## 3Q 2022 Earnings

10/31/2022

## globalpayments

Innovation that delivers.

## Forward-Looking Statements

This presentation contains certain forward-looking statements within the meaning of the "safe-harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements, which are based on current expectations, estimates and projections about the industry and markets in which we operate, and beliefs of and assumptions made by our management, involve risks and uncertainties that could significantly affect the financial condition, results of operations, business plans and the future performance of Global Payments. Actual events or results might differ materially from those expressed or forecasted in these forward-looking statements. Accordingly, we cannot guarantee that our plans and expectations will be achieved. Examples of forward-looking statements include, but are not limited to, statements we make regarding revenue, earnings estimates, operating margins, and liquidity; management's expectations regarding future plans, objectives and goals; statements about the strategic rationale and benefits of the proposed acquisition of EVO Payments, Inc. ("EVO"), including future financial and operating results, the combined company's plans, objectives, expectation and intentions and the expected timing of completion of the proposed transaction; statements regarding planned divestitures, market and growth opportunities; and other statements regarding our future financial performance. Statements can generally be identified as forward-looking because they include words such as "believes," "anticipates," "expects," "intends," "plan," "forecast," "could," or words of similar meaning.

In addition to factors previously disclosed in Global Payments' reports filed with the SEC and those identified elsewhere in this communication, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: the effects of global economic, political, market, health and social events or other conditions, including the effects and duration of, and actions taken in response to, the COVID-19 pandemic and the evolving situation involving Ukraine and Russia; foreign currency exchange, inflation and rising interest rates; difficulties, delays and higher than anticipated costs related to integrating the businesses of acquired companies, including with respect to implementing controls to prevent a material security breach of any internal systems or to successfully manage credit and fraud risks in business units; our ability to complete the proposed transaction with EVO on the proposed terms or on the proposed timeline, or at all, including risks and uncertainties related to securing the necessary regulatory approvals and the satisfaction of other closing conditions; the occurrence of any event, change or other circumstance that could give rise to the termination of the definitive merger agreement relating to the transaction with EVO; effects relating to the announcement of the proposed transaction with EVO, including on the market price of our common stock and our relationships with customers, employees and suppliers; the risk of potential stockholder litigation associated with the proposed transaction with EVO; the effect of a security breach or operational failure on our business; failing to comply with the applicable requirements of Visa, Mastercard or other payment networks or card schemes or changes in those requirements; the ability to maintain Visa and Mastercard registration and financial institution sponsorship; the ability to retain, develop and hire key personnel; the diversion of management's attention from ongoing business oper

Our forward-looking statements speak only as of the date they are made and should not be relied upon as representing our plans and expectations as of any subsequent date. While we may elect to update or revise forward-looking statements at some time in the future, we specifically disclaim any obligation to publicly release the results of any revisions to our forward-looking statements, except as required by law.

#### Use of Non-GAAP Financial Measures

The following presentation includes certain "non-GAAP financial measures" as defined in Regulation G under the Securities Exchange Act of 1934. A schedule which reconciles each non-GAAP financial measure included in the following presentation to the most comparable amount reported under Generally Accepted Accounting Principles is attached as an Appendix hereto and is also posted on the Company's website at <a href="https://www.globalpayments.com">www.globalpayments.com</a> (in the "News and Events" section of the Investor Relations page).



# Outstanding performance 3Q 2022



Adjusted Net Revenue

\$2.06B

+ 3%

+6% constant currency<sup>1</sup>

+9% constant currency ex. dispositions<sup>1,2</sup>

Adjusted Operating Margin

45.2%

+ 240 bps

Adjusted EPS

\$2.48

+ 14%

+18% constant currency<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Adjusted net revenue growth and adjusted EPS growth on a constant currency basis exclude the estimated impact of foreign currency fluctuations and are calculated using average exchange rates during 3Q 2021.

<sup>&</sup>lt;sup>2</sup> Adjusted net revenue growth excludes impact from exit of Merchant Russia business and pending sale of consumer business.

