



Money in Motion

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Level 13

440 Collins Street

Melbourne Victoria 3000

EML Payments Limited

19 November 2025

ASX Market Announcements

20 Bridge Street
SYDNEY NSW 2000

AGM Presentation

Q1 FY26 Trading Update

Underlying FY26 EBITDA guidance affirmed

EML Payments Limited (ASX:EML) ("EML") is pleased to provide our 2025 AGM Presentation, Q1 FY26 trading update, and to affirm FY26 underlying EBITDA guidance in the range of A\$58-63m.

Trading Update

Trading for Q1 FY26 is in line with guidance forecasts.

UNAUDITED UNDERLYING RESULT (A\$m)	FY26 Q1	FY25 Q1	CHANGE %
GDV	5,896	5,857	1%
REVENUE	47.6	48.8	(2%)
Customer Revenue	33.3	33.0	1%
Interest Revenue	14.3	15.8	(10%)
NET OVERHEADS	28.3	24.5	16%
UNDERLYING EBITDA	6.8	11.6	(42%)

Key themes:

- Existing customer growth offset by previously reported client program losses rolling off with a resultant ~\$3m reduction in Q1 FY26.
- Gross profit margin on track, up 1% on PCP.
- New program pipeline has grown to \$78.8m and we expect our \$90m December 2025 target to be achieved. Our plan for FY26 has \$15m of new program launches, and thus far we have secured \$14.7m of annualised revenue. Of the secured programs, ~\$8m is active with the balance working through the implementation process. We are focused on optimising the time to launch for programs in the implementation phase and have a strong group of prospects in negotiation phase.
- Interest yield run rate moderating from FY25 due to central bank reductions over the last twelve months but remains in line with forecast.
- Overheads in line with budget and tracking to be flat year on year. Efficiency programs are on track which will result in underlying H2 FY26 overheads lower than H1. FY25 Q1 benefited from temporarily lower employee costs in that period including several vacant senior leadership positions due to CEO and Board transition.



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About EML Payments Limited

EML Payments is a global payments company that operates in Australia, the UK, Europe, and the US. Our customers are diverse and include major banks in Europe, government, retail brands and financial services companies. For more information:

[EMLPayments.com](https://emlpayments.com)

This announcement has been authorised for release by the Board.

For further information, please contact:

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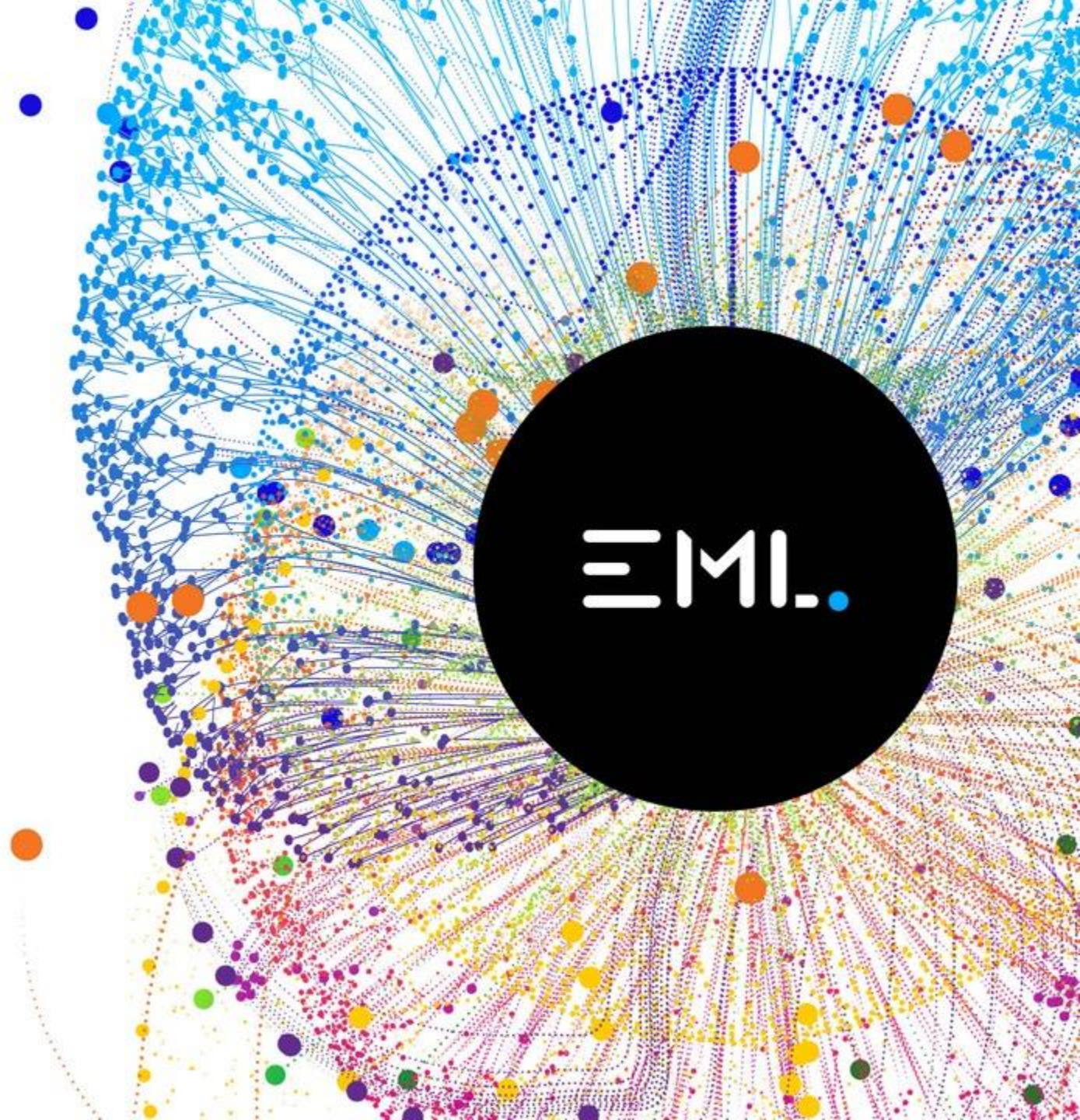
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Annual General Meeting.

