

ACI WORLDWIDE (ACIW)

INVESTOR DECK
SUMMER 2020

ANY PAYMENT,
EVERY POSSIBILITY.®

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 Payment, Every Possibility

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.



FY 2019
Revenue
\$1.03 Billion



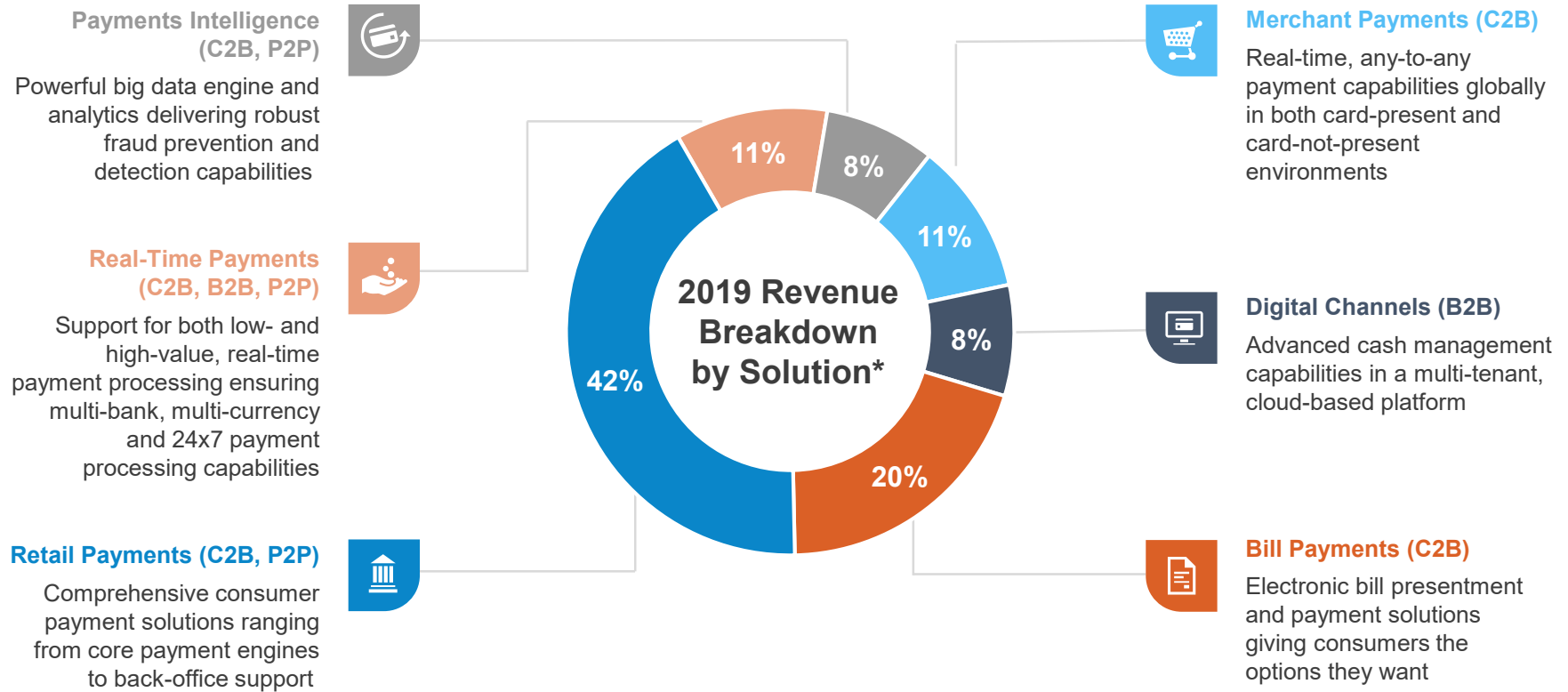
FY 2019
Adjusted EBITDA
\$308 Million



12/31/19
60-Month Backlog
\$5.8 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.

