



# First Quarter 2017 Earnings Conference Call

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May 3, 2017



## Forward-looking statements

Certain statements in this presentation constitute “forward-looking statements” within the meaning of, and subject to the protection of, the Private Securities Litigation Reform Act of 1995. Such statements can be identified by the use of forward-looking terminology such as “believes,” “expects,” “may,” “estimates,” “will,” “should,” “plans” or “anticipates” or the negative thereof or other variations thereon or comparable terminology, or by discussions of strategy. Readers are cautioned that any such forward-looking statements are not guarantees of future performance and may involve significant risks and uncertainties, and that actual results may vary materially from those in the forward-looking statements as a result of various factors. Among the factors that significantly impact our business and could impact our business in the future are: our reliance on our relationship with Popular, Inc. (“Popular”) for a significant portion of our revenues and with Banco Popular de Puerto Rico (“Banco Popular”), Popular’s principal banking subsidiary, to grow our merchant acquiring business; for as long as we are deemed to be controlled by Popular, we will be subject to supervision and examination by U.S. federal banking regulators, and our activities will be limited to those permissible for Popular. Furthermore, as a technology service provider to regulated financial institutions, we are subject to additional regulatory oversight and examination. As a regulated institution, we most likely will be required to obtain regulatory approval before engaging in certain new activities or businesses, whether organically or by acquisition; our ability to renew our client contracts on terms favorable to us; our dependence on our processing systems, technology infrastructure, security systems and fraudulent payment detection systems, as well as on our personnel and certain third parties with whom we do business, and the risks to our business if our systems are hacked or otherwise compromised; our ability to develop, install and adopt new software, technology and computing systems; a decreased client base due to consolidations and failures in the financial services industry; the credit risk of our merchant clients, for which we may also be liable; the continuing market position of the ATH network; a reduction in consumer confidence, whether as a result of a global economic downturn or otherwise, which leads to a decrease in consumer spending; our dependence on credit card associations, including any adverse changes in credit card association or network rules or fees; changes in the regulatory environment and changes in international, legal, political, administrative or economic conditions; the geographical concentration of our business in Puerto Rico, including our business with the government of Puerto Rico and its instrumentalities, which are facing severe fiscal challenges and fiscal and regulatory oversight uncertainties; our exposure to climate risks in Puerto Rico; additional adverse changes in the general economic conditions in Puerto Rico, including the continued migration of Puerto Ricans to the U.S. mainland, which could negatively affect our customer base, general consumer spending, our cost of operations and our ability to hire and retain qualified employees; operating an international business in multiple regions with potential political and economic instability, including Latin America; our ability to execute our geographic expansion and acquisition strategies; our ability to protect our intellectual property rights against infringement and to defend ourselves against claims of infringement brought by third parties; our ability to recruit and retain the qualified personnel necessary to operate our business; our ability to comply with U.S. federal, state, local and foreign regulatory requirements; evolving industry standards and adverse changes in global economic, political and other conditions; our high level of indebtedness and restrictions contained in our debt agreements, including the senior secured credit facilities, as well as debt that could be incurred in the future; our ability to prevent a cybersecurity attack or breach in our information security; our ability to generate sufficient cash to service our indebtedness and to generate future profits; our ability to refinance our debt; and the risk that the counterparty to our interest rate swap agreement fails to satisfy its obligations under the agreement. These forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. The Company does not undertake, and specifically disclaims any obligation, to update any of the “forward-looking statements” to reflect occurrences or unanticipated events or circumstances after the date of such statements except as required by the federal securities laws. Investors should refer to the Company’s Form 10-K for the year ended December 31, 2016 (the “2016 Form 10-K”) for a discussion of factors that could cause events to differ from those suggested by the forward-looking statements, including factors set forth in the sections entitled “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations.”

## Use of Non-GAAP measures

Generally Accepted Accounting Principles (GAAP) is the term used to refer to the standard framework of guidelines for financial accounting. GAAP includes the standards, conventions, and rules accountants follow in recording and summarizing transactions and in the preparation of financial statements. In addition to reporting financial results in accordance with GAAP, the company has provided non-GAAP financial measures, which it believes are useful to help investors better understand its financial performance, competitive position and prospects for the future. For these reasons, management also uses these measures in part to assess its performance. In addition, the Company’s presentation of Adjusted EBITDA is substantially consistent with the equivalent measurements contained in the Credit Agreement in testing EVERTEC Group’s compliance with covenants therein such as the senior secured leverage ratio. Any non-GAAP measures should be considered in context with the GAAP financial presentation and should not be considered in isolation or as a substitute for GAAP measures. Further, EVERTEC’s non-GAAP measures may be calculated differently from similarly titled measures of other companies. Reconciliations of these non-GAAP measures to related GAAP measures, including footnotes describing the specific adjustments, are provided in the appendix of this presentation and in the Investor Relations section of the EVERTEC web site, [www.evertecinc.com](http://www.evertecinc.com).



