



# INVESTOR PRESENTATION

September 2026



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1. A unique global leader
2. Amplify<sub>25-28</sub>, a new strategic plan already live
3. Edenred demonstrated the strength of its diversified model in H1 2026
4. An enhanced sustainable development policy
5. Outlook



1

A unique global leader

**The global leader in  
growth markets**

# A GLOBAL PRESENCE

**€3Bn**

Total Revenue in 2025

**44**

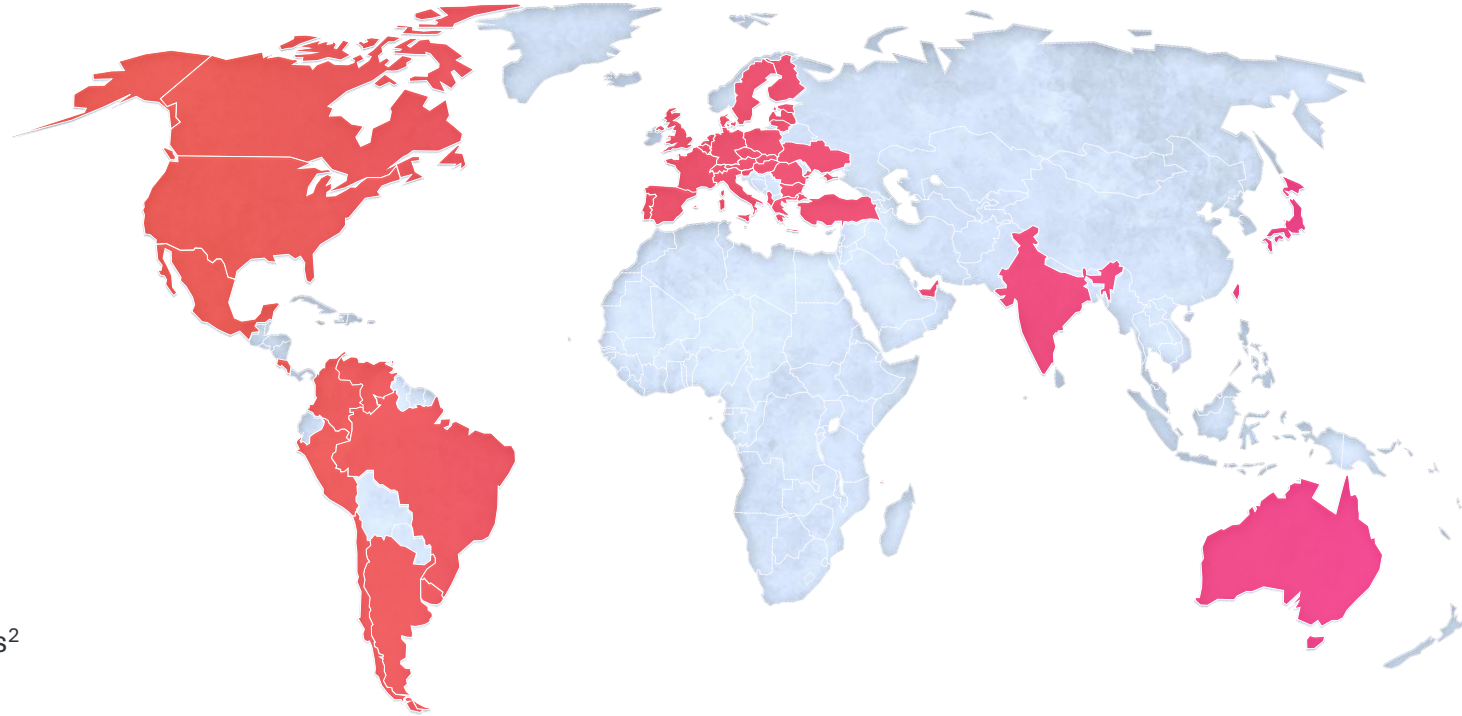
Countries

**70%**

of Operating Revenue  
generated in countries  
where we are leader<sup>1</sup>

**x2.5**

Faster revenue growth  
versus addressed markets<sup>2</sup>

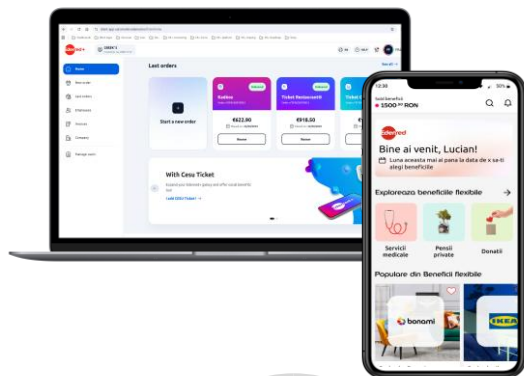


1. Meal & Food and multi energy cards markets in 2025

2. From 2022 to 2025

# THREE BUSINESS LINES

## Benefits & Engagement



Weight of  
proforma 2025  
operating revenue<sup>1</sup>

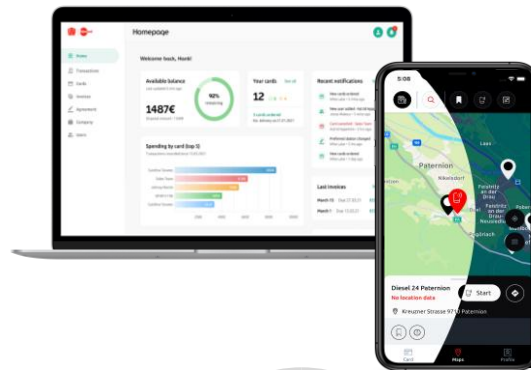
66%

31 countries



1. Including the impact of the regulatory change in Italy

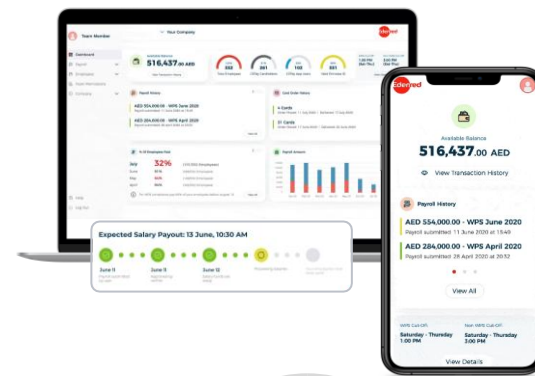
## Mobility



26%

28 countries

## Payment Solutions & New Markets



8%

10 countries

# A DISTINCTIVE VALUE PROPOSITION FOR OUR STAKEHOLDERS

**Translating  
CORPORATE needs...**

**1m+** Companies

**Solutions for HR Directors:**

- To attract, engage and retain talents
- To provide personalized benefits

**Solutions for Fleet Managers:**

- To manage fleets and optimize total cost of ownership
- To transition to electric vehicle, and reduce CO<sub>2</sub> emissions

