

Wirecard AG
Half year results 2014
Investor Presentation

Aschheim, 13th August 2014

Content

- 1. Key Figures H1 2014 / Highlights YTD**
- 2. Products and Solutions**
- 3. Growth Drivers, Strategy and Outlook**
- 4. Financial Data**



1. Key Figures H1 / Highlights YTD

Key Figures first half of fiscal 2014

		6M 2014	6M 2013	Change
Transaction Volume	EUR bn	15.5	12.1	28%
Revenues	EUR mn	268.8	216.1	24%
EBITDA	EUR mn	75.0	56.2	33%
EBIT	EUR mn	56.3	44.7	26%
Earnings after taxes	EUR mn	44.9	35.5	26%
Operating Cash Flow *	EUR mn	56.7	41.5	37%

Dividend

The Company's AGM of 18th June 2014 resolved to distribute a dividend of EUR 0.12

* Consolidated cash flow from operating activities (adjusted)

Diversified Customer Portfolio – Target Industries

In the first 6 months of 2014 the transaction volume* amounted to EUR 15.5 billion (+ 28.1% yoy) of which EUR 3.1 billion (20%) was generated in Asia .

The allocation as at the end of the 2nd quarter 2014 to the individual industry verticals is as follows:



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

Operative Highlights YTD

- **La Prairie Group:** La Prairie Group AG, a subsidiary of the Beiersdorf Group has engaged Wirecard AG to implement its integrated payment service (payment processing and risk management).
- **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:** Wirecard and Amadeus IT Group, a leading technology partner for the global travel sector, to cooperate in payments area.
- **BASE Wallet:** Wirecard provides the mobile operator brand BASE as it launches the mobile BASE Wallet with a prepaid mobile payment card (digital Maestro card).
- **Deutsche Telekom MyWallet:** Launch of Telekom's MyWallet Card in Germany and Slovakia.
- **Vodafone SmartPass:** Launch in the Netherlands: third market after Spain and Germany – with the UK to follow later this year.
- **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-and-pin technology.
- **Lexware pay:** Wirecard is supporting the software manufacturer Lexware, part of the Haufe Group, with its unique white label mobile card reader solution.

Operative Highlights: Products and Solutions

Quick & Easy Merchant Set-up:



Automated Merchant Set-up roll-out on international basis
e-commerce merchants can now individually configure their payment solutions with Wirecard's payment portal: quick & easy sign-up for European e-commerce merchants to establish their own e-commerce online presence in less than 48 hours.

