



Q2 2021 Results and Update

August 2021



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Today's Presenters



CEO and Co-Founder
Yair Nechmad



CFO
Sagit Manor

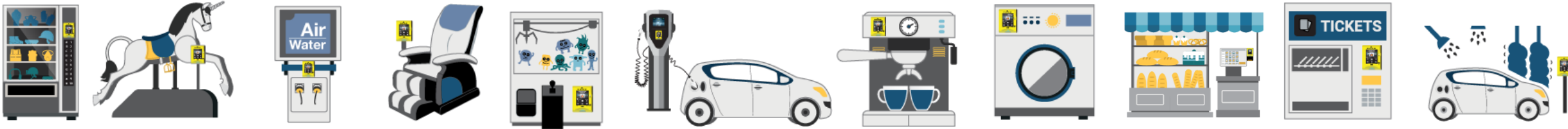
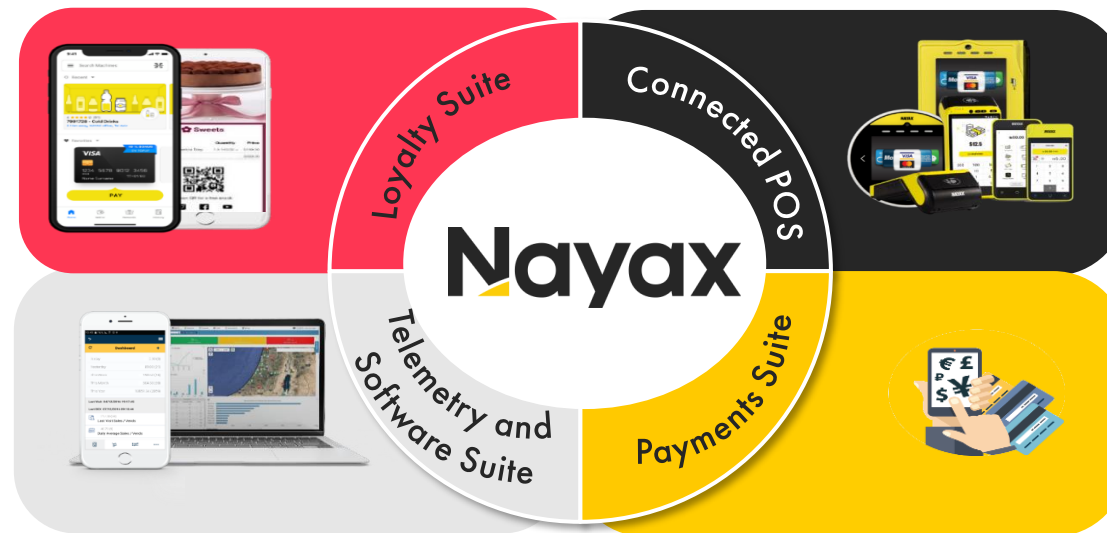


