



Nayax Q3 Conference Call Presentation

November 2021



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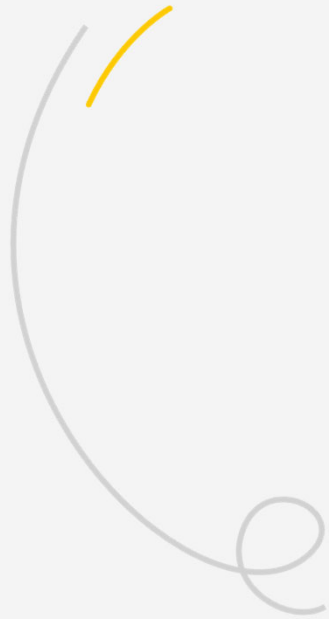
Today's Presenters



CEO and Co-Founder
Yair Nechmad



CFO
Sagit Manor



Company and Market overview



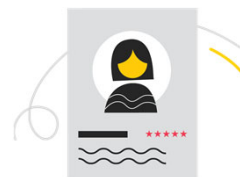
Nayax (TASE: NYAX) At a Glance



Established in Israel in
2005



10 global sales **offices** and
35 distributors



>510 employees worldwide (350
in Israel), **>25%** in R&D



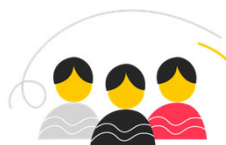
Accepts **>80**
payments methods
and **40 currencies**



Licensed payment
institution



\$1Bn transactions Value
Sep YTD



>27K
end customers



>460K managed and active
devices, in **>50 countries**



35% 2017-2020
Revenue CAGR

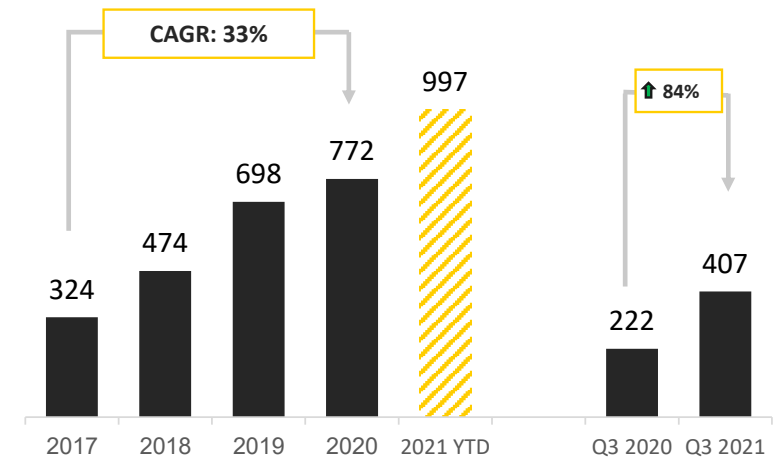
Nayax Empowers Retailers To Accelerate Their Trajectory



