

Q1 2021 Results and Update

NAYAX



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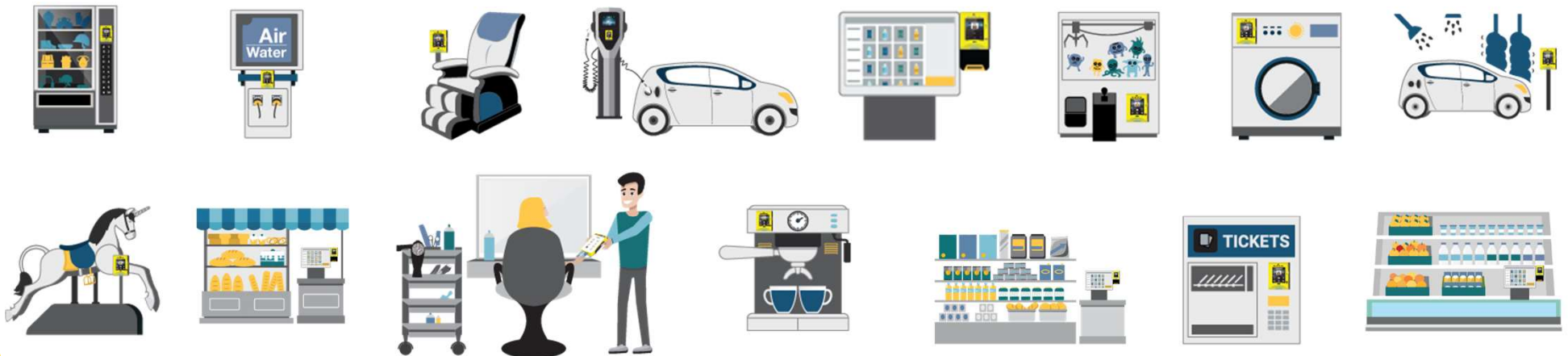
CEO and Co-Founder
Yair Nechmad



