



Wirecard AG

Full Year Results 2014

Press- and Analyst Conference

Aschheim, 8 April 2015

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1. Key Figures / Highlights

Key Figures 2014

			2014	2013	Change
Results	Transaction Volume	EUR bn	34.3	26.7	28%
	Revenues	EUR mn	601.0	481.7	25%
	EBITDA	EUR mn	172.9	126.0	37%
	EBIT adjusted*	EUR mn	150.4	108.9	38%
	EBIT	EUR mn	132.9	98.5	35%
	Earnings after taxes	EUR mn	107.9	82.7	30%
	Operating Cash Flow**	EUR mn	144.0	107.5	34%
	Earnings per share (undiluted)	EUR	0.89	0.74	20%

* Adjusted by PPA incurred amortisation

** Consolidated Cash Flow from operating activities (adjusted)

Diversified Customer Portfolio – Target Industries

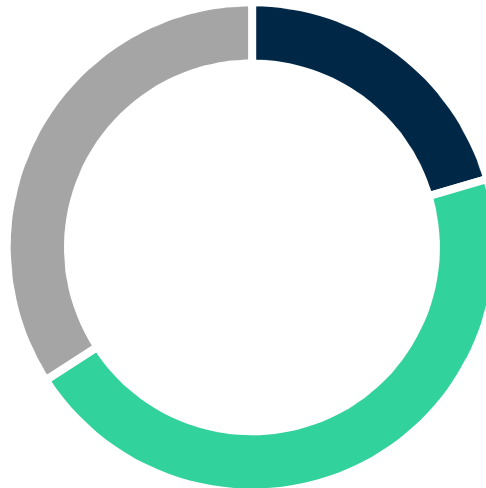
In fiscal year 2014 the transaction volume* amounted to EUR 34.3 billion (+28.5% yoy). Thereof EUR 7.4 billion (21.6% from total volume) was generated in Asia.

On average, the break-down according to our target industries in the course of fiscal year 2014 was as follows:

34.1%

**Digital Goods
(33% sales share)**

Downloads (Music / Software)
Games
Apps / SaaS
Sports betting / Poker



20.5%

**Travel & Mobility
(16% sales share)**

Airlines / Hotel chains
Travel sites / Tour operators
Cruise lines / Ferries
Car rental and transportation companies