**Transactions \$ Value
grew by 84% QoQ**

\$1Bn

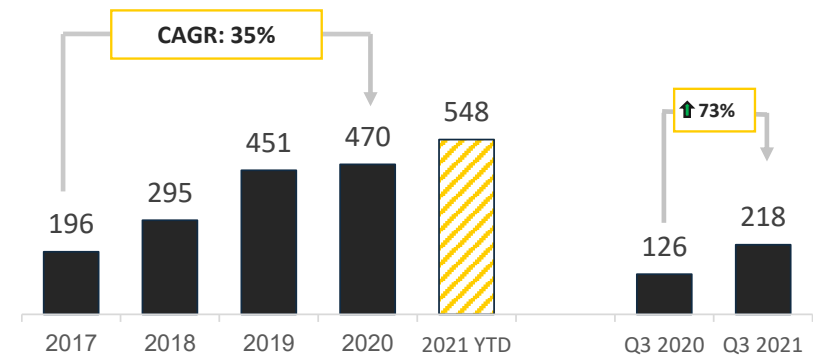
Sep YTD



**Number of Transactions
grew by 73% QoQ**

0.55Bn

Sep YTD



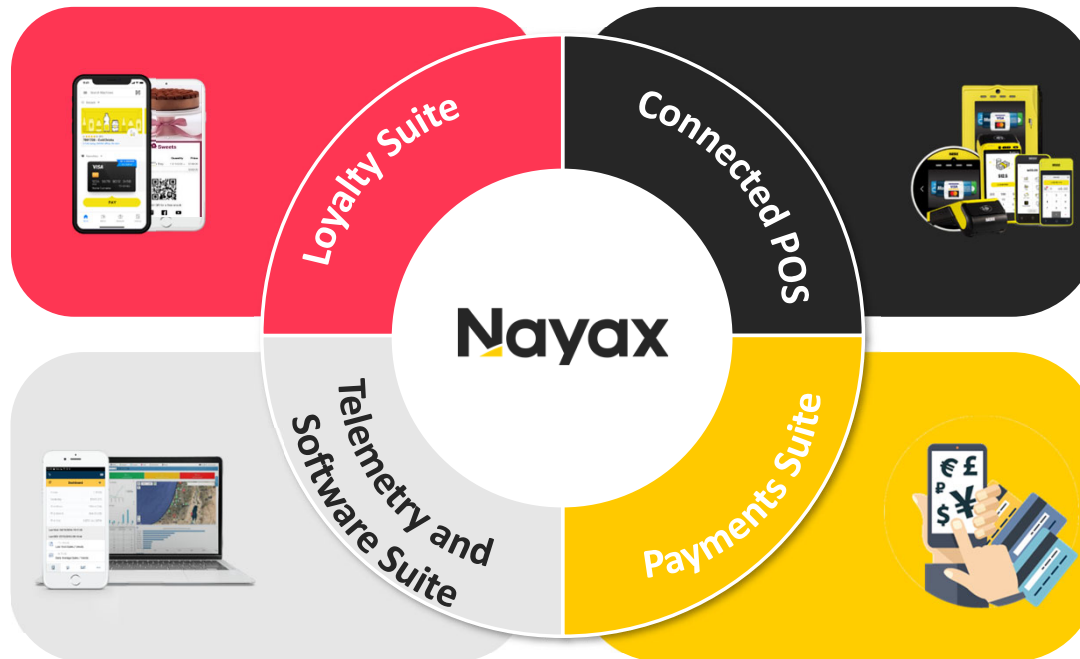
(1) Based on the last 12 months

Nayax

Leading Global Merchant and Payments Platform for Unattended Commerce and Beyond

End-to-end 360 Platform For Any Retailer's Needs

- Marketing suite with loyalty and discounts
- Driving enhanced consumer engagement and conversion⁽¹⁾
- Cross retail rewards



- Business optimization and monitoring tools
- Flexible API connection to other software platforms
- Deep customer insights

- Seamless deployment on new and existing machines
- Optimized monitoring and customer service
- Drives customer lock-in
- Global localized cashless acceptance
- Any form of cashless payment
- Certified payment facilitator

(1) Based on customer testimonials.

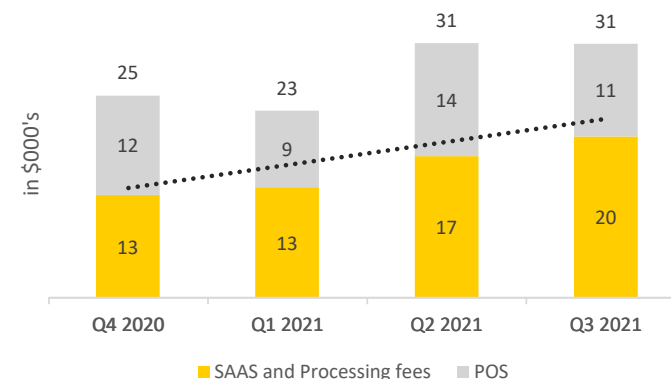
Successful Execution Driving Significant Results



High Revenue Growth

>56%

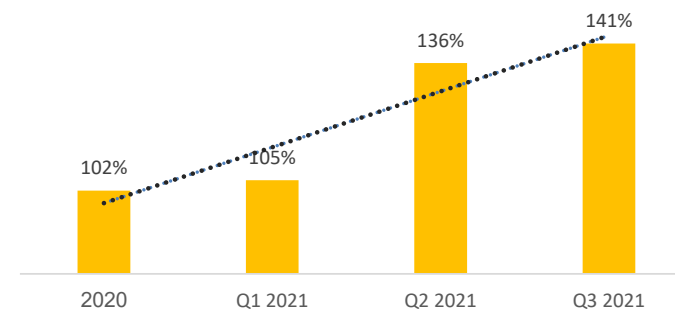
Increase in overall
revenue over YTD 2020



Strong growth from existing customers – NRR ⁽¹⁾ reached 141%

>141%

Net retention rate



(1) Net Revenue Retention (NRR) Rate is the percentage of recurring revenue retained from existing customers in a defined time period, including expansion revenue, downgrades, and cancels

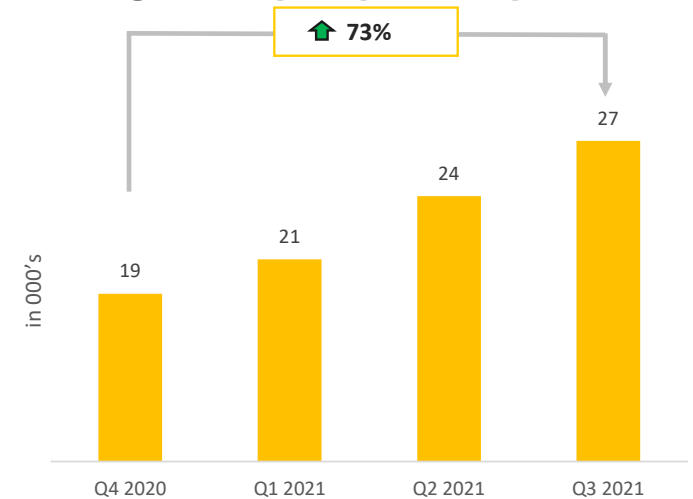
Increasing Customer Engagement & Retention