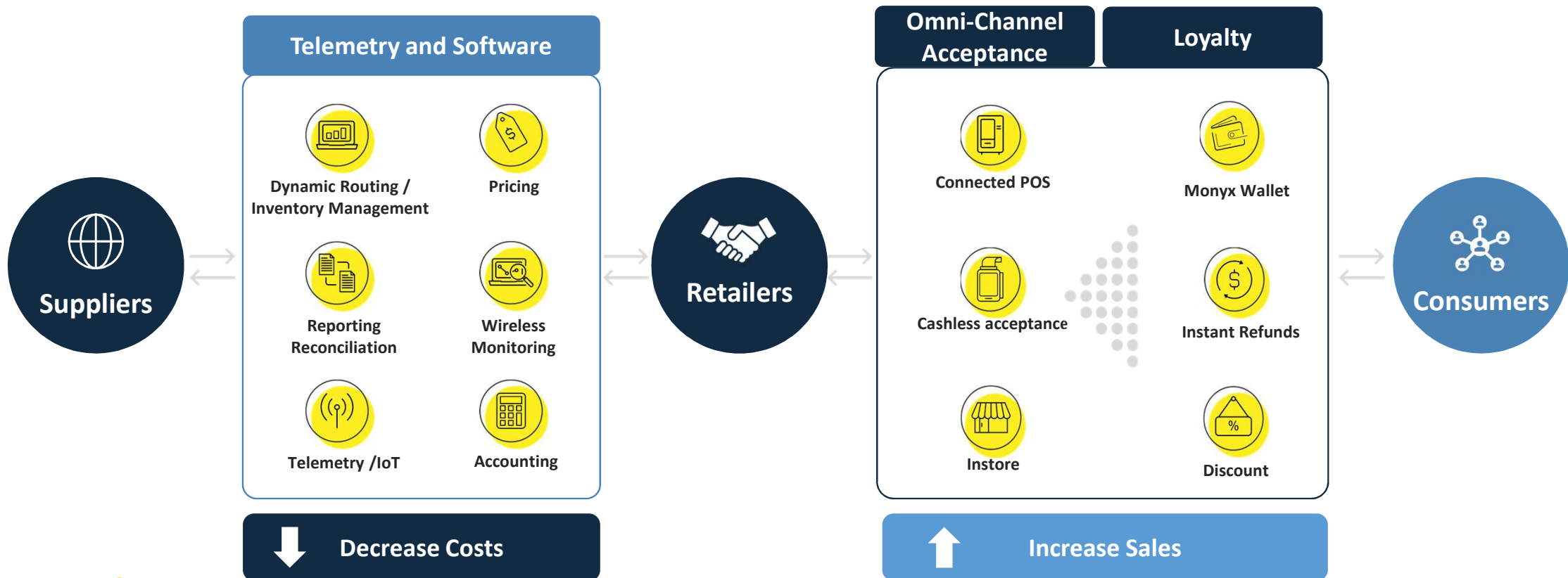
CFO
Liron Grosman

Nayax Empowers Retailers To Accelerate Their Trajectory

**Leading global operating system and payments platform
for unattended commerce and beyond**



Nayax's Platform is Embedded Across Our Customers' Business Driving Revenue and Decreasing Operational Cost



Nayax has continued to grow through pandemic disruption, reflecting strong consumer adoption trends

During Q1 2021

- 21,000 active connections were added (50% of the growth in active connections during 2020)
- The number of transactions grew by 12%, despite the impact of Covid-19 related restrictions across a number of our markets, driven by increasing consumer demand and preference for unattended service
- Revenue grew by 26% in Q1 2021, as compared to Q1 2020 which was virtually COVID-19 free



