

HiPay accelerates its development and records a strong revenue growth in the first quarter of 2021 (+34%)

- Revenue¹ up by **+34%** compared to Q1 2020, driven by payment volume up by **+36%**.
- **61 new key accounts** signed over the period.
- HiPay obtains the "Innovative Company" label from Bpifrance, which allows HiPay to open its capital to FCPI's investments (Innovation investment funds).

Paris, 29 April 2021: HiPay (ISIN code FR0012821916 - HIPAY), the fintech specialising in omnichannel payment solutions, announces its first quarter 2021 revenues.

In millions of euros	2021	2020	Var. %
1st quarter			
Transaction volume	1 594	1 173	+ 36 %
Revenue ¹	13,3	10,0	+34 %

Strong quarterly revenues increase

During the first quarter of 2021, payment volume reaches €1.6 billion (+36% vs. Q1 2020) and turnover represents €13.3m (+34% vs. Q1 2020).

The growth rates for the first quarter of 2021 confirms the strong dynamic of 2020 (revenue growth of +31%) and the success of HiPay's commercial strategy.

Strengthened commercial dynamic with key e-commerce sectors

- The acquisition of 61 key accounts across Europe drives the Group's strong growth in the first quarter.
- Ami Paris, Palladium and Pataugas, renowned brands in the fashion sector, have joined HiPay and reinforce HiPay's leading position in this sector.

¹ Non-audited figures

- New partnerships with Fleux, Habitat et Jardin, Madura and Trigano, also solidify HiPay's presence in the furniture and decoration industry, enabling it to significantly expand its influence.
- HiPay supports Pièces et Pneus, a key player in the distribution of automobile components, in its e-commerce development strategy and now manages in-store transactions in addition to e-commerce and MO/TO transactions.

HiPay improves customer experience with the development of new innovative features

- HiPay simplifies the onboarding of its new customers on a large scale, with new and optimized management interfaces, directly integrated into the payment platform.
- To address new consumer trends and the growing proportion of split and deferred payments, HiPay has added a new payment method to the platform: *Buy Now Pay Later*.
- HiPay's connection with the iDEAL payment method is being refined, offering a more complete support to its customers via new features.

HiPay obtains the “Innovative Company” qualification from Bpifrance

After being selected to join the Bpifrance Excellence network, HiPay has now obtained the "Innovative Company" label as of March 30, 2021.

This label, renewable every three years, gives HiPay the opportunity to open its capital to "Innovation Investment Funds" (FCPI). FCPIs actively participate in the development of innovative SMEs by investing at least 70% of their assets in them.



Next financial communication: June 3, 2021 – Vote results of the Annual General Meeting

About HiPay

HiPay is a global payment provider. By harnessing the power of payment data, we participate in our merchants' growth by bringing them a 360° vision of their activities.

More information on hipay.com and find us on [LinkedIn](#) and [Twitter](#).

HiPay Group is listed on the Euronext Paris Compartment C (ISIN code: FR0012821916 - Mmemo: HIPAY)

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