45.4%

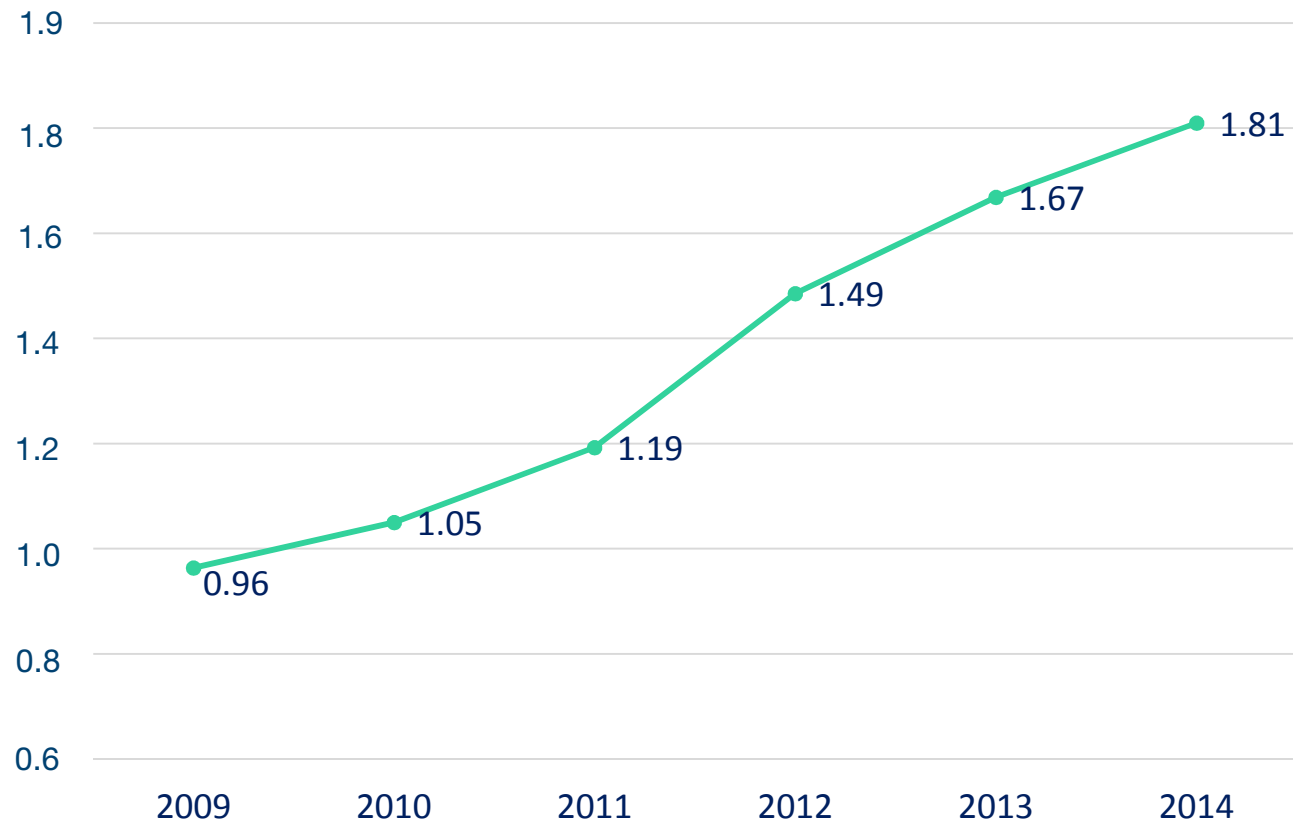
**Consumer Goods
(51% sales share)**

Distance trade (mail order) and brick and mortar shops
All sales channels – in each case physical products

* Transaction volume: basically acceptance and issuing means of payment along with associated value added services

Average Transaction Volume per Merchant 2009 - 2014

in mn EUR



Operative Highlights 2014

Strong customer gains e.g.:

KLM (Royal Dutch Airlines)

Qatar Airways (oneworld-member)

Hahn Air (German scheduled airline that specialises in sales services for other airlines)

Onur Air (private Turkish airline)

Alltours (tour operator)

Airport Verona (Airport ticketing)

Airport Vienna (Airport ticketing)

Mammut (producer of outdoor clothing and mountaineering sports)

Sioux (shoe manufactory)

Vileda (specialist for household cleaning products)

Flyeralarm (European B2B online printer)

Pelikan (paper-, office- and stationary quality products)

Westwing (online shopping club for home & living furniture)

La Prairie Group (Beiersdorf Group)

zooplus AG (online retailer in Europe for domestic pet supplies)

MyID Travel from Lufthansa Systems (electronic and cost efficient ticketing for employees)

Focus Magazin Verlag (news magazine)

Fit for Fun Verlag (internet fitness portal)

SoftwareONE (global software licensing company)

Sky Deutschland (pay TV market leader in Germany and Austria)

myDays (online event couponing platform)

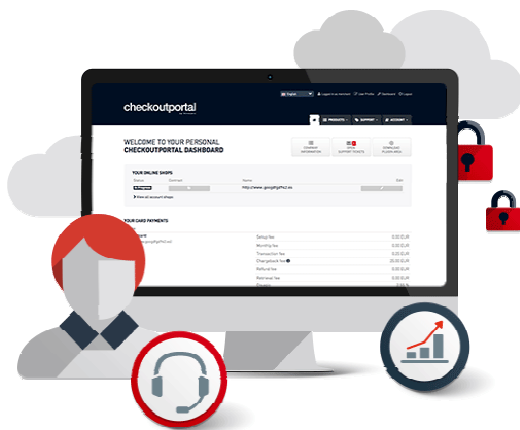
Operative Highlights 2014

- **Demandware LINK:** Wirecard supports international companies in the textile and clothing industry in their e-commerce expansion as a Certified LINK technology partner of Demandware.
- **Amadeus IT Group:** Cooperation in the payment area with Amadeus IT Group, a leading technology partner for the global travel sector.
- **BASE Wallet:** Wirecard provides the mobile operator brand BASE with a prepaid mobile payment card (digital Maestro card) for its Wallet.
- **Deutsche Telekom MyWallet:** Wirecard is the technical service provider for Telekom's MyWallet Card in Germany and Slovakia.
- **Cooperation with Rocket Internet:** Using Wirecard's global multi-channel platform, Rocket Internet's online companies will be able to offer international payment acceptance, acquiring and payment processes with the corresponding fraud prevention solutions.
- **Vodafone SmartPass:** Launch in the Netherlands, Spain, Germany and in the UK. Vodafone SmartPass is available in transport services of the British Organisation Transport for London. Users of Vodafone Smartpass pay contactless in the London Underground, the Docklands Light Railway, London Buses, Trams and National Rail Services. They are furthermore able to pass the gates with Vodafone SmartPass, which is a relevant advantage for the users.



