

We are enabling and leading the transition from cash to digital payments across the Middle East and Africa, one of the fastest growing payments markets in the world.

**Our business**

Network International is the leading payment solutions provider in the Middle East and Africa (MEA), delivering both acquiring and issuing payments services to over **70,000** merchants and **200** financial institutions. We operate across the MEA, in **over 50** countries, with headquarters in Dubai.

**What makes us different**

- Diversified services across the payments value chain
- Pan regional presence and scale
- Market leading technology platforms in the MEA
- Significant track record, in operation for over 25 years
- Long term customer relationships



**Market opportunity across the MEA**



Fast growing and underpenetrated digital payments markets – where **86%** of transactions are still conducted in cash



Strong GDP growth, relatively fast growing and young populations



Continuing trend of outsourcing of payments activities from financial institutions



Governments supportive of financial inclusion and digital payments adoption

**Our strategy**

Our strategy is focused on providing solutions that allow our customers to bring digital payments to more consumers across the regions.

Capitalise on digital payments adoption and enable financial inclusion	Expand our customer base and focus on high value segments	Develop commercial arrangements with strategic partners
Expand product range and market penetration	Leverage technology and build our capabilities	Pursue organic and selective acquisitive opportunities for acceleration

**Key facts**

<p><b>Broad based business</b></p> <ul style="list-style-type: none"> <li>• Business line revenue split: Merchant solutions <b>46%</b>, Issuer Solutions <b>53%</b></li> <li>• Geographical revenue split: <b>73%</b> Middle East, <b>27%</b> Africa</li> </ul>	<p><b>Financials</b></p> <ul style="list-style-type: none"> <li>• Revenue: <b>USD 334.9 million</b> (12.4% y.o.y increase)</li> <li>• Underlying EBITDA: <b>USD 172.3 million</b> (13.3% y.o.y increase) and margin of <b>48.6%</b></li> <li>• Underlying EPS: <b>USD21.0 cents</b> (7.5% y.o.y increase)</li> </ul>	<p><b>Key Performance Indicators</b></p> <ul style="list-style-type: none"> <li>• Total processed volume: <b>USD 43.8 billion</b> (9.6% y.o.y increase)</li> <li>• Number of transactions: <b>752 million</b> (10.4% y.o.y increase)</li> <li>• Number of cards hosted: <b>14.2 million</b> (4.4% y.o.y increase)</li> </ul>
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**Our team**

**Ron Kalifa OBE**  
Independent Chairman

Ron has significant experience in the payments industry having been the CEO of Worldpay for over 10 years, building it into a premier global payments company. He is also an operating partner to Advent International and its advisers. Mr Khalifa was awarded an OBE in 2018 for services to Financial Services and Technology.

**Simon Haslam**  
Chief Executive Officer

Simon has more than 35 years of experience in the payments and banking sector. He was previously President and Chief Executive Officer of Elavon, a subsidiary of US Bancorp and one of the world's largest global merchant processing organisations. He has also held positions at Citigroup and HSBC.

**Rohit Malhotra**  
Chief Financial Officer

Rohit joined Network International in 2010 and has been involved in its growth for many years, including the acquisition of Emerging Markets Payments Holdings in 2016. Previously, Rohit was the Head of Financial Policy and Processes at Emirates NBD, where he led finance systems implementation across the Group.