Nayax Capital Markets Day

Reaching New Heights

March 23, 2023



Agenda

8:25 AM	Introductions & Agenda – **Virginea Stuart Gibson, IR**
8:30 AM	International Customer Video
8:35 AM	Scaling to New Heights – **Yair Nechmad, Co-Founder & CEO**
9:15 AM	Extending our Product Portfolio and Market – **Keren Sharir, CMO**
9:35 AM	Break
9:50 AM	Executing our Go-To-Market Strategy – Keren Sharir, CMO
9:55 AM	US and International Regions – **Carly Furman, CEO North America**
10:15 AM	US Customer Testimonial – **David Hartig, CIO, Five Star Food Service**
10:25 AM	Path to Profitability – **Sagit Manor, CFO**
10:55 AM	Q&A
12:00 PM	Lunch with Nayax Management Team

Important Disclosure

- This presentation is intended to provide general information only and is not, and should not be considered, as an offer to purchase or sell the Company's securities, or a proposal to receive such offers. In addition, this presentation is not an offer to the public of the Company's securities. By attending or viewing this presentation, each attendee ("Attendee") agrees that he or she (i) has read this disclaimer, (ii) is bound by the restrictions set out herein, (iii) is permitted, in accordance with all applicable laws, to receive such information, (iv) is solely responsible for his or her own assessment of the business and financial position of the Company and (v) will conduct his or her own analysis and be solely responsible for forming the Attendee's view of the potential future performance of the Company's business.

- The information in this presentation is provided for convenience only. It does not contain comprehensive information, but merely summary information in a condensed form. This presentation does not and is not intended to replace a careful inspection of the Company's Financial Statements and other public filings, as reported or will be reported to the Israeli Securities Authority and the Securities and Exchange Commission (the "Company's Reports"). In case of any inconsistencies between the information provided in this presentation and the Company's Reports, the latter will prevail. The information in this presentation is not a basis and should not be used as a basis for making any decisions in relation to the Company, including any decision to purchase securities of the Company. Any such decision should be based on the Company's Reports and following the receipt of appropriate professional advice. The information provided in this presentation is not, and should not be considered to be, a recommendation or an opinion of any kind in relation to an investment in the Company, whether legal, financial, tax, economic or otherwise. This presentation does not replace the need for a potential investor to collect and analyze further independent information for their due consideration. Every potential investor must obtain their own independent advice and guidance, in connection with a potential investment in the Company, including tax advice which takes into account the investor's own tax position.

- This presentation includes projections, guidance, forecasts, estimates, assessments and other information pertaining to future events and/or matters, whose materialization is uncertain and is beyond the Company's control, and which constitute forward looking statements (within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Israeli Securities Law, 5728-1968), including Company's expectations and evaluations relating to the Company's business targets and strategy, the success of trials and the integration of the Company's technology in various systems and industries, the advantages of the Company's existing and future products, timetables regarding completion of the Company's developments and the expected commencement of production, sales and distribution of the Company's products and technology, the Company's intentions in relation to various industries, the Company's intentions in relation to the creation of collaborations and engagements in licensing agreements, production and distribution in various countries.

- This presentation contains statements that constitute forward-looking statements. Many of the forward-looking statements contained in this presentation can be identified by the use of forward-looking words such as "anticipate," "believe," "could," "expect," "should," "plan," "intend," "estimate" and "potential," among others. Forward-looking statements include, but are not limited to, statements regarding our intent, belief or current expectations. Forward-looking statements are based on our management's beliefs and assumptions and on information currently available to our management. Such statements are subject to risks and uncertainties, and actual results may differ materially from those expressed or implied in the forward-looking statements due to of various factors, including, but not limited to: our expectations regarding general market conditions, including as a result of the COVID-19 pandemic and other global economic trends; changes in consumer tastes and preferences; fluctuations in inflation, interest rate and exchange rates in the global economic environment over the world; the availability of qualified personnel and the ability to retain such personnel; changes in commodity costs, labor, distribution and other operating costs; our ability to implement our growth strategy; changes in government regulation and tax matters; other factors that may affect our financial condition, liquidity and results of operations; general economic, political, demographic and business conditions in Israel; the success of operating initiatives, including advertising and promotional efforts and new product and concept development by us and our competitors; and other risk factors discussed under "Risk Factors" in our annual report on Form 20-F filed with the SEC on March 1, 2023 (our "Annual Report"). The preceding list is not intended to be an exhaustive list of all of our forward-looking statements. The forward- looking statements are based on our beliefs, assumptions and expectations of future performance, taking into account the information currently available to us. These statements are only estimates based upon our current expectations and projections about future events. There are important factors that could cause our actual results, levels of activity, performance or achievements to differ materially from the results, levels of activity, performance or achievements expressed or implied by the forward-looking statements. In particular, you should consider the risks provided under "Risk Factors" in our Annual Report. You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur.

  Each forward-looking statement speaks only as of the date of the particular statement. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason, to conform these statements to actual results or to changes in our expectations.

- The forward- looking statements are based on our beliefs, assumptions and expectations of future performance, taking into account the information currently available to us. These statements are only estimates based upon our current expectations and projections about future events. There are important factors that could cause our actual results, levels of activity, performance or achievements to differ materially from the results, levels of activity, performance or achievements expressed or implied by the forward-looking statements. In particular, you should consider the risks provided under "Risk Factors" in our Annual Report. You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Each forward-looking statement speaks only as of the date of the particular statement. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason, to conform these statements to actual results or to changes in our expectations.

- In addition, the presentation includes data published by various bodies, and data provided to the Company in the framework of cooperation engagements, concerning the industry, competitive position and the markets in which the Company operates, whose content was not independently verified by the Company, such that the Company is not responsible for the accuracy or completeness of such date or whether the data is up-to-date, and Company takes no responsibility for any reliance on the data.

- Management estimates contained in this presentation are derived from publicly available information released by independent industry analysts and other third-party sources, as well as data from the Company's internal research, and are based on assumptions made by the Company upon reviewing such data, and the Company's experience in, and knowledge of, such industry and markets, which the Company believes to be reasonable. In addition, projections, assumptions and estimates of the future performance of the industry in which the Company operates and the Company's future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described above. These and other factors could cause results to differ materially from those expressed in the estimates made by independent parties and by the Company. Industry publications, research, surveys and studies generally state that the information they contain has been obtained from sources believed to be reliable, but that the accuracy and completeness of such information is not guaranteed. Forecasts and other forward-looking information obtained from these sources are subject to the same qualifications and uncertainties as the other forward-looking statements in this presentation.

- The Company does not confirm or undertake that the information appearing in this presentation is complete or accurate. The Company, its employees, officers and its shareholders will not be responsible for damages and/or losses which may arise as a result of the use of the information contained in this presentation. The Company is not responsible for any changes to the economic, financial or legal situation relating to the Company and its business. The Company does not undertake to update and/or change forecasts and/or evaluations included in the presentation in order that they will reflect events and/or circumstances which apply after the date of the presentation's preparations. No persons have been authorized to make any representations regarding the information contained in this presentation, and if given or made, such representations should not be considered as authorized. The content of this presentation does not bind the Company or its managers and they have the right to change any item described in the presentation relating to the Company, at their sole discretion.

- The Company and its licensors have proprietary rights to trademarks used in this Presentation. Solely for convenience, trademarks and trade names referred to in this Presentation may appear without the "®" or "™" symbols, but the lack of such references is not intended to indicate, in any way, that the Company will not assert, to the fullest extent possible under applicable law, its rights or the rights of the applicable licensor to these trademarks and trade names. This Presentation also contains trademarks, trade names and service marks of other companies, which are the property of their respective owners and are used for reference purposes only. Such use of other parties' trademarks, trade names or service marks should not be construed to imply, a relationship with, or an endorsement or sponsorship of the Company by any other party.

Nayax

Scaling to New Heights



Yair Nechmad

Co-Founder and CEO

Nayax

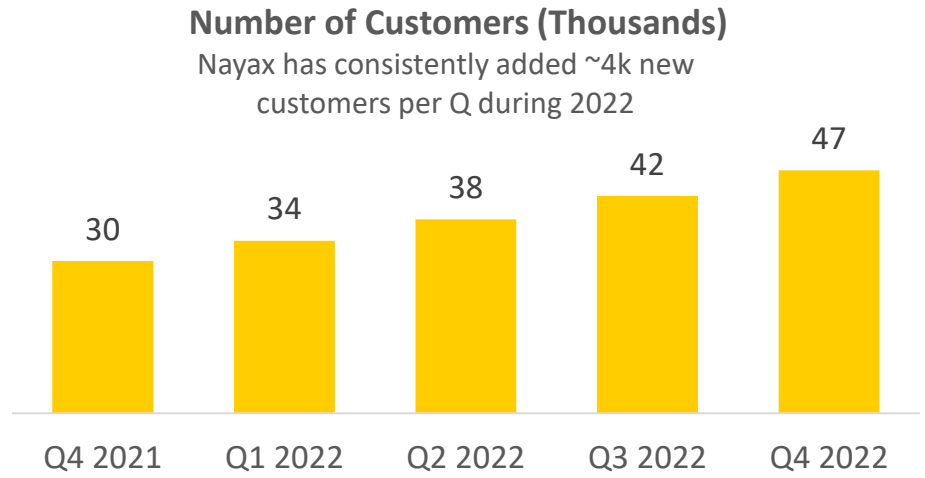
Advancing Our Mission is Yielding Positive Results

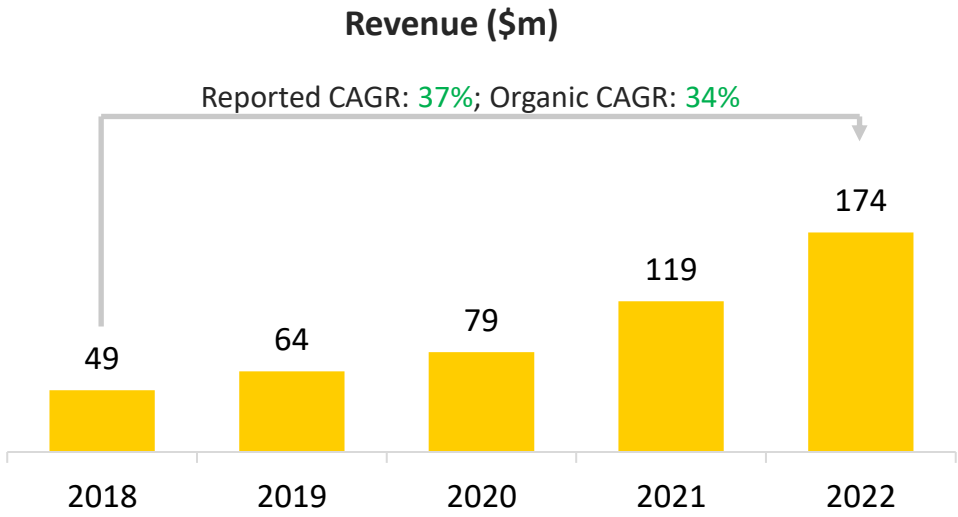
OUR VISION

Redefining commerce to benefit communities around the world

OUR MISSION

To simplify commerce and payments for retailers while driving growth, optimizing operations, and enhancing consumer engagement



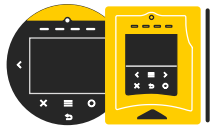


Consistently Strong Financial and Operational Results

Global



Offices in **9 countries** and distributors in **46 markets**



Devices in **70+ countries**



Accepts **80+ payment methods** and **50+ currencies**

Scale



Dec. 2021: 517K/ Dec. 2022: 725K managed and connected devices



Dec. 2021: 30K/ Dec. 2022: 47K end customers

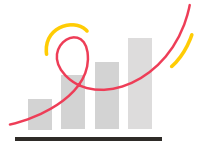


Q4 2022 378M/ 2022 Total year 1.3bn transactions processed

Growth



42% Q4.2022 recurring revenue(1) YoY growth



57% Q4.2022 customer YoY growth



131% dollar-based net retention rate[2] and **3.6% revenue churn** for Q4.2022

(1) Recurring revenue includes SaaS revenue and payment processing fees
(2) Based on SaaS revenue and payment processing fees.

