



Fourth Quarter And Full Year 2024 Earnings Supplement

March 4, 2025



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- 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). 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, expectations and evaluations relating to the Company's business and financial targets and strategy, 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 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, and other 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 various factors, including, but not limited to: our expectations regarding general market conditions, including as a result of 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, including ongoing military conflicts in the region; the success of operating initiatives, including advertising and promotional efforts and new product and concept development by us and our competitors; factors relating to the acquisition of Retail Pro International ("Retail Pro"), including but not limited to the financing for and payment of the acquisition and our ability to effectively and efficiently integrate the acquired business into our existing business; and other risk factors discussed under "Risk Factors" in our annual report on Form 20-F filed with the SEC on March 4, 2025 (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.
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- In addition to various operational metrics and financial measures in accordance with accounting principles generally accepted under International Financial Reporting Standards, or IFRS, this presentation contains Adjusted EBITDA, Free Cash Flow and Adjusted OPEX, all non-IFRS financial measures, as measures to evaluate our past results and future prospects. Please refer to the Appendix for a definition of Adjusted EBITDA, Free Cash Flow and Adjusted OPEX as well as reconciliations of Adjusted EBITDA to net income (loss), Free Cash Flow to operating cash and Adjusted OPEX to OPEX.
- Unless noted otherwise, the financial information of the Company included in this presentation for Q4 2023 or any later period includes figures from Retail Pro. Unless noted otherwise, the financial information of the Company included in this presentation for the Q2 2024 or any later period includes figures from Roseman Engineering LTD, Roseman Holdings (1985) LTD and Vmtecnologia LTDA.
- The Company does not provide a reconciliation of forward-looking Adjusted EBITDA to IFRS net income (loss), due to the inherent difficulty in forecasting, and quantifying certain amounts that are necessary for such reconciliation, in particular, because special items such as, finance expenses and Issuance and acquisition costs, used to calculate projected net income (loss) vary dramatically based on actual events. Therefore, the Company is not able to forecast on an IFRS basis with reasonable certainty all deductions needed in order to provide an IFRS calculation of projected net income (loss) at this time. The amount of these deductions may be material, and therefore could result in projected IFRS net income (loss) being materially less than projected Adjusted EBITDA (non-IFRS).
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Today's Presenters



Yair Nechmad

CEO & Co-Founder



Sagit Manor

CFO



Aaron Greenberg

CSO

Our Mission

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



Massage Chair



Micro Markets



Vending



Car Wash & Air Vac



Self-Service Kiosks



Restaurants



Parking



EV Energy



Amusement



Laundromats



Kiddie Rides



Food Trucks

Company Overview Full Year 2024

Revenue

2023: \$235.5M ▲33%

\$314.0M

\$315.2M ⁽¹⁾

Recurring revenue

2023: \$151.1M ▲47%

\$222.3M

Gross Margin

2023: 37.5% ▲7.6%

45.1%

Adj. EBITDA ⁽²⁾

2023: \$8.2M ▲333%

\$35.5M

Transaction value processed

2023: \$3.6B ▲36%

\$4.9B

Customers

2023: 72K ▲32%

95K

Managed & connected devices

2023: \$1.04M ▲21%

1.26M

Dollar-based net retention rate ⁽³⁾

129%

2.7%

Revenue churn ⁽⁴⁾

⁽¹⁾ Constant currency revenue. Please refer to the Appendix for a definition of constant currency

⁽²⁾ Adjusted EBITDA is a non-IFRS financial measure. Please refer to the Appendix for a definition of Adjusted EBITDA and for a reconciliation of Adjusted EBITDA to the most directly comparable IFRS measure.

⁽³⁾ NRR based on SaaS revenue and payment processing fees. Please refer to the Appendix for the definition of NRR

⁽⁴⁾ Revenue Churn is a non-IFRS financial measure. Please refer to the Appendix for a definition of Revenue Churn.

11 Global Offices



USA



Canada



UK



Germany



Israel



Australia



China



Japan



South Africa



Brazil



New Zealand



1,100+

No. of Employees

120+

Countries with devices

80+

Payment Methods

80+

Markets with distributors

50+

Currencies

35

Languages

2024 Key Highlights

Strong growth

- **Revenue** increased 33% to \$314.0 million, driven by both new and existing customer expansion.
- **Revenue growth at constant currency** was 34% with revenue at constant currency increasing to \$315.2 million from \$235.5 million.
- **Recurring revenue** grew 47% to \$222.3 million and represented 71% of total revenue.

KPIs

- **Total transaction value** increased 36% to \$4.9 billion.
- **Managed and connected devices** increased 21% to 1.26 million.
- **Number of customers** increased 32% to more than 95,000.

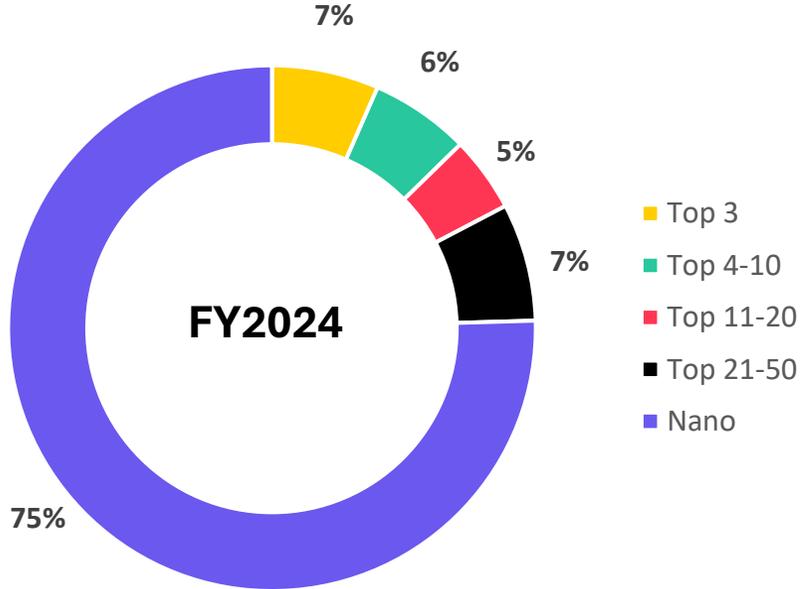
Profitability

- **Gross profit margin** increased meaningfully to 45.1% from 37.5%, driven by significant reduction in processing costs and improved hardware margin.
- **Adjusted EBITDA** ⁽¹⁾ was \$35.5 million, representing a margin of 11.3% of total revenue. This was an improvement of \$27.3 million compared to the prior year.

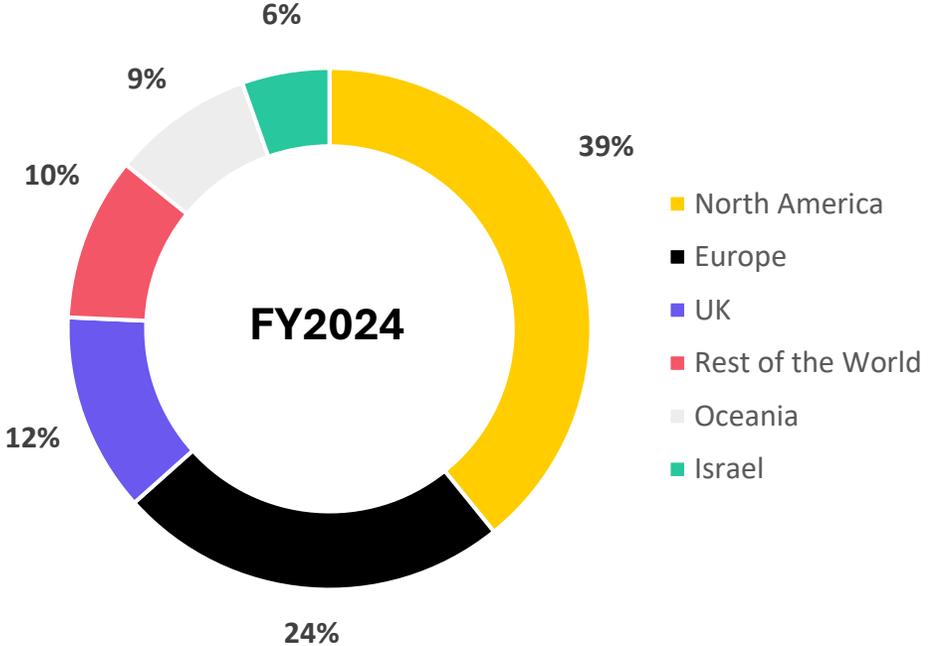
(1) Adjusted EBITDA is a non-IFRS financial measure. Please refer to the Appendix for a definition of Adjusted EBITDA and for a reconciliation of Adjusted EBITDA to the most directly comparable IFRS measure.

