



**Q4 2022 Results**

**New Travelex Group**

28 February 2023

**Travelex**

worldwide  
money

# Disclaimer

- This presentation (the “Presentation”) has been prepared by Travelex Topco Limited and its subsidiaries (together the “New Travelex Group”) together with its advisers and representatives. This Presentation is intended exclusively for existing investors in or members of the New Travelex Group (“Existing Investors”) for the exclusive use of the persons to whom it is addressed (the “Recipient”), and their advisers.
- The purpose of this Presentation is to provide the Recipient with an overview of the New Travelex Group’s 2022 Q4 results. It is not intended to form the basis of any decision to make any investment in, or enter into any other transaction with or concerning the New Travelex Group.
- This Presentation (which does not purport to be comprehensive as to the information that a Recipient may need to make an informed decision with regards to any investment in, or any other transaction with or concerning, the New Travelex Group) has been made available on the website of Travelex Issuerco 2 plc and through RNS. If you are in any doubt as to your legal obligations with respect to “inside information” or your obligations under the Market Abuse Regulation (Regulation (EU) 596/2014), as amended (“MAR”), or MAR as it forms part of UK domestic law by virtue of section 3 of the European Union (Withdrawal) Act 2018, each as amended, you are encouraged to seek independent legal advice.
- This Presentation is intended exclusively for Existing Investors and is exempt from the scope of the prohibition under in s.21 of the Financial Services and Markets Act 2000 (as amended) under article 43 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (SI 2005/1529) (“FPO”). In the United Kingdom, this Presentation is only addressed to and directed at, and matters described therein will only be engaged in with, Existing Investors who fall within the description in Article 19(5) (Investment professionals) or Article 49(2) (High net worth companies, unincorporated associations etc.) of the FPO; and who meet the definition of a “per se professional client” as defined in the Handbook of Rules and Guidance issued by the United Kingdom Financial Conduct Authority, (such persons “Relevant Persons”). Persons other than Relevant Persons should not act upon or rely on the information set out in this Presentation. This Presentation is only directed at, and matters described therein will only be engaged in with, Existing Investors in any member state of the European Economic Area who meet the definition of a “professional client” as defined under Directive 2014/65/EU.
- Neither the information nor the opinions contained in the Presentation have been independently verified by any adviser to the New Travelex Group. While the contents of this Presentation have been prepared in good faith, the New Travelex Group does not accept any liability or responsibility for the accuracy or completeness of such contents and any such liability is expressly disclaimed.
- The Recipient agrees that the information is proprietary to the New Travelex Group and it has no rights to it. No representation or warranty, express or implied, is given by the New Travelex Group, its respective advisers or any of their respective directors or employees or any other person as to the accuracy or completeness of the contents of this Presentation or to the accuracy or completeness of any projections included within this Presentation or of any other document or information supplied at any time in connection with this Presentation. In particular, no representation or warranty is given as to the achievement or reasonableness of any future projections, management estimates, prospects or returns that may be contained in this Presentation or in any other related information.
- Neither this Presentation nor any of the information contained in it shall form the basis of any contract with or concerning, or investment in, the New Travelex Group, nor does it constitute an offer or invitation in respect of any such contract or investment.
- Neither the receipt of this Presentation by any person nor any information contained in it or supplied with it or subsequently communicated to any person in connection with it constitutes, or is to be taken as constituting, the giving of advice to any such person. Each such person should make its own independent assessment of the merits or otherwise of the facts included within the Presentation and should take its own professional advice.
- In furnishing the Presentation, the New Travelex Group undertakes no obligation to provide any additional information or to update this Presentation or any additional information or to correct any inaccuracies in this Presentation or any additional information which may become apparent.

# New Travelex Group – Q4 2022 Financial Highlights

- The New Travelex Group recovery continued through Q4 generating revenues of £124m, 92% of 2019 and £59.6m higher than in 2021. Full year revenue of £429m was £256m greater than 2021. Full year recovery vs. 2019 improved to 79% of 2019 in Q4, an improvement of 4% compared to Q3.
- The Group produced an underlying EBITDA of £4.1m in Q4, £5.4m ahead of 2021 levels. Full year underlying EBITDA was £23.0m, marking the first full year of positive underlying EBITDA since 2019, a £70.4m growth on 2021.
- Revenue recovery continued with Brazil and ME&T both exceeding 2019 due to mass payments volumes in Brazil and increased tourism driven by the FIFA World Cup in ME&T. The recoveries in the UK, ANZ and Europe continued into Q4 following a strong summer trading period. Asia saw early signs of recovery towards the end of the year as Japan borders opened and Hong Kong eased travel restrictions and relaxed its zero covid policy.
- Full year costs were £98.2m below 2019, driven predominantly by variable rent and staff cost savings across Retail. Recruitment remains a key area of focus for the Group as it continues to recover.
- Capex of £10.5m included investment in IT infrastructure and store upgrades to support recovery and growth.
- Free Cash of £31.3m at the end of December includes £70m of New Money Notes funding in the first half of 2022, deployed as working capital to capture the return of trading volumes.

