



ACI WORLDWIDE (ACIW)

FALL / WINTER 2018



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.

Agenda

1 ACI Worldwide® Company Overview

2 Investment Highlights

3 ACI Worldwide Financial Overview

4 Appendix

ACI Worldwide – Any-to-Any Payments Software



VISION

ACI is a highly focused software enterprise that enables real-time, any-to-any payment transactions to occur regardless of time, location or type, supporting payments with the notion that the purchaser directs the payment to his/her provider of choice to satisfy the transaction in an efficient and secure environment.

6

Software-Based
Payments Solutions

4

Segments
Served

2

Deployment
Models



Global
Team

FY 2018
Revenue⁽¹⁾⁽²⁾
\$1.063 Billion

FY 2018
Adjusted EBITDA⁽¹⁾⁽²⁾
\$278 Million

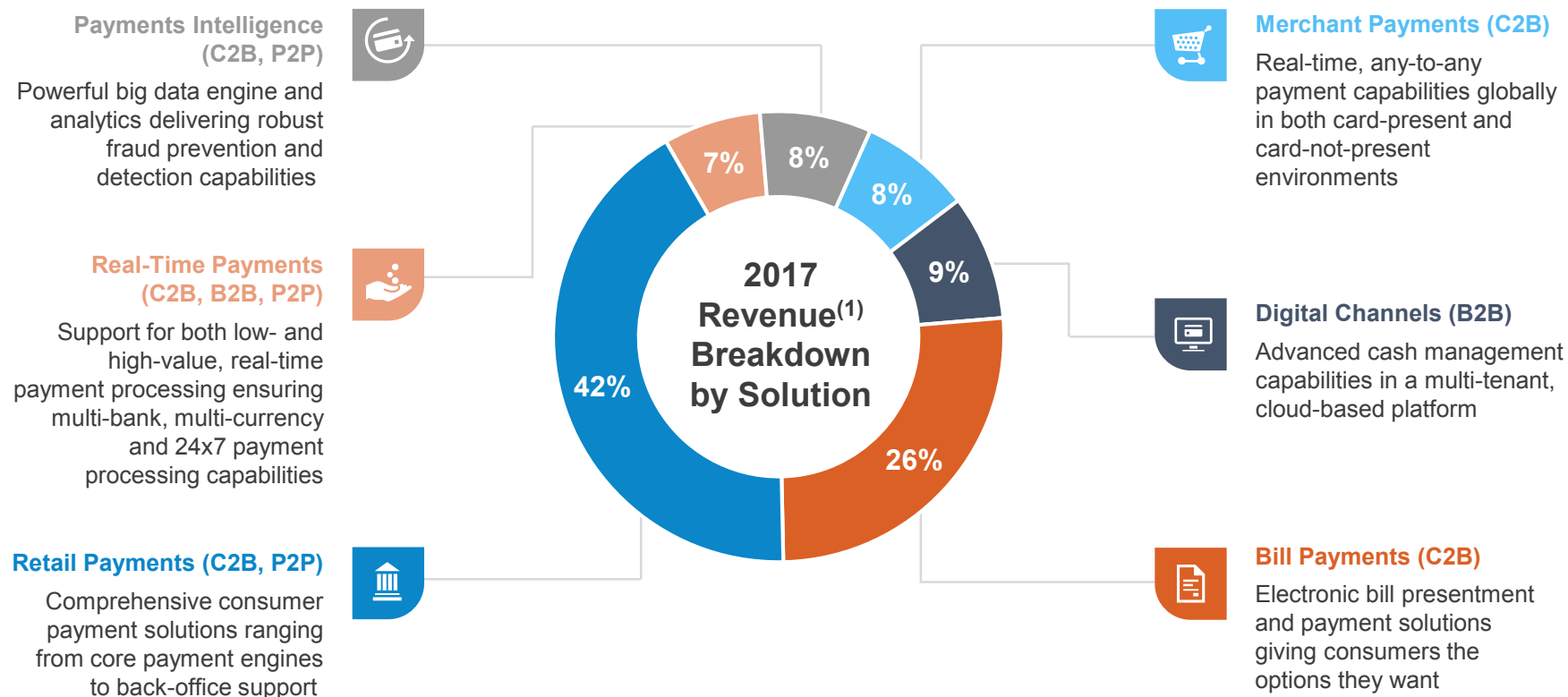
9/30/18
60-Month Backlog
\$4.2 Billion

Note: Adjusted EBITDA and 60-month backlog are non-GAAP measures. Adjusted EBITDA excludes significant transaction-related expenses. See the Appendix for additional information.

