ACI Worldwide®

NASDAQ: ACIW
Investor Presentation

November 2024

ACI Worldwide®

Private Securities Litigation Reform Act of 1995 safe harbor for forward-looking statements

This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties.

The forward-looking statements are made pursuant to safe harbor provisions of the **Private Securities Litigation Reform Act of 1995.**

A discussion of these **forward-looking statements and risk factors** that may affect them is set forth at the end of this presentation.

The Company assumes **no obligation to update** any forward-looking statement in this presentation, except as required by law.

Powering the world's payments ecosystem

ACI Worldwide, an original innovator in global payments technology, delivers transformative software solutions that power intelligent payments orchestration in real time so banks, billers, and merchants can drive growth, while continuously modernising their payment infrastructures, simply and securely.

With nearly 50 years of trusted payments expertise, we combine our global footprint with a local presence to offer enhanced payment experiences to stay ahead of constantly changing payment challenges and opportunities.

High-quality software model

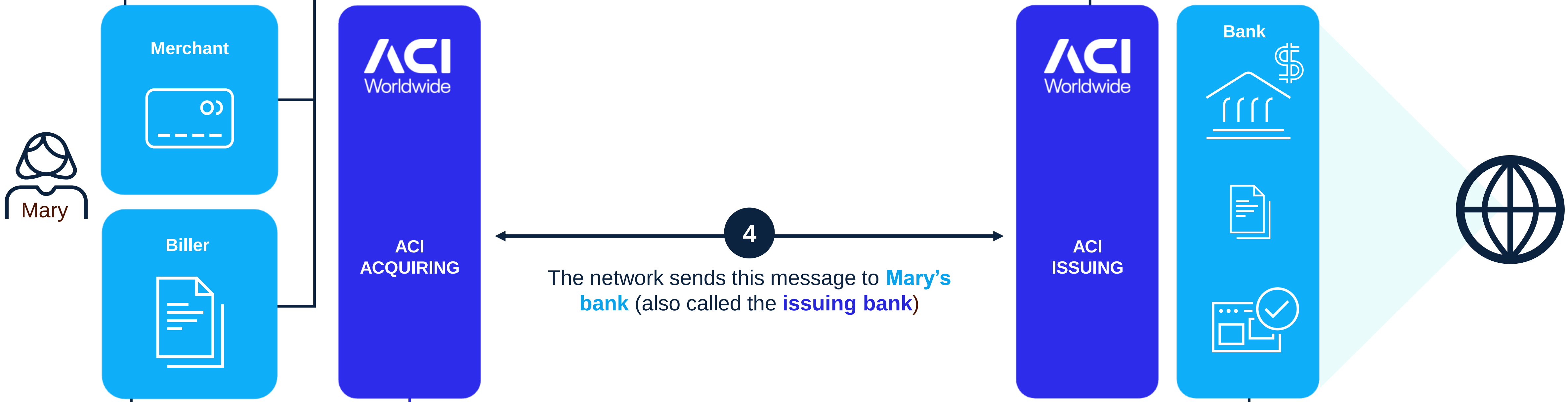
- Accelerating organic revenue
- Leading market position
- High retention rates
- Pricing power and large barriers to entry
- Significant recurring revenue
- Scalable model with improving margin
- Low cash investment required
- Strong cash flow and balance sheet

ACI positioned at the center of payment flows

1 Mary makes a card purchase

2 The **point-of-sale terminal** (or online gateway) sends Mary's card information to the merchant's **acquiring software***

5 The **issuing software** at **Mary's bank**** receives the financial message, ensures the card is valid, identifies the customer and verifies funds



1 Mary pays a utility bill

3 The **acquiring software** sorts and routes the message to the required network (ex. *Visa, Star, etc.*)

6 Once confirmed, the **issuing bank** sends an approval message back to the card network, which then sends the approval to the merchant *(funds settlement will occur later)*

** Merchant may outsource payment acceptance systems to a merchant acquirer such as First Data or Global Payments*
*** Bank may outsource card issuing capabilities to a processor such as Fiserv or Jack Henry*

