

Network

International Payment Solutions



Who we are

Network International is the leading payment solutions provider in the Middle East and Africa (MEA). Our purpose is to enable and lead the transition from cash to digital payments across one of the fastest growing payments markets in the world.

We have built a business based on long-term partnerships; serving over 80,000 merchants, and enabling over 200 financial institutions to deliver payment services to 16 million card holding consumers.

We have been operating for over 25 years across our markets. In 2019, Network listed on the London Stock Exchange. In 2020 we announced the acquisition of DPO Group, which will improve our capabilities in the African payments space through technology, market access and high growth segments.

Headquartered in the UAE, we also have operational centres in Egypt, Jordan, South Africa, and Nigeria.

The opportunity



MEA is one of the world's fastest growing payments markets



Structural shift towards digital payments, accelerated by COVID-19



Continuing trend of payments outsourcing from financial institutions



Significant scale and leadership across the region



Diversified business model, operating across the entire payments value chain



Quality technology infrastructure and assets, managed by a world-class team



Our strategy



Capitalise on digital payments adoption and enable financial inclusion



Expand customer base and focus on high value segments



Develop commercial arrangements with strategic partners



Product expansion and market penetration



Leverage technology and build capabilities



Pursue opportunities for growth acceleration

Our business

We provide payments services across the value chain through two business lines, providing solutions that allow our customers to bring digital payments to more consumers across the region.

Multiple product and service capabilities

Across POS, e-commerce, physical and virtual cards, mobile wallets and valued added services

Powered by partnerships

With key global payment platforms, such as our strategic partnership with Mastercard

Underpinned by strong governance

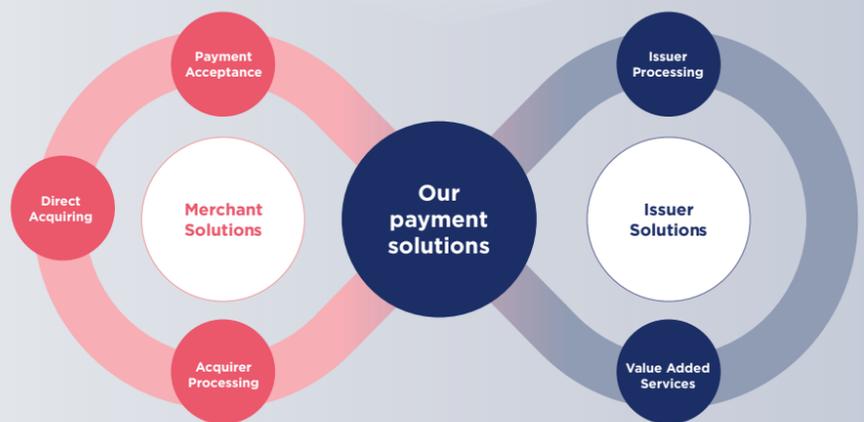
Led by executive management and directors with experience across payments, international finance and developed market regulation



Key addressable markets include United Arab Emirates (UAE), Jordan and Saudi Arabia



Key addressable markets include Egypt, Nigeria and South Africa



Performance

Financials

2020 revenue*: USD 284.8 million (15.1)% y/y
2019 revenue: USD 334.9 million +12.4% y/y

2020 underlying EBITDA*: 112.6 million (33.2)% y/y
2019 underlying EBITDA: USD 168.5 million +14.3% y/y

2020 underlying EBITDA margin*: 36.1% (11.3)pp y/y
2019 underlying EBITDA margin: 47.4%

2020 underlying EPS*: USD6.7 cents (62.1)% y/y
2019 underlying EPS: USD17.7 cents +1.1% y/y

Key Performance Indicators

2020 Total processed volume*: USD 33.5 billion (23.4)% y/y
2019: USD 43.8 billion +9.6% y/y

2020 Total number of transactions*: 758.1 million +0.8% y/y
2019: 752.0 million +10.4% y/y

2020 Total number of cards hosted*: 16.2 million +14.1% y/y
2019: 14.2 million +4.4%

*Impacted by Covid-19

Our team

Ron Kalifa OBE, Independent Chairman

Mr Kalifa 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 non-executive director to the Bank of England. Mr Kalifa was awarded an OBE in 2018 for services to Financial Services and Technology.

Nandan Mer, Group Chief Executive Officer

Joining the business at the start of 2021, Nandan has a 30-year track record across the payments sector, most recently spending 11 years at Mastercard where he was Strategy Head for International Markets. He has an extensive track record of building businesses in several global markets with leading financial institutions.

Rohit Malhotra, Group Chief Financial Officer and Strategy Officer

Rohit joined the Company 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.