Highly Attractive Customer Base And Global Reach

Low Customer Concentration



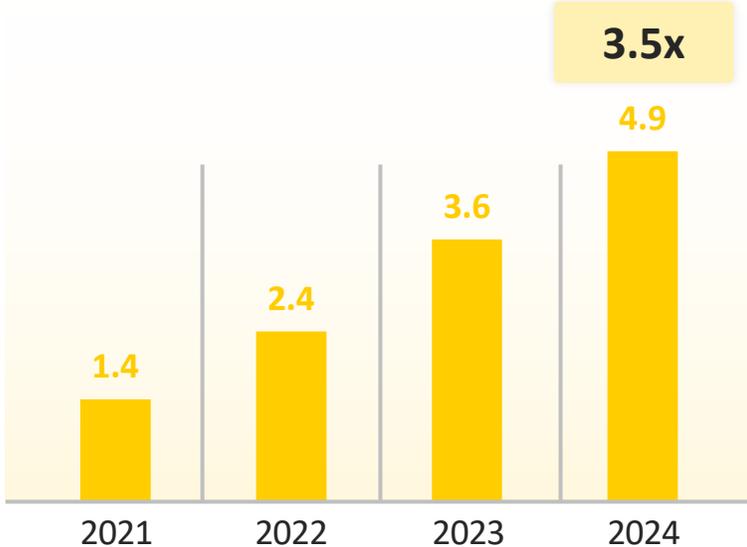
Global Revenue Diversification



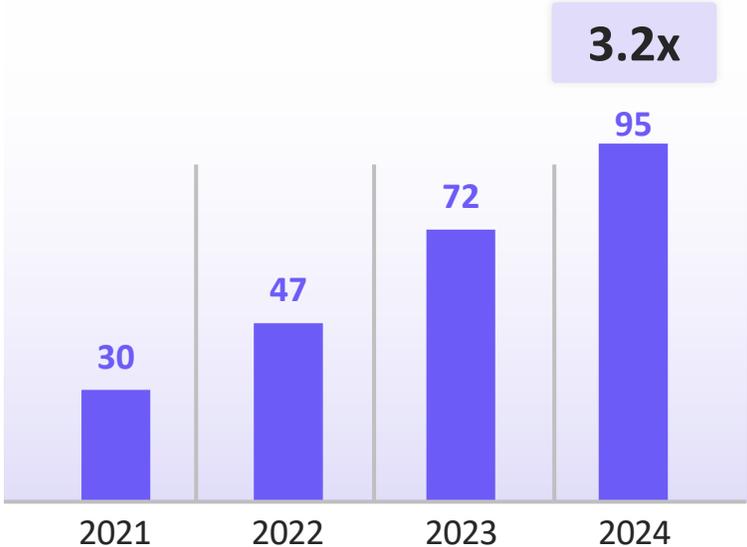
Key Performance Indicators of Growth

We doubled and tripled our growth in key metrics

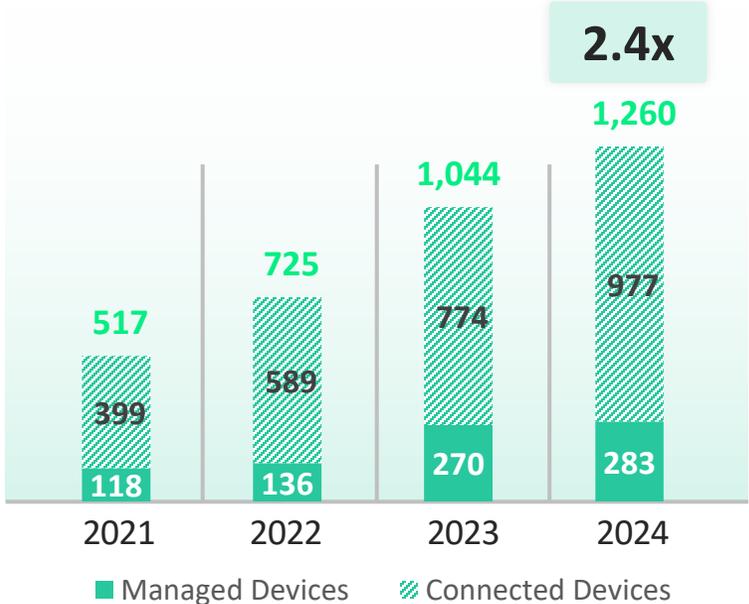
Transaction Value (\$B)



Number of Customers (K)



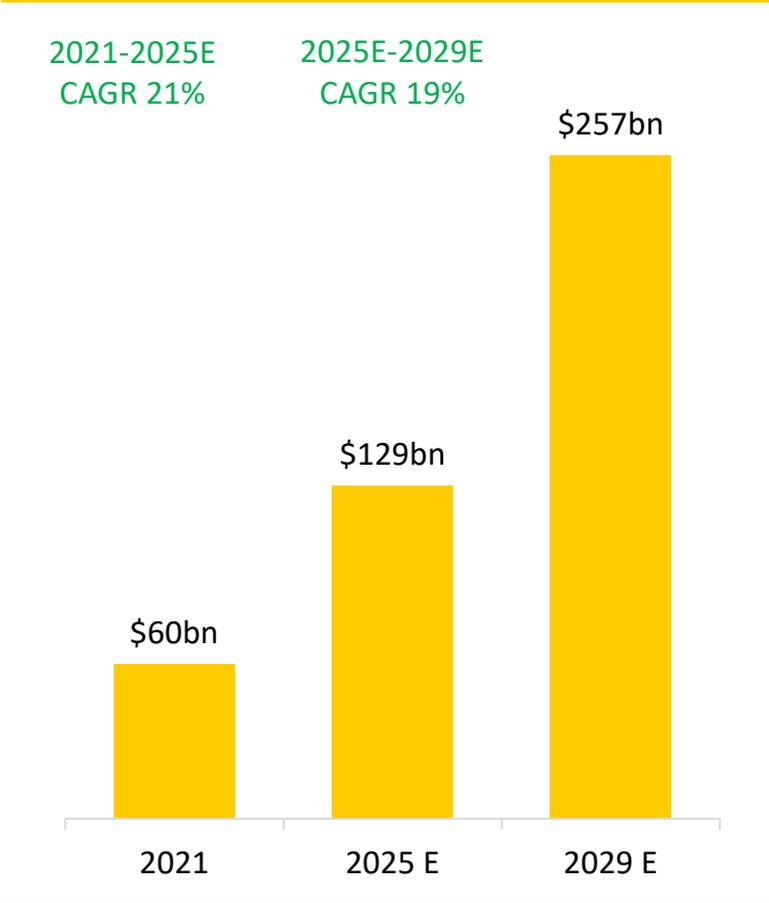
Managed & Connected Devices (K)



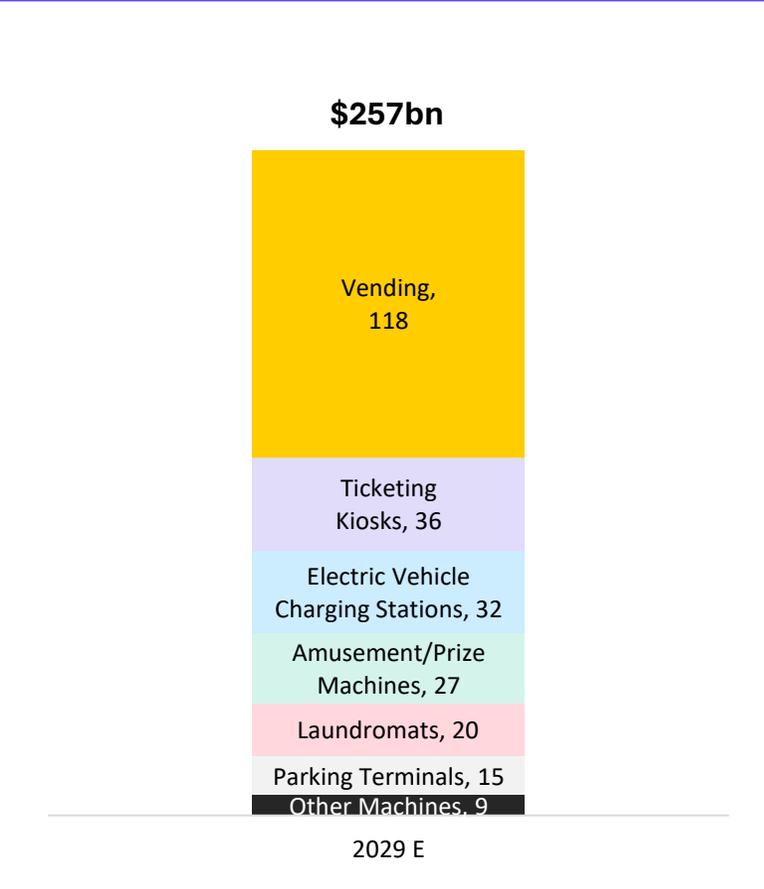
Large Underpenetrated Core Market

with Long Runway for Increased Acceptance of Cashless

Cashless payment volume in unattended retail estimated to significantly increase globally from 2025 to 2029



Growth is expected to be fueled by emerging verticals such as ticketing, amusements, laundromats, and EV charging



Cashless Transaction Value by Vertical

Commentary



- Large and growing market. The number of unattended machines is expected to grow from **45m in 2024 to 60m by 2029**
- The growth in cashless unattended transaction volume will be driven by the **conversion of existing cash-only** machines to connected machines and the **increased adoption** of unattended cashless machines

Source: MarketsandMarkets Research Report

Key Developments and Customer Success Stories

Key Developments



Launched automated self-service payment solution in **El Salvador**



Launched suite of attended retail payment solutions in **40 other countries within Europe.**



Enabled **Discover** Global Network cardholders across EMEA



Deployed OTI **PetroSmart's** Fuel Management System in Tesco's UK Delivery Fleet



Announced a partnership with **SECO** to offer IoT-Integrated Payment Solutions for OEM's



Acquired UpPay (in February 2025)



The Company filed an extension of the shelf prospectus in Tel Aviv Stock Exchange

Customer Success Stories



Expanded partnership with **CandyMachines**, a key OEM in the amusement industry.



Selected as the exclusive cashless partner for **Pelican Group**, covering 65,000+ automated machines.



Five Star, the largest Canteen franchise, successfully integrated with our system.



In Malta, successfully deployed **micro market solution** for a **major international hotel chain**, offering it new revenue streams without increasing labor cost and reinforcing the value of our technology.