Nayax



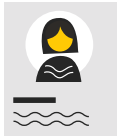
Retail Payment Trends and Challenges

1 

Digital payments

2 
Omnichannel solution hybrid shopping

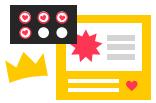
3 
Self-service

4 
Scarcity of employees

5 
Loyalty

6 
Personal shopping experience

7 
Local and sustainable

8 
Social media, ranking and influencers

Nayax

Addressing the Unattended Opportunity has Substantial Barriers to Entry

- Capturing local markets with low fixed cost
- Omni-channel solution to every retailer
- Comprehensive, end-to-end solutions
- Integrations with unattended machines in multiple verticals
- Proprietary Integrated POS devices
- Global payments acceptance network
- Addressing SMB and Enterprise customers
- Large installed customer base around the globe

Global Regulatory Infrastructure

Gov. / Safety	Payment security	Health	Telecommunications
FC CE	PCI DSS, EMVCo	IC, acma, RoHS	PTCRB, FeliCa CERTIFIED, 日本TELEC认证

Nayax

Payments: Then and Now



Credit card imprinters

Digital Payments

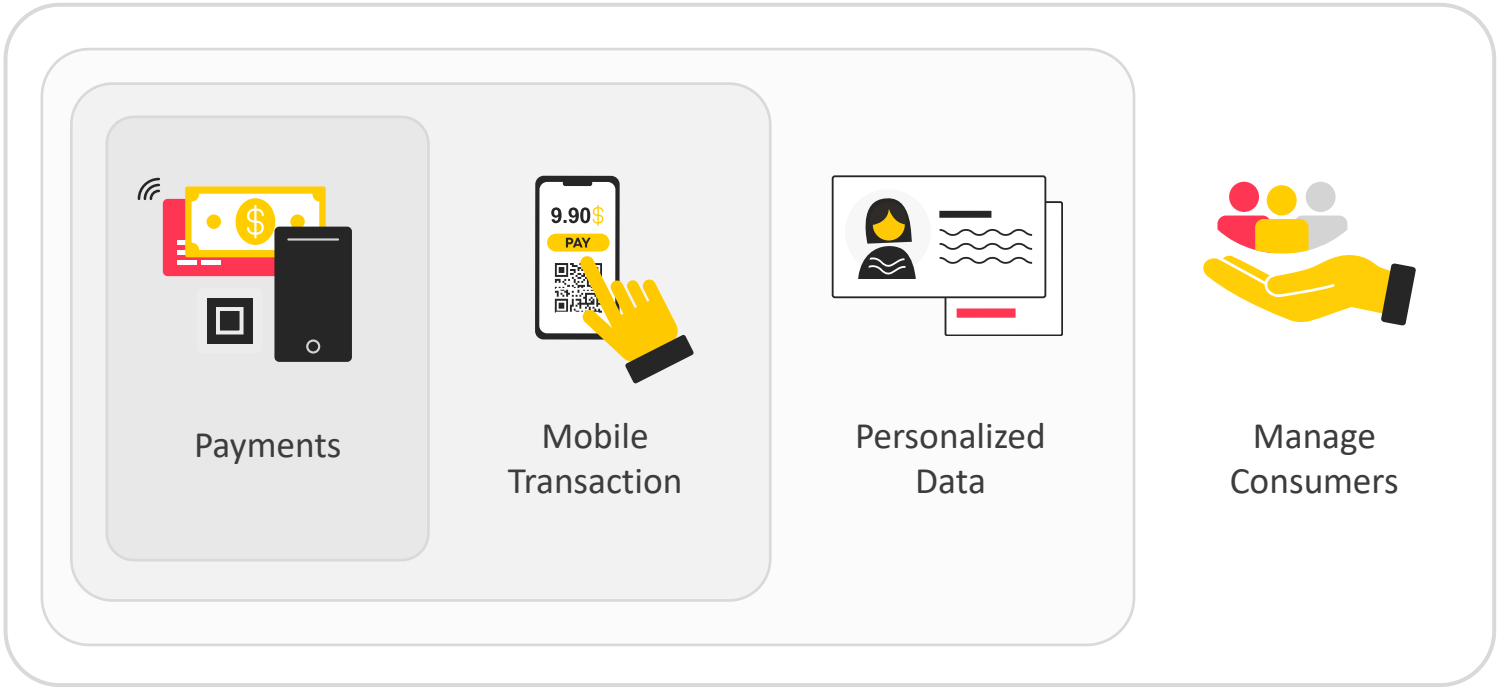


Nayax

Payment is the Center of Gravity

More than just a transaction!

- Operation
- Loyalty
- Data



Nayax

Nayax's platform increases sales and decreases costs for retailers

Consumers

Omni-Channel Acceptance, Consumer Engagement & Loyalty

- Integrated POS
- Monyx Wallet — Loyalty and Marketing Programs
- Cashless Acceptance
- Instant Refunds
- In-Store
- Discount

Increase Sales

Retailers

Telemetry and Software

- Dynamic Routing/ Inventory Management
- Pricing
- Reporting Reconciliation
- Remote Monitoring
- Telemetry / IoT
- Data Collection

Decrease Costs

Suppliers

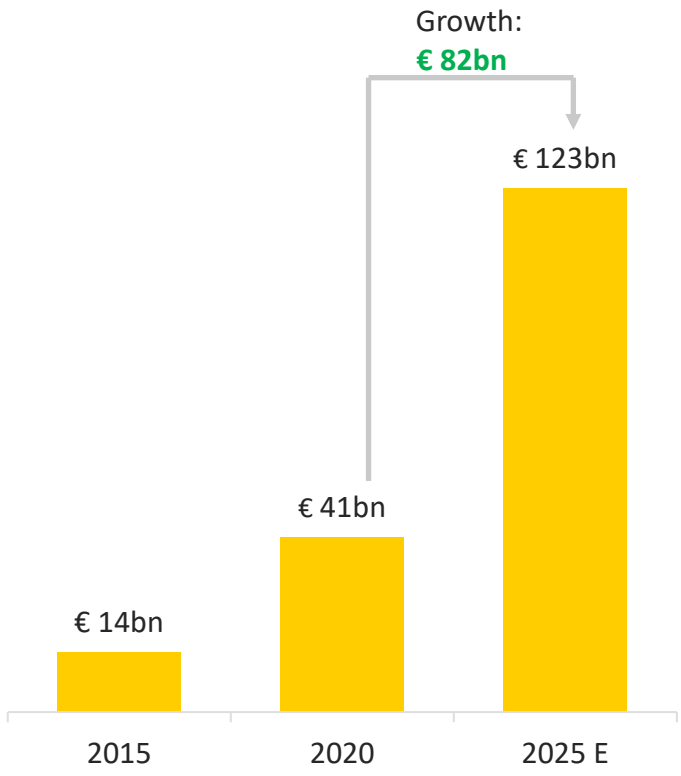
Nayax

Long-Term Market Opportunity

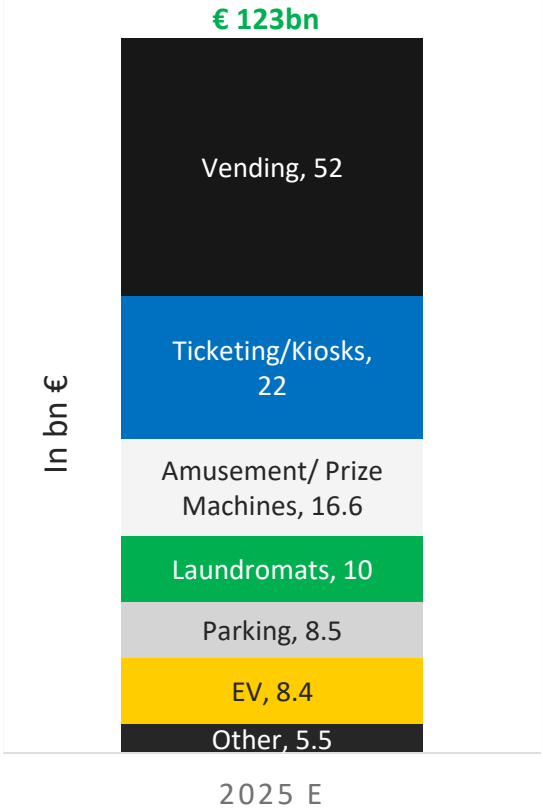


Large Underpenetrated Core Market with Long Runway for Increased Acceptance of Cashless

Cashless payment volume in unattended retail estimated to significantly increase globally from 2020 to 2025…



…with vending machines representing 55bn of the 123bn market for unattended retail by 2025