Company and Market overview



Nayax Empowers Retailers To Accelerate Their Trajectory

Leading Global Merchant and Payments Platform for Unattended Commerce and Beyond



Nayax (TASE: NYAX) At a Glance



Established in Israel
in 2005



10 global sales offices
and 35 distributors



>470 employees worldwide
(330 in Israel), >30% in R&D



Accepts >80
payments methods
and 40 currencies



Licensed payment
institution



0.3Bn transactions
processed in H1 2021



>24K
end customers



>432K managed and active
devices, in >50 countries



35% 2017-2020
Revenue CAGR

Powerful business model with strong recurring revenue

Connected POS

\$ per
Sold
POS

Purchase Fee

Lock-In

Telemetry & Software

Monthly \$
per
Connection

Subscription Fee

SaaS

Payments

% per
Transactio
n

Processing Fee

Payments
Transaction

Payment Platform

VISA



First Data



BBVA

credorax

G Pay

SAMSUNG
pay

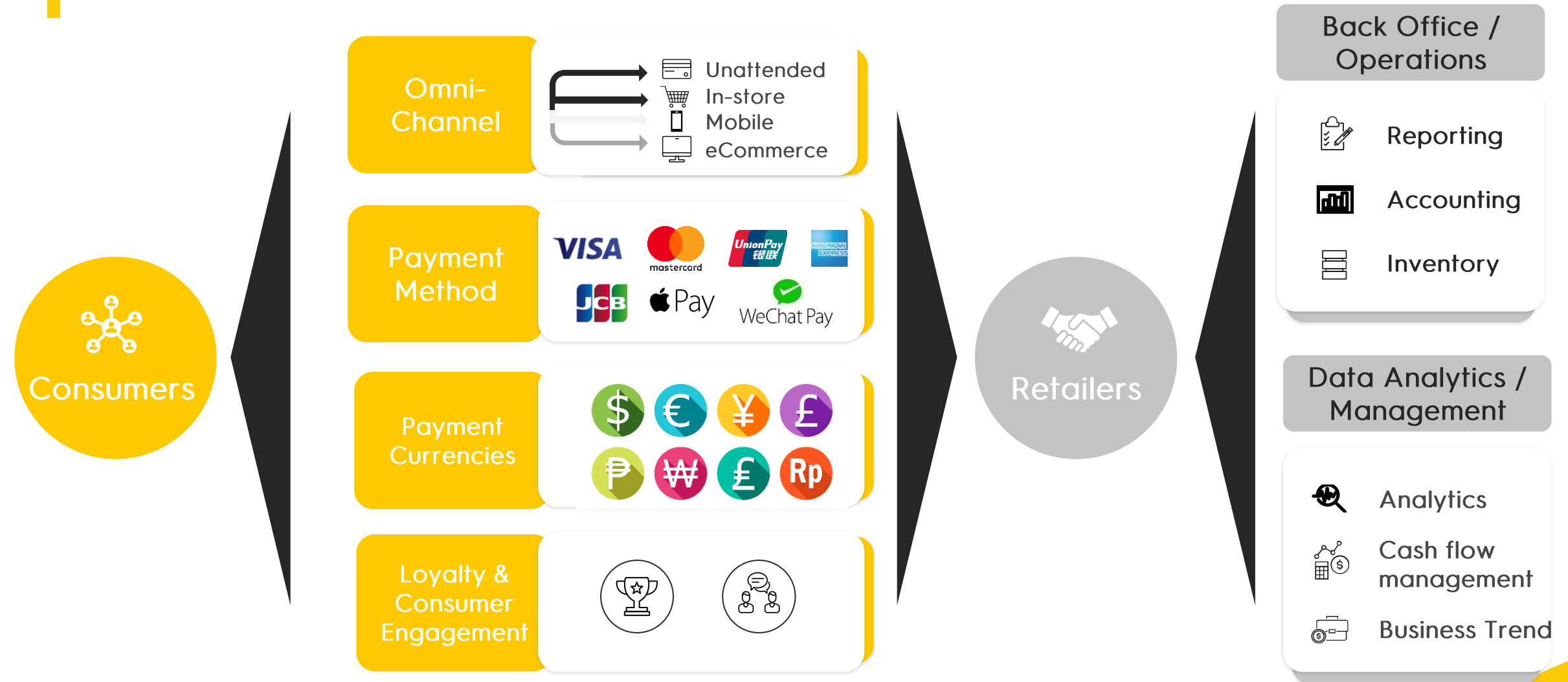


globalpayments

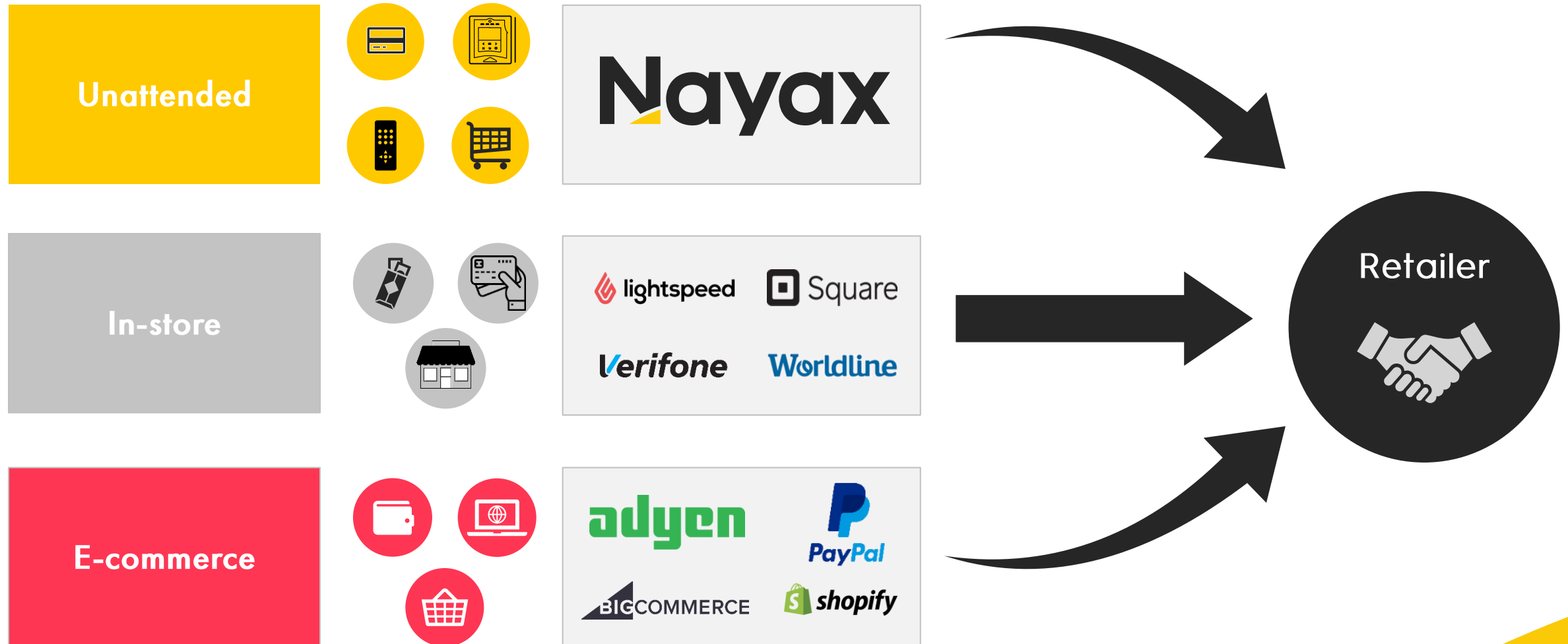
SaltPay



Retail Today Faces Multi-Dimensional Challenges



Tech Platforms Approaching Retailers From Different Angles

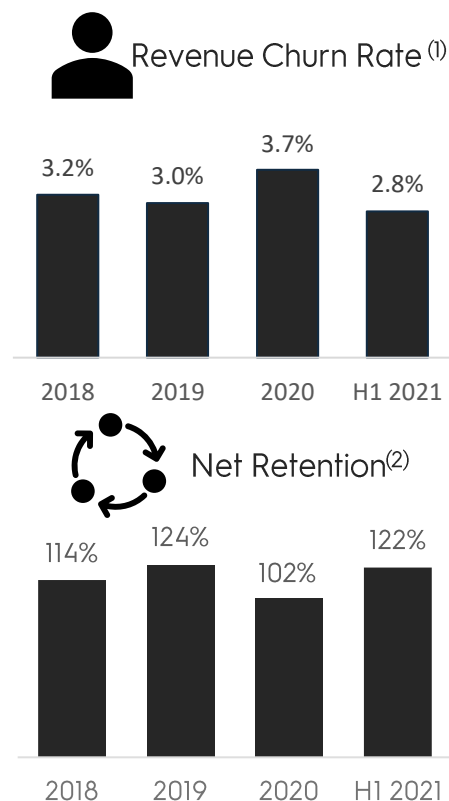


Deeply Embedded Global Tier 1 Customer Base

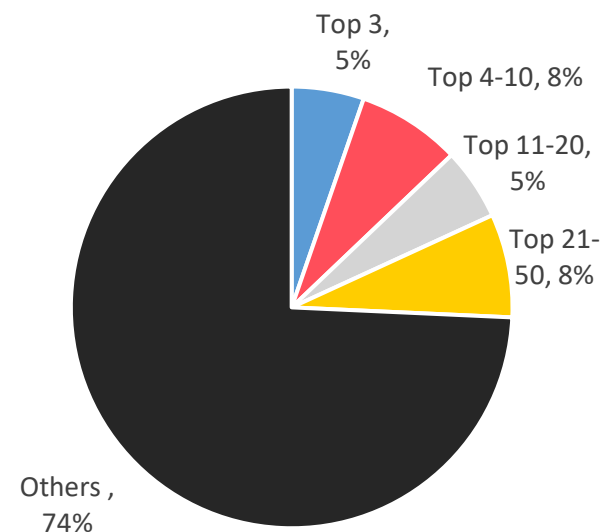
Strong Track Record of Winning Clients...



