



Wirecard AG

Results 1st quarter of fiscal 2015

Investor Presentation

13 May 2015

Content

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



1. Key Figures / Highlights

Key Figures first quarter of fiscal 2015

			Q1 2015	Q1 2014	Change
Results	Transaction Volume	EUR bn	9.5	7.3	30%
	Revenues	EUR mn	159.4	126.2	26%
	EBITDA	EUR mn	46.0	35.0	31%
	EBIT adjusted*	EUR mn	38.7	30.0	29%
	EBIT	EUR mn	33.4	26.2	27%
	Earnings after taxes	EUR mn	28.6	21.1	35%
	Operating Cash Flow**	EUR mn	46.2	25.0	85%
	Earnings per share (undiluted)	EUR	0.23	0.18	28%

* Adjusted by PPA incurred amortisation

** Consolidated Cash Flow from operating activities (adjusted)

Diversified Customer Portfolio – Target Industries

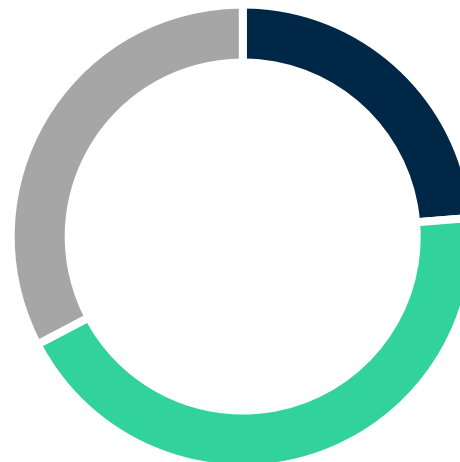
In first quarter 2015 the transaction volume* amounted to EUR 9.5 billion (30.1% yoy). Thereof EUR 2.3 billion (24.2% from total volume) was generated outside of Europe.

The allocation as at the end of the first quarter 2015 to the individual industry vertical is as follows:

32.7%

Digital Goods

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



23.7%

Travel & Mobility

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

43.6%

Consumer Goods

- 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

Operative Highlights Q1 2015

- **Strong customer gains/extension of business relations to existing customers in all of the Wirecard Group's target sectors (examples):**
Triumph International AG (manufacturer of lingerie and bodywear), **ProSiebenSat.1 Media AG** (German media corporation), **Voltking** (specialist for electronics), **Flyeralarm** (European B2B online printer), **Livenation** (music-event ticketing), **Skypicker.com** (flight booking machine), **Sky Express** (regional greek airline), **Air Calédonia** (New Caledonian airline), **Orbest Air** (Portuguese airline), **Opentabs GmbH** (App for food and hospitality venues), **Five by Five Ltd.** (AgentCASH mPOS solution), **Kairos Watches Ltd.** (smart watches and T-bands)
- **Vodafone:** From now on user of Vodafone SmartPass can pay with the Visa debit card V PAY. The solution is based on newest EMV-technology.
- **Orange:** Wirecard supports the nationwide launch of Orange Cash in Spain and will provide the E-Money and scheme license as well as the technical platform needed to manage the mobile payment application. Wirecard Group is responsible for the design, implementation and processing of all technical and financial processes related to the payment app Orange Cash. This includes the issuing and payment processing of digital Visa cards. Users of Orange Cash can now make mobile payments at any contactless Visa terminal in more than 530,000 stores across Spain and at 2.4 million acceptance points throughout Europe.

Key Figures / Highlights

Operative Highlights YTD 2015

- **Payment Wearable/Payment Wearable SDK:** Wirecard presented a payment wearable solution based on HCE technology and launched a Software Development Kit (SDK) for wearable payment solutions. A dedicated developer portal will provide access to a range of programming interfaces (APIs), tools and simulators, which simplify the integration of payment functions into various different applications and devices ranging from wristbands and smart-watches to clothes. The first customer to integrate the Payment Wearable SDK: Kairos Watches Ltd.
- **Boon:** Wirecard AG is redefining smartphone payments. Wirecard showcased an HCE app for mobile payment at the Mobile World Congress in Barcelona. As a digital payment solution for Android smartphones, boon will in future combine 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 near field communication (NFC). The first distribution partner will be network-independent telecoms service provider, Drillisch AG. Boon will be launched in summer 2015.