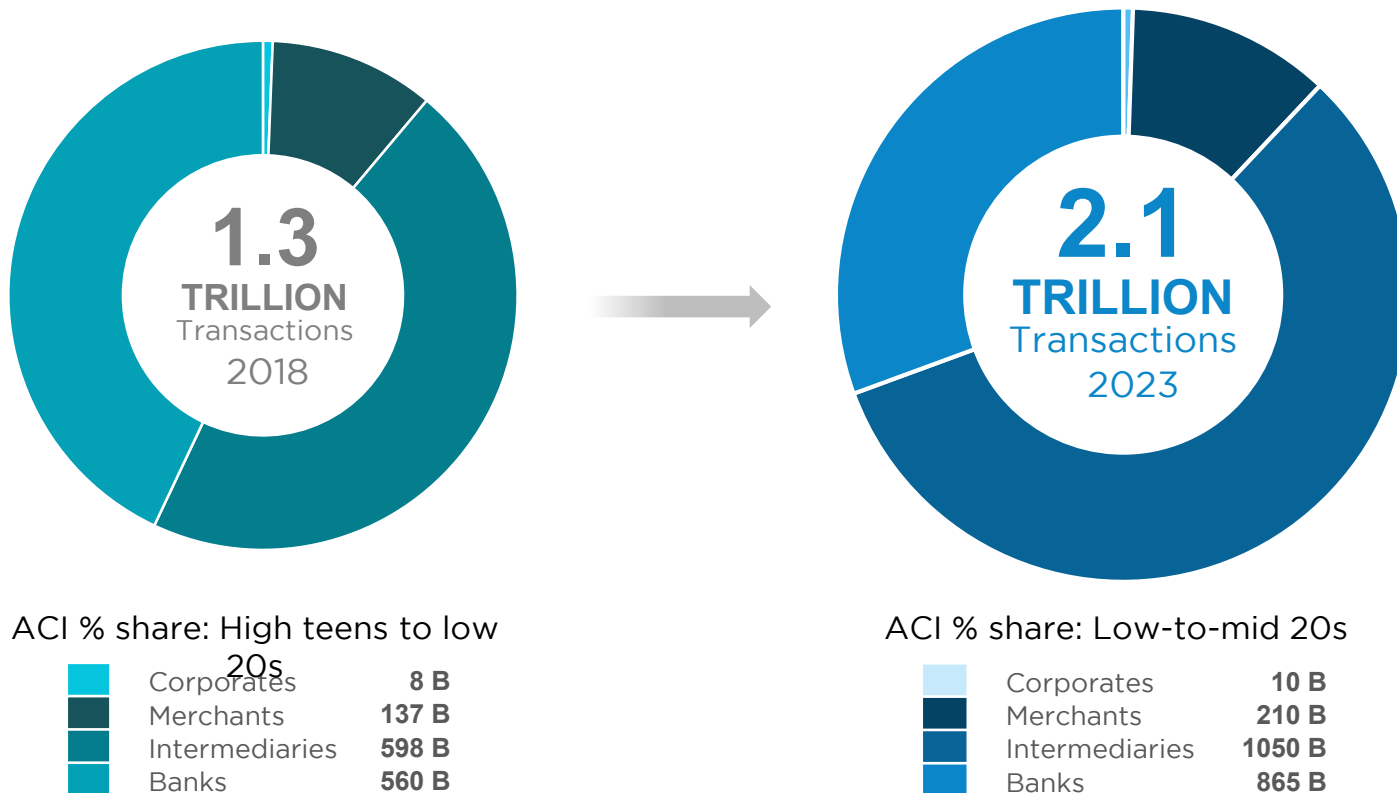
(1) Reported under ASC 606 accounting standards. See the Appendix for additional information.

(2) Represents mid-point of FY 2018 Guidance.

ACI's Six Software-Based Solutions Offer Unmatched Payment Capabilities



ACI® Capturing Increasing Share of Growing Transaction Volumes



What Is ACI's Role in the Payments Ecosystem?

ACI IS...

a software company.

an enabler for companies to receive and make payments securely.

hardware- and database-agnostic.

a transaction-based business model.

a leading provider of highest scale, most efficient payment processing capabilities at the lowest unit cost.