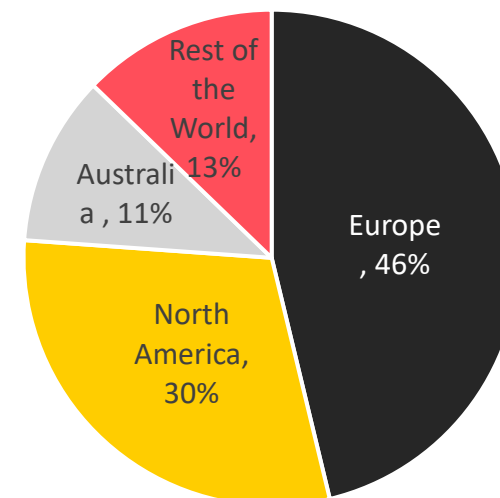
...Retaining And Growing Customers...



...With Low Customer Concentration ⁽³⁾⁽⁴⁾ ...



...And Global Reach ⁽⁴⁾



- (1) Based on last 12 month
- (2) Based on service and clearing fee.
- (3) For direct customer, revenue from platform service and processing fee.
- (4) Based on Q2 2021 revenue split.

Nayax in Numbers Q2 2021



>432K

Managed and Connected POS
devices



>121%

Increase in revenue over
Q2 2020



43%

Gross
Margin



>136%

net retention
rate



>24K

customers ⁽¹⁾



+100%

recurring revenue
(SAAS and processing fees)
Vs Q2 2020

(1) Based on the last 12 months

Q2 Highlights

- Nayax (TASE: NYAX) completed its IPO in May 2021, raising \$132.5M net proceed
- Q2 was a strong quarter with total revenue of \$31M, up 121% in Q2 2021 over Q2 2020, and up 36% increase in Q2 2021 over Q1 2021, reflecting an excellent performance across all products and geographies
- Executing our M&A strategy to enhance our offering and launch Nayax to new emerging verticals:
 - Finalize the acquisition of Weezmo Technologies Ltd., a leading company in the field of interactive receipts, enabling omni channel marketing solutions for retailers to close the loop of in-store data
 - Investment in Tigapo Ltd., a smart cloud platform that offers a complete management and payment solutions for amusement parks and family entertainment center industry

Financial updates

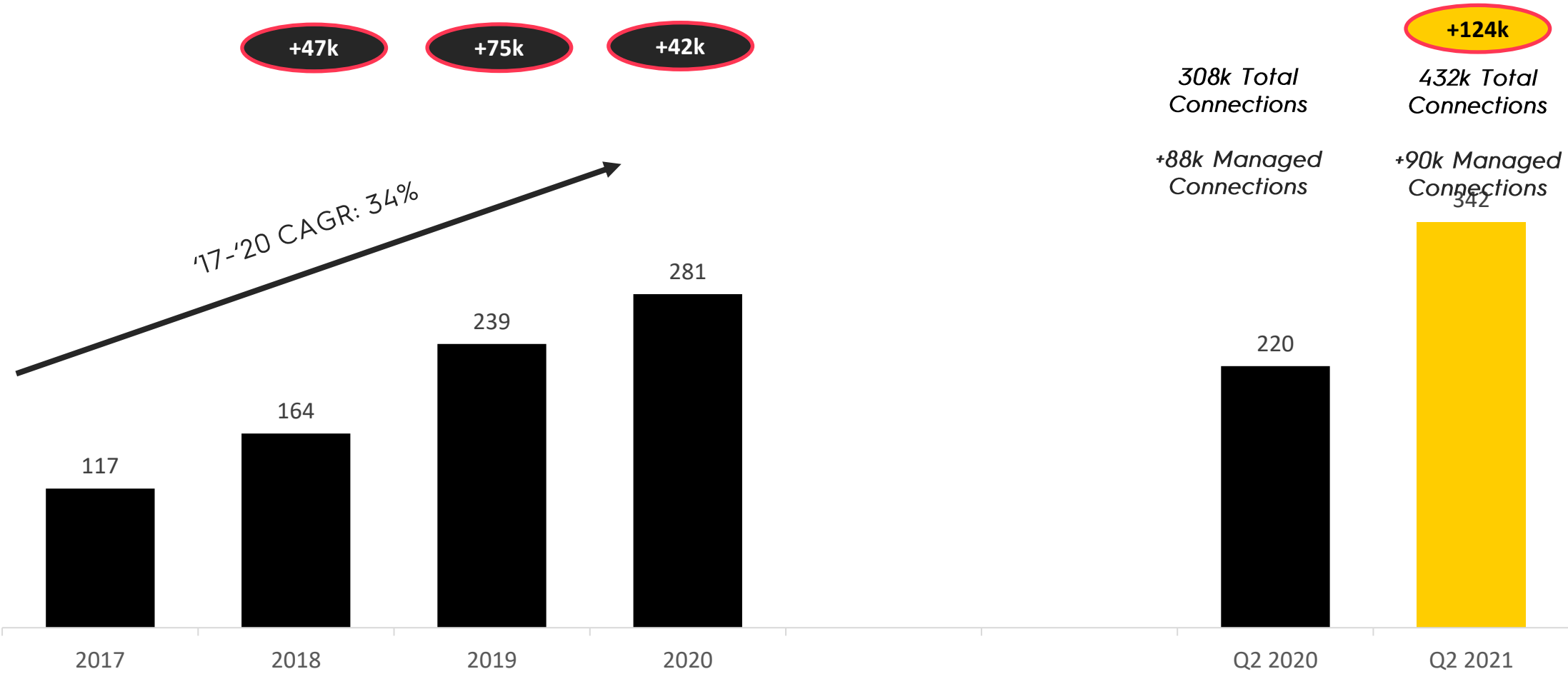


Nayax Delivers Solid Q2 Results

(\$ in millions, unless noted)	Q2 2021	Q2 2020	Change	Change %
Connected & Managed devices	432K	308K	124K	40%
Transactions \$ Value	\$343.8	\$132.3	\$211.5	160%
Total Revenue	\$31.0	\$14.0	\$17.0	121%
Gross Profit Gross Profit Margin	\$13.3 43%	\$7.2 51%	\$6.1	85%
Adj EBITDA Adj EBITDA Margin	\$1.4 4.5%	\$0.8 5.7%	\$0.6	75%