## Merchant **Solutions**

Net Revenue

Adjusted

Adjusted Operating Margin

3Q 2022

\$1.45B

+7%

(+11% constant currency ex. Russia)<sup>1,2</sup>

50.0%

+60 bps



2022 Constant Currency Outlook

+low double digits

+up to 170 bps<sup>3</sup>

#### 3Q 2022 Highlights

11% global constant currency volume growth ex. Russia<sup>1,2</sup>

Mid-teens Ecomm/Omni constant currency growth<sup>1</sup>

29% POS software growth

22% AdvancedMD bookings growth

Adjusted net revenue growth and global volume growth on a constant currency basis exclude the estimated impact of foreign currency fluctuations and are calculated using average exchange rates during 3Q 2021.

<sup>&</sup>lt;sup>2</sup> Excludes impact from exit of Russia business.

<sup>&</sup>lt;sup>3</sup> Total company adjusted operating margin outlook for 2022.

## **Merchant Solutions** revenue and volume trends

	2020						20	21	20221				
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q
Merchant Solutions Adj. Net Revenue (\$M)	1,101	906	1,125	1,112	4,245	1,150	1,289	1,358	1,340	5,136	1,337	1,434	1,450
YoY Growth					-8%	4%	42%	21%	21%	21%	17%	15%²	11%²
Volume (\$B)	177	159	194	197	726	194	225	236	245	900	229	246	243
YoY Growth					-4%	10%	42%	22%	24%	24%	20%	15%²	11%²



Amounts may not sum due to rounding.

<sup>1 2022</sup> growth figures are on a constant currency basis and exclude the estimated impact of foreign currency fluctuations; calculated using average exchange rates during the same period in 2021.

<sup>&</sup>lt;sup>2</sup> Excludes impact from exit of Russia business.

# **Issuer Solutions**

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Adjusted Net Revenue<sup>1</sup> Adjusted Operating Margin

3Q 2022 **\$489M** 

+2%

(+6% constant currency)<sup>2</sup>

46.4%

+310 bps

+mid to high single digits

+up to 170 bps<sup>3</sup>

#### 3Q 2022 Highlights

**4.2%** Core Issuer constant currency growth<sup>2,4</sup>

>75M AOF in implementation pipeline<sup>5</sup>

25% Commercial card transactions growth

2022

Constant Currency

Outlook



Includes Netspend B2B assets as of July 1, 2022.

<sup>&</sup>lt;sup>2</sup> Adjusted net revenue growth on a constant currency basis excludes the estimated impact of foreign currency fluctuations and is calculated using average exchange rates during 3Q 2021.

<sup>&</sup>lt;sup>3</sup> Total company adjusted operating margin outlook for 2022.

<sup>&</sup>lt;sup>4</sup> Core Issuer business excludes Netspend B2B assets and MineralTree.

<sup>&</sup>lt;sup>5</sup> "AOF" refers to traditional accounts on file.

## 2022 constant currency outlook

Adjusted Net Revenue<sup>1,2</sup>

+10% to +11%

\$8.09B to \$8.16B

Adjusted Operating Margin

up to 170 bps of expansion Adjusted EPS<sup>1</sup>

+17% to +20%

\$9.53 to \$9.75

~100% Adjusted Free Cash Flow Conversion<sup>3</sup>

Adjusted net revenue and adjusted EPS range on a constant currency basis exclude the estimated impact of foreign currency fluctuations and are calculated using average exchange rates during 2021.

<sup>&</sup>lt;sup>2</sup> Adjusted net revenue range excludes dispositions.

<sup>3</sup> Adjusted free cash flow estimated at ~100% of adjusted net income; excludes timing impact of realization of R&D expense deductions under the Tax Cuts and Jobs Act.

#### Non-GAAP Financial Measures

Global Payments supplements revenues, operating income, operating margin and net income and earnings per share determined in accordance with U.S. GAAP by providing these measures with certain adjustments (such measures being non-GAAP financial measures) in this document to assist with evaluating our performance. In addition to GAAP measures, management uses these non-GAAP financial measures to focus on the factors the company believes are pertinent to the daily management of our operations. Management believes adjusted net revenue more closely reflects the economic benefits to the company's core business and allows for better comparisons with industry peers. Management uses these non-GAAP financial measures, together with other metrics, to set goals for and measure the performance of the business and to determine incentive compensation.