Operative Highlights 2014

- **Bijlipay:** Wirecard is providing the technology for Skilworth Technologies Private Limited to introduce its white-label mPOS solution to the Indian market, based on Chip & PIN technology.
- **Lexware:** Wirecard is supporting the software manufacturer Lexware, part of the Haufe Group, in the expansion of its lexoffice eco-system with comprehensive payment and additional value functions on a white label basis. With the flexible mobile card reader programme from Wirecard, Lexware is now in a position to offer its customers a mobile, cashless form of payment processing for EC cards for the first time. Since November 2014, Lexware offers additionally a Chip & PIN mPOS solution for the acceptance of credit cards.
- **Wirecard Checkout Portal: Easy online-setup in real-time**



A fully automated solution for the rapid configuration:

Small and medium-sized companies and private sellers who require quick and easy access to all commonly used international payment methods. Also Internet market places can use the online configurator as a co-brand or white label solution. Every month substantial numbers of new merchants are accessing the Wirecard Checkout Portal.

Operative Highlights YTD

TransJakarta Busway

Wirecard's Indonesian subsidiary PT Prima Vista Solusi supports TransJakarta Busway with an electronic ticketing system using innovative POS terminal solutions. Passengers of the Busway can pay their ticket using stored-value contactless cards or their NFC-enabled mobile phone. Wirecard provides the payment infrastructure and services, as well as the integration to participating financial institutions.



Cooperation with Vietnam Eximbank

Wirecard's Singapore subsidiary Trans Infotech Pte. Ltd. cooperates with Vietnam Export Import Commercial Joint Stock Bank (Eximbank) in the field of mobile payment via innovative mPOS terminals. The new service to accept card transactions via smartphones or tablets is called "Eximbank's mPOS". It enables small and medium-sized enterprises to offer MasterCard, Visa or JCB card payments – anytime and anywhere. Wirecard manages the complete mPOS-lifecycle - the service includes card readers for magstripe and EMV-chip, an application with transaction overview, the complete terminal management as well as the operation of the mPOS payment gateway.

Operative Highlights YTD



Innovative Payment Wearable: tap & go

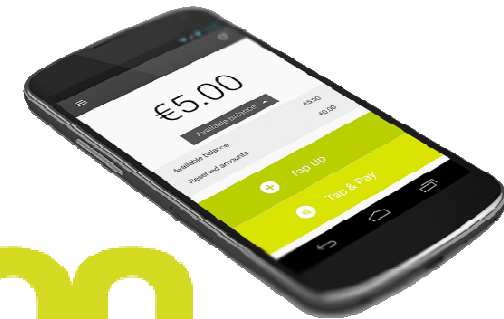
The Wirecard Smart Band with its contactless payment function is based on HCE technology. The user simply holds the intelligent wristband against the NFC payment terminal for a quick and contactless payment process. The payment transaction is displayed in real time on the screen of the Wirecard wearable device and on a smartphone app.



It can also be connected to numerous mobile services, such as loyalty schemes, and can be used as an admission control wristband. This is a perfect solution for cruise ships, festivals, holiday resorts, hotels, ski regions and theme parks.

Operative Highlights YTD

- **Payment with the smartphone: boon by Wirecard**
The mobile payment application is based on the new Wirecard payment brand, **boon**, which will be launched into the market in summer 2015. As a digital payment solution based on HCE, **boon** combines innovative payment functions, loyalty points and couponing as well as a range of personal finance services. The app communicates with point of sale terminals via NFC. Contactless payments will also be possible on smartphones when mobile data or Wi-Fi is offline.



- **Drillisch AG:** Wirecard and TecDAX listed Drillisch AG signed a mobile payment cooperation agreement. This agreement provides network-independent telecoms service provider, Drillisch, to offer Wirecard's "**boon**" brand mobile payment solution. The new service will be marketed by Drillisch's two subsidiaries, eteleon AG and yourfone GmbH.

