



# KEY OPERATIONAL HIGHLIGHTS

Organic performance better than expected in Q3

Fit for Growth and Covid-19 action plan in full execution

Fully on-track to deliver our 2020 guidance

Q3'20 performance better than expected

5% organic decline in Q3'20

Activity back to growth or stabilized

Enterprise, Payone and SMB

Global Online still impacted by the Travel vertical Down 14% organically in Q3'20

Organic performance in line with expectations 14% organic decline in Q3'20

Solid performance in **FMFA** and North America

Respectively down 4% and 8% organically in Q3'20

APAC still challenging Impact of China and SEA





# KEY FIGURES PER BUSINESS UNIT

€646m Group revenue

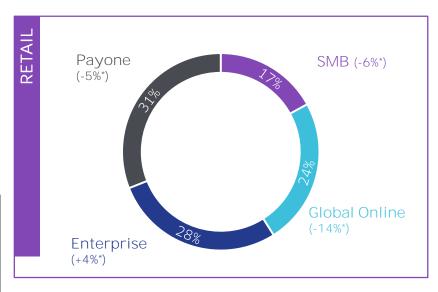
-9% organic growth\*

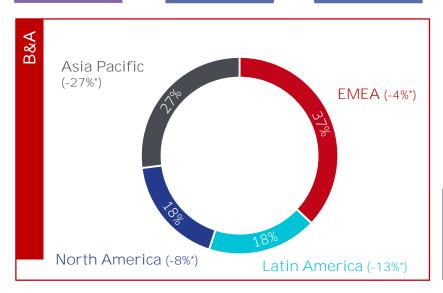
€348m Retail revenue

-5% organic growth\*

€297m B&A revenue

-14% organic growth\*







<sup>\*</sup> Growth rate at constant FX and scope



# 2020 GLOBAL REVENUE SCENARIO CONFIRMED

### JULY 2020 REVENUE ASSUMPTIONS:

## 2020 REVENUE ASSUMPTIONS: **FY'20 TRAJECTORY CONFIRMED**

### Scenarios

Sc.1: Back to pre-Covid guidance of 4-6% organic growth in Q4 '20

Sc.2: Back to pre-Covid guidance of 4-6% organic growth in Dec-20

Sc.3: Back to pre-Covid guidance of 4-6% organic growth in Q1 '21

**REVENUE 2020 GUIDANCE** Mid to high single digit organic decline

End of year assumptions:

- Better than expected Q3'20 fueled by a post-confinement pick-up in activity
- Softer than expected Q4'20 recovery curve due to health environment

**REVENUE 2020 GUIDANCE** Mid to high single digit organic decline





# 2020 GUIDANCE CONFIRMED

### 2020 GUIDANCE

### Revenues

Mid to high single digit organic decline

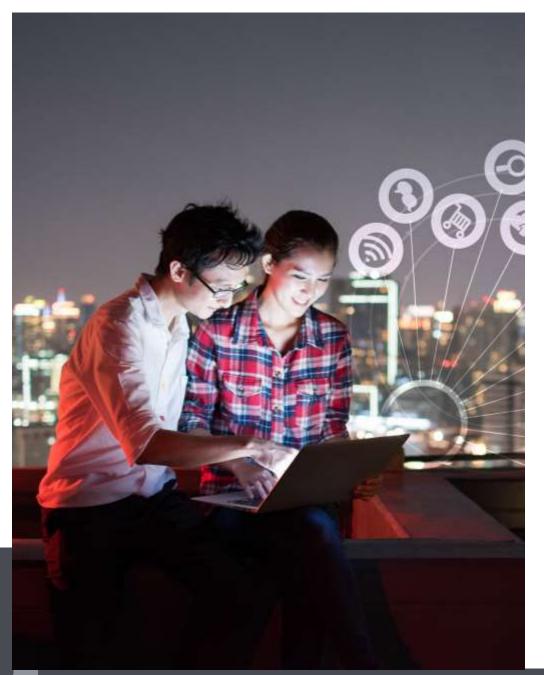
### **EBITDA**

> 21% on net revenue

### FCF conversion

> 50% conversion rate















# RETAIL - BUSINESS LINES DYNAMICS

SMB

- Performance above expectations in Q3 with a positive performance on the non-travel verticals during the quarter
- Continuous dynamic in merchant wins in Q3 with c.4,000 new clients per month (c.1,000 net) well-balanced online/instore
- Ramp-up of all-in one solutions signed in H1'20 within Bambora Connect, offering good growth prospects expected in Q4'20

 Performance in line in the trajectory of 02'20 with a recovery starting in May and June

- Continuous conversion of existing merchants' portfolio with more than 1,000 merchants per months from saving banks customers
- Shift acceleration towards electronic payments confirmed with higher usage of contactless payments (c.60% of electronic transactions)

PAYONE



GLOBAL ONLINE

- Performance in line with expectations with non-travel verticals growing double digit (marketplaces, gaming, digital goods)
- Travel vertical still impacted by the fall of international travel traffic and less refund flows vs. Q2'20
- Continuous dynamic in APAC (double digit)
- Recent wins and expanded relationships: Shein, Zendesk or Mindbody

Performance better than expectations in Q3 on both POS and transactional (Axis) activities

- Double digit organic growth on transaction activities, fueled by the recovery in processed volumes after a Q2'20 impacted by the lockdowns across Europe
- Continuous dynamic on the POS side and North America back to normative levels

€98m

ENTERPRISE

+4%\*

Growth rate at constant FX and scope



# **B&A - REGION DYNAMICS**

€54m

# **NORTH AMERICA**

NORTH A



**€**53m



-13%\*

- Performance in line with expectations in Q3'20 with a level of activity stabilizing after four quarters of strong growth
- US performance still strong with continuous ramp-up of ISVs vertical initiative and the first TaaS contract signed in Q3'20
- Level of activity to be sustainable in the coming quarters, but becoming stable sequentially

- Solid and slightly better performance than expected during Q3'20
- Western Europe: France back to growth and dymanic in DACH and Iberia, the latest fueled by TaaS contract signed in H1'20 and first deliveries of APOS
- Eastern Europe on the same trajectory as H1'20 and Russia still impacted by a high comparison basis and low pipeline

**€**111m

**EMEA** 

-1%\*

- Overall performance slightly better than expectations, but still impacted by lockdowns and a high comparison basis
- Brazilian market strongly impacted by the local sanitary situation with an ongoing Covid-19 spread
- Good dynamic in Columbia, Argentina, and Peru in the same trajectory as H1'20

- Performance globally below expectations during the quarter despite a good dynamic in the Pacific region
- China still impacted in Q3 with a very low pipeline of projects, situation that should continue in the coming quarters
- SEA softer on back of Indonesia normalization and India still impacted by ongoing lockdowns

**€**79m

ASIA PACIFIC

-27%\*

