

# Earnings Presentation

Q2 2025

August 7, 2025



# Private Securities Litigation Reform Act of 1995 Safe Harbor for Forward-Looking Statements

This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties.

The forward-looking statements are made pursuant to safe harbor provisions of the **Private Securities Litigation Reform Act of 1995**.

A discussion of these **forward-looking statements and risk factors** that may affect them is set forth at the end of this presentation.

The Company assumes **no obligation to update** any forward-looking statement in this presentation, except as required by law.





# Powering the world's payments ecosystem

ACI Worldwide, an original innovator in global payments technology, delivers transformative software solutions that power intelligent payments orchestration in real time so banks, billers, and merchants can drive growth while continuously modernising their payment infrastructures, simply and securely.

With nearly 50 years of trusted payments expertise, we combine our global footprint with a local presence to offer enhanced payment experiences to stay ahead of constantly changing payment challenges and opportunities.

# ACI Financial Results for Quarter Ended June 30, 2025

## CEO and CFO Perspective



**Thomas W. Warsop, III**  
ACI President and Chief Executive Officer

"We delivered solid second quarter and first half results, reflecting the organizational improvements we have invested in and the momentum we generated by signing renewals and new business early in the year.

These structural shifts have enabled us to pursue more strategic opportunities and move towards a more scalable and less seasonally weighted financial model.

Looking ahead, we remain focused on increasing shareholder value through sales execution, enhancing the growth orientation across ACI, and the continued development and rollout of Connetic, our next generation payments hub platform."

"Our momentum from last quarter continued to build in Q2, with revenue from Payment Software segment growing 18% and Biller segment growing 13% over the first half of 2024.

While Q2 adjusted EBITDA reflected the timing of higher-margin license contracts and renewals, our adjusted EBITDA for the first half of 2025 increased by 24% compared to the same period last year.

In line with our commitment to balanced capital allocation and continued shareholder returns, we repurchased 2.4 million shares in Q2, representing 2.4% of shares outstanding.

Given the robust performance across the business, we are raising our full-year outlook for both revenue and adjusted EBITDA for 2025."



**Robert Leibrock**  
ACI Chief Financial Officer

# Strong Growth and Financial Position



## FIRST-HALF 2025

**15%**

REVENUE GROWTH

**34%**

NET ADJUSTED EBITDA  
MARGIN

**\$175M**

ADJUSTED EBITDA

**\$128M**

CASH FLOW FROM  
OPERATING ACTIVITIES

**\$190M**

CASH BALANCE

**1.4x**

NET DEBT LEVERAGE RATIO

**2.7M**

SHARES REPURCHASED  
FIRST HALF 2025 FOR \$134M

**\$223M**

REMAINING ON SHARE  
REPURCHASE  
AUTHORIZATION

# First Half 2025 Highlights

Consolidated Results	Segment Results	Share Repurchases
Total revenue of \$796M up 15% and total recurring revenue up 11% versus first half 2024  Adjusted EBITDA of \$175M up 24% versus first half 2024	Payment Software revenue up 18%, with segment recurring revenue up 6% and segment adjusted EBITDA up 29% versus first half 2024  Biller revenue up 13% and segment adjusted EBITDA up 4% versus first half 2024	Repurchased approximately 2.7 million shares in first half 2025  \$223M remains available on the share repurchase authorization as of June 30, 2025

# Q2 2025 Highlights

Consolidated Results	Segment Results	Balance Sheet
Total revenue of \$401M up 7% and total recurring revenue up 13% versus Q2 2024.  Adjusted EBITDA of \$81M down 13% versus Q2 2024, reflecting the timing of higher-margin license contracts this year	Payment Software revenue down 1%, with segment recurring revenue up 8% and segment adjusted EBITDA down 12% versus Q2 2024  Biller revenue up 16% and segment adjusted EBITDA up 6% versus Q2 2024	\$190M cash and \$904M debt balances Net debt ratio of 1.4x EBITDA  Retired \$400M senior unsecured notes with an incremental term loan under the credit facility that matures in February 2029