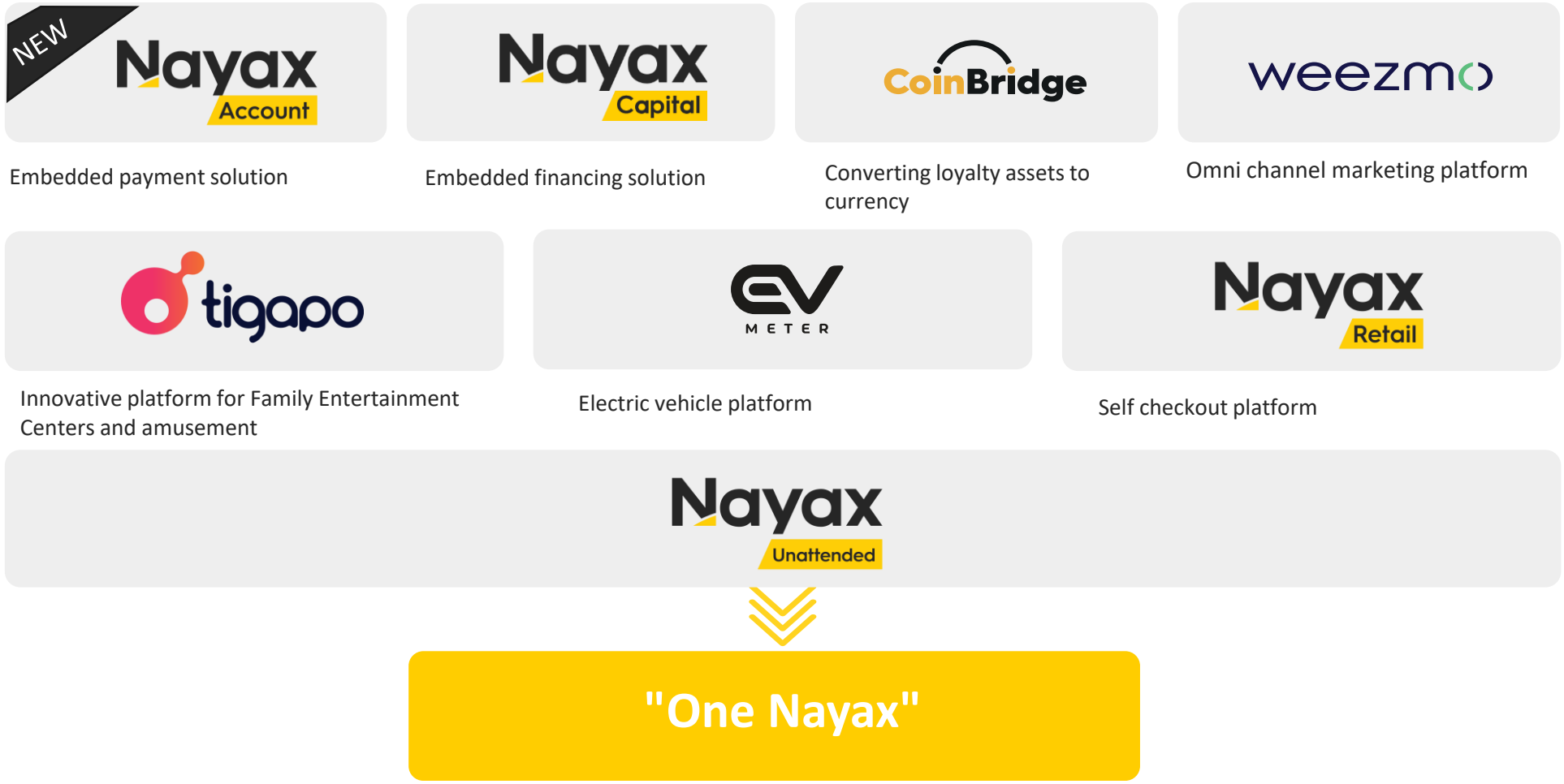
Cashless Transaction Value
by Vertical

- Large and growing market.
  The number of unattended retail devices is expected to grow from **44M in 2020 to 54M by 2025**
- The unattended retail market is significantly **underpenetrated** with **less than 20% accepting cashless solution** of existing unattended devices

Source: Third Party Market Research and Sizing report, dated February 2021

Nayax

"One Nayax" Strategy: End-to-End Platform Expanding TAM and Driving SaaS



5-Year Roadmap to $1bn Revenue & Profitability

Long Term Growth Model & Profitability Framework

FY27 – FY28 Target

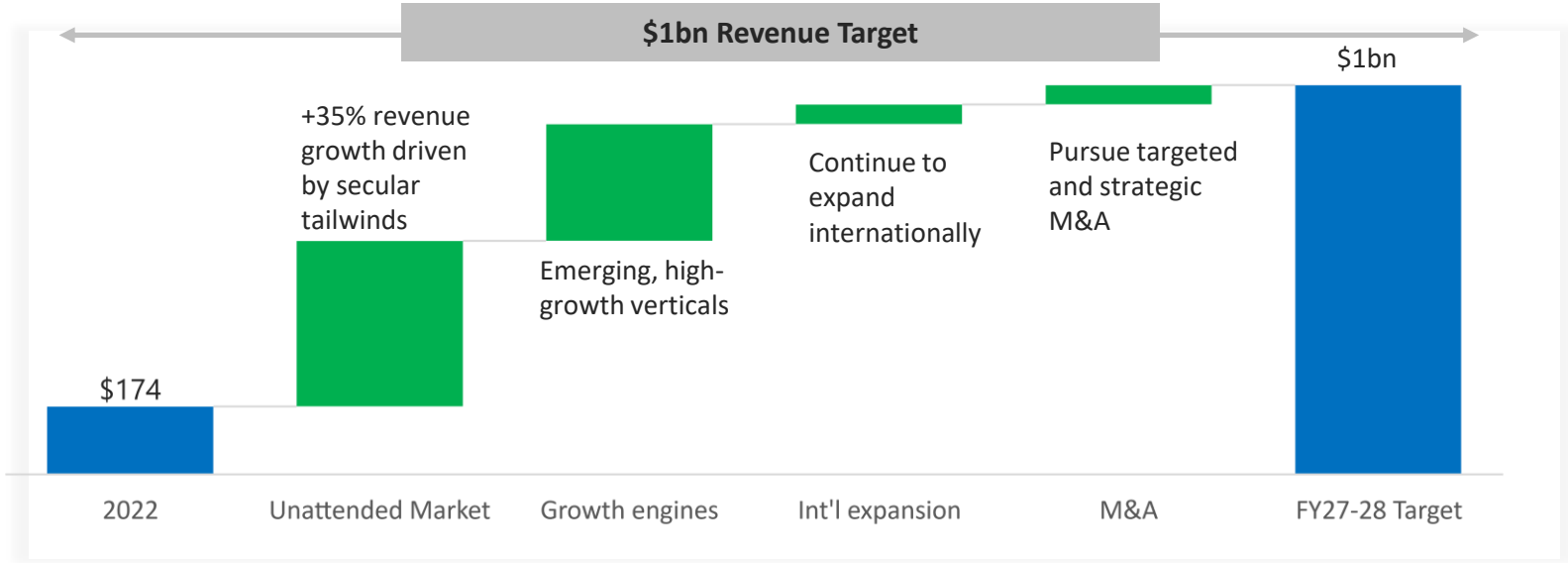
Revenue Growth:
+35%

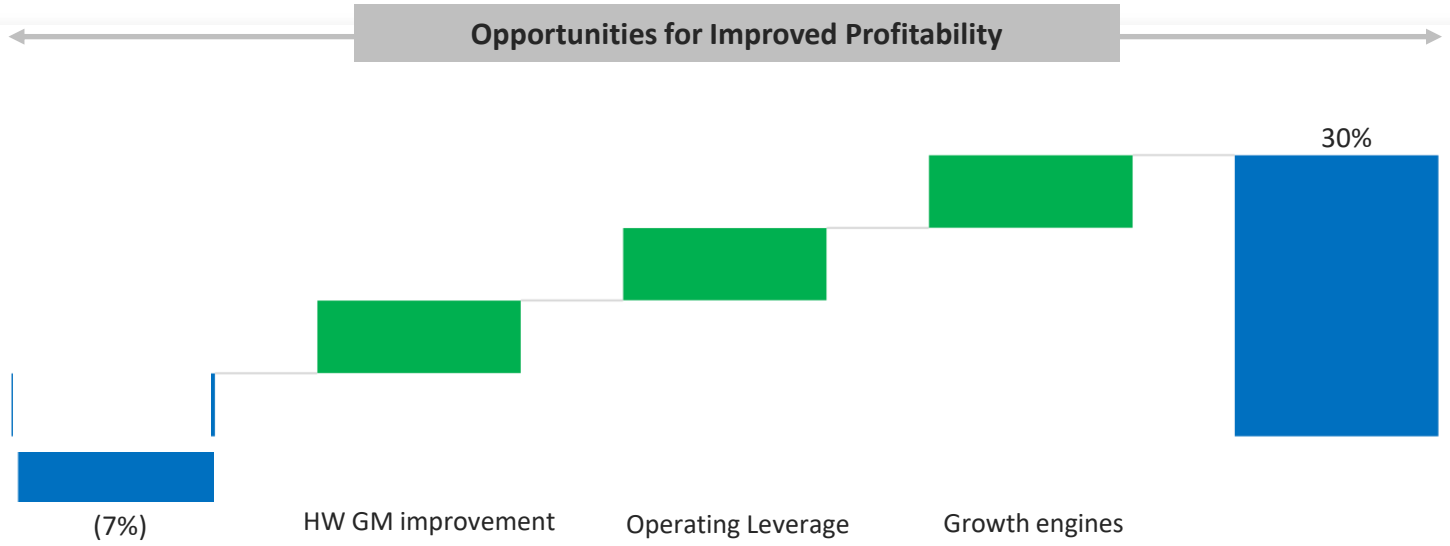
% of Recurring Revenue:
~65% - 70%

TOTAL Revenue:
~$1.0Bn

Gross Profit:
+50%

Adj. EBITDA:
+30%





Strategy for Sustained Long-Term Growth



Retain and grow with existing customers



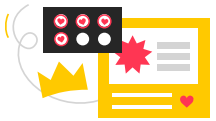
Win new large enterprise and SMB customers globally



Continue to innovate and develop new solutions



Continue to expand internationally



Enter emerging, high-growth verticals



Pursue targeted and strategic M&A

Extending our Product Portfolio & Market

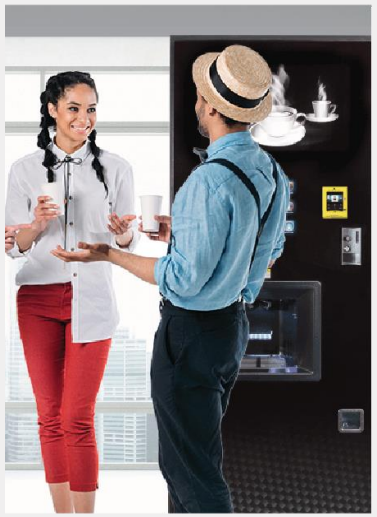


Keren Sharir

CMO

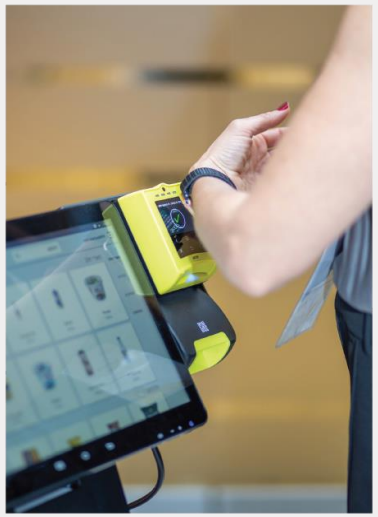
Nayax

Nayax Offers a Complete End-To-End Solution



Integrated POS

All-in-one cashless card reader and telemetry device



Cashless Payments

Global, localized payment acceptance for maximized payment conversion



Management & Telemetry Suite

SaaS management system for enhanced business optimization



Consumer Loyalty & Engagement

Digital marketing platform with tools to boost consumer engagement

Increase Revenue

Reduce Operational Costs

Nayax

POS

VPOS Touch

Onyx

DOT

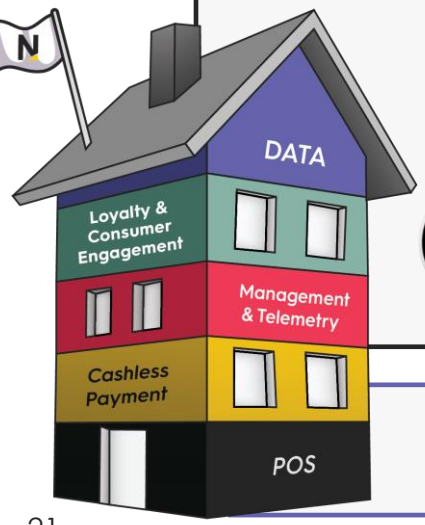
UNO 8/10

Nova Market

Nova 55 / 45

Nova 156

Devices API





Cashless Payment

EMV Payment

Prepaid system

Scan to Pay

Payments API



Management & Telemetry

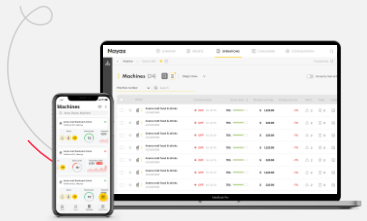
MoMa 2.0

Nayax Core (DCS 2.0)

