



First Quarter 2025
Earnings Supplement

May 13, 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 a variety of 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

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

Q1 2025 Highlights

Company Overview Q1 2025

Revenue

Q1 24: \$64.0M ▲ 27%

\$81.1M

\$81.8M ⁽¹⁾

Recurring revenue

Q1 24: \$46.2M ▲ 35%

\$62.2M

Gross Margin

Q1 24: 43.8% ▲ 5.4%

49.2%

Adj. EBITDA ⁽²⁾

Q1 24: \$3.6M ▲ 169%

\$9.7M

Transaction value processed

Q1 24: \$1.1B ▲ 18%

\$1.3B

Customers

Q1 24: 76K ▲ 31%

100K

Managed & connected devices

Q1 24: \$1.11M ▲ 20%

1.33M

Dollar-based net retention rate ⁽³⁾

128%

2.8%

Revenue churn ⁽⁴⁾



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(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.

Q1 2025 Key Highlights

Strong growth

- **Revenue** increased 27% to \$81.1 million, driven by both new and existing customer expansion
- **Recurring revenue** grew **35%** to \$62.2 million and represented **77%** of total revenue

KPIs

- **Number of customers** increased 31% to more than 100k
- **Total transaction value** increased 18% to \$1.3 billion
- **Total number of transactions** increased 20% to **650** million
- **Managed and connected devices** increased 20% to 1.33 million

Profitability

- **Gross Margin** increased significantly to 49.2% from 43.8%, driven by processing margin improvement, customer sales mix, and continuing optimization of our supply chain infrastructure
- **Adjusted EBITDA⁽¹⁾** increased to \$9.7 million, representing **12%** of total revenue. An improvement from **6%** of total revenue in Q1, 2024
- **Net Income** increased to \$7.2 million. Excluding a one-time gain related to the share purchase of Tigapo, net income would have been \$1.1 million, a significant improvement compared to a net loss of \$5.0 million in the prior year period

(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.

Business Highlights

Key Developments and Customer Success Stories



Launched VMfood, a comprehensive POS service designed for quick service restaurants in Brazil.



Introduced a new feature for the EV Kiosk, enabling drivers to access charging information via QR codes without apps or registration.

BTC POWER

Expanded partnership with BTC Power as the preferred payment technology partner for EV charging systems in North America.



Formed a strategic partnership to offer N-and's next-generation smart screens with Nayax's embedded payments.



Acquired Inepro Pay, distributor in the Benelux region.



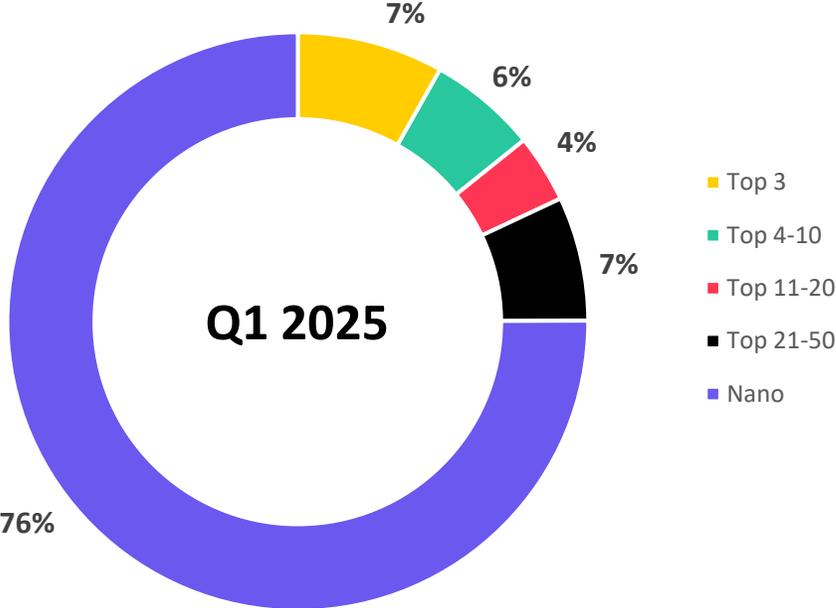
Completed a Notes and Warrants Offering on the Tel Aviv Stock Exchange.



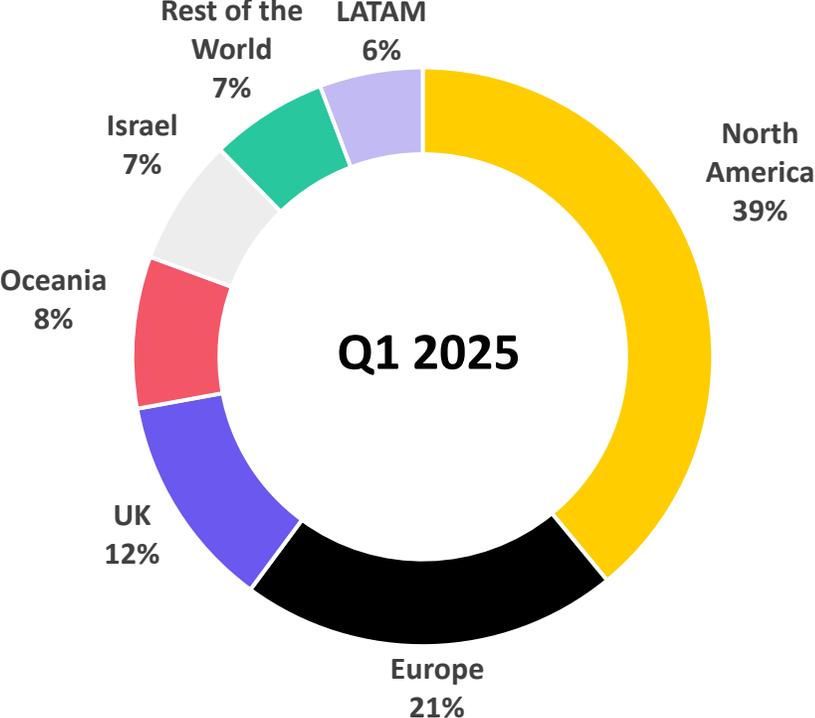
Chosen by ADINTE for a unique municipal tax payment vending machine, featuring Nayax payment devices.