£m at 2022 Q4 Actual FX Rates	2022 Q4						
	2022	2021	2019	22 vs 21		22 vs 19	
	Actual	Actual	Actual	Var	22 vs 21 %	Var	22 vs 19 %
Net Revenue	124.0	64.2	134.3	59.8	93%	(10.3)	(8%)
Costs	(119.9)	(65.5)	(124.5)	(54.3)	(83%)	4.6	4%
Underlying EBITDA	4.1	(1.3)	9.9	5.4	415%	(5.8)	(58%)
Capex	(4.1)	(3.5)	(10.2)	(0.6)	(18%)	6.1	60%
Free Cash	31.3	24.9	n/a	6.4	26%		

	2022 FY						
	2022	2021	2019	22 vs 21		22 vs 19	
	Actual	Actual	Actual	Var	22 vs 21 %	Var	22 vs 19 %
Net Revenue	429.1	173.1	540.1	256.0	148%	(110.9)	(21%)
Costs	(406.1)	(220.5)	(504.3)	(185.6)	(84%)	98.2	19%
Underlying EBITDA	23.0	(47.4)	35.8	70.4	149%	(12.8)	(36%)
Capex	(10.5)	(10.4)	(32.9)	(0.1)	(1%)	22.4	68%
Free Cash	31.3	24.9	n/a				

(1) Revenues, costs, EBITDA and capex are presented on a pro forma basis, incorporating the trading performance of 100% of all Travelex entities. A reconciliation to the statutory profit and loss account is provided at page 9.

(2) Underlying EBITDA excludes any non-underlying adjustments.

(3) Results include a prior period statutory adjustment relating to a release of a provision of £0.6m

(4) To aid comparatives, actuals for 2019 have been adjusted for loss of the CBN and Istanbul Airport contracts and the UK Government's legislation to remove the UK VAT business and other material store closure across the group.

(5) 2021 and 2019 Actuals are presented on an Actual 2022 FX basis to aid comparison.

(6) Free Cash represents cash at bank of those New Travelex Group entities whose cash balances are unrestricted and available for use.

(7) Free Cash for 2019 is not available due to the changes in the composition of the group since the 2020 restructure.

# Business Update

## Commercial Developments

- With the reopening of international travel in Hong Kong over Q4 and more recently with China's rapid reopening early in 2023, the Group has secured a three year extension to its long standing partnership with Hong Kong International Airport. Further new opportunities have also been won in the region with Chongqing Airport in China on an exclusive 5 year contract and new stores in Malaysia, with the Group well placed to capture the recovery in international travel in these markets.
- With continued focus on customer led initiatives, the Group has relaunched its Travelex Money app and has partnered with KAYAK, the world's leading travel search engine. Travelex customers can now search for flights, accommodation and rental cars within the Travelex Money app, enabling them to plan their trip and also manage their foreign currency needs.

## Group Reorganisation

- Travellers Cheques Encashment Services Limited, the final entity to be acquired by the New Travelex Group was completed in January 2023. This completes the full perimeter of the New Travelex Group and brings the group reorganisation programme to closure.

## Governance

- A number of the UK subsidiary accounts for 2021 were completed over Q4 with the remaining accounts expected to be signed in Q1 2023.
- The Group's 2022 financial year close is well underway. Building on the clean closing opinion from 2021, a fully clean opinion is targeted. The Group accounts are expected to be signed in Q3 2023 with UK subsidiary accounts to follow.

## Financial Outlook

- The Group distributed forward guidance on the expected underlying EBITDA outturn for 2022 of between £25m to £27m, £8.5m-£10.5m above the £16.5m guidance for 2022 published in December 2021. Due to £2.4m of one-offs in late Q4 which are not indicative of underlying trading performance and the strengthening of sterling impacting translation assumptions, the final underlying EBITDA of £23.0m is £2.0m below the forward guidance.
- For 2023, the Group published forward guidance in November 2022 of £60m to £70m of underlying EBITDA.

# New Travelex Group – 2022 Q4 Performance by Geography

Group revenue reached 92% of 2019 in Q4 with Brazil and ME&T exceeding 2019. Revenue in all trading geographies was £59.8m higher than 2021 as the sustained easing of travel restrictions drove an improved performance.

- **UK** revenue recovery reached 76% of 2019 levels in Q4 driven predominately by the Retail business. Heathrow PAX recovered to 88% of 2019 with strike rates also up despite passenger caps at key airports. EBITDA was £4.0m below 2019 as variable rent and trading cost savings offset revenue downside.
- **ANZ** saw a £1.2m increase in revenue from Q3 reaching 72% of 2019 levels with summer holidays boosting passenger numbers. EBITDA of £2.5m was £5.0m favourable to 2021 and only in line with 2019.
- **Asia** revenue, led by Japan and South Asia was £3.3m higher than Q3, a 53% recovery against 2019 following the easing of border restrictions and testing policies. The weakening of the Japanese Yen also drove increased trading volumes.
- **Middle East & Turkey** surpassed 2019 revenue by £4.5m in Q4 driven by the World Cup, with Qatar and UAE seeing increased passengers.
- **Brazil** EBITDA of £4.9m was £3.1m ahead of 2019 with the Bank business generating strong growth through the facilitation of cross border and mass payments.
- **Europe** revenue of £12.9m represented 85% recovery against 2019 and exceeded 2021 by £6.6m. Passenger caps at Schiphol airport impacted revenue, however EBITDA was £2.7m favourable to 2021 and only £0.8m adverse to 2019.
- **Central costs** were £2.6m lower than 2019 primarily due to reduced staff levels. Against 2021, costs were £8.0m higher as a result of project spend and some reinvestment in staff costs.