ACI IS NOT...

a branded payments provider.

a bank, merchant or corporate.

a merchant acquirer.

a financial intermediary.

a provider of payment types, wallets, end-user applications, etc.

Competitive Strengths – Why We Win



Brand

With a 40+ year heritage of powering mission-critical transactions, ACI is trusted to deliver secure, risk-compliant solutions in a highly regulated payments environment.



Software

ACI's UP® solutions connect more ways to pay with more payment capabilities than any other provider, superior non-functional requirements ensure unmatched scalability and reliability in any deployment model: on premise or cloud.



Scale

The breadth of our solutions enables ACI to process a quarter of the world's transactions today, with scalability to capitalize on "billions not millions" opportunity.



Global reach

ACI is a global payments powerhouse with local expertise, serving customers in 80+ countries. Broad payments reach secures global eCommerce expansion; payments intelligence combats worldwide fraud.



People

Largest team of payment experts in the world, strategically organized throughout the world to deliver 24x7x365 global support.

Investment Highlights



Investment Highlights

1

Long-term, blue-chip, geographically diverse customer base with **low customer concentration** and **strong renewal rates**

2

Large contractual backlog provides revenue and earnings visibility

3

Transaction-based software contracts drive **high-quality, recurring revenue**

4

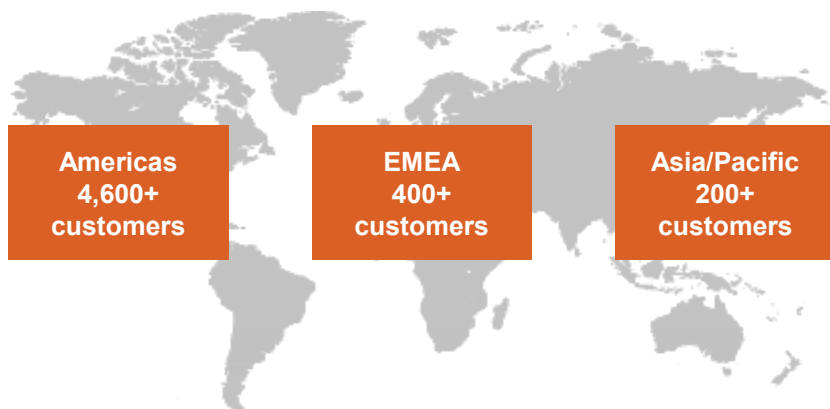
High-margin software and platform delivery will see improving profitability with scale



1

Long-Term, Blue-Chip, Geographically Diverse Customer Base with Low Customer Concentration and Strong Renewal Rates

