

# Q1-23

# Investor Update

May 8, 2023



# Non-GAAP Financial Measures; Forward-Looking Statements

This presentation contains non-GAAP measures relating to our performance. These measures may exclude certain expenses, gains and losses that may not be indicative of our core operating results and business outlook, and, in each case, may be different from the non-GAAP financial measures used by other companies. The presentation of this financial information, which is not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation of, or as a substitute for, the financial information prepared and presented in accordance with generally accepted accounting principles. You can find the reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures in the Supplemental Information at the end of this presentation.

As previously disclosed, beginning with the first quarter of 2020, we modified the presentation of our non-GAAP results to exclude the impact of all gains and losses on our strategic investments. In addition, beginning with the fourth quarter of 2020, certain cash flows related to customer balances were reclassified from cash flows from operating activities to cash flows from investing activities or financing activities within the consolidated statements of cash flows, and beginning with the fourth quarter of 2022, certain cash flows related to collateral security arrangements for derivative instruments were reclassified from cash flows from operating activities to cash flows from investing activities or financing activities within the consolidated statements of cash flows. Prior period amounts have been reclassified to conform to the current period presentation.

All growth rates represent year-over-year comparisons, except as otherwise noted. FX-Neutral (which we also refer to as FXN or currency-neutral) results are calculated by translating the current period's local currency results by the prior period's exchange rate. FX-Neutral growth rates are calculated by comparing the current period's FX-Neutral results with the prior period's results, excluding the impact from currency hedging activities.

This presentation contains forward-looking statements relating to, among other things, the future results of operations, financial condition, expectations and plans of PayPal Holdings, Inc. and its consolidated subsidiaries that reflect PayPal's current projections and forecasts. Forward-looking statements can be identified by words such as "may," "will," "would," "should," "could," "expect," "anticipate," "believe," "estimate," "intend," "continue," "strategy," "future," "opportunity," "plan," "project," "forecast" and other similar expressions. Forward-looking statements may include, but are not limited to, statements regarding our guidance and projected financial results for second quarter and full year 2023; our capital return program; the impact and timing of product launches and acquisitions; and the projected future growth of PayPal's businesses. Forward-looking statements are based upon various estimates and assumptions, as well as information known to PayPal as of the date of this presentation and are inherently subject to numerous risks and uncertainties. Our actual results could differ materially from those estimated or implied by forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to: our ability to compete in markets that are highly competitive and subject to rapid technological change, and to develop and deliver new or enhanced products and services on a timely basis; cyberattacks and security vulnerabilities, and associated impacts; the effect of global and regional political, economic, market and trade conditions, supply chain issues and related events that affect payments or commerce activity, including inflation and rising interest rates; the impact of catastrophic events, such as the COVID-19 pandemic, that may disrupt our business, as well as our customers, suppliers, vendors and other business partners; the stability, security and performance of our payments platform; the effect of extensive government regulation and oversight related to our business, products and services in a variety of areas, including, but not limited to, laws covering payments, lending and consumer protection; the impact of complex and changing laws and regulations worldwide, including, but not limited to, laws covering privacy, data protection, and cybersecurity, which expose us to potential liabilities, increased costs, and other adverse effects on our business; the impact of payment card, bank, or other network rules or practices; changes in how consumers fund transactions; our ability to effectively detect and prevent the use of our services for fraud, abusive behaviors, illegal activities, or improper purposes; our ability to manage regulatory and litigation risks, and the outcome of legal and regulatory proceedings; our reliance on third parties in many aspects of our business; damage to our reputation or brands; fluctuations in foreign currency exchange rates; changes in tax rates and exposure to additional tax liabilities; changes to our capital allocation, management of operating cash or incurrence of indebtedness; our ability to timely develop and upgrade our technology systems, infrastructure and customer service capabilities; the impact of proposed or completed acquisitions, divestitures, strategic investments, or entries into new businesses or markets; and our ability to attract, hire, and retain talented employees. The forward-looking statements in this presentation do not include the potential impact of any acquisitions or divestitures that may be announced and/or contemplated after the date of this presentation.

More information about factors that could adversely affect PayPal's results of operations, financial condition and prospects or that could cause actual results to differ from those expressed or implied in forward-looking statements is included under the captions "Risk Factors," "Legal Proceedings," and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in PayPal's most recent annual report on Form 10-K, and its subsequent quarterly reports on Form 10-Q, copies of which may be obtained by visiting PayPal's Investor Relations website at <https://investor.pypl.com> or the SEC's website at [www.sec.gov](http://www.sec.gov). All information in this presentation is as of May 8, 2023. For the reasons discussed above, you should not place undue reliance on the forward-looking statements in this presentation. PayPal assumes no obligation to update such forward-looking statements.



# Highlights

## Q1-23 outperformance and cost discipline driving increased FY-23 EPS outlook

### Q1-23: Exceeded guidance across the board reflecting solid revenue growth and operating expense leverage

- Revenue of \$7.04B, growing 8.6% at spot and 10.4% FXN<sup>(1)</sup>, ~1.4 pts above FXN guidance
- Non-GAAP operating margin expansion of ~200bps, driven by solid revenue growth and operating expense leverage
  - Non-transaction related expenses declined 12% y/y
- Non-GAAP EPS of \$1.17, ~\$0.08 above the midpoint of guidance range
- Free cash flow (FCF) of \$1.0B, ~20% of revenue excluding impact from higher cash taxes<sup>(2)</sup>; FCF of \$5.1B on a trailing 12-month basis
- Returned \$1.4B to stockholders through share repurchases; returned \$4.1B on a trailing 12-month basis
- Sequential TPV growth (FXN) acceleration across branded checkout (+2 pts to 6.5% y/y), unbranded processing (+1 pt to 30% y/y) and Venmo (+6 pts to 9% y/y)

### FY-23: Raising non-GAAP EPS guidance to reflect Q1-23 outperformance, with ongoing benefit from cost initiatives<sup>(3)</sup>

- Raising FY-23 non-GAAP EPS guidance; now expect non-GAAP EPS to grow ~20% to ~\$4.95
- FY-23 non-GAAP operating margin expected to expand at least ~100bps
- FY-23 share repurchases expected to reach ~\$4B, with ~\$5B of FCF
- Q2-23 non-GAAP EPS expected to be \$1.15-\$1.17, growing ~25% at the midpoint of the range
- Q2-23 revenue expected to grow ~6.5%-7% at spot and ~7.5%-8% FXN

Non-GAAP operating margin, non-GAAP EPS, and free cash flow are non-GAAP financial measures. Please see the Supplemental Information for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.

(1) Foreign currency-neutral. (2) ~\$430M impact to cash taxes from intra-group transfer of intellectual property. (3) See the section titled "FY-23 Guidance" for additional detail.



# First Quarter 2023 Summary

Strong start to the year with better-than-expected revenue, EPS and margin expansion

## Transactions

**5.8B**

Transactions

13% increase y/y

**53.1**

Transactions per active account (TPA)

13% increase y/y, driven primarily by Braintree transaction growth

## Total Payment Volume

**\$355B**

10% spot and 12% FXN y/y growth

Accelerated 5pts vs. Q4-22 on a spot basis and 3pts on an FXN basis

## Revenue

**\$7.04B**

8.6% spot and 10.4% FXN y/y growth

Exceeded guidance of ~7.5% spot and ~9% FXN growth

## Non-GAAP Operating Income<sup>(1)</sup>

**\$1.6B**

19% increase y/y

Accelerated 7pts vs. Q4-22

**22.7%**

Operating margin expansion of ~200bps

Exceeded guidance of 22%

## Non-GAAP EPS<sup>(1)</sup>

**\$1.17**

33% increase y/y

Accelerated 22pts vs. Q4-22

Exceeded guidance of \$1.08-\$1.10 (~24% growth at the midpoint)