EV Meter Core

Nayax Retail Core

Management API



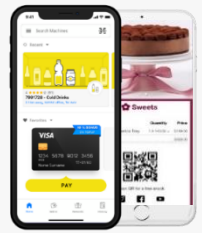
Loyalty & Consumer Engagement

tigapo

weezmo

CoinBridge

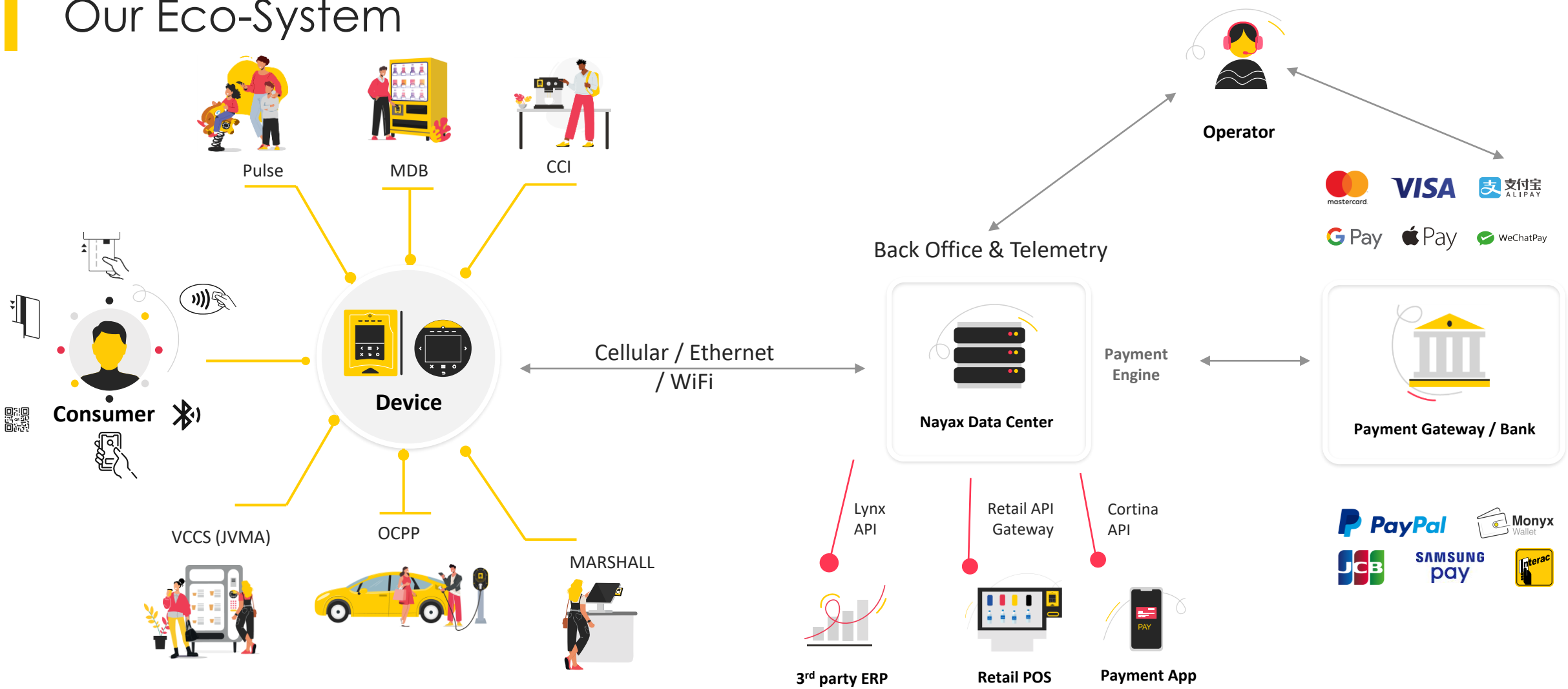
Monyx Wallet



Data

How Does it Work?

Our Eco-System



Any Vertical, One Value Proposition

















End-to-End Platform, Expanding TAM and Driving SaaS



Complete Platform

Our Product Roadmap

What is
2023
going to
look like?



Enhancing the Core



Penetrate new Verticals



Invest in innovative platforms

Nayax

Enhancing the Core



Elevating our Core Offering



Management





POS and Cashless Payments

Nayax

Sample of our Enhanced Features 2023

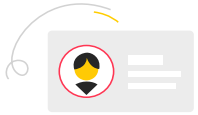


Q1

Incremental Authorization

Reduce your default credit, increase acceptance rate and manage risks for "high value" sales

*Region-based



Q2

*Age-verification

Offer age restricted products

*Region-based



Q1

3rd Party Integrations

Simple integration that allows to receive data from DEX files to Nayax Core



Q2

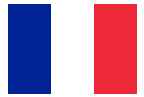
Deferred Online

Allows to maintain service on intermittent communication disruptions and to make faster transactions while managing risk.

Payment Integrations 2023

CONECS

Q1



Conecs - France

Accepting the leading 4 EMV-based meal vouchers in France, thus providing more revenue options.

RAZER MERCHANT SERVICES

Q2



Razer - Malaysia

New Dynamic QR integration in Malaysia that enables payment acceptance through the most commonly used local digital wallets

Nayax

Expanding our TAM

Pioneering new solutions



Penetrate New Verticals

Bar Games



Uno-Plus Low power Solution

Parking



VPOS Touch / Scan2pay

Forecourt



Complete Solution – attended - unattended


Nayax

Innovative Platform



EV Meter Solutions



EV Meter Core

- Operations Management
- Billing & Clearing
- Energy Management System
- Driver Services
- Analytics and Reports



Nayax Payment Solutions

- POS for card present transactions
- Card not present



Tailor-Made Solutions

- A white-labeled suite
- Dedicated app
- Driver services



EV Charging Stations

- Residential
- Commercial
- Smart app

Reduce operational expenses and TCO + Increase revenue

How Can Weezmo Help?

**We help retail marketers get the marketing insights they need to increase their revenue.
Both in-store and online.**





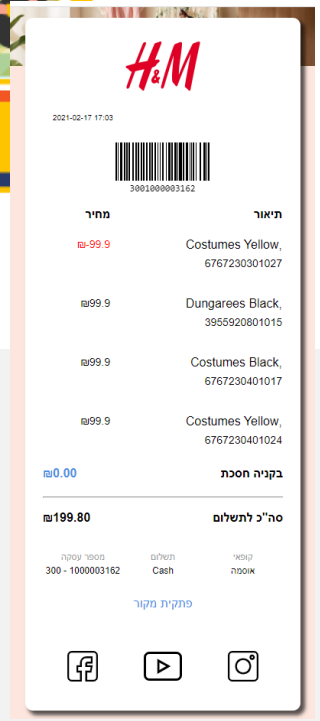
eCommerce

Digital marketing



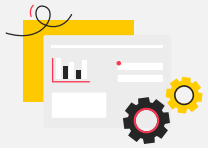
In-store

Post-purchase engagement





Same budget, bigger revenue



Seamless experience across all cannels



One single platform

Serving More than 800 Global Brands

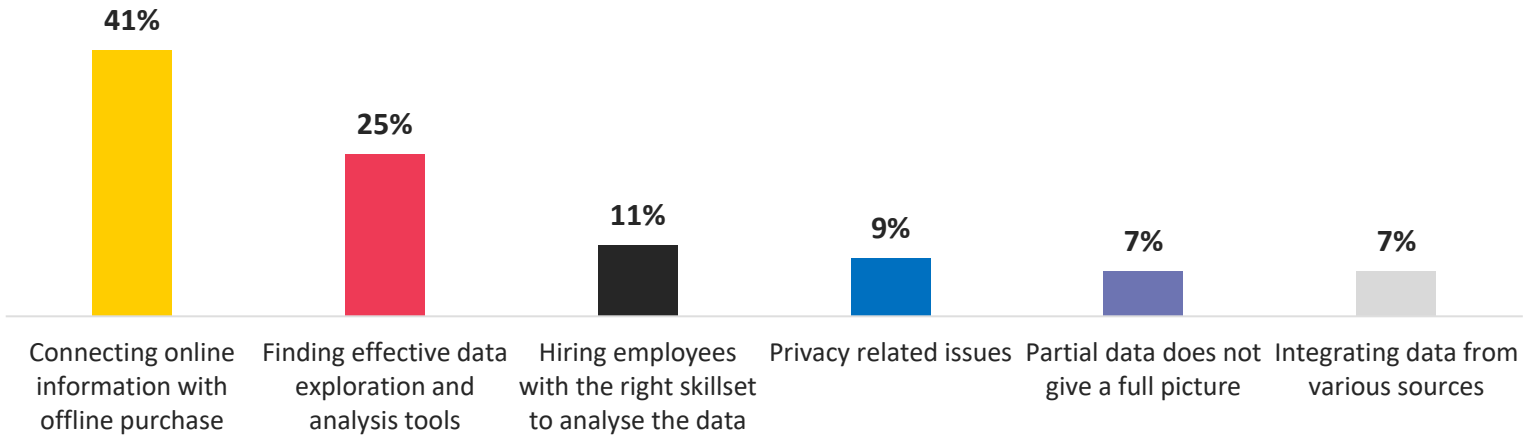
80%
Increase of
loyal customers

43%
Higher spend
in repeat customers

56%
Monthly growth
in newsletter signups

What Do Retail Marketers Have to Say?