ACI HAS GLOBAL REACH & SCALE



300+ global
merchants

3,600+ Tier 1
and 2 billers

~180 processors,
plus central
infrastructures,
switches and
networks

18 of the top 20
and 60+ of the
top 100 banks
globally⁽²⁾

~4,000 employees support over 5,100 customers
in more than 80 countries

DIVERSE CUSTOMER BASE

No single customer represents **more than 3% of consolidated revenue**



FY 2017 Top Five Customers by Revenue⁽¹⁾

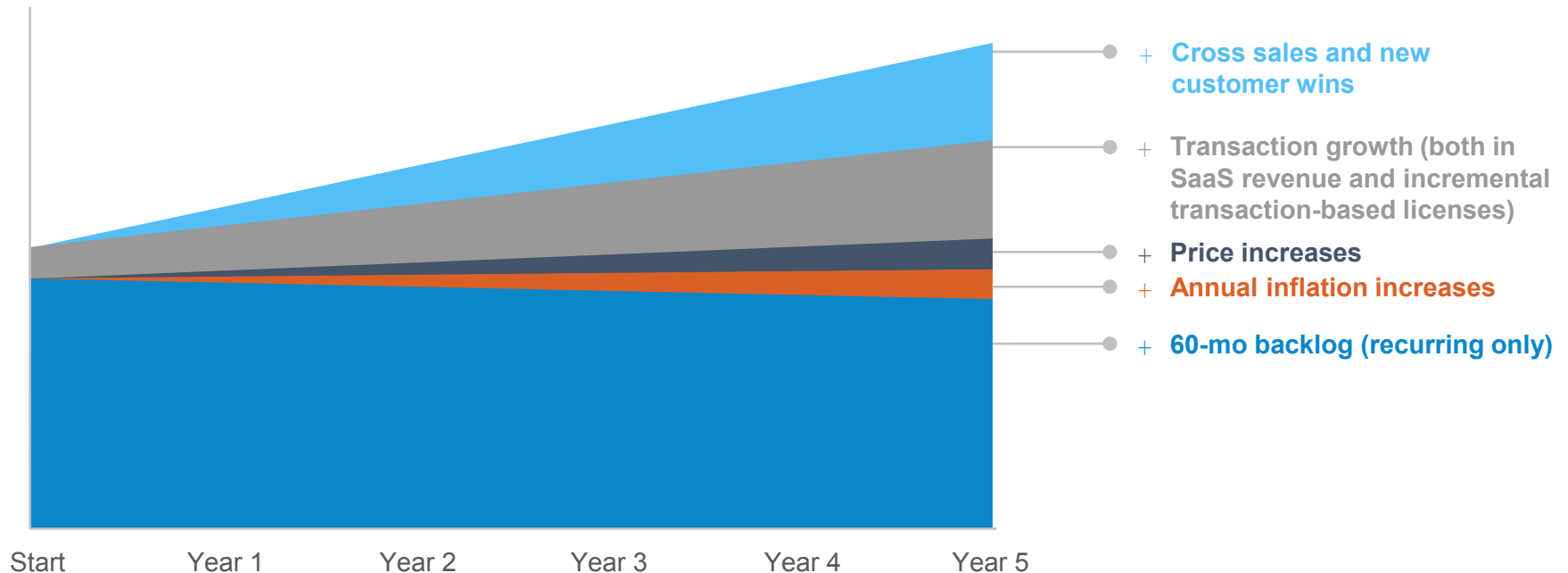
Customer 1	2.9%
Customer 2	2.1%
Customer 3	1.9%
Customer 4	1.6%
Customer 5	1.4%
Total	9.9%

2

Large Contractual Backlog Provides Revenue and Earnings Visibility

**BACKLOG IS THE
FOUNDATION OF REVENUE,
CROSS SALES AND GROWTH**

- Existing customer base and low customer attrition provide baseline for future revenue
- Competitive positioning and high R&D spending provides pricing power
- Electronic payments growth of mid-high single digits

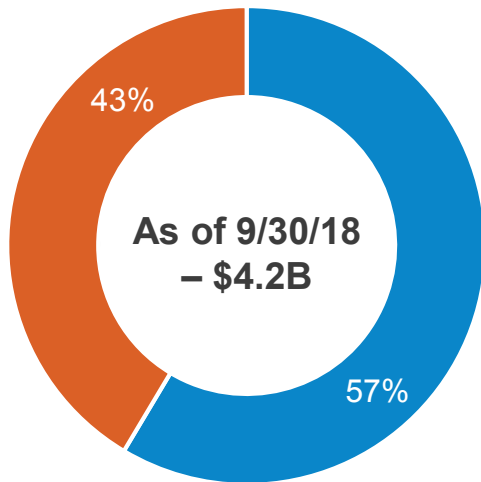


2

Large Contractual Backlog Provides Revenue and Earnings Visibility (Cont'd)

60-MONTH BACKLOG BY DEPLOYMENT MODEL

■ On Premise ■ On Demand

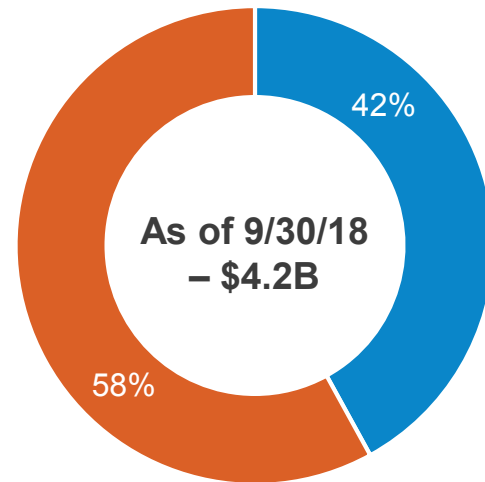


Backlog excludes maintenance uplifts, growth in users/seats, and incremental capacity

Backlog is also haircut by historical attrition.