Key Figures / Highlights



Operative Highlights YTD 2015

- **Cooperation with Bank Mega and Carrefour Indonesia:** Wirecard and Bank Mega are supporting Carrefour Indonesia with innovative point-of-sale terminals and integrated payment processing. Customers of the globally active chain of department stores can now make NFC-based contactless payments for their purchases throughout Indonesia.
- **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.
- **CIMB Bank:** The partnership between CIMB Bank Singapore and Wirecard enables both parties to leverage on their respective core expertise to provide an all-encompassing suite of banking and payment services to address the diverse needs of merchants. The collaboration offers businesses in Singapore the advantage of accessing end-to-end banking and electronic payment services from a single point of convenience.



Acquisitions in Q1 2015

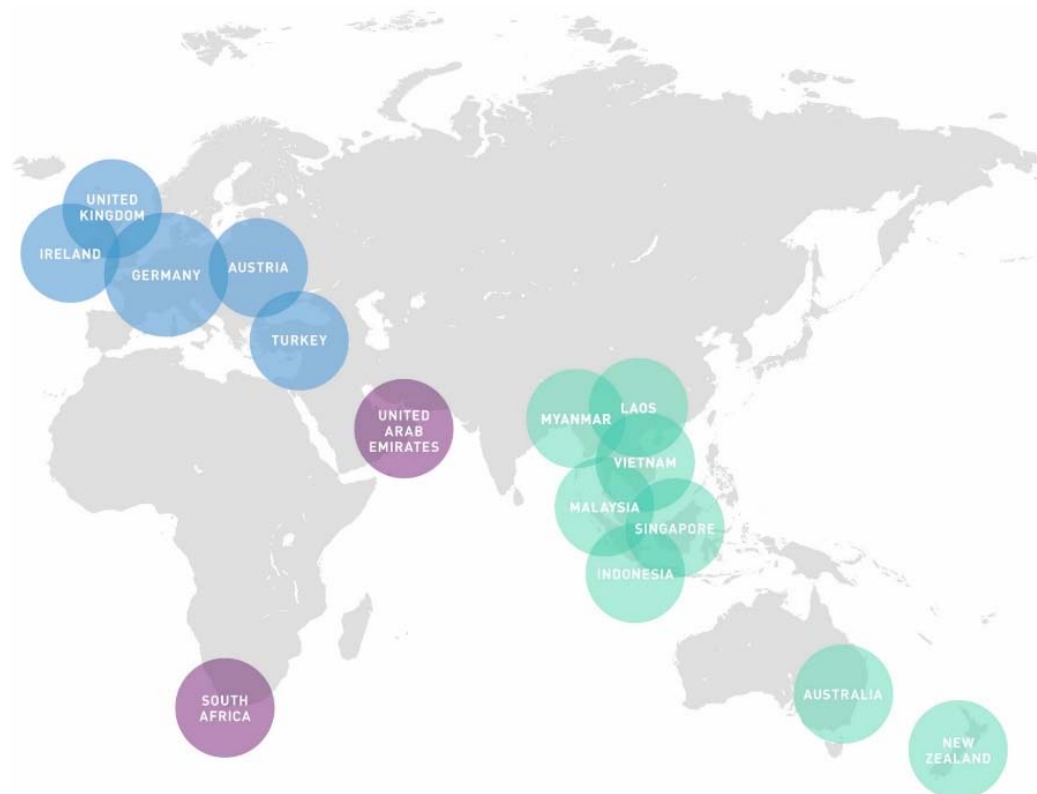
**Lufhansa AirPlus
Servicekarten GmbH**

Where we are

Wirecard AG has taken over the acquiring customer portfolio from Lufhansa AirPlus Servicekarten GmbH.

Until now, AirPlus has predominantly offered service agreements for Visa and MasterCard acquiring under the acceptance brand. These agreements will be assigned to Wirecard during the first half year of 2015. This integration will require no extra efforts from the respective clients, which include international airlines.

Closing: Closing expected in the first half year of 2015.



The background is a solid teal color. Overlaid on this are several abstract, white, wavy lines that create a sense of motion and depth, resembling a stylized, multi-layered shape or a series of overlapping curves.

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 Transaction-independent coupon management system Connection to third party loyalty systems White-label merchant self-service platform for campaign management Loyalty and couponing services	Omnichannel loyalty and couponing system with integrated processing of issuing and acquiring transactions in real time Connected POS platform with transaction data analysis at item level Contextual and financial offers			
SERVICES 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	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, Mercadão 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