Long-term, blue-chip, geographically diverse customer base

Expansion across international markets is driving new customer wins

Americas	EMEA	Asia-Pacific
Bank of America Merrill Lynch, Eversource, Mastercard, NFI, Octane Roadrunner Financial, Burlington, belk, Wendy's, Tops, Alto Global Processing, mb financial bank, BMO, Safco, Pilot Flying J	Mango, Pay360 by Capita, B&Q, Mastercard, Aegean (A Star Alliance Member), HyperPay, Three.com, Opayo By Elavon, HSBC, Travis Perkins, Rabobank, Telefónica, O2, co op	Singapore Airlines, indopay (payment made simpler), Mastercard, absa, SBI, UnionPay 银联, 支付宝 Alipay, Planet Payment, DBS Bank
3,000+ Customers	**~450 Customers**	**~250 Customers**

Unrivaled leadership across our segments

Banks and Intermediaries

10 of the top 10 banks worldwide

60 of the top 100 banks globally

94 countries with customers

26 real-time domestic schemes

11 central bank Infrastructures

Merchants

>80,000

merchants powered by ACI directly and through PSPs

>250

API library

Billers

>3,000

billers in the U.S.

>500

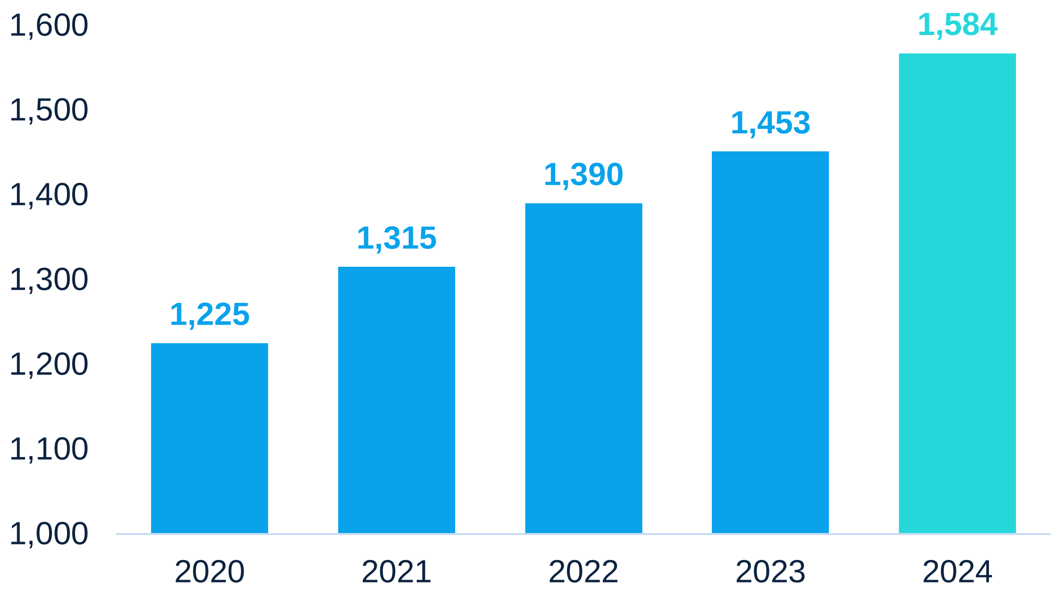
million bill pay transactions annually

~9,000

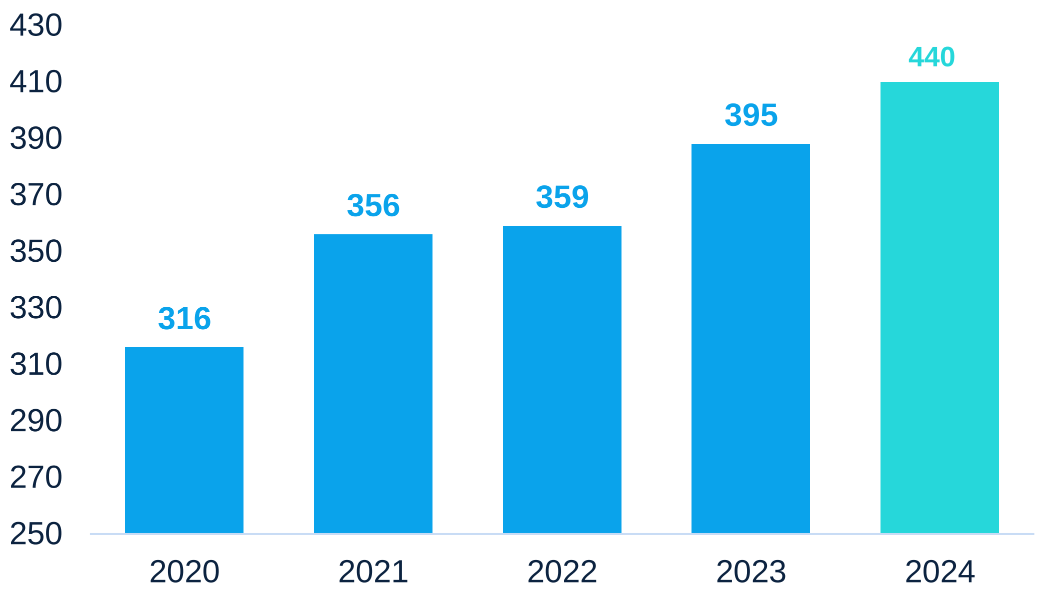
endpoint relationships

Accelerating organic growth

Revenue (millions)
CAGR 6%



Adjusted EBITDA (millions)
CAGR 8%



Note: Dollars in millions. Revenue adjusted for Corporate Online Banking divestiture completed 09.01.2022.
Adjusted EBITDA is a non-GAAP measure. See the Appendix for additional information.
2024 amounts represent midpoint of company guidance.

High quality segment models