£m at 2022 Q4 Actual FX Rates	2022 Q4						
	2022	2021	2019	22 vs 21	22 vs 21	22 vs 19	22 vs 19
	Actual	Actual	Actual	Var	%	Var	%
<b>Net Revenue</b>							
UK	36.8	18.5	48.1	18.4	100%	(11.2)	(23%)
ANZ	13.8	2.0	19.1	11.8	585%	(5.3)	(28%)
Asia	9.9	2.5	18.7	7.3	289%	(8.8)	(47%)
ME&T	22.2	15.0	17.7	7.2	48%	4.5	26%
Brazil	27.0	18.4	12.8	8.7	47%	14.2	111%
Nigeria	0.5	0.0	0.7	0.5	4545%	(0.2)	(23%)
Europe	12.9	6.3	15.2	6.6	106%	(2.3)	(15%)
Other Trading	0.9	1.6	1.8	(0.6)	(40%)	(0.8)	(47%)
<b>Trading Total</b>	<b>124.1</b>	<b>64.2</b>	<b>134.0</b>	<b>59.9</b>	<b>93%</b>	<b>(9.9)</b>	<b>(7%)</b>
Central Costs	(0.1)	0.0	0.4	(0.2)	(416%)	(0.5)	(132%)
<b>Net Revenue</b>	<b>124.0</b>	<b>64.2</b>	<b>134.3</b>	<b>59.8</b>	<b>93%</b>	<b>(10.3)</b>	<b>(8%)</b>
<b>Underlying EBITDA</b>							
UK	6.0	3.5	10.0	2.6	74%	(4.0)	(40%)
ANZ	2.5	(2.5)	2.6	5.0	204%	(0.0)	(2%)
Asia	0.5	(3.1)	3.9	3.5	116%	(3.4)	(88%)
ME&T	3.3	3.9	4.8	(0.7)	(17%)	(1.5)	(31%)
Brazil	4.9	3.7	1.8	1.2	32%	3.1	171%
Nigeria	0.1	(0.2)	0.5	0.2	144%	(0.4)	(84%)
Europe	1.9	(0.7)	2.7	2.7	363%	(0.8)	(29%)
Other Trading	(0.1)	1.0	1.1	(1.1)	(113%)	(1.2)	(112%)
<b>Trading Total</b>	<b>19.1</b>	<b>5.7</b>	<b>27.4</b>	<b>13.4</b>	<b>236%</b>	<b>(8.3)</b>	<b>(30%)</b>
Central Costs	(15.0)	(7.0)	(17.5)	(8.0)	(114%)	2.6	15%
<b>Underlying EBITDA</b>	<b>4.1</b>	<b>(1.3)</b>	<b>9.9</b>	<b>5.4</b>	<b>415%</b>	<b>(5.8)</b>	<b>(58%)</b>

(1) Revenues, costs, EBITDA and capex are presented on a pro forma basis, incorporating the trading performance of 100% of all Travelex entities. A reconciliation to the statutory profit and loss account is provided at page 9.

(2) Underlying EBITDA excludes any non-underlying adjustments.

(3) Results include a prior period statutory adjustment relating to a release of a provision of £0.6m

(4) To aid comparatives, actuals for 2019 have been adjusted for loss of the CBN and Istanbul Airport contracts and the UK Government's legislation to remove the UK VAT business and other material store closure across the group.

(5) 2021 and 2019 Actuals are presented on an Actual 2022 FX basis to aid comparison.

# New Travelex Group – 2022 FY Performance by Geography

Revenues of £429m (79% of 2019) were £256m higher than 2021 whilst EBITDA of £23.0m was £70.4m higher than 2021 and only £12.8m lower than 2019.

- **UK** revenue of £143.9m represented a 69% recovery against 2019 in which Retail and Outsourcing accounted for 89% (£127.5m). EBITDA was £8.1m below 2019 as revenue shortfall was offset by variable rent and trading costs in addition to reduced staff.
- **ANZ** revenue recovery was 51% of 2019 with retail performance benefitting strongly from the easing of border restrictions since late 2021. Full year EBITDA was £3.2m behind 2019 with lower revenue offset by rent and trading cost savings.
- **Asia** continued to be impacted by tight restrictions across China, Hong Kong and Japan throughout 2022, with some easing only during Q4. Revenue recovery of 34% showed an improvement of 10% from half year, with the EBITDA loss of £2.9m being £18.4m lower than 2019 but £10.7m ahead of 2021.
- **ME&T** revenue of £68.9m exceeded 2019 levels as Eid, World Expo and the FIFA World Cup all increased travel and tourism in the region. EBITDA of £13.1m was £5.2m above 2021, but £3.5m below 2019 with increased rent and trading costs.
- **Brazil** revenue of £96.9m equated to 211% of 2019, whilst EBITDA of £19.0m was £14.6m ahead of 2019 primarily driven by the Bank business.
- **Europe** revenue reached 77% of 2019 with revenues of £48.5m, £31.9m ahead of 2021 and £14.7m behind 2019. EBITDA was £4.4m behind 2019 as lower revenue was offset by variable cost savings and government wage subsidies in Q1.
- **Central Costs** of £59.2m were £20.0m above 2021 reflecting investments in staff and projects to support business recovery, whilst against 2019 the Group was £14.3m behind due to lower staff and discretionary costs.