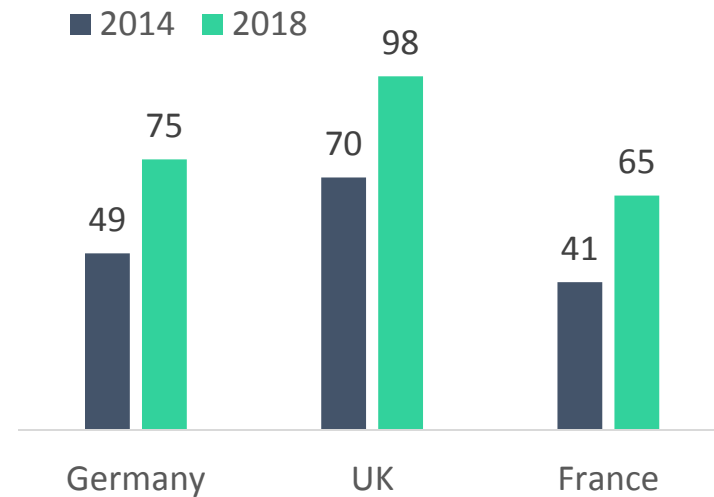




3. Growth Drivers, Strategy and Outlook

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 earning 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 Q1 2015/Q1 2014

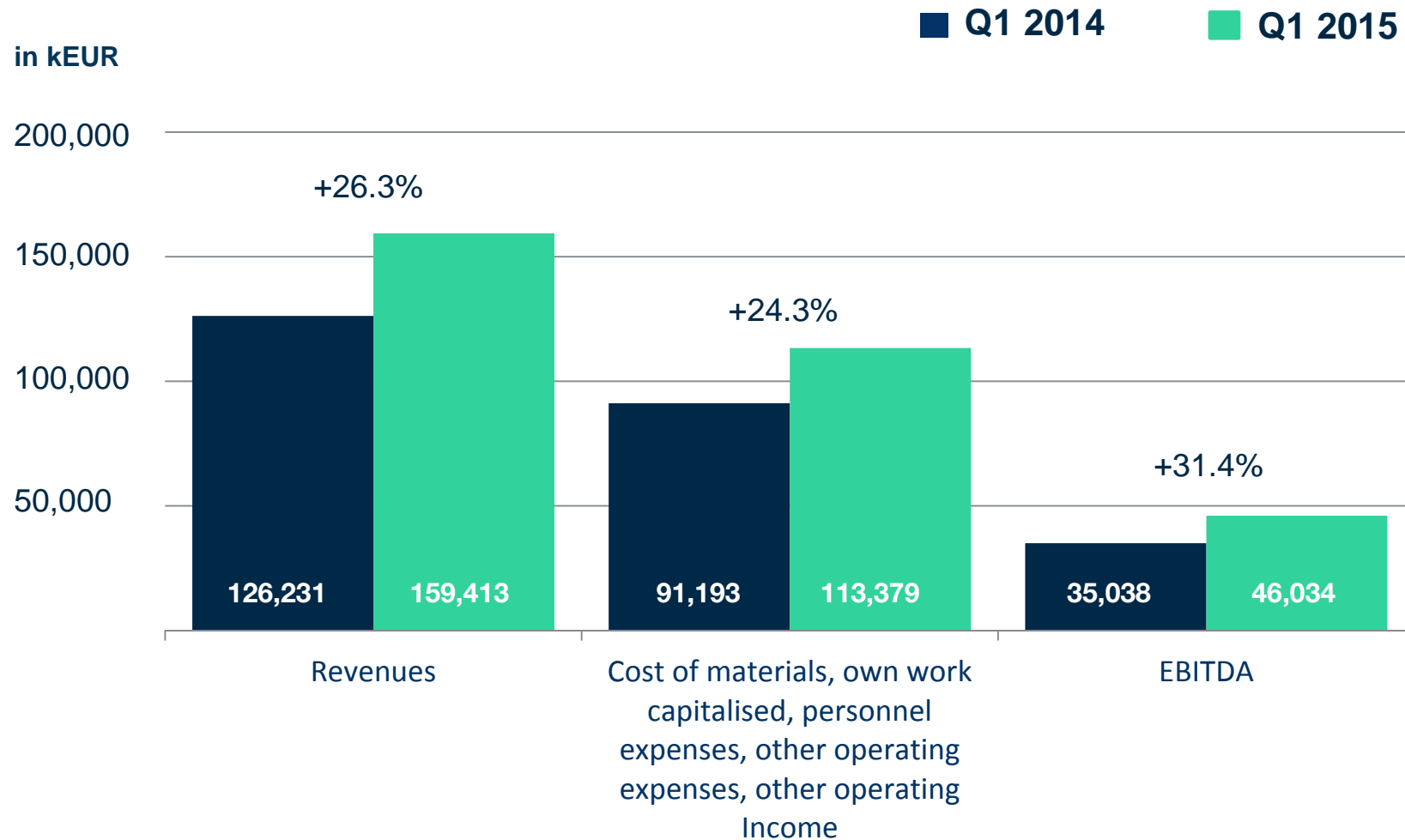
in kEUR	Q1 2015	Q1 2014	Change
Revenues	159,413	126,231	26%
EBITDA	46,034	35,038	31%
EBIT adjusted*	38,739	29,971	29%
EBIT	33,410	26,227	27%
Taxes	3,729	3,945	-5%
Profit after Taxes	28,596	21,145	35%
EPS (undiluted) in EUR	0.23	0.18	28%
Operating cash flow**	46,228	25,023	85%
Shareholders' equity	1,111,765	995,143	12%
Total equity and liabilities	2,069,655	1,738,818	19%
Employees*** as of 31.03.2015 / 31.03.2014	1,978	1,482	33%
thereof full-time employees	1,758	1,317	33%
thereof part-time employees	220	165	33%