Adjusted net revenue, adjusted operating income, adjusted operating margin, adjusted net income and adjusted EPS should be considered in addition to, and not as substitutes for, revenues, operating income, net income, and earnings per share determined in accordance with GAAP. The non-GAAP financial measures reflect management's judgment of particular items, and may not be comparable to similarly titled measures reported by other companies. Adjusted net revenue excludes gross-up related payments associated with certain lines of business to reflect economic benefits to the company. On a GAAP basis, these payments are presented gross in both revenues and operating expenses.

Adjusted operating income, adjusted net income and adjusted EPS exclude acquisition-related amortization expense, share-based compensation expense, acquisition and integration expense, the effect of any goodwill impairment charges and gain or losses on business dispositions, and certain other items specific to each reporting period as more fully described in the accompanying appendices. Adjusted operating margin is derived by dividing adjusted operating income by adjusted net revenue.

The constant currency growth measures adjust for the impact of exchange rates and are calculated using average exchange rates during the comparable period in 2021. The tax rate used in determining the income tax impact of earnings adjustments is either the jurisdictional statutory rate in effect at the time of the adjustment or the jurisdictional expected annual effective tax rate for the period, depending on the nature and timing of the adjustment.



## Reconciliation of Non-GAAP Financial Measures - Adjusted Net Revenue and Adjusted EPS (unaudited)

GLOBAL PAYMENTS INC. AND SUBSIDIARIES (In thousands, except per share data)

	Three Months Ended September 30, 2022									
	_	GAAP	Ne Ad	et Revenue justments <sup>(1)</sup>	Ad	Earnings justments <sup>(2)</sup>	Ac	Income Taxes on ljustments <sup>(3)</sup>	N	on-GAAP
Revenues	\$	2,285,371	\$	(227,134)	\$	_	\$	-	\$ 2	2,058,237
Operating income	\$	386,432	\$	(3,868)	\$	548,055	\$	-	\$	930,619
Net income attributable to Global Payments	\$	290,454	\$	(3,868)	\$	537,591	\$	(140,545)	\$	683,632
Diluted earnings per share attributable to Global Payments	\$	1.05							\$	2.48
Diluted weighted average shares outstanding		275,435								275,435

	Three Months Ended September 30, 2021										
		GAAP	Ne Ad	et Revenue justments <sup>(1)</sup>	Ad	Earnings justments <sup>(2)</sup>	Ad	Income Taxes on djustments <sup>(3)</sup>	N	on-GAAP	
Revenues	\$	2,202,337	\$	(202,010)	\$	_	\$	_	\$ 2	2,000,327	
Operating income	\$	400,083	\$	966	\$	454,524	\$	_	\$	855,573	
Net income attributable to Global Payments	\$	296,736	\$	966	\$	439,616	\$	(99,990)	\$	637,328	
Diluted earnings per share attributable to Global Payments	\$	1.01							\$	2.18	
Diluted weighted average shares outstanding		292,507								292,507	

(1) Includes adjustments to revenues for gross up related payments (included in operating expenses) associated with certain lines of business to reflect economic benefits to the company. For the three months ended September 30, 2 022 and 2021, net revenue adjustments also included \$0.9 million and \$1.0 million, respectively, to eliminate the effect of acquisition accounting fair value adjustments for software related contract liabilities associated with acquired businesses. Adjustments for the three months ended September 30, 2022 also included a \$4.7 million adjustment to exclude revenues that were associated with certain excluded expenses of our consumer business, which is classified as assets held for sale on our balance sheet, a s noted in footnote 2 below.

(2) For the three months ended September 30, 2022, earnings adjustments to operating income included \$307.0 million in cost of services (COS) and \$192.1 million in selling, general and administrative expenses (SG&A). Adjustments to COS included amortization of acquired intangibles of \$306.0 million and other items of \$1.0 million. Adjustments to SG&A included share based compensation expense of \$37.1 million, acquisition, integration and separation expenses of \$106.8 million, facilities exit charges of \$31.7 million, and other items of \$16.5 million.

