

ACAMS

2024 Investor Day



WENDEL

Investing *for the long term*

2024

ACAMS 

Enabling the fight
against financial crime





\$338m
equity invested in 2022

98.4%
equity stake

Leading global membership and training organization for anti-financial crime (“AFC”) professionals

- Carve-out from Adtalem in March 2022; separation complete in 2023
- Mission-driven organization addressing the global proliferation of financial crime
- Increasing regulatory complexity and cost of non-compliance
- Strong brand and reputation with customers and regulators
- Convening power of conferences, chapters, and webinars
- Thought leader at the center of the anti-financial crime ecosystem
- Growth through geographic expansion, new segment penetration, and product development
- Opportunity to professionalize business, grow top line, and improve margins

— Introduction to ACAMS CEO and COO



Neil Sternthal
CEO

- Joined ACAMS as CEO in January 2024
- Previously MD, Global & Large Law Firms at Thomson Reuters (NYSE: TRI)
- Global experience serving government and financial services customers



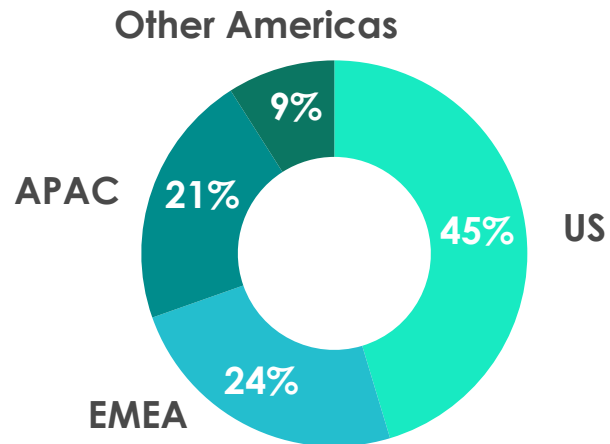
Mariah Gause
COO

- Joined ACAMS in 2020 and COO since 2022
- 20 years of operational finance experience
- Previously with Health Care Services Corporation, General Electric, and Experian

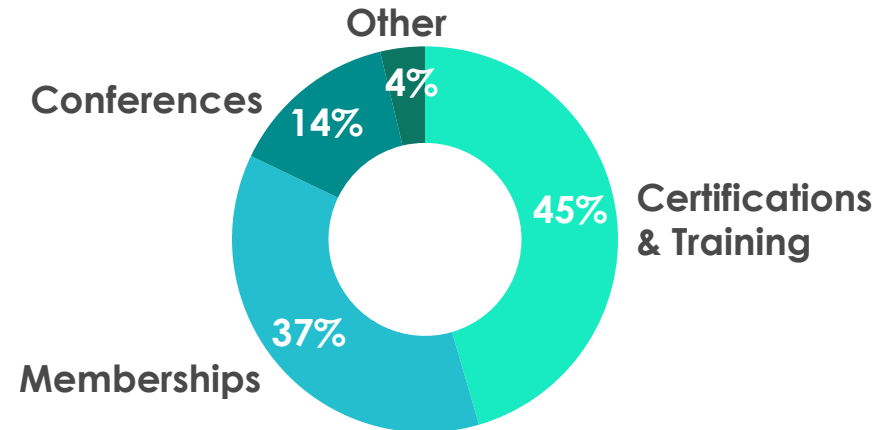
— ACAMS: Heart of the Global Anti-Financial Crime Community

- 115K members across 190 jurisdictions (2022-24 membership growth of 7% p.a.)
- Gold-standard certifications, training, and proprietary AFC content including anti-money laundering, sanctions, and fraud
- Customer base of Regulated, Regulators, Law Enforcement, Tech Vendors & Consultants
- ~300 employees globally

Revenue by Geography⁽¹⁾



Revenue by Product⁽¹⁾



(1) As of YTD September 2024.