* Adjusted by PPA incurred amortisation

** Consolidated cash flow from operating activities (adjusted)

*** Thereof 122 employees 3Pay, GFG Group, Amara Technology and Visa Processing Service (M&A)

Revenues, Costs & EBITDA Growth Q1 2015/Q1 2014



Development Acquiring & Issuing Segment Q1 2015

in kEUR

Q1 2015	Revenues	EBITDA
Acquiring & Issuing Segment	58,013	8,490
Acquiring	46,796	5,585
Issuing	11,217	2,905

Consolidated Income Statement Q1 2015/Q1 2014

in kEUR	Q1 2015	of revenues	Q1 2014	of revenues
Revenues	159,413		126,231	
Own work capitalised	5,871		5,506	
Cost of materials	-87,767	55.1%	-72,031	57.1%
Personnel expenses	-20,711	13.0%	-14,587	11.6%
Other operating expenses	-13,874	8.7%	-12,050	9.5%
Other operating income	3,103		1,970	
EBITDA	46,034	28.9%	35,038	27.8%
Amortisation and depreciation adjusted (M&A adjusted)	-7,295	4.6%	-5,067	4.0%
EBIT adjusted*	38,739	24.3%	29,971	23.7%
PPA related amortisation	-5,329	3.3%	-3,744	3.0%
EBIT	33,410	21.0%	26,227	20.8%
Financial results	-1,085		-1,136	
Income tax	-3,729	** 11.5%	-3,945	** 15.7%
Profit after Taxes	28,596		21,145	

* Adjusted by PPA incurred amortisation

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

Income taxes Q1 2015/Q1 2014

in kEUR	Q1 2015	in % of earnings before taxes	Q1 2014	of earnings before taxes
Earnings before taxes	32,325		25,090	
Taxes on income and profit	-3,729	11.5%	-3,945	15.7%
thereof impact from deferred taxes	-323	1.0%	-27	0.1%
thereof taxes to be paid	-3,406	10.5%	-3,918	15.6%
Paid taxes on income	-4,229		-2,240	
thereof income taxes	-4,229		-2,240	
thereof capital gain tax on dividends	0		0	

Financial Data



Balance Sheet as of 31 March 2015/31 December 2014

Assets in kEUR	31.03.2015	31.12.2014	Equity and liabilities in kEUR	31.03.2015	31.12.2014
Non-current assets	839,443	812,145	Shareholders' equity	1,111,765	1,072,886
Goodwill	223,545	218,202	Liabilities	957,890	922,273
Customer relationships	347,150	341,365	Current provisions	1,046	1,284
Internally gen. intangible assets	65,892	62,173	Tax provisions	9,211	9,498
Other intangible assets	49,194	49,229	Trade payables	282,562	298,367
Deferred tax assets	957	894	Interest-bearing bank loans	130,992	98,359
Other property, plant & equipm.	25,705	16,292	Deferred income taxes	30,500	28,721
Fin. assets/ int. bearing securities	127,000	123,991	Other non-current liabilities	32,834	29,257
Current assets	1,230,212	1,183,013	Other current liabilities	47,140	60,053
Trade receivables	371,881	354,602	Customer deposits	423,605	396,733
Cash and cash equivalents	708,346	695,076			
Interest-bearing securities	136,237	122,919			
Other	13,749	10,416			
Total assets	2,069,655	1,995,159	Total equity and liabilities	2,069,655	1,995,159

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

Investor Relations

Iris Stöckl: iris.stoeckl@wirecard.com

IR-Team: ir@wirecard.com

T: + 49 (0) 89 4424 1788

Wirecard AG

Einsteinring 35

85609 Aschheim / Munich

Germany