

## HiPay maintains growth momentum in Q3 with revenue up +10% (+16% over 9 months)

- Quarterly payment volume of 1.9 billion euros, a 10% increase compared to the third quarter of 2022 (+13% over 9 months)
- Revenue<sup>1</sup> of 15.7 million euros for the period, a 10% increase compared to 2022 (+16% over 9 months)
- Continuous business growth offering positive prospects, and positioning HiPay as a major player in omnichannel payments in Europe

**Paris, October 26, 2023:** HiPay (ISIN code FR0012821916 – ALHYP), the Fintech specializing in omnichannel payments, has announced its revenue for the third quarter of 2023.

Q3 - in millions of euros	Q3 2023	Q3 2022	Var. %
Payment volume	1,923	1,748	+10%
Revenue <sup>1</sup>	15.7	14.3	+10%

From January to September - in millions of euros	9M 2023	9M 2022	Var.%
Payment volume	6,016	5,342	+13%
Revenue <sup>1</sup>	48.4	41.8	+16%

<sup>1</sup>Unaudited data

### A major increase in payment volume

During the third quarter of 2023, payment volume reached 1.9 billion euros, which corresponds to a 10% increase compared to the third quarter of 2022.

The third quarter performance consolidates the acceleration in payment volume and the revenue for the first half of 2023, despite a difficult inflationary economic environment weighing on consumption.

Growth over the first nine months of 2023 is now up 13%. Payment volume growth is strong in iGaming, despite the introduction of an advertising ban in Belgium on July 1, 2023, which had no impact on the iGaming segment to date, with sales volumes on the rise.

In-store payment volume reflects the development of the omnichannel offering, which now represents 7% of its flows in France. HiPay thus consolidates its position as the omnichannel payment specialist.

## **An upturn in business once again resulting in double-digit quarterly revenue growth**

Revenue for the third quarter of 2023 reached 15.7 million euros, an increase of 1.4 million euros and a 10% increase compared to the third quarter of 2022. Revenue growth is directly linked to the payment volume increase.

The ratio of revenue to payment volume, which reflects HiPay's ability to monetize its services, tends to stabilize. This ratio thus reached 0.82% during the third quarter of 2023 (vs. 0.82% in 2022).

Over 9 months, the ratio of revenue to payment volume reached 0.80% vs. 0.78% in 2022. The +2 bps can be explained by a more profitable mix of payment methods and an increase in the monetization of payment volume, reflecting the business strategy implemented since last year.

## **Robust momentum in HiPay's business in France and abroad offering promising future prospects**

HiPay's European expansion continues through new signings with retail players:

- In **Italy**, with the strengthening of the partnership with Passione, user of the HiPay MOTO solution, and the commercial launch in the United Kingdom and Spain.
- In **Portugal**, with the signing of Pianno, thus consolidating HiPay's status as e-commerce Fashion Retail payment expert in the market.

In **France**, HiPay has established its position as a multi-specialist by signing several contracts in a wide variety of sectors (Beauty, Fashion, Footwear, Furniture/Decor, Sport tourism, Gardening, Cooking/Gastronomy), including Father & Sons and UCPA.

## 2024 financial calendar

Below is HiPay's 2024 financial calendar. The dates in this calendar are approximate and are subject to change.

Events	Date
2023 revenue	March 5, 2024 (pre-market hours)
2023 year-end results	April 12, 2024 (pre-market hours)
Annual results presentation	April 12, 2024, at 4:00 pm
Revenue for the first quarter of 2024	May 9, 2024 (pre-market hours)
2024 General Meeting	June 5, 2024, at 10:00 am
Revenue for the first half of 2024	July 30, 2024 (pre-market hours)
Results for the first half of 2024	September 17, 2024 (pre-market hours)
Presentation of results for the first half of 2024	September 17, 2024, at 4:00 pm
Revenue for the third quarter of 2024	November 5, 2024 (pre-market hours)

**Next financial communication:** March 5, 2024 – 2023 revenue

### About HiPay

HiPay is a global payment service provider. By harnessing the power of payment data, we help our merchants grow by providing them with a 360-degree view of their business.

More information on [hipay.com](https://hipay.com)

HiPay Group is listed on Euronext Growth (ISIN code: FR0012821916 – ALHYP).

### Investor Relations

**Eric Meynard (DGM)**

+33 (0)6 98 04 33 07

[emeynard@hipay.com](mailto:emeynard@hipay.com)

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