A comprehensive Risk Management: Trust Evaluation Suite



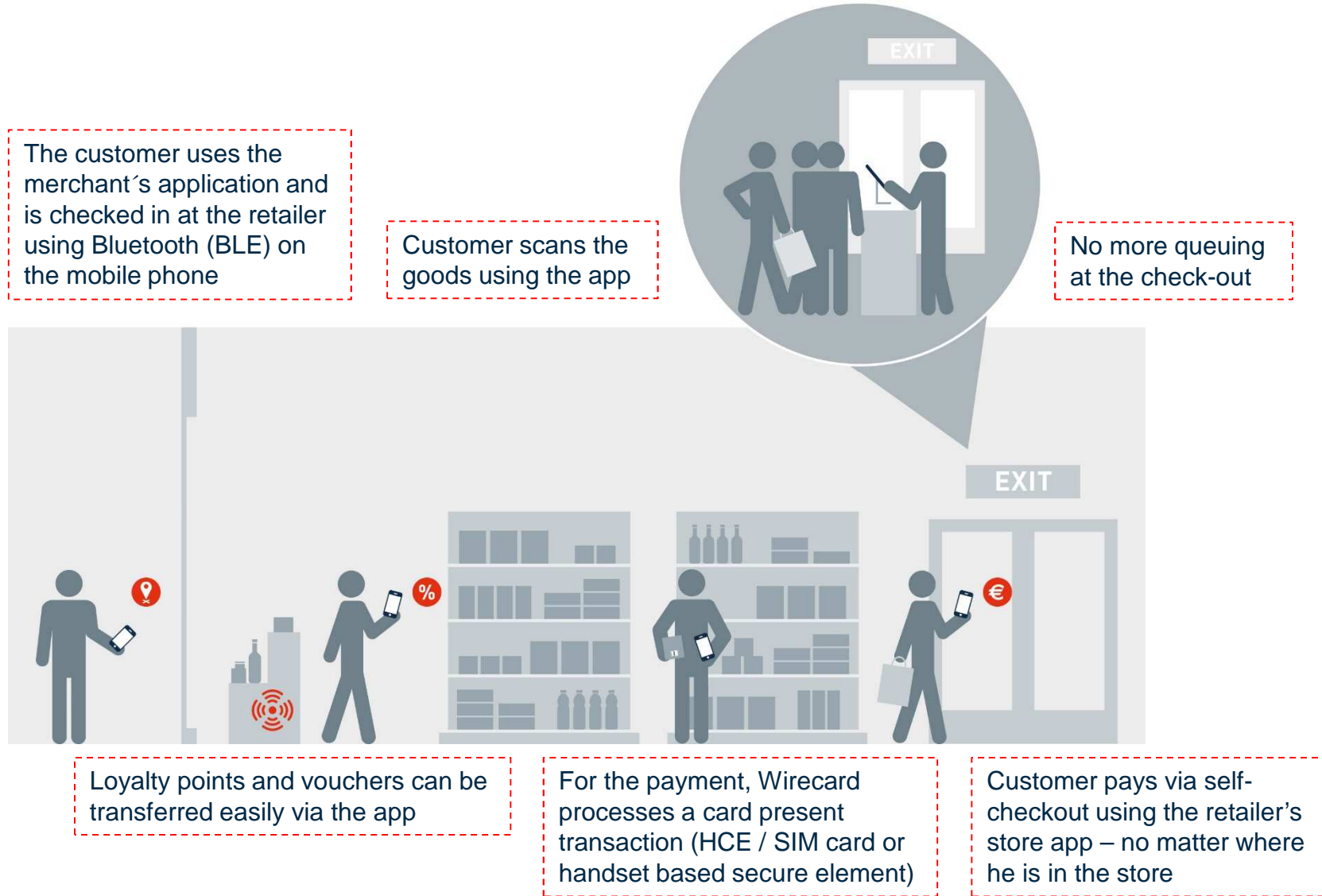
Retailers can exploit customer potential in an even more targeted way while at the same time proactively managing and minimizing the risk of payment default. Through a comprehensive assessment, the Trust Evaluation Suite takes all relevant information on the consumer into account in real time and in an automated way: a general risk check + the payment history of the consumer enables the merchant a 360 degree risk check.

Wirecard ePOS:

Future oriented concept relating to internet-based POS infrastructure

Online software for mobile phones could replace the traditional hardware terminals within a few years.

