

- ▶ Resilient activities with growth of 1.1% over the year
- ▶ Solid growth in recurring revenues to represent 62% of total revenues
- ▶ Ramp up of Processing activity with revenues up 47%

Consolidated Figures* in MMAD	Q4 2020	Q4 2019	Change	January-December 2020***	January-December 2019	Change
<b>Operating Revenues</b>	<b>218.6</b>	<b>221.1</b>	<b>-1.1%</b>	<b>727.6</b>	<b>719.6</b>	<b>1.1%</b>
Of which Recurring Revenues	134.4	131.0	2.6%	453.8	409.7	10.8%
<b>Research &amp; Development</b>	<b>28.5</b>	<b>23.8</b>	<b>19.7%</b>	<b>92.7</b>	<b>80.8</b>	<b>14.7%</b>
<b>Debt**</b>				<b>111.8</b>	<b>64.0</b>	<b>74.7%</b>
<b>Cash &amp; Cash Equivalent</b>				<b>223.8</b>	<b>85.5</b>	<b>161.7%</b>

\*Status based on management reporting

\*\*This includes medium-term loans and leasing contracts (figures as of 31/12/2020 compared to 31/12/2019).

\*\*\*Provisional Statement as of 31/12/2020

## Business Review

Driven by a resilient business model and diversified geographical activities, HPS Group has improved its revenues in 2020 to 727.6 MMAD, up 1.1% compared to 2019, achieving a growing share of Recurring Revenues (62% vs. 56% in 2019). This increase comes despite the global health crisis, leading to a decline in economic activity and severe restrictions on personal mobility.

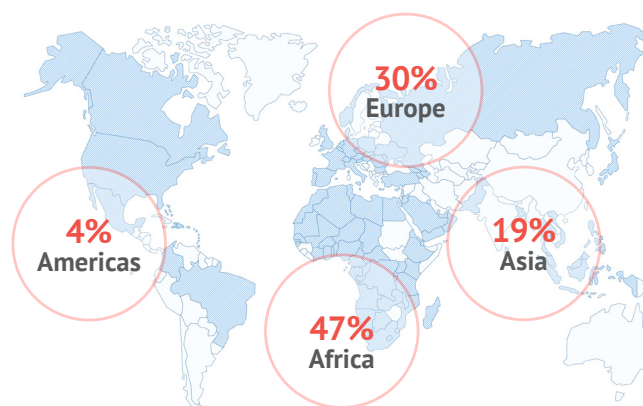
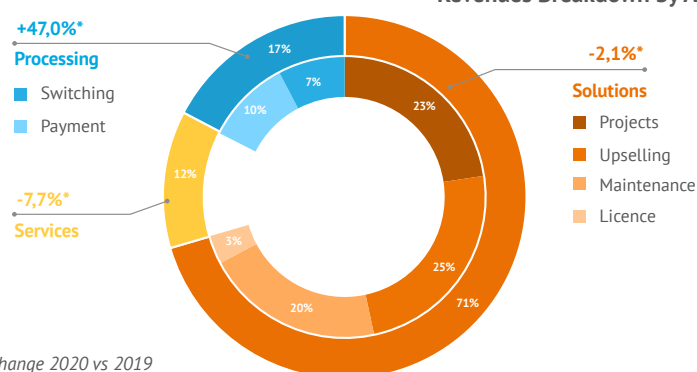
Conditions have been particularly challenging in the Services business, the sector whose performance was constrained by the health situation in France. Nevertheless, ongoing teleworking projects and the synergies deployed with other Group businesses helped limit the decline in revenues in this activity to -7.7% over the year.

The commercial performance of the Solutions business accelerated throughout the year to significantly enhance the backlog, but restraints on HPS team mobility led to a delay in project deployment. As a result, Solutions revenues declined slightly (-2.1%) compared to 2019.

The Processing activity maintained its upward momentum thanks to a solid performance in Payment and a turnaround in the Switching segment in Morocco during Q4. For the entire year, the Processing activity grew by 47% and is becoming a real growth driver for HPS Group.

Firmly committed to keeping its PowerCARD solutions at the forefront of payment technologies, HPS Group has further strengthened its Research & Development efforts with an investment of 92.7 MMAD, representing an increase of 14.7% compared to 2019.

Revenues Breakdown by Activity and by Geographic Area as of December 31, 2020



\*Change 2020 vs 2019

## Consolidation Scope Variation

No changes occurred in the HPS Group consolidation scope during the fourth quarter. In 2020, changes were recorded during the first quarter only, involving the percentage of control and interest in GPS, which increased to 30% compared to 25% as of December 31, 2019. Such change had no significant impact on the GPS entity's consolidation method (Equity Method).

## Investments

Aside from the regular purchase of IT equipment and the fitting out of premises which is a constant feature of its business, HPS has not carried out any major investments during this quarter.

## Debt

In 2020, two major financing operations were realized:

- A 2.5 million loan to strengthen the liquidity positions of its subsidiary acqualife in France, obtained within the framework of the State-Guaranteed-Loan (PGE) received in Q2. This loan, at a 0% interest coupon with a State guarantee cost of 0.25%, is intended to finance possible late payments caused by the Covid-19 health crisis.
- A 30 MMAD medium-term credit facility, contracted during Q4 to finance ongoing external growth operations.

## Outlook

The crisis of COVID-19 has caused the acceleration of various trends in our sector, from the reduction of cash usage to the very strong development of contactless payments systems.

In this context, HPS Group will pursue its investments in innovation and Research & Development in order to reinforce the position of its PowerCARD platform on a global scale.

Considering the expected improvement in the health situation, HPS intends to continue enhancing its growth and profitability profile, notably through implementing its strategic plan, i.e. develop the «Licensing» offer on the European and Asian markets, consolidate the «Processing» offer on the historical markets in Africa and the Middle East and pursue a targeted external growth strategy.

All HPS financial publications, including the 2019 Annual Financial Report and the 2020 Half-Year Financial Report, are available in the «investor relations» section of the corporate website <https://www.hps-worldwide.com/>.

## About HPS

HPS is a multinational leader in the supply of payment solutions and services for issuers, buyers, mobile network operators, mass distribution and independent sales organizations as well as national and regional switches in the world. PowerCARD is a complete series of HPS solutions that covers the entire chain of value of payments. It makes innovative payments possible thanks to its open platform which provides processing of all transactions initiated by all means of payment coming through any channel. PowerCARD is used by more than 400 institutions in more than 90 countries. HPS has been listed on the Casablanca Stock Exchange since 2000. Its offices located in the principle business centres (Africa, Europe, Asia, Middle East). For further information: [www.hps-worldwide.com](http://www.hps-worldwide.com)

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