19 November 2025



Important Notice

The presentations made at today's AGM contain information of a general nature, including general background information about EML's activities current as at the date of the AGM. This information is given in summary form and does not purport to be complete. Any information forming part of the presentations or in response to questions asked at the AGM should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters and seek independent financial advice.

An investment in EML securities is subject to known and unknown risks, some of which are beyond the control of EML. EML does not guarantee any particular rate of return or the performance of EML. Information conveyed at the AGM may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to EML's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices.

Those receiving the information are cautioned not to place undue reliance on any forward looking statements. Unless otherwise specified all information is for the twelve months ended 30 June 2025 ('FY25'), and is presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months ended 30 June 2024 ('FY24').

Disclaimer

The information provided during the AGM is provided for general information purposes and is a summary only. Unless otherwise indicated, the information is provided as at 30 June 2025. EML does not have any obligation to correct or update the information conveyed at the AGM.

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About Us

EML provides an innovative payment solutions platform, helping businesses all over the world create awesome customer experiences. Wherever money is in motion, our agile technology can power the payment process, so money can be moved quickly, conveniently and securely. We offer market-leading programme management and highly skilled payments expertise to create customisable feature-rich solutions for businesses, brands and their customers.

Come and explore the many opportunities our platform has to offer by visiting us at EMLPayments.com



FY25 Performance Highlights

Establishing the foundations and building momentum.



High caliber leadership team installed



Guidance delivered towards the top of the range



8 top-30 contracts renewed, including 2 in our top-5



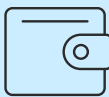
27 new clients secured



Global technology partnership signed with Visa PISMO to support Project Arlo



Bond yield lock program to fix yield on ~45% of the float for 3 years at today's rate



Credit facilities extended by a further two years (Dec 28) and expanded by \$55m



Class action settled, subject to Court approval

FY25 Financial Performance Snapshot.

Continuing operations^{1,2}

Momentum building and strong cashflow performance

EMI.



Revenue

Total Revenue³
\$220.9m

▲ 9%

Customer Revenue
\$157.0m

▲ 3%



Profitability

EBITDA (underlying)
\$58.6m

▲ 13%

Statutory NPAT
\$(53.0)m

from \$5.3m
eps (14.1)cps



Cash

Cash
\$59.3m

▲ 46%

Net Cash Movement
\$18.6m

Notes:

- 1 Continuing operations, as per the Financial Statements, excludes the impact of PCSIL and Sentenial.
- 2 Profit and loss and key metrics have been adjusted for one off items.
- 3 Total revenue includes Revenue from contracts with customers and Interest income.

Outlook and guidance.

EML2.0 Transformation Plan on track.

EML.

FY25 Results Presentation

27 August 2025, Pg17

A year focused on closing out key transformation programs and building commercial momentum reflected in our priorities

Pipeline to +\$90m by H1FY26

Global Ops Centre (GOC) established

Arlo production deployment

New global product MVP

Global CRM and HRIS deployed

AGM Update

19 November 2025

All metrics and operational plans tracking to target.

- ✓ Pipeline build on track, \$78.8m today
- ✓ GOC established in Sofia (EML captive format e.g. not outsourced)
- ✓ Arlo MVP deployed in production (Europe)
- ✓ Mobility solution on track for deployment H2
- ✓ Global HRIS 50% deployed, 100% by Feb 26
Global CRM on track for H2

FY26 Underlying
EBITDA guidance
affirmed

\$58m–\$63m