# **Investor Presentation**

March 2024



## **Forward-looking Statements**

Certain statements in this presentation constitute "forward-looking statements" within the meaning of, and subject to the protection of, the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause the actual results, performance or achievements of EVERTEC to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Statements preceded by, followed by, or that otherwise include the words "believes," "expects," "anticipates," "intends," "projects," "estimates," and "plans" and similar expressions of future or conditional verbs such as "will," "should," "would," "may," and "could" are generally forward-looking in nature and not historical facts. Any statements that refer to expectations or other characterizations of future events, circumstances or results are forward-looking statements, including expectations that the expanded revolving facility will provide the Company with greater flexibility to execute on its strategic imperatives with a continued focus on M&A. Various factors that could cause actual future results and other future events to differ materially from those estimated by management include, but are not limited to; our reliance on our relationship with Popular. Inc. ("Popular") for a significant portion of our revenues pursuant to our second amended and restated Master Services Agreement ("MSA") with them, and as it may impact our ability to grow our business; our ability to renew our client contracts on terms favorable to us, including but not limited to the current term and any extension of the MSA with Popular; our dependence on our processing systems, technology infrastructure, security systems and fraudulent payment detection systems, as well as on our personnel and certain third parties with whom we do business, and the risks to our business if our systems are hacked or otherwise compromised; our ability to develop, install and adopt new software, technology and computing systems; a decreased client base due to consolidations and/or failures in the financial services industry; the credit risk of our merchant clients, for which we may also be liable; the continuing market position of the ATH network; a reduction in consumer confidence, whether as a result of a global economic downturn or otherwise, which leads to a decrease in consumer spending; our dependence on credit card associations, including any adverse changes in credit card association or network rules or fees; changes in the regulatory environment and changes in macroeconomic, market, international, legal, tax, political, or administrative conditions, including inflation or the risk of recession; the geographical concentration of our business in Puerto Rico, including our business with the government of Puerto Rico and its instrumentalities, which are facing severe political and fiscal challenges; additional adverse changes in the general economic conditions in Puerto Rico, whether as a result of the government's debt crisis or otherwise, including the continued migration of Puerto Ricans to the U.S. mainland, which could negatively affect our customer base, general consumer spending, our cost of operations and our ability to hire and retain qualified employees; operating an international business in Latin America and the Caribbean, in jurisdictions with potential political and economic instability; the impact of foreign exchange rates on operations; our ability to protect our intellectual property rights against infringement and to defend ourselves against claims of infringement brought by third parties; our ability to comply with U.S. federal, state, local and foreign regulatory requirements; evolving industry standards and adverse changes in global economic, political and other conditions; our level of indebtedness and the impact of rising interest rates, restrictions contained in our debt agreements, including the secured credit facilities, as well as debt that could be incurred in the future: our ability to prevent a cybersecurity attack or breach to our information security; the possibility that we could lose our preferential tax rate in Puerto Rico; failure to satisfy one or more conditions to closing of the Singia Transaction (as defined below); our inability to integrate Singia (as defined below) successfully into the Company or to achieve expected accretion to our earnings per common share; any loss of personnel or customers in connection with the Transaction; any cost and other terms of new debt financing incurred in connection with the Transaction; and any possibility of future catastrophic hurricanes, earthquakes and other potential natural disasters affecting our main markets in Latin America and the Caribbean; and the other factors set forth under "Part 1, Item 1A. Risk Factors," in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023 filed with the Securities and Exchange Commission (the "SEC") on February 29, 2024, as any such factors may be updated from time to time in the Company's filings with the SEC. The Company undertakes no obligation to release publicly any revisions to any forward-looking statements, to report events or to report the occurrence of unanticipated events unless it is required to do so by law.

## **Use of Non-GAAP Measures**

This presentation will reference certain non-GAAP financial information. For a description and reconciliation of non-GAAP measures presented in this document, please see the appendix attached to this presentation or visit the Investor Relations section of the Evertec website at www.evertecinc.com.