Highly Attractive Customer Base And Global Reach

Low Customer Concentration



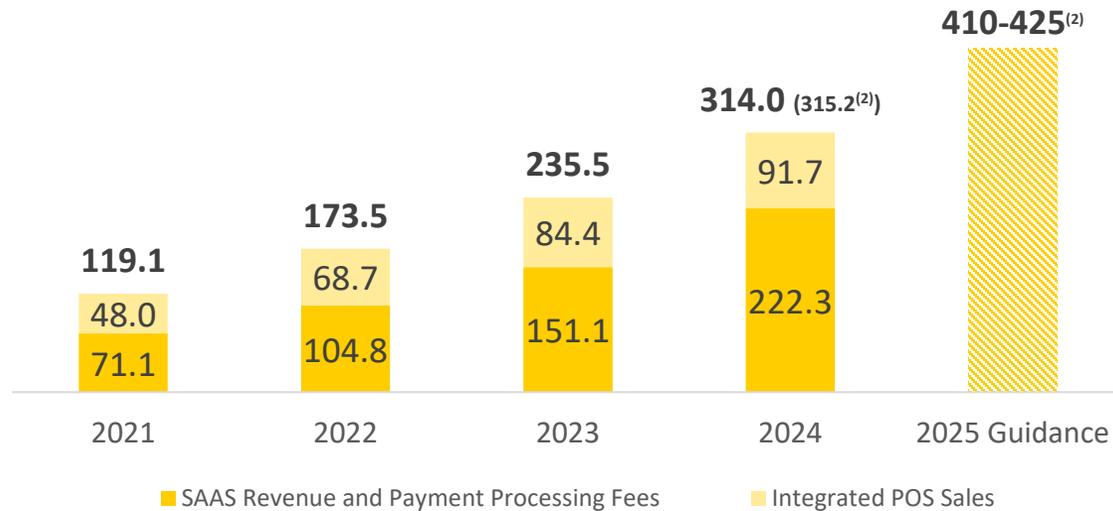
Global Revenue Diversification



Rapid and Sustainable Revenue Growth

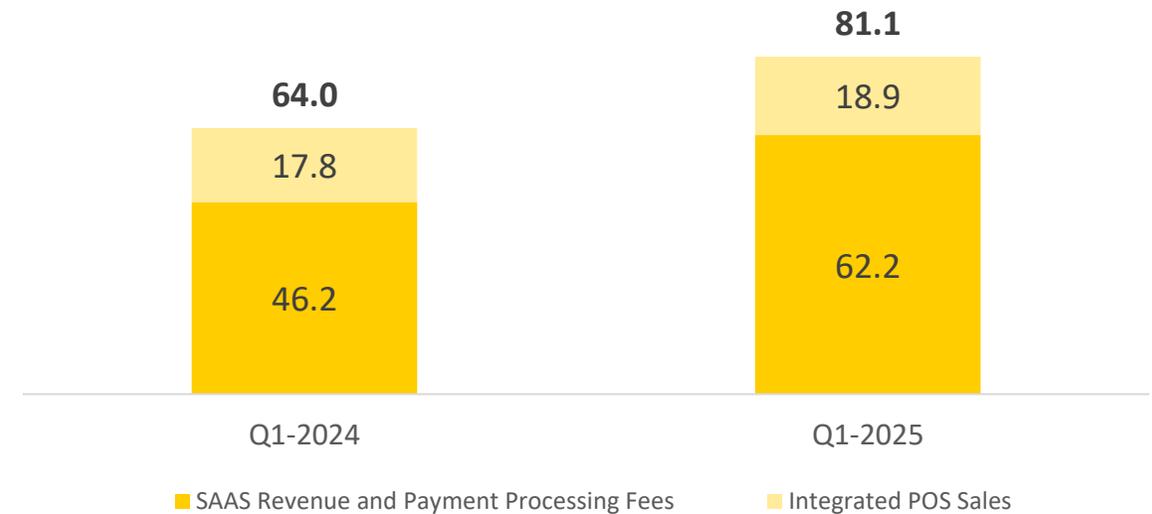
Annual Revenue (\$M)

CAGR⁽¹⁾ +38.1% ▲



Quarterly Revenue (\$M)

QoQ +26.7% ▲



Highlights for the year

- 2024 revenue grew 33% to \$314.0 million, and 34% to \$315.2 million on a constant currency ⁽²⁾ basis YoY
- 2025 Guidance is aligned with our 30%-35% growth assumptions.

Highlights for the quarter

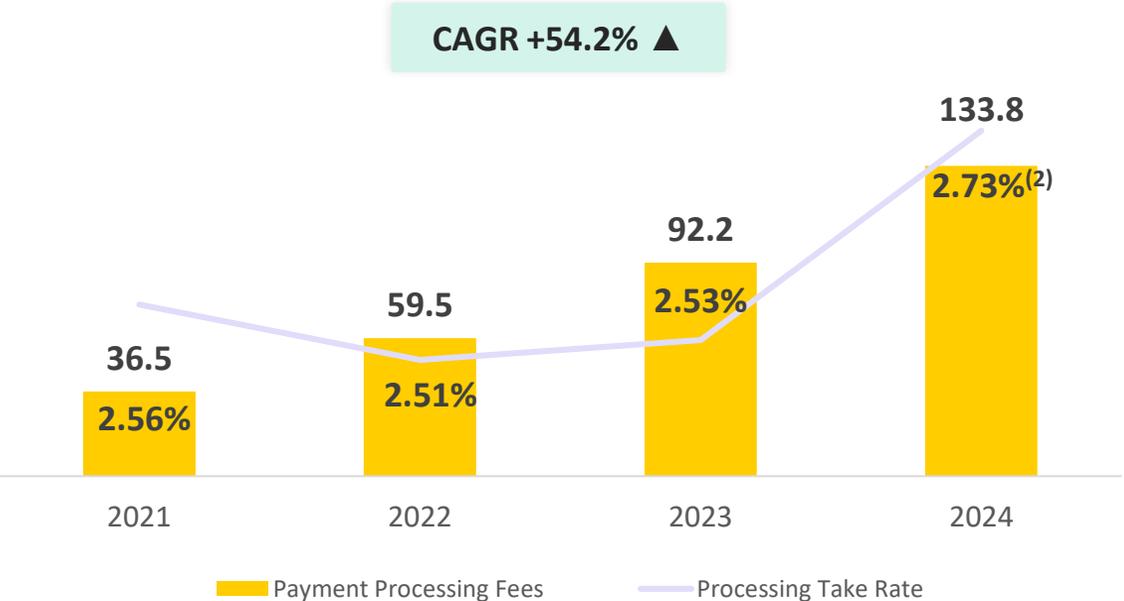
- Strong Q1 2025 growth of 26.7% QoQ with continued gain of market share, adding nearly 5,000 customers this quarter
- Recurring revenue increased by 35% compared to Q1 2024 and represented 77% of our total revenue in Q1 2025. Driven by strong expansion in the US, European, and the Brazilian markets
 - Payment processing fees increased 30%
 - SaaS revenue increased 42%