Acquisition, integration and separation expenses for the three months ended September 30, 2022 included \$34.1 million related to the pending divestiture of our consumer business, which is classified as assets held for sale on our balance sheet. These incremental expenses, which include card and marketing expenses, compensation and benefit expenses, and other expenses, were incurred as a result of contractual obligations with the purchasers of the consumer business and do not reflect the manner in which the Company would have operated the business and would not have otherwise been incurred absent the transaction.

For the three months ended September 30, 2022, earnings adjustments to operating income also included the \$48.9 million loss on business dispositions.

For the three months ended September 30, 2021, earnings adjustments to operating income included \$317.8 million in COS and \$136.7 million in SG&A. Adjustments to COS included amortization of acquired intangibles of \$319.9 million and other items of \$(2.1) million. Adjustments to SG&A included share based compensation expense of \$65.6 million, acquisition and integration expenses of \$71.6 million and other items of \$(0.5) Net income attributable to Global Payments also reflects the removal of \$14.5 million of equity method investment earnings from our interest in a private equity investment fund.

(3) Income taxes on adjustments reflect the tax effect of earnings adjustments to income before income taxes. The tax rate used in determining the tax impact of earnings adjustments is either the jurisdictional statutory rate in effect at the time of the adjustment or the jurisdictional expected annual effective tax rate for the period, depending on the nature and timing of the adjustment.

Note: Amounts may not sum due to rounding.

## Reconciliation of Non-GAAP Financial Measures - Segment Adjusted Net Revenue and Adjusted Operating Income (unaudited)

GLOBAL PAYMENTS INC. AND SUBSIDIARIES (In thousands)

	Three Months Ended September 30, 2022											
	_	GAAP		et Revenue djustments (1)	Ad	Earnings ljustments <sup>(2)</sup>	_0	Non-GAAP		Consumer Business (3)	Su	upplemental on-GAAP (3)
Revenues:												
Merchant Solutions	\$	1,596,326	\$	(146,303)	\$	-	\$	1,450,023	\$	-	\$	1,450,023
Issuer Solutions		566,039		(76,890)		_		489,149		_		489,149
Consumer Solutions		147,337		(4,738)		_		142,599		(142,599)		_
Intersegment Eliminations		(24,331)		797				(23,534)		11,577		(11,957
	\$	2,285,371	\$	(227,134)	\$		\$	2,058,237	\$	(131,022)	\$	1,927,215
Operating income (loss):												
Merchant Solutions	\$	550,684	\$	(67)	\$	173,775	\$	724,392	\$	_	\$	724,392
Issuer Solutions		97,548		937		128,357		226,842		-		226,842
Consumer Solutions		23,175		(4,738)		35,558		53,994		(53,994)		_
Corporate		(236,042)		_		161,433		(74,609)		_		(74,609
Loss on business dispositions		(48,933)		_		48,933		_		_		_
•	\$	386,432	\$	(3,868)	\$	548,055	\$	930,619	\$	(53,994)	\$	876,625
		GAAP		et Revenue		Earnings ljustments <sup>(2)</sup>		eptember 30, 2	202	Consumer Business (3)	S	upplemental
Revenues:	_											
Merchant Solutions	\$	1,495,898	\$	(138,281)	\$	_	\$	1,357,617	\$	_	\$	1,357,617
Issuer Solutions		545,486		(64,411)		_		481,075		_		481,075
Consumer Solutions		183,591		2		_		183,593		(183,593)		_
Intersegment Eliminations		(22,638)		681		_		(21,958)		12,844		(9,114
	\$	2,202,337	\$	(202,010)	\$	_	\$	2,000,327	\$	(170,749)	\$	1,829,579
Operating income:												
Merchant Solutions	\$	488,407	\$	103	\$	180,952	\$	669,462	\$	_	\$	669,462
								000 004				208.094
Issuer Solutions		85,717		862		121,514		208,094		_		200,094
Issuer Solutions Consumer Solutions		85,717 27,208		862		121,514 16,253		43,461		(43,461)		200,094
				862 — —						(43,461) —		(65,443

(1) Includes adjustments to revenues for gross-up related payments (included in operating expenses) associated with certain lines of business to reflect economic benefits to the company. For the three months ended September 30, 2022 and 2021, net revenue adjustments also included \$0.9 million and \$1.0 million, respectively, to eliminate the effect of acquisition accounting fair value adjustments for software-related contract liabilities associated with acquired businesses. Adjustments for the three months ended September 30, 2022 also included a \$4.7 million adjustment to exclude revenues that were associated with certain excluded expenses of our consumer business, which is classified as assets held for sale on our balance sheet, as noted in footnote 2 below.