60-MONTH BACKLOG BY CONTRACT

■ Renewal ■ Committed



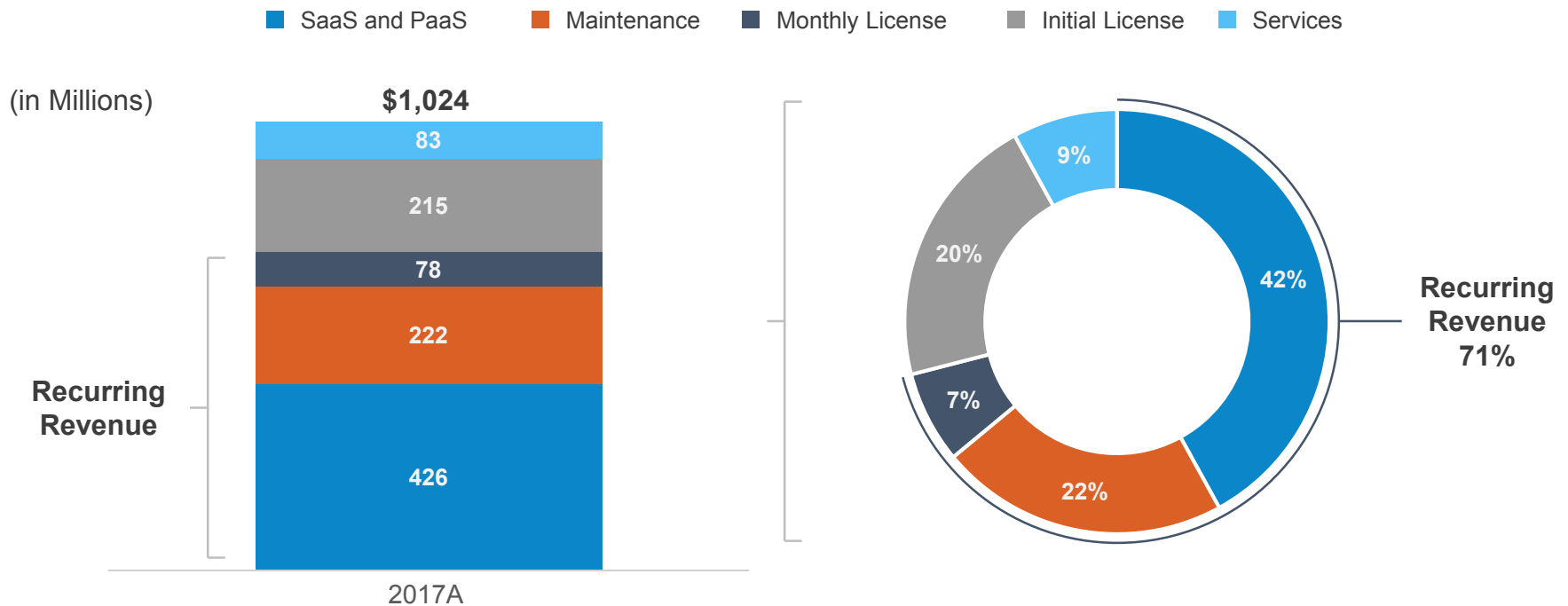
Committed backlog includes contracted and estimated revenue that will be recognized in future periods from executed contracts

Renewal backlog includes estimated future revenues from assumed contract renewals

3

Transaction-Based Software Contracts Drive High-Quality, Recurring Revenue⁽¹⁾

REVENUE BREAKDOWN BY TYPE



High-Quality, Recurring Revenue Made Up Approximately 71% of Total FY 2017⁽¹⁾⁽²⁾

4

High-Margin Software and Cloud Delivery Will See Improving Profitability with Scale

TWO P&L FINANCIAL MODEL CHARACTERISTICS



On Premise

- Installed in our customers' data centers globally
- 5+ year term software model
- 40+ years of experience, long-term customer base with high renewal rates
- High-margin maintenance and license fee model
- FY 2017 Revenue⁽¹⁾ of ~\$600 million
- FY 2017 Adj. EBITDA⁽¹⁾⁽²⁾ of ~\$347 million



On Demand

- Installed in our global data centers
- SaaS and PaaS subscription model
- Driven by recent acquisitions since 2011
- End of heavy investment cycle in infrastructure, cyber security, acquisition integration and new product releases
- Focus on Rule of 40 (Net Revenue growth plus EBITDA Margin)
- FY 2017 Revenue⁽¹⁾ of ~\$424 million
- FY 2017 Adj. EBITDA⁽¹⁾⁽²⁾ of ~(\$2) million

Note: Adjusted EBITDA is a non-GAAP measure. See the Appendix for additional information.