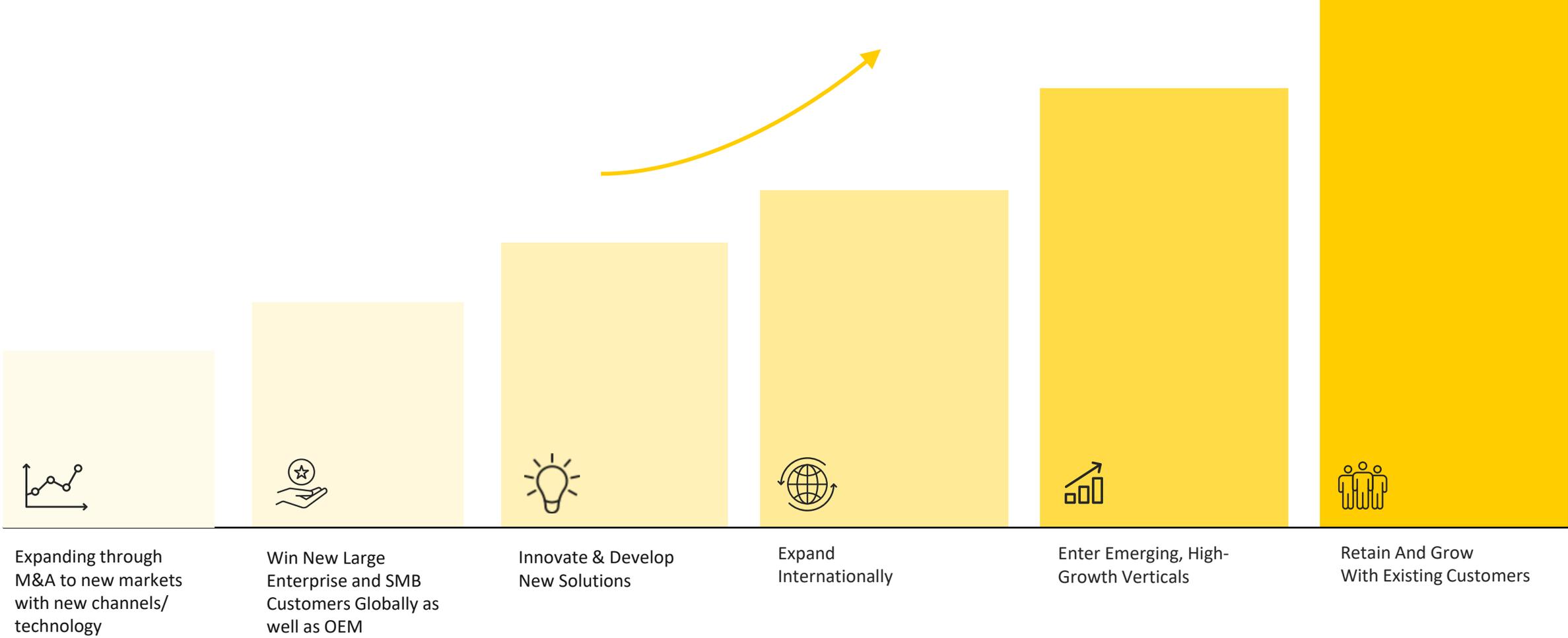
VENDING MINNESOTA

Strengthened relationship with **Vending Minnesota**, expanding from our flagship VPOS Touch to rolling out Nova Market in their micro market operations.



In France and Italy, secured agreements with **large buying groups** overseeing **300,000+ machines**, driving long-term growth in the region.

Advance Strategy for Sustained Long-term Profitable Growth



Driving Growth with One Complete Solution for all Retailers

Multiple Integrated POS



VPOS Touch



Nova Market

Global Cashless Payments Acceptance



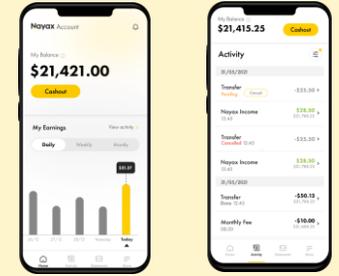
Management Platform



Loyalty & Marketing Solutions



Financing & Banking



Automated Self Service

Multiple unattended retail verticals



Energy & Mobility

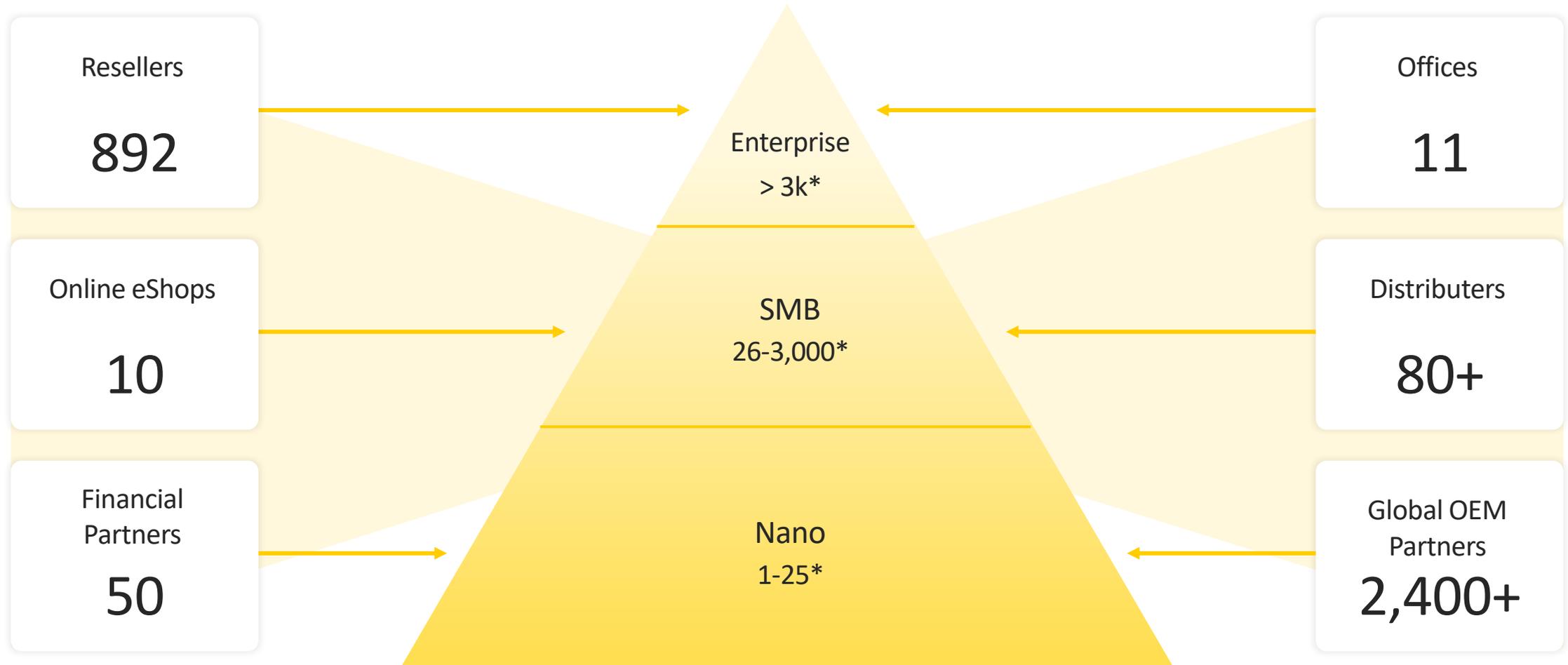
Complete electric vehicle charging & payment solutions



Hospitality & Retail

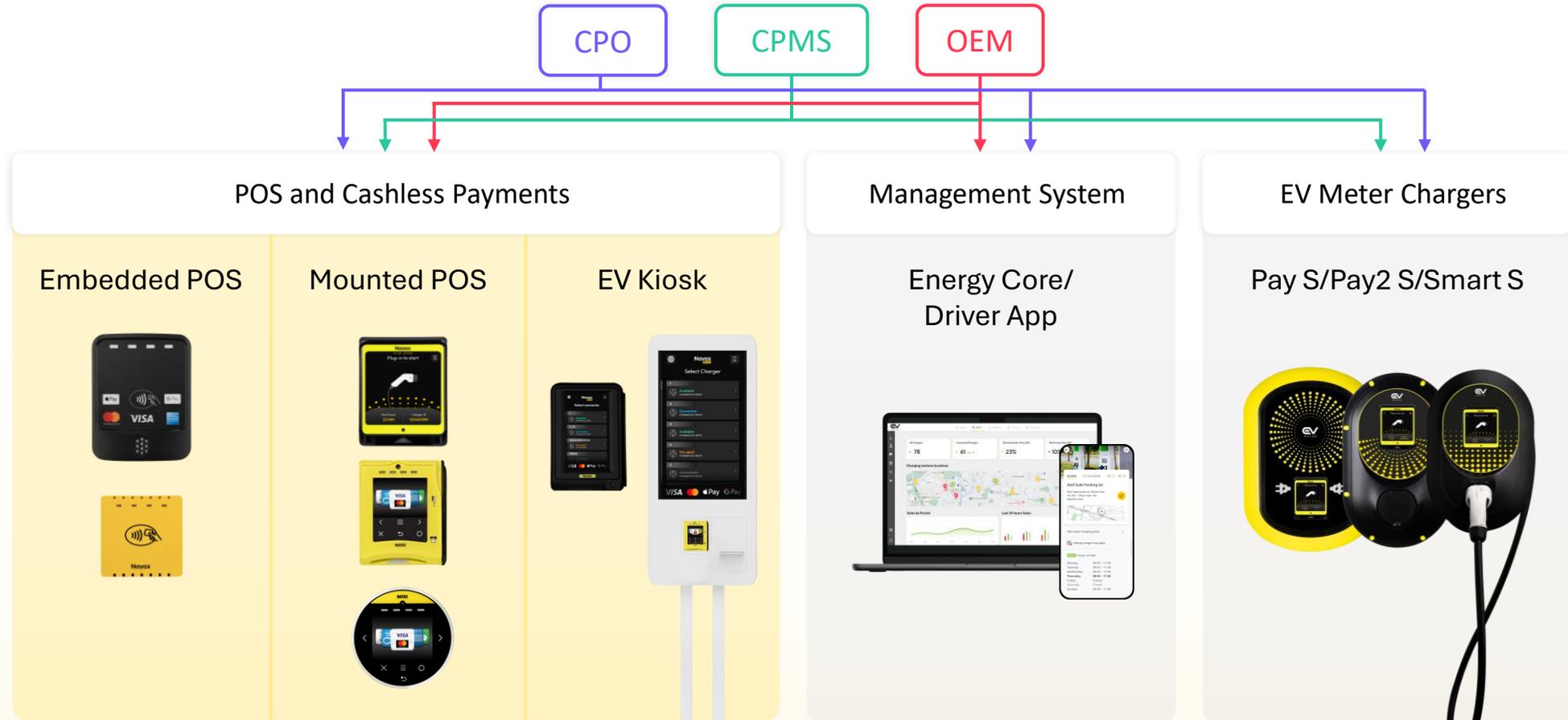
Robust solution for numerous retail verticals

