



MARCH 1, 2022

FINARO
ACQUISITION

SHIFT ④

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including statements regarding Shift4 Payments, Inc.'s ("our", the "Company" or "Shift4") expectations regarding new customers, acquisitions and other transactions, including our proposed acquisition of Finaro, our ability to consummate the acquisition on the timeline we expect or at all, our ability to successfully integrate the Finaro business into our business, our ability to realize the anticipated benefits of the acquisition of Finaro on the timeline we expect or at all; our goal to service SpaceX/Starlink's subscribers; our plans and agreements regarding future payment processing commitments; our expectations with respect to economic recovery and the market for our business; and anticipated financial performance and growth of our business. These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any futures results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to, the following: the effect of the COVID-19 global pandemic and any variants of the virus on our business and results of operations; our ability to differentiate ourselves from our competitors and compete effectively; our ability to anticipate and respond to changing industry trends and merchant and consumer needs; our ability to continue making acquisitions of businesses or assets; our ability to continue to expand our market share or expand into new markets; our reliance on third party vendors to provide products and services; our ability to integrate our services and products with operating systems, devices, software and web browsers; our ability to maintain merchant and software partner relationships and strategic partnerships; the effects of global economic, political and other conditions or events, including due to the effects on consumer, business and government spending; our compliance with governmental regulation and other legal obligations, particularly related to privacy, data protection and information security and consumer protection laws; our ability to establish, maintain and enforce effective risk management policies and procedures; our ability to protect our systems and data from continually evolving cybersecurity risks, security breaches and other technological risks; potential harm caused by software defects, computer viruses and development delays; the effect of degradation of the quality of the products and services we offer; potential harm caused by increased customer attrition; potential harm caused by fraud by merchants or others; potential harm caused by damage to our reputation or brands; our ability to recruit, retain and develop qualified personnel; our reliance on a single or limited number of suppliers; the effects of seasonality and volatility on our operating results; the effect of various legal proceedings; our ability to raise additional capital to fund our operations; our ability to protect, enforce and defend our intellectual property rights; our ability to establish and maintain effective internal control over financial reporting and disclosure controls and procedures; our compliance with laws, regulations and enforcement activities that affect our industry; our dependence on distributions from Shift4 Payments, LLC to pay our taxes and expenses, including payments under the Tax Receivable Agreement; and the significant influence our founder and Rook Holdings Inc. have over us, including control over decisions that require the approval of stockholders. These and other important factors are described in "Cautionary Note Regarding Forward-looking statements," and "Risk Factors" in Part I, Item 1A in our Annual Report on Form 10-K for the year ended December 31, 2021 and our other filings with the Securities and Exchange Commission could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management's estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, we disclaim any obligation to do so, even if subsequent events cause our views to change.

This presentation includes Adjusted EBITDA, a non-GAAP metric and a supplemental measure of performance. We define Adjusted EBITDA as earnings before interest expense, income taxes, depreciation, and amortization ("EBITDA") further adjusted for certain non-cash and other nonrecurring items that management believes are not indicative of ongoing operations. These adjustments include acquisition, restructuring and integration costs, equity-based compensation expense and other nonrecurring items. There are limitations to the use of this non-GAAP financial measure. Adjusted EBITDA may not be comparable to similarly titled measures of other companies. Other companies may calculate non-GAAP financial measures differently than we do, limiting the usefulness of those measures for comparative purposes. A reconciliation of Adjusted EBITDA to net loss, the most directly comparable financial measure calculated and presented in accordance with GAAP, is not available without unreasonable efforts.

TRANSACTION OVERVIEW



Shift4 has entered into an agreement to acquire Finaro for \$525 million in up-front consideration (62% equity / 38% cash consideration mix), and up to \$50 million earnout (100% equity)



High-growth, cross-border eCommerce payment platform and EU bank



Acquiring, FX, and banking capabilities across Europe and the UK with additional licenses in Southeast Asia and Japan



Follows through on our commitment to go global, providing a best-in-class technology platform with modern, scalable architecture and valuable R&D talent



Near-term opportunity to add material volume by expanding Starlink, VenueNext, SkyTab POS, and Shift4Shop internationally. Allows us to follow demand from existing merchants and our 425+ existing software integrations wherever they are in the world



Transaction expected to close at the end of 2022, subject to regulatory approvals, and contribute ~\$15 billion in 2023 end-to-end volume, ~\$30 million in 2023 Adj. EBITDA

STRATEGIC RATIONALE

- 1

Global expansion

Global capabilities allow us to follow demand from existing merchants and our 425+ existing software integrations wherever they are in the world

.....
- 2

High-growth, modern, scalable and profitable technology platform

Sophisticated payment & banking platform with 50%+ historical EBITDA growth built to serve enterprise and mid-market merchants with a full suite of cross-border payment capabilities

.....
- 3

Scarce technology talent

Finaro’s 150+ person R&D team, based in Tel Aviv, dramatically accelerates Shift4 technology objectives

.....
- 4

Sizable near-term cross-sell opportunity

Capture (1) international Starlink volume, (2) global demand for Venuenext, SkyTab POS, and Shift4Shop, and (3) U.S. volume from Finaro’s gaming, eCommerce and technology merchants

.....
- 5

Access to high-growth European eCommerce market

\$5 billion revenue opportunity with 12% industry growth rate in cross-border, European e-commerce – driven by large, multi-national merchants



INTERNATIONAL END-TO-END PLATFORM...