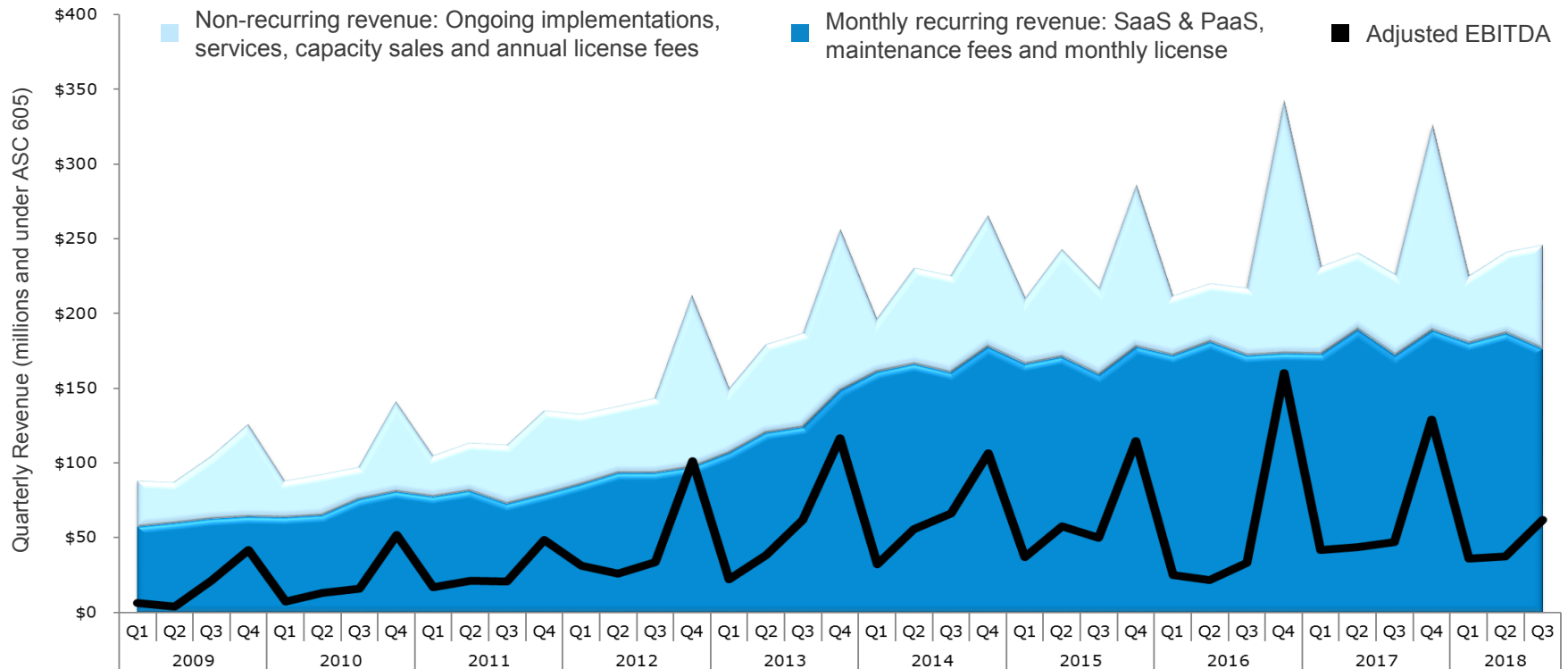
(1) Reported under ASC 605. See the Appendix for additional information.

(2) Unburdened by corporate overhead costs.

4

High-Margin Software and Cloud Delivery Will See Improving Profitability with Scale