"Gold Standard" reputation for reliability, scalability, and functionality

Banks

- Blue-chip customer base of the world's largest banks and financial intermediaries
- 95% term-based subscription license
- 5% transaction-based SaaS model
- 25% U.S. / 75% international

~ $620M revenue in 2023

~ $355M of EBITDA in 2023*

Billers

- Biller direct in consumer finance, utilities & telco, insurance, higher education, and government verticals
- 100% transaction-based SaaS model
- 100% U.S.-based

~ $690M revenue in 2023

~ $145M EBITDA in 2023*

Merchants

- Large global merchants with focus on eCommerce and in-store solutions
- 80% transaction-based SaaS model
- 20% term-based subscription license
- 50% U.S. / 50% international

~ $150M revenue in 2023

~ $45M EBITDA in 2023*

Segment profitability excluding overhead costs

High quality segment models

"Gold Standard" reputation for reliability, scalability, and functionality

Banks	Billers	Merchants
• Growth drivers: ✓ Broad based electronic payments transaction growth ✓ Cross-selling to existing base ✓ New logos ✓ Payments Hub expands TAM	• Growth drivers: ✓ Secular transaction growth in electronic bill payments ✓ Shift from bank bill pay ✓ Cross selling value-added services ✓ New logos	• Growth drivers: ✓ eCommerce transaction growth significant tailwind ✓ Cross selling value-added services ✓ International expansion ✓ New logos
High single-digit growth	**High single-digit growth**	**High single – low double-digit growth**

Large, growing addressable market

ACI software and platforms account for unrivaled volume of transactions

Global payment transactions (volume)