Continue supporting our customers' growth journey

>27K

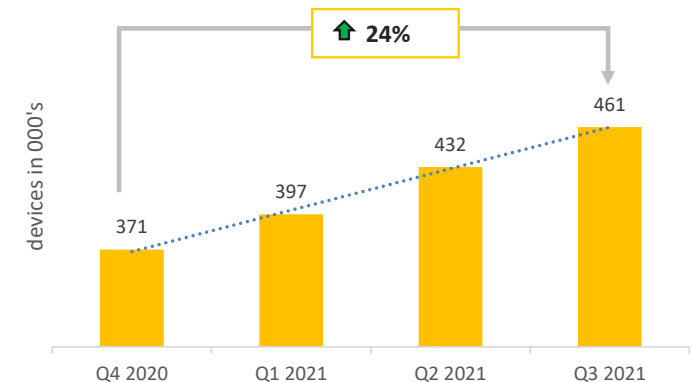
customers ⁽¹⁾



Managed and Connected devices

>461K

Managed and Connected
POS devices



(1) Based on the last 12 months

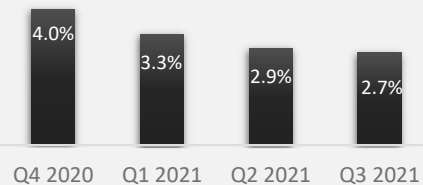
Nayax

Bringing A Global Solution Home To Local Merchants

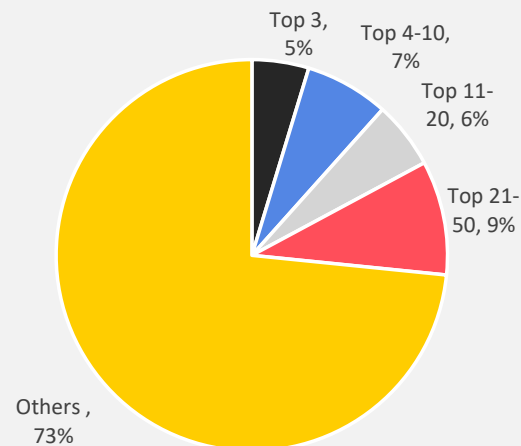
1 Retaining And Growing Customers...



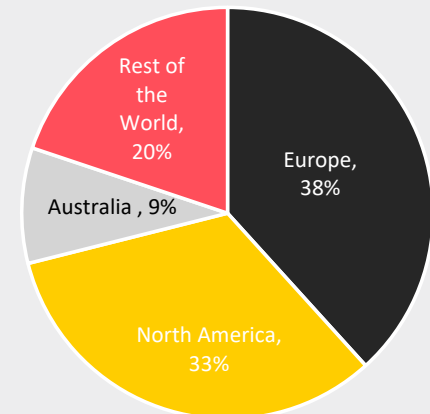
Revenue Churn Rate ⁽¹⁾



2 ...With Low Customer Concentration⁽²⁾⁽³⁾ ...



3 ...And Global Reach⁽³⁾



(1) Based on last 12 month.

(2) For direct customer, revenue from platform service and processing fee.

(3) Based on Q3 2021 revenue split.

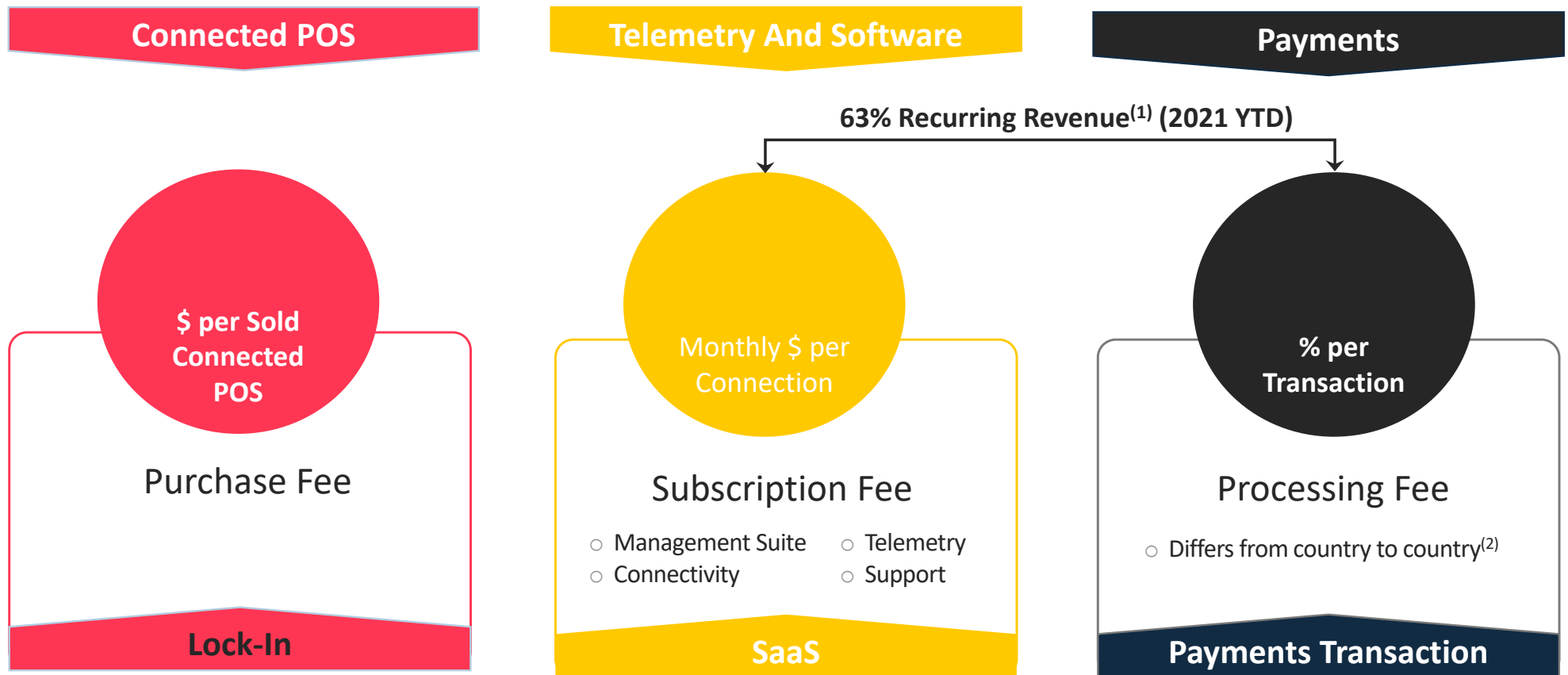
Q3 2021 Business Highlights

- ✓ Nayax **US** was formally awarded a substantial US military RFP over the incumbent cashless payments provider and shipped the devices for multiple base installs in five continents during Q3
- ✓ Successful pilots and subsequent material deployments in **US** of several tier 1 operators that are part of the largest US vending franchise group
- ✓ **Won IWG Regus Global** RFP for sole supplier Payment Solution provider for Coffee Services in **Europe**
- ✓ NAYAX has contracted with **United Petroleum** for an unattended solution in **Australia**, furthermore a possibility for a large retail opportunity
- ✓ Nayax **UK** becomes Preferred supplier for **Lavazza Coffee** and **Aramark Catering**
- ✓ **Coca-Cola CCHBC Hungary** is investing in large marketing campaign based on Nayax Monyx mobile payment as a pilot that should increase Coca-Cola beverage sales during Q4/21

Financial updates



Dominant Business Model Built on Solid Recurring Revenue



(1) Refers to the portion of revenue from the SAAS and payments fees.