## Free Cash Flow<sup>(1)</sup>

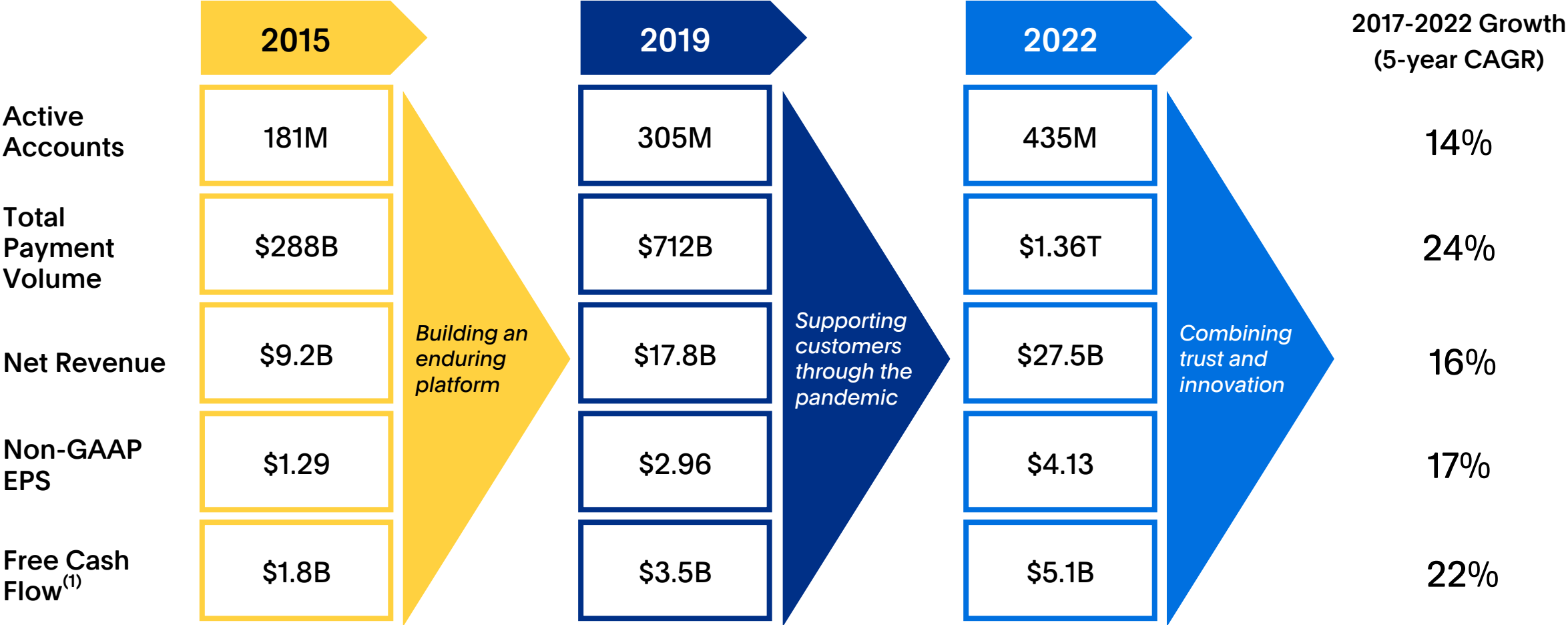
**\$1.0B**

3% decrease y/y with impact from higher cash taxes

**\$5.1B**

FCF on a trailing 12-month basis

# PayPal delivers results at massive scale

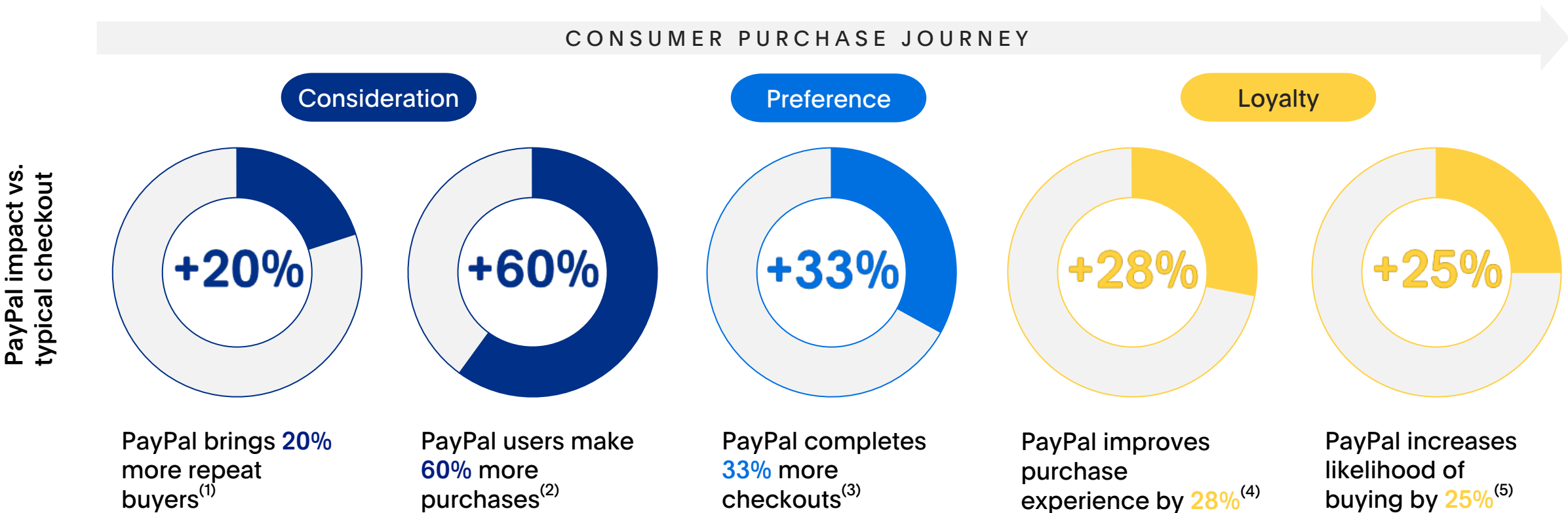


Non-GAAP earnings per share and free cash flow are non-GAAP financial measures. Please see the Supplemental Information for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.  
(1) Reflects the impact of reclassification as described in our earnings press release dated February 9, 2023.



# Merchants sell more with PayPal

Latest research by Nielsen demonstrates PayPal’s value across the checkout journey



Sources: Nielsen Behavioral Panel: Analysis from 388 large enterprise merchants in the U.S., with 408K transactions from 25K consumers on desktop between January 2022 and December 2022 and Nielsen Attitudinal Survey: survey of 4K consumers of their experience with large merchants in February 2023.

(1) Repeat buyers - Uplift in repeating buyers vs. typical checkout (2) Purchase frequency - Uplift in number of purchases vs. typical checkout (3) Payment conversion - Uplift when PayPal is chosen vs. cards at checkout from which payment method is chosen (4) Purchase experience - Uplift in purchase experience when paying with PayPal vs. other payment methods (5) More likely to buy - Uplift on consumers that agree that the payment method they paid with increased their likelihood to complete the purchase



# Advancing PayPal branded checkout

Refining branded checkout experience to drive engagement and share of checkout



## Enhancing the merchant and consumer experience

- Focused on moving merchants to newer integrations to deliver our best consumer experience, helping improve conversion for merchants
- Improving mobile checkout by launching a new software developer kit (SDK) for merchants in North America and Europe, enabling an in-context, 2-click experience



## Delivering simplified integration solutions

- Strengthened suite of unbranded services with PayPal Complete Payments (PPCP), enabling merchants to seamlessly integrate PayPal's latest branded checkout experiences and value-added services
- Unlocking the value of PayPal, Venmo and Pay Later checkout using PayFast easy integrations for new verticals including restaurants, healthcare and government



## Reducing friction and latency

- Improved customer-perceived latency by ~40% in the last 12 months<sup>(1)</sup>
- Refined PayPal vaulting set-up experience to make subsequent transactions easier; consumers using PayPal for recurring transactions have nearly 90% more transactions per active on average<sup>(2)</sup> and exhibit very low churn



## Expanding passwordless authentication

- Increasing penetration of easier and more secure login experiences utilizing biometrics, SMS authentication and long-lived sessions
- Enabling Passkeys with iOS and Android devices, which replace passwords and allow for seamless login



## Investing in engaging consumer services

- Launched package tracking directly in the PayPal app, ramped to 100% on iOS and launching soon on Android
- Improved Rewards offering by allowing users to combine PayPal Rewards with their linked bank account, PayPal balance and credit or debit cards



## Building for the future of checkout

- Testing next-generation checkout solutions that utilize vaulted credentials to offer merchants one-click checkout capability on both branded and unbranded transactions

<sup>(1)</sup> Last 12 months April 2022-March 2023. <sup>(2)</sup> Global active accounts with a monthly subscription vs. without a monthly subscription over the last six months (October 2022-March 2023).

# Driving PayPal network with suite of unbranded solutions

Serving customers across digital commerce with industry-leading authorization rates

## PayPal Braintree

Braintree delivers best-in-class, enterprise-grade processing for merchants who need sophistication and customization

- Open ecosystem and global orchestration platform
- Meaningful value-added services including risk, back-office automation and payouts

## PayPal Complete Payments (PPCP)

PPCP is an end-to-end, full stack payments platform serving SMBs and partners

- Complete suite of services for SMBs with simple integration and omni capabilities
- Scalable platform for channel partners who need to onboard SMB sellers en masse

Braintree and PPCP merchants access the **latest integration paths, enabling best-in-class merchant and consumer experiences** for PayPal, Venmo and Pay Later checkout, in addition to offering other APMs<sup>(1)</sup>

Processing unbranded payments establishes new merchant relationships and deepens existing ones, **strengthening PayPal's value proposition and enabling cross-sell of services** such as back-office automation, dispute resolution, FX, invoicing, in-store processing, merchant lending, payouts and risk

Processing at this scale provides additional data to grow PayPal's industry-leading consumer and merchant network and **inform the development of next-generation checkout experiences**

<sup>(1)</sup> Alternative payment methods



# Expanding key merchant relationships to provide greater choice at checkout

## Enabling Microsoft customers to pay with PayPal Pay Later and Venmo

PayPal has supported Microsoft for more than 16 years through branded checkout. In 2022, we migrated Microsoft to our latest Braintree integration – allowing us to expand our relationship across Venmo and PayPal Pay Later.

Microsoft customers are now able to spread eligible purchases over time with PayPal Pay Later and will soon be able to pay with Venmo at checkout in the United States, for all purchases on the Microsoft and Xbox Store. PayPal Pay Later is available in seven countries, including the U.S., Australia, U.K., Germany, France, Italy and Spain.

In addition, PayPal is helping to power payments through Microsoft Teams. This allows many service-based small business owners like dietitians, cooking instructors, therapists or tutors to receive payment during a one-on-one appointment or in the class, directly in Microsoft Teams.



# PayPal's sixth annual Global Impact Report

## Transparently reporting our environmental, social and governance (ESG) progress

Our 2022 Global Impact Report covers key metrics and progress in support of our business across four core dimensions:



### RESPONSIBLE BUSINESS PRACTICES

- Over 4K employees participated in PayPal's third annual Data Week promoting data governance, double the attendance from 2021
- Achieved 100% completion of annual training by all employees
- Introduced enhanced passwordless authentication for our customers and employees



### SOCIAL INNOVATION

- Facilitated \$4.2B+ in access to capital for small- and medium-sized businesses
- Maintained average international remittance rate below 3%, aligned with the U.N. SDG target
- Enabled \$20B+ in donations to nonprofits and causes through the PayPal Giving Platform



### EMPLOYEES & CULTURE

- Exceeded our goal to have at least 20% PayPal-defined estimated net disposable income (eNDI) for employees globally
- Reached overall workforce diversity of 56%, including 44% global gender diversity and 54% U.S. ethnic diversity<sup>(1)</sup>
- Empowered employees to volunteer nearly 100,000 hours in their communities



### ENVIRONMENTAL SUSTAINABILITY

- Reached 90% total renewable energy use and continued sourcing 100% renewable energy for our data centers
- Demonstrated progress toward our science-based targets (SBTs), including:
  - 80% reduction in operational emissions since 2019<sup>(2)</sup>
  - ~39% of our largest vendors by spend have set or committed to setting an SBT

#### 2022 Global Impact Report

Transforming digital payments to create economic opportunity



### Reporting aligned with best practice frameworks & standards, including:

- Global Reporting Initiative
- Sustainability Accounting Standards Board
- Task Force on Climate-Related Financial Disclosures
- U.N. Sustainable Development Goals (SDGs)

(1) Ethnically diverse includes U.S. EEO-1 defined categories Asian, African American or Black, Hispanic or Latino, American Indian or Alaska Native, Native Hawaiian or Other Pacific Islander or Two or More Races.