**...into USER  
daily experience...**

**60m+** Users

**Mobile-first solutions for users:**

- Omni-channel & seamless payment experience
- Increased purchasing power
- Hassle-free drive

**...driving business traffic  
for PARTNER MERCHANTS**

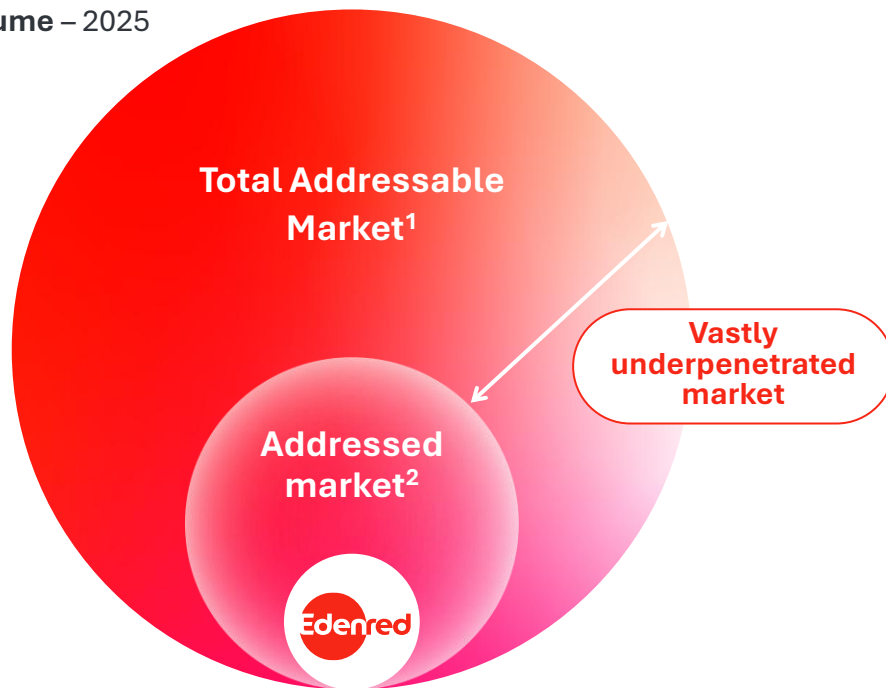
**2m+** Partner merchants

**Partner merchants revenues boost:**

- Increased traffic and loyalty
- Efficient cost of client acquisition

# LARGE, GROWING, AND LARGELY UNDERPENETRATED MARKETS

Business Volume – 2025



**>€1,700Bn**

Total Addressable Market

**+5-7%**

Total Expected Addressed  
Market Growth<sub>25-28</sub>

**<40%**

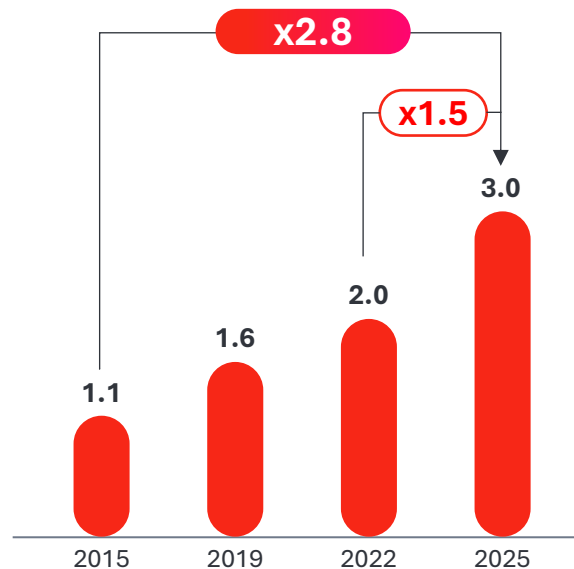
Penetration in core markets



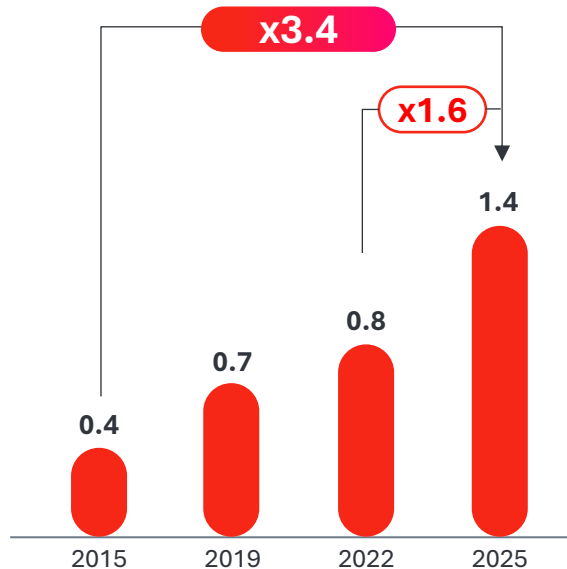
1. Potential volume considering 100% penetration on Benefits & Engagement and Mobility markets
2. Volume generated by Edenred and competitors

