If a press release with annual figures is issued in the period before the moment of preparation of the annual accounts, there is no disclosure as referred to in Article 2:395 paragraph 2 of the Dutch Civil Code, because there is not yet a document that legally becomes annual accounts indicated. In this situation, the accountant will have to advise the entity’s management the press release states that the figures have not been audited and that there are no annual accounts yet made.
Key Metrics

Processed Volume
At the end of the first three months of 2024, processed volume was €297.8 billion, up 46% YOY. We continued to benefit from processed volume growth with an existing Digital customer that expanded in H2 2023, while also seeing volume acceleration with other large enterprise merchants.

As a testament to our long-standing approach of landing and then expanding our partnerships, over 80% of this period’s growth came from existing customers, and we achieved less than 1% of volume churn yet again.

Net Revenue
Net revenue was €438.0 million in Q1 2024, up 21% YOY. Notably, we saw continued momentum in North America, which remained our fastest-growing region. As we further expanded with our largest volume customers, a natural outcome was processed volume growth outpacing net revenue growth. On a constant currency basis, net revenue growth would have been unchanged.

Business Updates

Digital
Digital processed volume was up 51% YOY, as we continued to benefit from an existing Digital customer that expanded in H2 2023, while also seeing volume acceleration with other large enterprise merchants. While this customer demographic drove a volume push, it is important to note that volume and net revenue growth do not always move in parallel. This variance is a natural outcome of merchant mix as well as growth within our established customer base, which we have always embraced and encouraged. Underscoring the domain’s appeal, over 90% of our top 100 Digital customers utilized our Local Payment Methods (LPM) capabilities.

Unified Commerce
Unified Commerce processed volume was up 30% YOY, and the pillar’s trends remained broadly in line with those seen in the second half of 2023. Within this pillar, our point-of-sale (POS) volumes continued to grow at a faster rate than eCommerce volumes, as consumer expectations increasingly turned towards hybrid physical and digital experiences. The resilience of POS as core to consumer journeys was seen in the number of transacting Unified Commerce terminals increasing to 279 thousand, up 70 thousand YOY. Similarly, 515 Unified Commerce customers processed in multiple regions compared to 445 at this time last year, while 333 processed across channels at scale* compared to 272 in Q1 2023.

* Defined as the number of merchants processing at least €10 million on both POS and eCommerce, with over €50 million in total processed volume in the last 12 months.
Platforms
Platforms processed volume was up 55% YOY. Excluding eBay, our Platforms volume grew by 116% YOY. This growth underpins the momentum we continue to see in this dynamic sector, and is exemplified by the number of platform business customers we served, which rose to 96 thousand, up 58 thousand YOY. The growing appetite for Platforms from both enterprises and SMBs was further seen in the domain’s transacting terminals, which now stand at 139 thousand, up 73 thousand YOY. We were also pleased to have 19 platforms processing over €1 billion in volume over the last 12 months, demonstrating the value of our single platform.

People & Culture
In the first three months of 2024, we onboarded 26 net-new joiners. Consistent with our previously shared hiring strategy, over half of these team members were in commercial roles, while the rest joined our tech domain. Within tech, we prioritized hiring a few critical senior leadership positions, who will play a pivotal role in building our Tech Hubs throughout 2024. This approach reinforces our high talent standards and thorough recruitment process. All of the period’s net-new hires were made in offices outside of Amsterdam, with the majority joining our North American team. We remain committed to bringing on a couple of hundred net-new joiners in the year as planned.

Financial Objectives
We did not see any business developments in Q1 2024 that would lead us to update our financial objectives. Our standing financial objectives therefore remain unchanged.

Net revenue growth: We aim to continue to grow net revenue annually between the low-twenties and high-twenties percent, up to and including 2026.

EBITDA margin: We aim to improve EBITDA margin to levels above 50% in 2026, as we expect to benefit from operating leverage inherent to our business model.

Capital expenditure: We aim to maintain a sustainable capital expenditure level of up to 5% of our net revenue.

We will be broadcasting a live audio call hosted by Adyen CFO, Ethan Tandowsky, to discuss these results at 3PM CEST today, April 25th, 2024. You can tune into the livestream at investors.adyen.com. A recording of the conversation will be made available on our Investor Relations website following the call.
Important Legal Information

Any person who comes into possession of this document must inform themselves about and comply with any legal restrictions governing possession, distribution, or use of the document.

Forward-looking statements are not facts and only represent the current views and assumptions of Adyen N.V. ("Adyen") regarding future events, many of which are by nature inherently uncertain and beyond Adyen’s control. Factors that could cause actual results to deviate materially from those anticipated by forward-looking statements include, but are not limited to, macroeconomic, demographic and political conditions and risks, actions taken and policies applied by governments, financial regulators and private organizations (including payment schemes and credit rating agencies), market conditions and turbulence in financial and other markets, and the success of Adyen in managing the related risks. Subject to statutory obligations, Adyen does not intend to publicly update or revise forward-looking statements to reflect events or circumstances after the date the statements were made, and assumes no obligation to do so.

Adyen does not consent to, authorize, endorse, support, encourage, or participate in, directly or indirectly, unsponsored depository receipt ("DR") programs regarding Adyen securities. Adyen specifically disclaims any liability whatsoever arising out of or in connection with any unsponsored DR program.