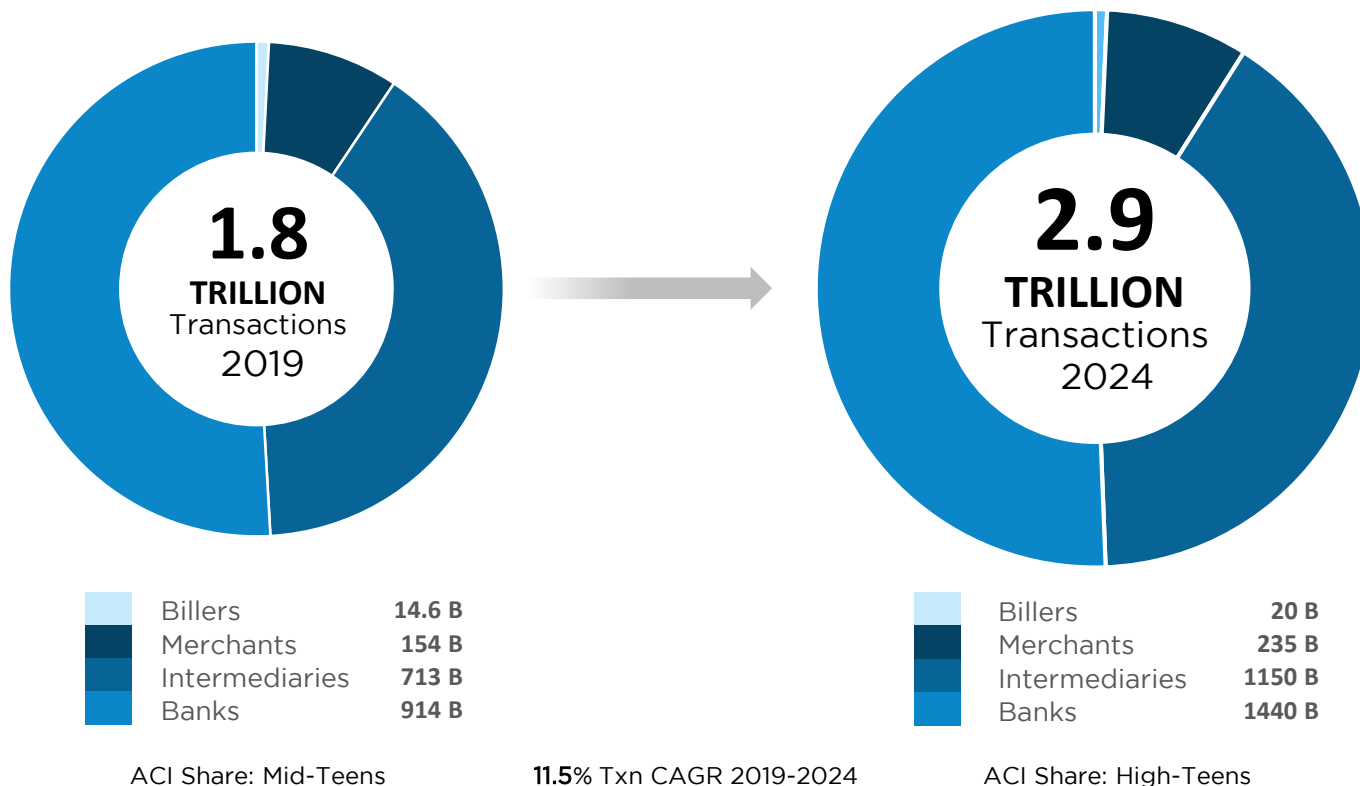
ACI's Six Software-Based Solutions Offer Unmatched Payment Capabilities



* Based on net revenue; excludes Bill Payment interchange

ACI® Capturing Increasing Share of Growing Addressable Transaction Volumes

By Segment



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

Global team of payment experts, strategically organized to deliver 24x7x365 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

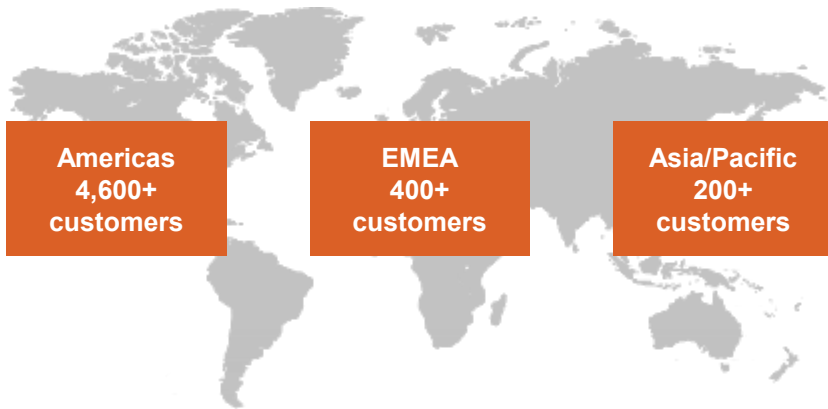
High-margin software and platform delivery will see improving profitability with scale