£m at 2022 FY Actual FX Rates	2022 FY						
	2022	2021	2019	22 vs 21	22 vs 21	22 vs 19	22 vs 19
	Actual	Actual	Actual	Var	%	Var	%
<b>Net Revenue</b>							
UK	143.9	40.3	208.3	103.6	257%	(64.4)	(31%)
ANZ	38.2	7.4	74.4	30.8	415%	(36.1)	(49%)
Asia	24.6	7.1	71.8	17.5	245%	(47.2)	(66%)
ME&T	68.9	39.6	65.0	29.3	74%	3.9	6%
Brazil	96.9	55.1	46.0	41.9	76%	50.9	111%
Nigeria	1.3	0.7	4.6	0.6	89%	(3.2)	(71%)
Europe	48.6	16.6	63.2	31.9	192%	(14.7)	(23%)
Other Trading	6.7	6.2	5.6	0.5	8%	1.1	20%
<b>Trading Total</b>	<b>429.1</b>	<b>173.0</b>	<b>538.8</b>	<b>256.1</b>	<b>148%</b>	<b>(109.8)</b>	<b>(20%)</b>
Central Costs	0.0	0.1	1.2	(0.1)	(73%)	(1.2)	(97%)
<b>Net Revenue</b>	<b>429.1</b>	<b>173.1</b>	<b>540.1</b>	<b>256.0</b>	<b>148%</b>	<b>(110.9)</b>	<b>(21%)</b>
<b>Underlying EBITDA</b>							
UK	34.8	(0.1)	42.8	34.8	53785%	(8.1)	(19%)
ANZ	6.1	(11.3)	9.3	17.4	154%	(3.2)	(35%)
Asia	(2.9)	(13.6)	15.5	10.7	79%	(18.4)	(119%)
ME&T	13.1	7.9	16.6	5.2	66%	(3.5)	(21%)
Brazil	19.0	7.8	4.4	11.2	144%	14.6	329%
Nigeria	(0.4)	(0.4)	3.2	(0.0)	(5%)	(3.6)	(113%)
Europe	9.0	(3.3)	13.4	12.3	370%	(4.4)	(33%)
Other Trading	3.6	4.8	4.0	(1.2)	(25%)	(0.4)	(10%)
<b>Trading Total</b>	<b>82.2</b>	<b>(8.2)</b>	<b>109.3</b>	<b>90.4</b>	<b>1105%</b>	<b>(27.1)</b>	<b>(25%)</b>
Central Costs	(59.2)	(39.2)	(73.5)	(20.0)	(51%)	14.3	19%
<b>Underlying EBITDA</b>	<b>23.0</b>	<b>(47.4)</b>	<b>35.8</b>	<b>70.4</b>	<b>149%</b>	<b>(12.8)</b>	<b>(36%)</b>

(1) Revenues, costs, EBITDA and capex are presented on a pro forma basis, incorporating the trading performance of 100% of all Travelex entities. A reconciliation to the statutory profit and loss account is provided at page 9.

(2) Underlying EBITDA excludes any non-underlying adjustments.

(3) Results include a prior period statutory adjustment relating to a release of a provision of £0.6m

(4) To aid comparatives, actuals for 2019 have been adjusted for loss of the CBN and Istanbul Airport contracts and the UK Government's legislation to remove the VAT business and other material store closure across the group.

(5) 2021 and 2019 Actuals are presented on an Actual 2022 FX basis to aid comparison.

# New Travelex Group – 2022 Q4 Performance by Segment

## ▪ Retail & Outsourcing

- Revenue for the Retail & Outsourcing business totalled £94.7m in Q4, a 103% improvement (£48m) compared to 2021, 84% of 2019.
- **Europe and UK** travel slowed down in Q4 reflecting seasonal trends. Heathrow and Schiphol PAX numbers remained behind 2019 in part due to passenger travel caps.
- **Middle East** revenue grew on Q3 performance (£3.9m) driven by the FIFA World Cup in Qatar with UAE also benefitting from increased travellers throughout this period.
- **Asia** recovery showed an improvement in Q4 as a relaxation of border and testing rules in Japan along with the weakening of the Yen was offset by tighter controls in China and Hong Kong where infection rates remained high.
- EBITDA of £17.8m represents an improvement of £12.3m against 2021.

## ▪ Wholesale

- Wholesale revenue of £27.7m was £11.9m above 2021 levels and 42% (£8.2m) greater than 2019.
- **Brazil Bank** was the key driver due to the facilitation of cross border and mass payment products.
- **UK & Nigeria** revenue continues to outperform 2021 however it remained behind 2019 levels as the Wholesale business continues to recover.
- **Asia** Wholesale recovery remains slower than expected driven by border restrictions across China and Hong Kong, offset by Japan, which benefitted from weakening Yen and higher transaction volumes.