Nayax in Numbers Q1 2021



>400K

Active POS connections



26%

Increase in revenue over
Q1 2020



46%

Gross Margin



>108%

net retention rate



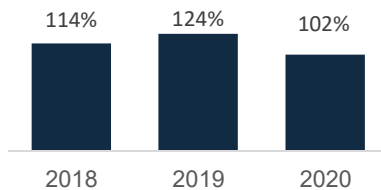
>20K

customers ⁽¹⁾



+30%

recurring revenue
(platform and processing fees)
Vs Q1 2020



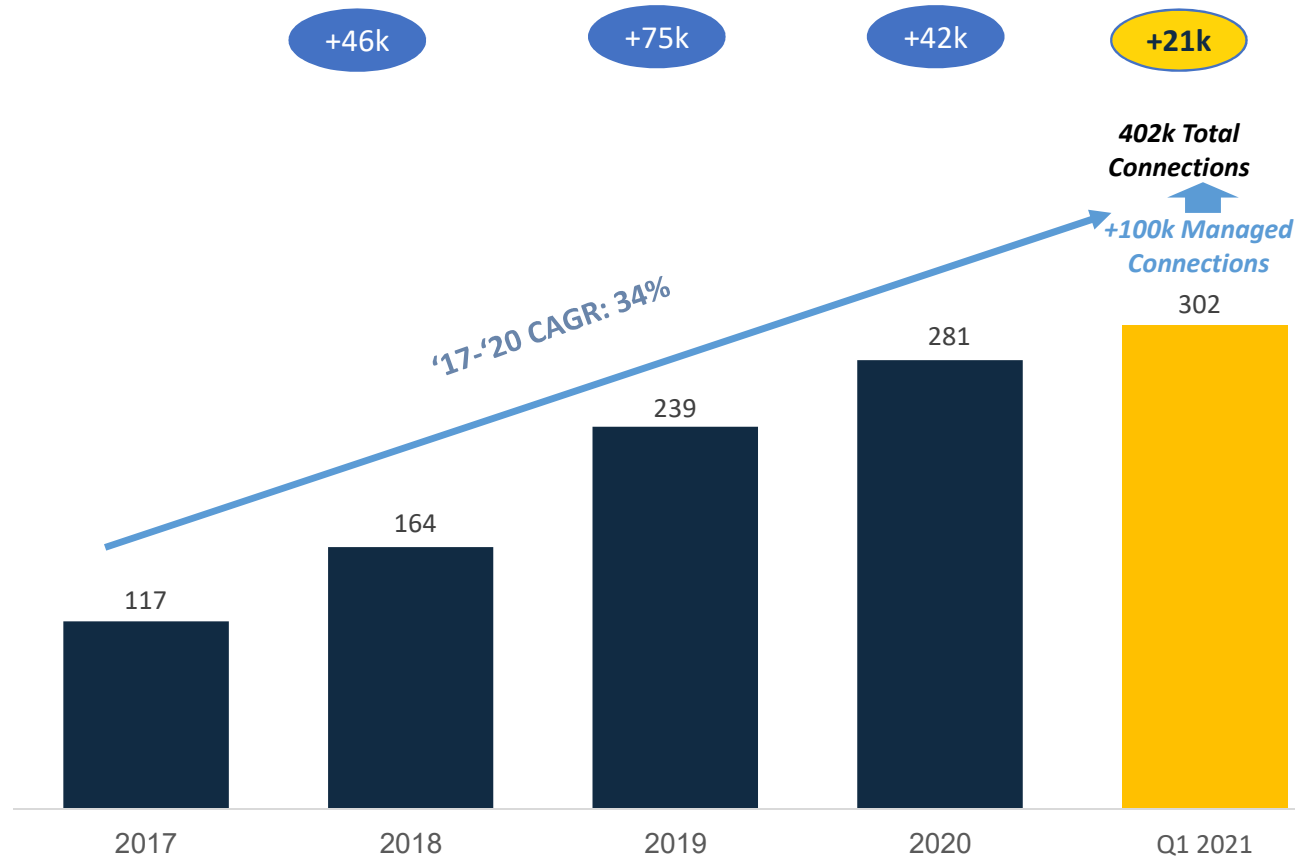
(1) Based on the last 12 months

Q1 Highlights

- Mastercard and VISA partnership, supporting the adoption of our devices, globally
- Our VPOS Touch card reader was recognized as the leader in the market, winning the Vendies - Vending Industry Award - as the best payment system in EU
- Successful beta in Israel for Nayax Retail and Weezmo, gaining substantial traction
- Launched the first unattended eCommerce channel-to-market to increase penetration and capture the SMBs market in the US, with automated onboarding and KYC
- Expanded the team by 44 employees, R&D, product, marketing and sales.

Consistent Track Record Of Expanding Footprint

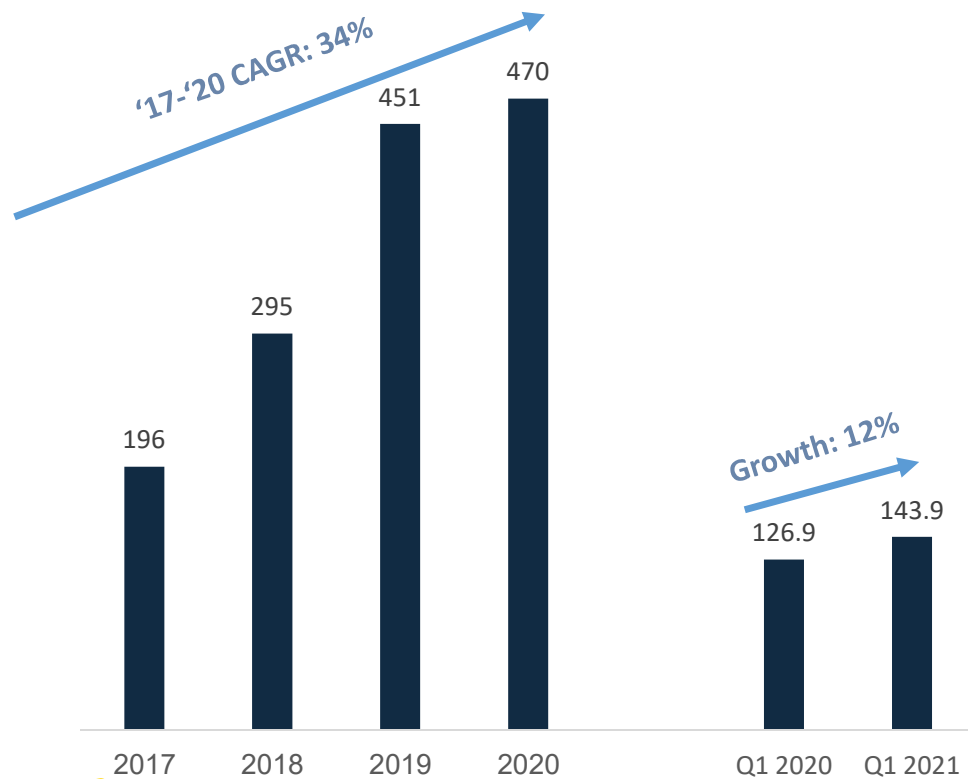
Number of Connected POS (thousands)