Our Differentiated Go-To-Market Strategy



*POS

Energy Offering



CPO = Charge Point Operator

CPMS = Charge Point Management System

OEM = Original Equipment Manufacturer

Retail Your Way

Enterprise

Global Specialty
Retail

Retail Pro



Partners

Payment
Processing



SMBs

Self Service &
Ordering



Retail SMB



“Simplicity”
Offering



Modular Solutions for Any Hospitality Business

Check-in

EV Charging

Micro Market

Coffee Machine

Gym Access

Laundry



Financials

Complete End-To-End Solution Locks in Customers to Secure Solid Recurring Revenue

“Customer Lock In”

1. Hardware



VPOS Touch



Onyx



VPOS Media



Nova Market

- All-in-one cashless card reader and telemetry device
- Purchase fee per sold connected POS

Competitive Price to Attract Customers

Recurring Revenue

2. SaaS



- SaaS management system for enhanced business optimization
- Monthly subscription fee (SaaS) per connected POS

**71%
Recurring Revenue**

3. Processing Fee



- Global, localized cashless payment acceptance for maximized conversion
- Full payment suite – EMV Payments, Prepaid System, Payments API APMs, Licensed financial institution
- Processing fee as % of transaction value

**2.73%
Payment
Take Rate ⁽¹⁾ ⁽²⁾**

**129%
Dollar Based Net
Retention Rate ⁽³⁾**

(1) Fee charged per payment transaction.

(2) Take rate for the period excludes certain gateway fees included in processing revenue and not reflected in our total transaction value

(3) NRR based on SaaS revenue and payment processing fees. Please refer to the Appendix for the definition of NRR

Q4 2024 Key Highlights

Strong growth

- **Revenue** increased 34% to \$89.0 million, driven by both new and existing customer expansion.
- **Recurring revenue** grew 49% to \$62.9 million and represented 71% of total revenue.

KPIS

- **Total transaction value** increased 33% to \$1.3 billion.
- **Managed and connected devices** increased 21% to 1.26 million.
- **Number of customers** increased 32% to more than 95,000.

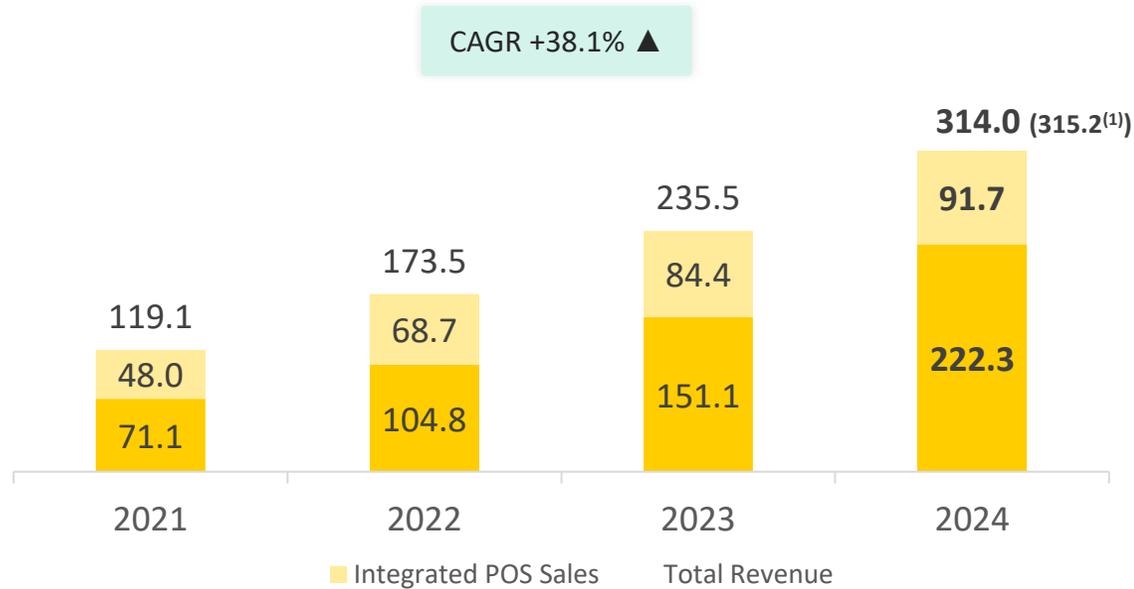
Profitability

- **Gross profit margin** increased significantly to 46.1% from 39.9%, driven primarily by reduction in processing costs and improved hardware margin.
- **Adjusted EBITDA** ⁽¹⁾ was \$12.8 million, representing a margin of 14.4% of total revenue. This was an improvement of \$8.8 million compared to the prior year.

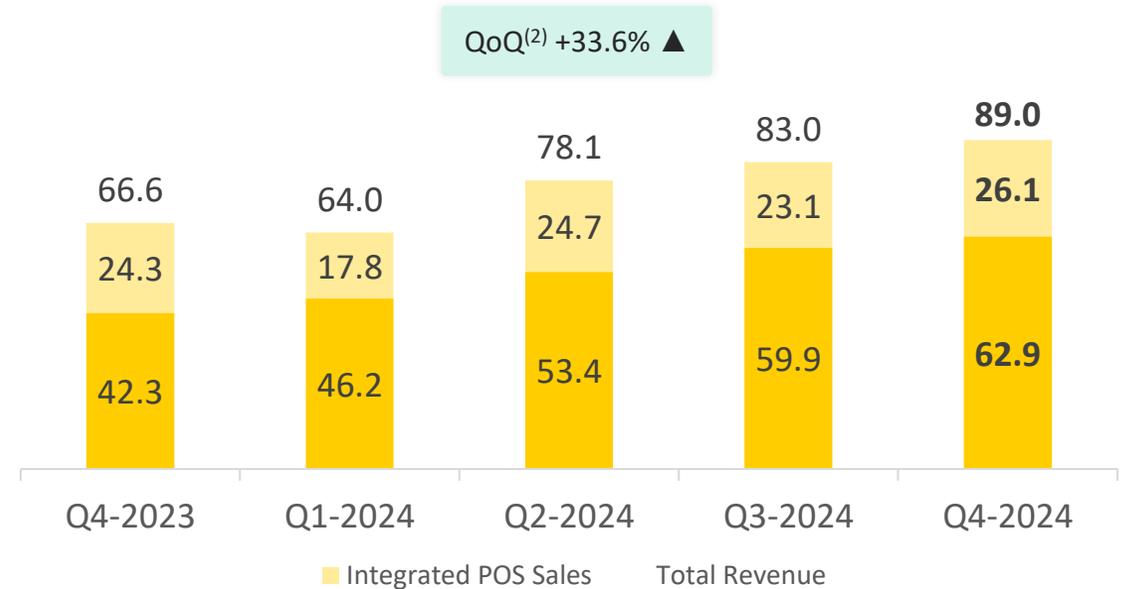
(1) Adjusted EBITDA is a non-IFRS financial measure. Please refer to the Appendix for a definition of Adjusted EBITDA and for a reconciliation of Adjusted EBITDA to the most directly comparable IFRS measure.