(1) 2024 v 2021

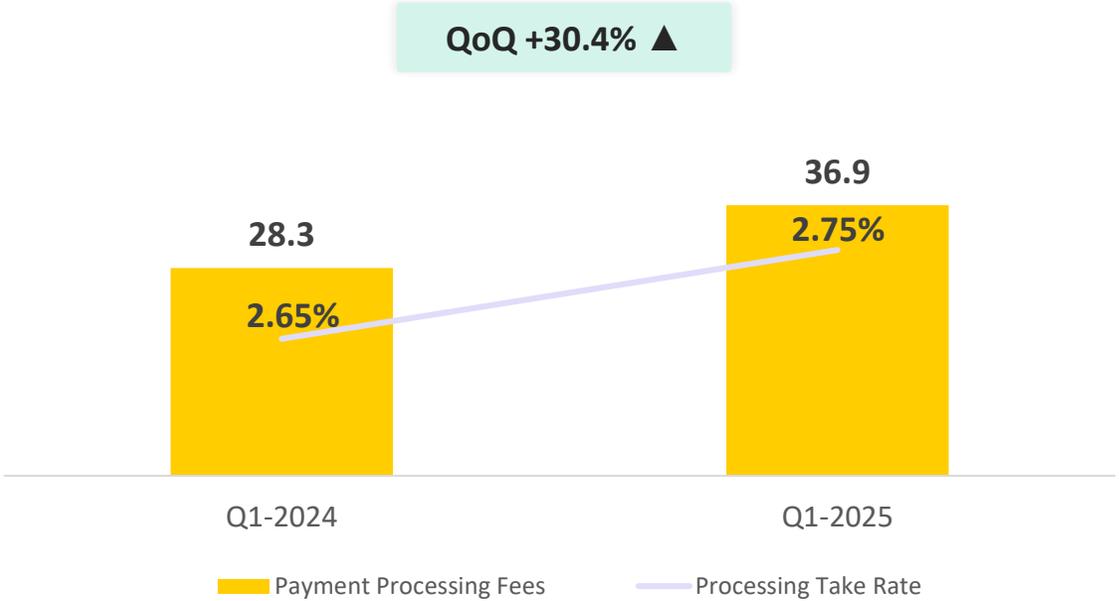
(2) Constant currency basis. Please refer to the Appendix for a definition of constant currency

Processing Revenue & Take Rate⁽¹⁾

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%⁽²⁾ from 2.53% driven by a shift in regional and vertical mix
- Transaction value increased to \$4.9 Billions from \$3.6 Billions
- Number of transactions increased to 2.4 Billions from 1.8 Billions

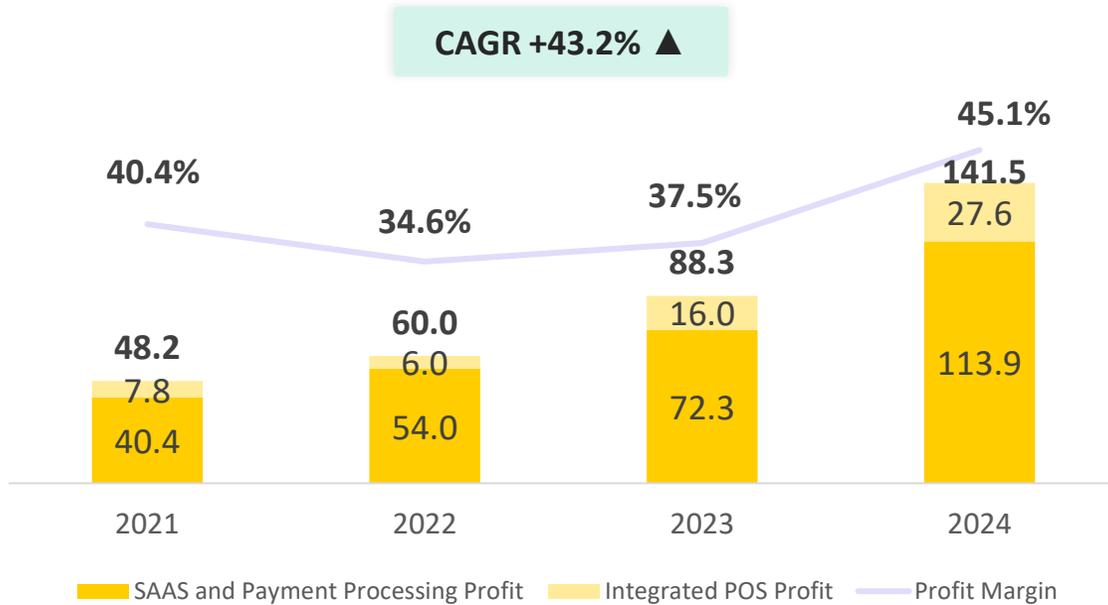
Highlights for the quarter

- 30% increase in processing revenue driven by:
 - 20% increase in our installed base of managed and connected devices
 - 18% increase in dollar transaction value
 - Higher take rate of 2.75%