# SUSTAINABLE, SUSTAINED, AND PROFITABLE GROWTH

**Total Revenue**  
€Bn



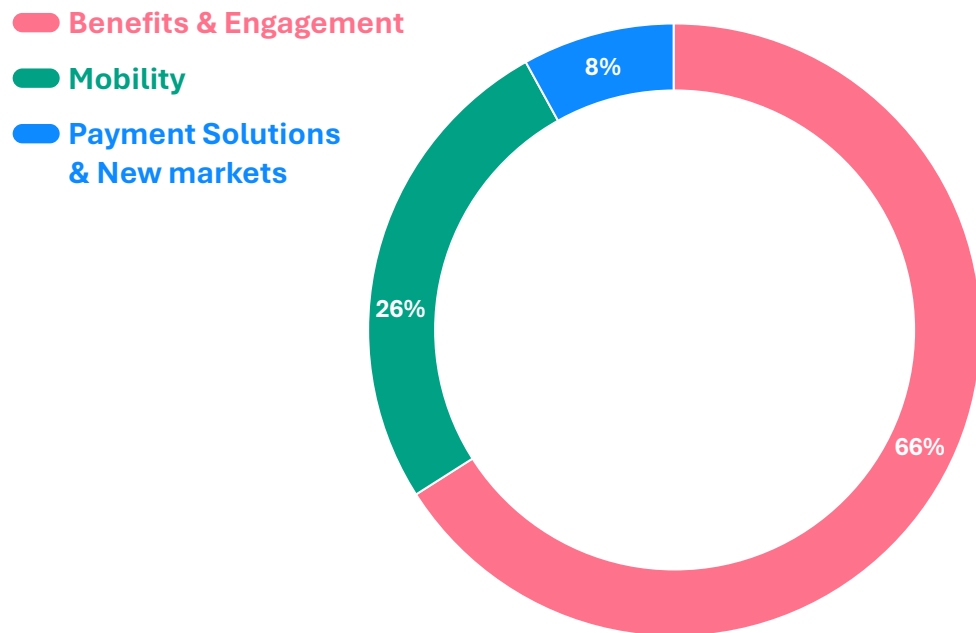
**EBITDA**  
€Bn



**A unique portfolio of  
solutions**

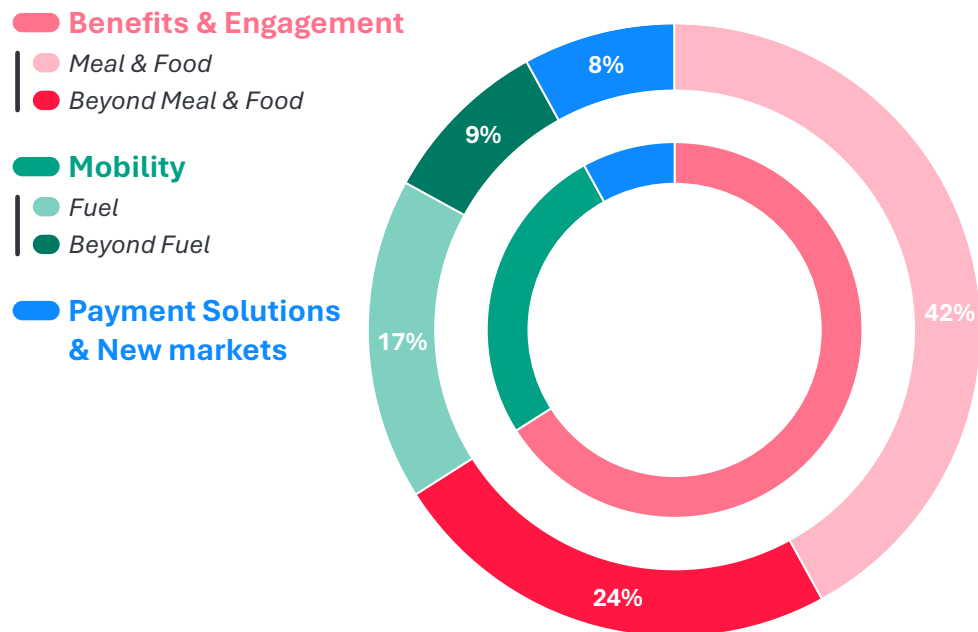
# A DIVERSIFIED PORTFOLIO OF SOLUTIONS

## 2025 proforma Group Operating Revenue



# A DIVERSIFIED PORTFOLIO OF SOLUTIONS

## 2025 proforma Group Operating Revenue



## High diversification

**40%+**

Operating Revenue outside  
Core activities  
(Meal & Food and Fuel)