(2) Does not apply to all customers.

Nayax Delivers Solid Q3 Results

(\$ in millions, unless noted)	Q3 2021	Q3 2020	Change	Change %
Connected & Managed devices	461K	335K	126K	37.7%
Transactions \$ Value	\$407.3	\$221.6	\$185.7	83.8%
Recurring revenue from SAAS and Processing	\$19.6	\$11.9	\$7.7	65.4%
POS Revenue	\$11.3	\$10.2	\$1.1	10.6%
Total Revenue	\$30.9	\$22.1	\$8.8	40.1%
Gross Profit	\$12.3	\$10.4	\$1.9	18.2%
Gross Profit Margin	40%	47%		
Adj EBITDA	(\$1.6)	\$2.3	(\$3.9)	-171.2%
Adj EBITDA Margin	(5%)	11%		

Slide 14

CL0	לפי הטבלה אמור להיות 39.8% לפי הדוח 40.1% <small>Chen Levanon, 2021-11-17T12:28:32.003</small>
CL1	צריך להיות 3.9 <small>Chen Levanon, 2021-11-17T12:30:53.007</small>
CL2	על פי החישוב בטבלה וגם בדוח 10.4 <small>Chen Levanon, 2021-11-17T12:31:42.634</small>
CL3	168.7% <small>Chen Levanon, 2021-11-17T12:32:00.103</small>
CL3 0	143.8% <small>Chen Levanon, 2021-11-17T12:41:57.683</small>

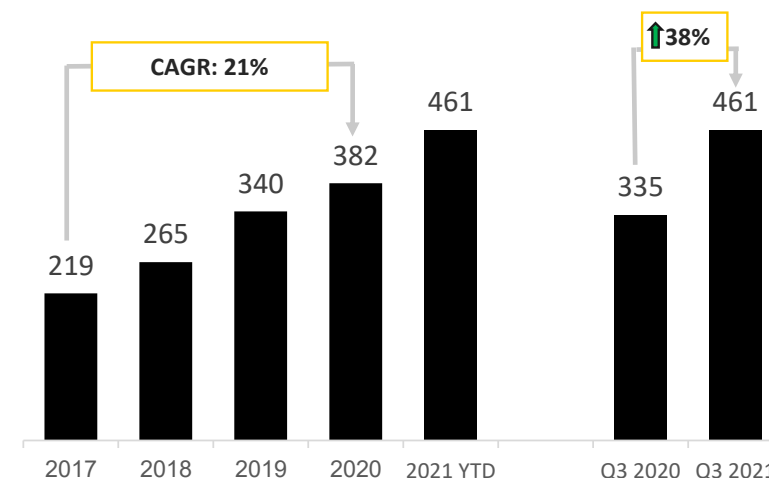
Financials Highlights



**Managed and
Connected devices
grew by 38% QoQ**

>461K

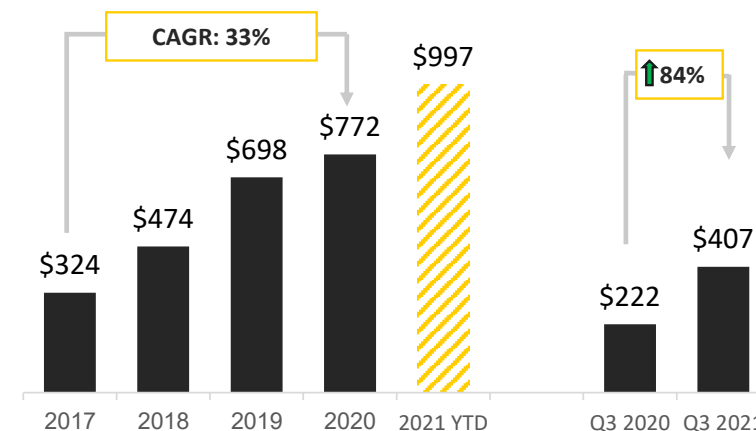
Managed and Connected
POS devices



**Transactions \$ Value
grew by 84% QoQ**

\$1Bn

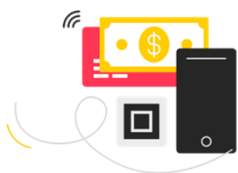
Sep YTD



(1) Based on the last 12 months

Nayax

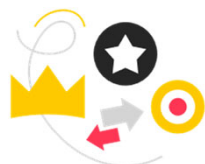
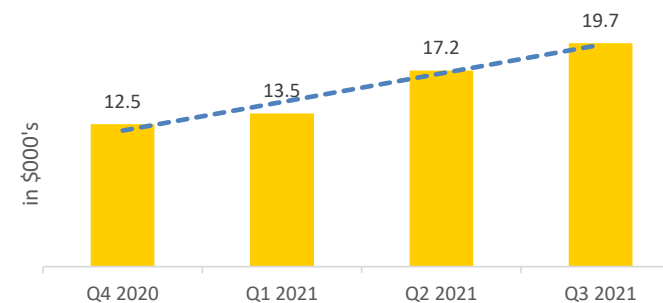
Financials Highlights (Cont'd)