(2) For the three months ended September 30, 2022, earnings adjustments to operating income included \$307.0 million in COS and \$192.1 million in SG&A. Adjustments to COS included amortization of acquired intangibles of \$306.0 million and other items of \$1.0 million. Adjustments to SG&A included share-based compensation expense of \$37.1 million, acquisition, integration and separation expenses of \$106.8 million, facilities exit charges of \$31.7 million. and other items of \$16.5 million.

Acquisition, integration and separation expenses for the three months ended September 30, 2022 included \$34.1 million related to the pending divestiture of our consumer business, which is classified as assets held for sale on our balance sheet. These incremental expenses, which include card and marketing expenses, compensation and benefit expenses, and other expenses, were incurred as a result of contractual obligations with the purchasers of the consumer business and do not reflect the manner in which the Company would have operated the business and would not have otherwise been incurred absent the transaction.

For the three months ended September 30, 2022, earnings adjustments to operating income also included the \$48.9 million loss on business dispositions.

For the three months ended September 30, 2021, earnings adjustments to operating income included \$317.8 million in COS and \$136.7 million in SG&A. Adjustments to COS included amortization of acquired intangibles of \$319.9 million and other items of \$(2.1) million. Adjustments to SG&A included share-based compensation expense of \$65.6 million, acquisition and integration expenses of \$71.6 million and other items of \$(0.5) million.

<sup>(3)</sup> The supplemental non-GAAP information reflects the pending divestiture of our consumer business.

Note: Amounts may not sum due to rounding.

## Reconciliation of Non-GAAP Financial Measures - Segment Adjusted Net Revenue and Adjusted Operating Income (unaudited)

GLOBAL PAYMENTS INC. AND SUBSIDIARIES (In thousands, except per share data)

	Year Ended December 31, 2021									
	GAAP		Net Revenue Adjustment <sup>(1)</sup>	nue Earnings nt <sup>(1)</sup> Adjustments <sup>(2)</sup>			Income Taxes on djustments <sup>(3)</sup>	No	n-GAAP	
Revenues	\$ 8,523,76	62 \$	(785,802)	\$	_	\$	-	\$ 7,	737,960	
Operating income	\$ 1,358,8	76 \$	5,023	\$	1,870,448	\$	_	\$ 3,	234,347	
Net income attributable to Global Payments	\$ 965,46	60 \$	5,023	\$	1,822,626	\$	(396,687)	\$ 2,	396,422	
Diluted earnings per share attributable to Global Payments	\$ 3.2	29						\$	8.16	
Diluted weighted average shares outstanding	293,66	69							293,669	
		Year Ende			nded December 31, 2020					
	GAAP		Net Revenue Adjustment <sup>(1)</sup>	Ad	Earnings djustments <sup>(2)</sup>	Ad	Income Taxes on djustments <sup>(3)</sup>	No	n-GAAP	
Revenues	\$ 7,423,55	58 \$	(675,535)	\$	_	\$	_	\$ 6	748,023	
Operating income	\$ 893,95	53 \$	10,517	\$	1,776,841	\$	_	\$ 2	,681,311	
Net income attributable to Global Payments	\$ 584,52	20 \$	10,517	\$	1,720,973	\$	(393,571)	\$ 1.	,922,439	
Diluted earnings per share attributable to Global Payments	\$ 1.9	95						\$	6.40	

(1) Represents adjustments to revenues for gross-up related payments (included in operating expenses) associated with certain lines of business to reflect economic benefits to the company. Also, for the twelve months ended December 31, 2021 and December 31, 2020, includes \$5.0 million and \$10.5 million, respectively, to eliminate the effect of acquisition accounting fair value adjustments for software-related contract liabilities associated with acquired businesses.