Key Figures / Highlights



Acquisitions in 2014

3pay, Istanbul, Turkey	Amara Technology Africa Proprietary Ltd., Cape Town, South Africa	GFG Group Ltd., Auckland, New Zealand	Visa Processing Service, Singapore
<p>One of the leading mobile payment providers in Turkey with a service spectrum from mobile payment / direct carrier billing services to its own prepaid card platform.</p>	<p>Amara and its related companies provide acquiring- and issuing processing, acquiring reselling as well as prepaid program management services for a number of financial institutions in Africa.</p>	<p>A leading provider of innovative electronic payment solutions and services. GFG Group solutions are deployed in more than 20 countries at over 100 corporate customers, processing more than two million transactions daily by over 25 million card- and account-holders.</p>	<p>Acquisition of certain assets of Visa Processing Service (VPS) Singapore and all shares of Visa Processing Service (India) Private Ltd. Wirecard AG and Visa Inc. cooperate in prepaid card issuing, affirming their joint commitment to the growing prepaid markets in Asia-Pacific, Latin America, and other regions. Visa Processing Service is active in seven countries with a customer-base of 14 financial institutions and more than three million cardholders amongst more than 70 card programs.</p>
<p>Closing: 5th Nov. 2014</p>	<p>Closing: 4th Dec. 2014</p>	<p>Closing: 11th Dec. 2014</p>	
<p>Expected contribution to EBITDA of Wirecard Group in 2015:</p>	<p>Expected contribution to EBITDA of Wirecard Group in 2015:</p>	<p>Expected contribution to EBITDA of Wirecard Group in 2015:</p>	
<p>approx. EUR 1.7 million</p>	<p>approx. EUR 3.0 million</p>	<p>approx. EUR 3.5 million</p>	
<p>One-off integration costs: approx. EUR 1.0 mn</p>	<p>One-off integration costs: approx. EUR 0.5 mn</p>	<p>One-off integration costs: approx. EUR 1.0 mn</p>	<p>Closing: 23rd February 2015</p>

Key Figures / Highlights

Where we are



The background is a solid teal color. Overlaid on this are several sets of thin, white, wavy lines that create a sense of motion and depth, resembling a stylized, multi-layered wave or a series of overlapping, curved planes. The lines are most concentrated in the center and fade out towards the edges.

2. Products and Solutions

Products and Solutions



WIRECARD PLATFORM

END-TO-END SERVICES FOR ALL INDUSTRY VERTICALS <ul style="list-style-type: none"> Online, PoS, Mobile, Mail order, Telephone order (Moto) White-Label, Co-Branded, Wirecard-Branded 	RISK MANAGEMENT <ul style="list-style-type: none"> 360° risk management Automated fraud recognition Address verification Credit rating agency gateway Device fingerprinting Real-time rule-engine Bespoke decision logic Score cards Hotlists (black/white/grey) Connection to sanction lists and other relevant databases to combat money laundering and funding of terrorism Online and offline customer legitimisation processes (know your customer; KYC) in accordance with national regulations 	MULTI-CHANNEL PAYMENT GATEWAY <ul style="list-style-type: none"> More than 200 international payment networks (banks, payment solutions and card networks) All globally relevant payment solutions Tokenisation of sensitive payment data Industry-specific software solutions Real-time reporting and business intelligence tools across all sales channels (POS, e-Com, m-Com, etc.) Subscription management Billing and settlement plan (BSP) Automated dispute management White-label user and system interfaces One platform/interface for payments at POS, unattended, e-Commerce, m-Commerce/ carrier billing Automated merchant self-sign-up solution 	PAYMENT ACCEPTANCE SOLUTIONS <ul style="list-style-type: none"> Card acquiring/processing Card acceptance for Visa, MasterCard, JCB, American Express, Discover/Diners, Union Pay Payment acceptance of alternative payment solutions/processing Processing in all globally relevant currencies Settlement in 25 currencies Terminal software for payment and value-added services Terminal management solutions Biometric and „mini ATM“ solutions for emerging markets International white-label programme for mobile point of sale (mPOS) solutions 	ISSUING SOLUTIONS	MOBILE
	VALUE-ADDED SERVICES <ul style="list-style-type: none"> Transaction-independent coupon management system Connection to third party loyalty systems White-label merchant self-service platform for campaign management Loyalty and couponing services 	<ul style="list-style-type: none"> Standard issuing solutions Card-based issuing solutions Issuing solutions for mobile payments 	<ul style="list-style-type: none"> Mobile solutions 		
SERVICES <ul style="list-style-type: none"> Card personalisation Multilingual service team with vast expertise in providing support for financial products, available 24/7 Case management Payment guarantee Banking services for business and private customers Currency management Banking services for business and private customers Consolidated settlement and treasury services 	<ul style="list-style-type: none"> Payment terminal infrastructure service Credit risk and fraud management support BIN sponsorship Card programme management Merchant support Consultancy on global payment strategies Merchant and customer promotions for payment and value added services through own outbound callcenter 				