High Recurring Revenue ⁽¹⁾ Growth reflecting a share of ~64% from total revenue

>65%

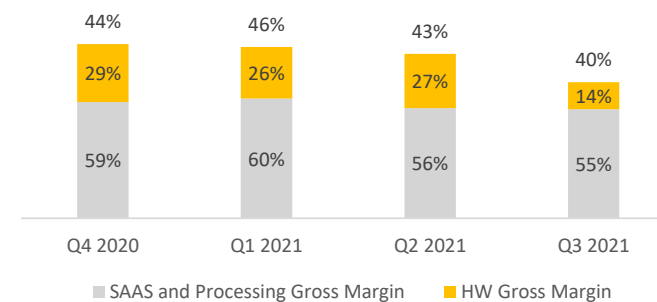
Increase in recurring revenue⁽¹⁾ QoQ



Cost of Goods Sold grew due to global shortage in components

40%

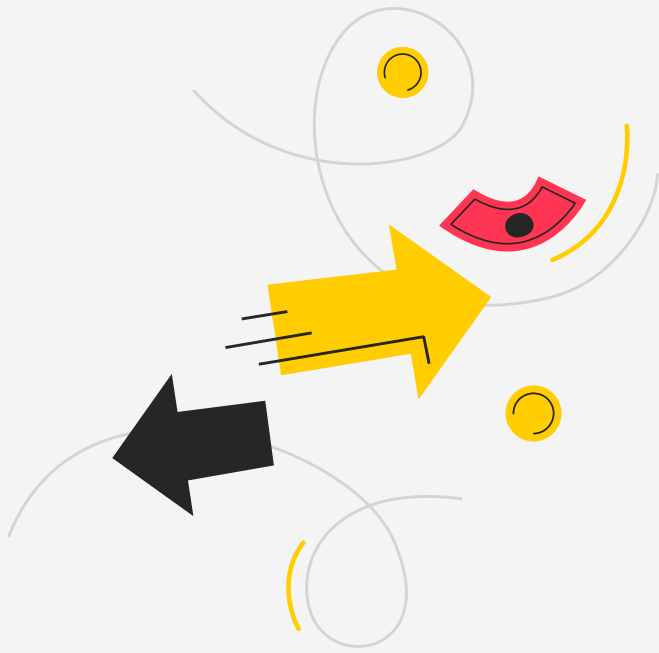
Gross Margin



Like for like adj. EBITDA

\$0.5M

(1) Recurring Revenue- SAAS and processing fees



Thank you!

Appendix



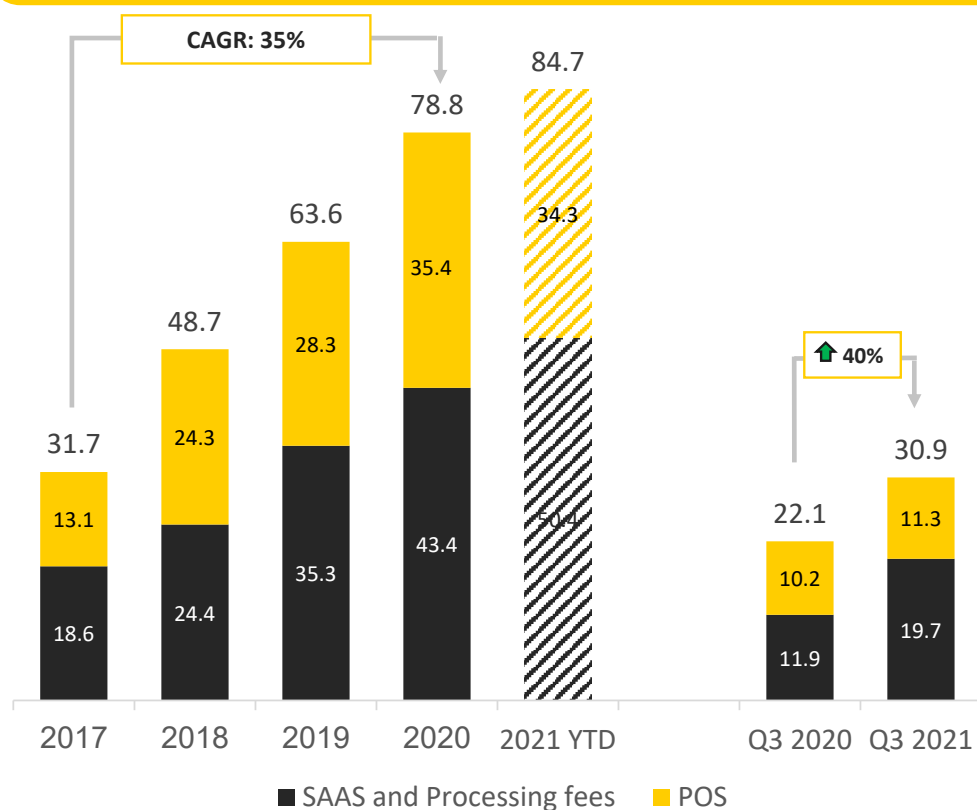
Nayax Delivers Solid 3Q, YTD Results

(\$ in millions, unless noted)