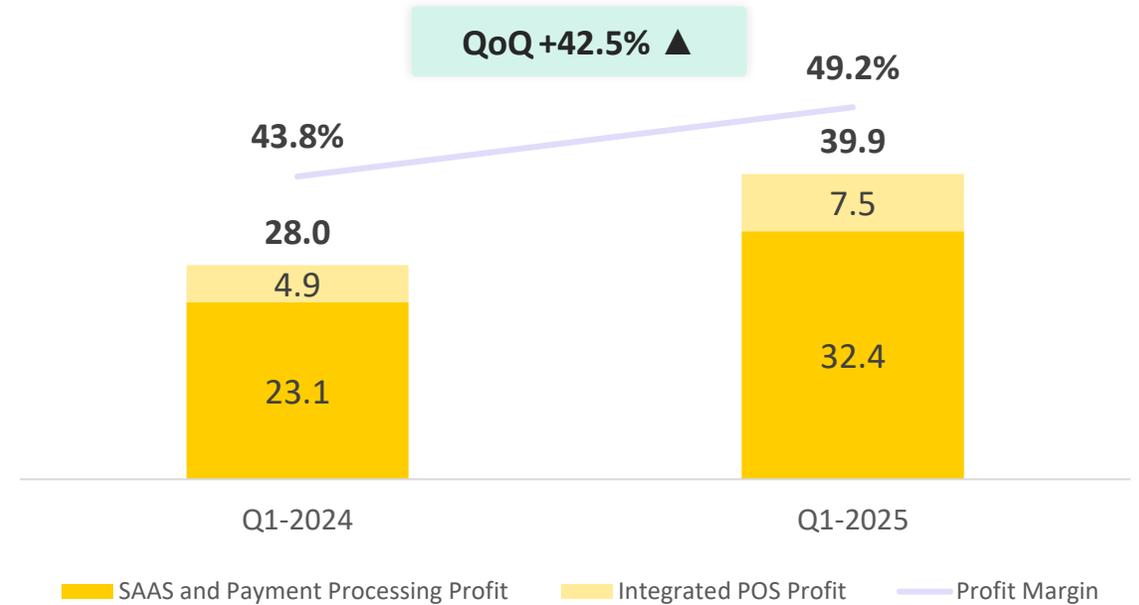
(1) Please refer to the Appendix for a definition of take rate
 (2) Take rate for the period excludes certain gateway fees included in processing revenue and not reflected in our total transaction value.

Continued Gross Profit Expansion

Annual Gross Profit (\$M)



Quarterly Gross Profit (\$M)



Highlights for the year

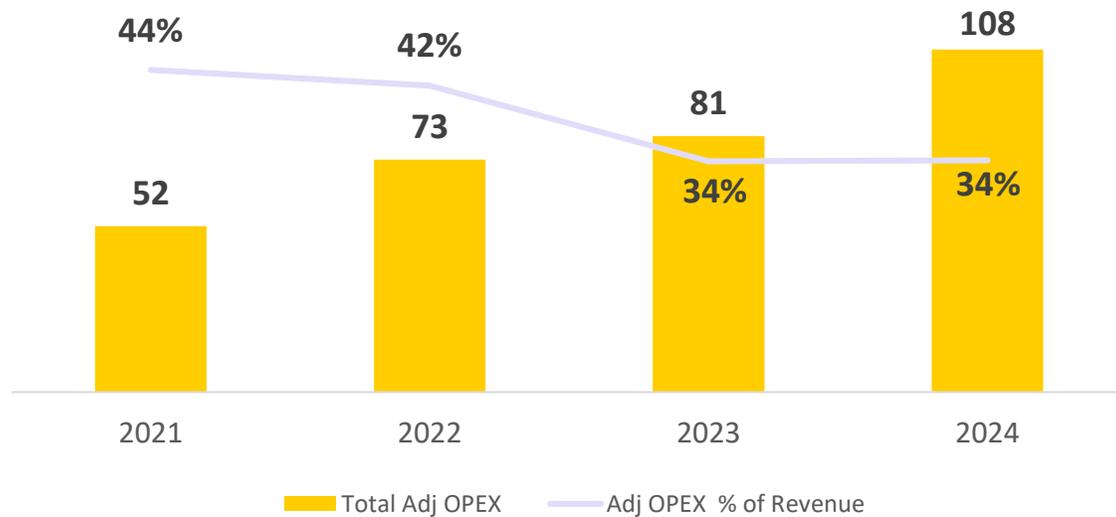
- Significant increase in gross margin to 45.1% driven by the improvement in operational efficiencies and continued streamlining of supply chain as well as the reduction in processing costs
- Integrated POS margin improved to 30.1% from 18.9%, while payment processing margin increased to 34.0% from 29.1%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

Highlights for the quarter

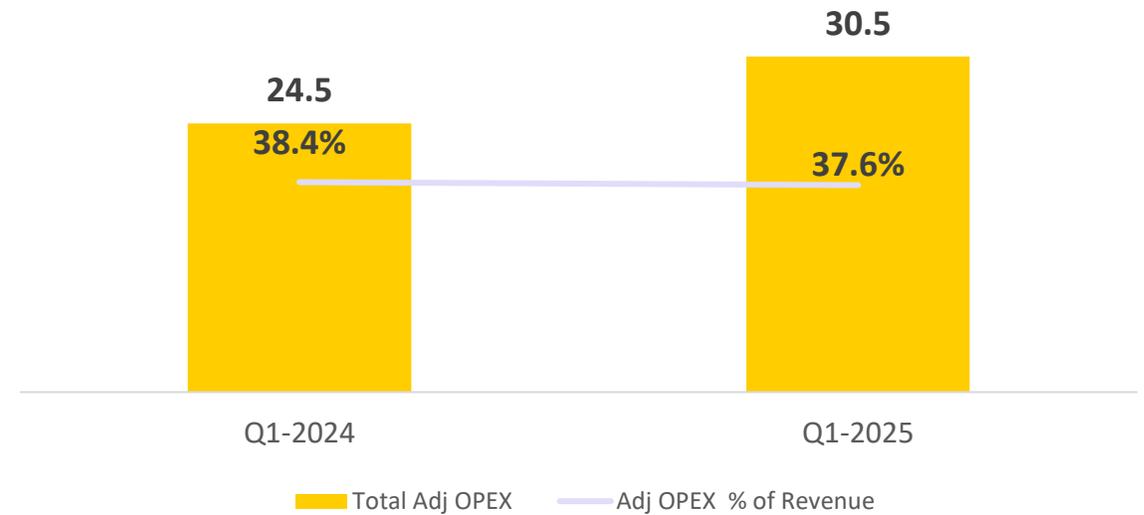
- Gross margin increased to 49.2% from 43.8% in last year's quarter mainly due to
 - Recurring margin increased to 52.1% from 50.1%, as we renegotiated key contracts with several bank acquirers and improved our smart-routing capabilities
 - Hardware margin increased significantly to 39.5%, compared to 27.3%. Driven by customer sales mix, the continuing optimization of our supply chain infrastructure, and better component sourcing and cost