# **Investment Highlights**

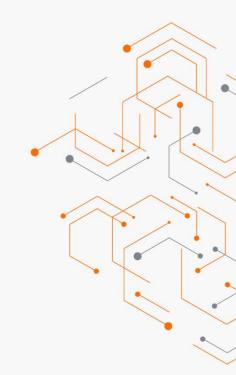


- Business Overview
- Performance Highlights & Trends
- Strategic Transformation
- Financial Summary
- Appendix





**Business Overview** 





# **Business Overview**

- Leading provider of products and solutions across merchant acquiring, payment processing, and business process management in Latin America and the Caribbean.
- Serves a diversified customer base of financial institutions, merchants, corporations and government agencies with missioncritical technology across 26 countries
- One of the largest merchant acquirers in Latin America, Caribbean, and Central America based on total number of transactions



Revenue (\$ in millions) 20A - 23A CAGR: 11% \$695 \$618 \$590 \$511 2021 2022 2023 2020 Adj. EBITDA and Margin<sup>(2)</sup> (\$ in millions) 20A - 23A CAGR: 7% \$293 \$292 \$276 \$238 47% 42%

2022

2020

2021

2023

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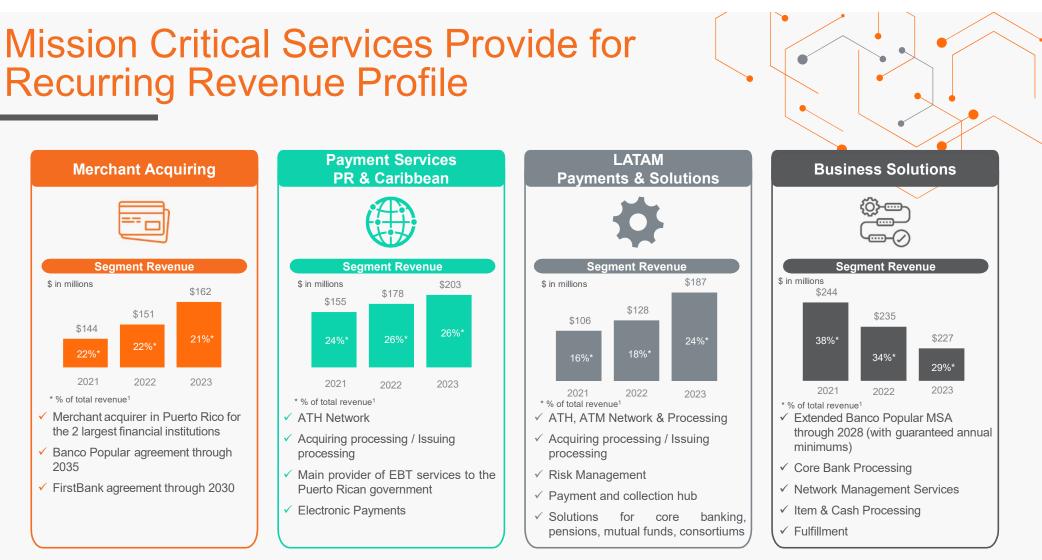
<sup>(1)</sup> As of 12/31/2023; <sup>(2)</sup> Refer to Adj. EBITDA reconciliation in appendix p. 25