Rapid and Sustainable Revenue Growth

Annual Revenue (\$M)



Quarterly Revenue (\$M)



Highlights for the year

- 2024 revenue grew 33% to \$314.0 million, and 34% to \$315.2 million on a constant currency ⁽¹⁾ basis YoY
- Overall revenue driven by very strong recurring revenue growth of 47% and 9% of integrated POS sales YoY
- Recurring revenue of \$222.3 million represented 71% of total revenue in 2024 compared to 64% in 2023

Highlights for the quarter

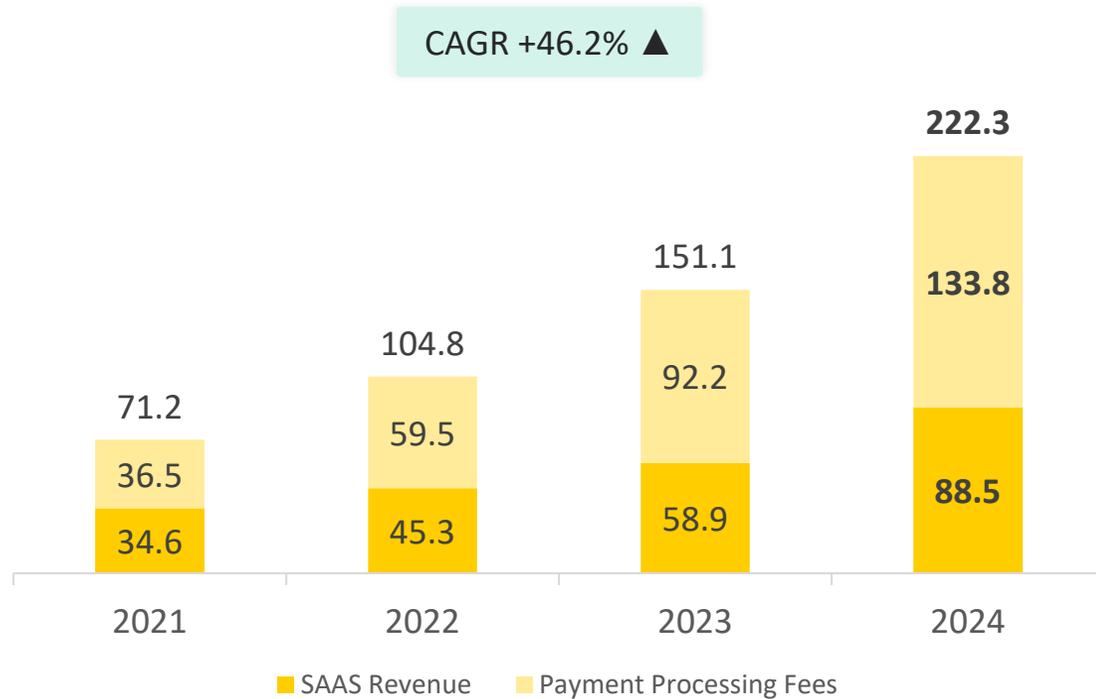
- Q4 2024 growth was strong at 34% QoQ primarily driven by continued recurring revenue growth of 49% YoY including contribution of our recent VM Tecnologia, Roseman and Retail Pro acquisitions
 - Payment processing fees increased 45%
 - SaaS revenue increased 55%

(1) Constant currency basis. Please refer to the Appendix for a definition of constant currency

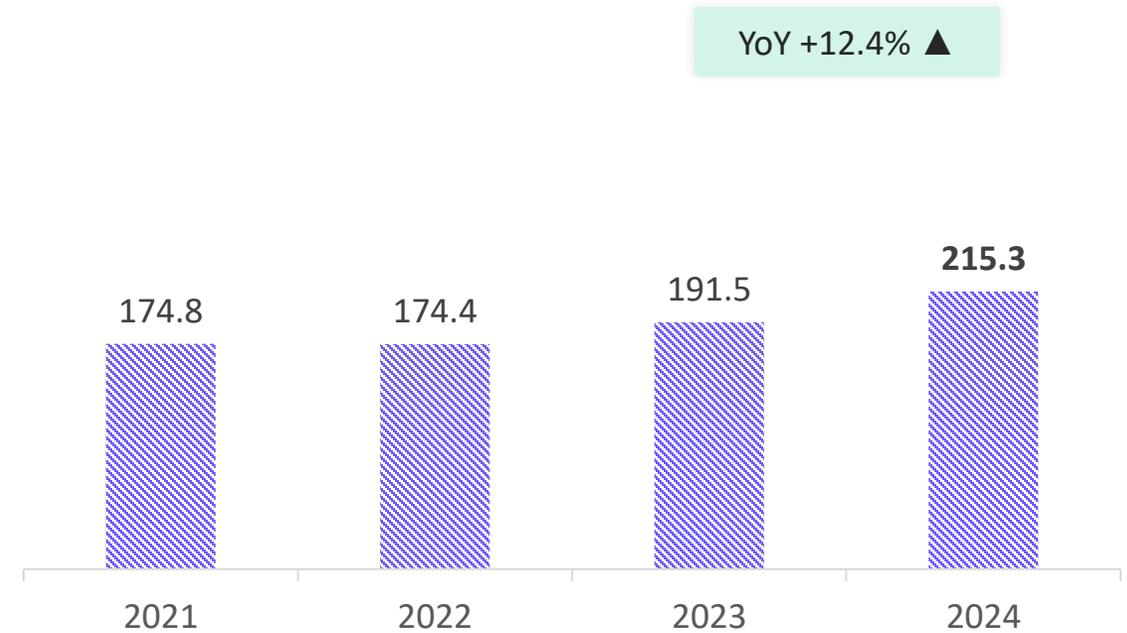
(2) Q4 2024 v Q4 2023

Recurring Revenue & ARPU

Annual Recurring Revenue (\$M)



Annual ARPU ⁽¹⁾ per Connected Devices ⁽²⁾ (\$)

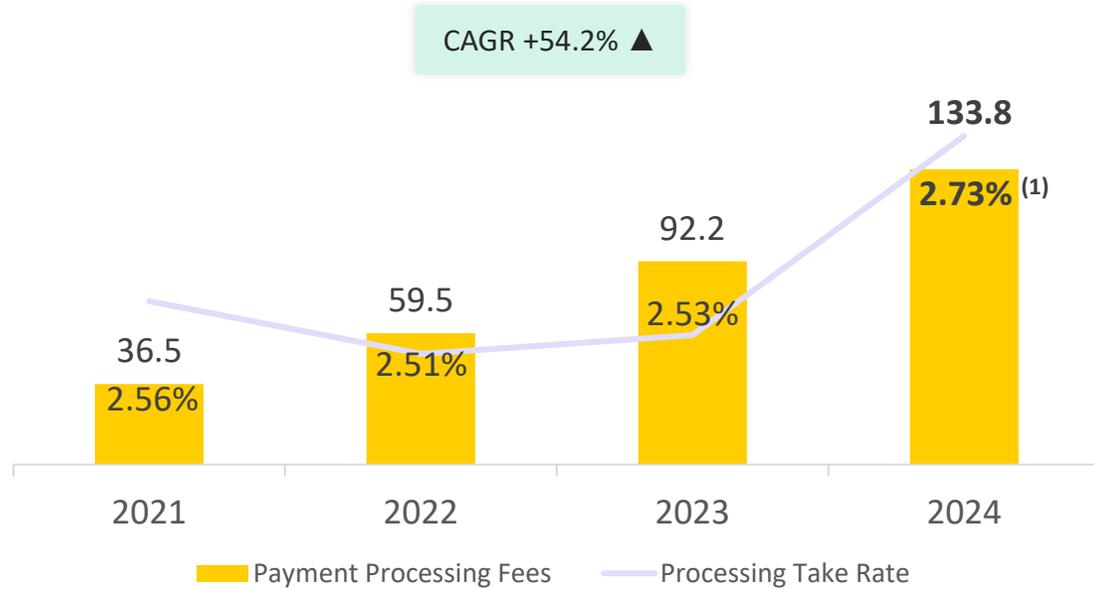


(1) Average revenue per unit is calculated using recurring revenue divided by the number of connected devices over a 12 month trailing period. Please refer to the Appendix for a definition of ARPU

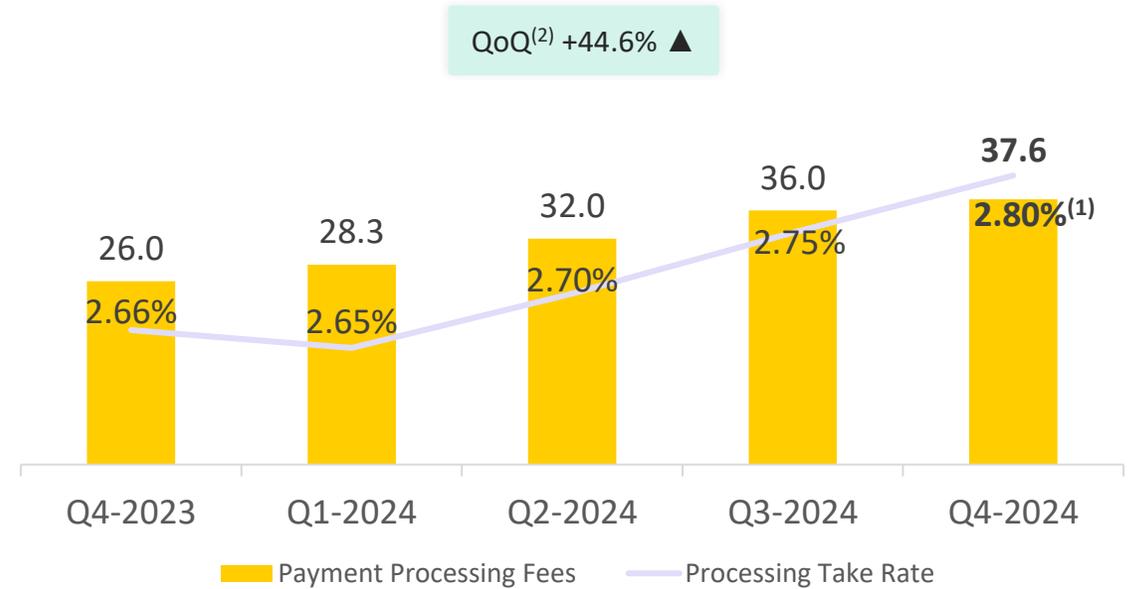
(2) Devices that are integrated with our platform services. Please refer to the Appendix for a definition of connected devices

