

#### FORWARD-LOOKING STATEMENTS

Investors are cautioned that some of the statements we use in these materials contain forward-looking statements and are made pursuant to the "safe-harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve a number of risks and uncertainties and depend upon future events or conditions. Actual events or results might differ materially from those expressed or forecasted in these forward-looking statements. Accordingly, we cannot guarantee you that our plans and expectations will be achieved. Such statements may include, but are not limited to, statements about the benefits of the proposed transaction, including future financial and operating results, the combined company's plans, objectives, expectations and intentions and other statements that are not historical facts. Important factors that could cause actual events or results to differ materially from those anticipated by our forward-looking statements or historical performance associated with the proposed acquisition of SICOM include the ability to meet closing conditions at all or on the expected terms and schedule, business disruption during the pendency of the acquisition or thereafter making it more difficult to maintain business and operational relationships, including the possibility that our announcement of the acquisition could disrupt our or SICOM's relationships with financial institutions, customers, employees or other partners; and difficulties and delays in integrating the SICOM business or fully realizing benefits of the acquisition at all or within the expected time period. Additional factors that could cause events or results to differ materially from those anticipated by our forwardlooking statements or historical performance can be found in our Form 10-K for the twelve months ended December 31, 2017, and any subsequent filings with the Securities and Exchange Commission. 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. We undertake no obligation to revise any of these statements to reflect future circumstances or the occurrence of unanticipated events, except to the extent required by the federal securities laws.

### STRATEGIC RATIONALE

Market Leading

- Leading provider of enterprise cloud-based SaaS and other technology solutions for the Quick Service Restaurant ("QSR"), Fast Casual Restaurant ("FCR") and Food Service Management ("FSM") industries
- Serves ~25,000 locations in over 60 countries in the Americas, Asia and Europe
- Technology provider to top worldwide QSR brands and the largest FSM company

**Strategic** 

- Furthers GPN's technology-enabled, software-driven strategy
- Aligns with restaurant go-to-market strategy with limited overlap of solutions; expands offerings into FSM
- Complements Xenial's platform with cloud-based, end-to-end restaurant and FSM product offering
- More than doubles the number of GPN's Top 50 QSR and FCR locations globally
- Strong geographic alignment with existing GPN businesses internationally

**Large Total** Addressable Market

- Total estimated annual addressable market for SICOM product suite is ~\$6.5 billion globally
- Strong industry tailwinds driven by greater demand for end-to-end data-driven and cloud-based solutions
- Market for cloud-based, end-to-end restaurant software solutions is highly fragmented and underserved

Value Creation **Opportunity** 

- Cross-sell complementary SICOM and Xenial solutions as well as other GPN products
- Leverage GPN's footprint to expand SICOM's offerings across international markets
- Vertical market consolidation provides significant synergies from technology, operations and support functions

# ACQUISITION COMPLETES CLOUD-BASED OFFERINGS ACROSS ALL RESTAURANT SEGMENTS



### TRANSACTION SUMMARY

- GPN will acquire 100% of SICOM Systems for \$415 million in cash
- GPN will finance the acquisition with its existing credit facility and cash on hand
- Transaction will be accretive to adjusted net revenue growth and adjusted earnings per share in 2019<sup>(1)</sup>
- Transaction is expected to close in the 4<sup>th</sup> quarter of 2018
- Upon closing, pro forma leverage expected to be ~3.9x

## VERTICAL SOFTWARE SELECTION CRITERIA

**Vertical Specific** 

**Company Specific** 

Large Total
Addressable Market

Mission Critical Software

**Drags Payment Processing** 

Fragmented & Market Leader

Significant Mix of Payments Revenue

Ability to Expand Internationally

High Card Penetration

Rate of Growth

**SME Focus** 

**Profitable Scale** 

**Vertical Software Acquisitions over Last Twelve Months** 



AdvancedMD

