



# HiPay

H1-2020 results  
September 17th 2020

# Disclaimer

- The consolidated financial statements as at June 30, 2020 were approved by the Board of Directors on September 15, 2020 and are subject to a limited review by the company's auditors.
- The figures in this presentation are unaudited.
- The half-yearly financial report and the auditors' report will be made available on the company's website.
- This presentation does not constitute an offer to sell or a solicitation of an offer to buy HiPay Group shares.
- This presentation may contain some forward-looking statements. Although HiPay Group considers that these statements are based on reasonable statements on the publication date of this release, they are by their very nature subject to risks and uncertainties that could cause the actual results to differ from those indicated or projected in these statements. HiPay Group operates in a continually changing environment and new risks could potentially emerge. HiPay Group assumes no obligation to update these forward-looking statements, whether to reflect new information, future events or other circumstances
- If you wish to obtain more information about HiPay Group, please refer to our website [hipay.com](https://hipay.com), under the Investors heading.



## Agenda

- HiPay, a value added Payment Service Provider
- H1 2020 Key achievements
- H1 2020 Financial results
- H2 2020 Outlook

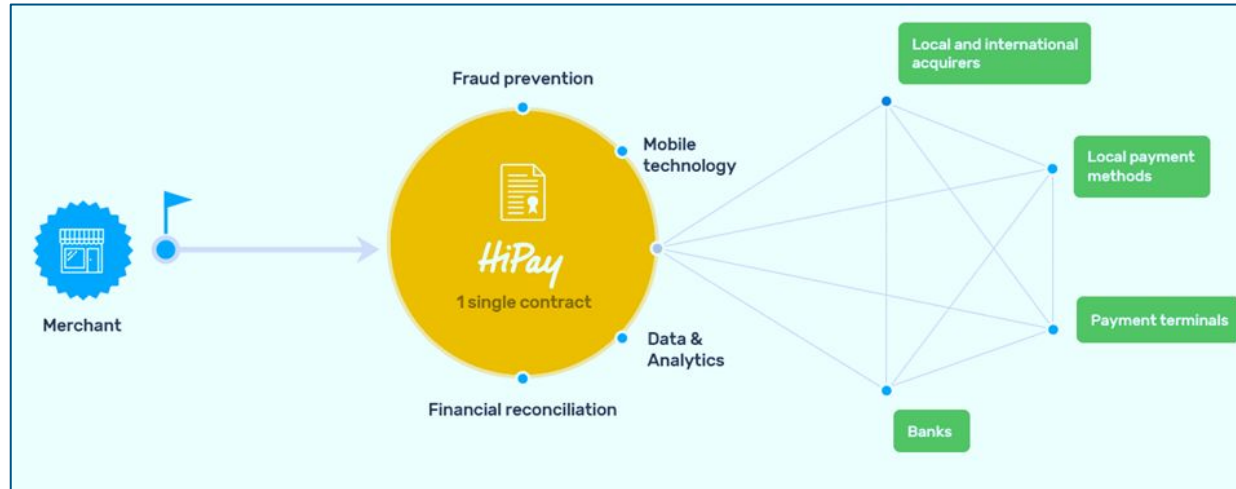


**HiPay, a value  
added PSP**



# Value-added payments for French tier-2 multichannel retailers

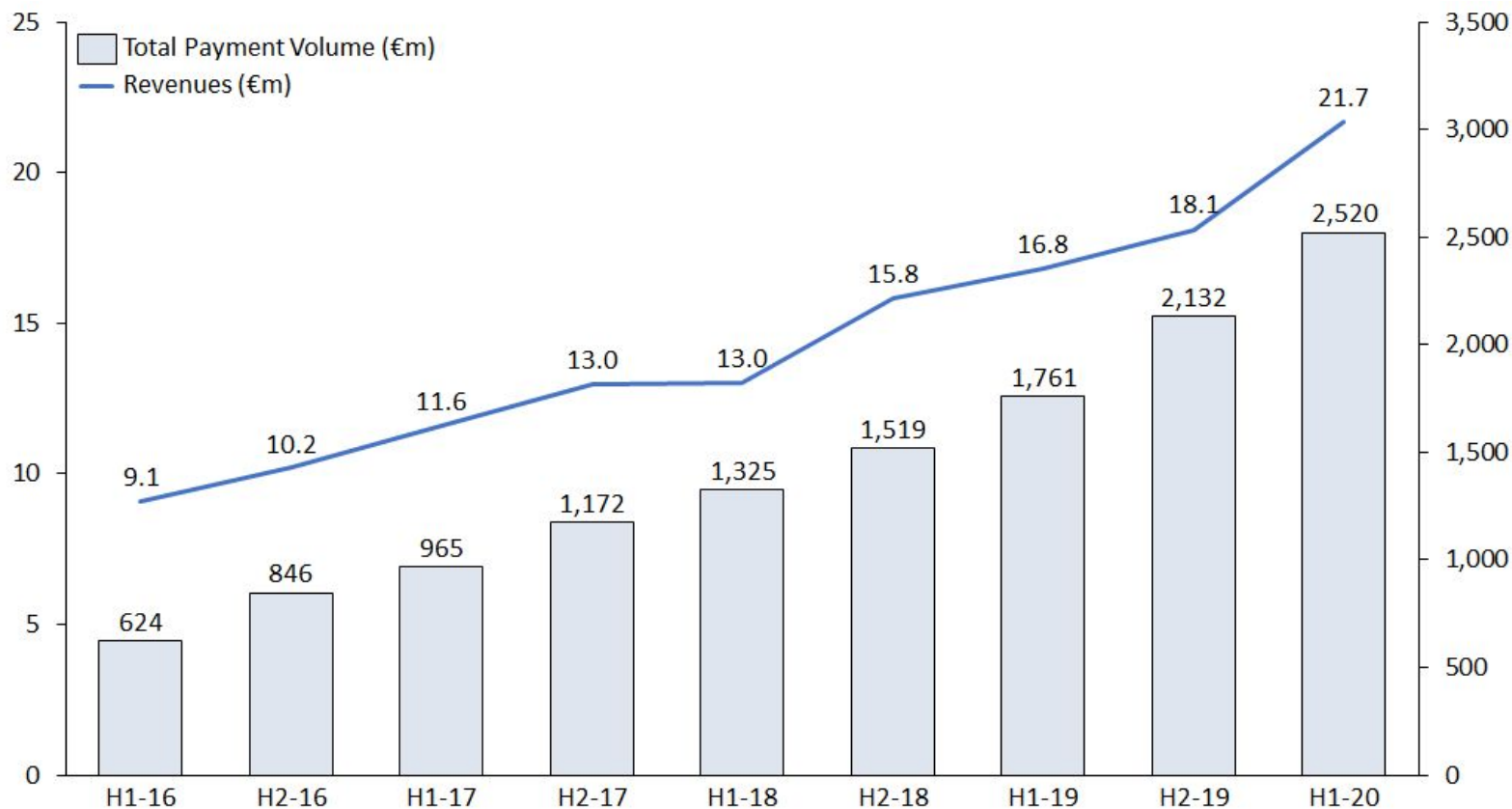
- Through payment data, we offer **deep behavioral analysis** to accelerate business' growth
- The **French market** represents 60% of our clients
- We target **Tier-2 retailers**, who develop a yearly ecommerce volume from 1M€ to 100M€
- **Omnichannel retailers** need a comprehensive set of features that addresses and unifies the specific requirements of every channel (ecommerce, proxi, marketplace)



# H1 2020

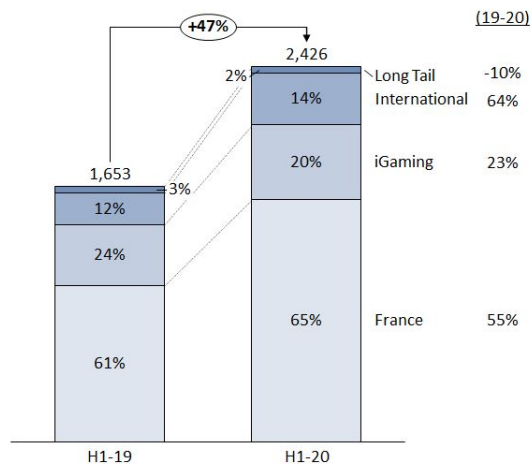
## key achievements

# A strong commercial performance over time

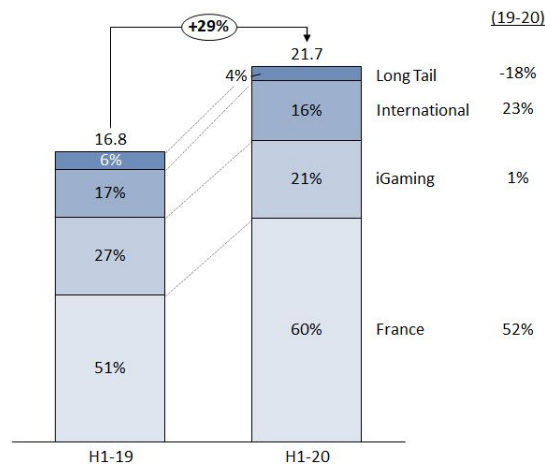


# France, Italy & Portugal pulling growth

Total Payment Volume (€m)