(2) Operational greenhouse gas emissions include Scope 1 and 2 market-based method emissions as defined by the GHG Protocol.



For more information, visit [www.paypal.com/impact](https://www.paypal.com/impact)

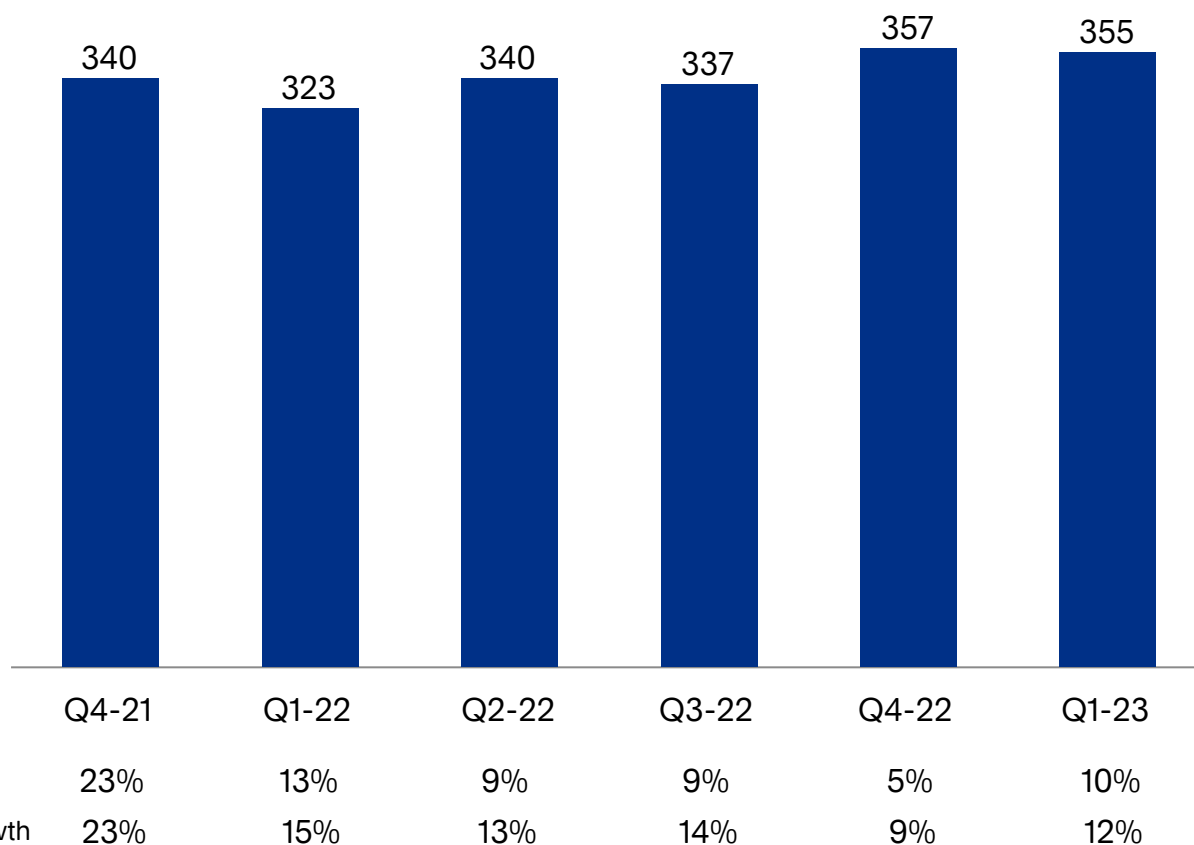
# Business Update

Q1-23

# Total Payment Volume (TPV)

TPV growth accelerated 3pts vs. Q4-22 to 12% FXN

Total Payment Volume (\$B)

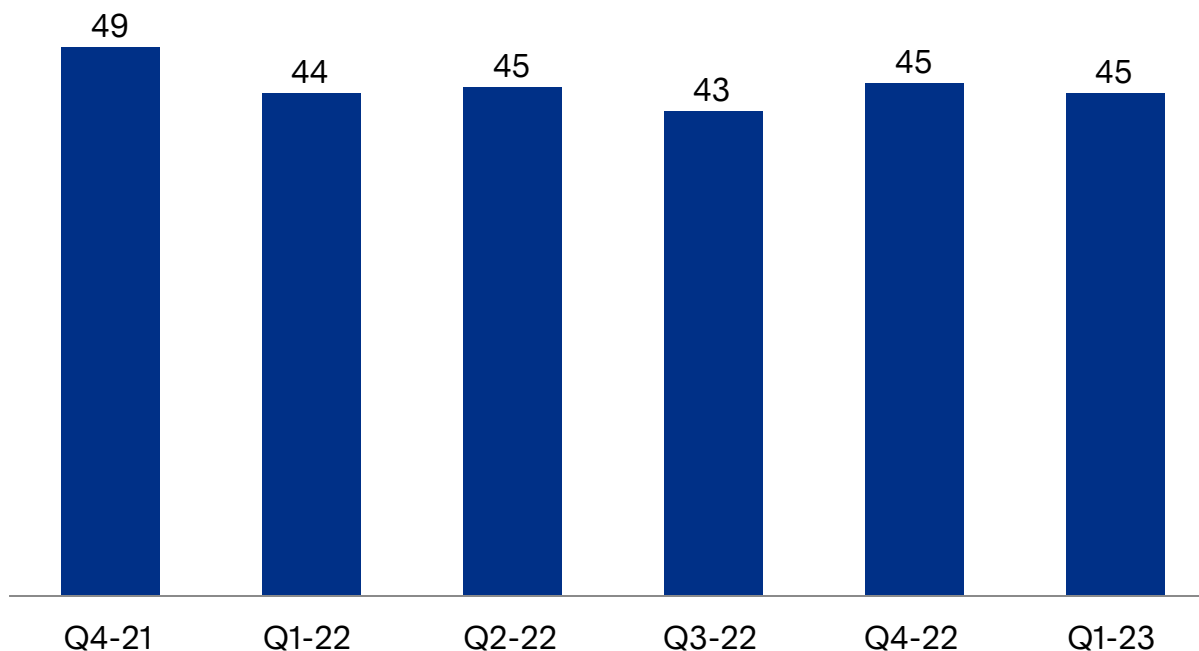


- TPV increased 10% on a spot basis and 12% FXN to \$355B
- P2P TPV (PayPal, Venmo, and Xoom) increased 2% to \$91B, and represented 26% of TPV
- Venmo TPV increased 9% to \$62.7B, accelerating ~6pts vs. Q4-22

# Cross-Border Trade (CBT)

CBT volumes showing signs of improvement, up 4% FXN

Cross-Border Trade TPV (\$B)



Y/Y Growth	5%	(7%)	(12%)	(9%)	(7%)	—%
FXN Y/Y Growth	7%	(4%)	(6%)	(1%)	—%	4%
Share of Total TPV	14%	14%	13%	13%	13%	13%

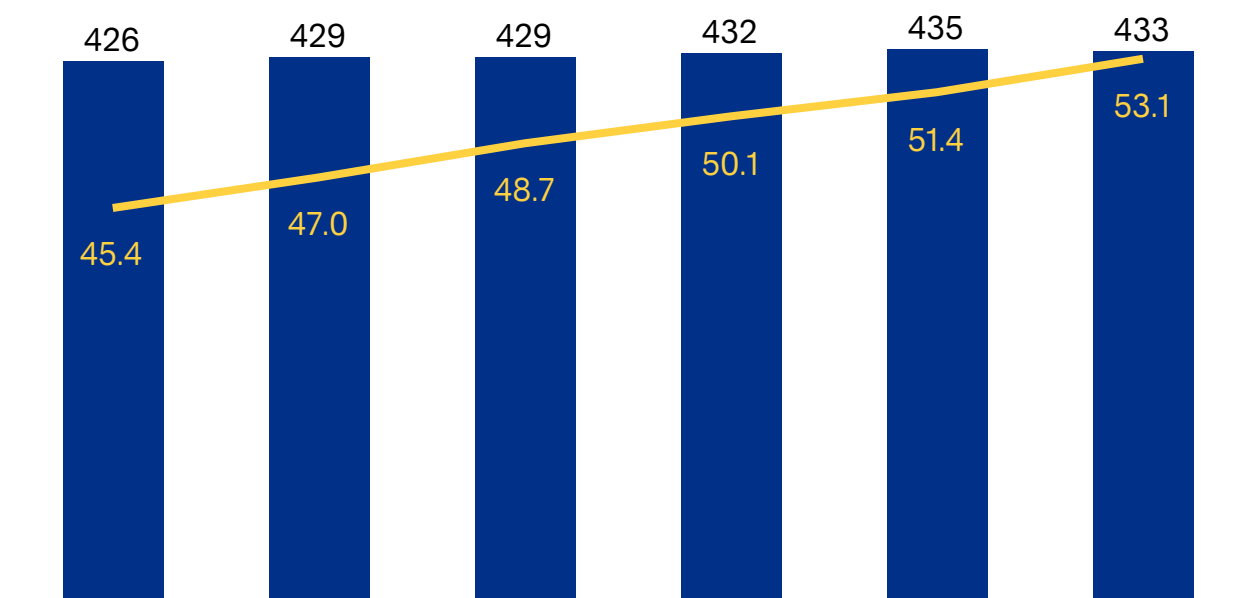
- CBT TPV was \$45B, flat on a spot basis and growing 4% FXN, driven by intra-European corridors, partly offset by softness in EU-UK and U.S.-China corridors
  - CBT TPV represented 13% of TPV, compared to 14% in Q1-22
  - Cross-border trade primarily comprises e-commerce goods-related activity and has limited exposure to the recovery of travel

Note: In a typical purchase transaction, cross border TPV is counted in the region where the merchant is located. For example, in the case of a U.S. seller and a German buyer, the TPV is counted in the U.S.