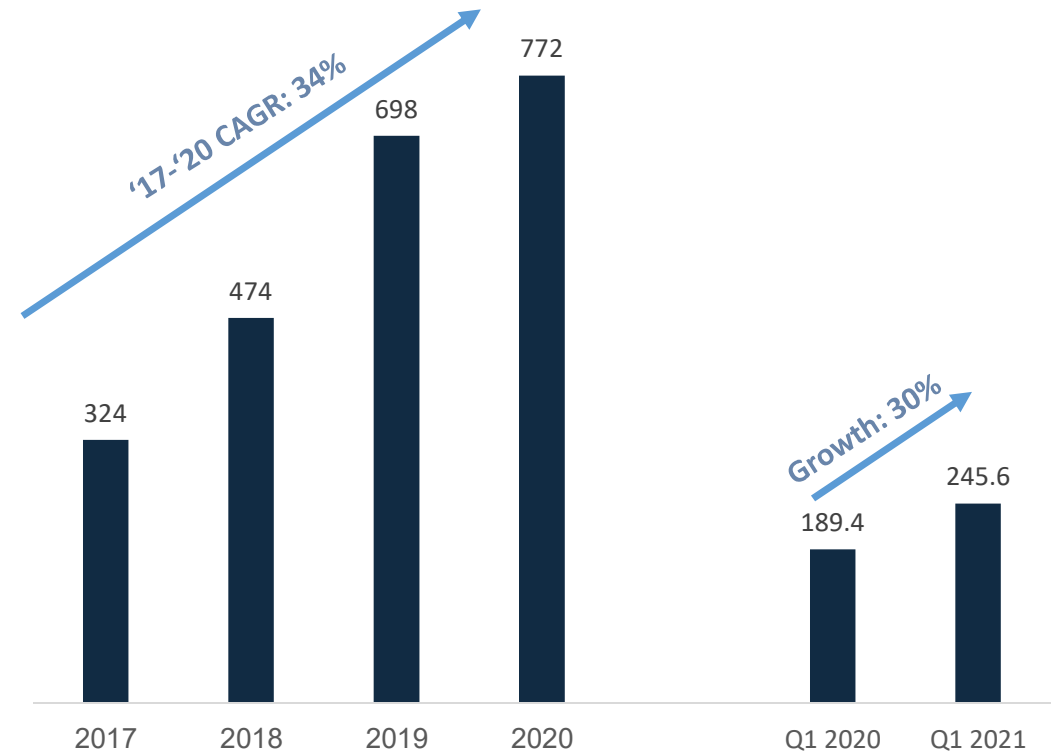
Net new POS

Global diversification supporting growth despite lockdowns

Number of Transactions (millions)



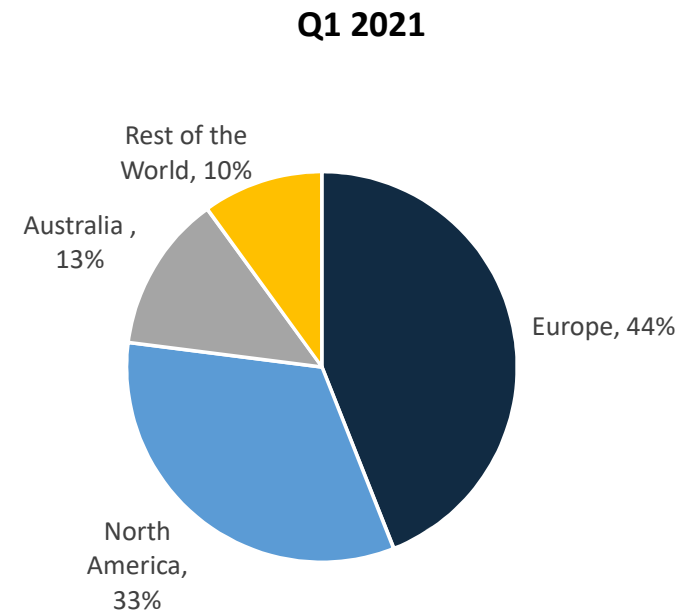
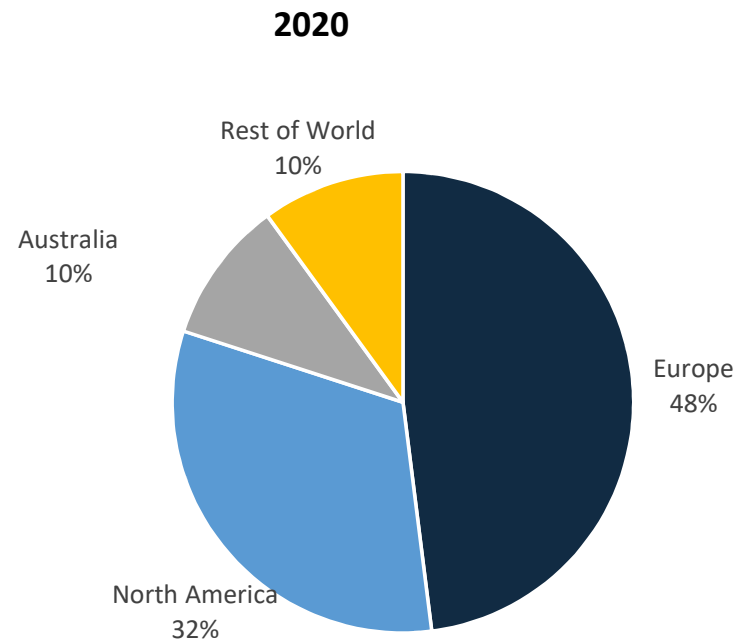
Transaction value (\$m)