£m at 2022 Q4 Actual FX Rates	2022 Q4						
	2022	2021	2019	22 vs 21	22 vs 21	22 vs 19	22 vs 19
	Actual	Actual	Actual	Var	%	Var	%
<b>Net Revenue</b>							
Retail & Outsourcing	94.7	46.7	112.8	48.1	103%	(18.0)	(16%)
Wholesale	27.7	15.8	19.5	11.9	75%	8.2	42%
Other Revenues	1.6	1.8	2.1	(0.2)	(9%)	(0.5)	(25%)
<b>Net Revenue</b>	<b>124.0</b>	<b>64.2</b>	<b>134.3</b>	<b>59.8</b>	<b>93%</b>	<b>(10.3)</b>	<b>(8%)</b>
<b>Underlying EBITDA</b>							
Retail & Outsourcing	17.8	5.5	24.0	12.3	224%	(6.2)	(26%)
Wholesale	6.6	2.2	6.7	4.4	194%	(0.1)	(1%)
Other Trading	(0.1)	1.0	1.1	(1.1)	(113%)	(1.2)	(112%)
Total Geo Overheads	(5.3)	(3.1)	(4.3)	(2.2)	(72%)	(0.9)	(21%)
Central Costs	(14.9)	(7.0)	(17.5)	(7.9)	(113%)	2.7	15%
<b>Underlying EBITDA</b>	<b>4.1</b>	<b>(1.3)</b>	<b>9.9</b>	<b>5.4</b>	<b>415%</b>	<b>(5.8)</b>	<b>(58%)</b>

(1) Revenues, costs, EBITDA and capex are presented on a pro forma basis, incorporating the trading performance of 100% of all Travelex entities. A reconciliation to the statutory profit and loss account is provided at page 9.

(2) Underlying EBITDA excludes any non-underlying adjustments.

(3) Results include a prior period statutory adjustment relating to a release of a provision of £0.6m

(4) To aid comparatives, actuals for 2019 have been adjusted for loss of the CBN and Istanbul Airport contracts and the UK Government's legislation to remove the VAT business and other material store closure across the group.

(5) 2021 and 2019 Actuals are presented on an Actual 2022 FX basis to aid comparison.

# New Travelex Group – 2022 FY Performance by Segment

## ▪ Retail & Outsourcing

- 2022 revenue of £325m was £207m higher than 2021, reaching 70% of 2019 levels. EBITDA of £71.7m was £74.9m ahead of 2021, and £32.4m below 2019.
- **UK and Europe** performed strongly as both benefitted from a strong summer peak. UK generated £93m additional revenue to 2021 with Europe revenue reaching 77% of 2019 levels.
- **ANZ** recovery was behind the UK and Europe on the timing of restrictions being eased and staff shortages impacting store operations. The retail network reached 59% of 2019, whilst the Outsourcing business was slower to recover.
- **MET** revenue was 6% (£3.9m) greater compared to 2019 driven by higher travellers across Eid and the FIFA World Cup.

## ▪ Wholesale

- Wholesale revenue outperformed both 2019 and 2021 by £25.7m and £48.1m respectively.
- **Brazil** contributed to £71.0m (74%) of Group wholesale revenue with continued growth in cross border payment facilities.
- **UK (incl. Nigeria)** revenue reached 54% of 2019 driven by further trade deals in Nigeria.
- EBITDA of £23.3m was £20.4m above the same period in 2021 and £4.5m higher than 2019.

£m at 2022 FY Actual FX Rates	2022 FY						
	2022	2021	2019	22 vs 21	22 vs 21	22 vs 19	22 vs 19
	Actual	Actual	Actual	Var	%	Var	%
<b>Net Revenue</b>							
Retail & Outsourcing	325.0	118.0	462.7	207.0	176%	(137.7)	(30%)
Wholesale	96.3	48.2	70.6	48.1	100%	25.7	36%
Other Revenues	7.9	7.0	6.8	0.9	12%	1.1	16%
<b>Net Revenue</b>	<b>429.1</b>	<b>173.1</b>	<b>540.1</b>	<b>256.0</b>	<b>148%</b>	<b>(110.9)</b>	<b>(21%)</b>
<b>Underlying EBITDA</b>							
Retail & Outsourcing	71.7	(3.2)	104.1	74.9	2320%	(32.4)	(31%)
Wholesale	23.3	2.9	18.8	20.4	696%	4.5	24%
Other Trading	3.6	4.8	4.0	(1.2)	(25%)	(0.4)	(10%)
Total Geo Overheads	(16.4)	(12.7)	(17.5)	(3.8)	(30%)	1.1	6%
Central Costs	(59.1)	(39.2)	(73.5)	(19.9)	(51%)	14.4	20%
<b>Underlying EBITDA</b>	<b>23.0</b>	<b>(47.4)</b>	<b>35.8</b>	<b>70.4</b>	<b>149%</b>	<b>(12.8)</b>	<b>(36%)</b>

(1) Revenues, costs, EBITDA and Capex are presented on a pro forma basis, incorporating the trading performance of 100% of all Travelex entities. A reconciliation to the statutory profit and loss account is provided at page 9.