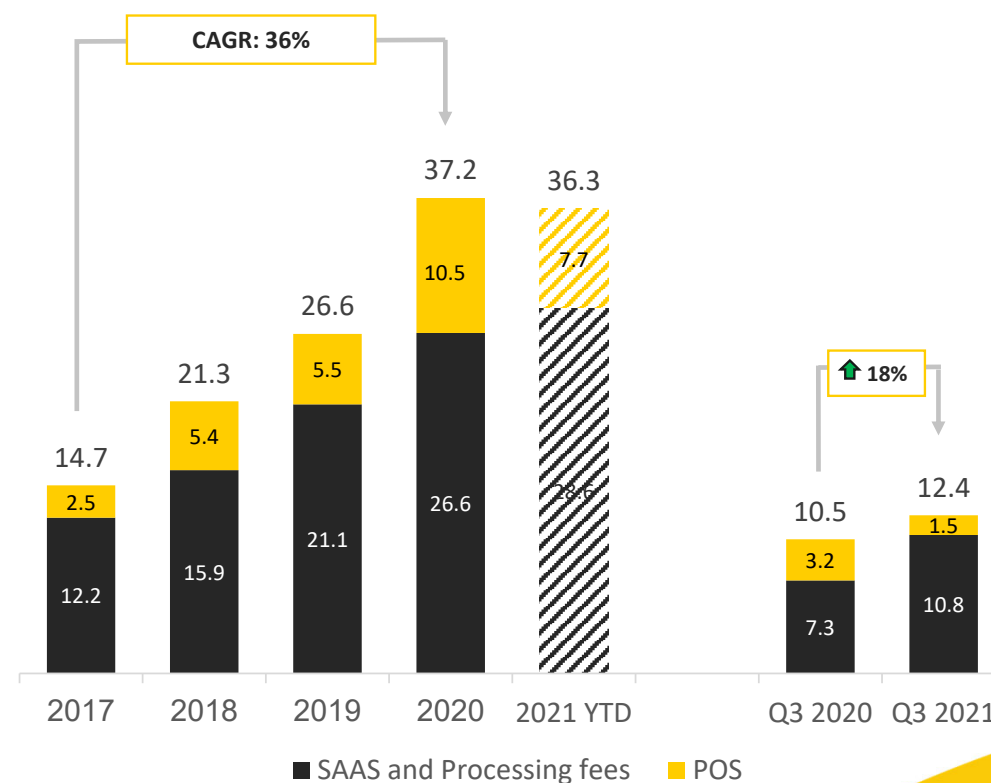
	Sep YTD 2021	Sep YTD 2020	Change	Change %
Connected & Managed devices	461K	335K	126K	37.7%
Transactions \$ Value	\$996.8	\$544.4	\$452.4	83.1%
SAAS and Processing (Recurring) Revenue	\$50.4	\$30.8	\$19.6	63.3%
POS Revenue	\$34.3	\$23.3	\$11.0	47.1%
Total Revenue	\$84.7	\$54.1	\$30.6	56.4%
Gross Profit	\$36.2	\$26.3	\$9.9	37.6%
Gross Profit Margin	43%	49%		
Adj EBITDA	(\$0.2)	\$4.2	(\$4.4)	-105.2%
Adj EBITDA Margin	(0%)	8%		

Strong Long-Term Growth With Proven Underlying Profitability

Overview Of Revenue (\$m)