Diversified Customer Base

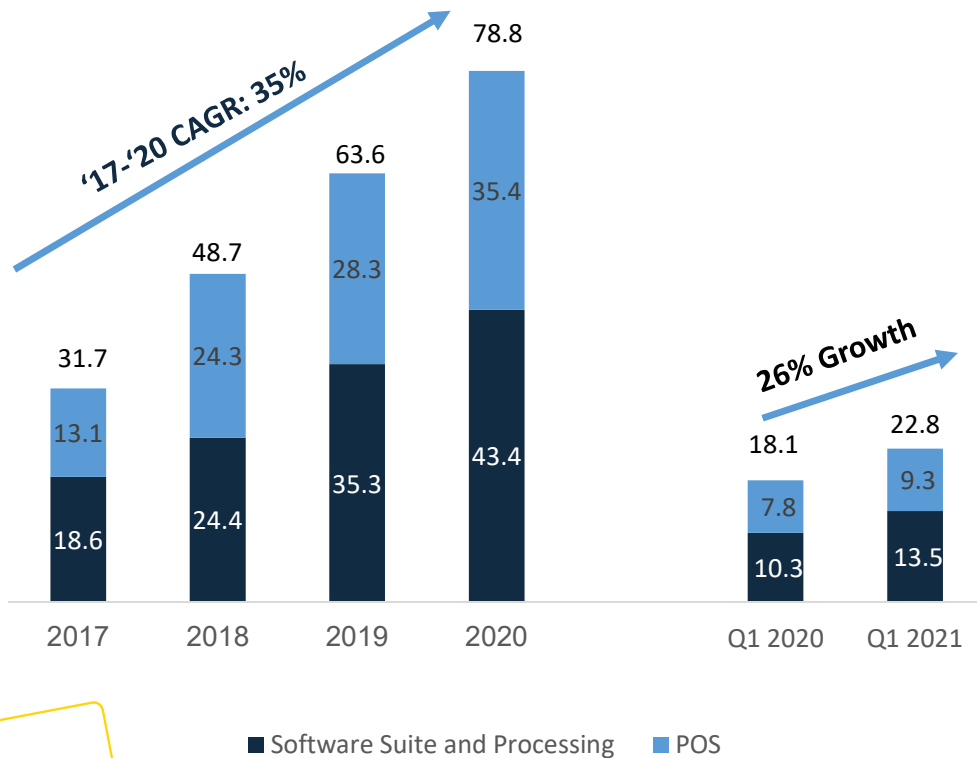
Revenue Split By Geography

- Growth and continuation of Australia activity offsets the pandemic slowdown in the EU