## **Comprehensive Suite of Value-Adding Payment Services**



Cash, check and document management

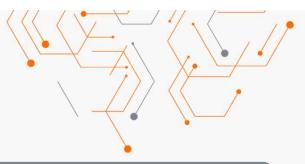
\* Only offered in Puerto Rico



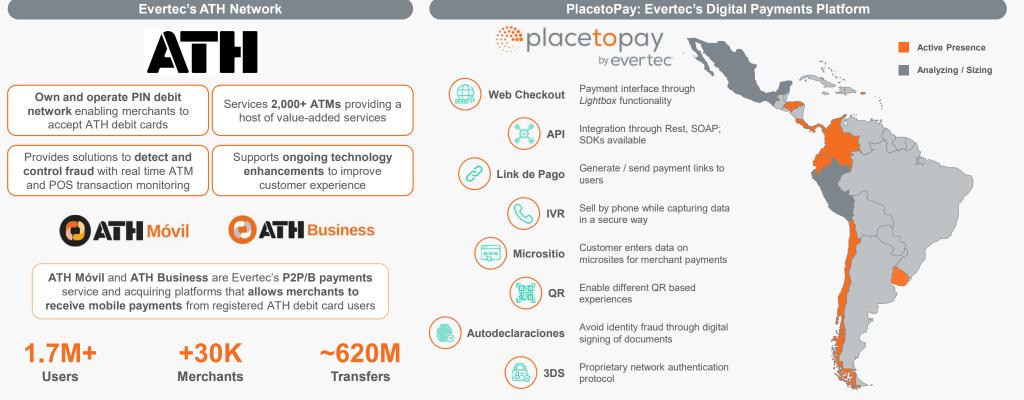
<sup>1</sup> Segment revenue percentages exclude revenue impact from segment "Corporate and Other" which consists of corporate overhead, certain leveraged activities, other non-operating expenses and intersegment eliminations and amounted to \$(59.3) million, \$(74.7) million and \$(84.4) million for the fiscal years ended December 31, 2021, 2022 and 2023, respectively Note: EBT refers to Electronic Benefit Transfer



# **Growing Digital Platform**



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# **Experienced Management Team**



## Mac Schuessler

**President and CEO** 

+8 years of experience with Evertec. Former President of International for Global Payments +20 years of payment industry leadership experience



### **Joaquin Castrillo EVP and Chief Financial Officer**

+10 years of experience with Evertec Formerly with PwC in the Banking and Capital Markets group

Mike Vizcarrondo

**Innovation Officer** 

Evertec

**EVP and Chief Products &** 

+25 years of merchant acquiring

experience with Banco Popular and



### Paola Pérez **EVP and Group Head of Puerto** Rico

+10 years of Compliance, Audit and HR experience with Evertec. Formerly with PwC in the Financial Services Group

### Luis A. Rodríguez **EVP** and Chief Legal and Administrative Officer

+7 years of experience with Evertec. Former Director at JP Morgan & Deutsche Bank in New York with +10



#### **Diego Viglianco EVP and Chief Operating** Officer

Formerly CEO of Interbanking, S.A, a digital financial payments company in Argentina with +20 years of experience in transaction processing



### **Daniel Brignardello** EVP and Group Head of Latin America

+7 years with Evertec. +25 years of senior management experience in the payments sector Former Chief Operating Officer of PayTrue



#### Alberto López Gaffney **EVP and Chief Corporate Development Officer**

+25 years of financial and M&A deal experience, former CFO of Despegar.com and TGLT S.A.



# vears of experience

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# Performance Highlights & Trends





# Successful Execution on Geographic Diversification

Evertec continues to leverage its strength in existing markets to win new opportunities throughout LATAM



## Leading Payments Provider in Attractive, Underpenetrated Markets

#### Commentary

- EVTC is a leading merchant acquirer in the Caribbean / Central America and one of the leading in Latin America
  - EVTC is a leading card issuer processor & ATM / debit network in the Caribbean and a top provider of business tech solutions
- Size of most economies in LatAm are at least 2x as large as the Puerto Rican economy
- Card penetration in EVTC's target markets, including Puerto Rico, are significantly lower than mature markets
  - Consumer spend on cards is still lagging significantly against more mature economies such as the U.S.



Source: World Bank 2021 data; Internally commissioned studies by external third parties; 2021 ENIF, INEGI