FIXED COSTS PROVIDE LEVERAGE IN MODEL



Monthly recurring revenue predictable and growing, now >70% of total revenue

Non-recurring revenue is strongest in Q4

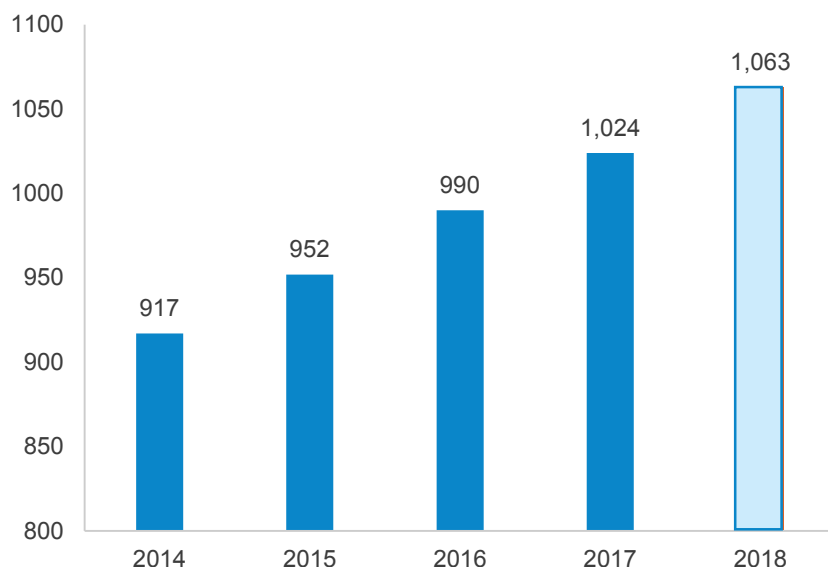
Adjusted EBITDA spikes follow revenue

ACI Worldwide Financial Summary

Historical and Projected Financial Summary

Transaction-based business model provides revenue and earnings visibility

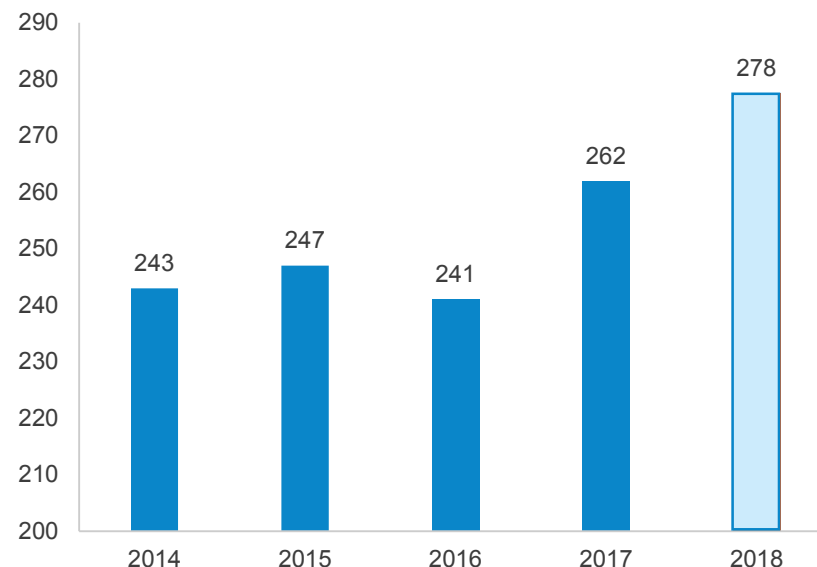
REVENUE (ex CFS) ⁽¹⁾



Services revenue has declined from 12% of total revenue in 2014 to 8% in 2017

FY 2017 revenue breakdown is 53% U.S. and 47% international.

ADJ. EBITDA (ex CFS) ⁽¹⁾



Strong cash flows provide financial flexibility.

Updated 2018 Guidance

	Prior 2018 Guidance		Updated 2018 Guidance		Growth Over 2017
	ASC 606		ASC 605 & ASC 606		
	Low	High	Low	High	
Revenue	1,030	1,055	1,050	1,075	3-5%
Adjusted EBITDA	255	270	270	285	3-9%

\$ in millions



New bookings growth expected to be in the low double digits



Operating free cash flow to be in a range of \$140 to \$155 million

- Effective January 1, 2018, the company adopted Accounting Standards Codification Topic 606, Revenue from Contracts with Customers ("ASC 606"), which supersedes the revenue recognition requirements in ASC Topic 605, Revenue Recognition ("ASC 605"). The company expects the adoption of ASC 606 to impact the timing and amount of revenue recognition for its On Premise licensing arrangements. The company does not expect the adoption of ASC 606 to have a significant impact on its other revenue streams or cash flow from operations. Guidance excludes approximately \$7 million in significant transaction-related expenses.

