

Wirecard AG

Half year results 2015

Investor Presentation

18 August 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 half of fiscal 2015

			6M 2015	6M 2014	Change
Results	Transaction Volume	EUR bn	20.2	15.5	30%
	Revenues	EUR mn	340.1	268.8	27%
	EBITDA	EUR mn	98.3	75.0	31%
	EBIT adjusted*	EUR mn	83.2	64.3	29%
	EBIT	EUR mn	72.5	56.3	29%
	Earnings after taxes	EUR mn	60.9	44.9	36%
	Operating Cash Flow**	EUR mn	85.6	56.7	51%
	Earnings per share (undiluted)	EUR	0.49	0.37	32%

Dividend

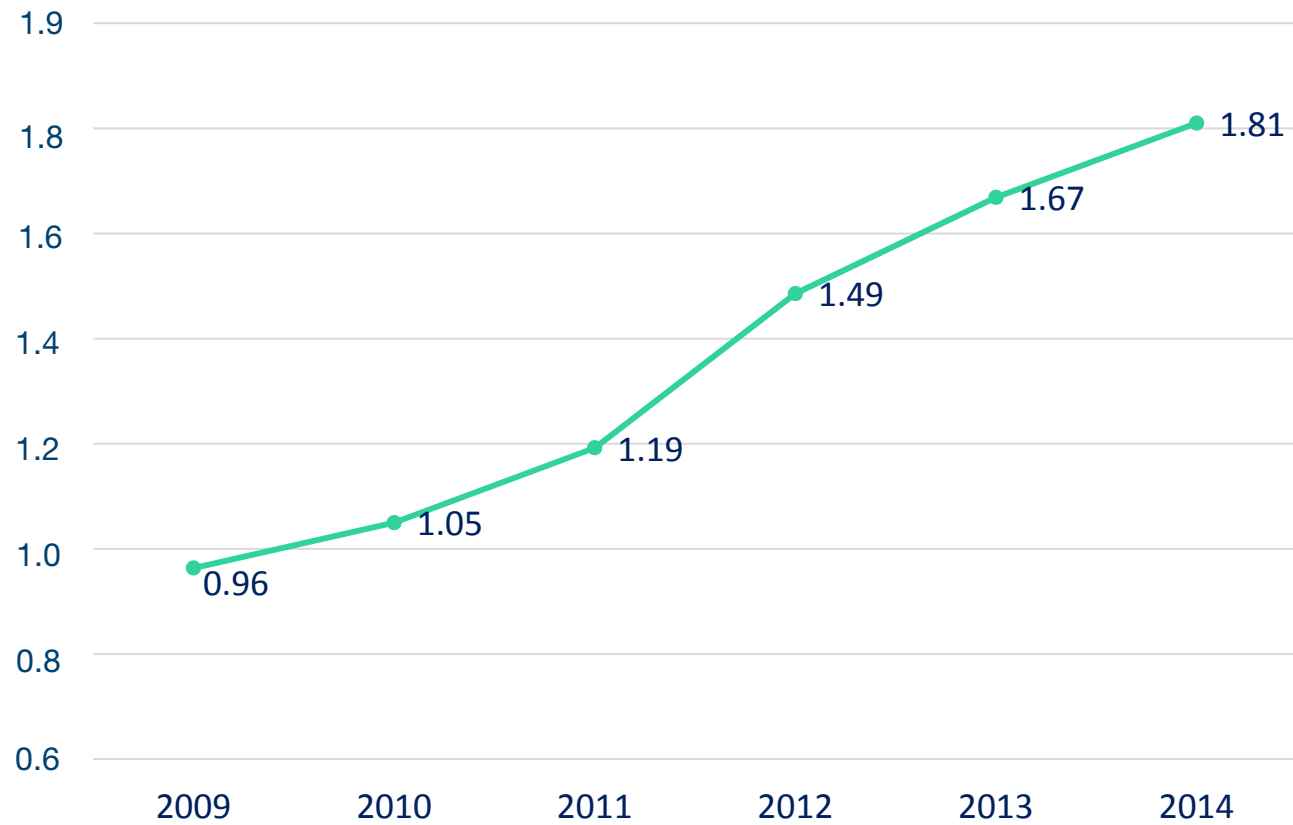
The Company's AGM of 17th June 2015 resolved to distribute a dividend of EUR 0.13 per share

* Adjusted by PPA incurred amortisation

** Consolidated Cash Flow from operating activities (adjusted)

Average Transaction Volume per Merchant 2009 - 2014

in mn EUR



Diversified Customer Portfolio – Target Industries

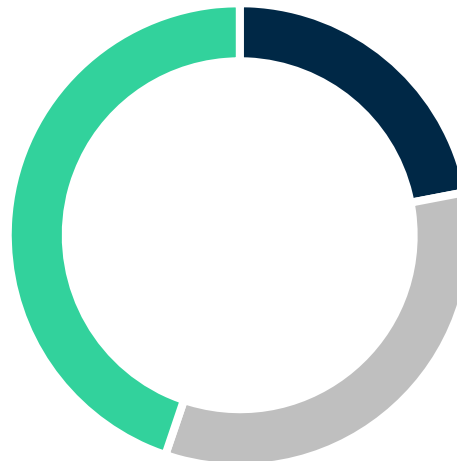
In first half 2015 the transaction volume* grew to EUR 20.2 billion (30.3% yoy). Thereof EUR 4.9 billion (24.3% from total volume) was generated outside of Europe.