1

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

ACI HAS GLOBAL REACH & SCALE



Americas
4,600+
customers

EMEA
400+
customers

Asia/Pacific
200+
customers

300+ global
merchants

3,000+ billers

~180 processors,
plus central
infrastructures,
switches and
networks

18 of the top 20
and 60+ of the
top 100 banks
globally⁽¹⁾

~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 2019 top 10 Customers by Revenue

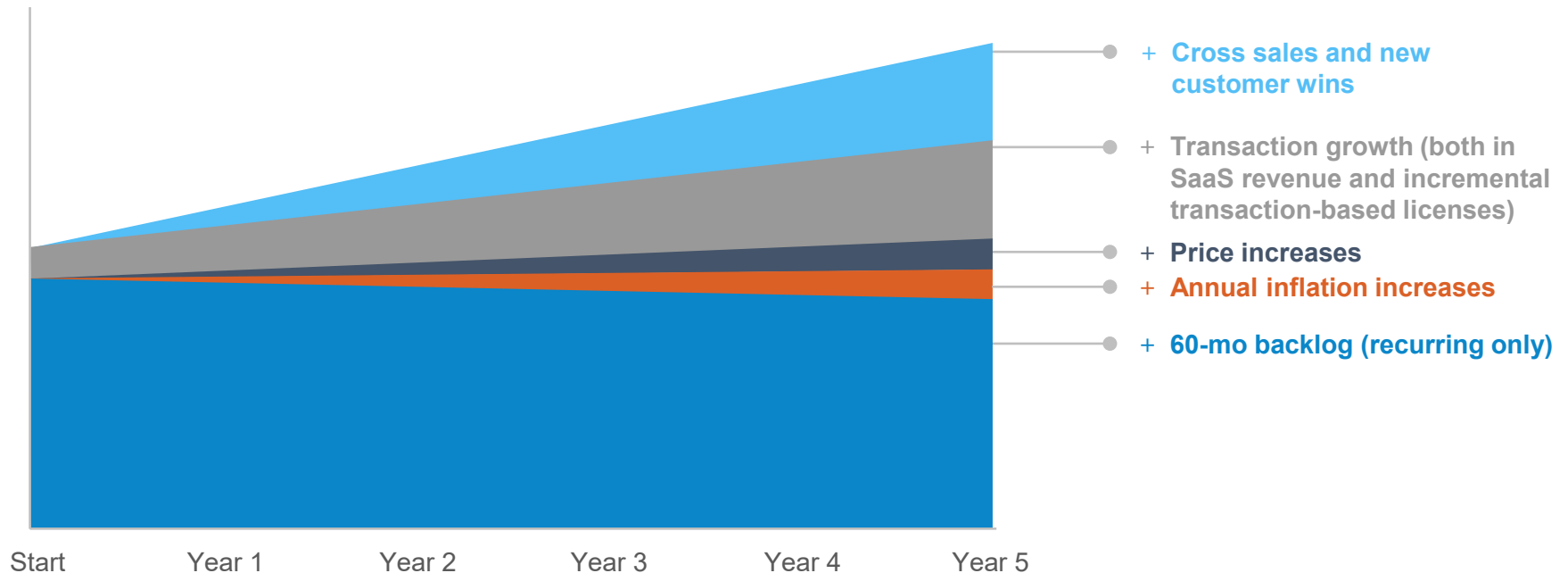
Customer 1	2.3%
Customer 2	2.0%
Customer 3	2.0%
Customer 4	1.9%
Customer 5	1.8%
Customer 6	1.4%
Customer 7	1.2%
Customer 8	1.2%
Customer 9	1.1%
Customer 10	1.0%
Total	15.8%