Q12: What is your company's **main challenge** regarding gathering marketing insights? (N=150)



41%

say that connecting online data with offline purchases is their BIGGEST marketing insights challenge

60-80%

of satisfied customers do not return to a brand due to a "lack of connection" between online and offline channels

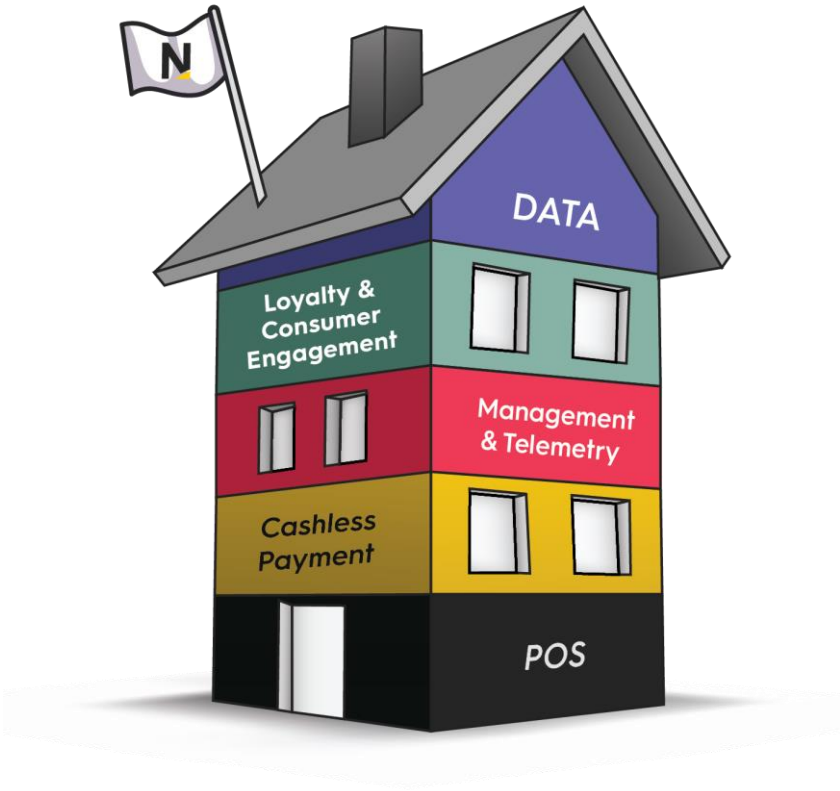
Source: company commissioned survey with BDO

Product Portfolio Key Takeaways

1 **Enhancing our solution**

2 **Strengthens competitive positioning and increase customer loyalty**

3 **Capturing more verticals and markets**

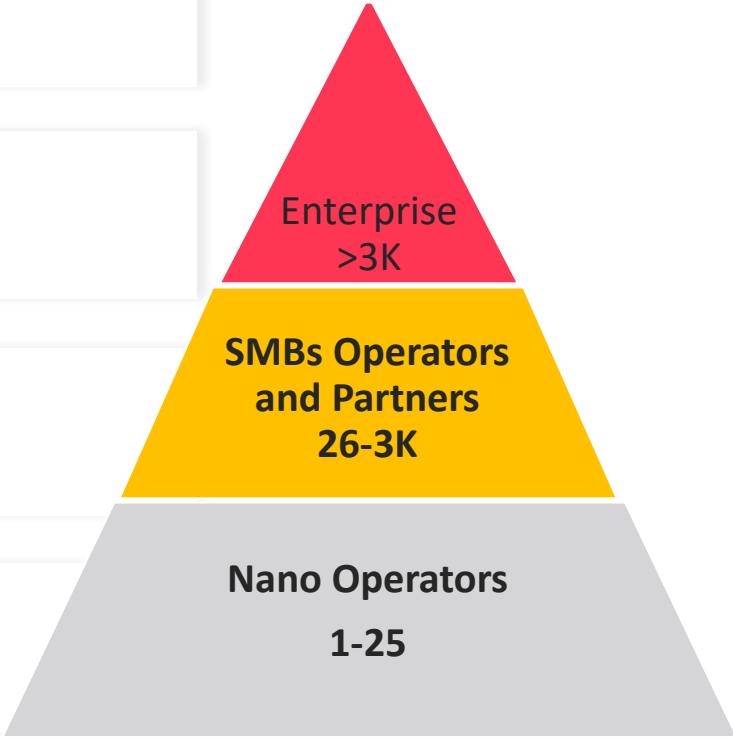


Nayax

Executing Our Go-To-Market Strategy

Efficient Sales Channels Tailored to Different Customers, Cost Effective Market Capture

Channel	Operator Category
Direct Sales	• Enterprise sales team of 35 managers covering 9 markets • Global inside sales team targeting SMBs and Nano assistance
Distributor/Partner	• Licensed distribution partners in more than 40 markets
OEM & Resellers	• Direct relationship with over 1500 OEMs that integrate our devices into their products and more than 700 resellers
eShop	• Capturing Nano operators and repeat customers online



Nayax

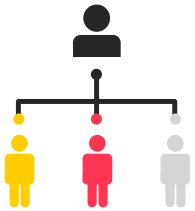
How Do We Enable Growth?



Bringing New Business

Leads

1. SMB accounts
2. Enterprise accounts
3. New verticals and businesses
4. Nano merchants – eShop and automated onboarding



Growing customers' installed base

Upsell – Cross Sell

1. Increase their number of devices (Nayax Capital)
2. New offering
   - Tigapo
   - NOVA Market
   - EV Meter
   - Retail solution

Winning Globally and Locally



Carly Furman

CEO, North America

Nayax

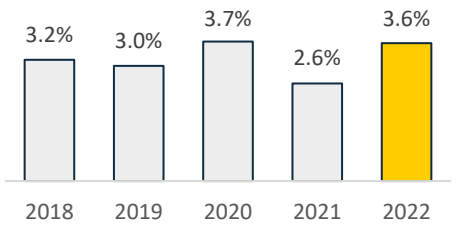
Bringing a Global Solution to the Local Market

Strong Track Record of Winning Clients

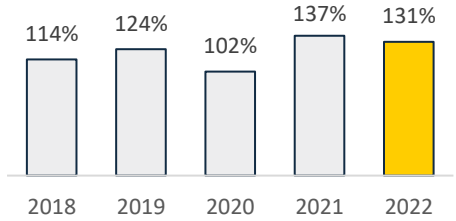
AVS, cafe+co, AIR SERV Don't wait. Inflate., PUREGYM, Dallmayr, LAVAZZA TORINO. ITALIA. 1895, COSTA COFFEE, Regus, Innovative, canteen, Premier Food Service, PRIMO DRINK BIG. DRINK HEALTHY., TIBA PARKING SYSTEMS, FIVE STAR FOOD SERVICE

Retaining & Growing Customers

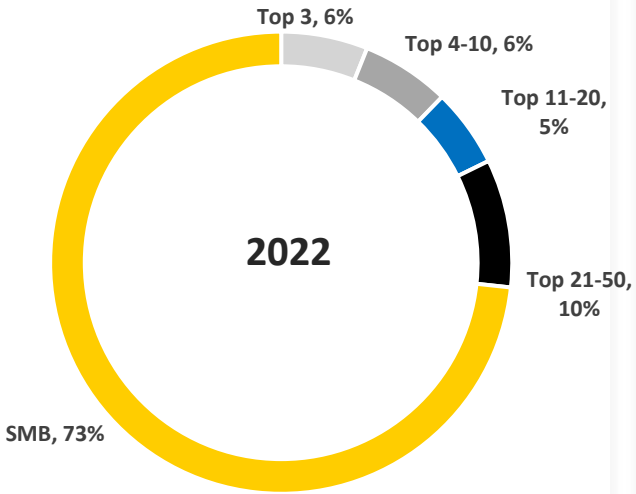
YoY Revenue Churn Rate



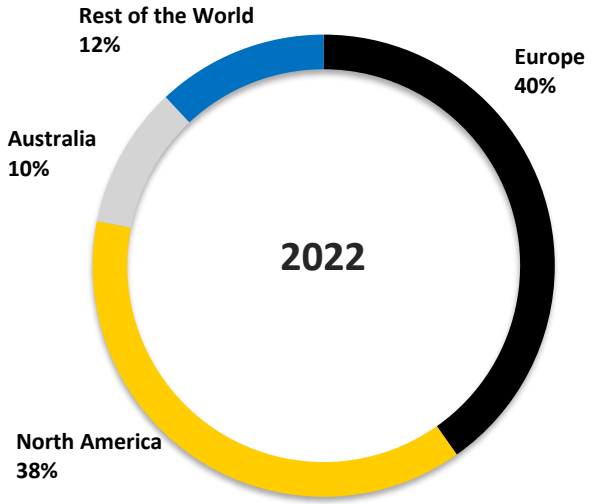
YoY Dollar-Based Net Retention Rate[1]



Low Customer Concentration



Global Reach



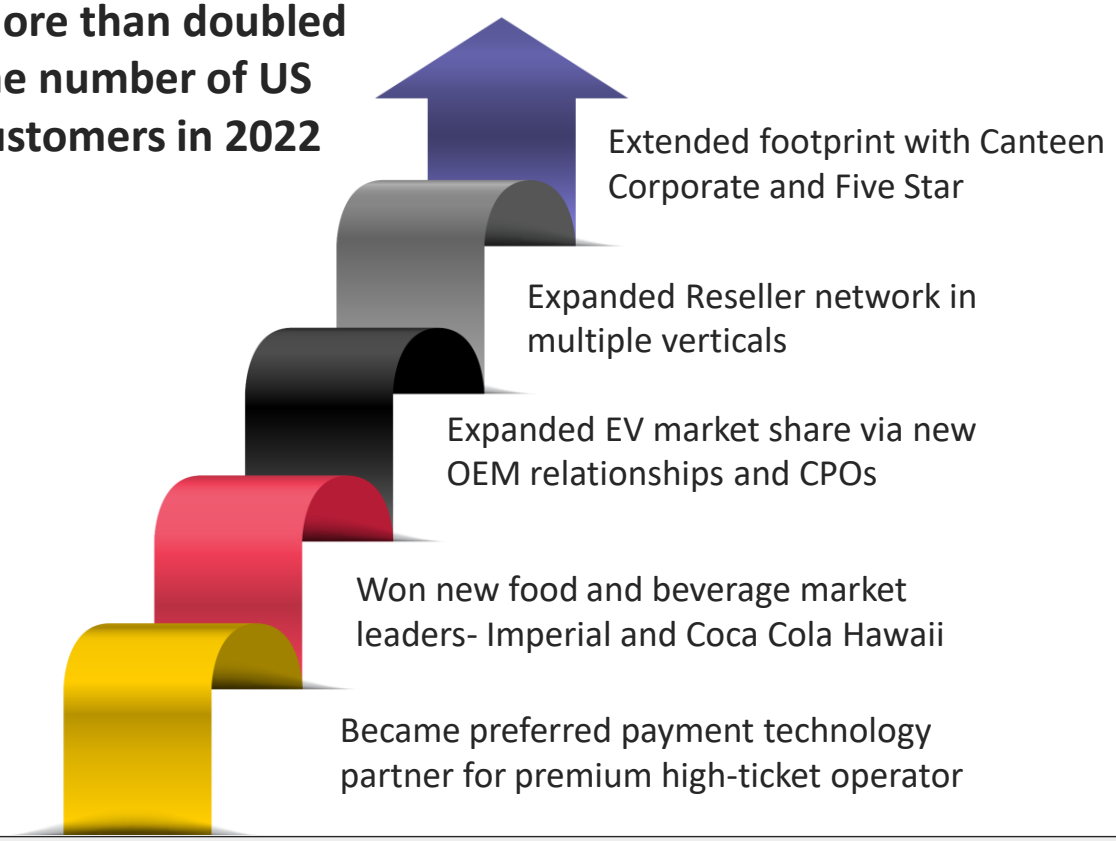
[1] Based on SaaS revenue and payment processing fees