GATEWAY

PSP

PROCESSOR

ACQUIRING BANK

CARD BRANDS

Legacy
Payments
Flow



The payments value chain typically involves multiple separate vendors, adding cost and complexity at each stage...
Finaro consolidates all this under one roof with direct connections to the card brands and 170+ APMs

End-to-End
Payment Stack

finaro

Unique
Capabilities

- | | | | |
|--|---|---|---|
| <ul style="list-style-type: none">✓ <i>A.I.-based smart routing engine</i>✓ <i>Global tokenization engine</i> | <ul style="list-style-type: none">✓ <i>AI/ML fraud and risk management</i>✓ <i>170+ APMs—including a broad portfolio of regional methods</i> | <ul style="list-style-type: none">✓ <i>Direct connection to card schemes</i>✓ <i>CNP & CP capabilities</i>✓ <i>Licensed in multiple geographies</i> | <ul style="list-style-type: none">✓ <i>Global remittance and FX services</i>✓ <i>Settle in over 20 currencies</i>✓ <i>Card issuing and merchant capital offerings</i> |
|--|---|---|---|

...CONSOLIDATING THE ENTIRE PAYMENTS VALUE CHAIN

SERVING A COMPLEX MERCHANT BASE...

Finaro serves demanding verticals that have complex requirements

Cross-border considerations • Foreign exchange complexities • Approval rate challenges • Data-driven decision-making • 24/7 requirements • Millions of end customers globally

requiring a technology and data-focused processor to support high growth

Online Securities Brokers	Retail	Sports Betting	Food Delivery	Digital Gaming & Content	Travel & Leisure	Unattended Payments
 IG Group	 MADE.COM  Boozt.com	  betsson	 Wolt	 Xsolla	 airBaltic SCENIC° LUXURY CRUISES & TOURS	  

...IN HIGH GROWTH VERTICALS ACROSS THE WORLD

Note: Not represented here are select merchants representing a negligible amount of volume that are inconsistent with our values and will be phased out upon closing.

**WORLD CLASS
BRANDS WITH
425+ INTEGRATIONS**

**TAKING OMNICHANNEL PAYMENTS GLOBAL
WITH 200,000+ MERCHANTS**

finaro



S K Y T A B

V E N U E N E X T

S H I F T 4 S H O P

POSitouch restaurant
manager



HARBORTOUCH®

FuturePOS



STARLINK

allegiant

TAO
GROUP



BETMGM



Hilton

T-Mobile
ARENA



CAESARS
ENTERTAINMENT®



Xsolla

Wolt



UNIBET
●●●●●

NAYAX
Attending to the Unattended



NordVPN®

eCCO

Plus500

Marquee Client Wins



Wolt

Description

An international video game commerce company—providing game developers and publishers with payment, distribution, and marketing tools

Supports:

ROBLOX

A DoorDash company, Wolt is the leading European food delivery service operating in 23 countries/180 cities with 45k+ merchant partners and 12mm+ registered customers. It is recognized as one of Europe's fastest growing tech startups

Customer Since

2019

2020

Problems Solved

- Cross border, pan-EU acquiring
- FX (multi currency solutions)
- Value-add solutions:
 - 3DS solution
 - Anti-Fraud management

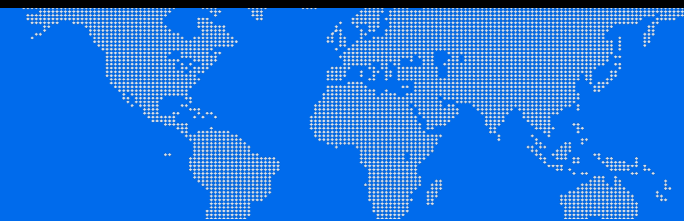
- System stability
- Improved acceptance rates
- Value-add solutions:
 - Adjusted HPP
 - 3DS solution
 - Tokenization management

Previous Acquirer

wirecard ecommpay

adyen

Finaro has a track record of winning high-tech, fast-growing merchants from global competitors...**And we're just getting started**

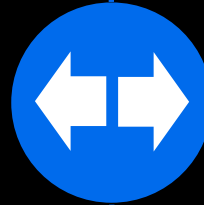


WORLD CLASS E-COMMERCE MEETS DOMINANT CARD PRESENT PAYMENTS



WHAT FINARO BRINGS

- International acquiring capabilities
- Cutting-edge, scalable payment platform
- Tech talent needed to continue building the solution complex merchants demand
- Enterprise card-not-present merchant experience
- Familiarity with European landscape and growing presence in Asia



SHIFT ④

WHAT SHIFT4 BRINGS

- Blue-chip merchant base eager for an international E2E solution, including (1) Starlink, (2) global hospitality brands, and (3) global gaming clients
- Unique right-to-win enabled by over 425 software integrations and owned software brands with international demand, including (1) VenueNext, (2) SkyTab POS, and (3) Shift4Shop
- Card-present expertise to expand Finaro's CP presence in Europe
- Vertical-specific expertise to build an integrated payment offering for European hotels and restaurants

Result:

A global payments powerhouse with significant card-present and card-not-present expertise across a range of verticals serving large, complex merchants with unique solutions.



Announcing Two Transformative Acquisitions

GOING GLOBAL

SCALING ECOMMERCE

ENTERING CRYPTO

SHIFT  + *finaro* +  The Giving Block

The New Shift4

\$200B+ in total volume

200,000+ global customers

7,000+ distribution partners

425+ software integrations

170+ APMs

50+ payment devices

20+ currencies

#1 crypto donation marketplace

Result: A dominant global payment platform with card-present, eCommerce, and crypto expertise built to serve complex merchants