Wirecard ePOS concept: Customer-controlled checkout

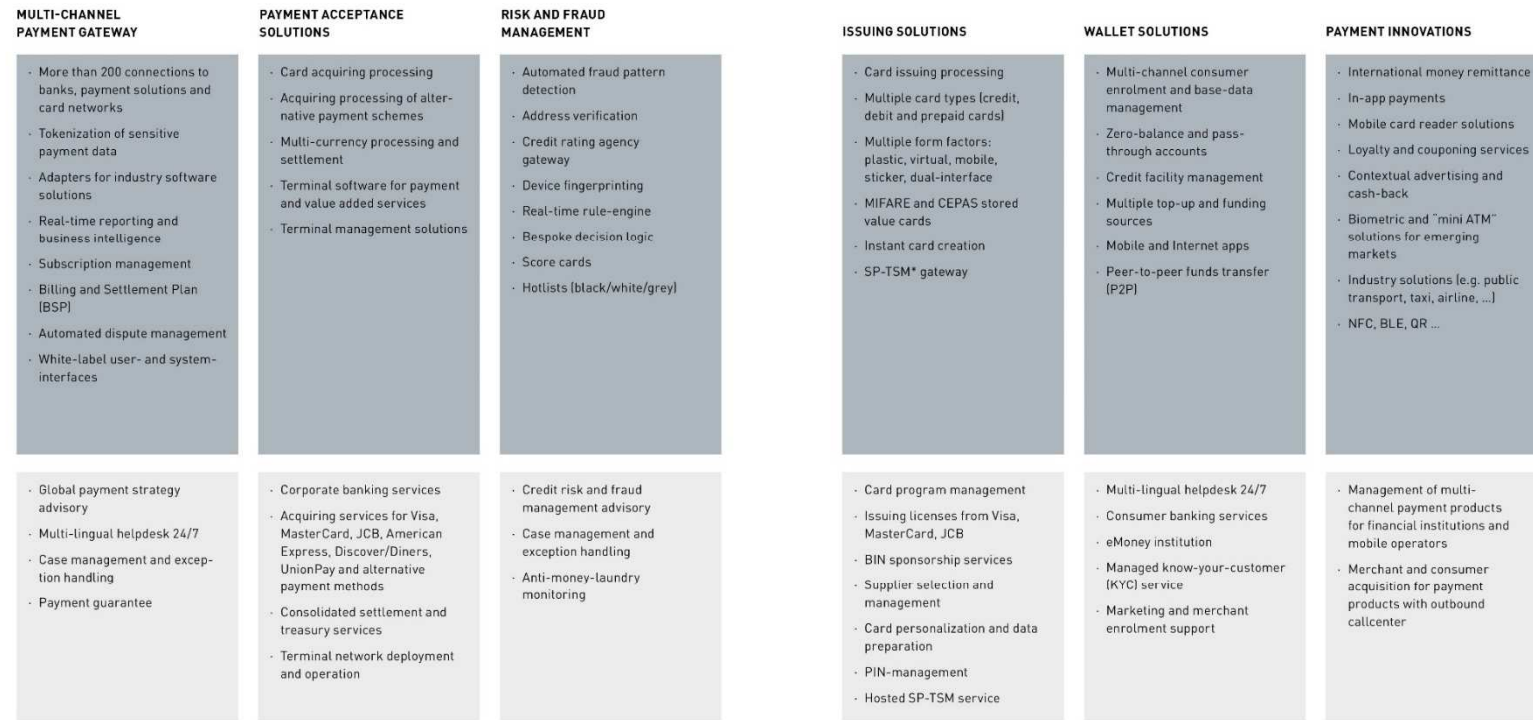




2. Products and Solutions

Internet technologies are driving innovations

WIRECARD PLATFORM



*Service Provider – Trusted Service Manager

END-TO-END SOLUTIONS FOR ALL INDUSTRY VERTICALS

- Online / PoS / Mobile / Mail order / Telephone order (Moto)
- White-Label / Co-Branded / Wirecard-Branded

■ TECHNOLOGY
 ■ SERVICES

Products and Solutions



More than 17,000 merchants

WIRECARD PAYMENT SCHEMES

The Wirecard Group offers merchants various national and international payment schemes



- PAYMENT METHOD TYPES**
- **PAYMENT CARDS:** International and domestic card brands
 - **ELECTRONIC FUNDS TRANSFER:** Direct Debit
 - **ONLINE BANKING PAYMENTS:** Real-time bank transfer
 - **ALTERNATIVE PAYMENT SCHEMES:** Wallet, Cash/Voucher, Online/Offline
 - **MOBILE SERVICES:** Mobile payments
- NORTH AMERICA**
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover
 - SWIFT
 - PayPal, Skrill/Moneybookers Wallet
- LATIN AMERICA**
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover
 - SWIFT
 - PayPal, Skrill/Moneybookers Wallet
- Brazil**
- Hipercard, Aura, Sorocred
 - Transferencia Bradesco, Debito Bradesco
 - Boleto Bancário, Mercado Pago
- Mexico**
- Visa Electron (domestic card brands)
- AFRICA**
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover
 - SWIFT
 - PayPal, Skrill/Moneybookers Wallet
- EUROPE, EASTERN EUROPE, RUSSIA**
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover, China UnionPay, Maestro (Solo), Visa Electron
 - SWIFT, SEPA Credit Transfer, SEPA Direct Debit, EBICS
 - PayPal, paysafecard, cashticket, Skrill/Moneybookers Wallet
- Austria**
- EPS, Direct Debit
 - Sofortüberweisung.de
 - @Quick
 - paybox