Products and Solutions

More than 19,000 merchants

WIRECARD PAYMENT SCHEMES



PAYMENT METHOD TYPES

- **ELECTRONIC FUNDS TRANSFER:** Direct Debit, Wire Transfer
- **ONLINE BANKING PAYMENTS:** Real-time bank transfer
- **ALTERNATIVE PAYMENT SCHEMES:** Wallet, Cash/Voucher, Online/Offline
- **MOBILE SERVICES:** Mobile payments
- **CARD PAYMENTS:** Credit Cards, Debit Cards

ASIA, ASIA PACIFIC

- MasterCard, Visa, American Express, JCB, Diners International/Discover, UnionPay
- Swift
- PayPal, Skrill Digital Wallet, MasterPass, Wire Transfer

Australia

- POLi

China

- Alipay

Indonesia

- mopay/Boku

Malaysia

- Maybank2u, CIMB Clicks

New Zealand

- POLi

Philippines

- Maybank2u, CIMB Clicks

Singapore

- Maybank2u, CIMB Clicks

Thailand

- mopay/Boku

AFRICA

- MasterCard, Visa, American Express, JCB, Diners International/Discover, UnionPay

- Swift

- PayPal, Skrill Digital Wallet, MasterPass, Wire Transfer

South Africa

- mopay/Boku

LATIN AMERICA

- MasterCard, Visa, American Express, JCB, Diners International/Discover, UnionPay

- Swift

- PayPal, Skrill Digital Wallet, MasterPass, Wire Transfer

Brazil

- Transferencia Bradesco, Debito Bradesco
- Boleto Bancário, Mercado Pago

Mexico

- mopay/Boku

NORTH AMERICA

- MasterCard, Visa, American Express, JCB, Diners International/Discover, UnionPay

- Swift

- PayPal, Skrill Digital Wallet, MasterPass, Wire Transfer

USA

- Apple Pay

Canada

- mopay/Boku

EUROPE, EAST. EUROPE, RUSSIA

- MasterCard, Visa, American Express, JCB, Diners International/Discover, UnionPay Maestro, VPay

- PayPal, Skrill Digital Wallet, MasterPass, Wire Transfer paysafecard, mopay/Boku

- SEPA Direct Debit, SEPA Credit Transfer, Swift

- Skrill Direct

Austria

- eps, Sofortüberweisung.de

- Klarna, Payolution

- paybox

Belgium

- Sofortüberweisung.de, Bancontact/Mister Cash

Bulgaria

- ePay.bg

Czech Republic

- eKonto, TatraPay

Denmark

- Klarna

Estonia

- Trustly

Finland

- Trustly, Euteller

- Klarna

France

- Sofortüberweisung.de

Germany

- giropay, Sofortüberweisung.de

- Guaranteed Installments, Guaranteed Payment on Invoice, Klarna

- mPass, YAPITAL

Italy

- Sofortüberweisung.de

Netherlands

- iDEAL, Sofortüberweisung.de

- Klarna

Norway

- Klarna

Poland

- Trustly, Przelewy24, Sofortüberweisung.de

Russia

- Moneta.ru, YandexMoney

Sweden

- Trustly

- Klarna

Switzerland

- Sofortüberweisung.de

Spain

- Sofortüberweisung.de

Ukraine

- Moneta.ru, YandexMoney

United Kingdom

- Sofortüberweisung.de

Edition April 2015 (Subject to change)



Wirecard ePOS concept: customer-controlled check-out

The customer uses the merchant's application and is checked in at the retailer using Bluetooth on the mobile phone

Customer scans the goods using the app



No more queuing at the check-out



Loyalty points and vouchers can be transferred easily via the app

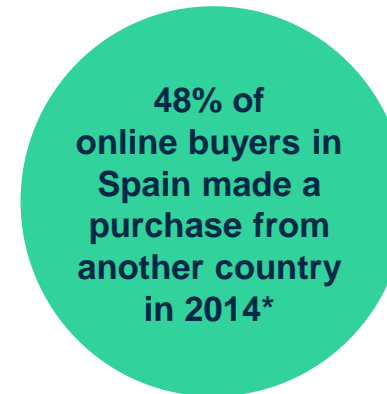
For the payment, Wirecard processes a card present transaction (HCE / SIM card or handset based secure element)

Customer pays via self-check-out using the retailer's store app – no matter where he is in the store