1.9
TRILLION
transactions
2021

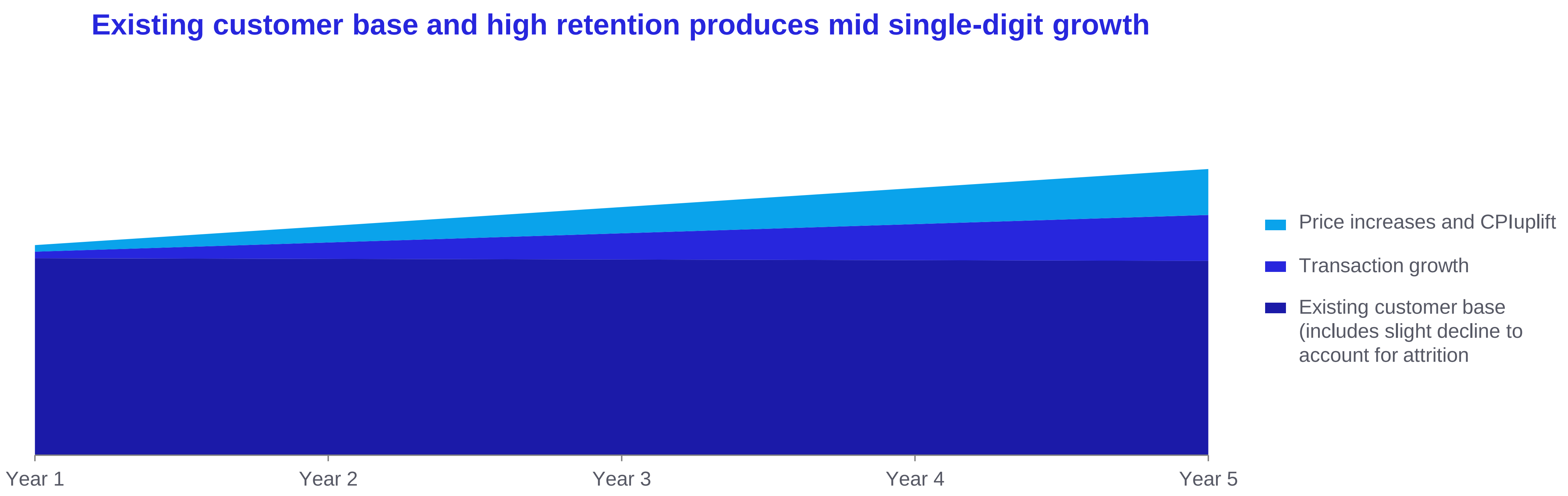
9%+
CAGR

3.0
TRILLION
transactions
2026E[1]

(1) *GlobalData*

Existing customers provide revenue base

Low risk/very little downside risk for investors

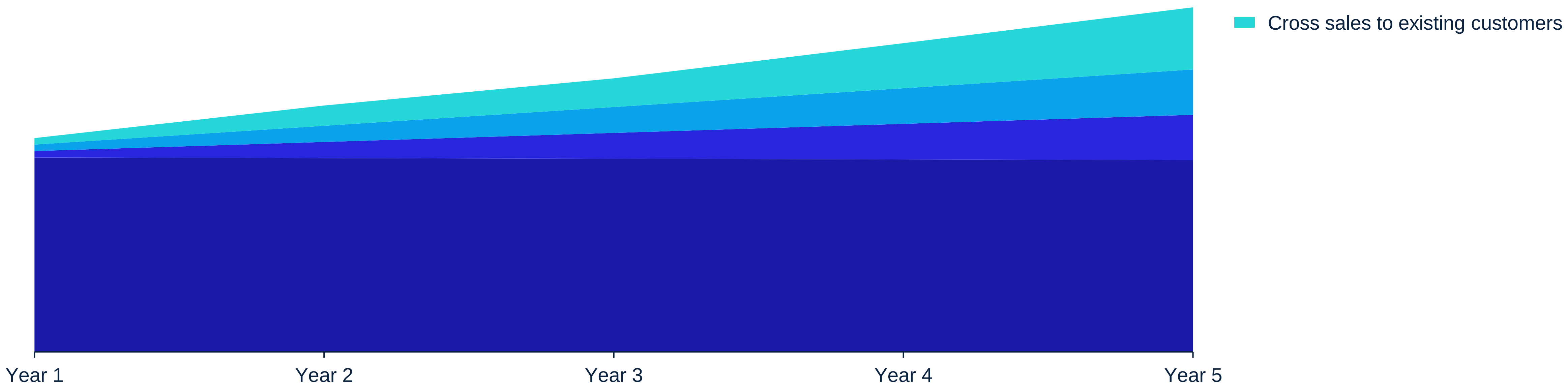


***Note - slides represent illustrative example**

Cross sales to existing customers

