosystem globally across a wide range of different channels and payment methods.

Nexi's technological platform and best-in-class capabilities allow the Company to operate in three market segments: Merchant Services & Solutions, Cards & Digital Payments and Digital Banking & Corporate Solutions. Nexi constantly invests in technology and innovation, focusing on two fundamental principles: satisfying our banking partners' needs, and creating new opportunities for more prosperous businesses.

We are committed to supporting people and enterprises of all sizes and shaping the way they pay and collect money every day. This is how we drive progress for everyone's benefit: simplifying transactions and empowering people and businesses to enjoy closer relationships and prosper together.



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