

2024 third-quarter revenue

HiPay continues to grow in 2024

with a 13% increase in sales (+11% over 9 months)

Annual expectations confirmed

- Quarterly payment volume up 6% to 2.1 billion euros (+4% over 9 months)
- Revenue up by 13% to 17.7 million euros (+11% over 9 months)
- Anticipated sustainable and profitable annual growth, between 7 and 9%, exceeding 70 million euros

November 5, 2024, 8:30 a.m.: HiPay, the fintech specializing in omnichannel payment solutions, announces its revenue for the 3rd quarter of 2024.

Q3 - in millions of euros (1)	Q3 2024	Q3 2023	Var. %
Payment volume	2,147	2,032	+ 6 %
Revenue	17.7	15.7	+ 13 %

From January to September - in millions of euros (1)	9M 2024	9M 2023	Var. %
Payment volume	6,516	6,261	+ 4 %
Revenue	53.8	48.4	+ 11 %

(1) non audited figures

Despite a high basis for comparison (10% growth in Q3 2023), HiPay achieved 13% growth in Q3 2024, i.e. 24% growth over two periods.

- The third quarter demonstrates and solidifies HiPay's growth with an increase in processed flows of 6% and revenue growth of 13%.
- Over the quarter, the revenue to flows ratio was 0.82%, improving by 0.05 points compared with 2023 (0.77%). This rise in average prices charged is due to changes in the customer and product mix.

Several profitable sectors

- The Group met and slightly exceeded its budget targets, with particularly strong growth in digital markets and Southern Europe, but slightly slowed within retail markets in France.
- In France, HiPay maintains good market momentum with 302 new contracts signed in the retail sector, including Le Cèdre Rouge, Ski Set, Retif and Keria Luminaires.

- The Digital / iGaming (mainly with Betclic) sectors continue to grow over the period.
- The increase of revenue outside France is strong at +17%, resulting from a favourable price effect in Portugal and from a volume effect in Italy and on Veepee.
- Flows outside France remain significant at +8%, driven by the strong momentum of our Southern European merchants (Italy, Veepee).

Outlook

The Group's revenue projections for the 2024 financial year indicate a growth of between 7% and 9%, driven by the continuation of trends observed in the third 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 revenue).

Next financial communication: February 27, 2025 – 2024 revenue.

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: FR0012821916 – ALHYP).

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