# Business Summary

Mac Schuessler  
President and CEO



# Q1 2017 Financial Highlights

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## Exceeded Financial Expectations

### Revenues driven by strong transaction growth

- Total Revenue \$101 million, +6%
- Adjusted EPS \$0.45, 10% increase

## Returning Cash to Shareholders

### \$11 million returned to shareholders

- Stock repurchase of approximately \$4 million
- Dividends of approximately \$7 million

# Q1 Business Highlights

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- **Puerto Rico**

- Revenue increased approximately 4%
- Transaction growth of more than 10%, offset by average ticket declines and merchant mix shifts
- Launched pilot test of commercial offering of ATH Movil
- Integration of Accuprint progressing well

- **Latin America**

- Revenue growth driven by mid-teens organic growth and Processa
- Client migrations delayed
- Organization change
- Pending Fed approval of Chile acquisition



# Puerto Rico Update

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- **Promesa Oversight Board**

- Approved Puerto Rico 10 year fiscal plan
- Appointed Executive Director
- 2018 Fiscal budget not yet approved
  - Austerity measures will be outlined in 2018 budget

- **Evertec Opportunity**

- Support progressive technology projects





# Financial Summary

Peter Smith  
Chief Financial Officer



# Revenue Results Q1 2017

(\$'s in millions)

Q1

## Total Revenue

\$ 101.3

*Growth %*

6%

## Merchant Acquiring

\$ 22.5

*Growth %*

(2)%

## Payment Processing

\$ 30.1

*Growth %*

12%

## Business Solutions

\$ 48.7

*Growth %*

7%





# Adjusted EBITDA Q1 2017

(\$'s in millions)

Q1

**EBITDA** \$ **47.7**

## Adjustments

Shared-based and other compensation 2.1

Transaction expense and contract liability  
indemnification reimbursement (0.5)

Equity Income in subsidiary (0.1)

Subtotal \$ 1.5

**Adjusted EBITDA** \$ **49.2**

*YOY Growth* 7%

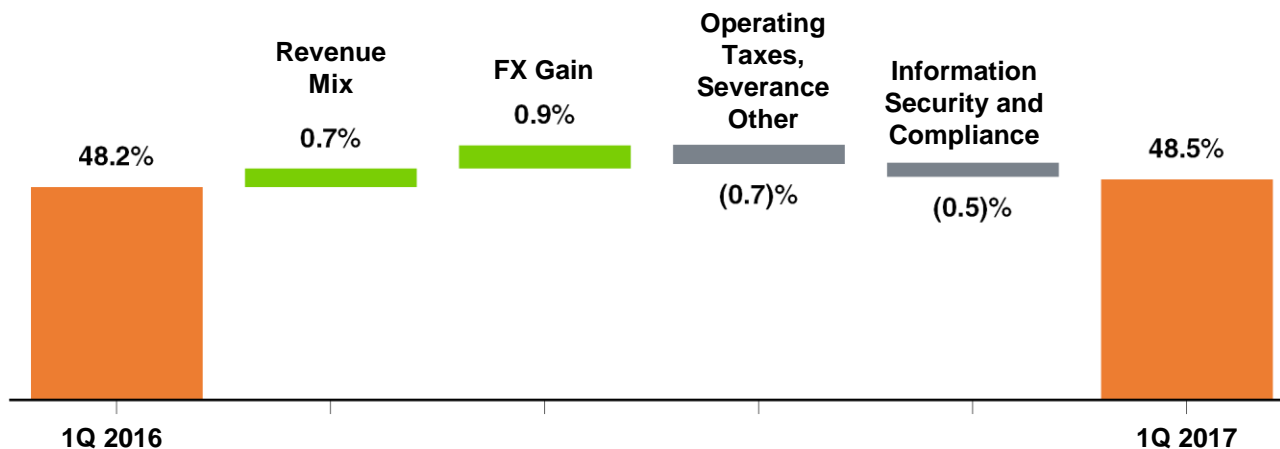
**Adjusted EBITDA Margin** 48.5%

*YOY Growth* 30 bps



\*See Non-GAAP reconciliation summary in appendix, p.16.