(1) Card penetration is defined as number of credit and debit cards per adult

(2) For the year ended December 31, 2022

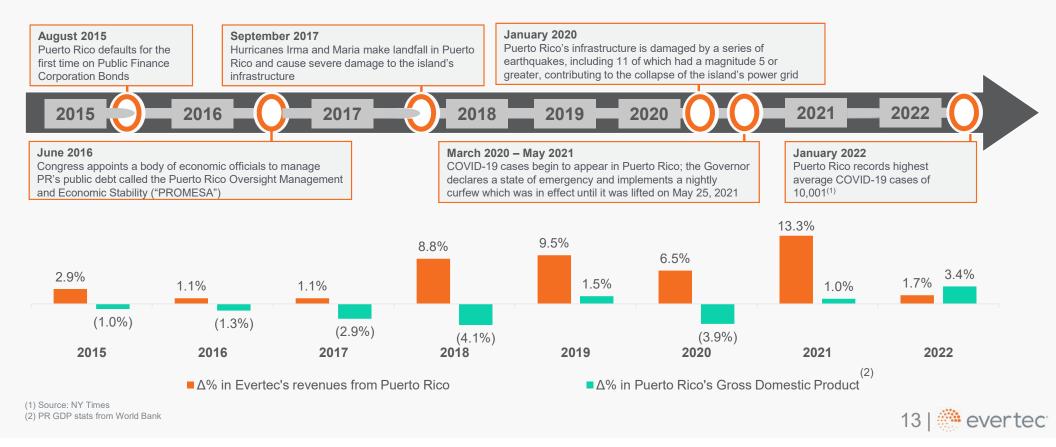
(3) As of 2021





## Resilient Performance Despite Macro Headwinds

Despite multiple Puerto Rican headwinds, Evertec has continued to perform and grow



# **Capital Allocation Framework**



# Invest for growth



- Significant cash flow generation
- Capacity to execute on strategic M&A
- Innovate through product development

Target leverage of 2.0x – 3.0x



• Financial covenant of up to 2.2x total secured net leverage ratio as of December 31, 2023

## Return Capital to Shareholders



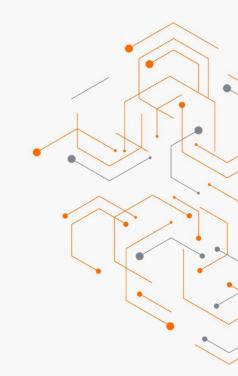
- Current annual dividend of ~\$13M<sup>(1)</sup>
- ~\$97M repurchased in 2022 and ~\$36M in 2023
- ~\$150M share repurchase authorization remaining, expiring December 31, 2024

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 $^{\left(1\right)}$  Dividend paid for the year ended December 31, 2023

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**Strategic Transformation** 





## **Our Strategic Transformation**

**Identified strategic imperatives since 2015** 

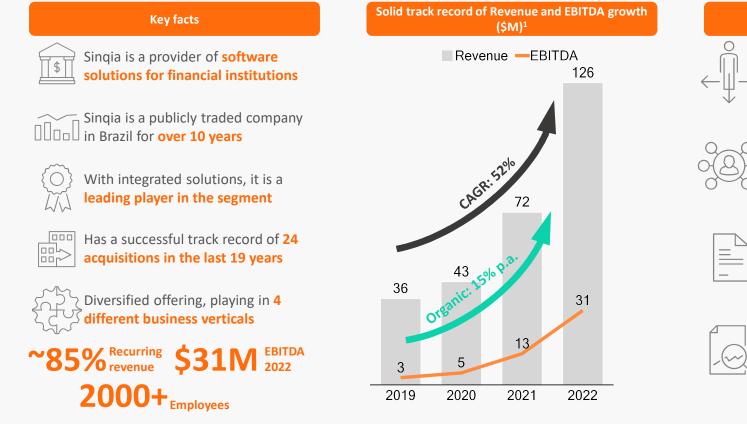


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# Growth through M&A SI∩QIa

Singia is a leading player in the market for software for financial services



**Highlights Client base** > Largest client base in the market, with +900 clients **Diversified revenues** Largest client represents only 2.2%<sup>4</sup> of total revenues **Contracts** Volume and inflation-adjusted contracts **Analysts' coverage** Company covered by 6 key equity research firms<sup>2</sup>