# A DIVERSIFIED PORTFOLIO OF SOLUTIONS

## 2025 proforma Group Operating Revenue

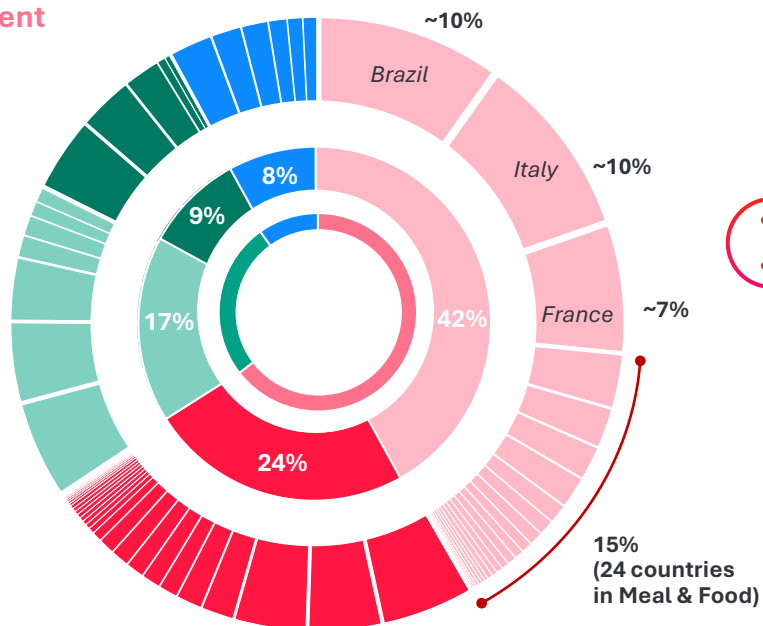
### Benefits & Engagement

- Meal & Food
- Beyond Meal & Food

### Mobility

- Fuel
- Beyond Fuel

### Payment Solutions & New markets



### Largest client

<1%

Business Volume

### Largest merchant

<2%

Redemption Volume

### Largest program (country x solution)

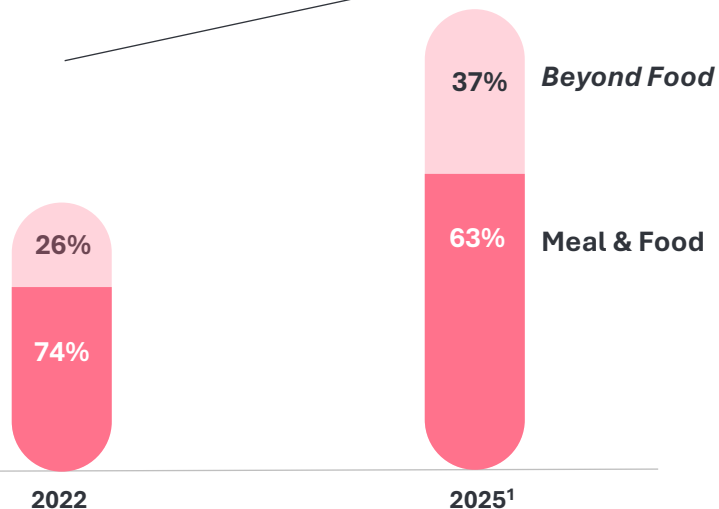
~10%

Operating Revenue

# THE INCREASING WEIGHT OF BEYOND SOLUTIONS IN EDENRED OPERATING REVENUE

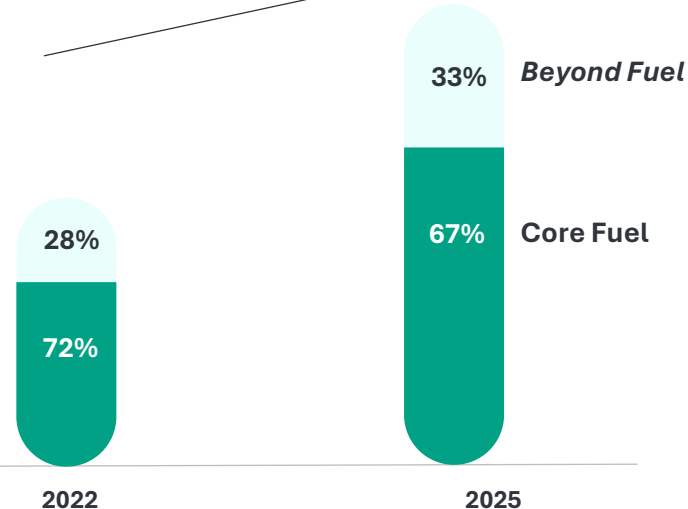
## Benefits & Engagement

Share of Beyond Food  
**+11pts**



## Mobility

Share of Beyond Fuel  
**+5pts**



**Best positioned  
to succeed  
across all markets**

# EDENRED HAS UNMATCHED ASSETS

Illustration next slide

## Leadership position

Relative Market Share<sup>1</sup>

**x1.7**

Benefits & Engagement  
worldwide

**x2.3**

Mobility  
Brazil

## Distinctive mission-critical infrastructure

**>90%**

Business volume  
processed internally

## Most efficient go-to-market

**~12x**

Customer Life-Time-Value /  
Cost of Acquisition<sup>2</sup>  
(versus ~5x industry average)

## Unique depth of our portfolio

**Up to 8**

Solutions per Country  
per Business Line

## Investment capacity

**~€1.5Bn**

Invested in Product and  
Tech over the last 3 years

## Resilient & recurring revenue model

**~104%**

Net Retention Rate<sup>3</sup>



1. Edenred market share over #2 player market share, in Operating Revenue

2. For Small and Medium Enterprise

3. In Benefits & Engagement



# EDENRED, THE GLOBAL PLAYER OFFERING THE MOST COMPLETE AND INTEGRATED SOLUTION





**2**

**Amplify**<sub>25-28</sub>  
a new strategic  
plan already live

# A POWERFUL EQUATION FOR SUSTAINABLE AND PROFITABLE GROWTH

**More users**

**×**

**More value per user (ARPU<sup>1</sup>)**



**Boosting client acquisition  
and number of users on  
our platform**



**Unlock full potential  
of cross-sell & upsell**



**Activate audience and  
deliver new services to  
partner merchants**

**Attract**

**Enrich**

**Activate**

**50-60%**

**30-40%**

**10-20%**



1. Average Revenue Per User

**x%** Share of 25-28 LFL Operating Revenue growth

# Attract

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*Amplify customer acquisition  
in under-penetrated markets*

# A ROBUST AND HEALTHY COMMERCIAL TRACTION IN H1 2026

## Strong commercial traction in SME segment...

- ▶ **Tackling the potential of GEO / GEA<sup>1</sup>** to boost Edenred visibility by LLMs and increase lead generation
- ▶ **Launching dedicated marketing campaigns** to push the attractiveness of Edenred solutions in inflationary environment

> +10%

New SME clients signed in H1 2026<sup>2</sup>, both in **B&E** and **Mobility**

## ... supporting a solid business volume growth (even in countries under M&F regulatory change)



> +10%

**Mobility** business volume LFL growth in H1 2026<sup>2</sup>

+7%

**B&E** business volume LFL growth in H1 2026<sup>2</sup>

# Enrich

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*Unlock full potential  
of cross-sell & upsell*

# THE MOST COMPREHENSIVE INTEGRATED SUITE OF DIGITAL SOLUTIONS

## Benefits & Engagement

### Meal & Food



Meal  
& Food

### Other Benefits



Gift



Commuting



Health  
Services



Childcare



Sport &  
Culture



Financial  
wellbeing

### Engagement



Employee  
communication



Rewards &  
Recognition



Savings &  
Discounts



Wellbeing

3 to 8 solutions per country

## Mobility

### Core



Fuel /  
Alternative fuel

### New Core



EV charging

### Fleet Solutions



Toll



Freight  
Payment



Fleet  
Maintenance



Fleet  
Management



Park & Wash



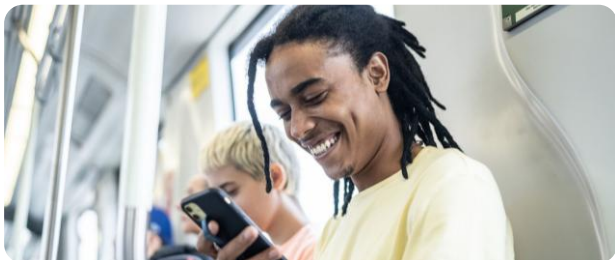
VAT Refund  
services

4 to 7 solutions per country

# STRENGTHENING VALUE DELIVERED TO CLIENTS & USERS

## Cross-sell

*Enhancing multi-benefits offering*



- Reinforcing value proposition with transport vouchers offer in Brazil through RB's acquisition
- Expanding current value per user thanks to cross-selling

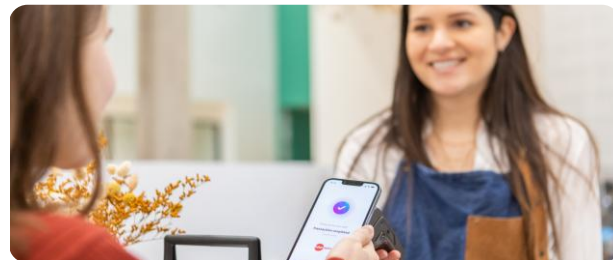
**c.+60%**

Total revenue growth  
for RB in 2025 vs. 2024



## Upsell

*Leveraging maximum face value increases*



- Translating maximum legal Face Value increase into users' benefits

**2025**

**>40%**

**2026**

**>50%**

% of Meal & Food business volume  
concerned by a maximum legal face  
value increase

e.g.:  **+25%**  **+25%**  **+12.5%**  
Italy Belgium Romania

# STRENGTHENING EDENRED'S EV<sup>1</sup> CHARGING OFFERING WITH THE ACQUISITION OF TMH SOLUTIONS

A German leader in charging services for EV B2B fleets...

THE MOBILITY HOUSE  
Solutions



5k clients c.23k charging points  
2.5k fleet depots under active management



...to extend Edenred's Mobility value proposition along the EV value chain

- ▶ **x15** Depot & Home charging points in Germany and Austria
- ▶ **New capabilities:** Turnkey solutions (installation & maintenance), Energy management (ChargePilot), 360° solution (Work/Depot/Home)

|        | Work | Depot | Road | Home |
|--------|------|-------|------|------|
| Before |      |       |      |      |
| Now    |      |       |      |      |



# Activate

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*Monetize audience  
and deliver new services  
to partner merchants*

Attract

Enrich

Activate

# EDENRED AUDIENCE, A KEY ASSET TO BE FULLY ACTIVATED

A large user base...

**60m+**

Users

...more and more engaged...

**7**

Monthly sessions  
per active user  
(on top of daily transactions)

Compared to

4.5



5.2

Uber

...generating a qualified traffic...