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

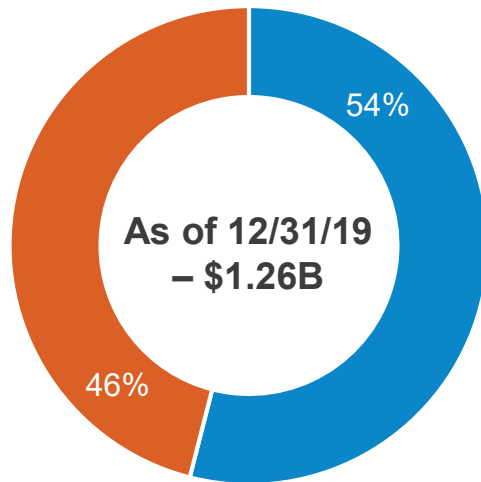


2

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

2019 REVENUE BY DEPLOYMENT MODEL

■ On Premise ■ On Demand

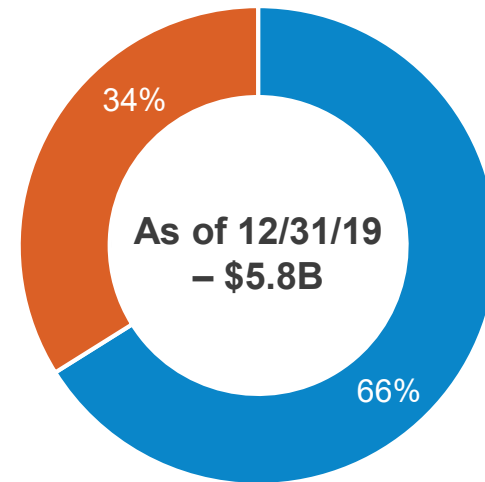


On Premise contracts are traditional software arrangements where software is installed and operated on the customer premise

On Demand contracts involve software solutions delivered through the cloud via our global data centers

60-MONTH BACKLOG BY DEPLOYMENT MODEL

■ On Premise ■ On Demand



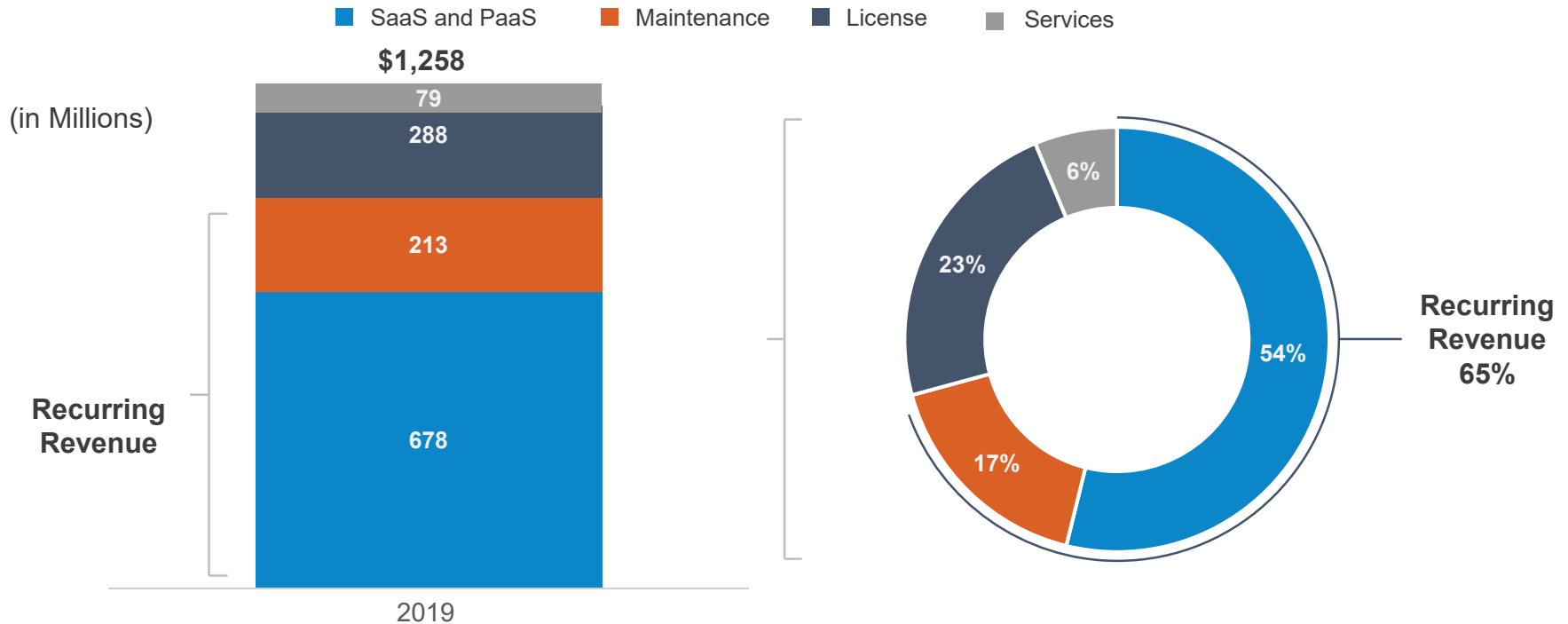
Backlog excludes maintenance uplifts, growth in users/seats, and incremental capacity

Backlog is also haircut by historical attrition.