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

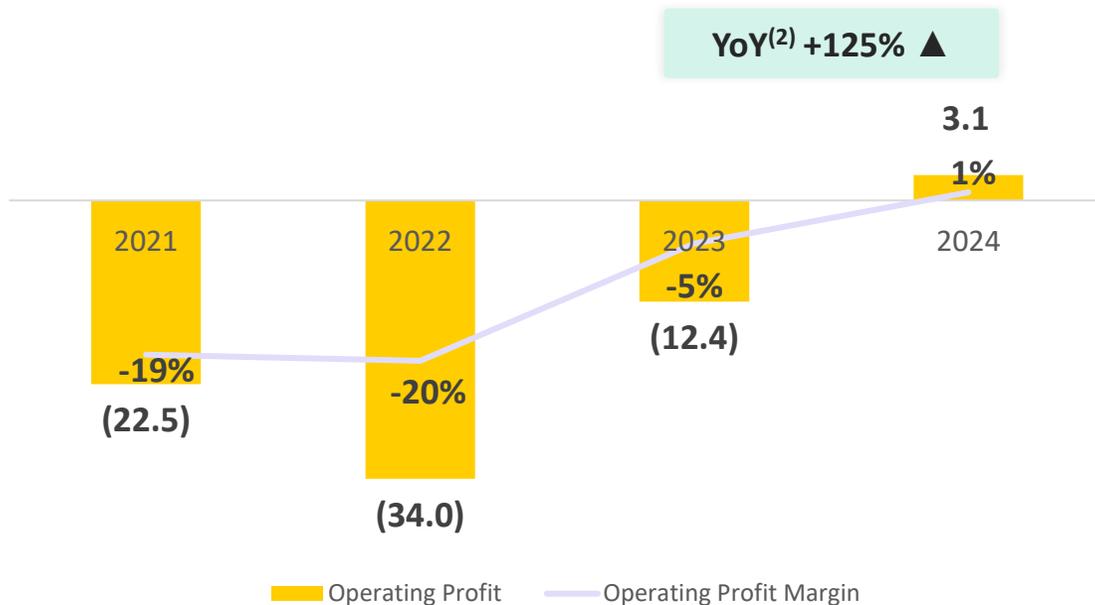
Highlights for the quarter

- Adjusted OPEX as a percentage of revenue was 37.6%, better than last year's first quarter and a testament to our disciplined cost management

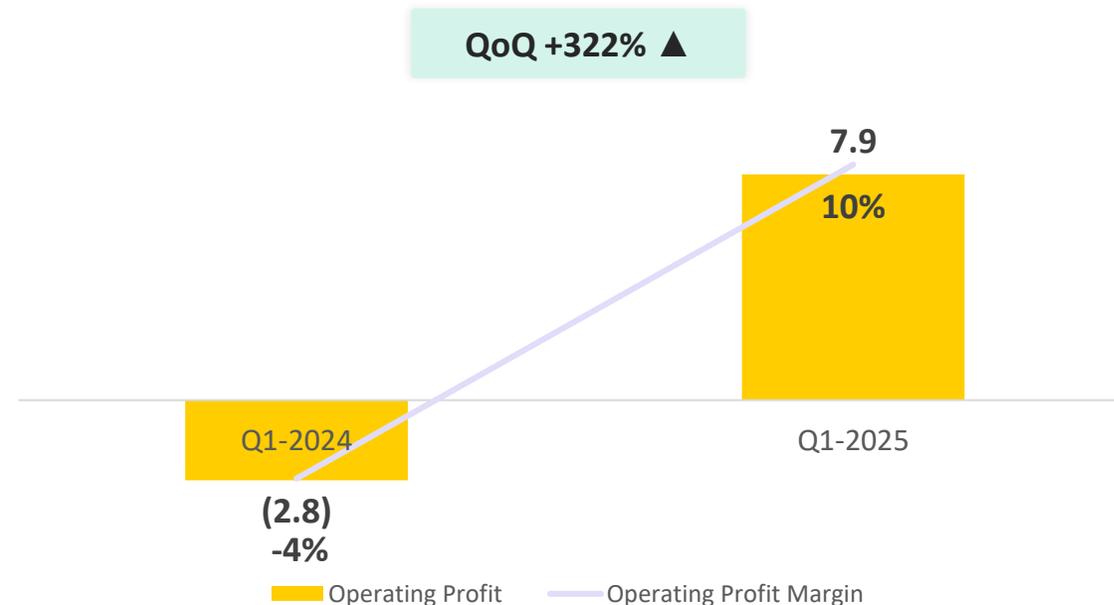
(1) Adjusted OPEX is a non-IFRS financial measure. Please refer to the Appendix for a reconciliation of Adjusted OPEX to the most directly comparable IFRS measure.