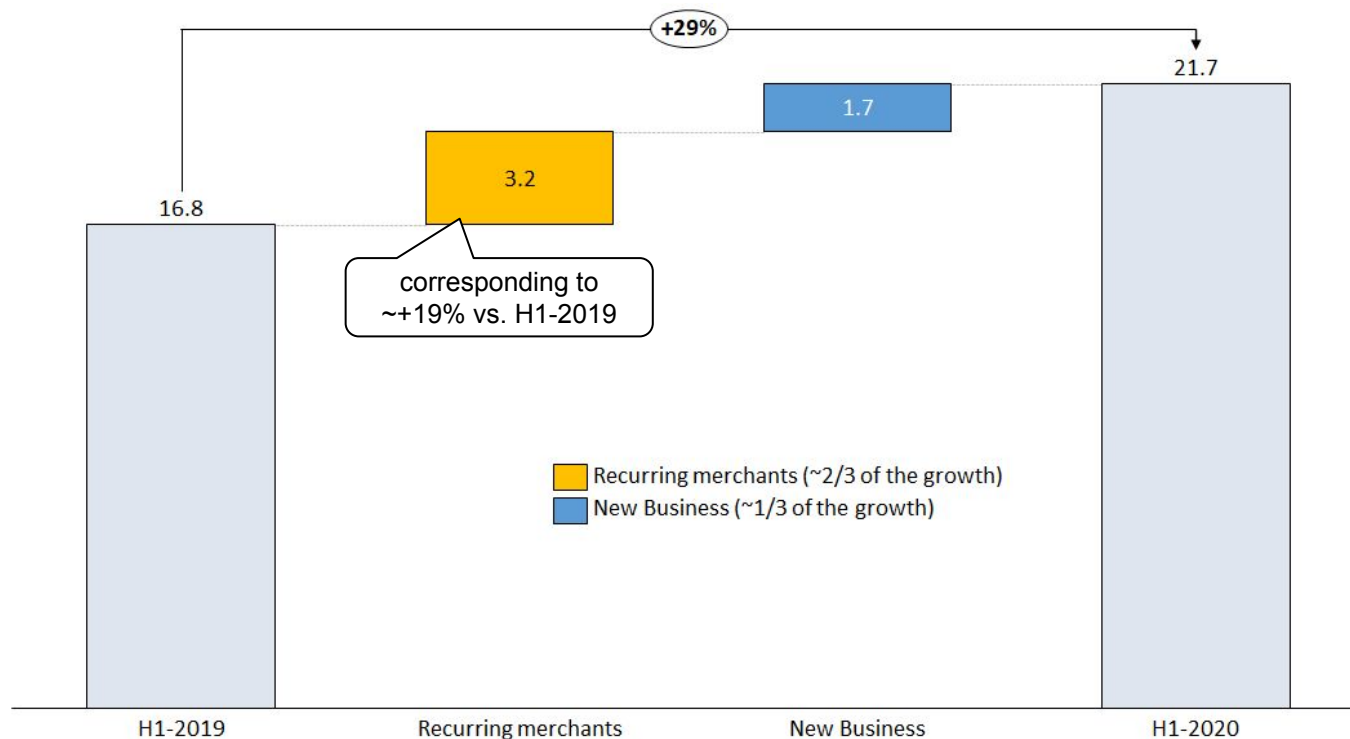
Revenues (€m)



- France, our first BU and the growth engine both in terms of TPV and Gross Revenues
- iGaming impacted by gambling new regulation in Belgium (live since June 2019) - still above initial target
- International taking off, especially Portugal (+54% TPV / +42% Revenues) and Italy (+70% TPV / +77% Revenues)
- Long tail development put “on-hold” ; to be proactively re-addressed with upcoming new self onboarding tool
- Good monetization of TPV with key accounts (+166 key accounts joining HiPay during H1-2020)

# Revenue growth balanced through both recurring and new merchants

HiPay Group revenues (€m)