Historic growth has mainly come through cross sales to existing

Layering on cross sales increases growth

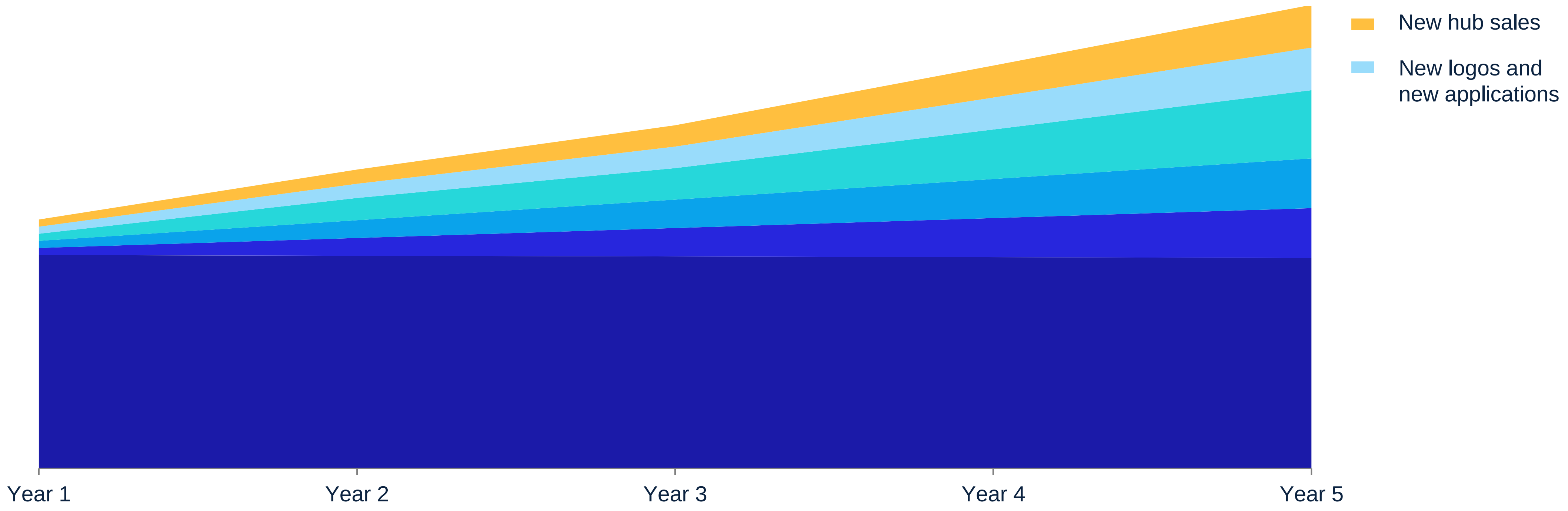


**** Note - slides represent illustrative example***

Add new logos, new applications

Incremental growth = high reward for shareholders

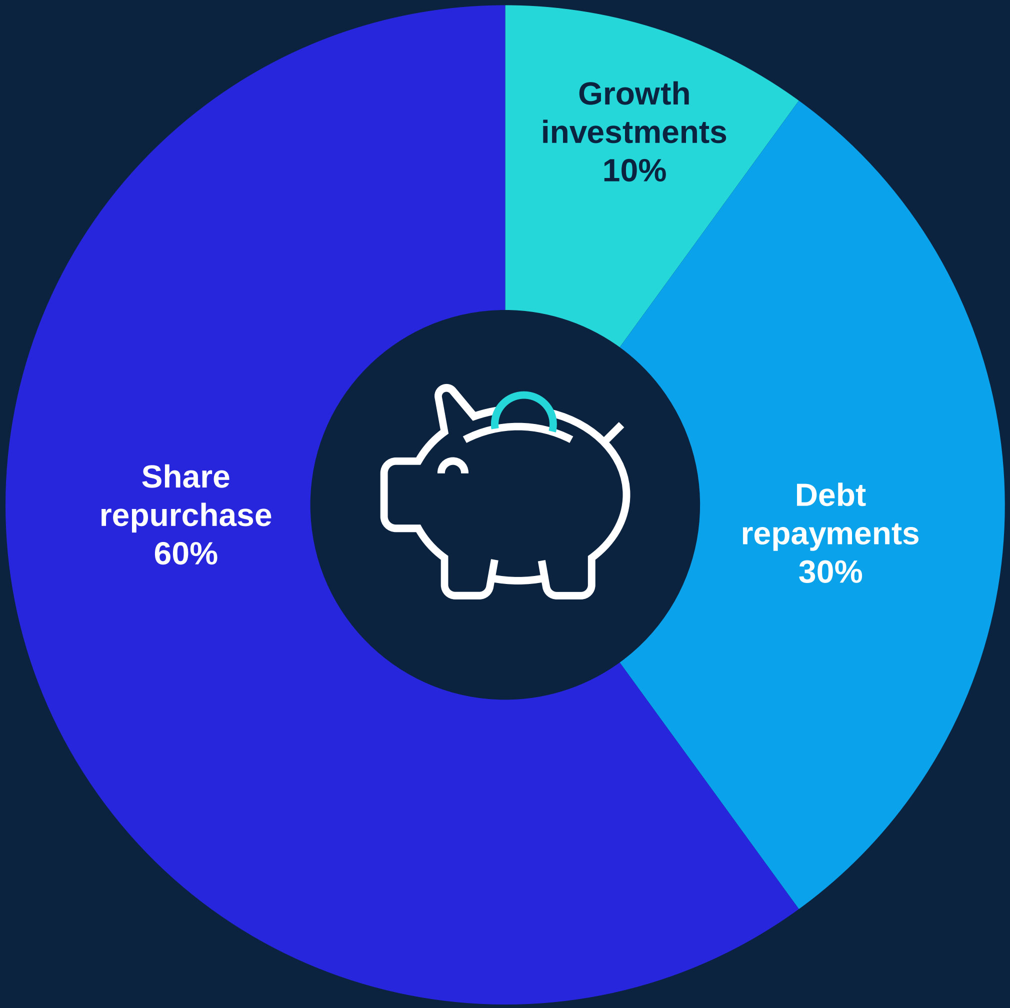
New opportunities, including bank modernization / hub accelerates growth