(2) Underlying EBITDA excludes any non-underlying adjustments.

(3) Results include a prior period statutory adjustment relating to a release of a provision of £0.6m

(4) To aid comparatives, actuals for 2019 have been adjusted for loss of the CBN and Istanbul Airport contracts and the UK Government's legislation to remove the VAT business and other material store closure across the group.

(5) 2021 and 2019 Actuals are presented on an Actual 2022 FX basis to aid comparison.



# New Travelex Group – Income Statement

- In the adjacent table, the Pro Forma Group incorporates the trading performance of 100% of all Travelex entities, including those unconsolidated entities where regulatory approval is still awaited to formally complete transfers. This is aligned with the presentation of the Group results on the earlier financial slides.
- IFRS16 Adjustments relate to the application of the IFRS16 accounting standard on the large portfolio of operational leases across the Group.
- Statutory Group includes only those entities whose shares have been legally transferred to the Group.
- Other stat adjustments include the pre consolidation profits of entities that have joined the Statutory Group during 2022 (Brazil, Turkey, Netherlands, Czech Republic, Nigeria and Germany).
- The Income Statement and following Balance Sheet and Cashflow slides are translated using actual rates.
- Of the £23.0m of Underlying EBITDA in the Pro Forma Group to December, £5.0m relates to JVs and £8.5m relates to the pre consolidation profits of entities that have joined the Statutory Group during 2022.
- Net gain on acquisitions and disposals relates to the 2022 acquisitions of Turkey, Brazil, Czech Republic, Nigeria and Germany based on net assets less consideration, but has not factored in fair value adjustments.
- Non Underlying Adjustments consists mainly of exceptional costs relating to restructurings and legal and professional services.
- Net Finance Costs consists of monthly PIK interest, the interest charge on the term loan and guarantee facility and FX gains/(losses) on inter company loans.

2022 FY Income Statement					
£m	Pro Forma Group	Bridging Items - Pro Forma to Statutory Group			Statutory Group
		IFRS 16 Adj	Equity Accounted JVs	Other Stat Adj	
Net Revenue	429.1	-	(13.5)	(47.2)	368.4
Cost of sales	(229.4)	47.1	6.3	20.5	(155.5)
Gross profit	199.8	47.1	(7.2)	(26.8)	212.9
Net operating expense	(181.2)	-	2.2	53.0	(126.0)
Analysed as:					
Underlying net operating expense	(176.7)	-	2.2	24.5	(150.0)
Net gain on acquisitions and disposals	-	-	-	28.0	28.0
Non underlying adjustments	(4.5)	-	-	0.4	(4.1)
Net operating expense	(181.2)	-	2.2	53.0	(126.0)
<b>EBITDA</b>	18.6	47.1	(5.0)	26.2	86.9
Analysed as:					
<b>Underlying EBITDA</b>	23.0	47.1	(5.0)	(2.3)	62.9
Net gain on acquisitions and disposals	-	-	-	28.0	28.0
Non underlying adjustments	(4.5)	-	-	0.4	(4.1)
EBITDA	18.6	47.1	(5.0)	26.2	86.9
Depreciation & Amortisation	(14.1)	(34.0)	0.4	(7.3)	(55.0)
<b>Operating profit (loss)</b>	4.5	13.1	(4.6)	18.8	31.9
Net Finance Costs	(41.4)	(16.5)	0.1	0.8	(57.0)
Share of profit in equity accounted investments	-	-	2.5	-	2.5
<b>Loss before tax</b>	(36.9)	(3.4)	(2.1)	19.6	(22.7)
Tax credit (charge)	1.3	-	0.4	(4.8)	(3.1)
<b>Loss for the period from continued operations</b>	<b>(35.6)</b>	<b>(3.4)</b>	<b>(1.7)</b>	<b>14.8</b>	<b>(25.8)</b>

(1) 2022 Actual performance is presented on an Actual 2022 FX basis.

(2) Results include a prior period statutory adjustment relating to a release of a provision of £0.6m

(3) Finance costs include £3.3m of cash interest. The balance represents non cash PIK interest on the Group's Senior Guaranteed Secured Notes.

(4) EBITDA includes any non-underlying adjustments.

(5) Other Stat Adj includes income statement from pre-consolidation date for entities which have been transferred to the New Travelex Group during 2022

# New Travelex Group – Balance Sheet

- Pro Forma Group incorporates all Travelex entities, including those unconsolidated entities where regulatory approval is still awaited to formally complete transfers.
- IFRS16 Adjustments relate to the application of the IFRS16 accounting standard on the large portfolio of operational leases across the Group.
- Statutory Group includes only those entities whose shares have been legally transferred to the Group.
- Other adjustments does not include the fair value uplift adjustment for 2022 acquisitions intangibles as the audit work is still to be finalised. At present the goodwill or bargain gain for 2022 acquisitions relates to consideration less net assets on acquisition.
- Brazil entities include banking operations, which have balances of £337.9m and £406.3m included within trade and other debtors and trade and other creditors as at 31 December 2022.
- Fixed Assets include £18.4m of Brazilian bond investments. Associated money market deposits (£29m) have been included in restricted cash.
- Restricted cash excludes amounts relating to Client bank accounts that are not under our control.