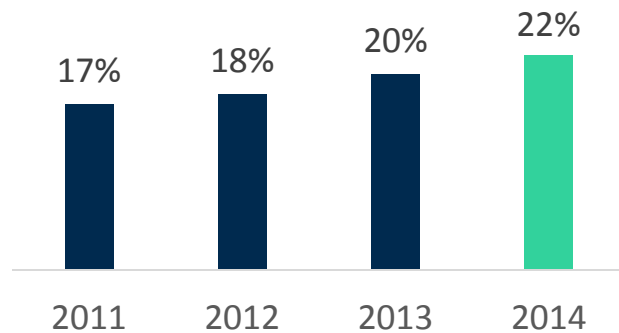


3. Growth Drivers, Strategy and Outlook

Cross-Border Market: facts & figures



*Source: Eurostat



Cross-Border Digital Buyer Penetration in Germany (eMarketer, Feb. 2015)

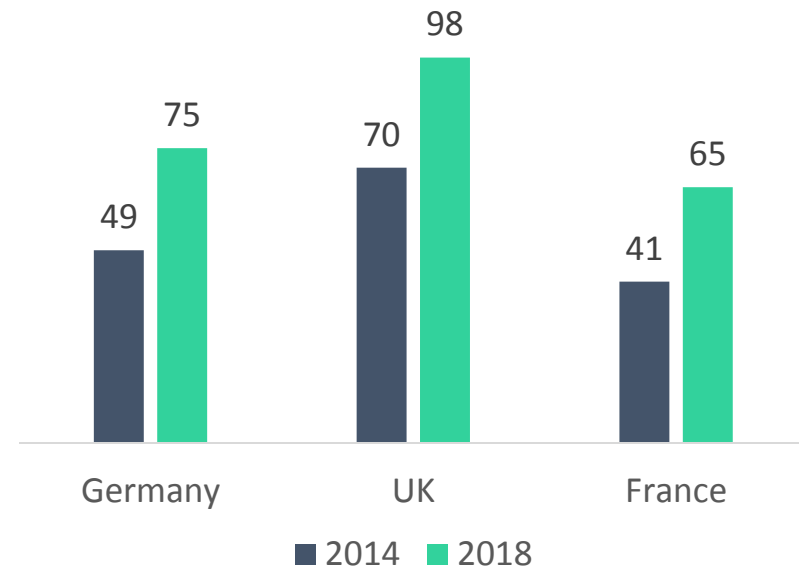
Cross-border shipments are a significant part of global E-Commerce. (Forrester Research, Dec. 2014)

Cross-border E-Commerce is a major revenue opportunity for small and medium-size enterprises. (Forrester Research, Dec. 2014)

E-Commerce

- Online retail sales in Western Europe are growing at a CAGR of 12% until 2018 (Forrester Research Online Retail Forecast, 2013 to 2018)
- The annual transaction value of online, mobile and contactless payments: \$4.7 trillion by 2019 (2014: \$2.5 trillion) (Juniper Research, June 2014)
- Worldwide E-Commerce for 2015 and 2016 expected to grow by 13% to 15% (eMarketer, July 2014)
- German E-Commerce market to grow around 11.8% in 2015 (Handelsverband Deutschland Online Monitor 2014)

Projected online retail sales by country in billion USD*



*Source: Forrester Research Online Retail Forecast, 2013 to 2018 (Western Europe) Report

Issuing and Mobile Services

- 195 billion mobile commerce transactions annually from mobile phone and tablet users by 2019, up from 72 billion in 2014 (CAGR: 22.05%) (Juniper Research, Dec. 2014)
- Over 2 billion mobile phone or tablet users will make some form of mobile commerce transaction by the end of 2017 (Juniper Research, Nov. 2014)
- Worldwide Mobile Payments are projected to grow by 60.8% to 47 billion transactions through to 2015 (2013: 29.2 billion) (Capgemini, Oct. 2014)
- The number of NFC-enabled phones is expected to keep growing and reach around 550 million devices in 2014, helped by Apple's devices and an expanding number of Android gadgets (Gartner, September 2014)
- Over 1.75 billion mobile phone users will have used their devices for banking purposes by the end of 2019 (2014: 800 million user) (Juniper Research, July 2014)
- According to MasterCard (all) 600,000 terminals in Germany shall be replaced by NFC enabled devices by January 2018 (Handelsblatt, July 2014)
- 2.1 million contactless terminals in Europe currently (Visa Europe, January 2015)

Outlook

FY 2015: EBITDA guidance 2015 in a bandwidth of between EUR 210 to EUR 230 million

Forecast based on:

- European e-commerce market growth ~12%
- Increase in transaction volume processed with existing and new customers for Wirecard Group
- Economies of scale from transaction-oriented business model
- Cross-selling effects with existing customers
- Expanding issuing and bank services (including Mobile Services)
- Earnings contributions from M&A transactions
- First earnings contributions from Mobile Payment

Proposed dividend: AGM on 17th June 2015
EUR 0.13 per share (previous year: EUR 0.12)

4. Financial Data

Key Figures 2014 / 2013

in kEUR	2014	2013	Change
Revenues	601,032	481,744	25%
EBITDA	172,941	125,957	37%
EBIT adjusted*	150,428	108,897	38%
EBIT	132,856	98,548	35%
Taxes	18,190	11,595	57%
Profit after Taxes	107,929	82,729	30%
EPS (undiluted) in EUR	0.89	0.74	20%
Operating cash flow**	143,994	107,452	34%
Shareholders' equity	1,072,886	608,411	76%
Total equity and liabilities	1,995,159	1,430,520	39%
Employees*** as of 31.12.2014 / 31.12.2013	1,845	1,180	56%
thereof full-time employees	1,666	1,004	66%
thereof part-time employees	179	176	2%

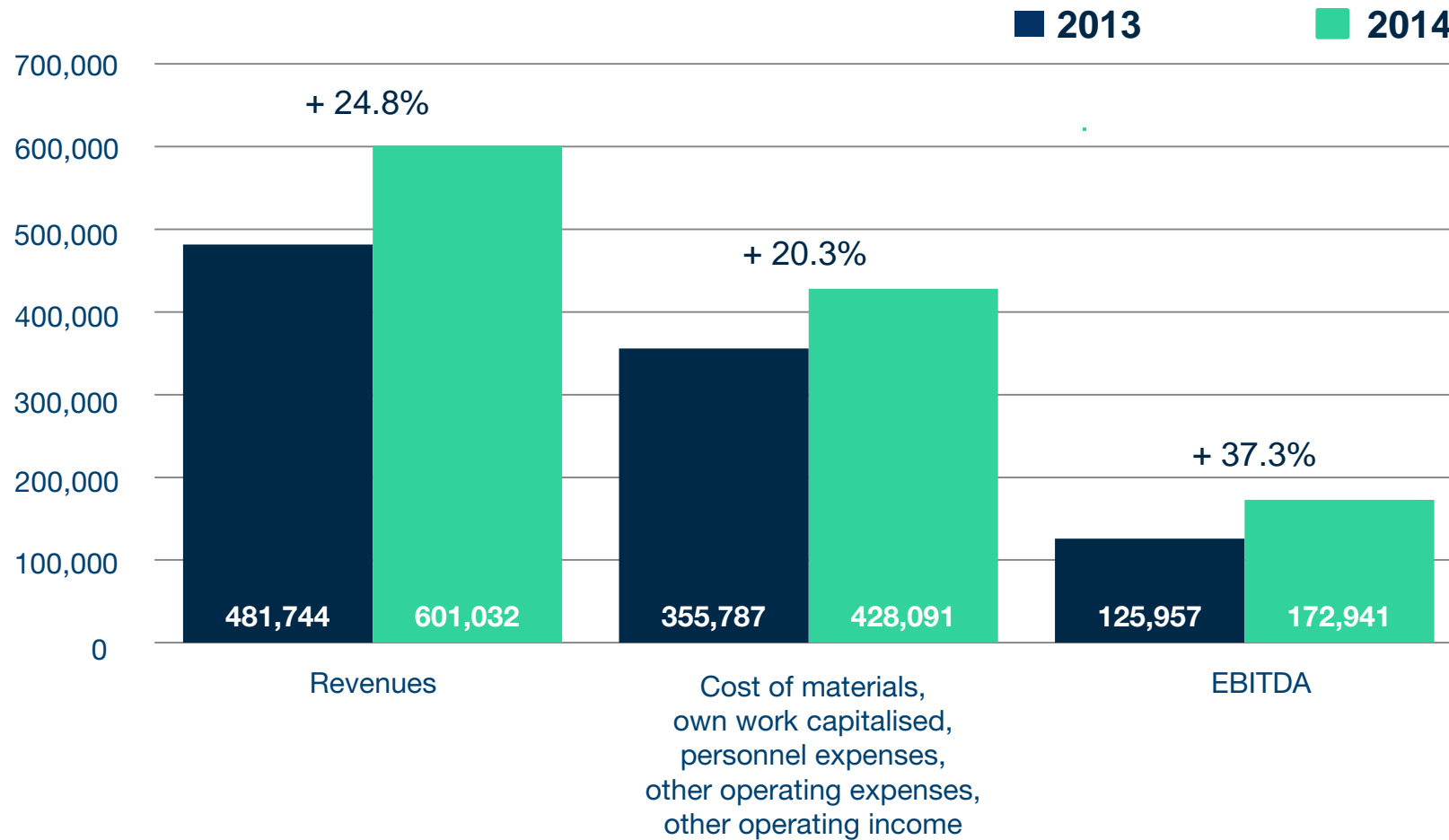
* Adjusted by PPA incurred amortisation

** Consolidated cash flow from operating activities (adjusted)

*** Thereof 444 employees from PT Aprisma, 3pay, Amara Technology, GFG Group (M&A)

Revenues, Costs & EBITDA Growth 2013 / 2014

in kEUR



Development Acquiring & Issuing Segment 2014

in kEUR

2014	Revenues	EBITDA
Acquiring & Issuing Segment	205,296	33,406
Acquiring	157,033	20,457
Issuing	48,262	12,949

Consolidated Income Statement 2014 / 2013

in kEUR	2014	of revenues	2013	of revenues
Revenues	601,032		481,744	
Own work capitalised	24,978		20,727	
Cost of materials	-340,599	56.7%	-288,111	59.8%
Personnel expenses	-66,432	11.1%	-48,190	10.0%
Other operating expenses	-53,428	8.9%	-47,387	9.8%
Other operating income	7,390		7,174	
EBITDA	172,941	28.8%	125,957	26.1%
Amortisation and depreciation adjusted (M&A adjusted)	-22,513	3.7%	-17,060	3.5%
EBIT adjusted*	150,428	25.0%	108,897	22.6%
PPA related amortisation	-17,572	2.9%	-10,349	2.1%
EBIT	132,856	22.1%	98,548	20.5%
Financial results	-6,738		-4,223	
Income tax	-18,190	** 14.4%	-11,595	** 12.3%
Profit after Taxes	107,929		82,729	

* Adjusted by PPA incurred amortisation

** Taxes on income and profit with regards to Earnings before Taxes (EBT)

Income taxes 2014 / 2013