**** Note - slides represent illustrative example***

Balanced use of cash

Percentages represent actual cash flow usage from total cash flow generated 2021-2023



Significant financial flexibility

We intend to balance growth investments with returning cash to shareholders

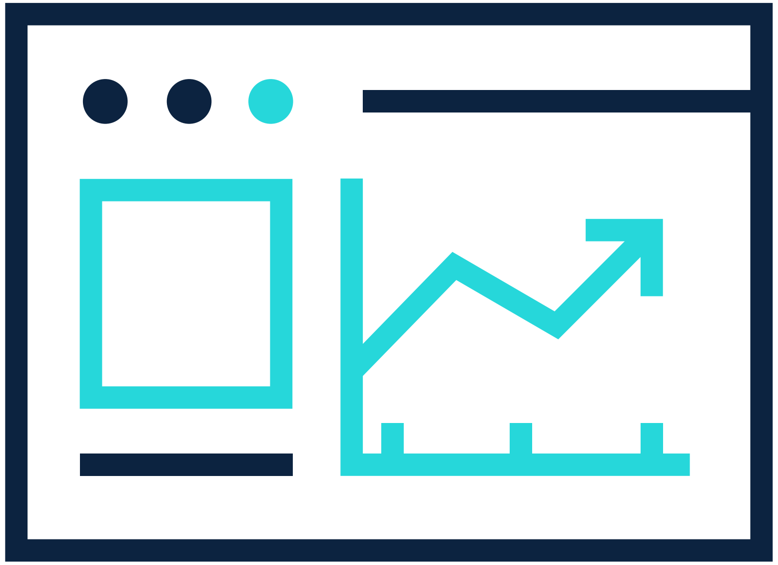
Allocation Priorities

Organic growth investments	Inorganic growth investments	Returning cash to shareholders

2024 financial guidance

2023 actual	2024 guidance range
$1,453M Revenue	**$1,567M - 1,601M** Revenue
$395M Adjusted EBITDA	**$433M - 448M** Adjusted EBITDA

Longer-term outlook



Organic revenue

High single-digit growth

- Additional upside with penetration into mid-tier banks

Adjusted EBITDA

Track revenue growth

Cash flow

Increasing EBITDA to cash flow conversion

Target leverage

2.0x net debt/EBITDA

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Appendix

Non-GAAP financial measures

Adjusted EBITDA (millions)	For the Years Ended December 31,			
	2020	2021	2022	2023
Net income	$ 73	$ 128	$ 142	$ 122
Plus:				
Income tax expense	26	47	64	26
Net interest expense	45	34	41	64
Net other (income) expense	1	1	(43)	8
Depreciation expense	25	21	23	24
Amortization expense	115	113	104	99
Non-cash stock-based compensation expense	29	27	30	24
Adjusted EBITDA before significant transaction-related expenses	314	371	361	367
Significant transaction-related expenses	45	13	12	28
Proforma impact of divestiture	(43)	(28)	(14)	-
Adjusted EBITDA	$ 316	$ 356	$ 359	$ 395