# H1 2020 achievements

## Business & Product

- **Good resilience during COVID-19 crisis / 310+ new clients**



- Launch of our Merchant Back-Office **HiPay Console**
- **PSD2** capabilities
- New **developer website** (<https://developer.hipay.com/>)
- **Multibanco on Magento 1 & 2**   **Magento**  
An Adobe Company
- HiPay labelled **BPIfrance Excellence** & selected in the **SME Accelerator Program Bpifrance**
- **PCI-DSS certification** renewal (PSP level 1)

# H1 2020

## Financial results

# P&L key metrics significantly improving

<i>in thousands of Euros</i>	June 30th, 2020	June 30th, 2019
Sales	21 705	16 753
Direct costs	- 11 545	- 7 976
Payroll charges	- 6 157	- 6 155
General expenses	- 2 301	- 2 910
EBITDA <sup>(1)</sup>	1 702	- 289
Depreciation and amortization	- 1 988	- 1 934
Current operating profit	- 286	- 2 222
Stock based compensation	- 117	- 29
Other non-current income and charges	- 1 425	- 72
Operating profit	- 1 828	- 2 323
Other financial income and charges	- 581	- 210
Earning of the consolidated companies	- 2 409	- 2 533
Earnings before tax of the consolidated companies	- 2 409	- 2 533
Income Tax	- 182	- 130
Net income from continuing operations	- 2 591	- 2 663
Including minority interests	-	0
Including Group share	- 2 591	- 2 663
Net income from operations sold	-	-
Net income	- 2 591	- 2 663
Including minority interests	-	0
Including Group share	- 2 591	- 2 663

## Key comments

- Strong revenue growing to € 21.7m, +30% vs. H1 2019
- Direct costs development in line with Total Payment Volume to € -11.5m
- Operational expenditure under control at €8.5m, decreasing by -7% vs. H1-2019
- Including partial unemployment benefit representing € 755k
- EBITDA reaching € 1.7m
- Stable D&A at € 2m vs. H1-2019 leading to a € -0.3m current EBIT, close to breakeven
- Non current expenses and provisions for € 1.4m

# Balance sheet

ASSETS - in thousands of Euros	June 30th, 2020	31/12/2019 published
Net Goodwill	40 222	40 222
Net intangible fixed assets	5 144	4 901
Net tangible fixed assets	9 064	8 667
Deferred tax assets	1 435	1 434
Other financial assets	1 197	1 320
Non-current assets	57 063	56 545
Receivables and other debtors	2 176	2 218
Other current assets	87 287	76 384
Cash and cash equivalents	1 787	1 557
Current assets	91 249	80 159
<b>TOTAL ASSETS</b>	<b>148 312</b>	<b>136 704</b>

LIABILITIES - in thousands of Euros	June 30th, 2020	31/12/2019 published
Share capital	19 820	54 505
Premiums on issue and on conveyance	50 180	15 495
Reserves and retained earnings	- 33 106	- 27 470
Consolidated net income (Group share)	- 2 591	- 5 750
Shareholders' equity (Group share)	34 303	36 780
Minority interests	- 0	- 0
Shareholders' equity	34 303	36 780
Long-term borrowings and financial liabilities	13 175	15 820
Non-current Provisions	1 103	616
Deferred tax liabilities	-	-
Non-current liabilities	14 278	16 436
Short-term financial liabilities and bank overdrafts	58	45
Suppliers and other creditors	3 170	4 889
Other current debts	96 503	78 553
Current liabilities	99 731	83 487
<b>TOTAL LIABILITIES</b>	<b>148 312</b>	<b>136 704</b>

## Key comments

### Assets

- Goodwill confirmed by last impairment test conducted end of June
- Other Current assets increase reflecting the growth of the activity
- Net cash end of period € 1.8m

### Liabilities

- Share capital reduced to € 20m over H1-2020
- Net debt (excl. CIR, IFRS) reaching € ~11m (excluding PGEs)

## A sound cash situation as of 06/30/2020

HiPay Group Cash	€ 1.8m
BJ Invest funding	€ 3.7m
Banks (PGEs)	€ 3.6m



Activable cash:

€ 9.1m

# H2 2020 Outlook

# H2 2020 outlook

## Business & Product priorities

- Platform's **Onboarding** features: new clients no matter what their size, quicker go live
- Platform's **PSD2** enhancement
- Release of  payment method (Acquiring & interface adaptation)
- Organizational simplification plan: consolidation within the **single licence HiPay SAS**
- Improvement of **internal control**
- Support HiPay's clients in **their growth** (BlackFriday, CyberMonday, X-mas)
- Pursuing a **dynamic business development**, even without physical events
- Specific market focus on  **shopify**'s integration & HiPay Smart Terminal (Touchpad with POS payment)

HiPay