

# Boku

## Contract with Amazon Japan

Building on from its agreement to support local payment methods for Amazon Prime Video in South-East Asia, Boku has signed a separate contract with Amazon Japan to support e-commerce sales. The service has gone live and, while we expect minimal impact in FY24, we expect the contract to support our growth forecasts for FY25 and FY26. The contract represents a further strengthening of the relationship with Amazon and highlights Boku's ability to support a wide range of transaction types over and above digital content.

Year end	Revenue (\$m)	EBITDA* (\$m)	Diluted EPS* (c)	DPS (\$)	P/E (x)	EV/EBITDA (x)
12/22	63.8	20.2	3.9	0.0	63.1	31.2
12/23	82.7	25.8	5.6	0.0	44.8	24.5
12/24e	96.6	30.6	6.8	0.0	36.9	20.7
12/25e	107.1	35.8	7.7	0.0	32.4	17.7

Note: \*EBITDA and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

In September 2022, Boku signed a contract (minimum three years) to supply its digital wallet and other local payment methods to Amazon, specifically to process payments for Amazon Prime Video subscriptions for customers located in certain countries in South-East Asia and Africa. Today the company has announced that it has signed a separate contract with Amazon Japan to support the processing of payments made with digital wallets or other local payment methods through the amazon.co.jp website. This expands the types of transactions that Boku processes for Amazon from digital content to any item that can be sold via the Amazon Japan website, substantially increasing its addressable market. Revenue from the new agreement will be based on the transaction value processed and this revenue will contribute towards the vesting of warrants (see [original agreement](#) for details). We maintain our estimates, with the contribution from this new contract underpinning our FY25 and FY26 growth forecasts.

Contract announcement

Software and comp services

13 November 2024

**Price** **187.5p**

**Market cap** **£563m**

\$1.27:£1

Net cash (\$m) at end-H124 148.5

Shares in issue 300.5m

Free float 93%

Code BOKU

Primary exchange AIM

Secondary exchange N/A

### Share price performance



### Business description

Boku operates a billing platform that connects merchants with mobile network operators and local payment methods in more than 70 countries. It has c 450 employees, with its main offices in the US, UK, Estonia, Germany and India.

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