	For the Years Ended December 31,			
	2020	2021	2022	2023
Revenue as reported	$ 1,294	$ 1,371	$ 1,422	$ 1,453
Proforma impact of divestiture	(69)	(56)	(32)	-
Adjusted Revenue	$ 1,225	$ 1,315	$ 1,390	$ 1,453

Non-GAAP financial measures

To supplement our financial results presented on a GAAP basis, we use the non-GAAP measures indicated in the tables, which exclude significant transaction related expenses, as well as other significant non-cash expenses such as depreciation, amortization, and non-cash compensation, that we believe are helpful in understanding our past financial performance and our future results. The presentation of these non-GAAP financial measures should be considered in addition to our GAAP results and are not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. Management generally compensates for limitations in the use of non-GAAP financial measures by relying on comparable GAAP financial measures and providing investors with a reconciliation of non-GAAP financial measures only in addition to and in conjunction with results presented in accordance with GAAP. We believe that these non-GAAP financial measures reflect an additional way to view aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business. Certain non-GAAP measures include:

- Adjusted EBITDA: net income (loss) plus income tax expense (benefit), net interest income (expense), net other income (expense), depreciation, amortization, and non-cash compensation, as well as significant transaction related expenses. Adjusted EBITDA should be considered in addition to, rather than as a substitute for, net income (loss).
- Net Adjusted EBITDA Margin: Adjusted EBITDA divided by revenue net of pass-through interchange revenue. Net Adjusted EBITDA Margin should be considered in addition to, rather than as a substitute for, net income (loss).
- Diluted EPS adjusted for non-cash and significant transaction related items: diluted EPS plus tax effected significant transaction related items, amortization of acquired intangibles and software, and non-cash stock-based compensation. Diluted EPS adjusted for non-cash and significant transaction related items should be considered in addition to, rather than as a substitute for, diluted EPS.
- Recurring Revenue: revenue from software as a service and platform service fees and maintenance fees. Recurring revenue should be considered in addition to, rather than as a substitute for, total revenue.
- ARR: New annual recurring revenue expected to be generated from new accounts, new applications, and add-on sales bookings contracts signed in the period.

Forward-looking statements

This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. Generally, forward-looking statements do not relate strictly to historical or current facts and may include words or phrases such as “believes,” “will,” “expects,” “anticipates,” “intends,” and words and phrases of similar impact. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Forward-looking statements in this press release include, but are not limited to, statements regarding (1) segment growth expectations, (2) full year 2024 revenue, adjusted EBITDA, and (3) longer term targets relating to organic revenue, EBITDA, cash flow and target leverage.

All of the foregoing forward-looking statements are expressly qualified by the risk factors discussed in our filings with the Securities and Exchange Commission. Such factors include, but are not limited to, increased competition, business interruptions or failure of our information technology and communication systems, security breaches or viruses, our ability to attract and retain senior management personnel and skilled technical employees, future acquisitions, strategic partnerships and investments, divestitures and other restructuring activities, implementation and success of our strategy, impact if we convert some or all on-premise licenses from fixed-term to subscription model, anti-takeover provisions, exposure to credit or operating risks arising from certain payment funding methods, customer reluctance to switch to a new vendor, our ability to adequately defend our intellectual property, litigation, consent orders and other compliance agreements, our offshore software development activities, risks from operating internationally, including fluctuations in currency exchange rates, events in eastern Europe and the Middle East, adverse changes in the global economy, compliance of our products with applicable legislation, governmental regulations and industry standards, the complexity of our products and services and the risk that they may contain hidden defects, complex regulations applicable to our payments business, our compliance with privacy and cybersecurity regulations, exposure to unknown tax liabilities, changes in tax laws and regulations, consolidations and failures in the financial services industry, volatility in our stock price, demand for our products, failure to obtain renewals of customer contracts or to obtain such renewals on favorable terms, delay or cancellation of customer projects or inaccurate project completion estimates, impairment of our goodwill or intangible assets, the accuracy of management’s backlog estimates, the cyclical nature of our revenue and earnings and the accuracy of forecasts due to the concentration of revenue-generating activity during the final weeks of each quarter, restrictions and other financial covenants in our debt agreements, our existing levels of debt, events outside of our control including natural disasters, wars, and outbreaks of disease, and revenues or revenue mix. For a detailed discussion of these risk factors, parties that are relying on the forward-looking statements should review our filings with the Securities and Exchange Commission, including our most recently filed Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q.

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