# Raising 2025 Financial Guidance

	Next Quarter Guidance		Full Year Guidance		Prior FY 2025	
	Q3 2025		Updated FY 2025		Low	High
	Low	High	Low	High	Low	High
Revenue	\$460	\$470	\$1,710	\$1,740	\$1,690	\$1,720
Adjusted EBITDA	\$155	\$165	\$490	\$505	\$480	\$495

\$'s in millions

# Q2 2025 Key Takeaways

*Strong first half; raising FY 2025 guidance for both revenue and adjusted EBITDA*



Q2 results were ahead of expectations for both revenue & adjusted EBITDA



Continuing to invest in Connetic, cloud-native payments hub - building pipeline and momentum



High margin model with \$175M adjusted EBITDA\* in first half 2025, 34% net adjusted EBITDA margin\*, up from 31% in first half 2024



Returned capital to shareholders, with 2.4 million shares repurchased in Q2, representing 2.4% of share outstanding



Strong financial position with \$190M in cash and 1.4x net debt ratio



Retired \$400 million senior unsecured notes maturing in 2026 with an incremental term loan under the credit facility that matures in February 2029.



# Supplemental Financial Data

# Supplemental Financial Data

## Recurring Revenue (millions)

SaaS and PaaS fees

Maintenance fees

**Recurring Revenue**

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
SaaS and PaaS fees	\$ 271.3	\$ 235.4	\$ 508.3	\$ 451.1
Maintenance fees	50.4	48.7	99.1	96.5
<b>Recurring Revenue</b>	<b>\$ 321.7</b>	<b>\$ 284.1</b>	<b>\$ 607.4</b>	<b>\$ 547.6</b>

## New Bookings (millions)

Annual recurring revenue (ARR) bookings

License and services bookings

	Three Months Ended June 30,		TTM Ended June 30,	
	2025	2024	2025	2024
Annual recurring revenue (ARR) bookings	\$ 24.3	\$ 13.1	\$ 79.5	\$ 68.8
License and services bookings	58.1	80.7	290.2	268.5

Note: Amounts may not recalculate due to rounding.

# Supplemental Financial Data

Adjusted EBITDA (millions)	Three Months Ended June 30,				Six Months Ended June 30,			
	2025		2024		2025		2024	
	\$	12.2	\$	30.9	\$	71.1	\$	23.1
Net income								
Plus:								
Income tax expense		5.7		9.4		18.4		9.7
Net interest expense		10.6		14.5		21.2		29.5
Net other (income) expense		6.4		(1.1)		(17.3)		0.9
Depreciation expense		3.2		3.6		6.4		7.2
Amortization expense		20.9		24.0		41.7		48.0
Non-cash stock-based compensation expense		16.4		10.7		28.0		18.8
<b>Adjusted EBITDA before significant transaction-related expenses</b>	<b>\$</b>	<b>75.4</b>	<b>\$</b>	<b>92.0</b>	<b>\$</b>	<b>169.5</b>	<b>\$</b>	<b>137.2</b>
Significant transaction-related expenses:								
Cost reduction strategies		5.1		0.4		5.1		3.0
Other		0.4		0.4		0.4		0.7
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>80.9</b>	<b>\$</b>	<b>92.8</b>	<b>\$</b>	<b>175.0</b>	<b>\$</b>	<b>140.9</b>
Revenue, net of interchange								
Revenue	\$	401.3	\$	373.5	\$	795.8	\$	689.5
Interchange		151.1		124.2		281.9		236.6
<b>Revenue, net of interchange</b>	<b>\$</b>	<b>250.2</b>	<b>\$</b>	<b>249.3</b>	<b>\$</b>	<b>513.9</b>	<b>\$</b>	<b>452.9</b>
Net Adjusted EBITDA Margin		32 %		37 %		34 %		31 %