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

44.8%

Consumer Goods

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



22.0%

Travel & Mobility

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

33.2%

Digital Goods

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

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

Operative Highlights YTD 2015

- **New customer gains in the first half of 2015 with a transaction volume potential of EUR 6.6 billion (up 32% from EUR 5 bn 1st half 2014)**
- **Examples of strong customer gains/extension of business relations in target sectors:**

Carrefour Indonesia (Retail chain), **ProSiebenSat.1 Media AG** (German media corporation), **M1 mPOS** (mPOS solution of leading Singaporean telecommunication company), **LSG Sky Chefs** (Airline catering), **CIMB Bank** (Malaysian universal bank), **Spectrum Brands** (Consumer products: Varta, Russell Hobbs, Remington, etc.) **Heise Gruppe** (Publisher of IT-magazines), **Cuscal Limited** (Leading Australian payment service provider), **Triumph International AG** (manufacturer of lingerie and bodywear), **Voltking** (Specialist for electronics), **Sparhandy.de** (Online reseller for smartphones and accessories), **Vineshop24** (Online shop for wines), **Skypicker.com** (Flight booking machine), **Kairos Watches Ltd.** (Smart watches and t-bands), **Schauninsland Reisen** (Tour operator), **Premier Taxis** (Singaporean transportation and taxi provider), **Sky Deutschland** (Pay TV market leader in Germany and Austria), **MyOrder** (mCommerce platform, subsidiary of Rabobank Group)
- **Orange Cash now in Spain:** Wirecard supports Orange Cash in Spain, providing the E-Money and scheme license as well as the technical platform needed to manage the mobile payment application. Including all technical and financial processes related to the payment app Orange Cash. This includes the issuing and payment processing of digital Visa cards.
- **Fintech clients/partners** (Wirecard providing technology-, riskmanagement-, banking and processing-services): **Lendico** (Peer-to-Peer lending platform for private borrowers), **Zencap** (Peer-to-Peer lending platform for SMEs), **Number 26** (Mobile banking), **Rate Pay** (Deferred payment solutions for online shops), **Holvi** (Online banking for SMEs)

Operative Highlights/Innovations 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.



Key Figures / Highlights



Operative Highlights/Innovations YTD 2015

- **Wirecard Checkout Portal** - Higher conversion rate through targeted search engine marketing: With Google AdWords, Wirecard AG is offering with its partners a new premium service for its Checkout Portal, a fully automated solution that enables online payment processing for small and medium-sized businesses (SMB) as well as marketplaces.
- **Wirecard's new development platform for mobile payment solutions** in the retail trade offers a number of advantages: It enables retailers to increase the appeal and functional scope of their own apps by integrating open and closed-loop contactless payment functions, the peer-to-peer dispatch of vouchers, discount offers and their own customer loyalty programmes.
- **B2B payment solution for the Asian Market:** The Wirecard Group has announced the launch of an innovative virtual credit card solution for companies that have supplier relations with China. The procurement payment solution from Wirecard, specially designed for China's business-to-business market, enables the processing of real time electronic payments in Chinese Renminbi using single-use virtual cards.



Key Figures / Highlights

Where we are



The background is a solid teal color. Overlaid on this are several sets of white, wavy, concentric lines that create a sense of depth and movement, resembling a stylized wave or a series of overlapping planes. The lines are most prominent in the center and right side of the image.

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 <ul style="list-style-type: none"> Processing of card transactions Tokenisation of credit card data Issuing licences for Visa and MasterCard e-money licence for SEPA countries Open and closed loop cards PIN management Multi-channel self-service user registration and data management Various types of account (prepaid, decoupled debit/credit) Comprehensive application program interfaces (APIs) for flexible integration in the customer system Credit facility management Card-based issuing solutions <ul style="list-style-type: none"> Multiple card types (credit, debit and prepaid cards) in various forms: <ul style="list-style-type: none"> Plastic cards with magnetic strips EMV cards for chip and PIN payments Dual interface cards for chip and PIN and contactless payments Sticker for contactless payments Virtual cards for use in e-Commerce Mobile cards for contactless payments in high-street retail and for in-app payments 3D Secure Service One-time use cards Combo and partner cards e-Wallet payments online Issuing solutions for mobile payments <ul style="list-style-type: none"> SP-TSM gateway to all major SE-TSMs E2E HCE solution for mobile cards Wallet solutions Direct charging-on of card costs Standard white-label mobile apps and responsive online UI Storage of encrypted card data via cloud-based payment/HCE on SIM card or in an embedded secure element for contactless payments at the POS In-app payments on smart-phones (NFC, QR code) Payment at the POS Card creation and provision in real time Various top-up methods via alternative payment processes and automatic top-up Full integration in all Wirecard issuing standard products, such as corporate expense cards, premium cards, payout cards, gift cards, etc. 	<ul style="list-style-type: none"> Mobile solutions <ul style="list-style-type: none"> P2P funds transfer function/international money remittance In-app payments Credit on demand Microcredits Personal finance Integration of HCE wearables software development kit (SDK) Payment SDK for iOS and Android Mobile payments (including wallets and payment apps) Platform-based (white-label) wallet solution Mobile banking 		
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"> 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 	<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 20,000 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

