

First-quarter revenue 2024
HiPay continues to grow in 2024
with a 5% increase in sales
 (despite a demanding comparison base in 2023)
Annual expectations confirmed

- Payment volume up 3% to 2.2 billion euros
- Revenue up by 5% to 17.3 million euros
- Sustained sales growth, with 163 new customers over the period
- Anticipated sustainable and profitable annual growth, between 6 and 9% approaching 70 million euros

May 9, 2024, 8:30 a.m.: HiPay, the fintech specializing in omnichannel payment solutions, announces its revenues for the 1st quarter of 2024.

| In millions of euros ¹ | 2024 | 2023 | Var. % |
|-----------------------------------|-------|-------|--------|
| 1^{er} trimestre | | | |
| Payment volume | 2,171 | 2,104 | +3% |
| Revenue | 17.3 | 16.4 | +5% |

Despite a high basis for comparison (22% growth in Q1 2023) HiPay achieved 5% growth in Q1 2024, i.e. 27% growth over two periods.

- The first semester demonstrates and solidifies HiPay's growth with an increase in processed flows of 3% and revenue growth of 5%.
- As the basis of comparison for the first quarter of 2023 is particularly high, average annual growth (CAGR) stands at 10% for processed flows and 13% for revenue.
- Over the quarter, the revenue to flows ratio was 0.80%, improving by 0.01 points compared with 2023 (0.78%). This rise in average prices charged is due to changes in the customer and product mix.

Several profitable sectors

- All the Group's business units outperformed their targets, with particularly strong growth in digital markets and slightly reduced growth in retail France.
- In France, HiPay maintains good market momentum with over 163 new contracts signed in the retail sector, with brands such as Tara Jarmon, Zapa, Narbonne

¹ Chiffres non audités

Accessoires and Spareka. Omnichannel positioning confirms HiPay's attractiveness to retail customers in France.

- HiPay is seeing very sustained ongoing growth in omnichannel payments, with POS transaction revenues up +56.1% compared with the first quarter of 2023.
- The iGaming and DM sectors continue to grow over the period.
- Flows outside France remain strong at 50.2%, driven by the strong momentum of iGaming and our Southern European merchants.

Outlook

The Group's revenue projections for the 2024 financial year point to growth of between 6% and 9%, driven by the continuation of trends observed in the first quarter and the launch of new customers.

The company confirms that for the 2024 financial year, operating profitability and net profitability are expected to be at or above the 2023 level (as a % of revenues).

Next financial communication: July 30, 2024 - 2024 half-year results.

About HiPay

HiPay is a global payment services provider. Using the power of payment data, we help our sellers grow by giving them a 360° overview of their business.

More information at hipay.com. You can also find us on [LinkedIn](#).

HiPay Group is listed on the Euronext Growth (ISIN code: FRO012821916 – ALHYP).

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