# Adjusted EBITDA Margin Bridge Q1 2017



\*See Non-GAAP reconciliation summary in appendix, p.16.

# Adjusted Net Income Q1 2017

(\$'s in millions, except per share)

**Q1**

**Adjusted Net Income**

**\$ 33.0**

*YOY Growth* 6%

**Adjusted EPS**

**\$ 0.45**

*YOY Growth* 10%

GAAP Effective Tax rate

8%

Diluted shares outstanding (millions)

73.1

+/- prior year

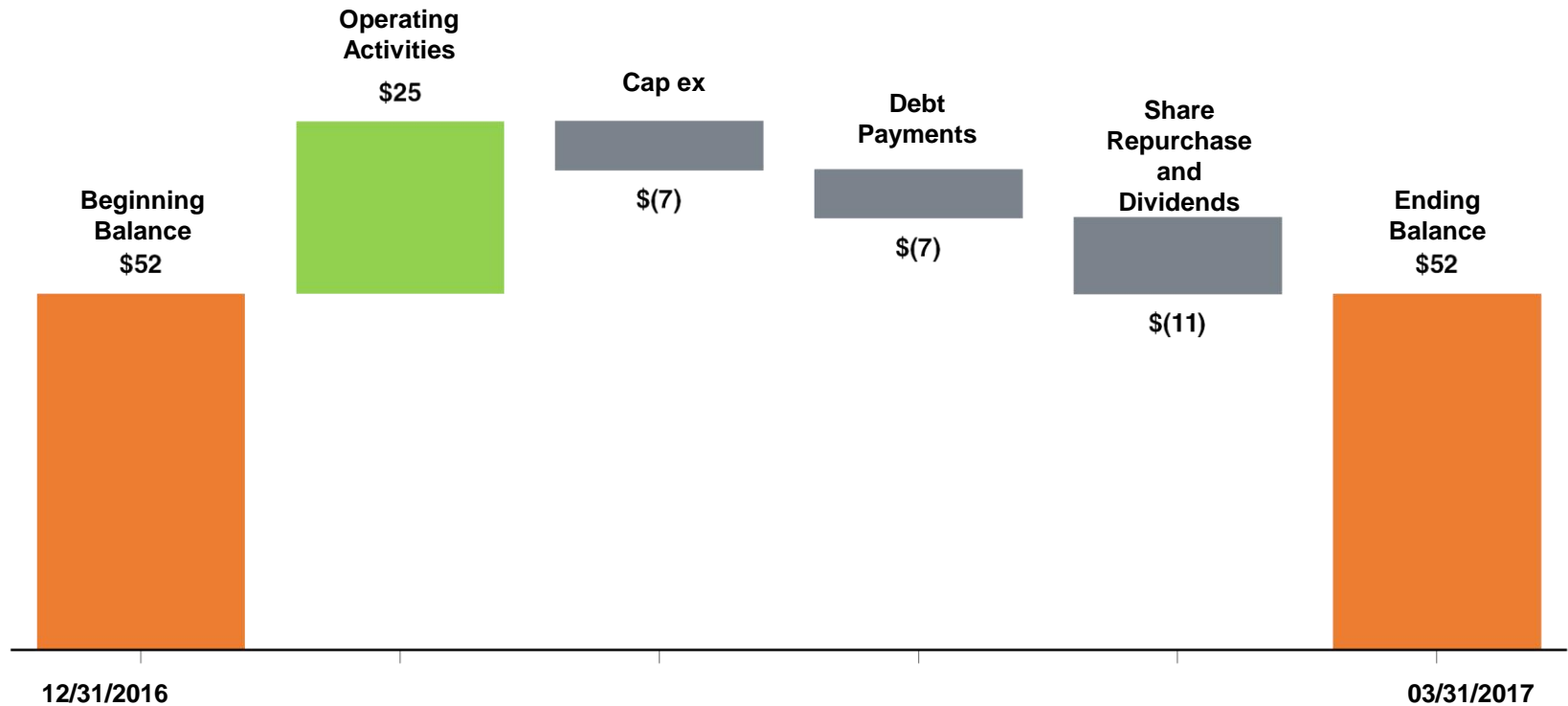
(1.9)



\*See Non-GAAP reconciliation summary in appendix, p.16.