Longer-Term Targets

New bookings growth

High single digits

Organic revenue growth

Mid-to-upper single digits

Adjusted EBITDA

2019 adjusted EBITDA target

\$300–\$315 million

2020 adjusted EBITDA target

\$335–\$350 million

Operating free cash flow

Track adjusted EBITDA growth



Appendix

Non-Functional Requirements

Differentiate ACI's services, solutions and offerings

Capacity

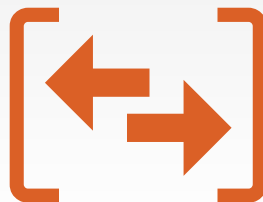
2,000 TPS

Availability

99.999% uptime

Scalability

Best-in-class operating cost



Serviceability

Automated deployment and upgrade

Globality

Support for industry-leading number of endpoints to enable connectivity

Security

Highly sophisticated protection from data breaches and unauthorized transactions

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 certain business combination accounting entries, 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:

- Non-GAAP revenue: revenue plus deferred revenue that would have been recognized in the normal course of business if not for GAAP purchase accounting requirements. Non-GAAP revenue should be considered in addition to, rather than as a substitute for, revenue.

Non-GAAP Revenue (millions)	2010	2011	2012	2013	2014	2015	2016	2017
Revenue	\$ 418	\$ 465	\$ 667	\$ 865	\$ 1,016	\$ 1,046	\$ 1,006	\$ 1,024
Less CFS revenue	-	-	-	-	(101)	(95)	(16)	-
Deferred revenue fair value adjustment	-	-	22	6	2	1	-	-
Non-GAAP revenue	\$ 418	\$ 465	\$ 689	\$ 871	\$ 917	\$ 952	\$ 990	\$ 1,024

Non-GAAP Financial Measures

- Adjusted EBITDA: net income 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 and legal judgment. Adjusted EBITDA should be considered in addition to, rather than as a substitute for, net income (loss).

Adjusted EBITDA (millions)	2014	2015	2016	2017
Net income	\$ 68	\$ 85	\$ 130	\$ 5
Plus:				
Income tax expense	31	28	56	38
Net interest expense	39	41	39	38
Net other expense (income)	-	(26)	(4)	3
Depreciation expense	21	22	23	25
Amortization expense	66	76	81	77
Non-cash compensation expense	11	18	43	14
Adjusted EBITDA	236	244	368	200
Deferred revenue fair value adjustment	2	1	-	-
Gain on sale of CFS assets	-	-	(152)	-
Legal judgment	-	-	-	47
Employee related actions	10	6	7	-
Facility closure costs	-	-	5	-
IT exit costs	-	-	-	-
Other significant transaction related expenses	13	9	9	15
Less CFS contribution	(18)	(13)	(1)	-
Retained indirect costs during TSA period	-	-	5	-
Adjusted EBITDA excluding significant transaction related expenses	\$ 243	\$ 247	\$ 241	\$ 262

Non-GAAP Financial Measures

Backlog is considered a non-GAAP financial measure as defined by SEC Regulation G. Our 60-month backlog estimate represents expected revenues from existing customers using the following key assumptions:

- Maintenance fees are assumed to exist for the duration of the license term for those contracts in which the committed maintenance term is less than the committed license term.
- License, facilities management, and software hosting arrangements are assumed to renew at the end of their committed term at a rate consistent with our historical experiences.
- Non-recurring license arrangements are assumed to renew as recurring revenue streams.
- Foreign currency exchange rates are assumed to remain constant over the 60-month backlog period for those contracts stated in currencies other than the U.S. dollar.
- Our pricing policies and practices are assumed to remain constant over the 60-month backlog period.

Estimates of future financial results are inherently unreliable. Our backlog estimates require substantial judgment and are based on a number of assumptions as described above. These assumptions may turn out to be inaccurate or wrong, including, but not limited to, reasons outside of management's control. For example, our customers may attempt to renegotiate or terminate their contracts for a number of reasons, including mergers, changes in their financial condition, or general changes in economic conditions in the customer's industry or geographic location, or we may experience delays in the development or delivery of products or services specified in customer contracts which may cause the actual renewal rates and amounts to differ from historical experiences. Changes in foreign currency exchange rates may also impact the amount of revenue actually recognized in future periods. Accordingly, there can be no assurance that contracts included in backlog estimates will actually generate the specified revenues or that the actual revenues will be generated within the corresponding 60-month period.

Backlog should be considered in addition to, rather than as a substitute for, reported revenue and deferred revenue.

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 presentation include, but are not limited to, statements regarding:

- (i) Expectations regarding 2018 financial guidance related to revenue, adjusted EBITDA, operating free cash flow, and full year new bookings growth,
- (ii) Expectations regarding 2019 and 2020 targets,
- (iii) Expectations regarding the impact of ASC 605, ASC 606,
- (iv) Expectations regarding five year targets, including organic revenue, adjusted EBITDA, operating free cash flow, new bookings growth.