<sup>(2)</sup> For the year ended December 31, 2021, earnings adjustments to operating income included \$1,293.1 million in COS and \$577.3 million in SG&A. Adjustments to COS include amortization of acquired intangibles of \$1,295.0 million and other items of \$(1.9) million. Adjustments to SG&A include share-based compensation expense of \$180.8 million, acquisition and integration expenses of \$340.2 million, facilities exit charges of \$56.8 million and other items of \$(0.5) million. Net income attributable to Global Payments also reflects the removal of \$47.0 million of equity method investment earnings from our interest in a private equity investment fund.

For the year ended December 31, 2020, earnings adjustments to operating income included \$1,283.3 million in COS and \$493.5 million in SG&A. Adjustments to COS include amortization of acquired intangibles of \$1,257.8 million and other items of \$25.5 million. Adjustments to SG&A include share-based compensation expense of \$148.8 million, acquisition and integration expenses of \$319.5 million and other items of \$25.2 million. For 2020, other COS and SG&A items include employee termination benefits and other incremental charges directly related to COVID-19. Net income attributable to Global Payments also reflects the removal of a \$27.7 million gain associated with the fair value of shares received from the partial conversion of Visa Inc. convertible preferred shares, the removal of \$33.9 million of equity method investment earnings from our interest in a private equity investment fund, and the removal of a \$8.7 million loss associated with the partial sale of an ownership position in a strategic partner.

(3) Income taxes on adjustments reflect the tax effect of earnings adjustments to income before income taxes. The tax rate used in determining the tax impact of earnings adjustments is either the jurisdictional statutory rate in effect at the time of the adjustment or the jurisdictional expected annual effective tax rate for the period, depending on the nature and timing of the adjustment.

Note: Amounts may not sum due to rounding.

#### Reconciliation of Non-GAAP Financial Measures - 2022 Outlook Summary (unaudited)

### GLOBAL PAYMENTS INC. AND SUBSIDIARIES (In millions, except per share data)

	2021	2022 Outlook	Growth
Revenues:			
GAAP revenues	\$8,524	\$9,025 to \$9,085	6% to 7%
Adjustments <sup>(1)</sup>	(786)	(840) (840)	
FX Impact		245 255	
Constant currency (CC) adjusted net revenue before dispositions	7,738	8,430 to 8,500	
Less: Sale of Merchant Russia business	(27)	(30) (30)	
CC adjusted net revenue after sale of Merchant Russia business	7,711	8,400 to 8,470	
Less: Consumer business	(331)	(315) (315)	
CC adjusted net revenue after sale of Merchant Russia and consumer businesses	\$7,380	\$8,085 to \$8,155	10% to 11%
Earnings Per Share:			
GAAP diluted EPS	\$3.29	\$0.33 to \$0.53	nm
Adjustments <sup>(2)</sup>	4.87	8.91 8.91	
FX Impact		0.29 0.31	
Constant currency adjusted EPS	\$8.16	\$9.53 to \$9.75	17% to 20%

(1) Includes adjustments to revenues for gross-up related payments (included in operating expenses) associated with certain lines of business to reflect economic benefit to the company. Amounts also included adjustments to eliminate the effect of acquisition accounting fair value adjustments for software-related contract liabilities associated with acquired businesses, as well as adjustments to exclude revenues that were associated with certain excluded expenses of our consumer business which is classified as assets held for sale on our balance sheet.

(2) Adjustments to 2021 GAAP diluted EPS included the removal of 1) software-related contract liability adjustments described above of \$0.02, 2) acquisition related amortization expense of \$3.39, 3) share-based compensation expense of \$0.47, 4) acquisition and integration expense of \$0.89, 5) facilities exit charges of \$0.15, 6) other items of \$(0.01), 7) equity method investment earnings from our interest in a private equity investment fund of \$(0.16) and 8) discrete tax items of \$0.12. Adjustments to 2021 GAAP diluted EPS included the effect on noncontrolling interests and income taxes. as applicable. Constant currency adjusted EPS outlook for 2022 excludes the effect of (i) certain incremental expenses related to contractual obligations for assets held for sale (as described above) and (ii) goodwill impairment charges and business dispositions.

Note: nm = not meaningful.