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 for the year, an improvement of \$15.5 million from an operating loss of \$12.4 million

Highlights for the quarter

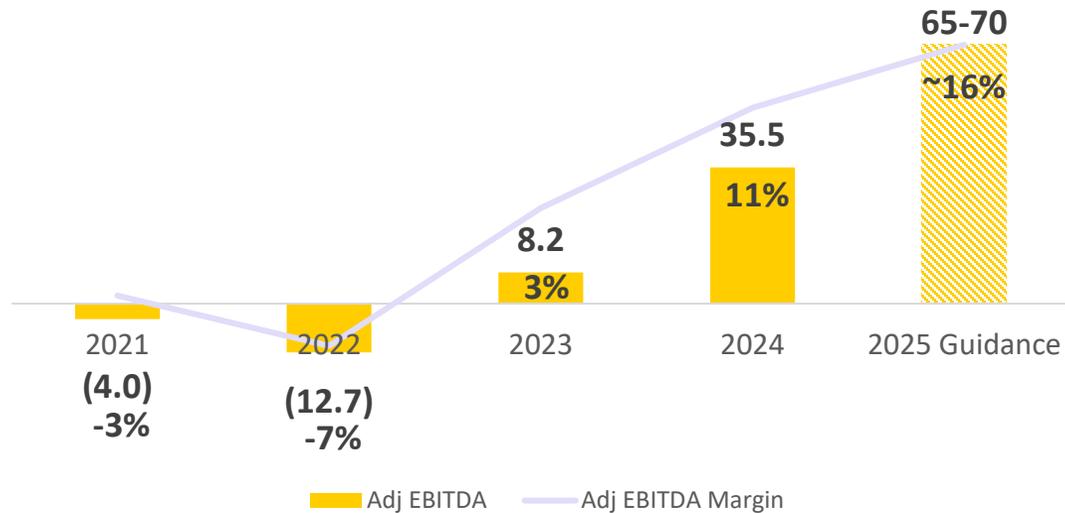
- Operating profit was \$7.9 million. Excluding a one-time gain associated with obtaining control of Tigapo (\$6.1 million in other income), operating profit would have been \$1.8 million a significant improvement from an operating loss of \$2.8 million in last year's first quarter

(1) % Operating Profit out of revenue
 (2) Full year 2024 v full year 2023

Efficiently Scaling the Business & Driving Margin Expansion

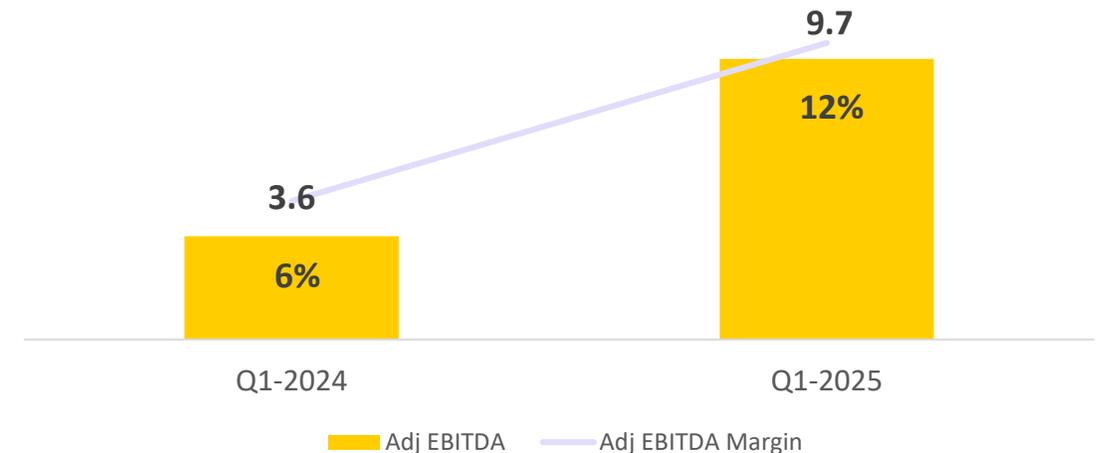
Annual Adj EBITDA⁽¹⁾ (\$M)

YoY⁽²⁾ +332.9% ▲



Quarterly Adj EBITDA⁽¹⁾ (\$M)

QoQ +169% ▲



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 increased to \$9.7 million, representing 12% of revenue, compared to 6% of revenue, a solid improvement of more than \$6.1 million compared to Q1 2024
- This improvement demonstrating the continuing scaling and operating leverage of the business