Balance Sheet as at 31 December 2022					
£m	Bridging Items - Pro Forma to Statutory Group				Statutory Group
	Pro Forma Group	IFRS16 adjs	Equity Accounted JVs	Other	
Fixed Assets	143.3	-	(1.3)	7.2	149.2
Right of use assets	0.4	123.7	-	-	124.2
Investments accounted for using the equity method	12.5	-	-	2.5	15.0
Deferred Tax Asset	30.7	-	-	(11.8)	18.9
Debtors Due In More Than One Year	5.7	-	0.5	0.0	6.2
<b>Non Current Assets</b>	<b>192.7</b>	<b>123.7</b>	<b>(0.8)</b>	<b>(2.1)</b>	<b>313.5</b>
Cash in tills and vaults	123.7	-	(10.8)	(0.0)	112.9
Cash at bank and in hand	115.5	-	(15.1)	0.0	100.4
Cash in transit	16.6	-	(1.2)	0.0	15.4
Money Market Deposits	29.0	-	-	(29.0)	-
Prepaid card float on deposit	30.6	-	-	-	30.6
Restricted funds	0.0	-	-	29.0	29.0
<b>Cash and cash equivalents</b>	<b>315.4</b>	<b>-</b>	<b>(27.1)</b>	<b>(0.0)</b>	<b>288.3</b>
<b>Trade &amp; Other Debtors</b>	<b>421.7</b>	<b>-</b>	<b>(1.4)</b>	<b>(8.6)</b>	<b>411.7</b>
<b>Current Assets</b>	<b>737.1</b>	<b>-</b>	<b>(28.5)</b>	<b>(8.6)</b>	<b>700.0</b>
<b>Total Assets</b>	<b>929.8</b>	<b>123.7</b>	<b>(29.3)</b>	<b>(10.7)</b>	<b>1,013.5</b>
Trade & Other Creditors	(604.1)	-	5.6	14.0	(584.4)
Provisions	(13.6)	-	0.2	0.5	(12.9)
External Funding	(321.3)	-	-	-	(321.3)
Finance lease liabilities	-	(139.8)	-	-	(139.8)
<b>Total Liabilities</b>	<b>(939.0)</b>	<b>(139.8)</b>	<b>5.8</b>	<b>14.6</b>	<b>(1,058.4)</b>
<b>Net Assets (Liabilities)</b>	<b>(9.2)</b>	<b>(16.1)</b>	<b>(23.5)</b>	<b>3.8</b>	<b>(45.0)</b>

(1) Balances at 31 December 2022 are presented on an Actual 2022 FX basis.

# New Travelex Group – Cash Flow

- External financing represents New Money Notes issued in January 2022 of £35m and April 2022 of £35m.
- Free cash** represents free cash at bank which management considers is freely accessible. This excludes:
  - Cash in tills, vaults and in transit representing the New Travelex Group's inventory which is not freely available for liquidity purposes;
  - Cash balances from **Other Cash Entities** (Middle East & Turkey, Brazil, Nigeria, China, Malaysia and Thailand), as these cash balances do not form part of the Group's cash pooling arrangements and are effectively standalone;
  - Restricted cash and deposits** held in ring fenced bank accounts, where there are restrictions in withdrawal or usage, and prepaid debit card float balances.
- Movements in working capital and provisions relates predominately to normal trading flows of the bank business in Brazil which facilitates cross border payments and other trading flows caught over period end in the wider global business.

2022 FY - Cash Flow Statement					
£m	Pro Forma Group	Bridging Items - Pro Forma to Statutory Group			Statutory Group
		IFRS16 Adjs	Equity Accounted JVs	Other Stat Adjs	
<b>Underlying EBITDA</b>	<b>23.0</b>	<b>47.1</b>	<b>(5.0)</b>	<b>(2.2)</b>	<b>62.9</b>
Non underlying items	(4.5)	-	-	28.4	24.0
<b>Statutory EBITDA</b>	<b>18.6</b>	<b>47.1</b>	<b>(5.0)</b>	<b>26.2</b>	<b>86.9</b>
Movements in working capital and provisions	28.3	(3.3)	(5.0)	(56.9)	(37.0)
Tax paid	(8.6)	-	0.2	1.9	(6.5)
<b>Cash flows from operating activities</b>	<b>38.3</b>	<b>43.8</b>	<b>(9.8)</b>	<b>(28.8)</b>	<b>43.4</b>
Capital expenditure	(10.5)	-	0.3	1.2	(9.0)
<b>Cash flows from investing activities</b>	<b>(10.5)</b>	<b>-</b>	<b>0.3</b>	<b>97.1</b>	<b>86.9</b>
Interest paid	(4.3)	-	-	0.9	(3.3)
External financing	70.0	-	-	-	70.0
Capital element of finance lease payments	-	(43.8)	-	-	(43.8)
Dividends received/(paid)	(1.0)	-	2.5	(0.0)	1.5
<b>Cash flows from financing activities</b>	<b>64.7</b>	<b>(43.8)</b>	<b>2.5</b>	<b>0.9</b>	<b>24.4</b>
FX impact on cash and cash equivalents	10.3	-	-	-	10.3
<b>Cash inflow/(outflow)</b>	<b>102.8</b>	<b>-</b>	<b>(7.0)</b>	<b>69.2</b>	<b>165.0</b>
Opening cash and cash equivalents	212.7	-	(20.1)	(69.2)	123.4
<b>Cash and cash equivalents</b>	<b>315.4</b>	<b>-</b>	<b>(27.1)</b>	<b>(0.0)</b>	<b>288.3</b>
Excluding cash inventory balances:					
Cash in tills and vaults	(123.7)	-	10.8	-	(112.9)
Cash in transit	(16.6)	-	1.2	-	(15.4)
Money Market Deposits	(29.0)	-	-	29.0	-
Prepaid card float on deposit	(30.6)	-	-	-	(30.6)
Restricted funds	(0.0)	-	-	(29.0)	(29.0)
<b>Cash at bank and in hand</b>	<b>115.5</b>	<b>-</b>	<b>(15.1)</b>	<b>0.0</b>	<b>100.4</b>
Other Cash Entities	(80.5)				
Exclude restricted cash	(3.7)				
<b>Free cash</b>	<b>31.3</b>				