# Supplemental Financial Data

Segment Information (millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>Revenue</b>				
Payment Software	\$ 179.3	\$ 181.7	\$ 380.1	\$ 322.8
Biller	221.9	191.8	415.7	366.7
<b>Total Revenue</b>	<b>\$ 401.3</b>	<b>\$ 373.5</b>	<b>\$ 795.8</b>	<b>\$ 689.5</b>
<b>Recurring Revenue</b>				
Payment Software	\$ 99.8	\$ 92.3	\$ 191.6	\$ 180.9
Biller	221.9	191.8	415.8	366.7
Total	<b>\$ 321.7</b>	<b>\$ 284.1</b>	<b>\$ 607.4</b>	<b>\$ 547.6</b>
<b>Segment Adjusted EBITDA</b>				
Payment Software	\$ 83.3	\$ 94.6	\$ 189.8	\$ 146.9
Biller	39.8	37.4	70.7	68.2

Note: Amounts may not recalculate due to rounding.

# Supplemental Financial Data

## EPS Impact of Non-cash and Significant Transaction-related Items (millions)

	Three Months Ended June 30,					
	2025		2024			
	EPS Impact	\$ in Millions (Net of Tax)	EPS Impact	\$ in Millions (Net of Tax)		
GAAP net income	\$ 0.12	\$ 12.2	\$ 0.29	\$ 30.9		
Adjusted for:						
Significant transaction-related expenses	0.04	4.1	0.01	0.7		
Amortization of acquisition-related intangibles	0.04	4.2	0.06	6.3		
Amortization of acquisition-related software	0.03	3.2	0.03	3.3		
Non-cash stock-based compensation	0.12	13.0	0.08	8.1		
<b>Total adjustments</b>	<b>0.23</b>	<b>24.5</b>	<b>0.18</b>	<b>18.4</b>		
<b>Diluted EPS adjusted for non-cash and significant transaction-related items</b>	<b>\$ 0.35</b>	<b>\$ 36.7</b>	<b>\$ 0.47</b>	<b>\$ 49.3</b>		

## Diluted EPS adjusted for non-cash and significant transaction-related items

	Six Months Ended June 30,					
	2025		2024			
	EPS Impact	\$ in Millions (Net of Tax)	EPS Impact	\$ in Millions (Net of Tax)		
GAAP net income	\$ 0.67	\$ 71.1	\$ 0.22	\$ 23.1		
Adjusted for:						
Gain on sale of equity investment	(0.20)	(21.7)	—	—		
Significant transaction-related expenses	0.04	4.1	0.03	2.9		
Amortization of acquisition-related intangibles	0.08	8.3	0.12	12.7		
Amortization of acquisition-related software	0.06	6.4	0.06	6.7		
Non-cash stock-based compensation	0.21	22.2	0.13	14.3		
<b>Total adjustments</b>	<b>0.19</b>	<b>19.3</b>	<b>0.34</b>	<b>36.6</b>		
<b>Diluted EPS adjusted for non-cash and significant transaction-related items</b>	<b>\$ 0.86</b>	<b>\$ 90.4</b>	<b>\$ 0.56</b>	<b>\$ 59.7</b>		

Note: Amounts may not recalculate due to rounding.

# Non-GAAP Financial Measures

To supplement our financial results presented on a GAAP basis, we use the non-GAAP measures indicated in the tables, which exclude significant transaction related expenses, as well as other significant non-cash expenses such as depreciation, amortization, and non-cash compensation, that we believe are helpful in understanding our past financial performance and our future results. The presentation of these non-GAAP financial measures should be considered in addition to our GAAP results and are not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. Management generally compensates for limitations in the use of non-GAAP financial measures by relying on comparable GAAP financial measures and providing investors with a reconciliation of non-GAAP financial measures only in addition to and in conjunction with results presented in accordance with GAAP. We believe that these non-GAAP financial measures reflect an additional way to view aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business. Certain non-GAAP measures include:

- Adjusted EBITDA: net income (loss) plus income tax expense (benefit), net interest income (expense), net other income (expense), depreciation, amortization, and non-cash compensation, as well as significant transaction related expenses. Adjusted EBITDA should be considered in addition to, rather than as a substitute for, net income (loss).
- Net Adjusted EBITDA Margin: Adjusted EBITDA divided by revenue net of pass-through interchange revenue. Net Adjusted EBITDA Margin should be considered in addition to, rather than as a substitute for, net income (loss).
- Diluted EPS adjusted for non-cash and significant transaction related items: diluted EPS plus tax effected significant transaction related items, amortization of acquired intangibles and software, and non-cash stock-based compensation. Diluted EPS adjusted for non-cash and significant transaction related items should be considered in addition to, rather than as a substitute for, diluted EPS.
- Recurring Revenue: revenue from software as a service and platform service fees and maintenance fees. Recurring revenue should be considered in addition to, rather than as a substitute for, total revenue.
- ARR: New annual recurring revenue expected to be generated from new accounts, new applications, and add-on sales bookings contracts signed in the period.

# Forward Looking Statements

This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. Generally, forward-looking statements do not relate strictly to historical or current facts and may include words or phrases such as "believes," "will," "expects," "anticipates," "intends," and words and phrases of similar impact. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Forward-looking statements in this release include but are not limited to: (i) our move towards a more scalable and less seasonally-weighted financial model, (ii) looking ahead, we remain focused on increasing shareholder value through sales execution, enhancing the growth orientation across ACI, and the continued development and rollout of Connetic, our next generation payments hub platform, (iii) given the robust performance across the business, we are raising our full-year outlook for both revenue and adjusted EBITDA for 2025, and (iv) Q3 2025 and full-year 2025 revenue and adjusted EBITDA financial guidance.

All of the foregoing forward-looking statements are expressly qualified by the risk factors discussed in our filings with the Securities and Exchange Commission. Such factors include, but are not limited to, increased competition, business interruptions, cybersecurity incidents or failure of our information technology and communication systems, security breaches, our ability to attract and retain senior management personnel and skilled technical employees, future acquisitions, strategic partnerships and investments, divestitures and other restructuring activities, implementation and success of our strategy, impact if we convert some or all on-premise licenses from fixed-term to subscription model, anti-takeover provisions, exposure to credit or operating risks arising from certain payment funding methods, loss caused by theft or fraud, customer reluctance to switch to a new vendor, our ability to adequately defend our intellectual property, litigation, consent orders and other compliance agreements, our offshore software development activities, risks from operating internationally, including fluctuations in currency exchange rates, events in eastern Europe and the Middle East, adverse changes in the global economy, compliance of our products with applicable legislation, governmental regulations and industry standards, the complexity of our products and services and the risk that they may contain hidden defects, legal and business risks from artificial intelligence incorporated into our products, risks to our business from the use of artificial intelligence by our workforce, complex regulations applicable to our payments business, our compliance with privacy and cybersecurity regulations, compliance with requirements of the payment card networks and Nacha, exposure to unknown tax liabilities, changes in tax laws and regulations, consolidations and failures in the financial services industry, volatility in our stock price, demand for our products, failure to obtain renewals of customer contracts or to obtain such renewals on favorable terms, delay or cancellation of customer projects or inaccurate project completion estimates, changes in card association and debit network fees or products, impairment of our goodwill or intangible assets, the accuracy of management's backlog estimates, the cyclical nature of our revenue and earnings and the accuracy of forecasts due to the concentration of revenue-generating activity during the final weeks of each quarter, restrictions and other financial covenants in our debt agreements, our existing levels of debt, incurring additional debt, events outside of our control including natural disasters, wars, and outbreaks of disease, and revenues or revenue mix below expectations. For a detailed discussion of these risk factors, parties that are relying on the forward-looking statements should review our filings with the Securities and Exchange Commission, including our most recently filed Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q.

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