Processing Revenue & Take Rate

Annual Processing Revenue (\$M)



Quarterly Processing Revenue (\$M)



Highlights for the year

- Payment processing fees increased by 45% YoY in 2024
- Processing take rate increased to 2.73% from 2.53% driven by a shift in regional and vertical mix
- Transaction value increased to \$4.9bn from \$3.6bn
- Number of transactions increased to 2.4bn from 1.8bn

Highlights for the quarter

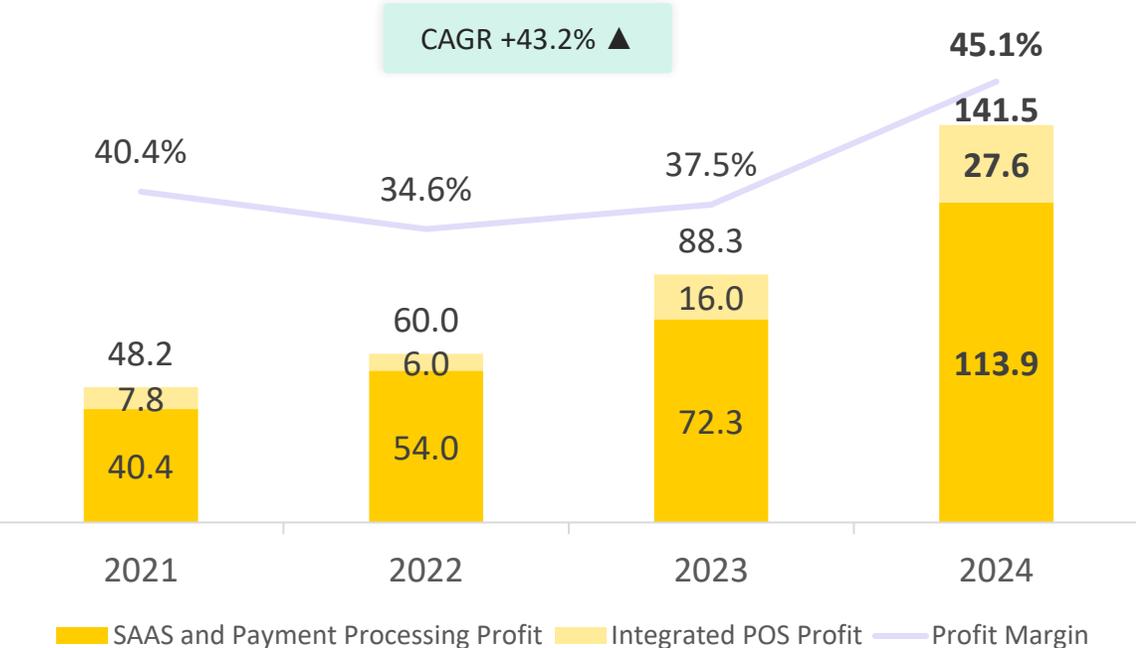
- Steady quarterly improvement in processing take rate
- Transaction value increased to \$1.3bn from \$975m
- Number of transactions increased to 646m from 511m

(1) Take rate for the period excludes certain gateway fees included in processing revenue and not reflected in our total transaction value

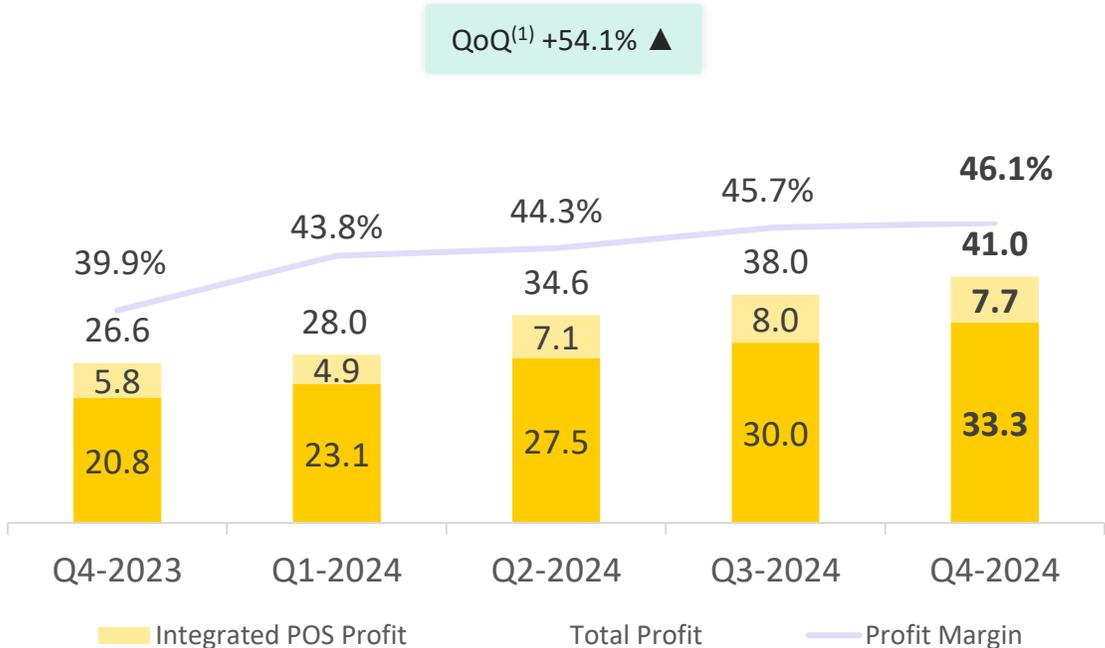
(2) Q4 2024 v Q4 2023

Continued Gross Profit Expansion

Annual Gross Profit (\$M)



Quarterly Gross Profit (\$M)



Highlights for the year

- Significant increase in gross margin to 45.1% driven by the improvement in operational efficiencies and continued streamlining of supply chain as well as the reduction in processing costs
- Integrated POS margin improved to 30.1% from 18.9%, while payment processing margin increased to 34.0% from 29.1% compared to prior year

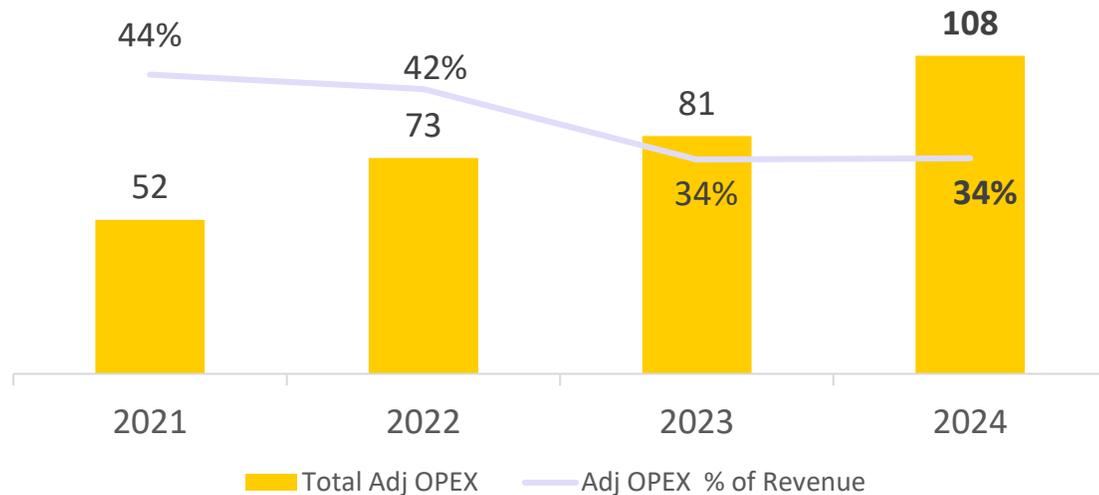
Highlights for the quarter

- Gross margin of 46.1% from 39.9% in last year’s quarter mainly due to
 - Integrated POS margin increased to 29.4% from 23.6%
 - Payment processing margin increased to 36.3% from 32.2%
 - The increasing shift towards higher margin recurring revenue

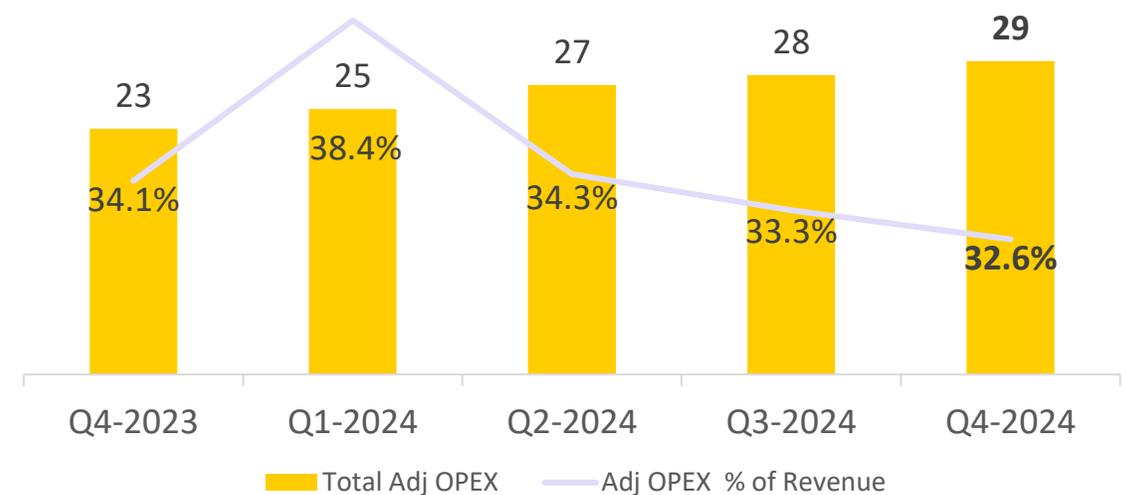
(1) Q4 2024 v Q4 2023

Disciplined Cost Management Reflected in Adjusted OPEX Margin

Annual Adjusted OPEX⁽¹⁾ (\$M)