# Transactions and Engagement

Transactions per active account (TPA) reached 53.1, growing 13%

Active Accounts (M) and TPA



- Processed 5.8B payment transactions, up 13%
- 13% growth in TPA was predominantly driven by transaction growth from Braintree, with contribution from core PayPal
- Ended the quarter with 433M active accounts, up 1%, including 35M merchant accounts
- Active accounts declined 0.4%, or by 1.5M, relative to Q4-22 reflecting churn of minimally engaged accounts and the strategic decision to focus on driving higher activity levels with existing active accounts

Y/Y Growth	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23
Active Accounts	13%	9%	6%	4%	2%	1%
TPA	11%	11%	12%	13%	13%	13%
Transactions	21%	18%	16%	15%	13%	13%

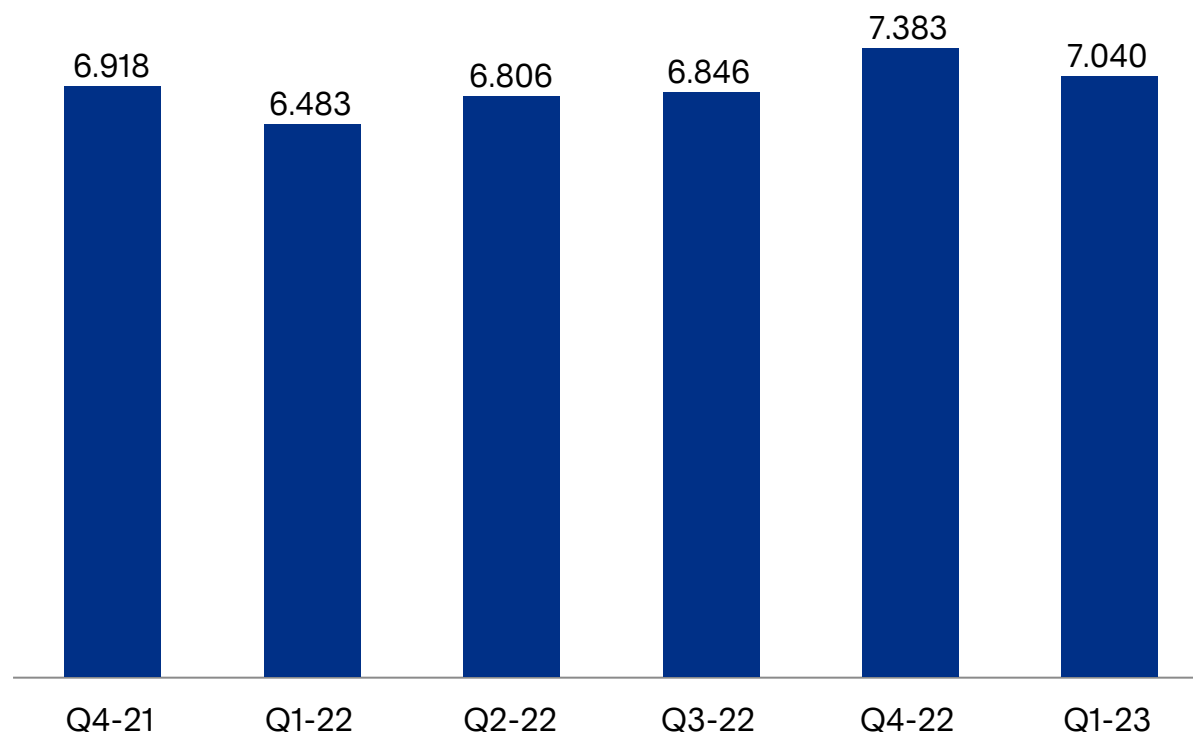




# Revenue

Better-than-expected revenue growth of 8.6% spot and 10.4% FXN

Total Revenue (\$B)

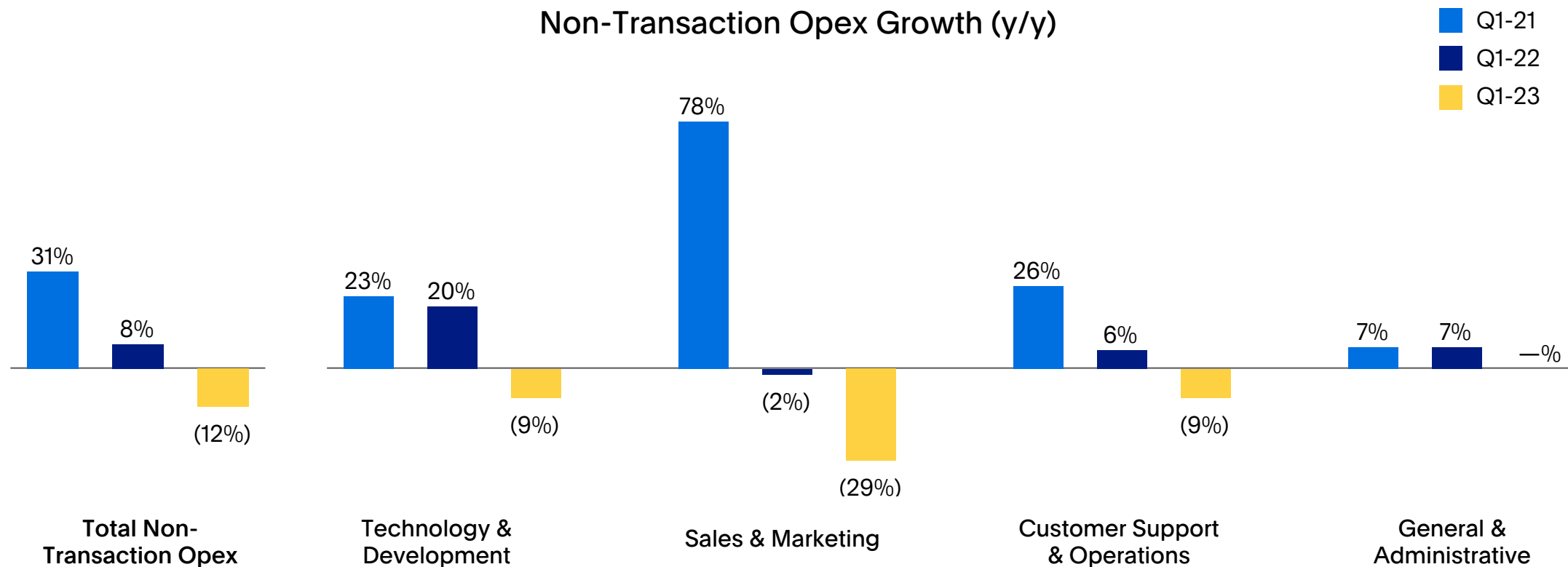


Y/Y Growth	13%	7%	9%	11%	7%	9%
FXN Y/Y Growth	13%	8%	10%	12%	9%	10%

- Total revenue grew 9% at spot and 10% FXN
  - Transaction revenue grew 6%, driven primarily by Braintree
  - Other Value Added Services (OVAS) revenue increased 39%, driven by interest on customer balances and credit
- Hedging gains, recognized in international transaction revenue, were \$76M in Q1-23 vs. hedging gains of \$47M in Q1-22
- Exiting Q1, at exchange rates as of March 31, 2023, our derivative positions are not expected to result in the recognition of hedging gains or losses in international transaction revenue over the next 12 months

# Non-Transaction Operating Expenses declined 12%

Spend optimization across all areas



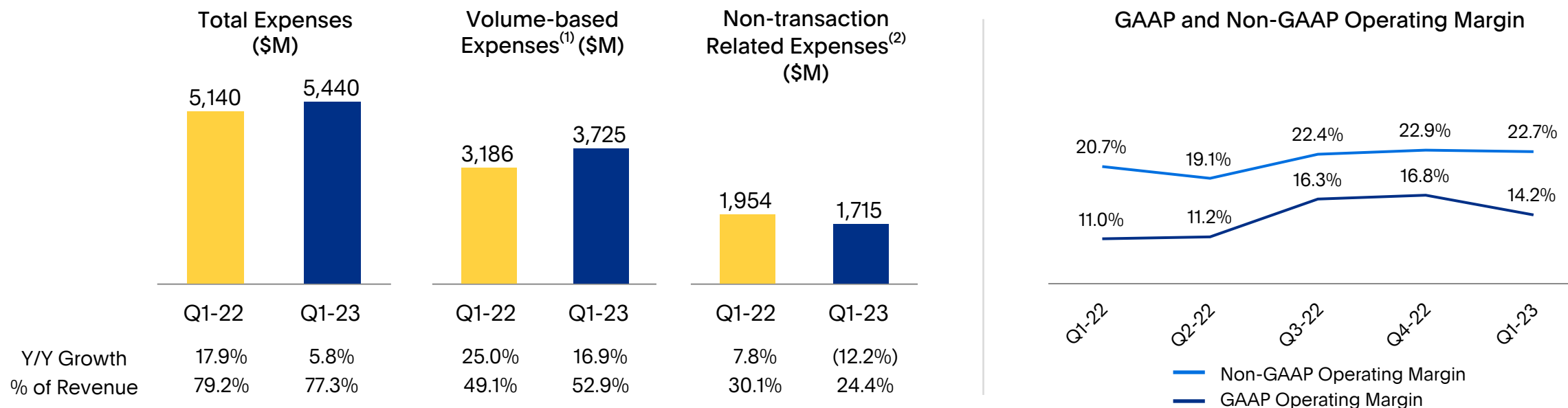
- Non-transaction related expenses declined 12% vs. Q1-22, driven by an increased focus on cost control with leverage across sales & marketing (-29%), customer support & operations (-9%), technology & development (-9%), and general & administrative (0%)

Non-GAAP expenses presented on a non-GAAP basis are non-GAAP financial measures. Please see the Supplemental Information for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.



