



Network International Holdings Plc Virtual Capital Markets Day, 29th September 2021

Transformed and accelerating into the future

Network International Holdings plc will host a Virtual Capital Markets event this afternoon, starting at 12pm BST/3pm GST. The event will be broadcast through a live webcast. A conference call line is available to listen and participate in the question session. The webcast link, phone number, materials and additional information can be found at <https://investors.networkinternational.ae/>.

Group CEO, Nandan Mer, will provide details on our ambition and strategy to accelerate growth. In relation to this, the Group provides an update on its near and medium-long term financial outlook.

2021 financial guidance

- **Remains unchanged** from the previous update provided with the Interim 2021 Financial Results announcement on 18th August 2021.¹

2022 financial outlook

- **Revenue growth of 27-29% y/y²**, where 2022 includes an expected twelve-month contribution from the acquisition of DPO.
- **Underlying EBITDA margin² to be broadly flat y/y**, including the mix impact of DPO and Saudi Arabia market entry.
- **Capital expenditure up to USD 55 million** which includes core business capex, DPO, the remaining investment to enable Saudi Arabia market entry, and completion of the separation of shared services from Emirates NBD.

1. Guidance continues to exclude any contribution from DPO Group acquisition

2. y/y growth guidance excludes any contribution from DPO in 2021

3. Is defined as underlying EBITDA before share of associate, TransGuard Cash, divided by total Group revenue

Medium-long term outlook

- **Accelerating our medium-long term revenue outlook to 20%+ CAGR**, which is ahead of our prior low-mid teens guidance.
- **Group underlying EBITDA margin returning to 45-50% over time**, supported by operating leverage in the core business, with margin contributions from DPO and Saudi Arabia increasing over time.
- **Capital expenditure expected to be 8-10% of revenue**. At the higher end of the range in the earlier years.
- **Potential for further growth opportunities**, which will deliver incremental revenue and EBITDA to guidance, whilst requiring further investment.



Contacts

Investor enquiries

Network International

Amie Gramlick, Head of Investor Relations

InvestorRelations@Network.Global

Media enquiries

Teneo

Ben Foster and Anthony Di Natale

NetworkInternational@Teneo.com