— Global Market – Addressing Growing Threats

- Total **anti-financial crime spend of >\$200 billion**, expected to grow at over 15% p.a.⁽¹⁾
- Key drivers include:
 - **Growing threat** environment: cyber-enabled fraud, pace of regulatory change in AML and sanctions
 - **Regulatory perimeter expansion** into new industries as well as **increased enforcement**
 - **Geopolitics**
 - US federal administration change
 - Sanctions – Middle East, China, Russia

**\$5 Trillion – Fraud Losses⁽²⁾,
of which 85% from cyber-enabled crime**

**\$3 Trillion – Illicit Proceeds
Laundered⁽³⁾**

\$25 Billion – Regulatory Fines⁽⁴⁾

25% Growth in Sanctions⁽⁵⁾

ACAMS is at the intersection of commerce, regulation, and national security

— How We Serve the Global AFC Community Today

Educate



Certifications



Training Certificates



AFC Academy

Industry-leading Certifications across AML, Sanctions, Fraud

AFC Academy

- Comprehensive and configurable training program for AFC teams

Inform



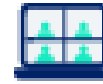
News & Editorial



Regulatory & Legal Updates



Thought Leadership



Webinars

Memberships with access to real-time information for AFC practitioners

News & Editorial

- Award-winning AFC magazine

Thought Leadership

Convene



Conferences



Round Tables



Chapters

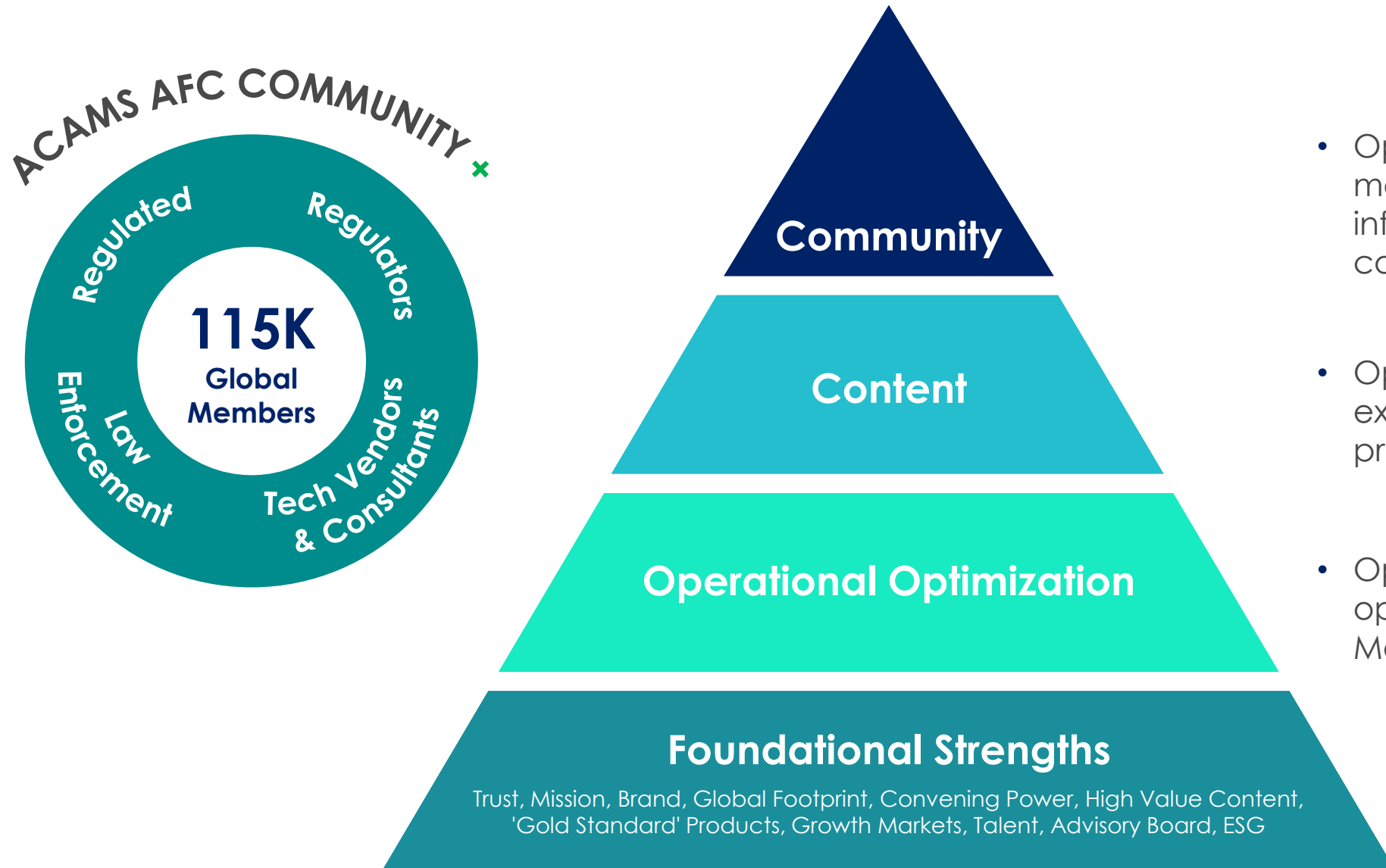
Global portfolio of 16 conferences and **>65 chapters**