# Continued Operating Margin Expansion

Non-GAAP operating margin expansion of ~200bps, driven by expense leverage



- Volume-based expenses grew 16.9%, driven by volume and funding mix (unbranded processing growth)
- Non-transaction related expenses declined 12%, driven by an increased focus on cost control
- Non-GAAP operating margin expanded ~200bps
- Non-GAAP operating income grew 19%, reaching \$1.6B and accelerating 7pts from Q4-22 and 39pts from Q1-22

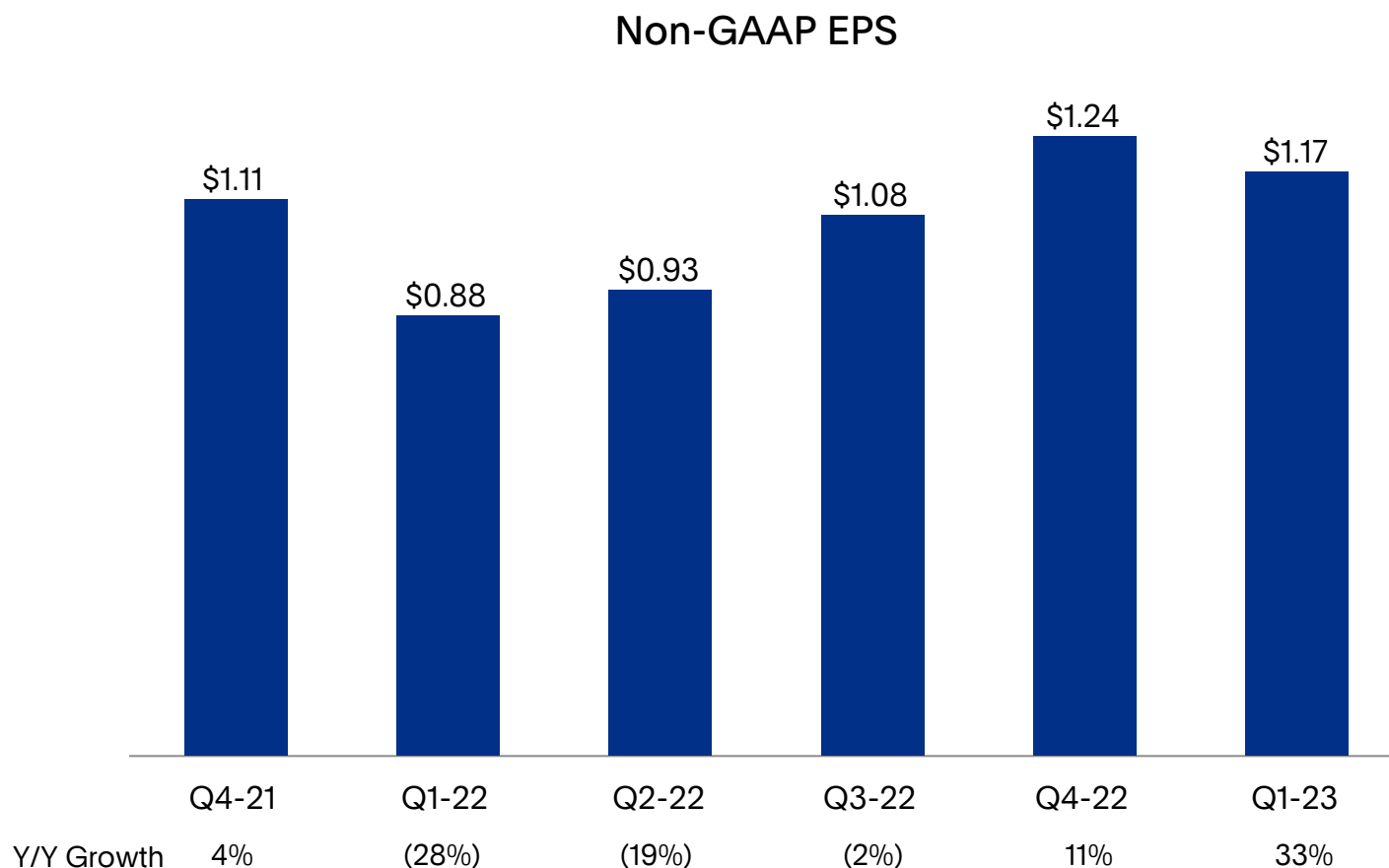
Non-GAAP operating margin and expenses presented on a non-GAAP basis are non-GAAP financial measures. Please see the Supplemental Information for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.

(1) Volume-based expenses include transaction expense and transaction and credit losses.

(2) Non-transaction related expenses include customer support & operations, sales & marketing, technology & development, and general & administrative.

# EPS

Non-GAAP EPS grew 33%, accelerating 22pts from Q4-22



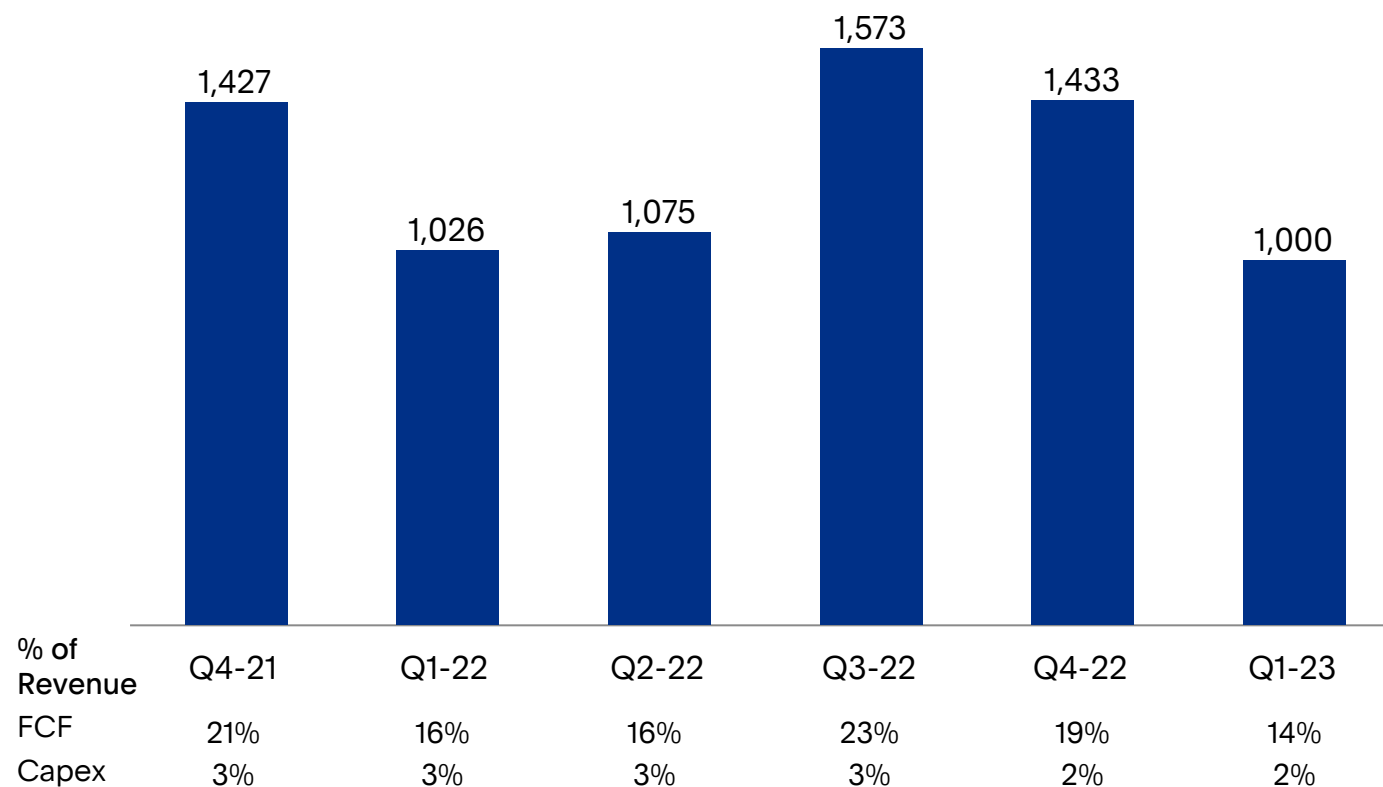
- Non-GAAP EPS increased 33%, accelerating 22 pts from Q4-22
- GAAP EPS of \$0.70 included a positive impact of ~\$0.03 related to strategic investments compared to a positive impact of ~\$0.02 in Q1-22

Non-GAAP EPS is a non-GAAP financial measure. Please see the Supplemental Information for a reconciliation of this non-GAAP financial measure to the most directly comparable GAAP financial measure

# Free Cash Flow (FCF)

Generated FCF of \$5.1B on a trailing 12-month basis

Free Cash Flow (\$M)