**2m+**

Partner  
merchants

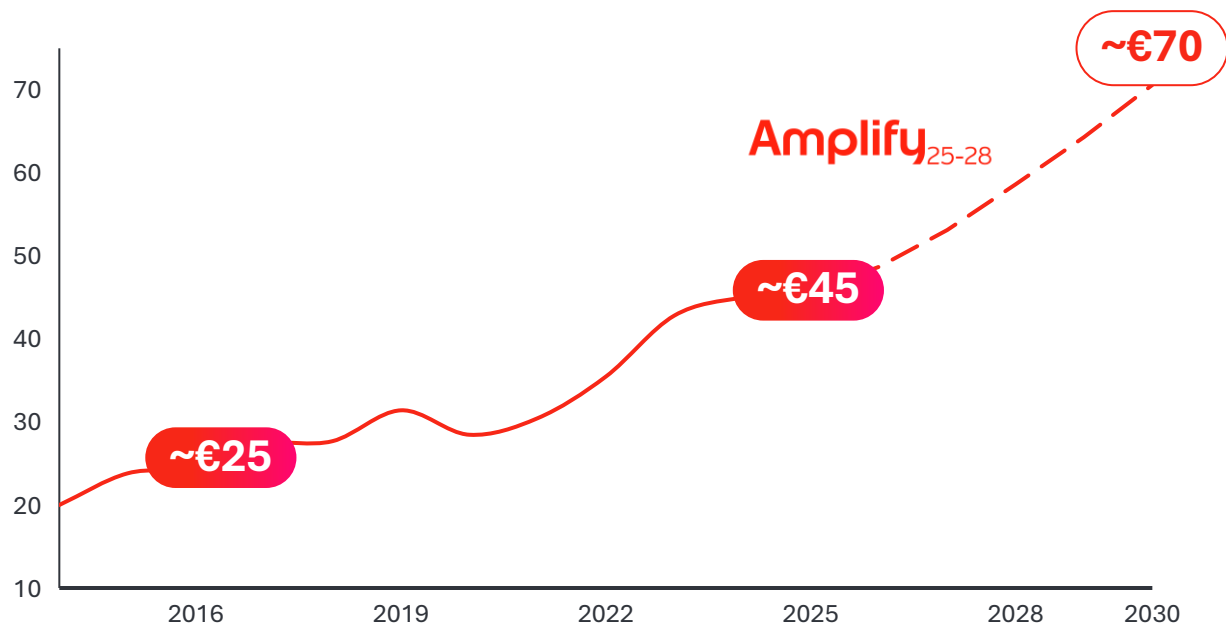
**~50**

transactions every  
second on Edenred  
platform



# AN ENRICHED GROWTH EQUATION INCREASING VALUE PER USER

Average Operating Revenue Per User (ARPU)  
€



## ARPU growth drivers

- **Enrich:**
  - Upsell (e.g.: maximum legal face value increase)
  - Cross-sell
- **Activate:**
  - Audience monetization
  - deliver new services to partner merchants
- **Portfolio diversification**
- **M&A**

# Data & AI

# EDENRED, AN AI-WINNER

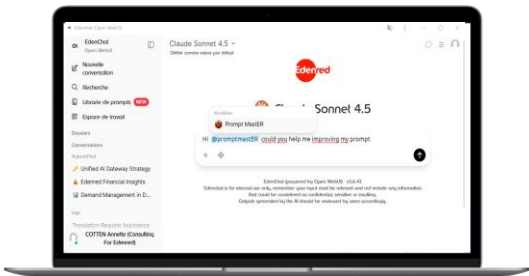


## Data Foundations

*High-quality data, available and ready-to-use*

# 1 ENHANCED EMPLOYEE BENEFITS

## EdenChat: a unified and secured tool



- Access to best models according to use cases
- Secure data management
- Intensive training
- Tracking usage frequency



ChatGPT



Mistral AI



Claude



6,000+

Monthly active users

1.5€

Average cost per user per month  
(vs. €25-30 market solution)

>20

Productivity applications  
available for employees

## 2 AUGMENTED CRITICAL PROCESSES

Example: reinventing 'Lead-to-order' process with Agentic AI

Edenred 'lead-to-order' process...

### Lead-to-order

- Lead generation
- Quote
- Agreement

~60

tasks with limited automation **today**

...reinvented with AI automation...