Sponsorship & Exhibitor partners

Central gathering hub for the global AFC community (Regulated, Regulators, Law Enforcement, others)

115K Members Across the Global AFC Community

— ACAMS AFC Community & Potential



- Opportunity to expand membership and sphere of influence in global AFC community
- Opportunity to improve and expand access to trusted, proprietary content
- Opportunity to transform operational and Sales & Marketing effectiveness

— Key 2024 Changes & 2025 Priorities to Drive Growth-Focused Vision & Strategy

2024 Key Changes



People & Organizational Alignment

- **Transformation of Executive Team:** CEO, CFO, Chief Revenue Officer, Head of Marketing, & APAC Head
- **Alignment of talent with new growth strategy**
- **New Global Headquarters:** Washington, DC



Investment in Product & Technology

- **New Product Launch:** Anti-fraud certification (CAFS) in response to robust market demand
- **Technology:** Tech-enablement of products and operations, new Learning Management System



Resource Management

- **Cost Discipline:** Realization of in-year and ongoing organizational efficiencies, best shoring
- **Resource Optimization:** Focus on best growth opportunities

2025 Priorities

Organizational & Sales Transformation

- **Cross-functional Collaboration:** Breaking down silos to align with growth strategy
- **Go-To-Market Transformation:** Bifurcation of B2B and B2C sales organizations, enhanced enterprise sales, e-commerce

Product Development & Technology Adoption

- **Product:** Expand Fraud offerings, next-gen anti-money laundering certification (CAMS)
- **Tech Innovation:** Accelerated application of new technologies (including AI) to content and operations