# Roll Forward of 2017 Cash Balance

(\$'s in Millions)



# Debt

| (\$'s in millions)                    |           | 03/31/17 | 12/31/16 |
|---------------------------------------|-----------|----------|----------|
| <b>Unrestricted Cash</b>              |           | \$ 52.1  | \$ 51.9  |
| <b>Total Debt</b>                     |           | \$ 657.1 | \$ 663.5 |
| Term A Loan (2018 Maturity)           | L+225bps  | \$ 28.9  | \$ 29.5  |
| Term A Loan (2020 Maturity)           | L+250bps  | \$ 212.7 | \$ 216.0 |
| Term B Loan (2020 Maturity)           | 75+250bps | \$ 385.0 | \$ 386.0 |
| Revolver (2020 Maturity, \$100M)      | L+250bps  | \$ 27.0  | \$ 28.0  |
| Other                                 |           | \$ 3.4   | \$ 4.0   |
| <b>Net Debt</b>                       |           | \$ 605.0 | \$ 611.6 |
| <b>Weight Average Interest Rate</b>   |           | 3.42%    | 3.21%    |
| <b>Net Debt / Adjusted TTM EBITDA</b> |           | 3.3x     | 3.4x     |
| <b>Ending Liquidity</b>               |           | \$ 120.9 | \$ 119.7 |



\*See Non-GAAP reconciliation summary in appendix, p.16.

# 2017 Outlook

(\$'s in millions, except per share)

|  | Low            | High           |
|--|----------------|----------------|
| <b>Total Revenue</b>                     | \$ <b>394</b>  | \$ <b>404</b>  |
| <i>Growth %</i>                          | 1%             | 4%             |
| <b>GAAP EPS - Diluted</b>                | \$ <b>0.96</b> | \$ <b>1.10</b> |
| <b>Adjusted EPS</b>                      | \$ <b>1.54</b> | \$ <b>1.67</b> |
| <i>Growth %</i>                          | -8%            | 0%             |
| <b>Capital Expenditures</b>              | \$ <b>35</b>   | \$ <b>45</b>   |
| <b>Assumptions:</b>                      |                |                |
| Adjusted EBITDA margin                   | <b>46%</b>     | <b>47%</b>     |
| Operating Depreciation                   | ~ \$           | <b>32</b>      |
| Cash Interest                            | ~ \$           | <b>24</b>      |
| Share based compensation                 | ~ \$           | <b>10</b>      |
| Tax rate                                 | <b>9.5%</b>    | <b>10.5%</b>   |
| Share count used to compute Adjusted EPS | ~              | <b>73.5</b>    |



\*See Non-GAAP reconciliation summary in appendix, p.17.



# Q&A

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# Reconciliation of GAAP to Non-GAAP Operating Results

|   | Quarter ended March 31, |                  |
|---|-------------------------|------------------|
|   | 2017                    | 2016             |
| <i>(Dollar amounts in thousands)</i>                              |                         |                  |
| <b>Net income</b>   | \$ 23,138               | \$ 19,167        |
| Income tax expense  | 2,020                   | 1,876            |
| Interest expense, net   | 6,851                   | 5,791            |
| Depreciation and amortization                                     | 15,684                  | 14,670           |
| <b>EBITDA</b>   | <b>47,693</b>           | <b>41,504</b>    |
| Software maintenance reimbursement and other costs <sup>(1)</sup> | —                       | 312              |
| Equity income <sup>(2)</sup>                                      | (143)                   | 130              |
| Compensation and benefits <sup>(3)</sup>                          | 2,076                   | 3,681            |
| Transaction, refinancing and other fees <sup>(4)</sup>            | (467)                   | 359              |
| Restatement related expenses <sup>(5)</sup>                       | —                       | 59               |
| <b>Adjusted EBITDA</b>  | <b>49,159</b>           | <b>46,045</b>    |
| Operating depreciation and amortization <sup>(6)</sup>            | (7,461)                 | (7,006)          |
| Cash interest expense, net <sup>(7)</sup>                         | (5,702)                 | (5,037)          |
| Income tax expense <sup>(8)</sup>                                 | (2,891)                 | (3,032)          |
| Non-controlling interest <sup>(9)</sup>                           | (155)                   | (19)             |
| <b>Adjusted net income</b>  | <b>\$ 32,950</b>        | <b>\$ 30,951</b> |
| Net income per common share (GAAP):                               |                         |                  |
| Diluted   | \$ 0.31                 | \$ 0.26          |
| Adjusted Earnings per common share (Non-GAAP):                    |                         |                  |
| Diluted   | \$ 0.45                 | \$ 0.41          |
| Shares used in computing adjusted earnings per common share:      |                         |                  |
| Diluted   | 73,154,693              | 75,017,996       |