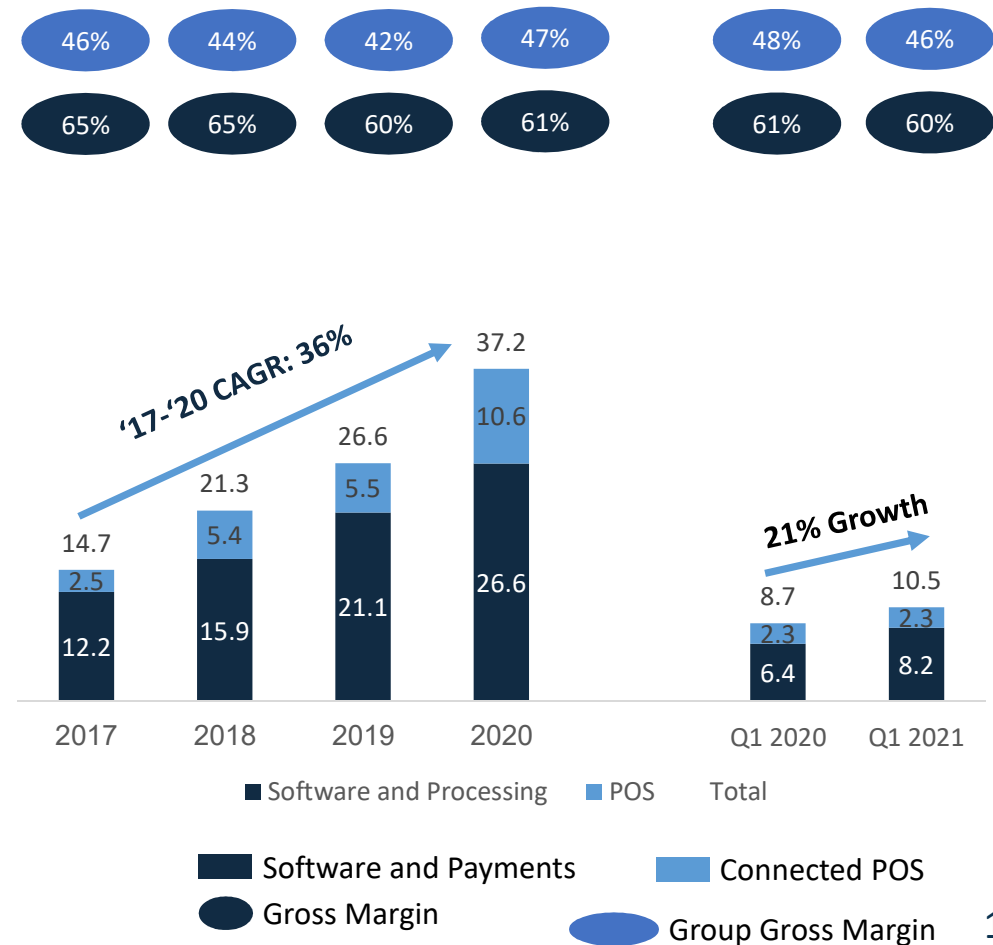


Strong Long-term Growth With Proven Underlying Profitability

Overview Of Revenue Trajectory (\$m)