Quarterly Adjusted OPEX⁽¹⁾ (\$M)



Highlights for the year

- Continuous improvement in adjusted OPEX as a percentage of revenue to 34% reflects increasing operating leverage in the business

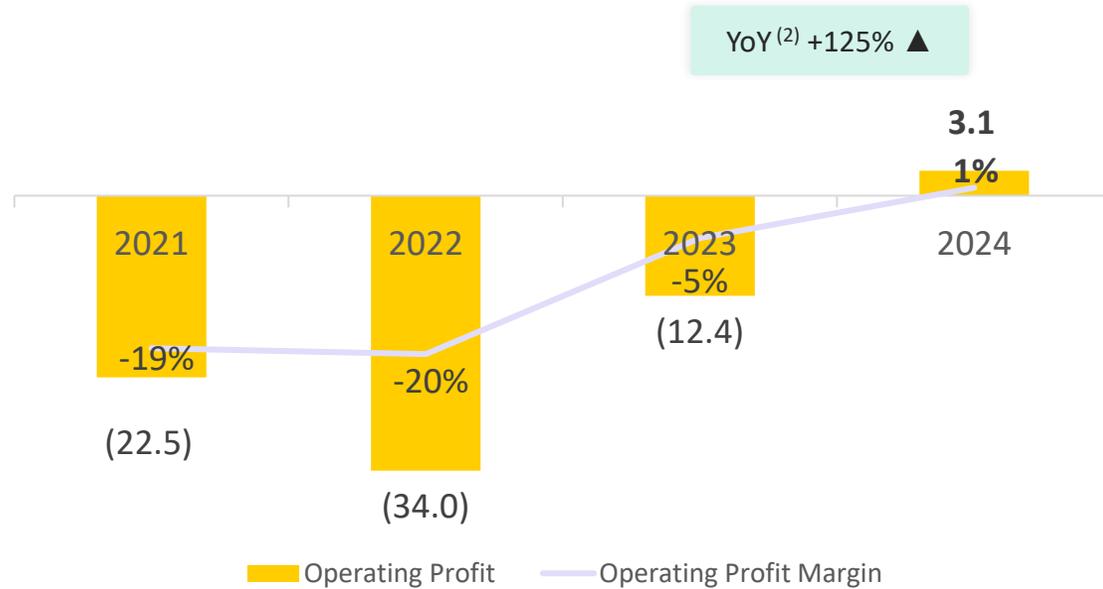
Highlights for the quarter

- Adjusted OPEX as a percentage of revenue improved sequentially throughout the year to 32.6% from continued scaling of the business, disciplined cost management and successful integration of acquisitions

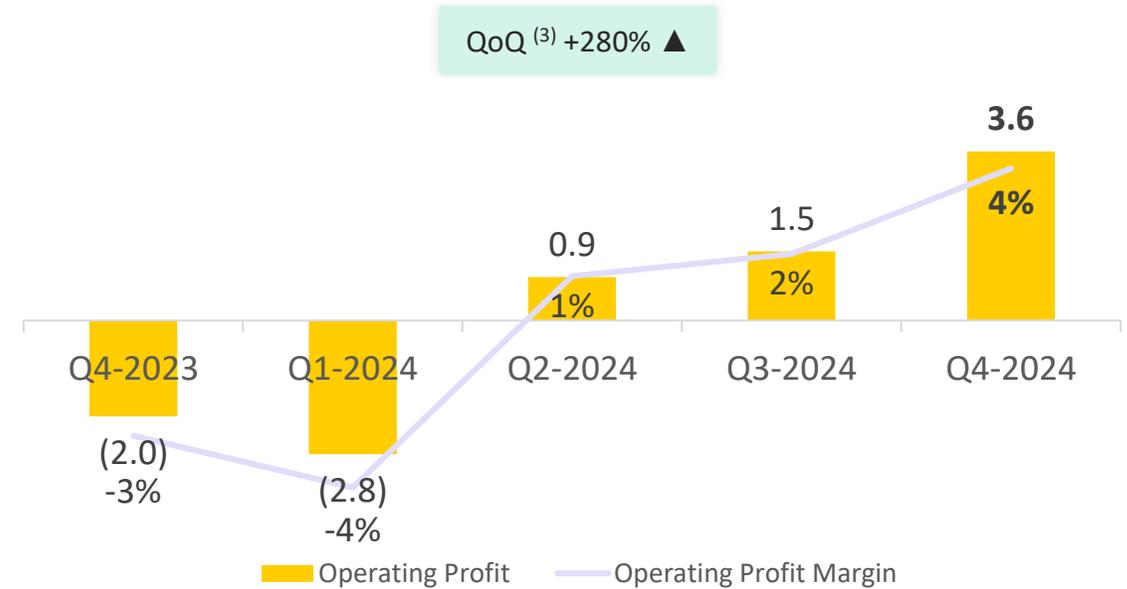
(1) Adjusted OPEX is a non-IFRS financial measure. Please refer to the Appendix for a reconciliation of Adjusted OPEX to the most directly comparable IFRS measure.

Improving Profitability from Operating Leverage

Annual Operating Profit⁽¹⁾ (\$M)



Quarterly Operating Profit⁽¹⁾ (\$M)



Highlights for the year

- We achieved positive operating profit of \$3.1 million dollars for the year, an improvement of \$15.5 million dollars from an operating loss of \$12.4 million dollars

Highlights for the quarter

- Operating profit reached \$3.6 million dollars compared to an operating loss of \$2 million dollars in the same period last year

(1) % Operating Profit out of revenue

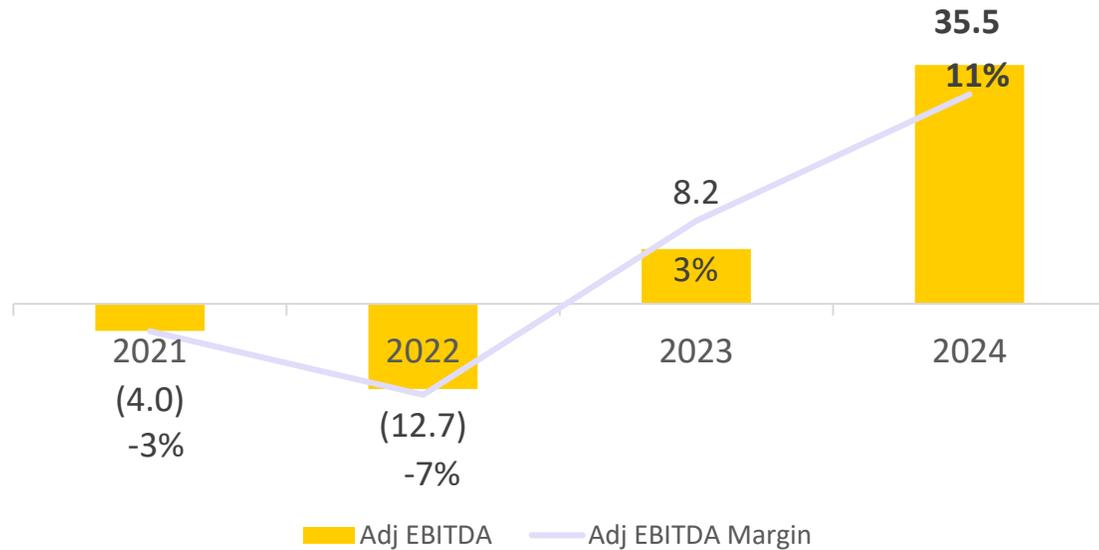
(2) Full year 2024 v full year 2023

(3) Q4 2024 v Q4 2023

Efficiently Scaling the Business & Driving Margin Expansion

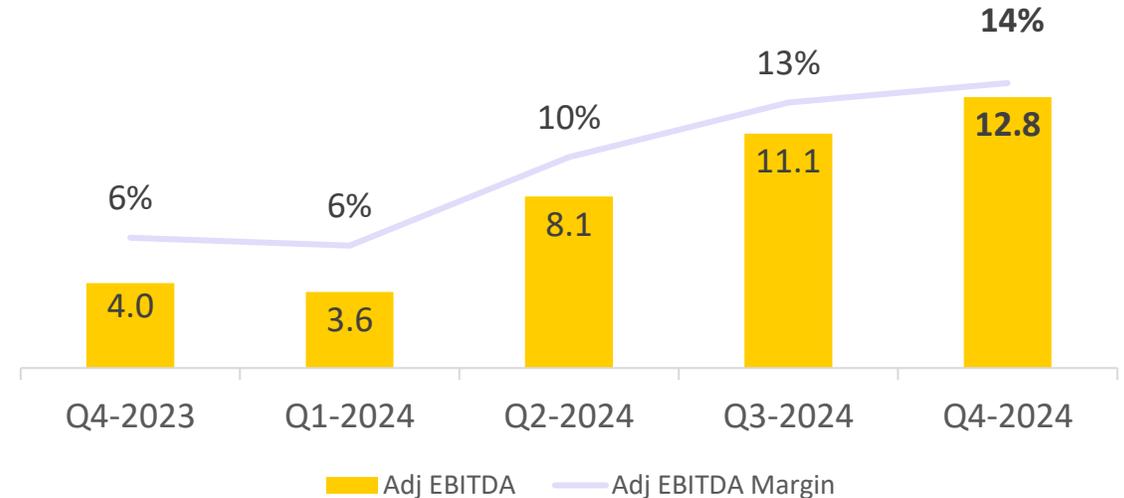
Annual Adj EBITDA⁽¹⁾ (\$M)

YoY⁽²⁾ +332.9% ▲



Quarterly Adj EBITDA⁽¹⁾ (\$M)

QoQ⁽³⁾ +220% ▲



Highlights for the year

- Adjusted EBITDA of \$35.5 million in 2024 increased significantly from \$8.2 million in 2023, an improvement of \$27.3 million
- This impressive growth demonstrated solid operating leverage as a result of profitable expansion, improving gross & operating margins, while strategically investing in growth opportunities

Highlights for the quarter

- Adjusted EBITDA of \$12.8 million in Q4 2024 increased significantly from \$4.0 million in Q4 2023, an improvement of \$8.8 million
- Stark sequential improvement beginning Q1 2024 driven by continued streamlining of costs, efficiencies and the successful integration of recent acquisitions

(1) % Adjusted EBITDA out of revenue. Adjusted EBITDA is a non-IFRS financial measure. Please refer to the Appendix for a definition of Adjusted EBITDA and for a reconciliation of Adjusted EBITDA to the most directly comparable IFRS measure.