(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

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

- 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

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Appendix

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

**77%
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

**2.75%
Payment
Take Rate ⁽¹⁾**

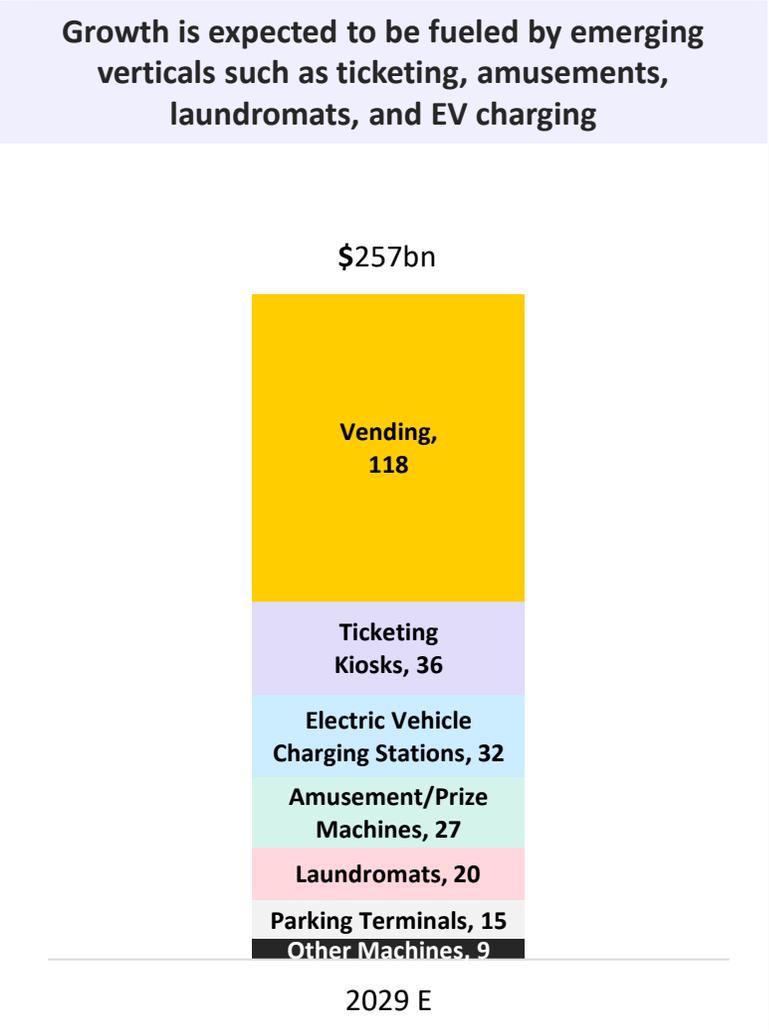
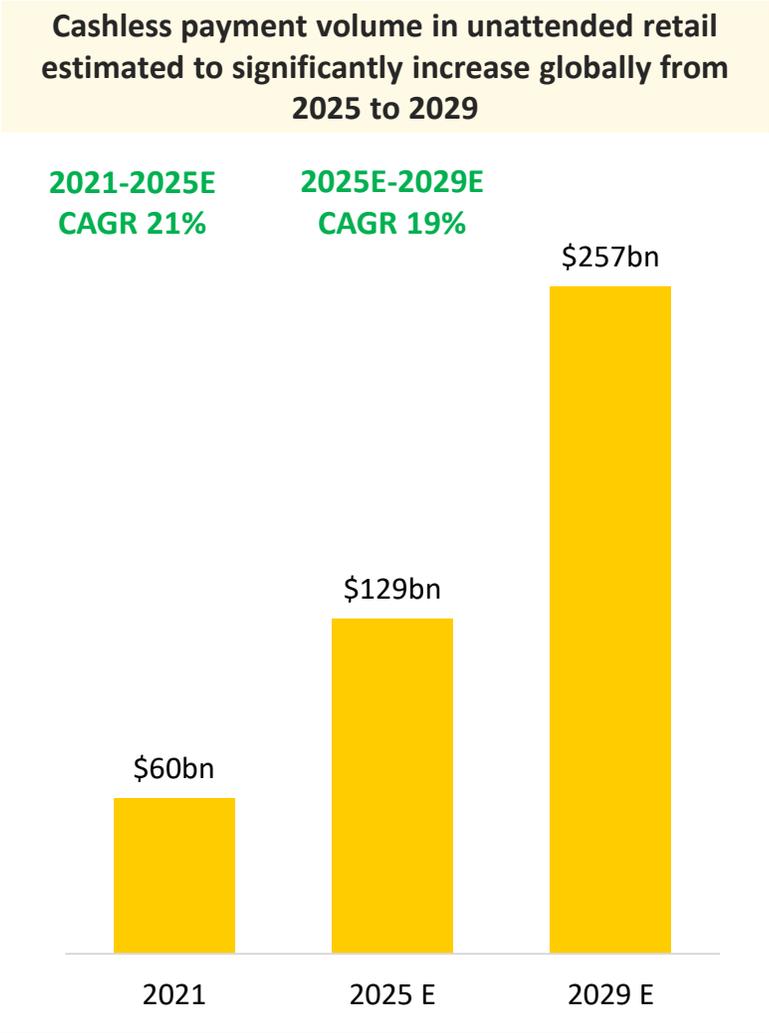
**128%
Dollar Based Net
Retention Rate ⁽²⁾**