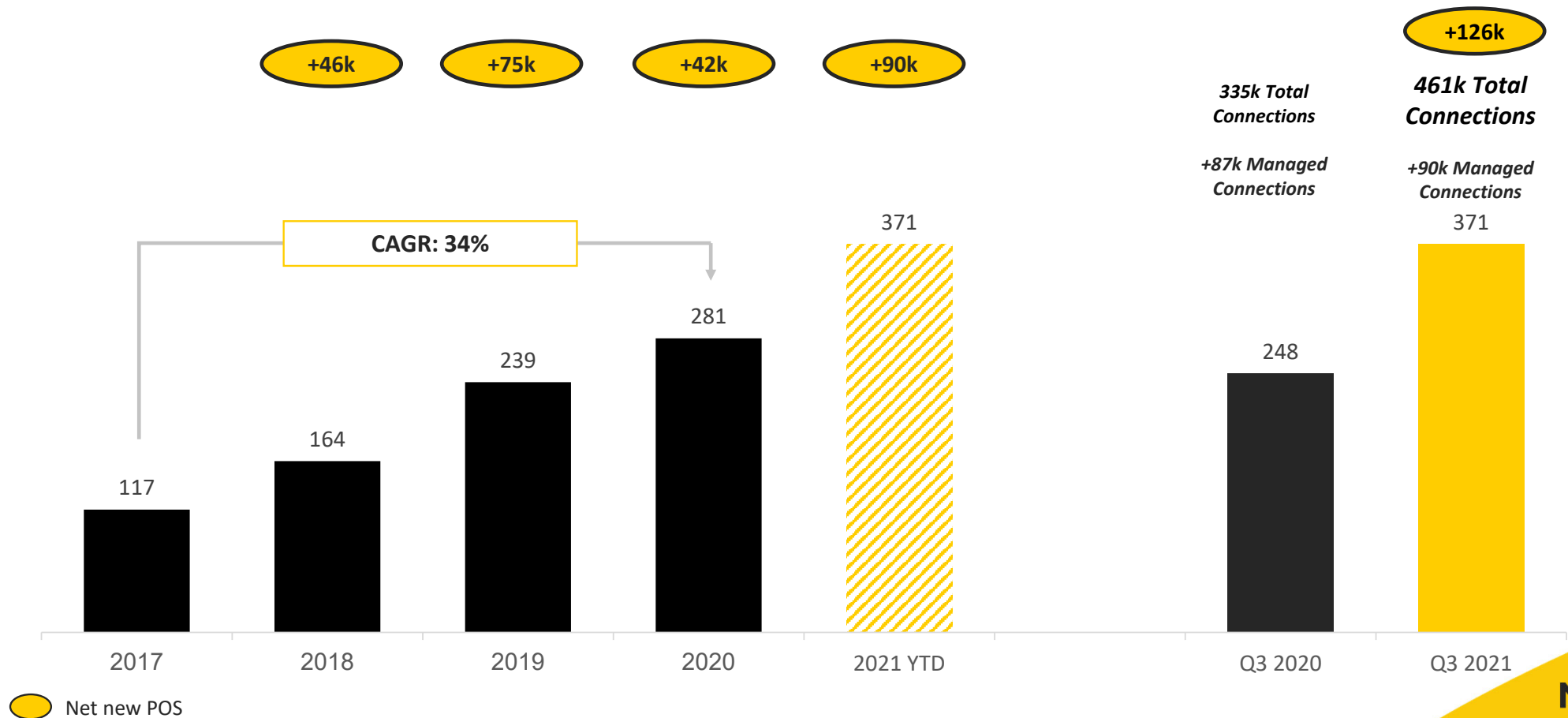


Overview Of Gross Profit



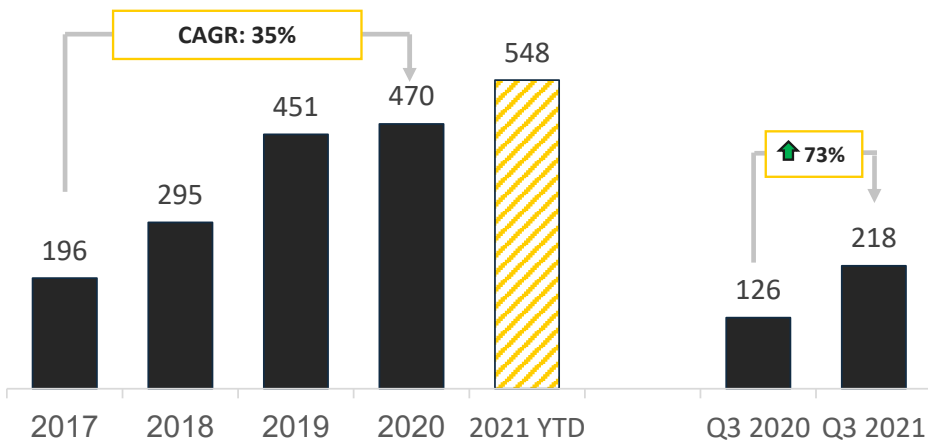
Consistent Track Record of Expanding Footprint

Number of Managed and Connected Devices (thousands)

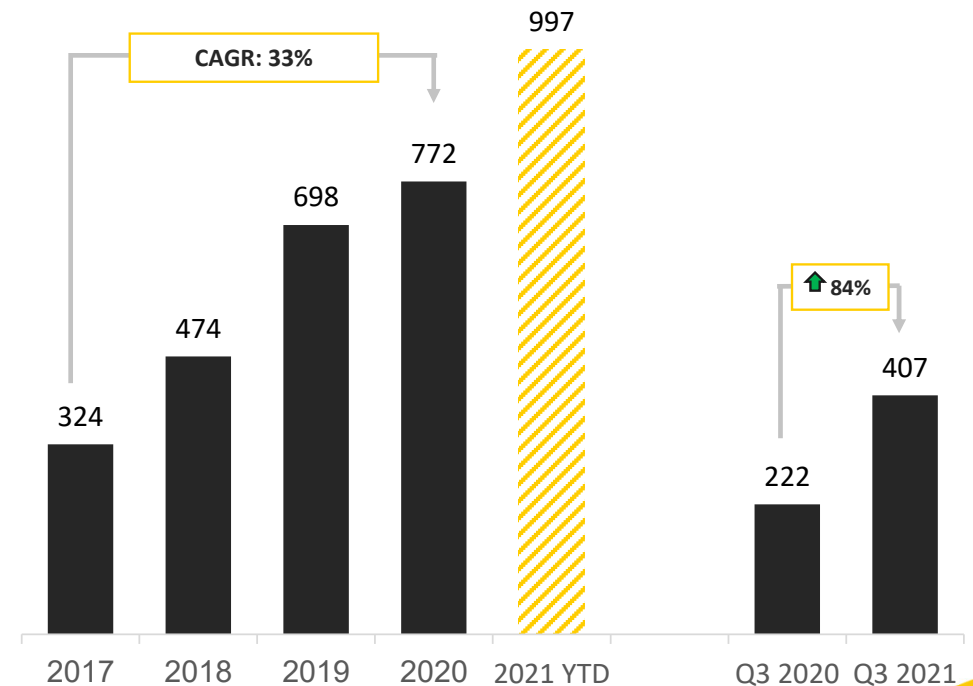


Global Expansion and Universal Products Growth

Number of Transactions (millions)

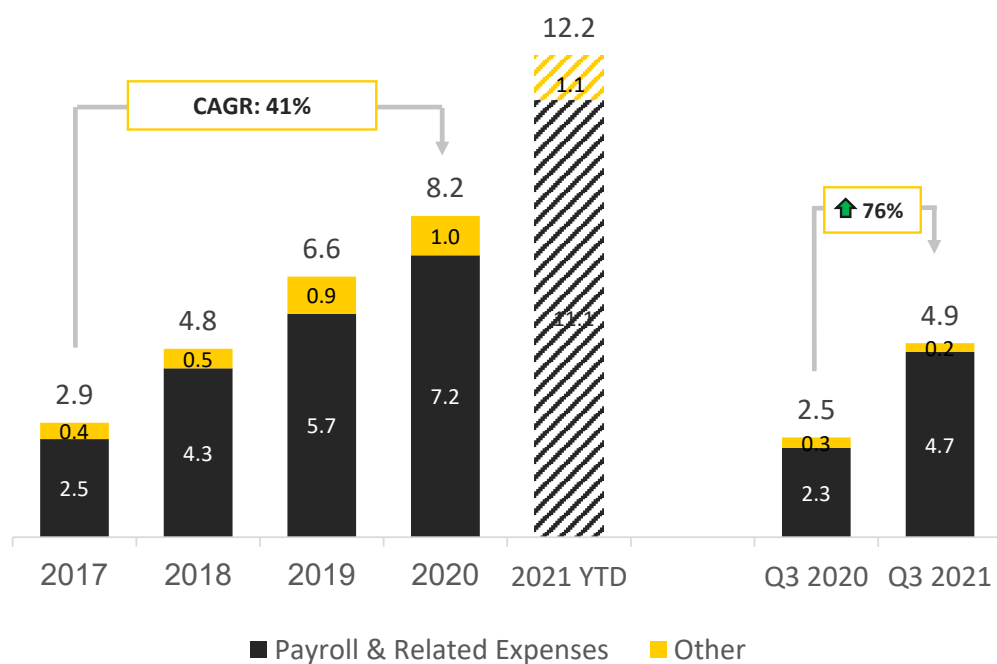


Transaction value (\$m)