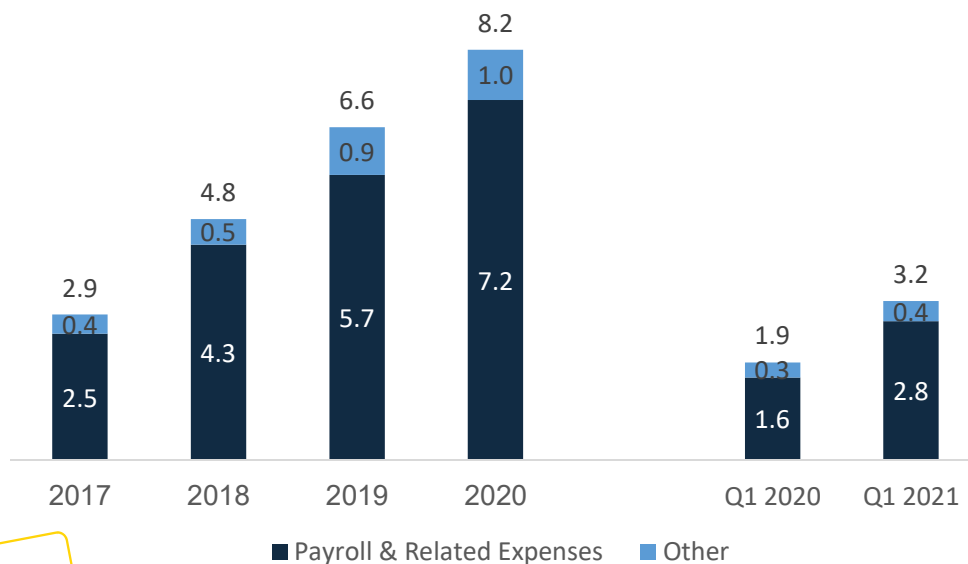
Overview Of Gross Profit Growth



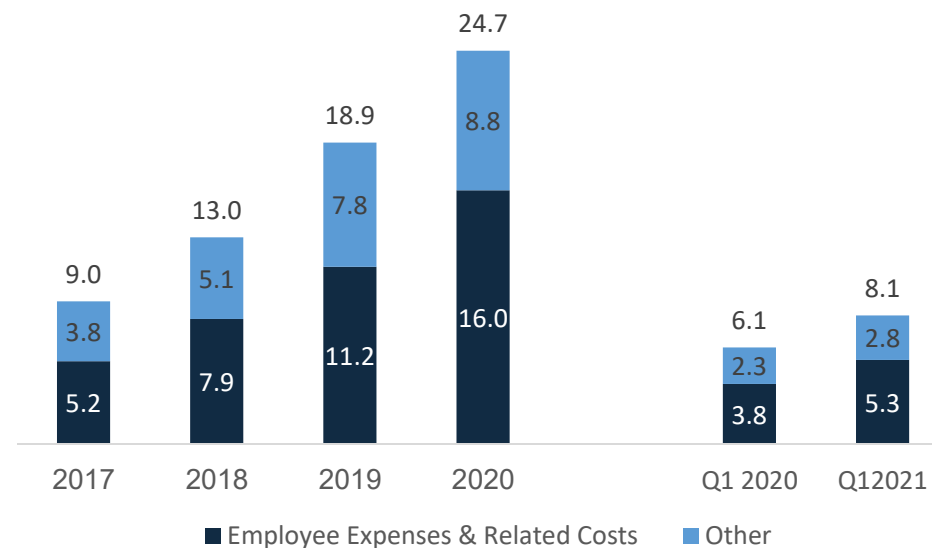
OPEX Overview

- Consistent investment in innovation to support the long-term growth potential
- R&D expenses are mostly employee expenses

R&D Expense Over Time (\$m)⁽¹⁾



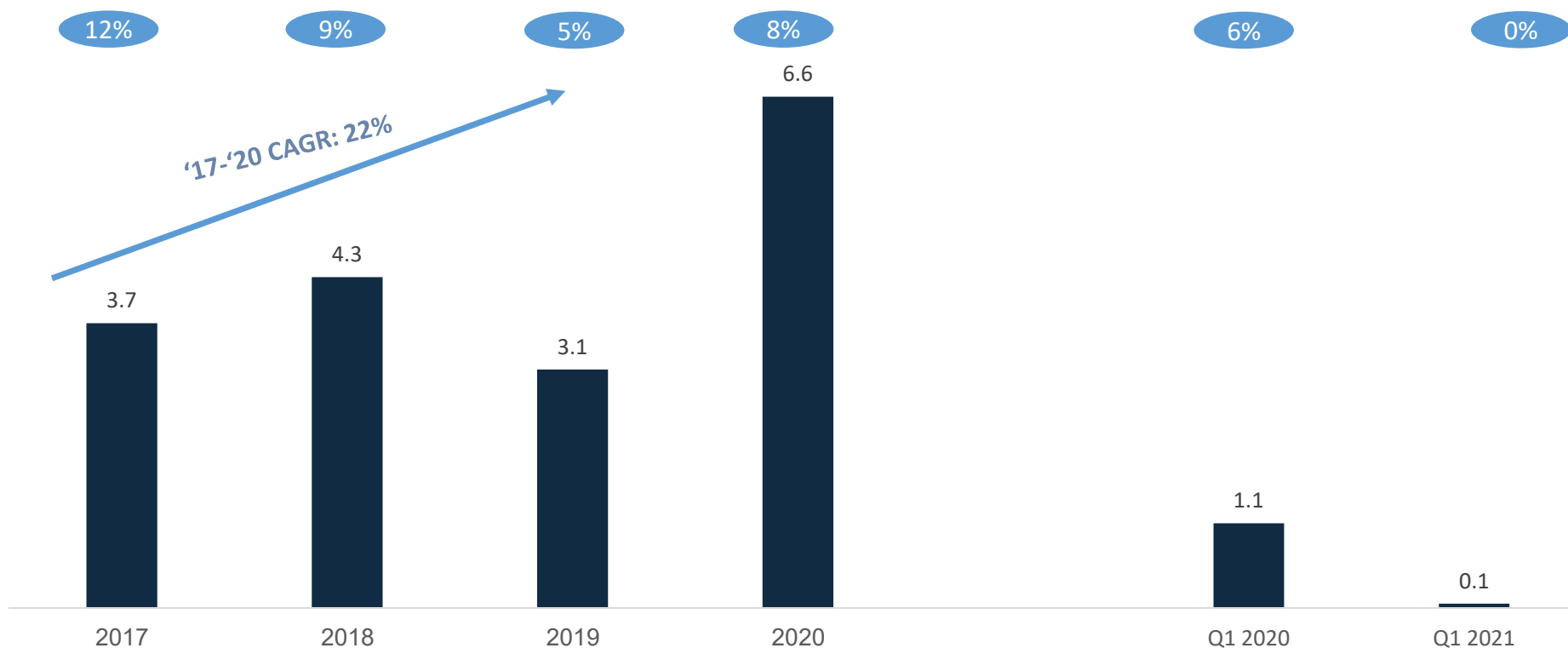
SG&A Expense Over Time (\$m)⁽¹⁾



(1) Does not include share-based payments charge.