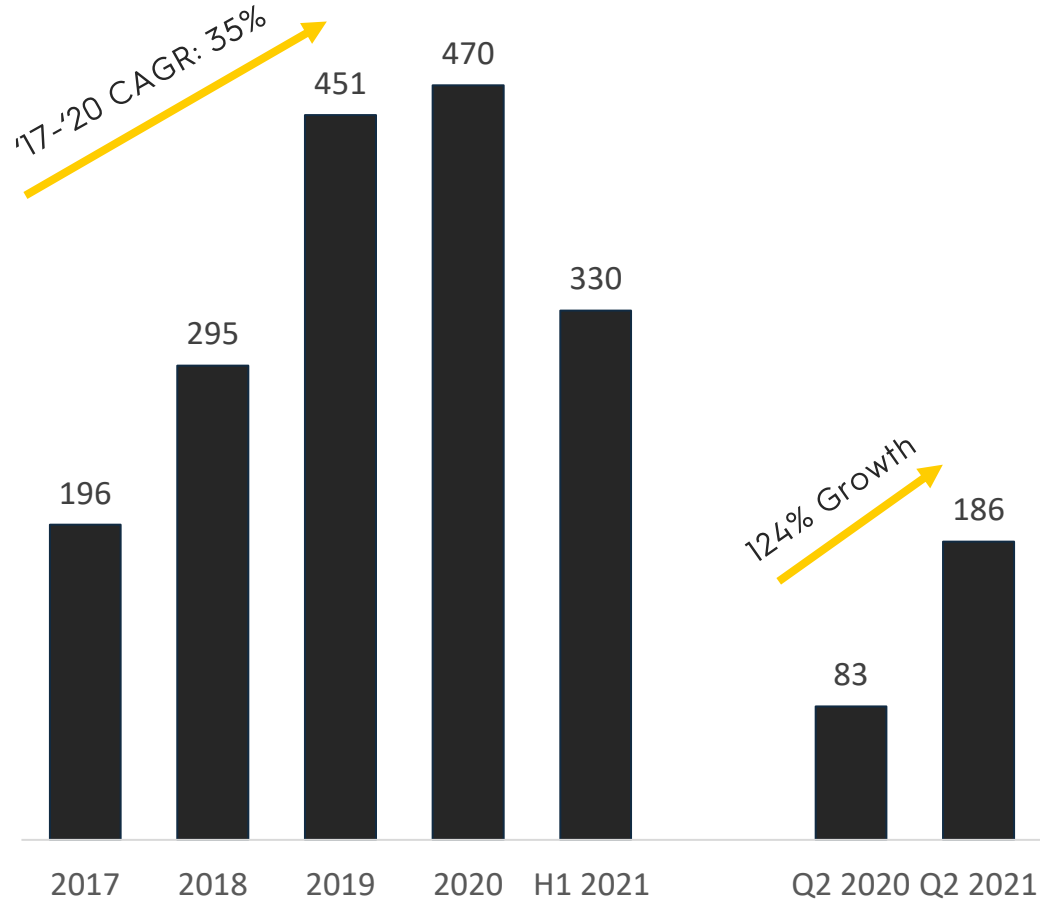
Consistent Track Record of Expanding Footprint

Number of Managed and Connected Devices (thousands)