**45%** fully automated  
(e.g: generate a renewal contract)

**30%** with an assistive agent  
(e.g: IBAN reconciliation)

**5%** human tasks

**20%** with autonomous agent execution  
(e.g: generate commercial proposal for SME)

...to boost SME acquisition at lower cost

**>+20pt**

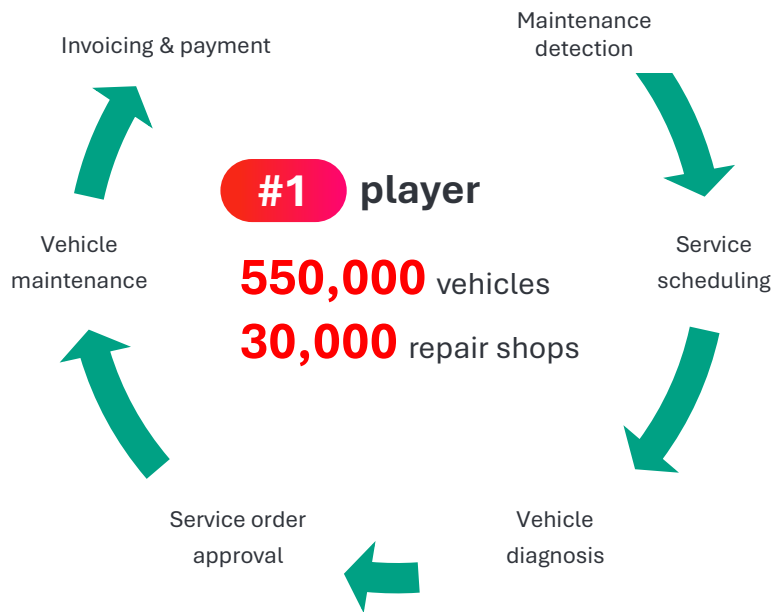
improvement of  
conversion rate

**> -30%**

Reduction in Customer  
Acquisition Costs

### 3 STRENGTHENED PRODUCT COMPETITIVENESS

#### Example: AI-powered B2B fleet maintenance



**~-40%**

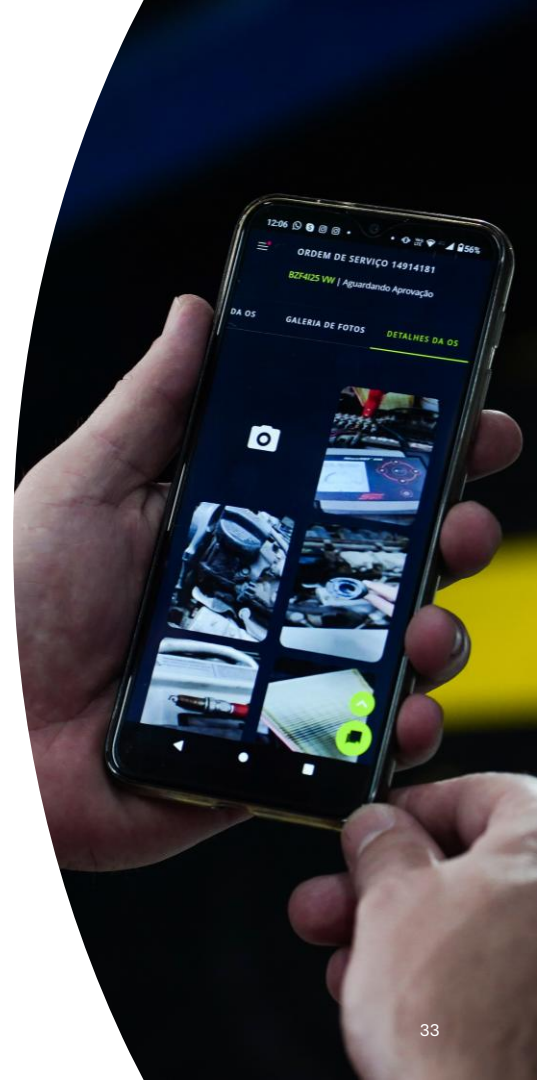
Human interactions decrease alongside the workflow

**+38%**

Edenred productivity on the end-to-end process

**x2**

Automatic Service order approval rate





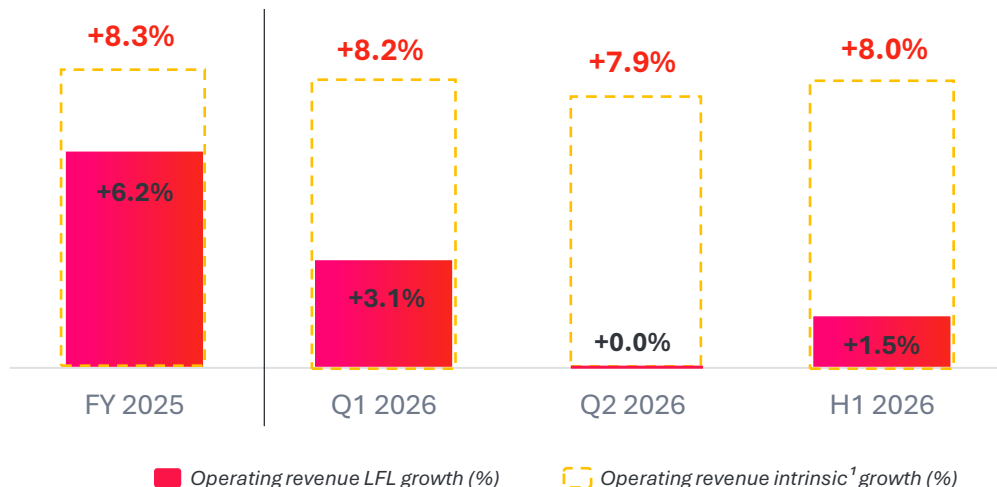
3

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Edenred  
demonstrated the  
strength of its  
diversified model  
in H1 2026

# CONSISTENTLY DELIVERING HIGH-SINGLE-DIGIT INTRINSIC<sup>1</sup> OPERATING REVENUE LFL GROWTH QUARTER AFTER QUARTER

## Operating revenue LFL growth (%)

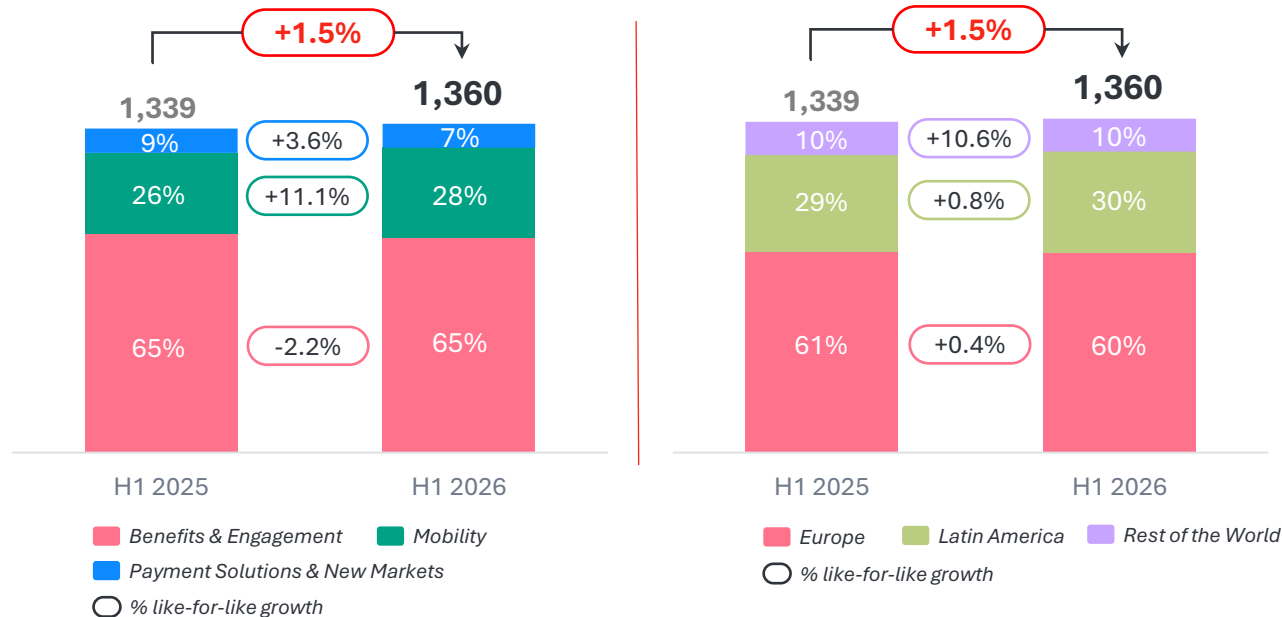


### Impact of Meal & Food regulatory change on operating revenue LFL growth amounted to 6.5 pts in H1 2026:

- Italian M&F regulatory impact in line with expectations in H1 2026, with the last residual impact in July/August 2026
- Brazilian M&F regulatory impact stronger in Q2 2026 vs. Q1 2026 (3-month impact in Q2 2026 vs. 1-month in Q1 2026)