in kEUR	2014	in % of earnings before taxes	2013	of earnings before taxes
Earnings before taxes	126,118		94,324	
Taxes on income and profit	-18,190	14.4%	-11,595	12.3%
thereof impact from deferred taxes	-788	0.6%	1,816	-1.9%
thereof taxes to be paid	-17,402	13.8%	-13,411	14.2%
Paid taxes on income	-15,245		-13,349	
thereof income taxes	-9,927		-8,491	
thereof capital gain tax on dividends	-5,319		-4,858	

Financial Data



Balance Sheet as of 31st December 2014 / 2013

Assets in kEUR	31.12.2014	31.12.2013	Equity and liabilities in kEUR	31.12.2014	31.12.2013
Non-current assets	812,145	591,057	Shareholders' equity	1,072,886	608,411
Goodwill	218,202	145,795	Liabilities	922,273	822,108
Deferred tax assets	894	5,435	Current provisions	1,284	1,225
Internally gen. intangible assets	62,173	44,308	Tax provisions	9,498	6,580
Other intangible assets	49,229	33,375	Trade payables	298,367	259,334
Customer relationships	341,365	220,509	Interest-bearing bank loans	98,359	233,051
Other property, plant & equipm.	16,292	14,220	Deferred income taxes	28,721	17,723
Fin. assets/ int. bearing securities	123,991	127,415	Other non-current liabilities	29,257	12,375
Current assets	1,183,013	839,462	Other current liabilities	60,053	31,588
Trade receivables	354,602	278,989	Customer deposits	396,733	260,231
Cash and cash equivalents	695,076	479,095			
Interest-bearing securities	122,919	68,104			
Other	10,416	13,274			
Total assets	1,995,159	1,430,520	Total equity and liabilities	1,995,159	1,430,520

Changes in Shareholders' Equity 2013 / 2014

in kEUR

As of 31 December 2013	608,411
Profit after taxes	107,929
Dividends paid	-14,819
Capital increase	362,588
Changes due to currency translation	8,776
As of 31 December 2014	1,072,886

Disclaimer



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Wirecard AG mostly publishes its figures in thousands of euro (kEUR). The use of rounding means that it is possible that some figures do not add up exactly to form the totals stated, and that the figures and percentages do not exactly reflect the absolute values on which they are based.

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Financial data (IAS/IFRS) refers to the Reports of Wirecard AG published on our website:
<http://www.wirecard.com/investor-relations>

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