

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	FY26 Q1	FY25 Q1	CHANGE %
RESULT (A\$m)			
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

This announcement has been authorised for release by the Board.

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Annual General Meeting.

19 November 2025





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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.

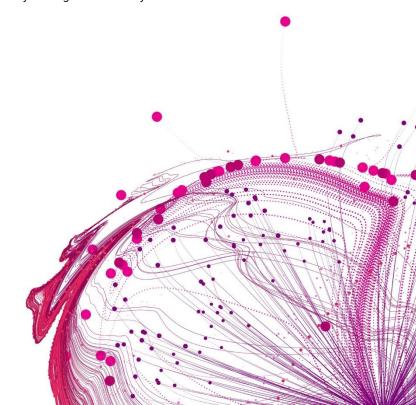
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About Us

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





Revenue

Total Revenue³

\$220.9m



Customer Revenue

\$157.0m





Profitability

EBITDA (underlying)

\$58.6m



Statutory NPAT

(53.0)m

from \$5.3m eps (14.1)cps



Cash

Cash

\$59.3m

46%

Net Cash Movement

\$18.6m

Notes:

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

Total revenue includes Revenue from contracts with customers and Interest income.

Outlook and guidance.

EML2.0 Transformation Plan on track.



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