Nayax

2022 Key Milestones

North America

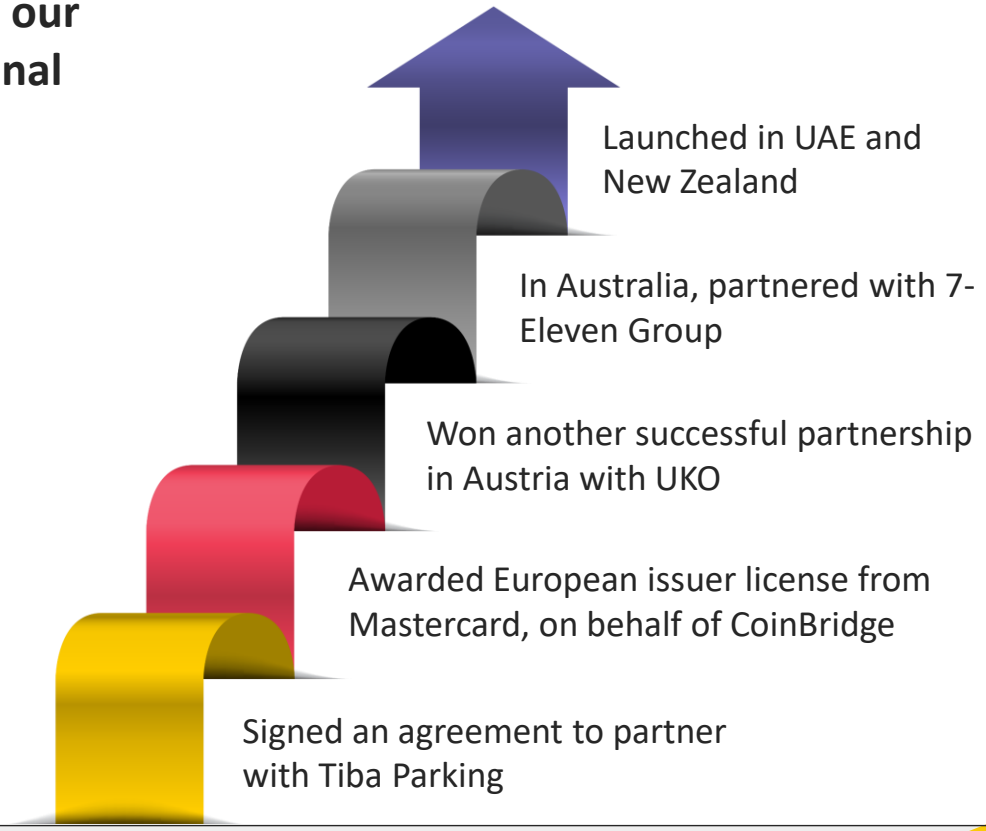
More than doubled the number of US customers in 2022



- Extended footprint with Canteen Corporate and Five Star
- Expanded Reseller network in multiple verticals
- Expanded EV market share via new OEM relationships and CPOs
- Won new food and beverage market leaders- Imperial and Coca Cola Hawaii
- Became preferred payment technology partner for premium high-ticket operator

International

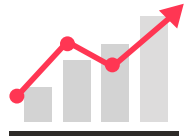
Expanded our international presence



- Launched in UAE and New Zealand
- In Australia, partnered with 7-Eleven Group
- Won another successful partnership in Austria with UKO
- Awarded European issuer license from Mastercard, on behalf of CoinBridge
- Signed an agreement to partner with Tiba Parking

Our Continuous Goals

Building a transparent, cohesive, and data-driven sales organization with efficient processes.



Growth



Profitability



Customer Retention

Proven Growth

Land and Expand

Land

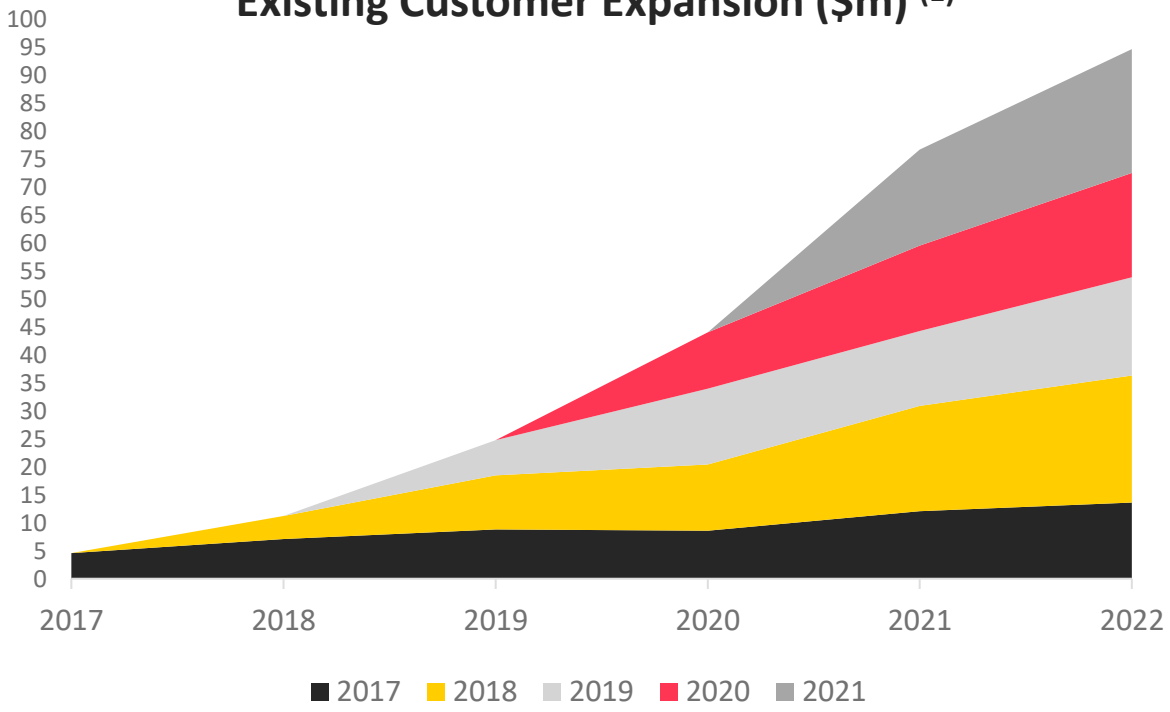
Solving pain points with a scalable, solution-driven sales approach

Close

Expand

Increase revenue organically through additional penetration and offerings

Existing Customer Expansion ($m) (1)



Revenue from new customers in 2018 grew more than 5 times over the next 4 years

(1) See Appendix for definition of existing customer expansion.

End-to-End Offering Across the Full Product Portfolio

Integrated POS

Pulse solution

Example:
RideOn



Payments

Payment Integration

Example:
External Prepaid for Westbahn

Management & Telemetry

System Integrations

Example:
Support for custom Loyalty and Fleet cards for MOL

Loyalty & Consumer Engagement Suite

App integrations and loyalty campaigns

Example:
Large bottler from Israel

Nayax

RideOn – Australia

Amusement and Kiddie Ride Operator

Challenge:

Increase their revenue and bottom line

Solution:

Integrated our VPOS Touch with their pulse machines.
Utilizing our device screens to offer multiple pricing options and count-up mode

Conclusion:

RideOn saw a 30% lift in revenue across their fleet



End-to-End Offering Across the Full Product Portfolio

Integrated POS

Pulse solution

Example:
RideOn



Payments

Payment Integration

Example:
External Prepaid for Westbahn



Management & Telemetry

System Integrations

Example:
Support for custom Loyalty and Fleet cards for MOL

Loyalty & Consumer Engagement Suite

App integrations and loyalty campaigns

Example:
Large bottler from Israel

Nayax

Westbahn - Austria

Austria’s second-largest train company

Challenge:

No cashless solution for Coffee Machines on board

Solution:

DOT QR Readers and **Cortina External Prepaid**
Fully integrated digital experience
130 VPOST deployed

Conclusion:

Nayax developed a fast and secure easy to manage prepaid solution that provides more than a transaction



End-to-End Offering Across the Full Product Portfolio

Integrated POS

Pulse solution

Example:
RideOn



Payments

Payment Integration

Example:
External Prepaid for Westbahn

Management & Telemetry

System Integrations

Example:
Support for custom Loyalty and Fleet cards for MOL



Loyalty & Consumer Engagement Suite

App integrations and loyalty campaigns

Example:
Large bottler from Israel

Nayax

MOL Group - Hungary

MOL Group is a Major European Oil & Gas Company

- 30 countries
- 25,000 employees

Challenge:

Integrate multiple national loyalty programs and send data to their ERP system

Solution

Using LYNX API and Nayax's Amazon SQS services to transfer data

Conclusion:

Nayax provided a complete solution for MOL across EU. Taking care of their digital payment needs and consolidated data integrity



End-to-End Offering Across the Full Product Portfolio

Integrated POS

Pulse solution

Example:
RideOn

Payments

Payment Integration Projects

Example:
External Prepaid for Westbahn

Management & Telemetry

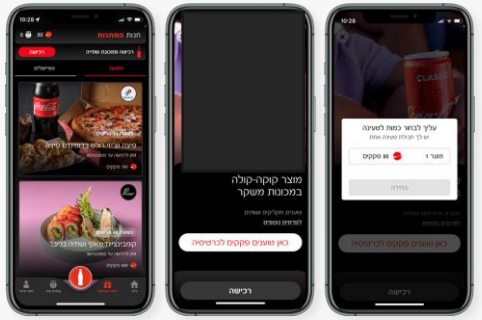
System Integrations

Example:
Support for custom Loyalty and Fleet cards for MOL

Loyalty & Consumer Engagement Suite

App integrations and loyalty campaigns

Example:
Large bottler from Israel



Nayax

Leading Bottler - Israel

Challenge:

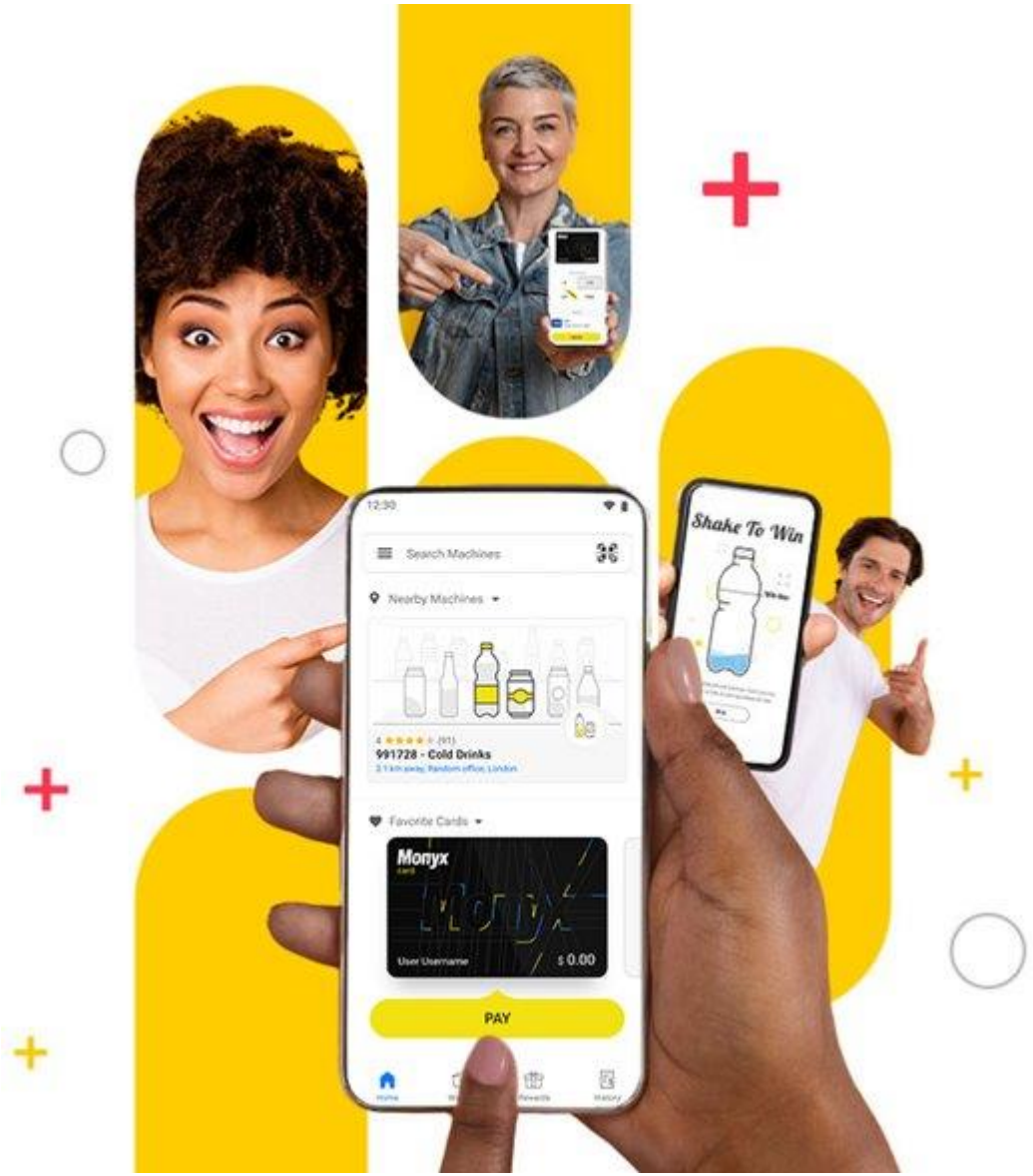
- Digital wallet
- Deep customer engagement
- Clearing services

Solution

- SDK for their app
- Special campaigns & offerings
- Support & streamline processes

Conclusion:

- +80% increase in sales
- +50% increase in customers



Nayax



David Hartig

FIVE STAR FOOD SERVICE

Path to Profitability



Sagit Manor

CFO

Powerful business model built on solid recurring revenue

Embedded Payment

Hardware

+

SaaS

+

Payments

=

Rapidly Growing Recurring Revenue Base

Multi Layers of Value Creation

Purchase fee per sold connected POS → **"Lock in"**

Monthly Subscription Fee (SaaS) per connected POS → **60%+ Recurring Revenue**

Processing fee as % of transaction volume → **60%+ Recurring Revenue**

- Consistently growing recurring revenue base
- Superior payment processing economics

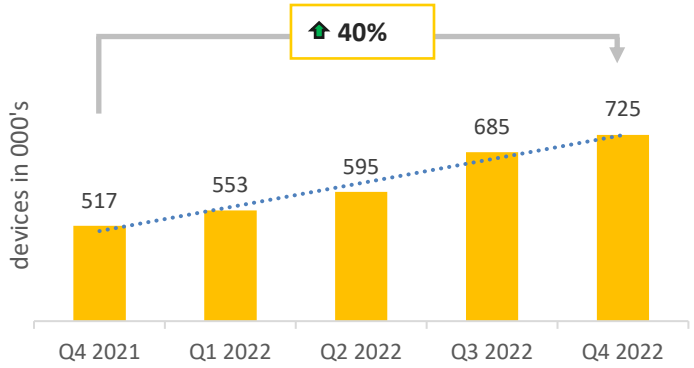
→ **2.5%+ Take Rate**

Source: company data

2022 Nayax By Numbers

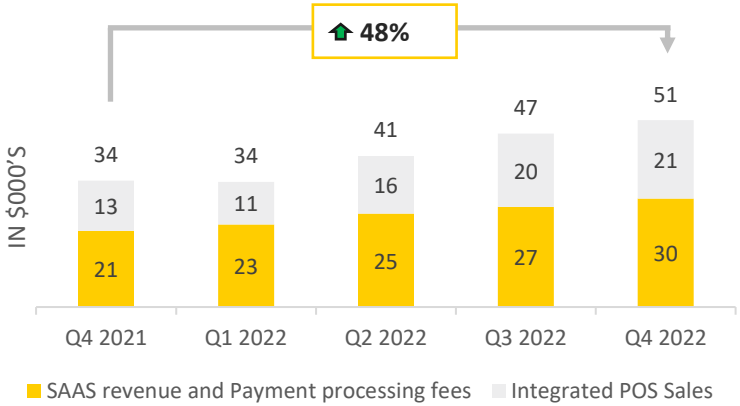
725K

Managed and Connected POS devices



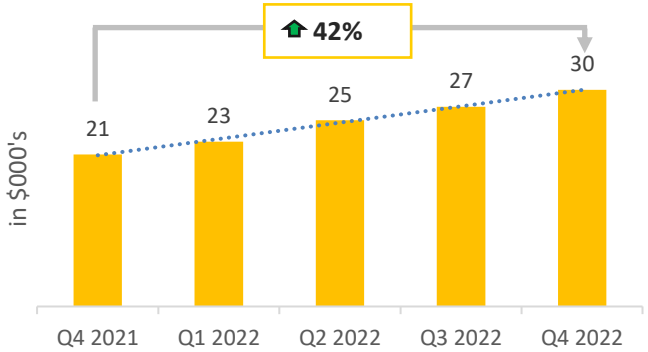
$174M/46%

Revenue/Increase 2022 over 2021



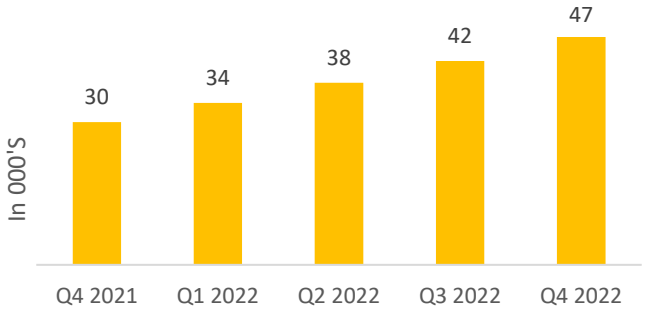
47%

Recurring Revenue 2022 over 2021



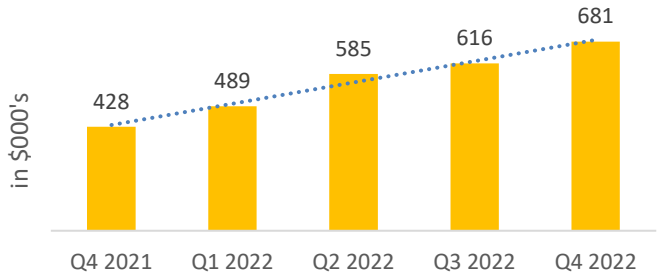
60%

Increase in **customers** (1) 2022 over 2021



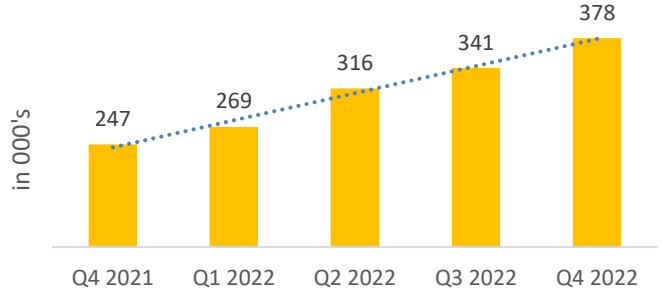
$2.4bn

Transactions Value in 2022



1.3bn

Transactions Volume in 2022



(1) Based on the last 12 months

2022 strategic investments - Building today the foundation for tomorrow's growth

Solution innovation

- Complete end-to-end platform in place to support global customer expansion and international presence
- Scalability and agility to serve our growing consumer demand
- Extending our platform beyond Unattended

Automation and infrastructure

- Enhanced efficiency and productivity from new implemented systems and tools
- Upgraded our infrastructure to improve visibility across telemetry and payment
- Implemented user-friendly automatic onboarding for resellers
- A key component of reaching our adj. EBITDA target