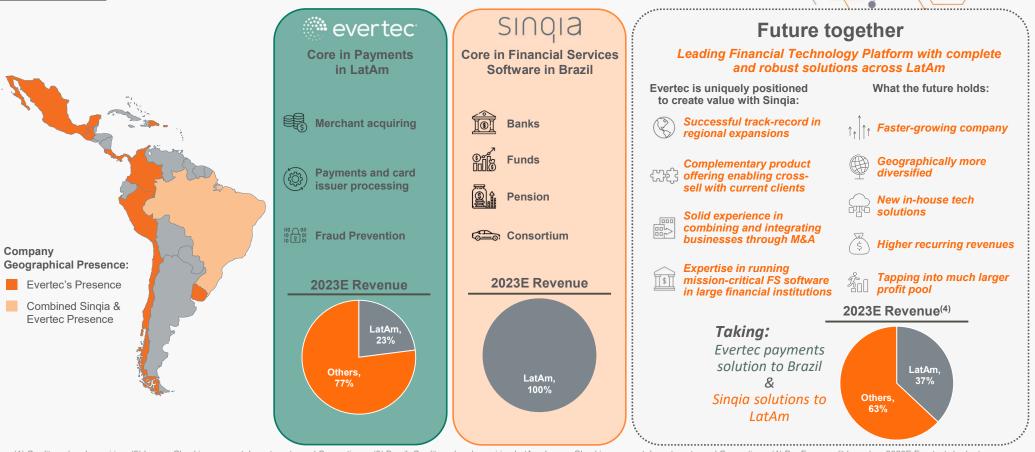
Note: 1) Considers fixed FX rate of 1 USD = 4.90 BRL, as of 10<sup>th</sup> of July 2023; 2) Refers to 1Q2023 3) BTG Pactual, UBS, Credit Suisse, Itaú BBA, Auerbach Grayson & Co., Wright Reports; 4) Considers 1Q2023 Source: FactSet (4/13/2023); Company website and filings; News Clipping; Credit Bureau; EMIS



## Sinqia's Business Segments

Banks	Funds	Pension	Consortium			
<b>19% Total Revenue</b> End-to-end tech solutions for both traditional and neobanks	Software solutions for asset management, liabilities management, and risk	End-to-end management solutions for private pension funds	ERP solution to facilitate the administration of consortium groups			
Key Services:Revenue Model:• Core Banking• Recurring• Investments• subscription• Creditsoftware• Payments• Foreign Exchange• Regulatory Modules• Recurring	Key Services:Revenue Model:• Administrations• Recurring• Controllershipsubscription• Custodysoftware• DistributionRisks• Regulatory Modules	Key Services:Revenue Model:• Group management• Recurring• Channels• subscription• ERP and regulatory modulessoftware				
Top 33-4%7 of 10LargestMarketLargest BanksPlayerSharein Brazil	<b>#2</b> Largest Player <b>14-18%</b> Market Share <b>Biggest Fund</b> Admins in Brazil	#1 40-50% 3 of 5 Largest Market Biggest Pension Player Share Funds in Brazil	#1 60-85% +70% Largest Market Penetration in Player Share Consortium Quotas			
Representative Clients:       Representative Clients: <th column="" td="" tettttttttttttttttttttttttttttttttttt<=""></th>						
Total Revenue       Digital       Horizontal solution resulting from the acquisition of Simply and FEPWeb. It serves all segments through a SaaS       Revenue       Recurring subscription software						
Total Revenue       Services       Horizontal solutions with (i) Outsourcing of IT professionals for analysis, development and maintenance of critical systems and processes (ii) Technology & Consulting for the development of tailor-made projects to certain customers       Revenue       Recurring subscription software       Re-Occurring / Project-Based						

# Highly Complementary Acquisition that Adds Revenue Diversity



(1) Credit card and acquiring; (2) Loans, Checking account, Investments, and Consortiums; (3) Brazil: Credit card and acquiring LatAm: Loans, Checking account, Investments, and Consortiums (4) Pro Forma split based on 2023E Evertec's budget and Base Case projections for Surge; Considers implied fixed FX rate of 1 USD = 5.28 BRL, as of 12/31/2023 Source: BACEN; Market Participant Interviews; ANBIMA; ABECS; SUSEP; LCA; Bain Analysis, Company filings 4

