

# New Paths in Strategic Value Creation & Growth

**Alessandro Silva**  
Chief Revenue Officer

**Notes:**

[illegible]





- Head of International Markets to boost international go to market and accelerate growth outside North America.
- Assumed Chief Revenue Officer position 2 years ago.
- From Brazil, living outside Brazil for more than 10 years.
- Experiences in other geographies and cultures prepared Alessandro for his role with ACI.

[illegible]

## ACI Well-Positioned for Continuous Growth

- Worldwide reach, local expertise
- Maximizing our client base
- Focus on ACI “right to win” for new logos
- Productivity is key for sales and customer success



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- Strong talent based in our five regions.
- Great clients and a sizeable book of renewals.
- Smart and selective in where we put our bets in 2024.
- Invest where ACI has “the right to win.”
- Continue investing in our teams to yield more pipeline, greater productivity, and improving customer satisfaction.

**Notes:**

[illegible]

## Global Reach, Local Expertise



ACI Worldwide®

**NEW** PATHS  
PAYMENTS  
PARADIGMS  
ANALYST DAY 2024

- Five regional teams consist of New Business Developers (NBDs), Account Executives, Customer Success Managers, Solution Consultants, and Operations.
- Expert local knowledge based in 43 countries on the ground with our clients helping power mission-critical applications across all segments.

**Notes:**

[illegible]



# Maximizing Our Client Base

The diagram features a central circular graphic divided into four colored segments (blue, green, orange, and purple). Inside the circle is a white icon representing two stylized human figures. Four lines radiate from the center of the circle to the four segments, each connecting to a text label. The labels are: 'Pipeline and productivity' (top-left), 'Maximize client penetration' (top-right), 'Renewal acceleration program' (bottom-right), and 'Active customer success management' (bottom-left). The background is a dark blue gradient with a subtle pattern of small white dots.

Pipeline and productivity

Maximize client penetration

Renewal acceleration program

Active customer success management

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PATHS  
PAYMENTS  
PARADIGMS  
ANALYST DAY 2024

- [illegible]

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*Incremental growth = high reward for shareholders*

- New hub sales
- New logos and new applications

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**NEW PATHS  
PAYMENTS  
PARADIGMS**  
ANALYST DAY 2024

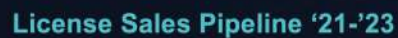
- Notes:**

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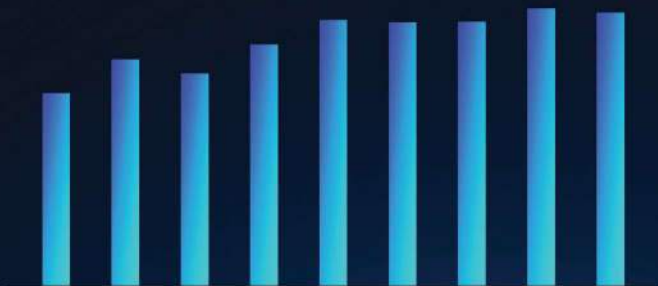




## "Right To Win" Effect on Pipeline and Productivity



**+42%**



### Avg Seller Production '21-'23

# +47%



2021

2022

2023

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**MEIN** PATHS  
PAYMENTS  
PARADIGM  
ANALYST DAY 2

- Two initial clients contracted for our new payments hub solution.
- Will power high-value and low-value payment schemes with a unified payments solution.

**Notes:**

[illegible]



# Investment in Our Processes and People

Automation | Pipeline | Customer success  
management

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## Customer success management

- Notes:**

[illegible]

[illegible]