- Belgium**
- Sofortüberweisung.de, Bancontact/Mister Cash
- Czech Republic**
- eKonto
- Denmark**
- Dankort
- Estonia**
- InstantBank
- Finland**
- InstantBank
- France**
- Carte Bleue, Carte Bancaire
 - Sofortüberweisung.de
- Germany**
- Direct Debit
 - giropay, Sofortüberweisung.de
 - RatePay Payment by Installments, RatePay Direct Debit, RatePay Payment on Invoice, Wire Transfer*
- Ireland**
- Laser
- Italy**
- CartaSi, PostePay
 - Sofortüberweisung.de
- Netherlands**
- Direct Debit
 - IDEAL, Sofortüberweisung.de
- Poland**
- InstantBank, Przelewy24, Sofortüberweisung.de
- Russia**
- Moneta.ru, YandexMoney
- Spain**
- Sofortüberweisung.de
- Sweden**
- InstantBank
- Switzerland**
- Sofortüberweisung.de
- Ukraine**
- Moneta.ru, YandexMoney
- United Kingdom**
- Cabcharge cards
 - Sofortüberweisung.de
- ASIA/PACIFIC, MIDDLE EAST**
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover, China UnionPay
 - SWIFT
 - PayPal, Skrill/ Moneybookers Wallet
- Australia**
- Cabcharge cards
 - POLi
- China**
- 42 domestic card brands
 - Alipay
- Japan**
- Wire Transfer*
- Korea**
- Wire Transfer*
- Malaysia**
- Maybank2u, CIMB Clicks
- New Zealand**
- POLi
- Philippines**
- Payment cards (8 domestic card brands)
 - Maybank2u, CIMB Clicks
- Singapore**
- Cabcharge cards, Ez-Link payments
 - eNets, Online Banking, Maybank2u, CIMB Clicks
- Taiwan**
- Wire Transfer*

*to virtual bank accounts



3. Growth Drivers, Strategy and Outlook

New trends drive the e-commerce market

- \$4.7 trillion by 2019, up from just over \$2.5 trillion this year: The annual transaction value of online, mobile and contactless payments. (Juniper Research, June 2014)
- Global e-commerce will continue to witness growth in 2014. (Forrester, 2014)
- Non-cash payments in Europe (EU-27) to grow at approx. 8% per year to exceed 175 billion transactions by 2020e. (A.T. Kearny European Market Model, 2014)
- Share of e-commerce transactions realised via tablets and smartphones to grow to almost 50% of total volume within EU-7 by 2018. (Forrester, 2013)
- European online travel market is expected to grow by around 8% up to 2015. (PhoCusWright, 2013)

Issuing and Mobile Services

- 1.4 million contactless acceptance points in Europe. (Visa Europe April, 2014)
- According to Mastercard (all) 600,000 terminals in Germany shall be replaced by NFC enabled devices (currently 30,000) by January 2018. (Handelsblatt July 15, 2014)
- Growth in annual number of mobile contactless transactions up to 9.9 billion by 2018. (Juniper Research, 2014)
- NFC technology integrated as standard in 64% of all smartphones by 2018 (2013: 18%). (IHS Technology, 2014)
- HCE (Host Card Emulation)-based NFC (Near Field Communications) services could additionally boost mobile transactions. (Juniper Research, June 2014)
- 1.05 billion mobile coupon users by 2019, up from just under 560 million this year. (Juniper Research, June 2014)

Outlook

FY 2014: The Management Board has specified the previous forecast of EUR 160 to 175 million, to a more precise EBITDA outlook of between EUR 163 to 175 million

Forecast based on:

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



4. Financial Data

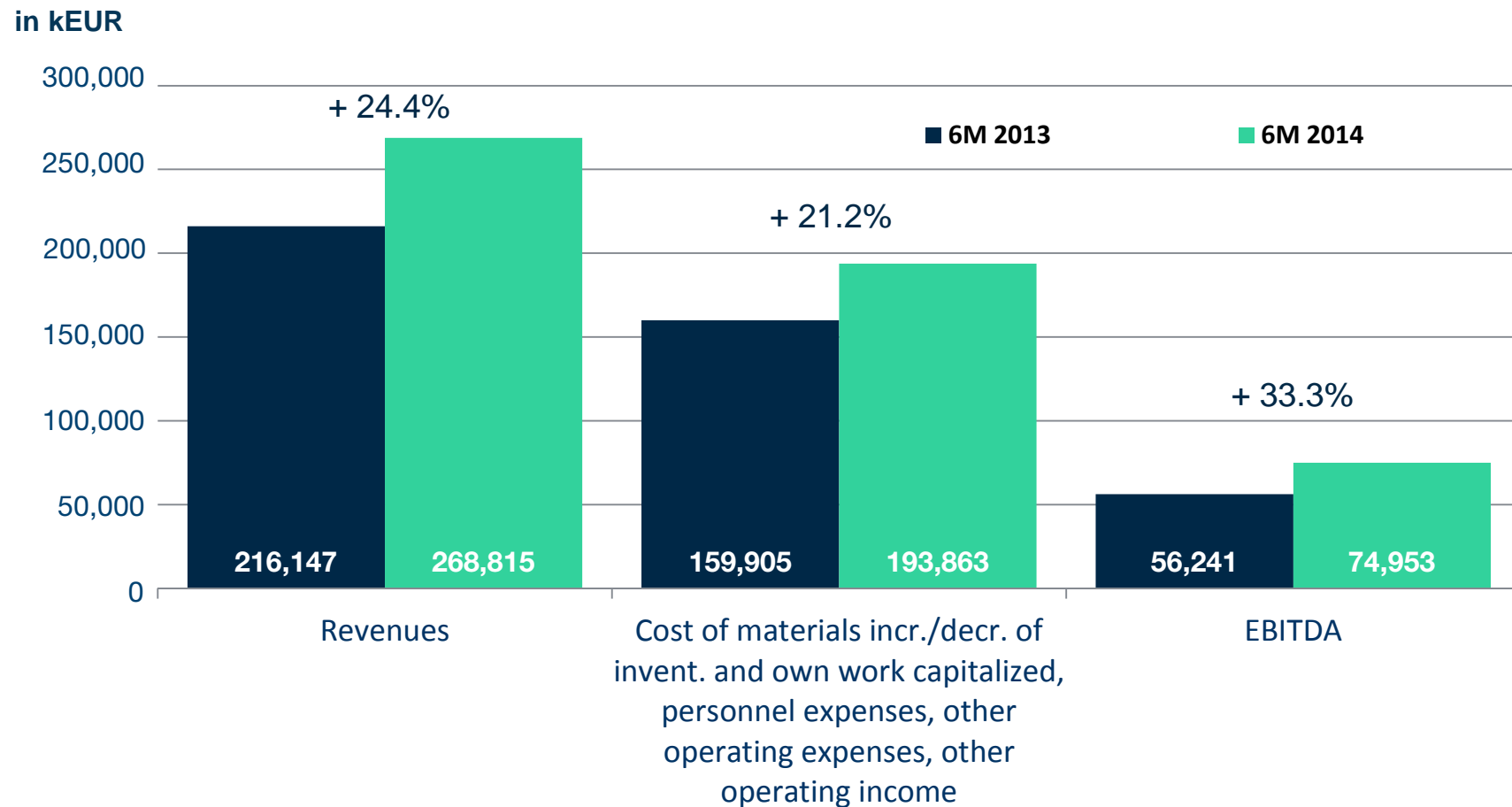
Key Figures 6M 2014 / 6M 2013

in kEUR	6M 2014	6M 2013	Change
Revenues	268,815	216,147	24%
EBITDA	74,953	56,241	33%
EBIT	56,322	44,652	26%
Taxes	8,664	6,931	25%
Profit after Taxes	44,862	35,543	26%
EPS (undiluted) in EUR	0.37	0.32	16%
Operating cash flow*	56,710	41,481	37%
Shareholders' equity	1,003,207	564,150	78%
Total equity and liabilities	1,771,695	1,191,703	49%
Employees** as of 30.06.2014 / 30.06.2013	1,631	985	66%
thereof full-time employees	1,475	836	76%
thereof part-time employees	156	149	5%

* Consolidated cash flow from operating activities (adjusted)

** Thereof 362 employees from M&A transactions 2013/2014 (Payment Link Pte. Ltd., PT Aprisma Indonesia)

Revenues, Costs & EBITDA Growth 6M 2013 / 2014



Development Acquiring & Issuing Segment 6M 2014

in kEUR

6M 2014	Revenues	EBITDA
Acquiring & Issuing Segment	96,773	15,996
Acquiring	76,390	10,175
Issuing	20,383	5,821