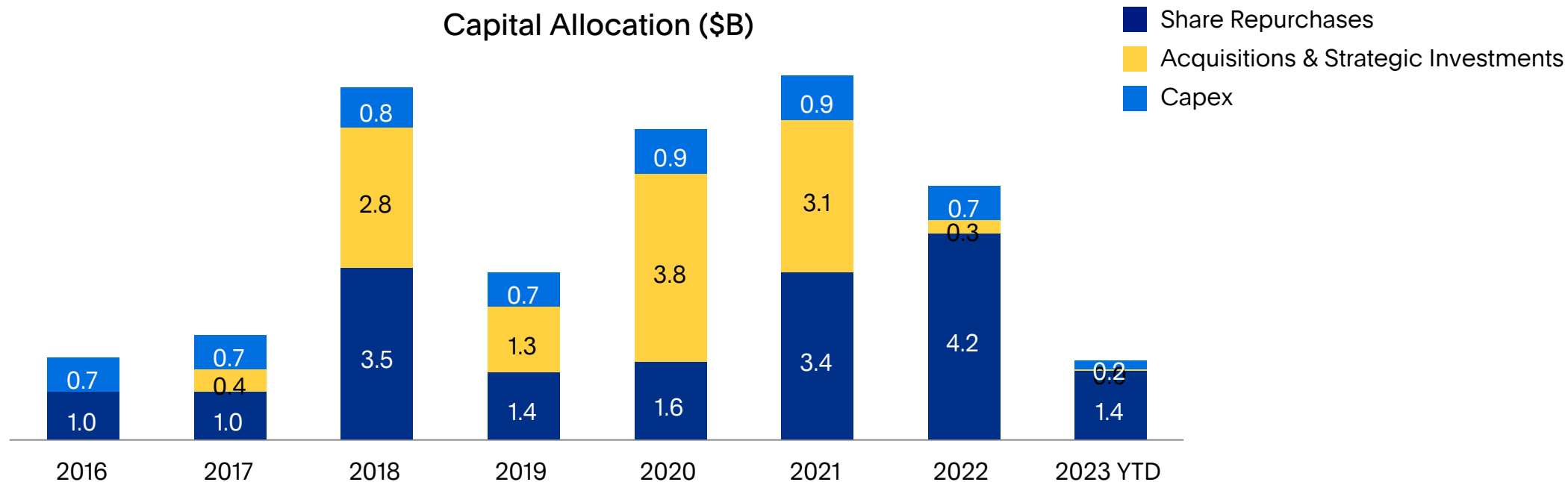


- FCF of \$1.0B, declining 3% primarily due to higher cash taxes related to the intra-group transfer of intellectual property of ~\$430M
  - Excluding impact from higher cash taxes, FCF as a % of revenue was ~20%
- \$15.3B in cash and cash equivalents (\$7.1B), short-term (\$3.6B) and long-term investments (\$4.6B) as of March 31, 2023
- Long-term debt of ~\$10.5B and short-term debt of ~\$400M as of March 31, 2023

Free cash flow is a non-GAAP financial measure. Please see the Supplemental Information for a reconciliation of this non-GAAP financial measure to the most directly comparable GAAP financial measure. Reflects the impact of reclassification as described in our earnings press release dated February 9, 2023.

# Capital Allocation

Returned \$4.1B to stockholders through share repurchases on a trailing 12-month basis



- Generated ~\$30B in FCF since becoming an independent company in July 2015
- In Q1-23, returned \$1.4B in capital to stockholders by repurchasing ~19M shares at an average price of \$76.60 per share
- On a trailing 12-month basis, returned \$4.1B to stockholders by repurchasing ~48M shares, >80% of FCF
- Since separation, allocated \$18B to share repurchases and \$13B to acquisitions and strategic investments

Free cash flow is a non-GAAP financial measure. Please see the Supplemental Information for a reconciliation of this non-GAAP financial measure to the most directly comparable GAAP financial measure.

# FY-23 Guidance

Raising non-GAAP EPS guidance to reflect strong Q1-23 performance, with ongoing benefit from cost initiatives

Non-GAAP EPS Growth	~20%
Non-GAAP EPS	~\$4.95
Non-GAAP Op Margin Expansion	>100bps
Free Cash Flow (\$B)	~\$5.0

- GAAP EPS: ~\$3.42
  - Includes restructuring charge of \$117M in Q1-23

- Revenue: H2-23 revenue growth expected to be relatively in line with H1-23
- Non-GAAP EPS: Growth of ~20% to ~\$4.95, compared to the prior outlook of ~18%
- Non-GAAP Operating Margin: At least ~100bps of expansion, compared to the prior outlook of ~125bps, reflecting greater contribution of unbranded processing volume to growth
- Free Cash Flow: ~\$5.0B, reflects headwind from higher expected cash taxes
- Share Repurchases: ~\$4B
- Non-GAAP effective tax rate: ~17%-19%
- Capex: ~3% of revenue

Non-GAAP EPS, non-GAAP operating margin and free cash flow are non-GAAP financial measures. Please see the Supplemental Information for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.

# Q2-23 Guidance

Expense discipline driving 24%-26% non-GAAP earnings growth

Net Revenue Growth (FXN)	<b>~7.5%-8%</b>
Non-GAAP EPS Growth	<b>24%-26%</b>
Non-GAAP EPS	<b>\$1.15-\$1.17</b>

- Revenue: Growth of ~6.5%-7% at spot and ~7.5%-8% FXN
- Non-GAAP Operating Margin: ~22%
- Non-GAAP EPS: \$1.15-\$1.17, growing ~25% at the midpoint of the range
- GAAP EPS: \$0.81-\$0.83, compared to (\$0.29) in Q2-22
- Non-GAAP effective tax rate: 19%-20%

Non-GAAP EPS is a non-GAAP financial measure. Please see the Supplemental Information for a reconciliation of this non-GAAP financial measure to the most directly comparable GAAP financial measure.

# Supplemental Information

# PayPal Metrics<sup>(1)</sup>

(in millions, except %)

	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23
<b>Active Accounts</b>	<b>426</b>	<b>429</b>	<b>429</b>	<b>432</b>	<b>435</b>	<b>433</b>
Y/Y Growth	13%	9%	6%	4%	2%	1%
<b>Number of Payment Transactions</b>	<b>5,343</b>	<b>5,161</b>	<b>5,513</b>	<b>5,643</b>	<b>6,032</b>	<b>5,835</b>
Y/Y Growth	21%	18%	16%	15%	13%	13%
<b>Total Payment Volume</b>	<b>\$339,530</b>	<b>\$322,981</b>	<b>\$339,791</b>	<b>\$336,973</b>	<b>\$357,378</b>	<b>\$354,508</b>
Y/Y Growth	23%	13%	9%	9%	5%	10%
FXN Y/Y Growth	23%	15%	13%	14%	9%	12%
<b>US TPV</b>	<b>\$211,323</b>	<b>\$207,845</b>	<b>\$219,307</b>	<b>\$221,198</b>	<b>\$232,553</b>	<b>\$231,975</b>
Y/Y Growth	30%	21%	16%	15%	10%	12%
<b>International TPV</b>	<b>\$128,207</b>	<b>\$115,136</b>	<b>\$120,484</b>	<b>\$115,774</b>	<b>\$124,825</b>	<b>\$122,533</b>
Y/Y Growth	12%	1%	(2)%	(1)%	(3)%	6%
FXN Y/Y Growth	14%	5%	8%	11%	8%	12%
<b>Total Take Rate</b>	<b>2.04%</b>	<b>2.01%</b>	<b>2.00%</b>	<b>2.03%</b>	<b>2.07%</b>	<b>1.99%</b>
<b>Transaction Take Rate</b>	<b>1.88%</b>	<b>1.86%</b>	<b>1.85%</b>	<b>1.85%</b>	<b>1.88%</b>	<b>1.80%</b>
Transaction Expense Rate	0.87%	0.87%	0.90%	0.89%	0.93%	0.93%
Transaction and Credit Loss Rate	0.10%	0.11%	0.13%	0.11%	0.11%	0.12%
<b>Transaction Margin</b>	<b>52.3%</b>	<b>50.9%</b>	<b>48.7%</b>	<b>51.0%</b>	<b>49.7%</b>	<b>47.1%</b>

- 45% of active accounts were outside the U.S. as of March 31, 2023
- Average Payment Volume (APV) was \$61, down 3% y/y, driven by continued FX translation impact
- Transaction take rate was down ~6bps vs. Q1-22 and total take rate was down ~2bps vs. Q1-22, both driven by volume mix
- Transaction expense rate increase of ~6bps driven primarily by volume mix (e.g., higher unbranded share) and funding mix effects
- Transaction loss rate improved to ~8bps vs. ~10bps in Q1-22, benefiting from ongoing risk mitigation activities and volume mix

(1) Definitions included in Supplemental Information.



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# Financial Detail

(in millions, except %)	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23
Transaction Revenue	\$6,377	\$5,998	\$6,272	\$6,234	\$6,702	\$6,364
Y/Y Growth	12%	7%	8%	11%	5%	6%
Other Value Added Services (OVAS)	\$541	\$485	\$534	\$612	\$681	\$676
Y/Y Growth	25%	18%	21%	6%	26%	39%
<b>Total Revenue</b>	<b>\$6,918</b>	<b>\$6,483</b>	<b>\$6,806</b>	<b>\$6,846</b>	<b>\$7,383</b>	<b>\$7,040</b>
Y/Y Growth	13%	7%	9%	11%	7%	9%
FXN Y/Y Growth	13%	8%	10%	12%	9%	10%
US Revenue Y/Y Growth	27%	20%	18%	14%	10%	13%
International Revenue FXN Y/Y Growth	(1%)	(5%)	1%	9%	6%	7%
% International	44%	43%	43%	42%	42%	41%
Transaction expense	\$2,952	\$2,817	\$3,044	\$2,988	\$3,324	\$3,283
Transaction and credit loss	\$350	\$369	\$448	\$367	\$388	\$442
<b>Volume-based expenses</b>	<b>\$3,302</b>	<b>\$3,186</b>	<b>\$3,492</b>	<b>\$3,355</b>	<b>\$3,712</b>	<b>\$3,725</b>
Customer support and operations	\$472	\$455	\$469	\$453	\$468	\$412
Sales and marketing	\$573	\$491	\$499	\$463	\$432	\$348
Technology and development	\$624	\$610	\$626	\$628	\$632	\$557
General and administrative	\$440	\$398	\$418	\$415	\$446	\$398
<b>Non-transaction related expenses</b>	<b>\$2,109</b>	<b>\$1,954</b>	<b>\$2,012</b>	<b>\$1,959</b>	<b>\$1,978</b>	<b>\$1,715</b>
<b>Total Operating Expenses<sup>(1)</sup></b>	<b>\$5,411</b>	<b>\$5,140</b>	<b>\$5,504</b>	<b>\$5,314</b>	<b>\$5,690</b>	<b>\$5,440</b>
Y/Y Growth	17%	18%	20%	13%	5%	6%
<b>Non-GAAP Op. Income<sup>(1)</sup></b>	<b>\$1,507</b>	<b>\$1,343</b>	<b>\$1,302</b>	<b>\$1,532</b>	<b>\$1,693</b>	<b>\$1,600</b>
<b>Non-GAAP Op. Margin %<sup>(1)</sup></b>	<b>22%</b>	<b>21%</b>	<b>19%</b>	<b>22%</b>	<b>23%</b>	<b>23%</b>
<b>Non-GAAP EPS<sup>(1)</sup></b>	<b>\$1.11</b>	<b>\$0.88</b>	<b>\$0.93</b>	<b>\$1.08</b>	<b>\$1.24</b>	<b>\$1.17</b>
Y/Y Growth	4%	(28%)	(19%)	(2%)	11%	33%
CAPEX	\$213	\$191	\$175	\$182	\$158	\$170
<b>Free Cash Flow<sup>(1,2)</sup></b>	<b>\$1,427</b>	<b>\$1,026</b>	<b>\$1,075</b>	<b>\$1,573</b>	<b>\$1,433</b>	<b>\$1,000</b>

(1) Non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margin, non-GAAP EPS, and free cash flow are non-GAAP financial measures. Please see the Supplemental Information for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.

