



jack henry™

Strengthening Connections

William Blair Conference – Chicago

Mimi Carsley, CFO & Treasurer

June 6, 2024

Forward-Looking Statement

Statements, remarks or responses to questions concerning future expectations, events, objectives, strategies, trends or results constitute forward-looking statements or deal with expectations about the future. Like any statement about the future, these are subject to a number of factors which could cause actual results to differ materially from those which we anticipate, due to a number of risks and uncertainties; and the company undertakes no obligation to update or revise these statements. For a summary of these risk factors and additional information please refer to the sections in our 10-K and 10-Q entitled Risk Factors and Forward-Looking Statements.

investment thesis: positioned for long-term, sustainable growth



our founding philosophy is supported by our three pillars of success



Employees



Clients



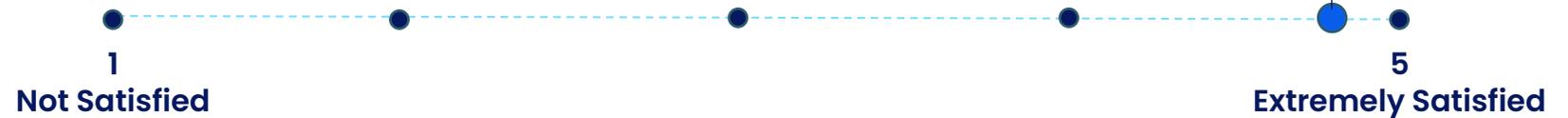
Shareholders

we take pride in our people-first culture



... which leads to great customer service

4.74
(as of 03/2024)



corporate sustainability



Commitment to people & communities



Commitment to responsible business practices



Commitment to the planet



We believe the world is a better place with our community and regional financial institutions.

~7,500
clients

900+
banks

700+
credit unions

~5,900
non-core
complementary
clients

99.8%
community &
regional financial
institutions

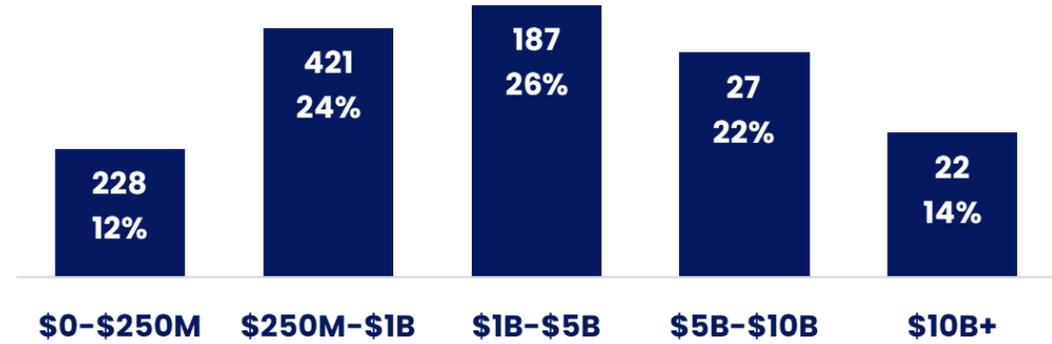
244M
accontholders
served by our clients



sizable market share with room for significant growth



**Core:
Banks**



**Core:
Credit Unions**



Source: FDIC 12/31/2023 Q4

Jack Henry strategy



business model resiliency creates a durable moat

We are committed to growing, supporting, protecting, and innovating for community and regional financial institutions through technology and services we offer



our technology priorities align with our client's top three strategic priorities

80% Report plans to **increase** investments in technology
35% increase spending between **6 – 10%**

2024

54% Growing deposits

43% Increasing operational efficiency

38% Growing loans

2023

43% Growing deposits

41% Growing loans

39% Increasing operational efficiency

2022

67% Growing loans

44% Increasing operational efficiency

39% Adding digital products/features

investment in technology

R&D
Expenditure

14–15% of total revenue

2023

\$309

2022

\$270

2021

\$237

technology priorities

- Digital solutions / Banno Business
- Technology modernization strategy
- Financial crimes technology
- Jack Henry Payments hub – PayCenter
- Cybersecurity
- Integrated account opening platform
- One Jack Henry program

Jack Henry Platform

Cloud-native and Multi-Tenant SaaS



- Extremely high up-time
- Seamless integration
- Real-time processing
- Streamlined operations
- Frequent upgrades
- Automated compliance
- Modern security standards
- Rapid scalability
- Unified identity
- Fear free outages

consistent growth across segments supports strong revenue growth

32% of JH

Core

2%+ annual
growth
contribution

Banking & Credit Union
Core Operating Systems

37% of JH

Payments

2%+ annual
growth
contribution

Card Payments & Programs
Enterprise Payments
Consumer & Commercial Payments

28% of JH

Complementary

3%+ annual
growth
contribution

Digital Solutions
Lending
Fraud

attractive shareholder return



Dividend raised for **20th consecutive** fiscal year

Dividend yield of **1.24%**

Commitment to return excess capital to **shareholders**

by the numbers

\$2.08B

Revenue as of FY2023

7.0%

Revenue

Non-GAAP 3-yr CAGR as of FY23

90%+

Recurring Revenue

99%+

Retention excluding FI consolidation

> 7,000

Associates
3/2024

11.6M+

Digital Subscribers
03/2024

39.4%

Rule of 40
FY23

FY23 Non-GAAP revenue growth +
Non-GAAP EBITDA margin

Growth Algorithm

7-8%

Revenue Growth

+20-40 bps

Operating Margin
Expansion

positioned for long-term, sustainable growth and compelling TSR

Innovative, Well-Rounded Fintech Leader

Focused execution, leading people-inspired innovation drives exciting future.

Durable and Consistent Growth

Large moat and diverse solution portfolio resulting in profitable growth.

Attractive Capital Return

Disciplined capital allocator yielding enviable track record of driving shareholder return.

We strengthen the **connections** between people and their financial institutions through **technology and services** that reduce the barriers to financial health.

Our purpose is empowering **people and communities** to gain the financial freedom to move forward.



jack henry[™]



A Well-Rounded
Financial Technology
Company

**Thank you. We appreciate your
interest in Jack Henry.**