3

Transaction-Based Software Contracts Drive High-Quality, Recurring Revenue

REVENUE BREAKDOWN BY TYPE



High-Quality, Recurring Revenue Made Up Approximately 71% of Total FY 2019⁽¹⁾

(1) Recurring revenue defined as SaaS, PaaS and maintenance fees
 Recurring revenue represents nearly 75% of total annual revenue inclusive of Speedpay

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 2019 Revenue of ~\$579 million
- FY 2019 Adj. EBITDA⁽¹⁾ of ~\$321 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 2019 Revenue of ~\$679 million
- FY 2019 Adj. EBITDA⁽¹⁾ of ~\$67 million

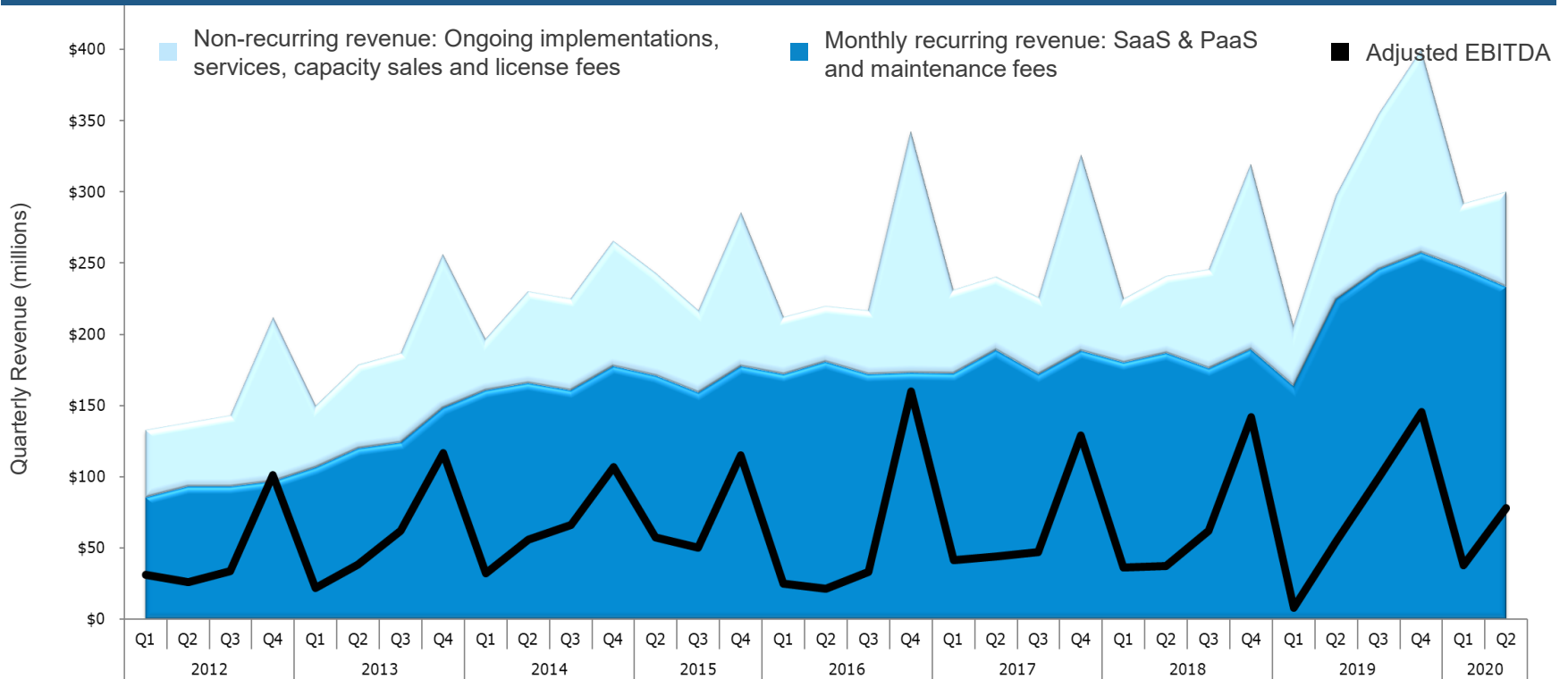
Note: Adjusted EBITDA is a non-GAAP measure. See the Appendix for additional information.