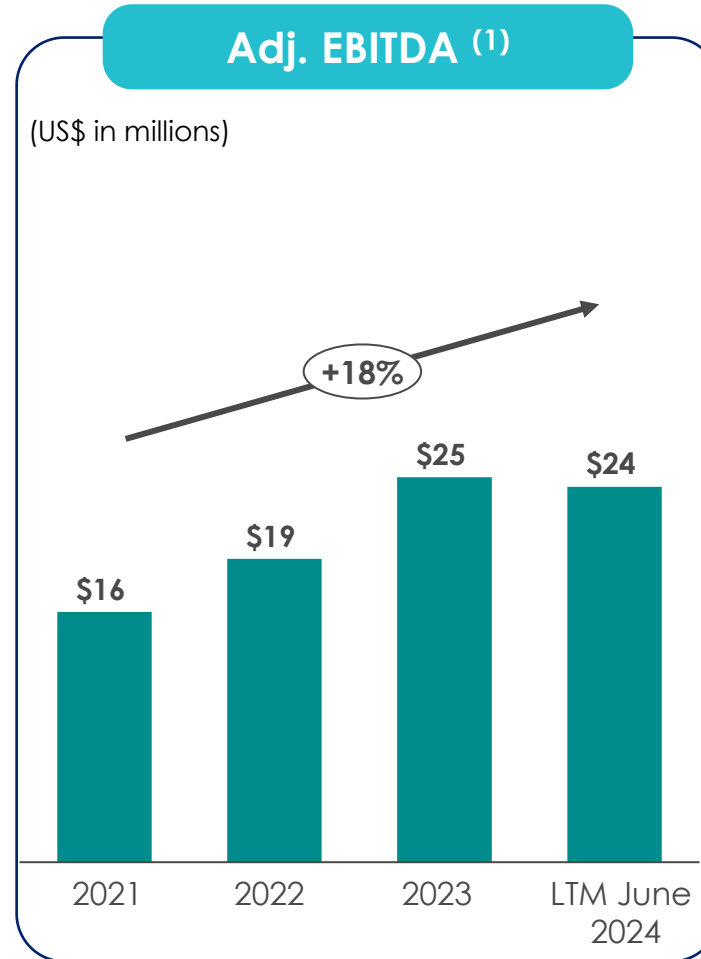
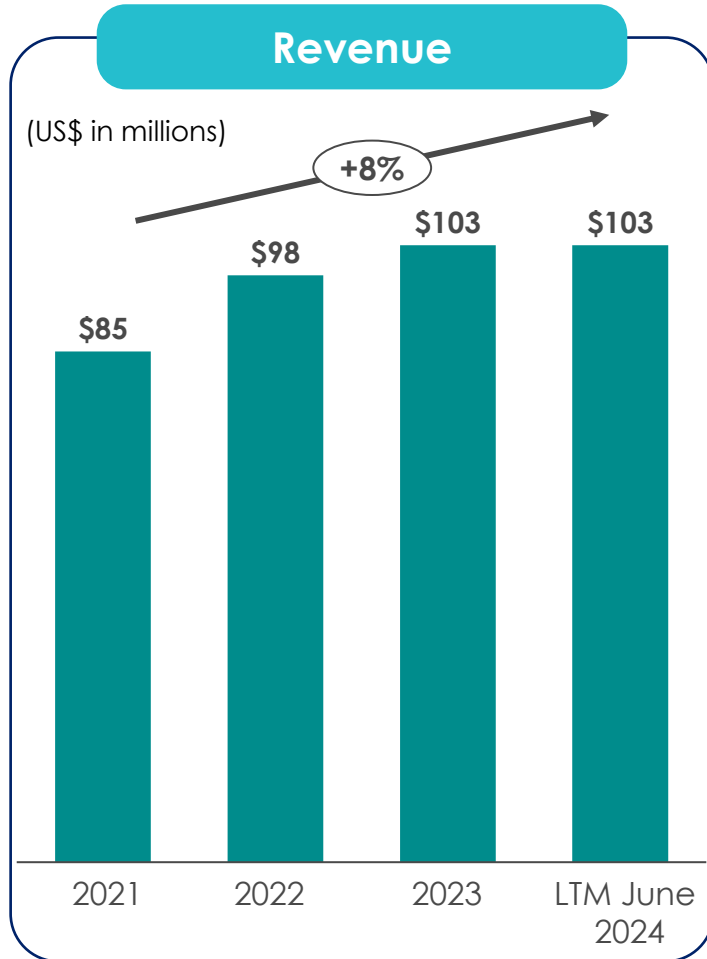
Market Expansion & Penetration

- **Pursue Growth Opportunities:** Expand with global and large banks, non-financial customers, Fraud
- **Invest in APAC Growth Strategy**

Financial Performance

2024 is a year of transformation, setting the stage for accelerated growth

2021- LTM June 2024



LTM June 2024

LTM June 2024 Revenue

\$103M

Represents 3% YoY growth

LTM June 2024 Adj. EBITDA⁽¹⁾

\$24M

Represents 23% margin

LTM June 2024 Adj. EBITDA is slightly below FY 2023 due to ongoing investments in people, systems, and organizational alignment to accelerate long-term growth and profitability.

(1) EBITDA including IFRS 16.

— Key Opportunities for Growth & Margin Expansion

Key Growth Opportunities

- **Global Market Expansion:** Global and large banks, non-financial customers, Fraud
- **Innovation:** Application of technology to content to expose its full value to marketplace
- **Community:** Providing insights and analytics to expanded membership base
- **Go-To-Market Transformation:** Enhanced enterprise subscription model, e-commerce sales

Key Margin Expansion Opportunities

- **Organizational Optimization:**
Drive scalable growth by leveraging talent, technology, and digital infrastructure
- **Cost Discipline:**
Realization of organizational efficiencies
- **Resource Optimization:**
Focus resources on best growth opportunities

Mission-driven, trusted, global organization enabling the fight against financial crime

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Q&A