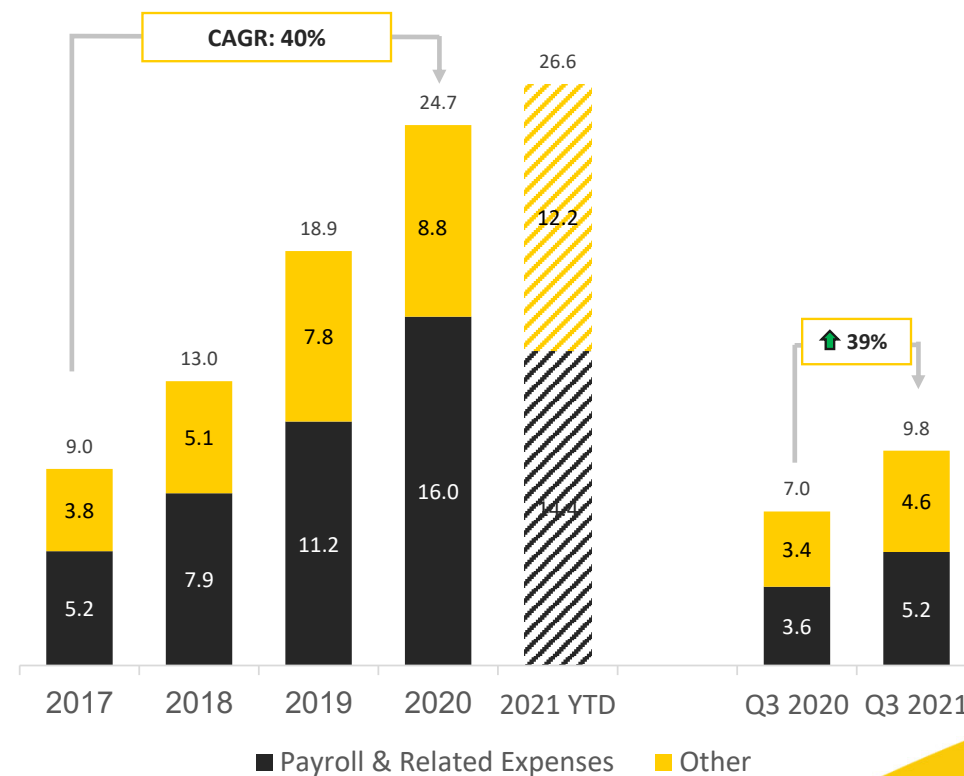


Boosting R&D, SG&A to Support Strategic Plan

R&D Expense Over Time (\$m)⁽¹⁾



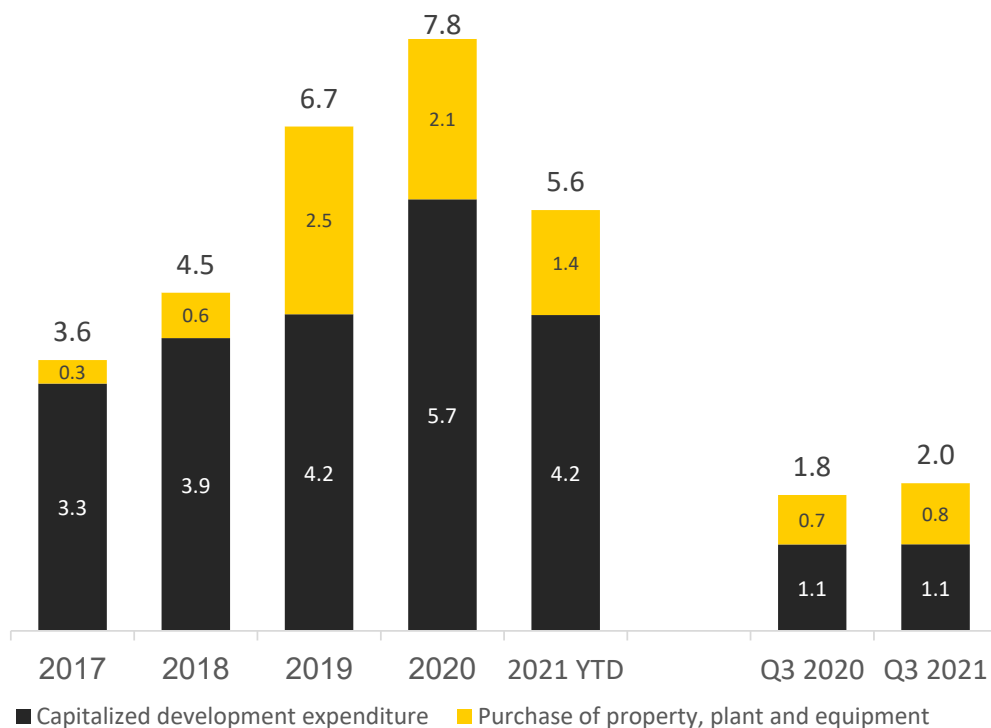
SG&A Expense Over Time (\$m)⁽¹⁾



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

Maintaining CAPEX Gains, Even During COVID

CAPEX (\$m)



Depreciation and Amortization (\$m)