Adjusted EBITDA

EBITDA (\$m)⁽¹⁾

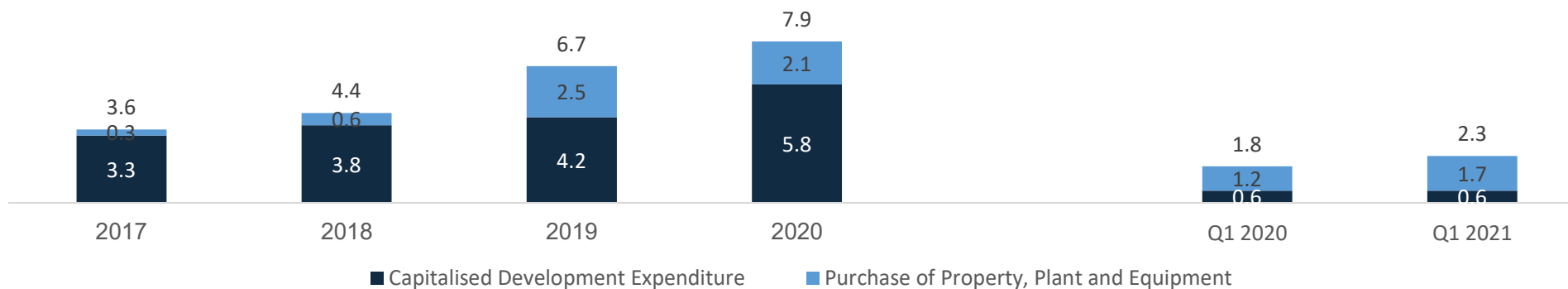


EBITDA Margin (%)

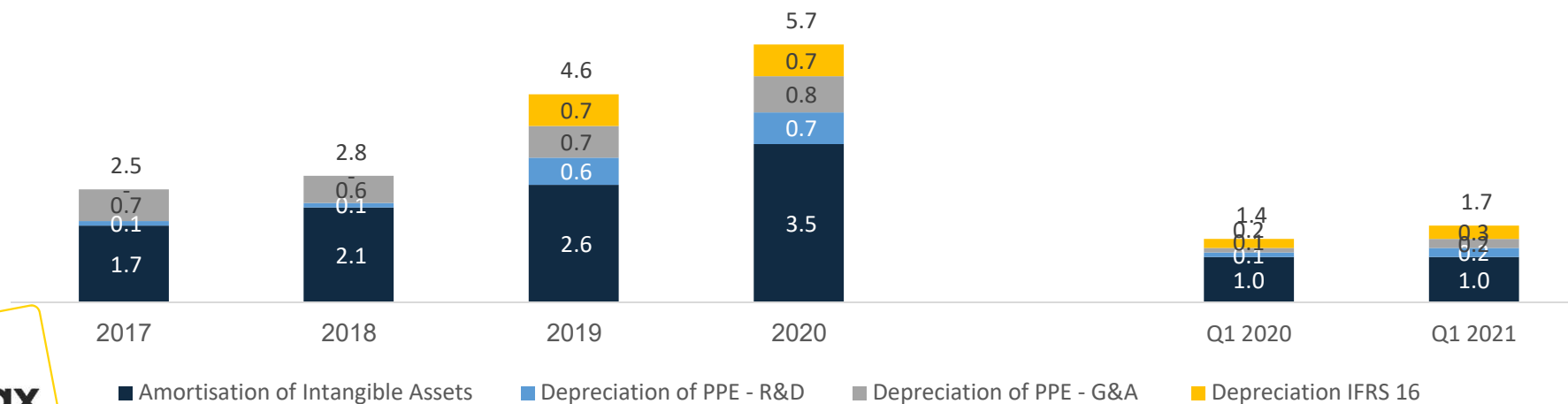
(1) Exclude share-based expenses.

CAPEX Spend

CAPEX Overview (\$m)⁽¹⁾



Depreciation and Amortization (\$m)



THANK YOU!

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