(1) Please refer to the Appendix for a definition of take rate

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

Large Underpenetrated Core Market

with Long Runway for Increased Acceptance of Cashless



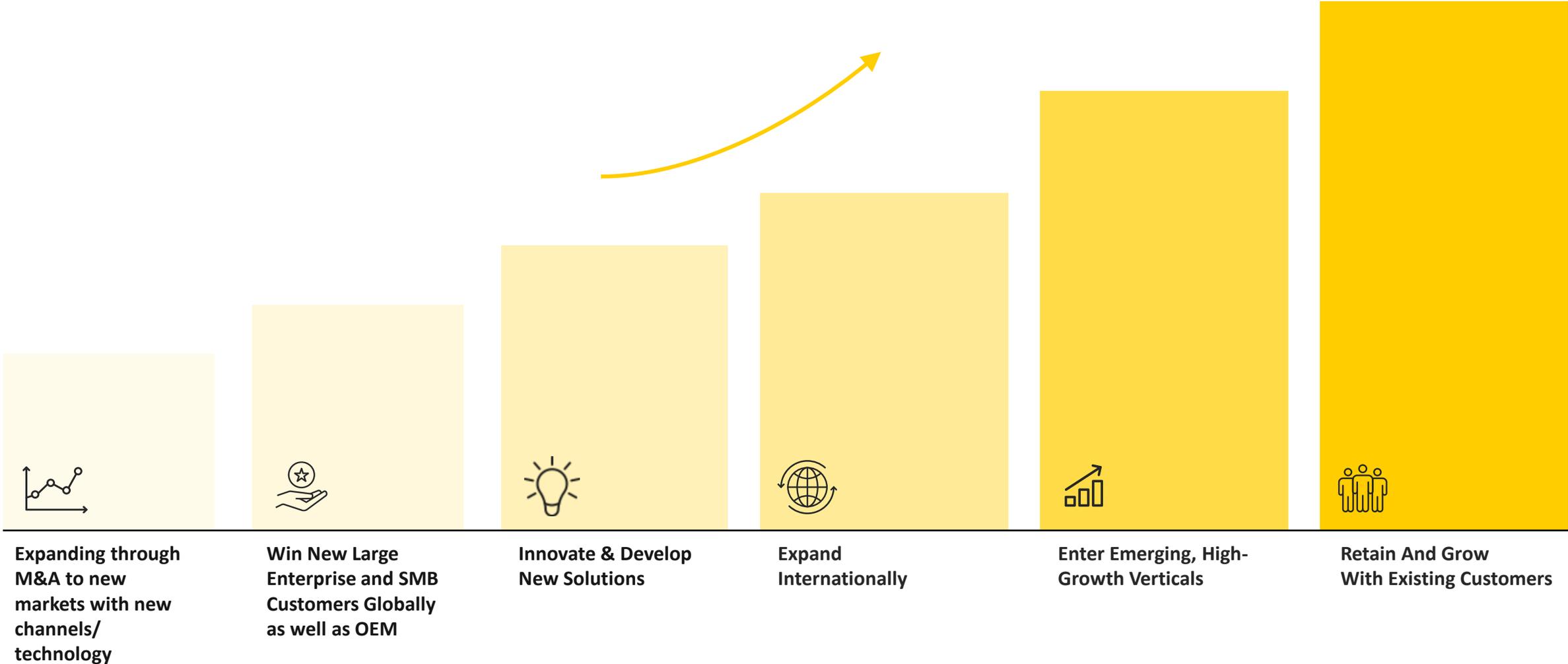
Cashless Transaction Value by Vertical

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

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



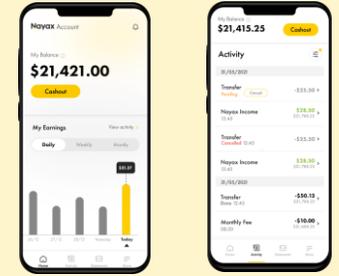
Management Platform



Loyalty & Marketing Solutions



Financing & Banking



Automated Self Service

Multiple unattended retail verticals



Energy & Mobility

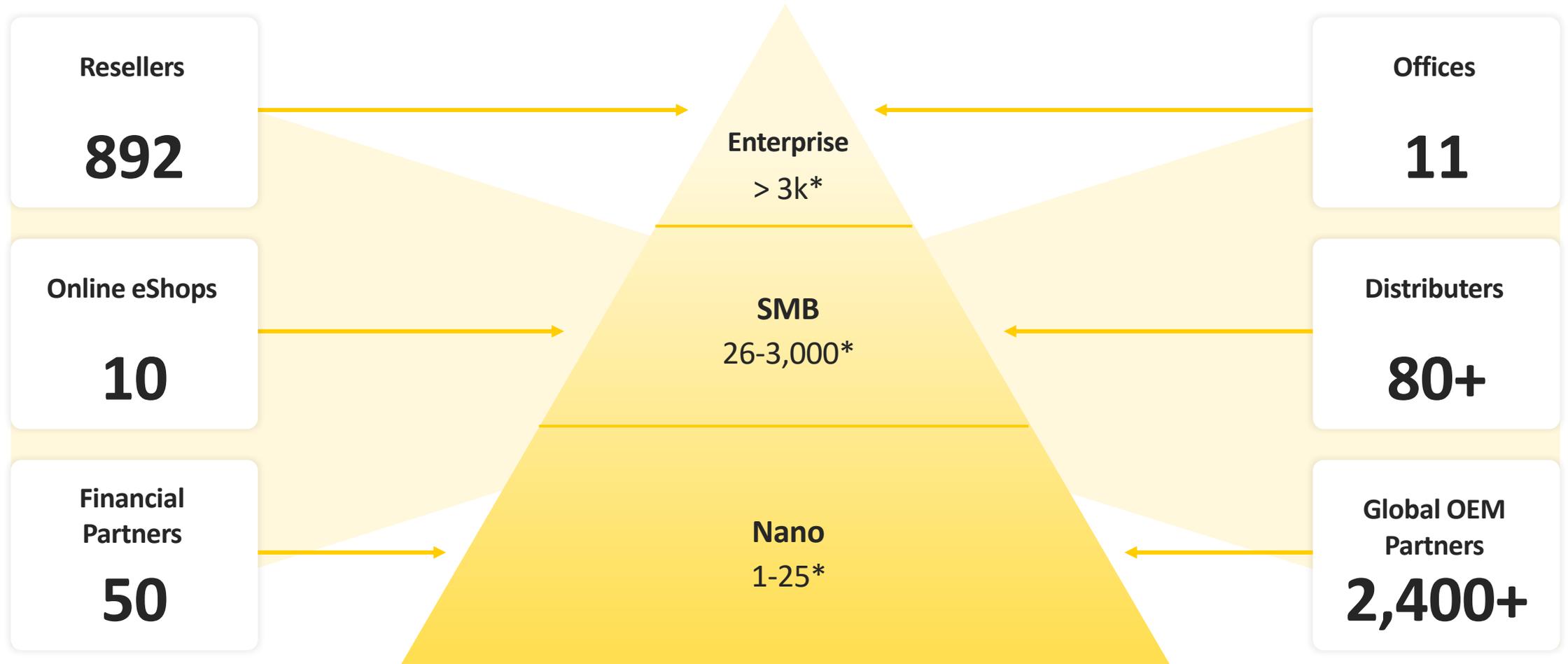
Complete electric vehicle charging & payment solutions



Hospitality & Retail

Robust solution for numerous retail verticals

Our Differentiated Go-To-Market Strategy



*POS

IFRS to Non-IFRS Reconciliation

	Quarter ended (U.S. dollars in thousands)	
	Mar 31, 2025	Mar 31, 2024
Net income/(loss) for the period	7,156	(4,956)
Finance expense, net	491	2,388
Income tax expense (benefit)	246	(239)
Depreciation and amortization	5,721	4,518
EBITDA	13,614	1,711
Share-based payment costs	1,783	1,453
Employment benefit cost ⁽¹⁾	182	-
Other (income) expenses ⁽²⁾	(6,089)	128
Share of loss of equity method investee	226	290
ADJUSTED EBITDA	9,716	3,582

(1) Other compensation arrangements provided to the shareholders of VMT

(2) Primarily gain recognized from remeasurement an equity accounted investee, upon obtaining control of Tigapo and fees and expenses, other than underwriter discount and commissions, incurred in connection with our March 2024 underwritten U.S. public offering

IFRS to Non-IFRS Reconciliation

	Quarter ended (U.S. dollars in thousands)	
	Mar 31, 2025	Mar 31, 2024
Operating Cash	1,289	140
Capitalized development costs	(6,226)	(4,371)
Acquisition of property and equipment	(796)	(160)
Free Cash Flow	(5,733)	(4,391)

	Quarter ended (U.S. dollars in thousands)	
	Mar 31, 2025	Mar 31, 2024
OPEX	37,881	30,376
Stock Based Compensation	(1,715)	(1,351)
Depreciation & Amortization	(5,499)	(4,495)
Employment Benefit Cost ⁽¹⁾	(182)	-
ADJUSTED OPEX	30,485	24,530

(1) Other compensation arrangements provided to the shareholders of VMT

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

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.

Take Rate

Payment service providers typically take a percentage of every transaction in exchange for facilitating the movement of funds from the buyer to the seller. Take rate % (payments) is calculated by dividing the Company's processing revenue by the total dollar transaction value in the same quarter

Recurring Revenue

SAAS revenue and payment processing fees.

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.

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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