(1) Unburdened by corporate overhead costs.

4

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

FIXED COSTS PROVIDE LEVERAGE IN MODEL



Recurring revenue now ~75% of total revenue

Non-recurring revenue is strongest in Q4

Adjusted EBITDA spikes follow revenue

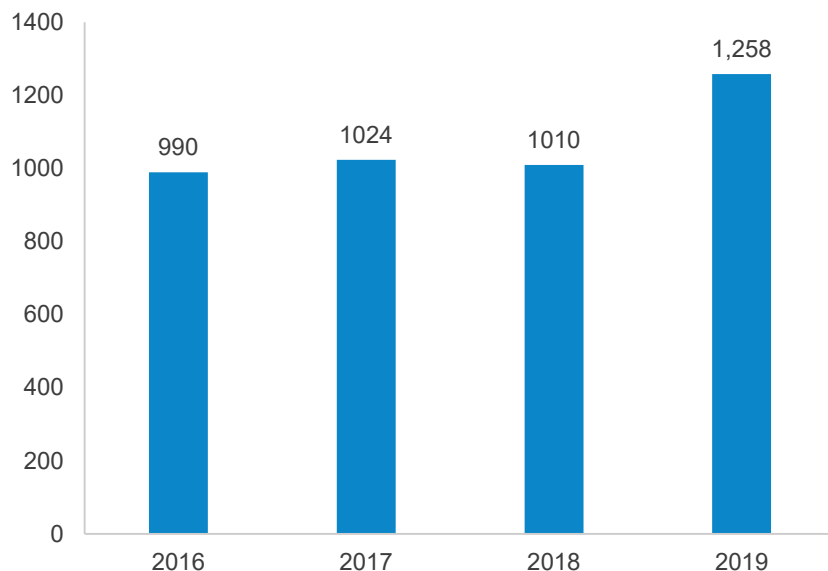
ACI Worldwide Financial Summary



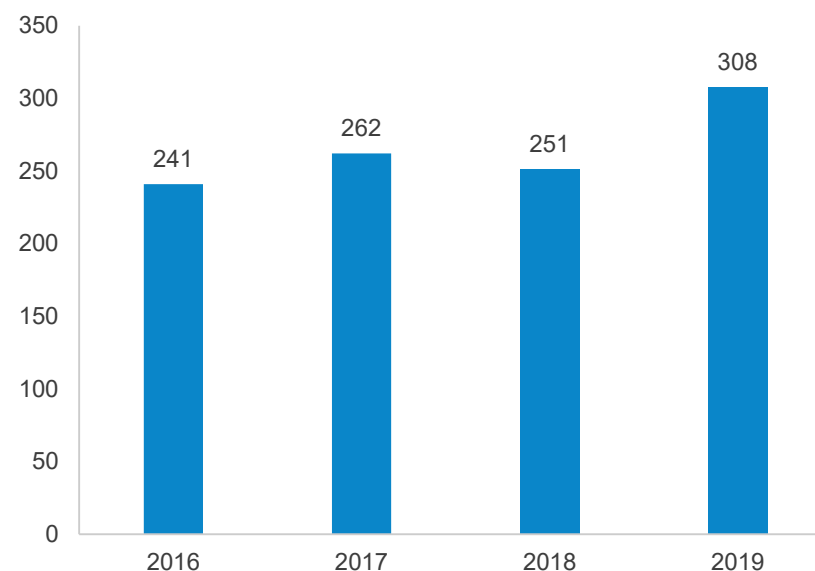
Historical and Projected Financial Summary

Transaction-based business model provides revenue and earnings visibility

REVENUE



ADJ. EBITDA



Services revenue has declined from 12% of total revenue in 2014 to 6% in 2019

FY 2019 revenue breakdown is 62% U.S. and 38% international.