# **Financial Summary**

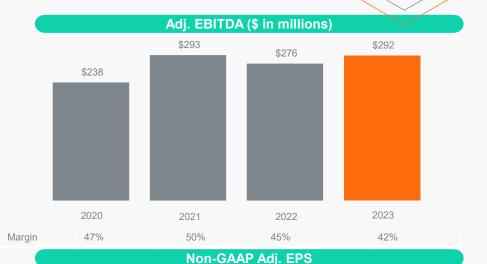


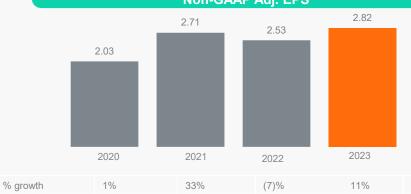


## **Key Financial Highlights**





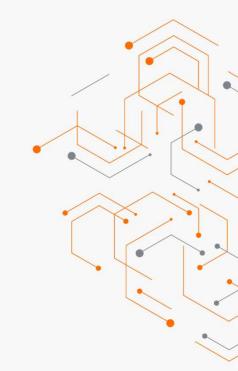




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<sup>1</sup> Includes additions to software and purchase of property and equipment; excludes acquisitions of customer relationships, certificates of deposits purchased in connection with BBR acquisition, and certain debt securities Non-GAAP reconciliation summary in appendix, page 25.

# Appendix





#### **Non-GAAP Reconciliation Summary**

The non-GAAP measures referenced in this earnings release are supplemental measures of the Company's performance and are not required by, or presented in accordance with, accounting principles generally accepted in the United States of America ("GAAP"). They are not measurements of the Company's financial performance under GAAP and should not be considered as alternatives to total revenue, net income or any other performance measures of the Company's liquidity. In addition to GAAP measures, management uses these non-GAAP measures to focus on the factors the Company believes are pertinent to the daily management of the Company's operations and believes that they are also frequently used by analysts, investors and other stakeholders to evaluate companies in our industry. These measures have certain limitations in that they do not include the impact of certain expenses that are reflected in our condensed consolidated statements of operations that are necessary to run our business. Other companies, including other companies in our industry, may not use these measures or may calculate these measures differently than as presented herein, limiting their usefulness as comparative measures. Reconciliations of the non-GAAP measures to the most directly comparable GAAP measures include at the end of this presentation. These non-GAAP measures include EBITDA, Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per common share, each as defined below.

EBITDA is defined as earnings before interest, taxes, depreciation and amortization.

Adjusted EBITDA is defined as EBITDA further adjusted to exclude certain non-cash items and unusual expenses such as: share-based compensation, restructuring related expenses, fees and expenses from corporate transactions such as M&A activity and financing, equity investment income net of dividends received, and the impact from unrealized gains and losses on foreign currency remeasurement for assets and liabilities in non-functional currency. This measure is reported to the chief operating decision maker for purposes of making decisions about allocating resources to the segments and assessing their performance. For this reason, Adjusted EBITDA, as it relates to the Company's segments, is presented in conformity with Accounting Standards Codification 280, Segment Reporting, and is excluded from the definition of non-GAAP financial measures under the Securities and Exchange Commission's Regulation G and Item 10(e) of Regulation S-K. The Company's presentation of Adjusted EBITDA is substantially consistent with the equivalent measurements that are contained in the secured credit facilities in testing EVERTEC Group's compliance with covenants therein such as the secured leverage ratio.

Adjusted Net Income is defined as Adjusted EBITDA less: operating depreciation and amortization expense, defined as GAAP Depreciation and amortization less amortization of intangibles related to acquisitions such as customer relationships, trademarks; cash interest expense defined as GAAP interest expense, less GAAP interest income adjusted to exclude non-cash amortization of debt issue costs, premium and accretion of discount; income tax expense which is calculated on adjusted pre-tax income using the applicable GAAP tax rate, adjusted for uncertain tax position releases, tax true-ups, windfall from share-based compensation, unrealized gains and losses from foreign currency remeasurement, among others; and non-controlling interest which is the 35% non-controlling equity interest in Evertec Colombia, net of amortization for intangibles created as part of the purchase.

Adjusted Earnings per common share is defined as Adjusted Net Income divided by diluted shares outstanding.

The Company uses Adjusted Net Income to measure the Company's overall profitability because the Company believes it better reflects the comparable operating performance by excluding the impact of the non-cash amortization and depreciation that was created as a result of merger and acquisition activity. In addition, in evaluating EBITDA, Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per common share, you should be aware that in the future the Company may incur expenses such as those excluded in calculating them.