Consolidated Income Statement 6M 2014 / 2013

in kEUR	6M 2014	of revenues	6M 2013	of revenues
Revenues	268,815		216,147	
Own work capitalized	11,787		8,735	
Cost of materials	-153,233	57.0%	-128,173	59.3%
Personnel expenses	-30,705	11.4%	-22,811	10.6%
Other operating expenses	-24,078	9.0%	-19,798	9.2%
Other operating income	2,367		2,141	
EBITDA	74,953	27.9%	56,241	26.0%
Amortization and depreciation	-18,631	6.9%	-11,589	5.4%
EBIT	56,322	21.0%	44,652	20.7%
Financial results	-2,796		-2,179	
Income tax	-8,664	* 16.2%	-6,931	* 16.3%
Profit after Taxes	44,862		35,543	

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

Income taxes 2014 / 2013

in kEUR	6M 2014	of earnings before taxes	6M 2013	of earnings before taxes
Earnings before taxes	53,526		42,474	
Taxes on income and profit	-8,664	16.2%	-6,931	16.3%
thereof impact from deferred taxes *	-951	1.8%	-874	2.1%
thereof taxes to be paid	-7,713	14.4%	-6,057	14.3%
Paid taxes on income	-12,012		-9,193	
thereof income taxes	-6,693		-4,335	
thereof capital gain tax on dividends	-5,319		-4,858	

Balance Sheet as of 30 June 2014 / 31 December 2013

Assets in kEUR	30.06.2014	31.12.2013	Equity and liabilities in kEUR	30.06.2014	31.12.2013
Non-current assets	670,821	591,057	Shareholders' equity	1,003,207	608,411
Goodwill	170,683	145,795	Liabilities	768,487	822,108
Deferred tax assets	2,257	5,435	Current provisions	1,352	1,225
Internally gen. intangible assets	52,847	44,308	Tax provisions	7,995	6,580
Other intangible assets	42,760	33,375	Trade payables	235,738	259,334
Customer relationships	283,407	220,509	Interest-bearing bank loans	99,537	233,051
Other property, plant & equipm.	15,092	14,220	Deferred income taxes	24,448	17,723
Fin. assets/ int. bearing securities	103,775	127,415	Other non-current liabilities	11,283	12,375
Current assets	1,100,874	839,462	Other current liabilities	42,466	31,588
Trade receivables	327,568	278,989	Customer deposits	345,668	260,231
Cash and cash equivalents	585,089	479,095			
Interest-bearing securities	170,604	68,104			
Other	17,615	13,274			
Total assets	1,771,695	1,430,520	Total equity and liabilities	1,771,695	1,430,520

Disclaimer



This presentation contains explicit and implicit forward-looking statements concerning Wirecard AG, its affiliated companies and their business. These statements are subject to various known and unknown risks, uncertainties and other factors due to which the actual events, financial conditions, performances and achievements of Wirecard AG may differ substantially from those expressed in such explicit or implicit statements. Wirecard AG makes these statements at the time of the publication of the presentation and is under no obligation to update the forward-looking statements in this presentation including on receipt of new information or on occurrence of future events or for other reasons. However, Wirecard AG, may change in its own free discretion any forward-looking statements should relevant factors change.

The forward-looking statements from third parties' surveys, in particular without being limited to research reports and analysts' statements, may prove to be incorrect. Reference to such third parties' surveys is provided for information only and does not imply any agreement with or consent to the content of such surveys or the information, opinions or conclusions contained therein. Wirecard AG accepts no liability for the selection, completeness or correctness of third parties' studies.

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.

This presentation is no offer for the sale and no invitation for offers of purchase or for subscription to of shares of Wirecard AG but is provided for information only.

Financial data (IAS/IFRS) refers to the Reports of Wirecard AG published on our website:

<http://www.wirecard.com/investor-relations>

Contact

Wirecard AG

Einsteinring 35
85609 Aschheim / Munich
Germany

Investor Relations

Iris Stöckl
iris.stoeckl@wirecard.com
T: + 49 (0) 89 4424 1424



wirecard