(2) Reflects the impact of reclassification as described in our earnings press release dated February 9, 2023.



# Hedging impacts and credit reserve builds and releases

(in millions, except %)

## Hedging Impacts<sup>(1)</sup>

Favorable (unfavorable) impact to net revenues (exclusive of hedging impact)

Hedging impact

Favorable (unfavorable) impact to net revenues

Favorable (unfavorable) impact to operating expense

Net favorable (unfavorable) impact to operating income

	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23
\$	(48)	\$ (123)	\$ (242)	\$ (307)	\$ (277)	(139)
	2	47	107	156	152	76
	(46)	(76)	(135)	(151)	(125)	(63)
	22	57	131	162	142	78
\$	(24)	\$ (19)	\$ (4)	\$ 11	\$ 17	\$ 15

## Credit net charge-offs, reserve builds (releases) and credit losses

Net charge-offs<sup>(2)</sup>

Reserve build (release)<sup>(3)</sup>

Credit Losses

\$	53	\$ 52	\$ 60	\$ 69	\$ 86	110
	(9)	(5)	8	44	88	32
\$	44	\$ 47	\$ 68	\$ 113	\$ 174	\$ 142

(1) Foreign currency movements relative to the US dollar. We calculate the year-over-year impact of foreign currency movements on our business using prior period foreign currency exchange rates applied to current period transactional currency amounts.

(2) Net charge-offs includes the principal charge-offs partially offset by recoveries for consumer and merchant receivables.

(3) Reserve build (release) represents change in allowance for principal receivables excluding foreign currency remeasurement.

# Reconciliation of GAAP Operating Expenses to Non-GAAP Operating Expenses

(In Millions/Unaudited)	Note	Three Months Ended										Year Ended December 31,				
		March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021	December 31, 2020	2022	2021	2020		
GAAP operating expenses:																
Transaction expense		\$ 3,283	\$ 3,324	\$ 2,988	\$ 3,044	\$ 2,817	\$ 2,952	\$ 2,564	\$ 2,524	\$ 2,275	\$ 2,330	\$ 12,173	\$ 10,315	\$ 7,934	(a)	Stock-based compensation expense.
Transaction and credit losses		442	388	367	448	369	350	268	169	273	366	1,572	1,060	1,741		
Customer support and operations		488	541	509	536	534	532	504	521	518	507	2,120	2,075	1,778		
Sales and marketing		436	524	544	595	594	666	549	628	602	605	2,257	2,445	1,861	(b)	Employer payroll taxes on stock-based compensation.
Technology and development		721	822	801	815	815	796	755	746	741	732	3,253	3,038	2,642		
General administrative		507	515	463	514	607	570	498	522	524	569	2,099	2,114	2,070		
Restructuring and other changes		164	25	56	90	36	2	1	1	58	44	207	62	139	(c)	Amortization of acquired intangible assets.
Total operating expenses		\$ 6,041	\$ 6,139	\$ 5,728	\$ 6,042	\$ 5,772	\$ 5,868	\$ 5,139	\$ 5,111	\$ 4,991	\$ 5,153	\$ 23,681	\$ 21,109	\$ 18,165		
Non-GAAP operating expense adjustments:																
Customer support and operations	(a)	(72)	(73)	(56)	(67)	(73)	(58)	(56)	(77)	(72)	(71)	(269)	(263)	(250)	(e)	Acquisition-related transaction expense.
	(b)	(4)	—	—	—	(6)	(2)	(1)	(3)	(16)	(1)	(6)	(22)	(9)		
Sales and marketing	(a)	(43)	(37)	(27)	(42)	(45)	(41)	(38)	(48)	(48)	(41)	(151)	(175)	(172)	(f)	Award for a legal proceeding and expenses related to pre-acquisition contingencies of an acquired company.
	(b)	(4)	—	—	(1)	(5)	(1)	(2)	(5)	(13)	(1)	(6)	(21)	(12)		
	(c)	(41)	(55)	(54)	(53)	(53)	(51)	(39)	(39)	(38)	(40)	(215)	(167)	(170)		
Technology and development	(a)	(148)	(132)	(115)	(129)	(136)	(112)	(117)	(147)	(139)	(145)	(512)	(515)	(529)	(g)	Asset impairment charges for right-of-use lease assets and related leasehold improvements in conjunction with exiting certain leased properties, charges associated with early lease termination, a charge associated with exiting a leased property and a loss incurred upon designation of an owned property as held for sale.
	(b)	(7)	—	—	(1)	(12)	(2)	—	(5)	(34)	(2)	(13)	(41)	(21)		
	(c)	(9)	(58)	(58)	(59)	(57)	(58)	(64)	(63)	(61)	(61)	(232)	(246)	(252)		
General administrative	(a)	(94)	(66)	(41)	(88)	(188)	(120)	(100)	(129)	(119)	(130)	(383)	(468)	(460)		
	(b)	(8)	—	—	(1)	(14)	(3)	(2)	(3)	(26)	(4)	(15)	(34)	(19)		
	(c)	(7)	(3)	(7)	(7)	(7)	(7)	(7)	(7)	(7)	(7)	(24)	(28)	(28)		
	(e)	—	—	—	—	—	—	—	—	—	—	—	—	(20)		
	(f)	—	—	—	—	—	—	—	—	—	—	—	—	(18)		
Restructuring and other charges	(d)	(117)	(8)	(23)	(71)	(20)	—	—	5	(32)	(35)	(122)	(27)	(109)	(g)	
	(g)	(47)	(17)	(33)	(19)	(16)	(2)	(1)	(6)	(26)	(9)	(85)	(35)	(30)		
Total operating expenses		\$ (601)	\$ (449)	\$ (414)	\$ (538)	\$ (632)	\$ (457)	\$ (427)	\$ (527)	\$ (631)	\$ (547)	\$ (2,033)	\$ (2,042)	\$ (2,099)		
Non-GAAP operating expenses:																
Transaction expense		3,283	3,324	2,988	3,044	2,817	2,952	2,564	2,524	2,275	2,330	\$ 12,173	\$ 10,315	\$ 7,934		
Transaction and credit losses		442	388	367	448	369	350	268	169	273	366	1,572	1,060	1,741		
Customer support and operations		412	468	453	469	455	472	447	441	430	435	1,845	1,790	1,519		
Sales and marketing		348	432	463	499	491	573	470	536	503	523	1,885	2,082	1,507		
Technology and development		557	632	628	626	610	624	574	531	507	524	2,496	2,236	1,840		
General and administrative		398	446	415	418	398	440	389	383	372	428	1,677	1,584	1,525		
Total operating expenses		\$ 5,440	\$ 5,690	\$ 5,314	\$ 5,504	\$ 5,140	\$ 5,411	\$ 4,712	\$ 4,584	\$ 4,360	\$ 4,606	\$ 21,648	\$ 19,067	\$ 16,066		



# Reconciliation of GAAP Net Revenues to Non-GAAP Net Revenues, GAAP Operating Income to Non-GAAP Operating Income, and GAAP Operating Margin to Non-GAAP Operating Margin

(In Millions, Except Percentages/ Unaudited)	Three Months Ended										Year Ended December 31,					
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021	December 31, 2020	2022	2021	2020	2019	2017	2015
GAAP net revenues	\$ 7,040	\$ 7,383	\$ 6,846	\$ 6,806	\$ 6,483	\$ 6,918	\$ 6,182	\$ 6,238	\$ 6,033	\$ 6,116	\$ 27,518	\$ 25,371	\$ 21,454	\$ 17,772	\$ 13,098	\$ 9,248
Non-GAAP adjustment <sup>(1)</sup>	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(39)	—
Non-GAAP net revenues	\$ 7,040	\$ 7,383	\$ 6,846	\$ 6,806	\$ 6,483	\$ 6,918	\$ 6,182	\$ 6,238	\$ 6,033	\$ 6,116	\$ 27,518	\$ 25,371	\$ 21,454	\$ 17,772	\$ 13,059	\$ 9,248
GAAP operating income	999	1,244	1,118	764	711	1,050	1,043	1,127	1,042	963	3,837	4,262	3,289	2,719	2,127	1,461
Stock-based compensation expense and related employer payroll taxes	380	308	239	329	479	339	316	417	467	395	1,355	1,539	1,472	1,104	761	356
Amortization of acquired intangible assets	57	116	119	119	117	116	110	109	106	108	471	441	450	211	129	85
Restructuring	117	8	23	71	20	—	—	(5)	32	35	122	27	109	78	40	48
Other	47	17	33	19	16	2	1	6	26	9	85	35	48	16	(302)	—
Separation	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15
Acquisition-related transaction expense	—	—	—	—	—	—	—	—	—	—	—	—	20	3	—	10
Total non-GAAP operating income adjustments	601	449	414	538	632	457	427	527	631	547	2,033	2,042	2,099	1,412	628	514
Non-GAAP operating income	\$ 1,600	\$ 1,693	\$ 1,532	\$ 1,302	\$ 1,343	\$ 1,507	\$ 1,470	\$ 1,654	\$ 1,673	\$ 1,510	\$ 5,870	\$ 6,304	\$ 5,388	\$ 4,131	\$ 2,755	\$ 1,975
GAAP operating margin	14.2 %	16.8 %	16.3 %	11.2 %	11.0 %	15.2 %	16.9 %	18.1 %	17.3 %	15.7 %	13.9 %	16.8 %	15.3 %	15.3 %	16.2 %	15.8 %
Non-GAAP operating margin	22.7 %	22.9 %	22.4 %	19.1 %	20.7 %	21.8 %	23.8 %	26.5 %	27.7 %	24.7 %	21.3 %	24.8 %	25.1 %	23.2 %	21.1 %	21.4 %

(1) Elimination of allowance on interest receivable due to the U.S. Consumer Credit receivables portfolio designation as held for sale.