# SUSTAINED OPERATING REVENUE GROWTH HAS MORE THAN OFFSET THE IMPACT OF MEAL & FOOD REGULATORY CHANGE

## Operating Revenue per business line and geography (€m)

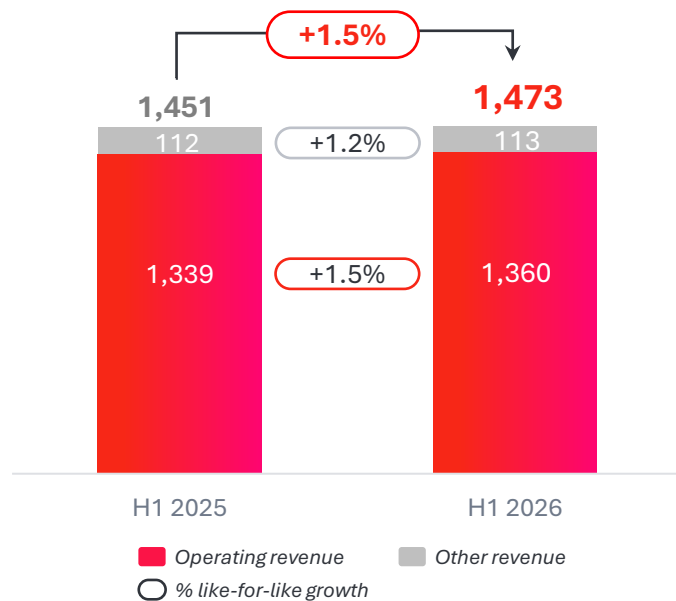


### Sustained operating revenue growth thanks to:

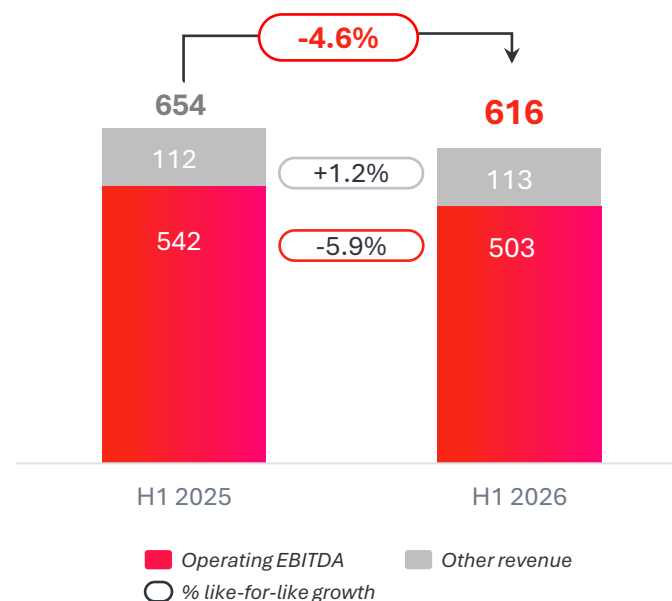
- Large portfolio of solutions (e.g., double-digit growth in Mobility)
- Broad geographic mix
- Growth of Beyond activities

# MEAL & FOOD REGULATORY RESET COMBINED WITH STRATEGIC AND EFFICIENCY INVESTMENTS<sup>1</sup> TRANSLATE INTO TEMPORARY EBITDA DECLINE

Total Revenue (€m)



EBITDA (€m)



# PORTFOLIO RATIONALIZATION TO REFOCUS ON BUSINESSES GENERATING SUSTAINABLE AND PROFITABLE GROWTH

|                        | Country                                                                                                                                                                                      | Business activity                                   | Rationale                                                  | Status                                                                                                             |
|------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------|------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
| EPNA <sup>1</sup>      | <br>United States                                                                                           | Cloud-based automated solution for accounts payable | Refocus on Edenred's core activities and geographies       |  Sell of 40% stake <sup>2</sup> |
| Edenred Global Rewards |  <br>Singapour India       | Incentives programs for B2B & B2E                   | Non-core activity                                          |  Disposal completed             |
| African activities     | <br>Cameroon                                                                                                | Services related to food programs                   | Refocus on Edenred's core geographies                      |  Exit by end-2026               |
| BaaS <sup>3</sup> B2C  |  <br>France United Kingdom | Bank services for fintechs and their users          | Higher cost of compliance<br>Decreasing addressable market |  Exit completed by end-2026     |

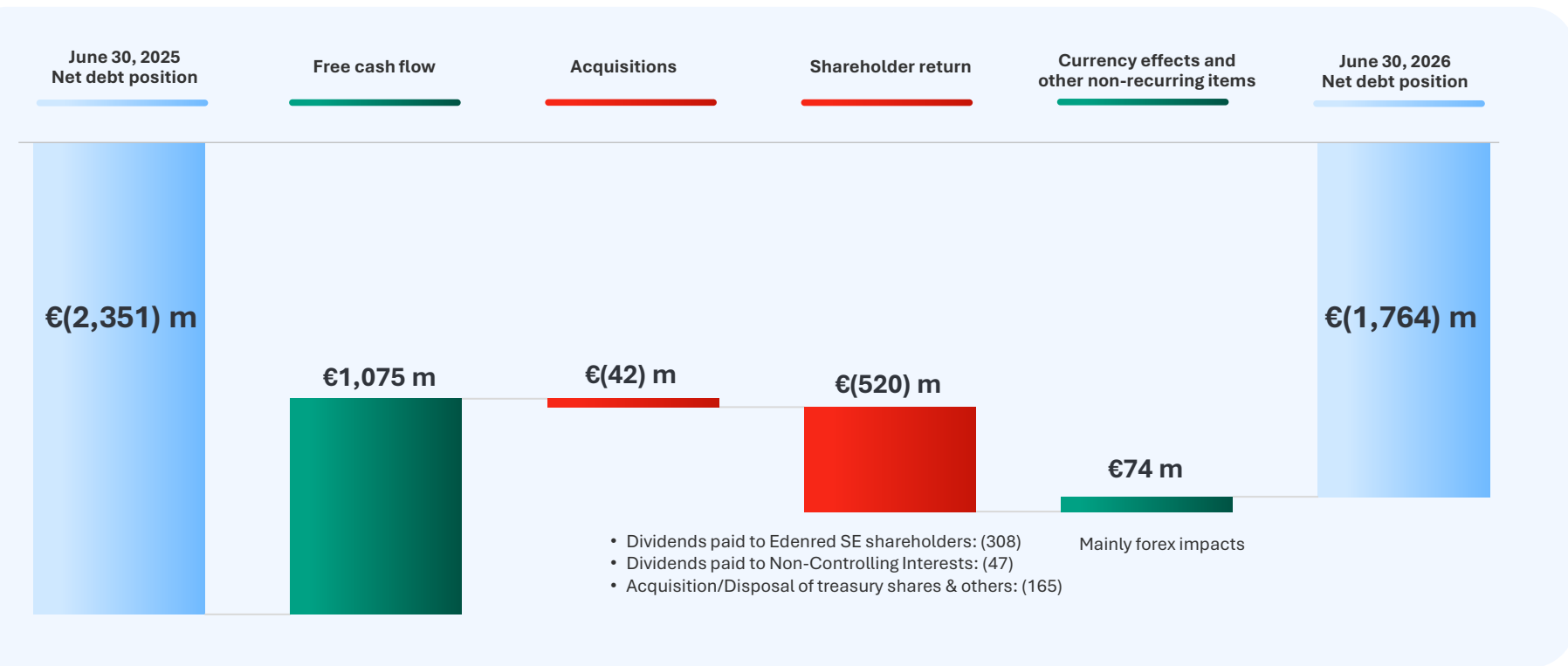


1. EPNA = Edenred Pay North America

2. Convertible preferred shares that could be converted into 40% of Edenred Pay North America common shares on a fully diluted basis