- 1) Predominantly represents reimbursements received for certain software maintenance expenses as part of the Merger, recorded as part of cost of revenues.
- 2) Represents the elimination of non-cash equity earnings from our 19.99% equity investment in CONTADO, net of cash dividends received.
- 3) Primarily represents share-based compensation and other compensation expense of \$2.0 million and \$1.6 million for the quarters ended March 31, 2017 and 2016 and severance payments of \$0.1 million and \$2.1 million for the same periods, respectively. For March 31, 2017 share-based compensation expense of \$0.5 million and severance payments of \$0.1 million were recorded as part of cost of revenues, while share-based compensation of \$1.5 million was recorded as part of selling, general and administrative expenses. For March 31, 2016, , share-based compensation expense of \$0.3 million and severance payments of \$1.8 million were recorded as part of cost of revenues, while share-based compensation of \$1.3 million and severance payments of \$0.3 million were recorded as part of selling, general and administrative expenses.
- 4) Represents fees and expenses associated with corporate transactions as defined in the Credit Agreement, recorded as part of selling, general and administrative expenses.
- 5) Represents consulting, audit and legal expenses incurred as part of the restatement, recorded as part of selling, general and administrative expenses.
- 6) Represents operating depreciation and amortization expense, which excludes amounts generated as a result of the Merger.
- 7) Represents interest expense, less interest income, as they appear on our consolidated statements of income and comprehensive income, adjusted to exclude non-cash amortization of the debt issue costs, premium and accretion of discount.
- 8) Represents income tax expense calculated on adjusted pre-tax income using the applicable GAAP tax rate.
- 9) Represents the 35% non-controlling equity interest in Processa, net of amortization for intangibles created as part of the purchase.





# Outlook Summary and Reconciliation to Non-GAAP Adjusted Earnings per Share

|   | 2017 Outlook |            | 2016 Actual |
|---|--------------|------------|-------------|
| <i>(Dollar amounts in millions, except share data)</i>                      |              |            |             |
| Revenues  | \$ 394       | to \$ 404  | \$ 390      |
| Earnings per Share (EPS) - Diluted (GAAP)                                   | \$ 0.96      | to \$ 1.10 | \$ 1.01     |
| <b>Per share adjustment to reconcile GAAP EPS to Non-GAAP Adjusted EPS:</b> |              |            |             |
| Share-based comp, non-cash equity earnings and other <sup>(1)</sup>         | \$ 0.18      | \$ 0.18    | \$ 0.27     |
| Merger related depreciation and amortization <sup>(2)</sup>                 | 0.41         | 0.41       | 0.42        |
| Non-cash interest expense <sup>(3)</sup>                                    | 0.05         | 0.05       | 0.05        |
| Tax effect of non-GAAP adjustments <sup>(4)</sup>                           | (0.06)       | (0.06)     | (0.07)      |
| Non-controlling interest <sup>(5)</sup>                                     | (0.01)       | (0.01)     | 0.00        |
| Total adjustments   | \$ 0.57      | \$ 0.57    | \$ 0.67     |
| Adjusted EPS (Non-GAAP)   | \$ 1.54      | \$ 1.67    | \$ 1.67     |
| Shares used in computing adjusted earnings per share (in millions)          |              | 73.5       | 74.5        |

- 1) Represents share based compensation, the elimination of non-cash equity earnings from our 19.99% equity investments in CONTADO, and other adjustments to reconcile GAAP EPS to Non-GAAP EPS.
- 2) Represents depreciation and amortization expenses amounts generated a result of the Merger.
- 3) Represents non-cash amortization of the debt issue costs. premium and accretion of discount.
- 4) Represents income tax expense on non-gaap adjustments using the applicable GAAP tax rate (in an anticipated range of 9.5% to 10.5%).
- 5) Represents the 35% non-controlling equity interest in Processa, net of amortization for intangibles created as part of the purchase.