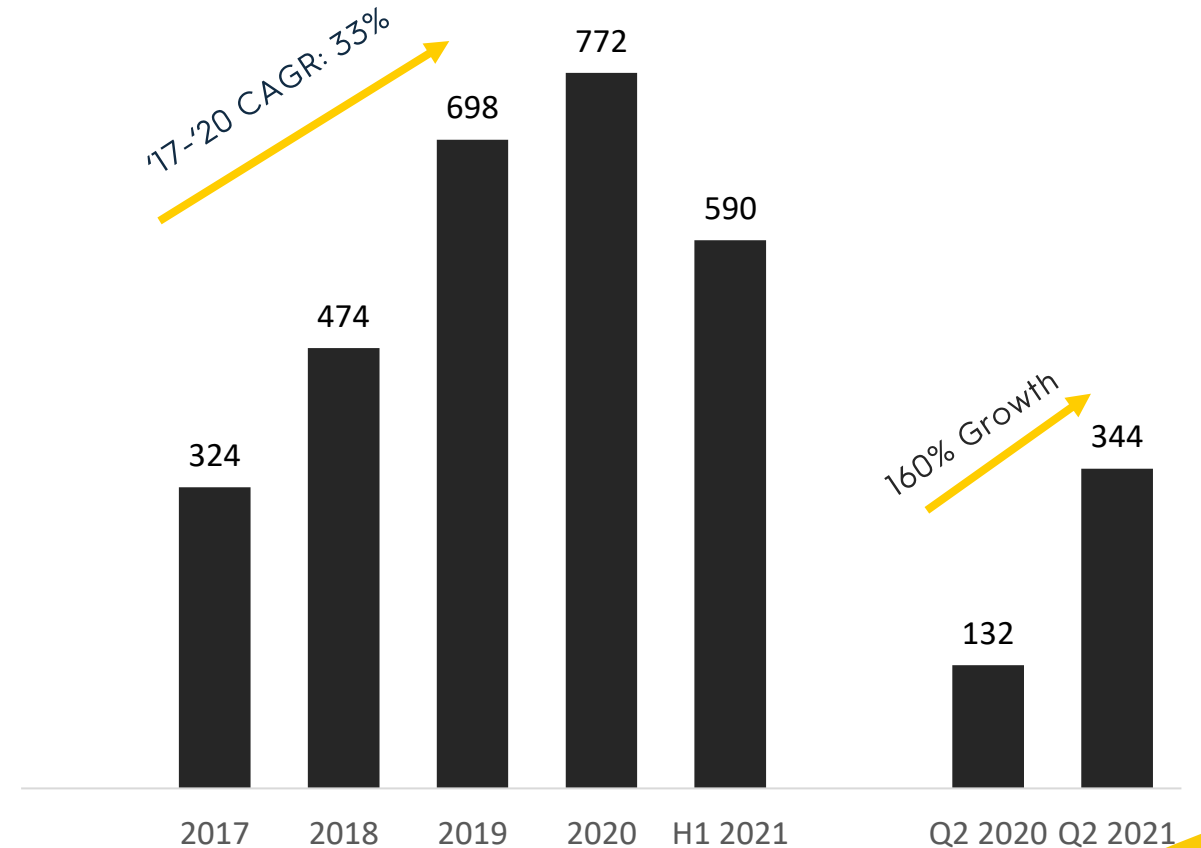


Global Expansion and Growth in All Products and Geographies

Number of Transactions (millions)

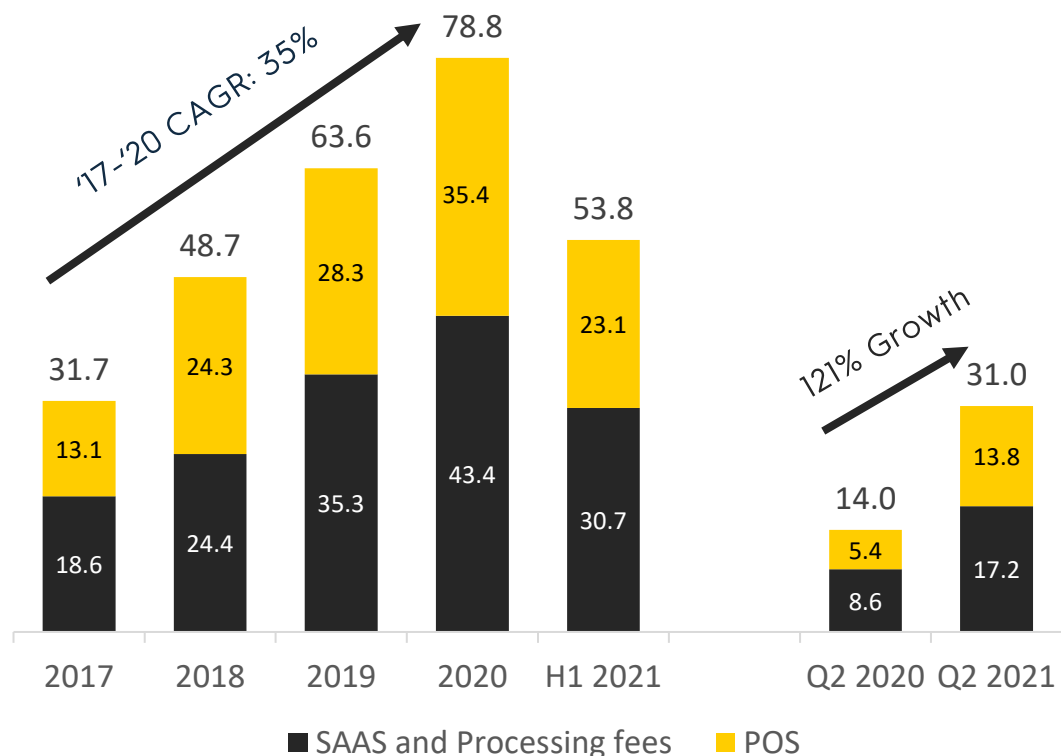


Transaction value (\$m)