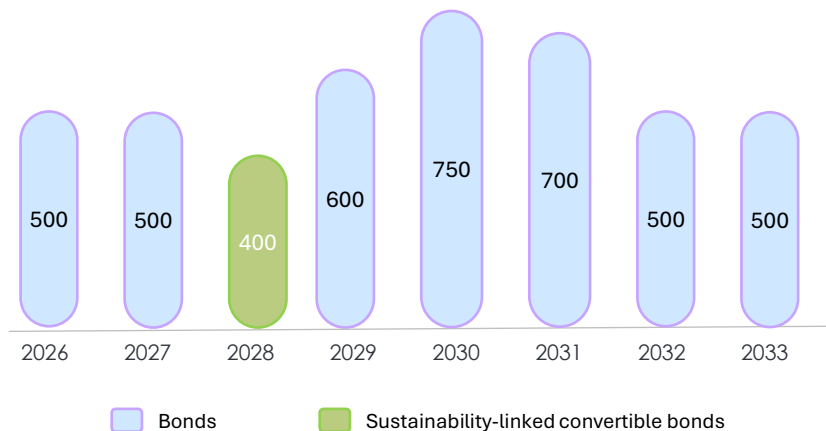
3. BaaS = Banking as a Service

## A CONTINUED DELEVERAGING TRAJECTORY



# A ROBUST FINANCIAL POSITION

## Average bond debt maturity of 3.6 years



## High liquidity level and strong balance sheet

### High liquidity position at end-H1 2026:

- **€4.9bn in cash<sup>1</sup> and restricted funds on balance sheet**
- **Newly signed revolving credit facility of €900m** (fully undrawn – maturity 2031)
- **Access to €750m Neu CP & €250m Neu MTN programs** (at current market conditions)

### No financial covenants

### Cost of debt at 3.4% (~+10 bps vs. end 2025)

### A- rating affirmed by S&P in July 2026 with stable outlook

# FLEXIBLE CAPITAL ALLOCATION

## A capital allocation focused on growth and shareholders return

- 1 **Organic growth** fueled by significant investments in our businesses
- 2 **Focused M&A strategy:**
  - Further consolidation and/or Beyond acceleration, with strong potential for revenue synergies
  - Strategic and financial discipline
- 3 **Strong shareholders return:**
  - **Dividend** growth in absolute terms every year
  - Roll-out of the existing **share buyback program** with ~€100m<sup>1</sup> remaining by the end of 2027
- 4 Sound and efficient balance sheet corresponding to a **strong Investment Grade rating**

## 2025 dividend (per share)



# **4** — An enhanced sustainable development policy

# AN EXCELLENT EXTRA-FINANCIAL PERFORMANCE

## CSR progress...

|                                                                                                                                                                                                                          | 2025        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
|  % of women among executive positions                                                                                                    | <b>38%</b>  |
|  % GHG <sup>1</sup> emissions reduction on scope 1 and 2 vs. 2019                                                                        | <b>-31%</b> |
|  % of food users & merchants made aware of balanced nutrition and food waste & % of distribution points with alternative to fossil fuels | <b>81%</b>  |

## ...recognized by leading ESG rating agencies



**71/100**

**+6 pts vs. 2024**

**Member of the Sustainability Yearbook**  
(for the 5<sup>th</sup> year in a row)



**A**

**Top 4%**  
**Leader vs. peers**

**Dow Jones**  
**Sustainability**  
**World Index**

**2025**

**Member of the DJSI Europe**  
**and World index**



**77/100**

**Gold Medal for the 1<sup>st</sup> time**  
**+5 pts vs. 2024**

# EDENRED OBTAINS 'A' RATING FROM CDP<sup>1</sup>

|                               | 2024     | 2025     |
|-------------------------------|----------|----------|
| <b>CDP</b> rating             | <b>B</b> | <b>A</b> |
| Relative ranking <sup>2</sup> | ~Top 25% | Top 4%   |
| Vs. Peers                     | In line  | Leader   |

- 1 Recognition of Edenred's strong commitment into climate action
- 2 Key competitive advantage in RFPs



1. CDP: Carbon Disclosure Project  
2. Out of 22,100 worldwide assessed companies





# 5 Outlook

# EDENRED WELL POSITIONED FOR SUSTAINABLE AND PROFITABLE GROWTH FROM 2027 ONWARDS

- 1 Sustained commercial traction, irrespective of Meal & Food regulatory change, demonstrates the unique strength of Edenred's value proposition
- 2 Edenred continues to execute its Amplify<sub>25-28</sub> strategic plan to grow its number of users while generating more revenue per user
- 3 In the meantime, investments in data, AI and efficiency measures combined with further portfolio rationalization are set to enhance operating performance
- 4 Following the 2026 Meal & Food regulatory reset, Edenred confirms its ability to resume sustainable and profitable growth from 2027 onwards
- 5 Continued deleveraging leaves room for dynamic capital allocation focused on growth investments (organic and M&A) and shareholder return



# A REBASING YEAR IN 2026 BEFORE RESUMING TO SUSTAINABLE AND PROFITABLE GROWTH IN 2027 ONWARDS

With better-than-expected results in H1 2026, Edenred raises its guidance for FY 2026:

| FY 2026                  | EBITDA<br>(LFL growth)                                                                         | FCF/EBITDA<br>conversion rate |
|--------------------------|------------------------------------------------------------------------------------------------|-------------------------------|
| <b>New guidance</b>      | <b>-7% / -10%<sup>1</sup></b><br>(equivalent to between<br>~€1,230m and ~€1,270m) <sup>2</sup> | <b>≥ 35%<sup>1</sup></b>      |
| <i>Previous guidance</i> | <i>-8% / -12%<sup>1</sup></i>                                                                  | <i>≥ 35%<sup>1</sup></i>      |

Edenred will resume its sustainable and profitable growth trajectory, confirming its outlook for 2027 and 2028:

| FY 2027 & FY 2028 | EBITDA<br>(LFL growth) | FCF/EBITDA<br>conversion rate |
|-------------------|------------------------|-------------------------------|
|                   | <b>+8%/+12%</b>        | <b>≥ 65%<sup>3</sup></b>      |



1. Including impact from Meal & Food regulatory change in Italy and Brazil

2. Based on an assumption of average exchange rates for the second half of the year equal to the closing spot rate on June 30, 2026

3. At constant regulation and methodology



Enrich  
connections.  
For good.