## Non-GAAP Reconciliation Annual Results Summary GAAP Net Income to Adjusted EBITDA

(\$ in millions)

		2019		2020		2021		2022	2023
Net Income	\$	103.7	\$	104.9	\$	161.1	\$	238.9	\$ 79.9
Income tax expense		13.0		19.0		20.6		29.0	5.4
Interest expense, net		27.6		23.5		20.9		21.7	23.9
Depreciation and amortization		68.1		71.5		75.1		78.6	93.6
EBITDA	\$	212.4	\$	218.9	\$	277.7	\$	368.1	\$ 202.8
Equity income <sup>(1)</sup>		(0.5)		(1.1)		(0.4)		(1.1)	(1.9)
Compensation and benefits <sup>(2)</sup>		13.8		14.4		15.1		20.3	29.3
Transaction, refinancing and non-recurring fees <sup>(3)</sup>		0.5		8.3		2.4		(118.9)	53.5
Loss (gain) on foreign currency remeasurement <sup>(4)</sup>		3.2		(2.9)		(1.9)		7.6	8.3
Adjusted EBITDA	\$	229.4	\$	237.6	\$	292.9	\$	276.0	\$ 292.0
Operating depreciation and amortization <sup>(5)</sup>		(34.9)		(39.1)		(43.4)		(44.4)	(52.9
Cash interest expense, net <sup>(6)</sup>		(27.0)		(22.3)		(19.8)		(21.0)	(24.3
Income tax expense (7)		(20.2)		(27.2)		(31.7)		(35.6)	(29.0
Non-controlling interest (8)		(0.4)		(0.5)		(0.2)		-	(0.3
Adjusted Net Income	\$	146.9	\$	148.5	\$	197.8	\$	175.0	\$ 185.5
Net income per common share (GAAP):									
Diluted		\$1.41		\$1.43		\$2.21		\$3.45	\$1.21
Adjusted Earnings per common share (Non-GAAP):									
Diluted		\$2.00		\$2.03		\$2.71		\$2.53	\$2.82
Shares used in computing adjusted earnings per commo	n share	e:							
Diluted	7	3,475,763	7	3,051,205	7	72,870,585	6	69,312,717	65,814,317

(1) Represents the elimination of non-cash equity earnings from our 19.99% equity investment in Dominican Republic, Consorcio de Tarjetas Dominicanas S.A. ("CONTADO"), net of dividends received.

(2) Primarily represents share-based compensation and severance payments.

(3) Represents fees and expenses associated with corporate transactions as defined in the Credit Agreement, the gain from the Popular Transaction and the foreign currency swap.

(4) Represents non-cash unrealized gains (losses) on foreign currency remeasurement for assets and liabilities denominated in non-functional currencies.

(5) Represents operating depreciation and amortization expense, which excludes amounts generated as a result of merger and acquisition activity.

(6) Represents interest expense, less interest income, as they appear on the consolidated statements of income and comprehensive income, adjusted to exclude non-cash amortization of the debt issue costs, premium and accretion of discount.

(7) Represents income tax expense calculated on adjusted pre-tax income using the applicable GAAP tax rate, adjusted for certain discrete items.

(8) Represents the non-controlling equity interests, net of amortization for intangibles created as part of the purchase.



## Non-GAAP Reconciliation Annual Results Summary Net Debt to Adjusted EBITDA

#### (\$ in millions)

	2019	2020	2021	2022	2023
Unrestricted Cash	(\$111.0)	(\$202.6)	(\$266.3)	(\$197.2)	(\$295.6)
Total Debt	533.4	501	468.6	435.2	1002.8
Net Debt	\$422.40	\$298.40	\$202.30	\$238.00	\$707.20
Adjusted EBITDA	226.2	240.5	294.8	265.5	732.2
Net Debt / Adjusted EBITDA	2.1x	1.9x	1.4x	0.99x	2.24x