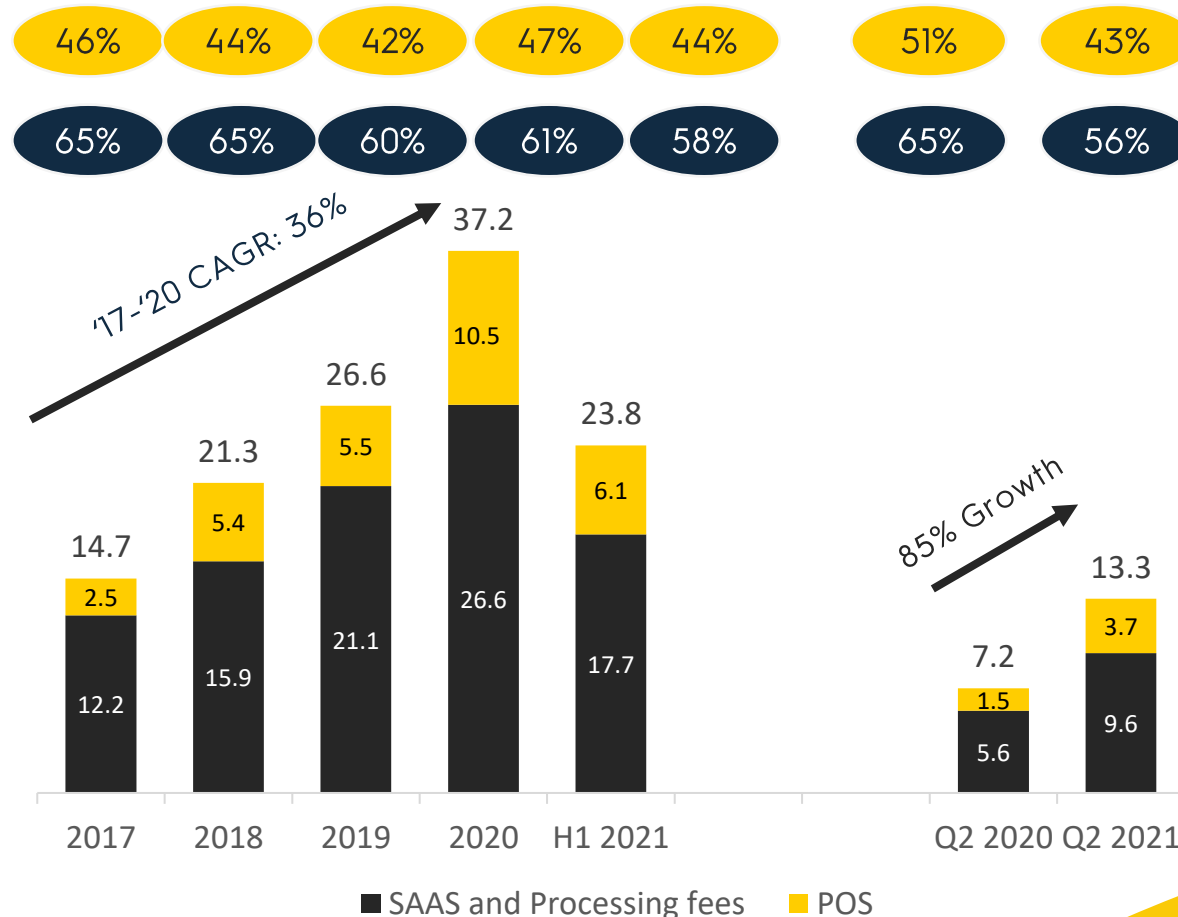


Strong Long-Term Growth With Proven Underlying Profitability

Overview Of Revenue (\$m)