# Reconciliation of GAAP Net Income (Loss) to Non-GAAP Net Income, GAAP Diluted EPS to Non-GAAP Diluted EPS, and GAAP Effective Tax Rate to Non-GAAP Effective Tax Rate

(In Millions, Except Percentages and Per Share Amount/Unaudited)	Three Months Ended								Year Ended December 31,							
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021	December 31, 2020	2022	2021	2020	2019	2017	2015
GAAP income before income taxes	\$ 1,074	\$ 1,110	\$ 1,578	\$ 49	\$ 629	\$ 706	\$ 1,165	\$ 1,356	\$ 872	\$ 1,859	\$ 3,366	\$ 4,099	\$ 5,065	\$ 2,998	\$ 2,200	\$ 1,488
GAAP income tax expense (benefit)	279	189	248	390	120	(95)	78	172	(225)	292	947	(70)	863	539	405	260
GAAP net income (loss)	795	921	1,330	(341)	509	801	1,087	1,184	1,097	1,567	2,419	4,169	4,202	2,459	1,795	1,228
Non-GAAP adjustments to net income:																
Non-GAAP operating income adjustments (see table above)	601	449	414	538	632	457	427	527	631	547	2,033	2,042	2,099	1,412	628	514
(Gains) losses on strategic investments	(48)	141	(495)	672	(14)	290	(173)	(283)	120	(941)	304	(46)	(1,914)	(208)	—	—
Other certain significant gains, losses, or charges	18	(21)	—	431	—	—	43	(7)	—	—	410	36	242	230	224	—
Separation (Other income (expense), net)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(12)
Tax effect of non-GAAP adjustments	(40)	(73)	5	(221)	(95)	(229)	(65)	(59)	(393)	108	(384)	(746)	(24)	(371)	(329)	(142)
Non-GAAP net income	\$ 1,326	\$ 1,417	\$ 1,254	\$ 1,079	\$ 1,032	\$ 1,319	\$ 1,319	\$ 1,362	\$ 1,455	\$ 1,281	\$ 4,782	\$ 5,455	\$ 4,605	\$ 3,522	\$ 2,318	\$ 1,588
Shares used in diluted share calculation:																
GAAP	1,134	1,144	1,157	1,158	1,172	1,183	1,187	1,186	1,190	1,191	1,158	1,186	1,187	1,188	1,221	1,229
Non-GAAP	1,134	1,144	1,157	1,160	1,172	1,183	1,187	1,186	1,190	1,191	1,158	1,186	1,187	1,188	1,221	1,229
Net income (loss) per diluted share:																
GAAP	\$ 0.70	\$ 0.81	\$ 1.15	\$ (0.29)	\$ 0.43	\$ 0.68	\$ 0.92	\$ 1.00	\$ 0.92	\$ 1.32	\$ 2.09	\$ 3.52	\$ 3.54	\$ 2.07	\$ 1.47	\$ 1.00
Non-GAAP	\$ 1.17	\$ 1.24	\$ 1.08	\$ 0.93	\$ 0.88	\$ 1.11	\$ 1.11	\$ 1.15	\$ 1.22	\$ 1.08	\$ 4.13	\$ 4.60	\$ 3.88	\$ 2.96	\$ 1.90	\$ 1.29
GAAP effective tax rate	26 %	17 %	16 %	796 %	19 %	(13)%	7 %	13 %	(26)%	16 %	28 %	(2)%	17 %	18 %	18 %	17 %
Tax effect of non-GAAP adjustments to net income	(7)%	— %	— %	(782)%	(2)%	22 %	— %	2 %	36 %	(3)%	(12)%	13 %	(5)%	(2)%	— %	3 %
Non-GAAP effective tax rate	19 %	17 %	16 %	14 %	17 %	9 %	7 %	15 %	10 %	13 %	16 %	11 %	12 %	16 %	18 %	20 %



# Reconciliation of Operating Cash Flow to Free Cash Flow

(In Millions/Unaudited)	Three Months Ended										Year Ended December 31,					
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021	December 31, 2020	2022	2021	2020	2019	2017	2015
Net cash provided by operating activities <sup>(1)</sup>	\$ 1,170	\$ 1,591	\$ 1,755	\$ 1,250	\$ 1,217	\$ 1,640	\$ 1,308	\$ 1,277	\$ 1,572	\$ 1,575	\$ 5,813	\$ 5,797	\$ 6,219	\$ 4,240	\$ 2,569	\$ 2,546
Less: Purchases of property and equipment	(170)	(158)	(182)	(175)	(191)	(213)	(227)	(247)	(221)	(226)	(706)	(908)	(866)	(704)	(667)	(722)
Free cash flow	1,000	1,433	1,573	1,075	1,026	1,427	1,081	1,030	1,351	1,349	5,107	4,889	5,353	3,536	1,902	1,824

(1) Reflects the impact of reclassification as described in our earnings press release dated February 9, 2023.

## Q2-23 and FY-23 GAAP and Non-GAAP Guidance

	Three Months Ending June 30, 2023	
	GAAP	Non-GAAP <sup>(a)</sup>
Revenue Growth Rate (Spot)	~6.5%-7%	~6.5%-7%
Revenue Growth Rate (FXN)	N/A	~7.5%-8%
Diluted EPS \$	\$0.81-\$0.83	\$1.15-\$1.17

	Twelve Months Ending December 31, 2023	
	GAAP	Non-GAAP <sup>(b)</sup>
Diluted EPS \$	~\$3.42	~\$4.95

(a) Estimated non-GAAP amounts for the three months ended June 30, 2023, reflect adjustments of approximately \$450 million, primarily representing estimated stock-based compensation expense and related payroll taxes of approximately \$390 million

(b) Estimated non-GAAP amounts for the twelve months ended December 31, 2023, reflect adjustments of approximately \$2.0 billion, primarily representing estimated stock-based compensation expense and related payroll taxes of approximately \$1.6 billion, and restructuring charges of approximately \$117 million that occurred in Q1-23

# Definitions

Our key metrics are calculated using internal company data based on the activity we measure on our payments platform and compiled from multiple systems, including systems that are internally developed or acquired through business combinations. While the measurement of our key metrics is based on what we believe to be reasonable methodologies and estimates, there are inherent challenges and limitations in measuring our key metrics globally at our scale. The methodologies used to calculate our key metrics require judgment.

We regularly review our processes for calculating these key metrics, and from time to time we may make adjustments to improve the accuracy or relevance of our metrics. For example, we continuously apply models, processes, and practices designed to detect and prevent fraudulent account creation on our platforms, and work to improve and enhance those capabilities. When we detect a significant volume of illegitimate activity, we generally remove the activity identified from our key metrics. Although such adjustments may impact key metrics reported in prior periods, we generally do not update previously reported key metrics to reflect these subsequent adjustments unless the retrospective impact of process improvements or enhancements is determined by management to be material.

**Active Accounts:** An active account is an account registered directly with PayPal or a platform access partner that has completed a transaction on our platform, not including gateway-exclusive transactions, within the past 12 months. A platform access partner is a third party whose customers are provided access to PayPal's platform or services through such third party's login credentials, including individuals and entities that utilize Hyperwallet's payout capabilities. A user may register on our platform to access different products and may register more than one account to access a product. Accordingly, a user may have more than one active account. The number of active accounts provides management with additional perspective on the overall scale of our platform, but may not have a direct relationship to our operating results.

**Daily Active Accounts:** Daily Active Accounts "DAA" represent the number of Active Accounts that have completed a transaction using our core PayPal payments products and services, including person-to-person payments transfers and checkout transactions, on a given day. DAA is presented as the average daily active accounts during the designated period.

**Number of Payment Transactions:** Number of payment transactions are the total number of payments, net of payment reversals, successfully completed on our payments platform or enabled by PayPal via a partner payment solution, not including gateway-exclusive transactions.

**Number of Payment Transactions per Active Account:** Number of payment transactions per active account or "TPA" reflects the total number of payment transactions within the previous 12-month period, divided by active accounts at the end of the period. The number of payment transactions per active account provides management with insight into the average number of times an account engages in payments activity on our payments platform in a given period. The number of times a consumer account or a merchant account transacts on our platform may vary significantly from the average number of payment transactions per active account.

**Total Payment Volume:** Total Payment Volume or "TPV" is the value of payments, net of payment reversals, successfully completed on our payments platform, or enabled by PayPal via a partner payment solution, not including gateway-exclusive transactions.

**Total Take Rate:** Total take rate is total revenue divided by TPV.

**Transaction Take Rate:** Transaction take rate is transaction revenue divided by TPV.

**Transaction Expense Rate:** Transaction expense rate is transaction expense divided by TPV.

**Transaction and Credit Loss Rate:** Transaction and credit loss rate is transaction and credit losses divided by TPV.

**Transaction Margin:** Transaction margin is total revenue less transaction expense and transaction and credit losses, divided by total revenue.