# Strengthening Our Relationship with Popular

	Recent Transaction Details	Financial Impact
	<ul> <li>10-year extension of Merchant Acquiring to 2035</li> </ul>	<ul> <li>Revenue share accounted as an expense to the Merchant</li> </ul>
	<ul> <li>Revenue share with Popular</li> </ul>	Acquiring segment, reducing segment margin
	• 5-year extension of ATH Network Participation to 2030	<ul> <li>Evertec granted Popular a retroactive credit of ~\$7M reflected in Q3 2022, for the 5% CPI price increase applied to certain</li> </ul>
Extension of	<ul> <li>3-year extension of Master Service Agreement to 2028</li> </ul>	services from October 1, 2021 through June 30, 2022
Key Contracts	<ul><li>Eliminates exclusivity provisions</li><li>Modifies CPI escalator for existing services</li></ul>	<ul> <li>CPI cap reduced from 5% to 1.5% from September 30, 2022 through September 30, 2025 for most MSA services and 5% for certain payment services</li> </ul>
	<ul> <li>Establishes annual MSA minimums through September 2028</li> </ul>	
	<ul> <li>10% discount to certain MSA services beginning October 2025</li> </ul>	
	<ul> <li>Evertec divested select technology services assets to Popular for ~4.6 million shares of Evertec common stock held by</li> </ul>	<ul> <li>Assets relate to services impacting the Business Solutions segment exclusively</li> </ul>
Divestiture of	Popular <sup>(1)</sup>	<ul> <li>Decline in Business Solutions segment post-closing is</li> </ul>
Select Non- Strategic	<ul> <li>Closed on July 1, 2022</li> </ul>	estimated by Management to be \$30M of revenue on an annualized basis
Assets		<ul> <li>Shares received as consideration at closing were retired</li> </ul>
		<ul> <li>Management estimates that the transaction with Popular will result in a measurable reduction in margin, particularly in the Merchant Acquiring and Business Solutions segments</li> </ul>

Note: CPI refers to Consumer Price Index; MAB refer to Merchant Acquiring Business; MSA refers to Master Service Agreement

(1) ~4.6M shares valued at \$42.84 per share. Popular sold down its remaining position in Evertec on August 15, 2022 and no longer holds any Evertec stock.



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# **Key Partnerships and Target Industries**

				Target Industries
2016	processa.     compensar	Colombia	<ul> <li>Acquired 65% stake in Processa, a diversified payment processor</li> <li>Remaining participation held by Compensar, Colombia's second largest social fund administrator</li> </ul>	Merchants Merchants Merchants acceptance and business solutions designed for merchants in the retail, restaurants, insurance, and
2017	PayGroups     an evertec company	Chile	<ul> <li>Acquired 100% of EFT Group S.A., a company known commercially as PayGroup</li> <li>Payment processing and software services provider focused on financial institutions throughout LATAM</li> </ul>	Financial       Financial         the tourism industries         Payment processing platform         and business process         management solutions for
2019	PlacetoPay	Colombia & Ecuador	Acquired 100% of PlacetoPay, a Colombian-based gateway and payment service provider originally serving Colombia and Ecuador	institutions banks, credit unions, issuers, and acquirers
		Ledador	Expanding to new markets	Government dovernments and
2019	Getnet	Chile & Uruguay	<ul> <li>5-year processing agreement with Santander Chile, the largest bank in the country, as they move to open the merchant acquiring market</li> <li>Expanded relationship into Uruguay in 2022</li> </ul>	Government governments, and Institutions municipalities manage business processes and implement payment networks
2021	Mercado pago mercado libre	Mexico	<ul> <li>Largest online marketplace in Latin America and owns the leading online payment solution Mercado Pago</li> <li>Evertec exceeded card issuing projections by over 300%</li> </ul>	Fintech Fintech Payment processing platform to enable Fintech players with the necessary technology to address their payment acceptance or issuance strategies
2022	BBR	Chile & Peru	Acquired 100% of BBR SpA, a Chile-based payment solutions and business technology company	Select Customers & Partners
			Complements existing presence in Chile and opens up Evertec access to Peru	Mercantil Getnet LINGA anda
2023	paySmart	Brazil	Acquired 100% of of Paysmart Pagamentos Eletronicos Ltda, a Brazil- based issuer processor and Bin Sponsor	cítibanamex 🕸 grupo <mark>éxito</mark> et compensar 🕅 POPULAR.
			Expands presence in Brazil with a transaction processing model	sumup
				evertec

