

- ▶ Consolidated revenues up 25.2% for the quarter and 13.5% to end September 2021
- ▶ Acceleration of the research and development dynamic with a 29.5% increase in investments over the quarter
- ▶ Continued growth in the Processing business with strong revenue growth and a strengthening of the customer base

## Consolidated Key Figures

QUARTERLY CONSOLIDATED INDICATORS IN MMAD <sup>3</sup>	Q3 2021	Q3 2020 <sup>1</sup>	CHANGE	Q3 2020 <sup>2</sup>	CHANGE
<b>Operating Revenues</b>	<b>185</b>	<b>147</b>	<b>25,7%</b>	<b>170</b>	<b>8,8%</b>
Of which Recurring Revenues	134	112	19,5%	143	-6,2%
<b>Research &amp; Development</b>	<b>20</b>	<b>16</b>	<b>29,5%</b>	<b>16</b>	<b>29,5%</b>
CUMULATIVE CONSOLIDATED INDICATORS IN MMAD <sup>3</sup>	SEPTEMBER 2021	SEPTEMBER 2020 <sup>1</sup>	CHANGE	SEPTEMBER 2020 <sup>2</sup>	CHANGE
<b>Operating Revenues</b>	<b>578</b>	<b>509</b>	<b>13,5%</b>	<b>562</b>	<b>2,7%</b>
Of which Recurring Revenues	379	319	18,6%	381	-0,4%
<b>Research &amp; Development</b>	<b>78</b>	<b>64</b>	<b>20,7%</b>	<b>64</b>	<b>20,7%</b>
Debt <sup>4</sup>	SEPTEMBER 2021	DECEMBER 2020 <sup>1</sup>	CHANGE		
Cash & Cash equivalent	255	224	13,9%		

1. Published indicators (excluding IPRC & ICPS acquisition) - 2. Proforma indicators (including IPRC acquisition) 3. Status based on management reporting - 4. The debt level includes medium-term loans contracted as well as Business Review leasing contracts taken out (figures as of June 30, 2021 vs. December 31, 2020)

## Business Review

For the third quarter of 2021, HPS Group's consolidated revenues amounted to MMAD 185, up 25.7% compared to the same quarter of the year 2020, and up 8.8% at constant scope. This performance brings the Group's cumulative revenues to MMAD 578, up 13.5% compared to the same period of the previous year, and up 2.7% at constant scope.

The unfavorable evolution of the MAD/USD exchange rate had a negative impact on Consolidated Revenues (-4.0%). At constant exchange rates though, these were up 18.1% for the January-September 2021 period compared to the same period in 2020.

The strong performance of the HPS Group during the quarter confirms the strong momentum of the Processing activity, with the resilience of the Solutions activity to the global health environment offsetting the decline in the Services activity.

The Processing activity continued to grow, with Cumulative Revenues up 60% and 24.8% (on a pro forma basis), thanks in particular to the solid positioning of HPS in the Payment segment (presence in 27 countries in Africa). This resulted in a strengthening of the Group's Recurring Revenues, which amounted to MMAD 379 at the end of September 2021, up 18.6% and representing 65.4% of Consolidated Revenues.

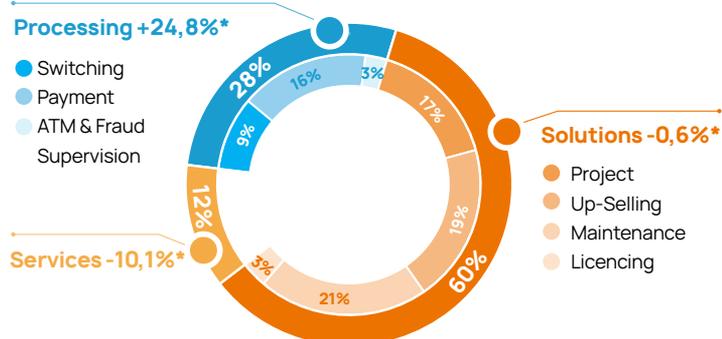
The sustained momentum of the Processing activity also translated into a strengthened customer base with the first deals signed for HPS in Asia-Pacific.

The Solutions activity ensured adequate deployment of its various projects, particularly in the global health context. The unfavorable evolution of the MAD/USD exchange rate had a slight impact on the growth of Cumulative Revenues in this area (-0.6%). At constant exchange rates though, these were up 8.3% compared to the same period in 2020.

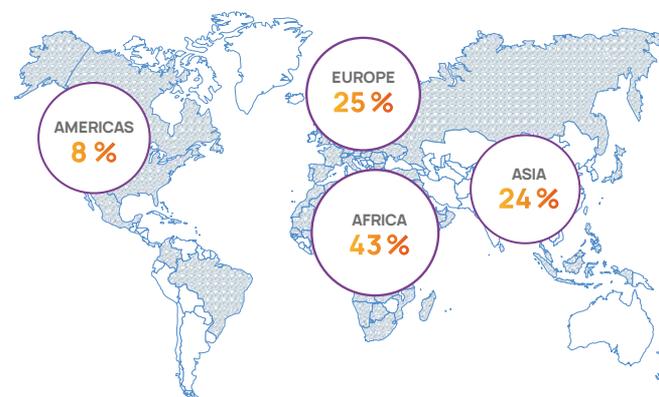
As for the Services activity, despite the gradual improvement in the economic situation in France and the lifting of mobility restrictions, the quarter, impacted by the holiday period, was marked by a slight decline in sales.

In line with the accelerated development of its activities, HPS Group further increased its R&D investments during the third quarter. Investments made during the last 3 quarters amounted to MMAD 78, up 20.7%, and focused on the development of version 4 of the PowerCARD platform.

## Revenues : Breakdown by Activity and by Geographic Area as of September 30, 2021



\*Variation September 2021 vs September 2020 (proforma figures)



## Change in the Scope of Consolidation

The scope of consolidation of the HPS Group did not change during the third quarter of this year. It is worth mentioning that during the first half of 2021, the scope of consolidation changed following the acquisition of 100% of IPRC in January 2021, which was fully consolidated, along with the purchase of additional shares of the subsidiary ICPS, which is fully consolidated as from April 1<sup>st</sup>, 2021, after having been consolidated using the equity method from January 1<sup>st</sup> to March 31<sup>st</sup> 2021.

## Investments

In addition to the regular investments in IT equipment and office improvements, the Group did not make any major investments during the third quarter of this year.

## Debt

The Group raised debt to MAD 193 million, compared with MAD 112 million at end-2020, in an effort to support the development of its activities and finance its external growth. This evolution is accompanied by a strengthening of its financial capacity, thanks to an optimal management of cash flows - MMAD 255 of cash availability at the end of September 2021, against MMAD 224 at the end of 2020.

## Outlook

Thanks to its extended global presence, strong business model and sustained pace in R&D investments, HPS Group continues to benefit from the accelerated evolution of the payment industry and to generate sustained organic growth across all its activities. On the other hand, the disruptions in the post-COVID-19 global economy (supply of technological equipment and mobility of people) and the unfavourable evolution of the MAD/USD exchange rate are expected to have an impact on certain aspects of the Group's activities for the year 2021.

In line with the sustained development of its activities, the HPS Group continues to actively nurture opportunities for external growth and strategic alliances in order to further accelerate its development. At the same time, the HPS Group maintains its innovation and research & development momentum in order to consolidate the positioning of its PowerCARD platform.

### About HPS

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 450 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) HPS

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