Strong cash flows provide financial flexibility.

Longer-Term Targets

Organic revenue growth

Mid-to-upper single digits

Operating free cash flow

Track adjusted EBITDA growth

Target leverage ratio

2.5x EBITDA



Appendix

Non-Functional Requirements

Differentiate ACI's services, solutions and offerings

Capacity

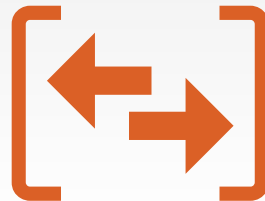
2,000 TPS

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 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).

Adjusted EBITDA (millions)	2016	2017	2018	2019
Net income	\$ 130	\$ 5	\$ 69	\$ 67
Plus:				
Income tax expense	56	38	23	5
Net interest expense	39	38	30	52
Net other expense (income)	(4)	3	4	(1)
Depreciation expense	23	25	24	24
Amortization expense	81	77	74	99
Non-cash compensation expense	43	14	20	37
Adjusted EBIDTA	368	200	244	283
Deferred revenue fair value adjustment	-	-	-	-
Gain on sale of CFS assets	(152)	-	-	-
Legal judgment	-	47	-	-
Employee related actions	7	-	-	-
Facility closure costs	5	-	-	-
IT exit costs	-	-	-	-
Other significant transaction related expenses	9	15	7	25
Less CFS contribution	(1)	-	-	-
Retained indirect costs during TSA period	5	-	-	-
Adjusted EBIDTA excluding significant transaction related expenses	\$ 241	\$ 262	\$ 251	\$ 308

Non-GAAP Financial Measures

ACI also includes backlog estimates, which include all license, maintenance, and services revenue (including SaaS and PaaS) specified in executed contracts, as well as revenues from assumed contract renewals to the extent that we believe recognition of the related revenue will occur within the corresponding backlog period. We have historically included assumed renewals in backlog estimates based upon automatic renewal provisions in the executed contract and our historic experience with customer renewal rates.

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:

- License arrangements are assumed to renew at the end of their committed term or under the renewal option stated in the contract at a rate consistent with historical experience. If the license arrangement includes extended payment terms, the renewal estimate is adjusted for the effects of a significant financing component.
- 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.
- SaaS and PaaS arrangements are assumed to renew at the end of their committed term at a rate consistent with our historical experiences.
- 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 require substantial judgment and are based on several assumptions, as described above. These assumptions may turn out to be inaccurate or wrong for reasons outside of management's control. For example, our customers may attempt to renegotiate or terminate their contracts for many reasons, including mergers, changes in their financial condition, or general changes in economic conditions (e.g. economic declines resulting from COVID-19) in the customer's industry or geographic location. We may also 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 recognized in future periods. Accordingly, there can be no assurance that amounts included in backlog estimates will generate the specified revenues or that the actual revenues will be generated within the corresponding 60-month period. Additionally, because certain components of Committed Backlog and all of Renewal Backlog estimates are operating metrics, the estimates are not required to be subject to the same level of internal review or controls as contracted but not recognized Committed Backlog.

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 our resilient business model, including high retention rates, large contractual backlog, liquidity, retention rates, high quality customer base and significant e-commerce presence.

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, the success of our Universal Payments strategy, demand for our products, consolidations and failures in the financial services industry, customer reluctance to switch to a new vendor, 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, the complexity of our products and services and the risk that they may contain hidden defects or be subjected to security breaches or viruses, compliance of our products with applicable legislation, governmental regulations and industry standards, our compliance with privacy regulations, our ability to protect customer information from security breaches or attacks, our ability to adequately defend our intellectual property, exposure to credit or operating risks arising from certain payment funding methods, business interruptions or failure of our information technology and communication systems, our offshore software development activities, risks from operating internationally, including fluctuations in currency exchange rates, exposure to unknown tax liabilities, adverse changes in the global economy, worldwide events outside of our control, failure to attract and retain key personnel, litigation, future acquisitions, strategic partnerships and investments, integration of and achieving benefits from the Speedpay acquisition, impairment of our goodwill or intangible assets, restrictions and other financial covenants in our debt agreements, our existing levels of debt, replacement of LIBOR benchmark interest rate, the accuracy of management’s backlog estimates, exposure to unknown tax liabilities, 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, volatility in our stock price, and the COVID-19 pandemic. 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.