(2) Full year 2024 v full year 2023

(3) Q4 2024 v Q4 2023

2025 Outlook⁽¹⁾

Metric	FY 2025
Revenue	\$410m - \$425m
Organic Revenue	At least 25%
Adjusted EBITDA ⁽²⁾	\$65m - \$70m
Free Cash Flow ⁽³⁾	At least 50% free cash flow conversion from adjusted EBITDA

Guidance Assumptions
<ul style="list-style-type: none"> Revenue is projected on a constant currency basis Customer demand continues to be strong Assumes no material changes in macroeconomic conditions

(1) The Company does not provide a reconciliation of forward-looking adjusted EBITDA to IFRS net income (loss) due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation, in particular, because special items such as finance expenses and Issuance and acquisition costs used to calculate projected net income (loss) vary dramatically based on actual events. Therefore, the Company is not able to forecast on an IFRS basis with reasonable certainty all deductions needed in order to provide an IFRS calculation of projected net income (loss) at this time. The amount of these deductions may be material and therefore could result in projected IFRS net income (loss) being materially less than projected adjusted EBITDA (non-IFRS).

(2) Adjusted EBITDA is a non-IFRS financial measure. Please refer to the Appendix for a definition of Adjusted EBITDA

(3) Free Cash Flow is a non-IFRS financial measure. Please refer to the Appendix for a definition of Free Cash Flow

2028 Outlook⁽¹⁾

2028 Outlook

Revenue Growth	Reaffirming 2028 outlook of 35% annual growth, driven by organic growth initiatives and strategic M&A
Gross Margin	Target of 50% Main drivers: as we continue to drive high margin SaaS revenues and operational efficiency.
Adjusted EBITDA⁽²⁾	Target of 30%

Guidance Assumptions

- Assumes no material changes in macroeconomic conditions
- Strong 2028 growth drivers with large addressable market and continued strong secular tailwinds.

(1) The Company does not provide a reconciliation of forward-looking adjusted EBITDA to IFRS net income (loss) due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation, in particular, because special items such as finance expenses and Issuance and acquisition costs used to calculate projected net income (loss) vary dramatically based on actual events. Therefore, the Company is not able to forecast on an IFRS basis with reasonable certainty all deductions needed in order to provide an IFRS calculation of projected net income (loss) at this time. The amount of these deductions may be material and therefore could result in projected IFRS net income (loss) being materially less than projected adjusted EBITDA (non-IFRS).

(2) Adjusted EBITDA is a non-IFRS financial measure. Please refer to the Appendix for a definition of Adjusted EBITDA

Appendix

IFRS to Non-IFRS Reconciliation

	Year ended (U.S. dollars in thousands)		
	Dec 31, 2024	Dec 31, 2023	Dec 31, 2022
Loss for the period	(5,631)	(15,887)	(37,509)
Finance expense, net	7,489	2,288	3,020
Tax expenses	1,247	1,215	451
Depreciation and amortization	21,370	12,505	9,028
EBITDA	24,475	121	(25,010)
Share-based payment costs	7,187	6,027	8,747
Employment benefit cost ⁽¹⁾	541	-	-
Non-recurring issuance and acquisition costs ⁽²⁾	2,023	444	1,790
Share of loss of equity method investee	1,270	1,555	1,794
ADJUSTED EBITDA	35,496	8,147	(12,679)

(1) Consists of other compensation arrangements provided to the shareholders of VMT.

(2) Consists primarily of (i) expenses incurred in connection with our listing on Nasdaq, (ii) professional fees and other expenses incurred in connection with our acquisitions, (iii) fees and expenses, other than underwriter discount and commissions, incurred in connection with our March 2024 underwritten public offering of 3,130,435 ordinary shares, (iv) settlement arrangement and legal expenses incurred in connection with and throughout the ICA's investigative process related to our acquisition of OTI.

IFRS to Non-IFRS Reconciliation

	Year ended (U.S. dollars in thousands)		
	Dec 31, 2024	Dec 31, 2023	Dec 31, 2022
Operating Cash	42,902	8,798	(27,547)
Capitalized development costs	(21,893)	(15,948)	(13,706)
Acquisition of property and equipment	(3,081)	(611)	(1,518)
Free Cash Flow	17,928	(7,761)	(42,771)

	Year ended (U.S. dollars in thousands)		
	Dec 31, 2024	Dec 31, 2023	Dec 31, 2022
OPEX	135,136	98,678	90,492
Stock Based Compensation	(6,830)	(5,775)	(8,376)
Depreciation & Amortization	(20,361)	(12,245)	(8,872)
ADJUSTED OPEX	107,945	80,658	73,244

IFRS to Non-IFRS Reconciliation

	Quarter ended (U.S. dollars in thousands)	
	Dec 31, 2024	Dec 31, 2023
Net income/(loss) for the period	1,646	(3,292)
Finance expense, net	1,171	932
Tax expenses	734	346
Depreciation and amortization	5,875	3,503
EBITDA	9,426	1,489
Share-based payment costs	1,240	1,763
Employment benefit cost ⁽¹⁾	203	-
Non-recurring issuance and acquisition costs ⁽²⁾	1,517	444
Share of loss of equity method investee	385	311
ADJUSTED EBITDA	12,771	4,007

(1) Consists of other compensation arrangements provided to the shareholders of VMT.

(2) Consists primarily of (i) expenses incurred in connection with our listing on Nasdaq, (ii) professional fees and other expenses incurred in connection with our acquisitions, (iii) fees and expenses, other than underwriter discount and commissions, incurred in connection with our March 2024 underwritten public offering of 3,130,435 ordinary shares, (iv) settlement arrangement and legal expenses incurred in connection with and throughout the ICA's investigative process related to our acquisition of OTI.

IFRS to Non-IFRS Reconciliation

	Quarter ended (U.S. dollars in thousands)	
	Dec 31, 2024	Dec 31, 2023
Operating Cash	17,008	4,582
Capitalized development costs	(6,435)	(3,698)
Acquisition of property and equipment	(1,296)	(270)
Free Cash Flow	9,277	614

	Quarter ended (U.S. dollars in thousands)	
	Dec 31, 2024	Dec 31, 2023
OPEX	35,534	27,845
Stock Based Compensation	(1,182)	(1,702)
Depreciation & Amortization	(5,378)	(3,427)
ADJUSTED OPEX	28,974	22,716

Key Definitions

Managed & Connected Devices

Devices that are operated by our customers.

Connected Devices

Devices that are integrated with our platform services, either sold or leased by us, enabling seamless connectivity, data exchange, and service management. These devices operate within our ecosystem, ensuring optimized performance and enhanced user experience.

Managed Devices

Third-party devices on which we provide a software solution, enabling functionality, monitoring, and management without direct ownership or control over the hardware.

Adjusted OPEX

Total OPEX excluding stock base compensation, depreciation and amortization

ARPU

A financial metric that measures the average recurring revenue generated per connected device over a 12 months trailing period.

End Customers

Customers that contributed to Nayax revenue in the last 12 months.

Existing Customer Expansion

Revenue generated within a given cohort over the years presented. Each cohort represents customers from whom we received revenue for the first time, in a given year.

Revenue Churn

The percentage of revenue lost as a result of customers leaving our platform in the last 12 months.

Dollar-based net retention rate

Measured as a percentage of Recurring Revenue from returning customers in a given period as compared to the Recurring Revenue from such customers in the prior period, which reflects the increase in revenue and the rate of losses from customer churn.

Recurring Revenue

SAAS revenue and payment processing fees.

Adjusted EBITDA

Adjusted EBITDA is a non-IFRS financial measure that we define as profit or loss for the period plus finance expenses, tax expense, depreciation and amortization, share-based compensation costs, non-recurring issuance and acquisition related costs and our share in losses of associates accounted for by the equity method.

Free Cash Flow

Net cash provided from operating activities minus capitalized development costs and acquisition of property and equipment.

Constant Currency

Nayax presents constant currency information to provide a framework for assessing how our underlying businesses performed excluding the effect of foreign currency rate fluctuations. Future expected results for transactions in currencies other than United States dollars are converted into United States dollars using the exchange rates in effect in the last month of the reporting period. Nayax provides this financial information to aid investors in better understanding our performance. These constant currency financial measures presented in this release should not be considered as a substitute for, or superior to, the measures of financial performance prepared in accordance with IFRS.



Thank You!

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