(1) Cash movements are presented on an Actual 2022 FX basis.

(2) Free Cash represents cash at bank of those New Travelex Group entities whose cash balances are unrestricted and available for use.

(3) Other Stat Adj includes cash flows and opening balances from pre-consolidation date for entities which have been transferred to the New Travelex Group during 2022.

## Basis of Reporting

- Revenues, costs and underlying EBITDA on pages 3, 5, 6, 7 and 8 are presented on a pro forma basis. The **Pro Forma Group** incorporates the trading performance of 100% of all of the entities in the New Travelex Group. The **Statutory Group** includes those entities which have been consolidated within the New Travelex Group at the approval date for each acquisition.
- Underlying EBITDA excludes any non-underlying adjustments, considered to be material, by nature or value, and which are required to be separately presented in line with group accounting policy.
- A reconciliation to the statutory profit and loss account is provided at page 9.
- Balance sheet and cash flow reconciliations from **Pro Forma Group** to the **Statutory Group** are provided on pages 10 and 11.
- Comparatives for financial results include:
  - 2021 Actuals
  - 2019 Actuals
- To aid reporting against prior year comparatives:
  - Actuals for 2019 have been adjusted for the loss of the Central Bank of Nigeria (CBN), and Istanbul Airport contracts, and the UK Government's legislation to remove the VAT business, and other material store closures across the New Travelex Group.
  - 2021 and 2019 Actuals are presented on an Actual 2022 FX basis to remove any FX reporting translation variances between comparatives.

## Statutory Group – Consolidation Start Dates

Legal Entities	Geo	Current date of consolidation
Travelex Agency Services Ltd (TAS)	UK	01-Aug-20
Travelex Currency Services Ltd	UK	01-Aug-20
Travelex Japan KK	Asia	01-Aug-20
Travelex Central Services Limited	Central & Shared	01-Aug-20
Travelex India Pvt	Central & Shared	01-Aug-20
Travellers Exchange Corporation Limited	UK	01-Aug-20
Travelex Australia Holdings Pty Limited and its subsidiary - Travelex Limited (Australia)	ANZ	01-Sep-20
Travelex Currency Exchange Limited	UK	01-Sep-20
Travelex Financial Services NZ Limited	ANZ	01-Sep-20
Travelex Cloud Services Limited (UK)	UK	01-Oct-20
Travelex Holding (HK) Limited	Asia	01-Nov-20
Travelex Card Services Limited	UK	01-Nov-20
Travelex Holdings (S) PTE Limited Singapore	Asia	01-Feb-21
Travelex Bahrain WLL	MET	01-Apr-21
Travelex Currency Exchange & Payments SDN BHD (Malaysia)	Asia	01-Jun-21
Travelex & Co LLC (Oman)	MET	01-Jun-21
Travelex (Thailand) Limited	Asia	01-Jun-21
Travelex Emirates Exchange LLC	MET	01-Jul-21
Travelex Foreign Coin Services Ltd.	UK	01-Jul-21
Travelex Qatar QSC	MET	01-Sep-21
Travelex Switzerland AG	Europe	01-Oct-21
Travelex Europe Ltd	Central & Shared	01-Nov-21
Travelex Doviz Ticaret Yetkili Muessese AS (and subsidiary: Travelex Ankara Doviz Ticaret Yetkili Muessese AS)	MET	01-Apr-22
Travelex Do Brasil Holding Financeira Ltda; Travelex Do Brasil Holding Nao Financeira Ltda; South American Cards Services	Brazil	01-May-22
Travelex Retail Nigeria Limited	Nigeria	01-Jun-22
Travelex Nigeria Business Solutions Limited	Nigeria	01-Jun-22
Travelex Czech Republic as	Central & Shared	01-Jun-22
Travelex N.V	Europe	01-Jun-22
Travelex Deutschland GmbH	Europe	01-Nov-22
Travellers Cheques Encashment Services	Other Trading	01-Feb-23