Marketing and Sales

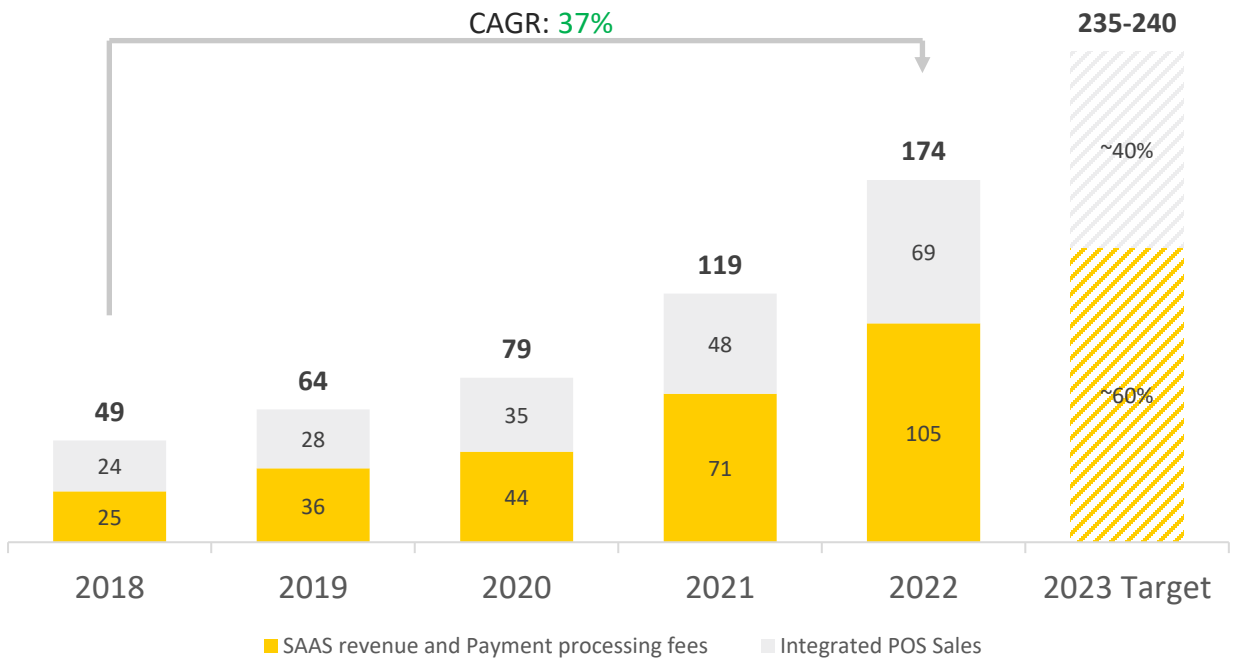
- Strengthened brand awareness and recognition across key markets and verticals
- Winning and extending SMBs and enterprise accounts
- Added OMEs and resellers
- Extending our global market leadership and global footprint

Talent acquisition

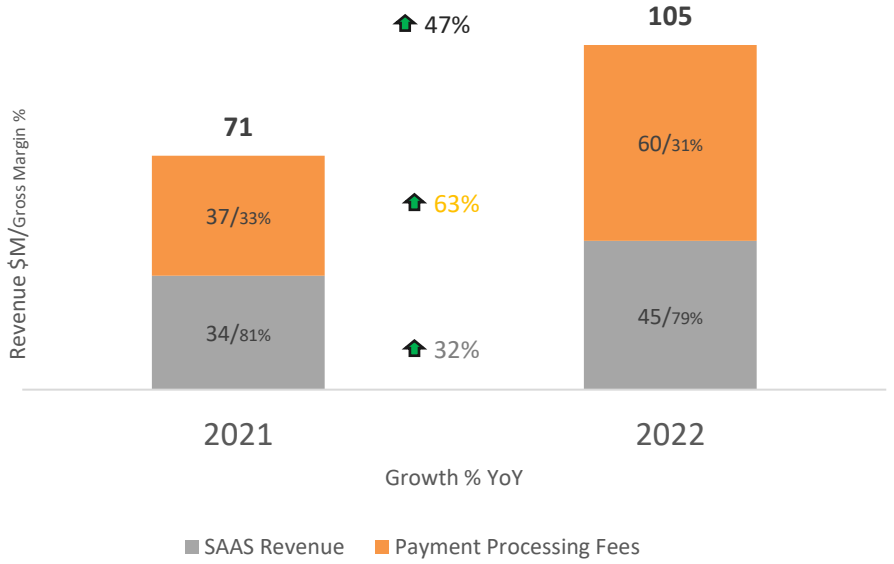
- Doubled the number of employees in the past two years in key functions
- Attacked and retained highly talented teams
- Creating the culture of innovation and accountability

Consistently Higher Recurring Revenue Supports the Underlying Growth in our Business

Revenue Growth ($m)

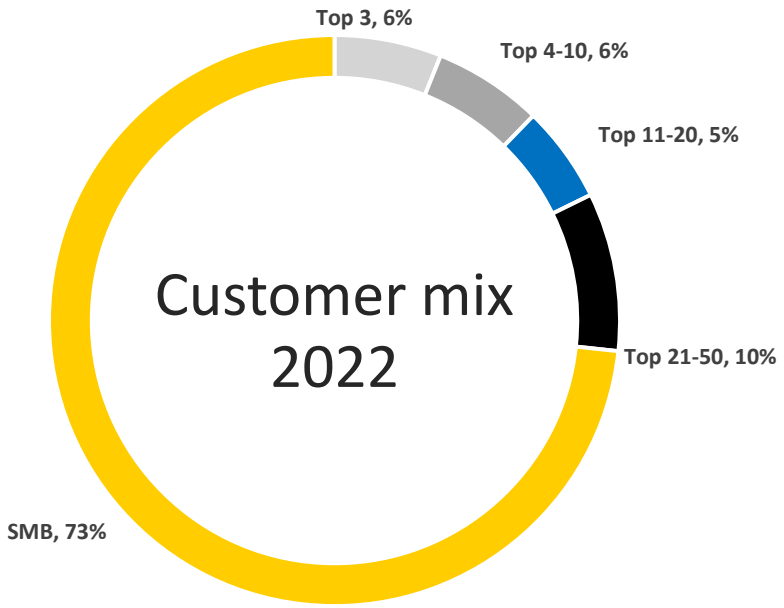


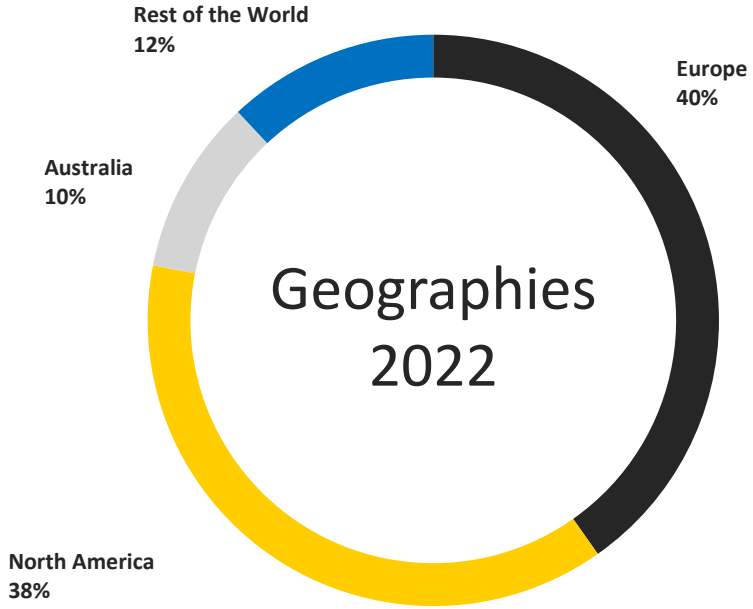
Recurring Revenue Growth ($m)

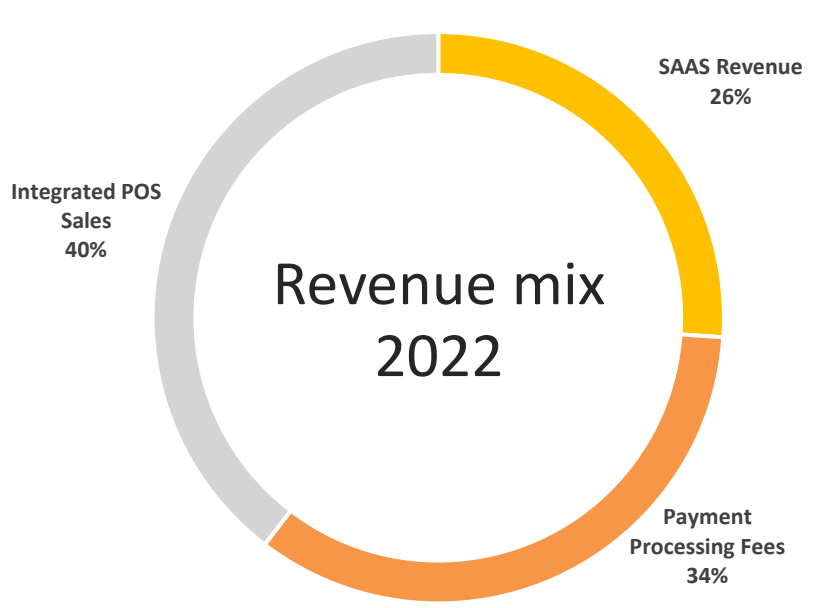


(1) Recurring consists of SaaS revenue and payment processing fees.

2022 Diverse Revenue Sources







Initiates 2023 Outlook

Revenue

$235-$240M (At least 35%)

Recurring Revenue ~60%



HW Gross Margin

Improvement to mid-teens



OPEX

Slight growth of 5%



Adj. EBITDA

Reaching breakeven



2023 Guidance Assumptions

- Continued execution of strategic growth plans; benefits of secular trends in digital payments.
- Customer demand continues to be strong
- Assumes no material changes in macroeconomic conditions

Path to $1Bn Revenue and Profitability
5 Year Outlook

Revenue

+35% Core/Growth engines

% of Recurring Revenue

~65% - 70%



Gross Margin

+50% from Core/Growth engines



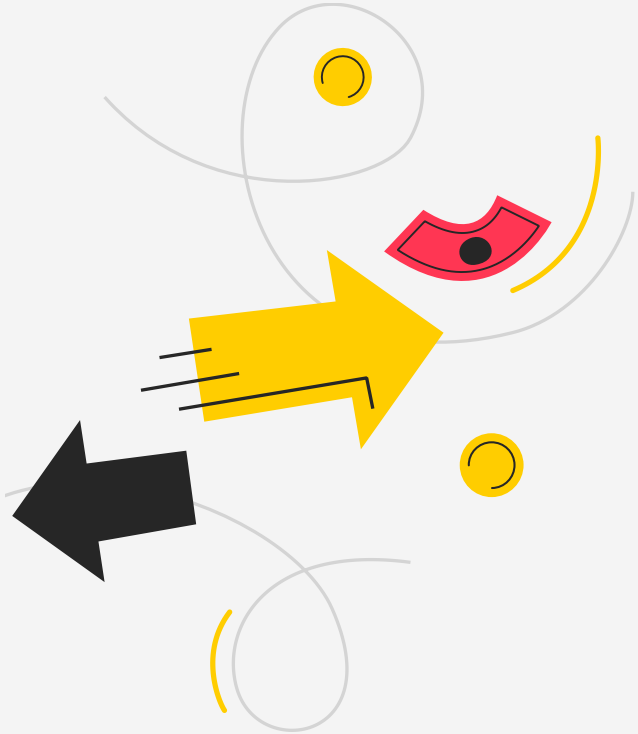
Adj. EBITDA

+30%



Long-Term Assumptions

- Continued execution of strategic growth plans; benefits of secular trends in digital payments.
- Global scale and tech advantage enable Nayax to grow faster than the industry
- Significant operating leverage



Thank You

Nayax