

HiPay Q1-2023

Strong sales growth in the first quarter of 2023

- 22% growth in payment volume, reaching 2.1 billion euros
- Revenues of 16.4 million euros, a growth rate of 22%
- Sustained sales activity with 99 new customers during the period
- Expected sustained annual growth of over 10%

May 11, 2023, at 8:30 am: HiPay, the fintech specializing in omnichannel payment solutions, announces its revenues for the first quarter of 2023.

in millions of euros	2023	2022	Var. %
1st quarter			
Payment volume	2,100	1,795	+22%
Revenues ⁽¹⁾	16.4	13.6	+22%

Growth in payment volume and new customer acquisition

HiPay reported 22% growth in payment volume to €2.1 billion in the first quarter of 2023.

During the quarter, HiPay recorded dynamic sales activity, which is due to favorably impact revenues for the entire year. HiPay therefore expects to target another year of double-digit growth in 2023.

Despite a challenging context and unfavorable geopolitical and macroeconomic events, HiPay has achieved multiple commercial successes. As a specialist in omnichannel payment solutions, the company has been able to adapt and meet the ever-changing needs of merchants in a wide range of sectors to support their growth, throughout Europe, and signed 99 new customers.

⁽¹⁾ *Unaudited financial information*

Success of the new iGaming and international offers and consolidation of the French retail position

On its main market (retail France), HiPay has achieved a 6% growth, in line with its objectives. This growth is observed in its historical positions in clothing, electronics and tourism.

HiPay maintains a very steady growth in the iGaming sector with a 40% increase in payment volume. The company also confirms its leadership position in Belgium with the launch of a QR code payment product in physical gaming rooms.

HiPay continues its European expansion through the German market with the development of a payment module under Shopware 6. This ambition has been confirmed by the signing of WilTec Wildanger Technik GmbH, the German market leader for technical products.

In Portugal and Spain, business development continues with the launch in March of Smeg, an Italian manufacturer of household appliances.

In Italy, HiPay currently has only a small market share, so growth potential remains intact. Despite a slight slowdown due to a strong comparison base, the company strengthened its position in the furniture, travel, beauty and health sectors with alberoshop.it, traghetti.com and salimbeniprofumi.it.

Success of the unified commerce offering

In France, HiPay has 18 new customers, 27% of whom have chosen omnichannel, thus clearly demonstrating the success of the Online to In-store unified commerce offering since its launch.

HiPay continues to capitalize on its strategy focused on tier-2 retailers, achieving between €1 million and €100 million in annual payment volume, and has secured a number of customer wins during the quarter.

Major launches, including CentralePneus, La Fée Maraboutée, Christine Laure and Father & Sons, reinforced the increase in payment volume.



Next financial communication: July 27, 2023 – Revenues for the first half of 2023.

About HiPay

HiPay is a global payment service provider. By harnessing the power of payment data, we help our merchants grow by providing them with a 360-degree view of their business.

More information on hipay.com

HiPay Group is listed on Euronext Growth (ISIN code: FR0012821916 – ALHYP).

Media Relations

Annie Hurley (CMO)
+33 (0)6 81 16 07 52
ahurley@hipay.com

Investor Relations

Eric Meynard (DGM)
+33 (0)6 98 04 33 07
emeynard@hipay.com

NewCap Investors

Théo Martin
+33 (0)7 6248 69 45
tmartin@newcap.fr

This press release does not constitute an offer to sell or the solicitation of an offer to purchase HIPAY securities. If you wish to obtain more information on HiPay Group, we invite you to refer to our website at hipay.com, under Investors. This release may contain certain forward-looking statements. Although HiPay believes these statements are based on reasonable assumptions as of the date of this release, they are inherently subject to risks and uncertainties that may cause actual results to differ from those expressed or implied by these statements. HiPay Group operates in a highly-evolving industry in which new risk factors may emerge. HiPay Group assumes no obligation to update these forward-looking statements to reflect new information, events or circumstances.