Overview Of Gross Profit

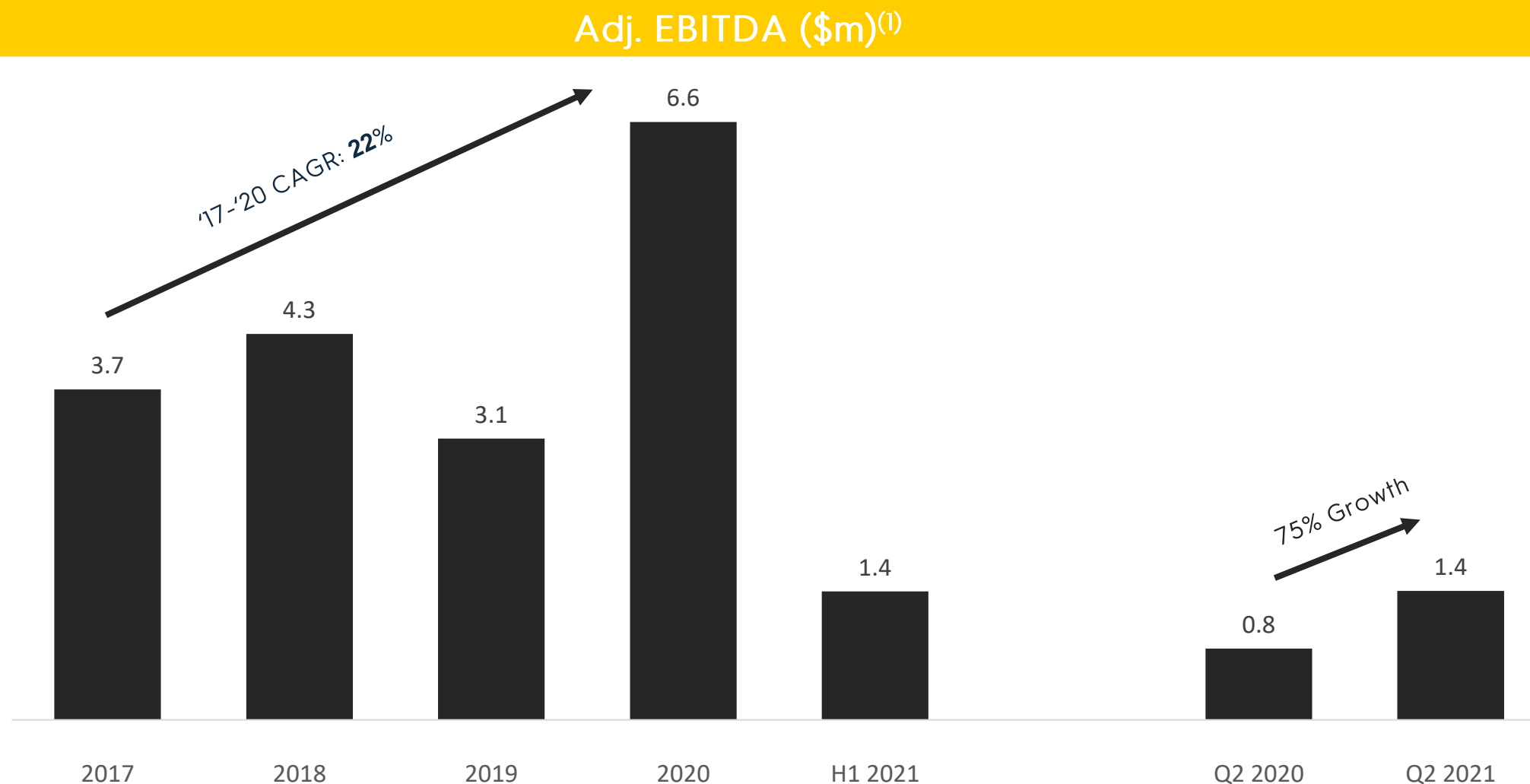


Group Gross Margin



SAAS & processing Gross Margin

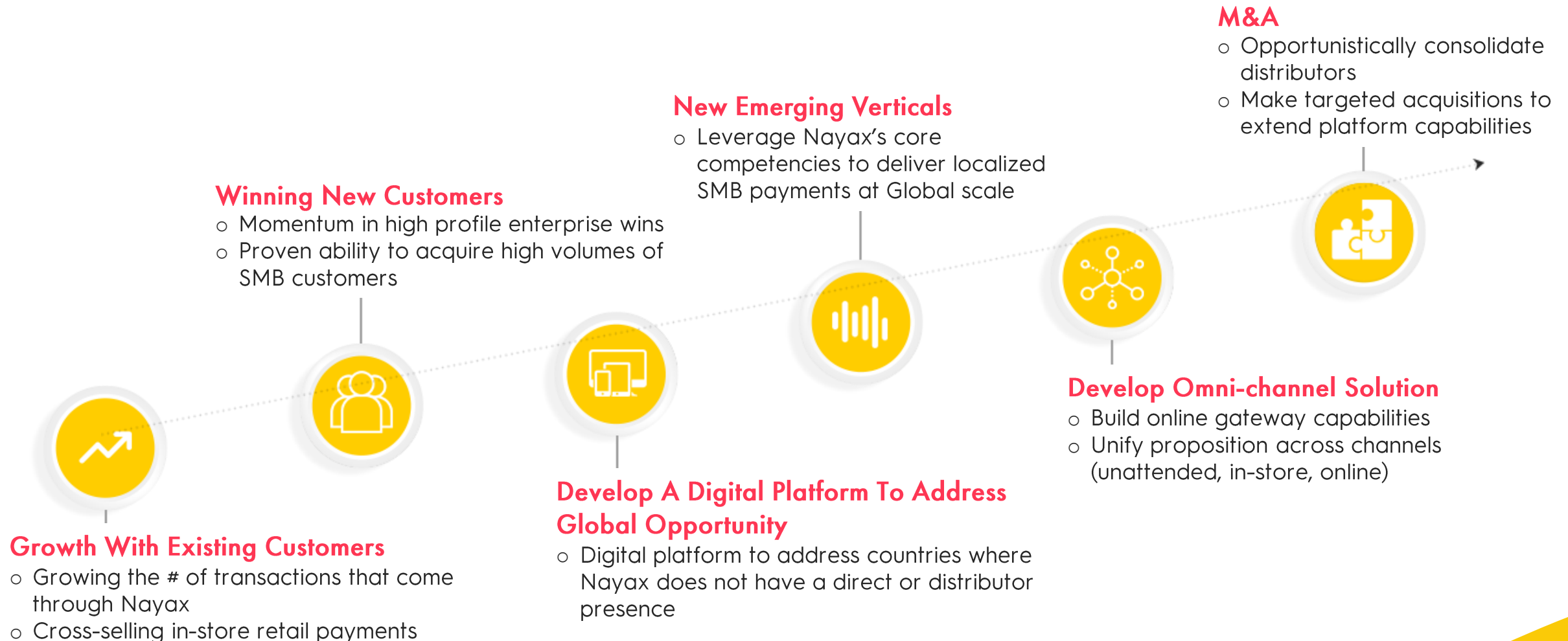
Continuous Investment in Innovation to Support the Long-Term Growth



(1) Excluding share-based expenses.

Defined Strategy for Sustained Long-Term Growth

Migration to Cashless Will Further Accelerate Growth for Nayax

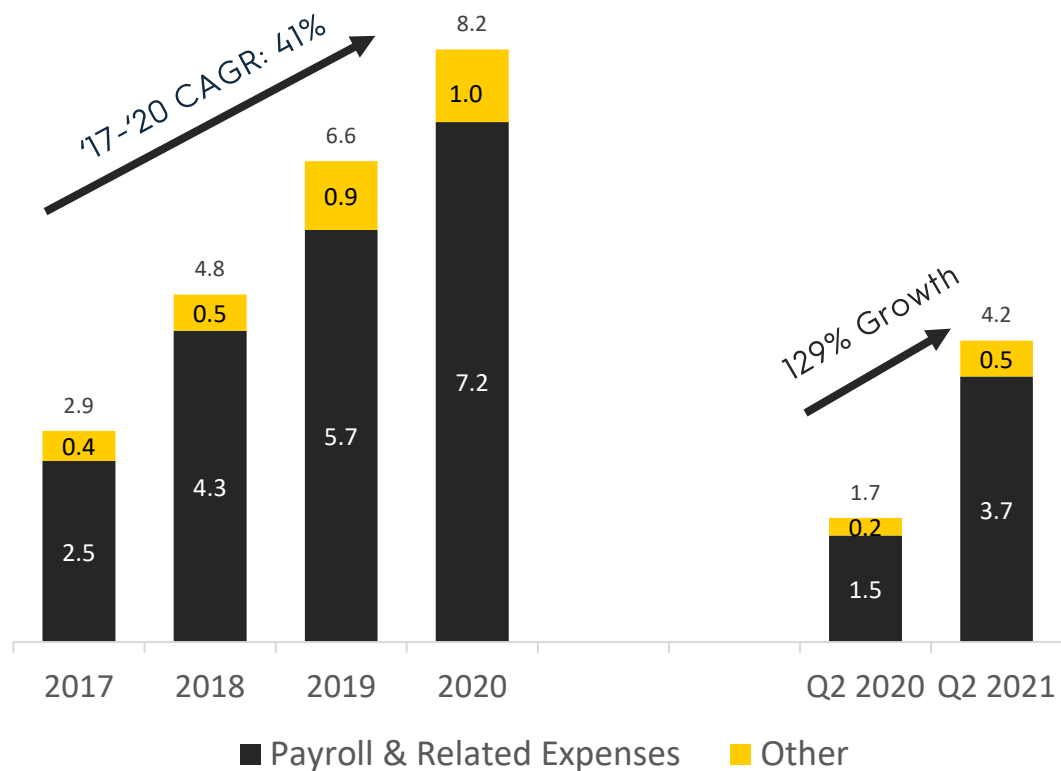


Appendix

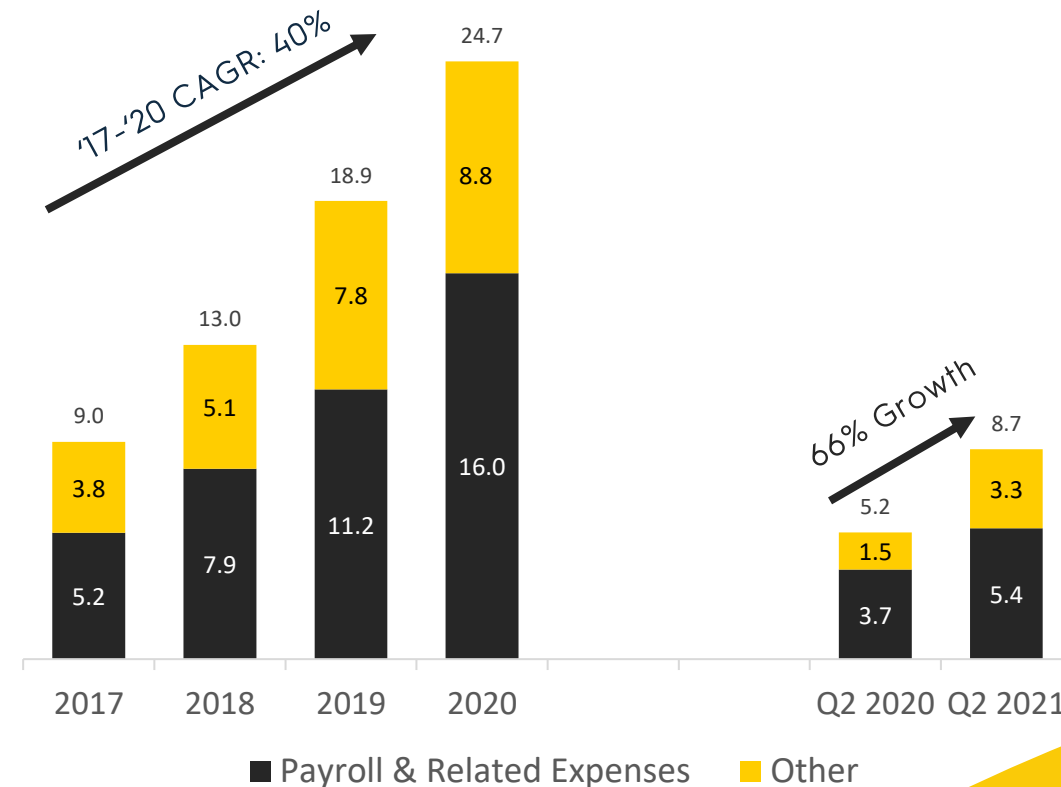


Consistent R&D and SG&A Growth to Support the Company's Strategy

R&D Expense Over Time (\$m)⁽¹⁾



SG&A Expense Over Time (\$m)⁽¹⁾



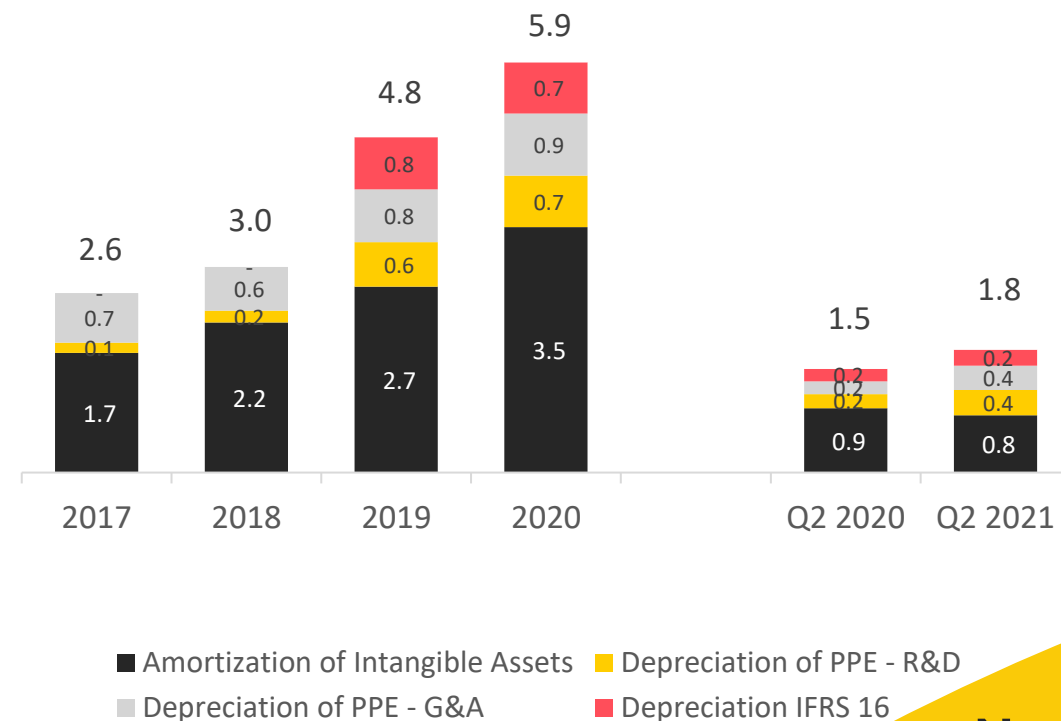
(1) Does not include share-based payments charge.

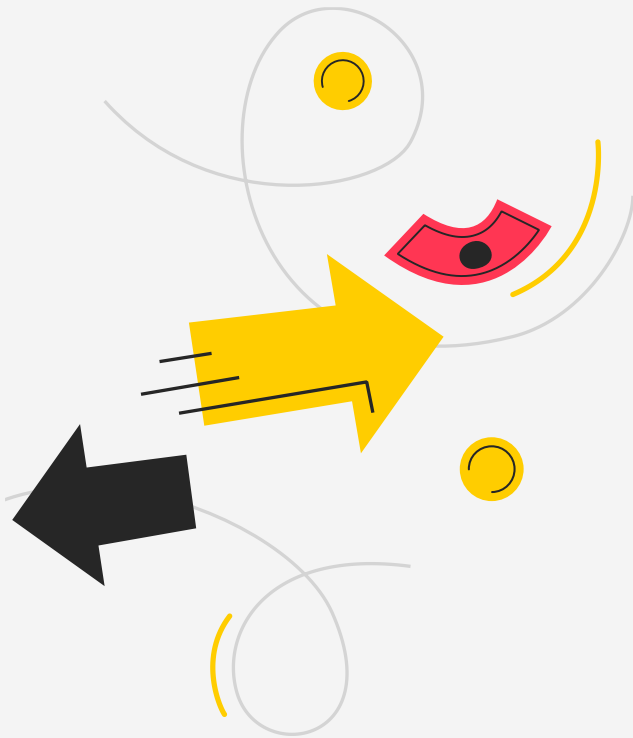
Maintaining CAPEX Results, Even During COVID

CAPEX (\$m)



Depreciation and Amortization (\$m)





Thank you!