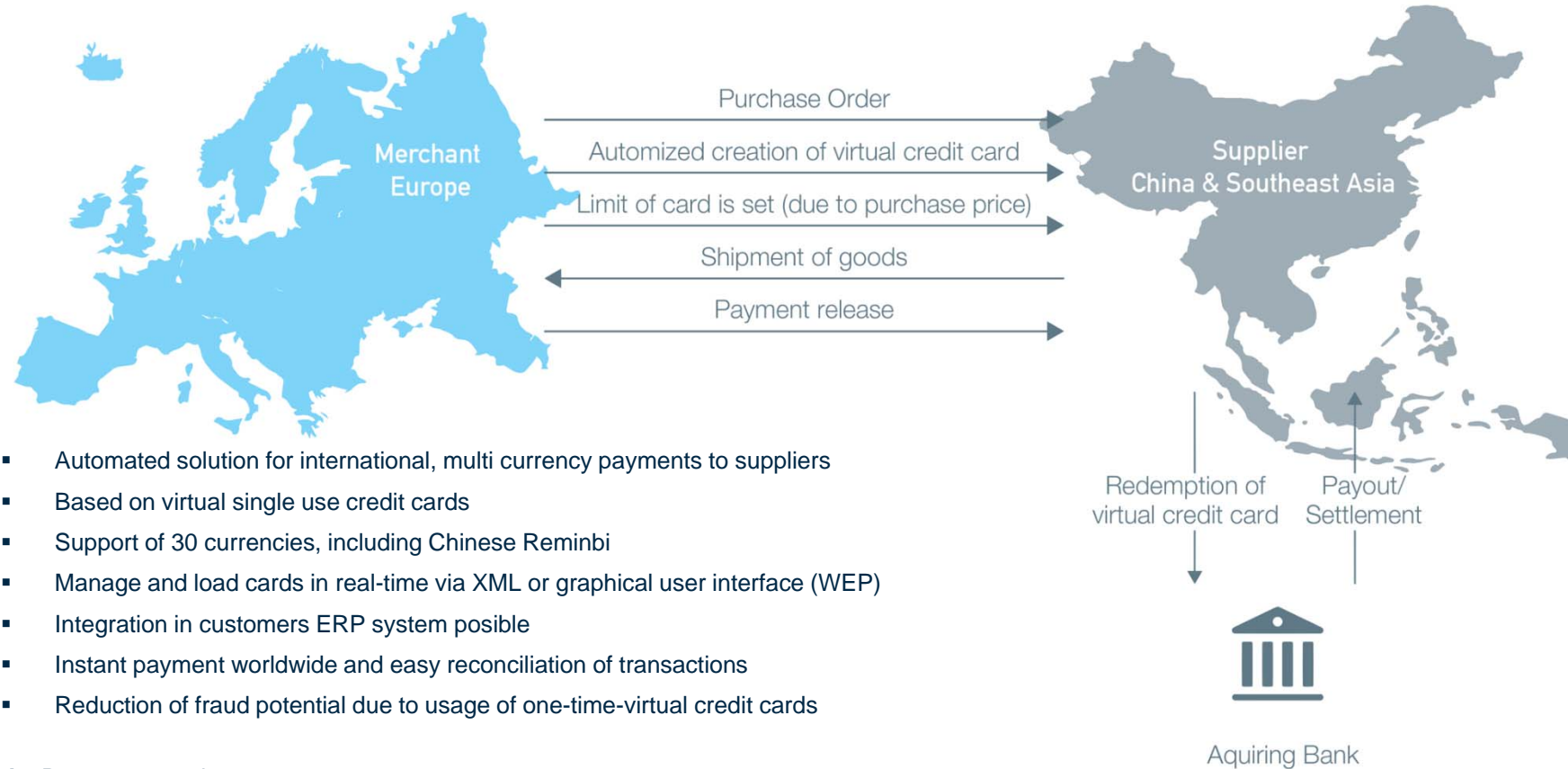
United Kingdom

- Sofortüberweisung.de

Edition April 2015 (Subject to change)



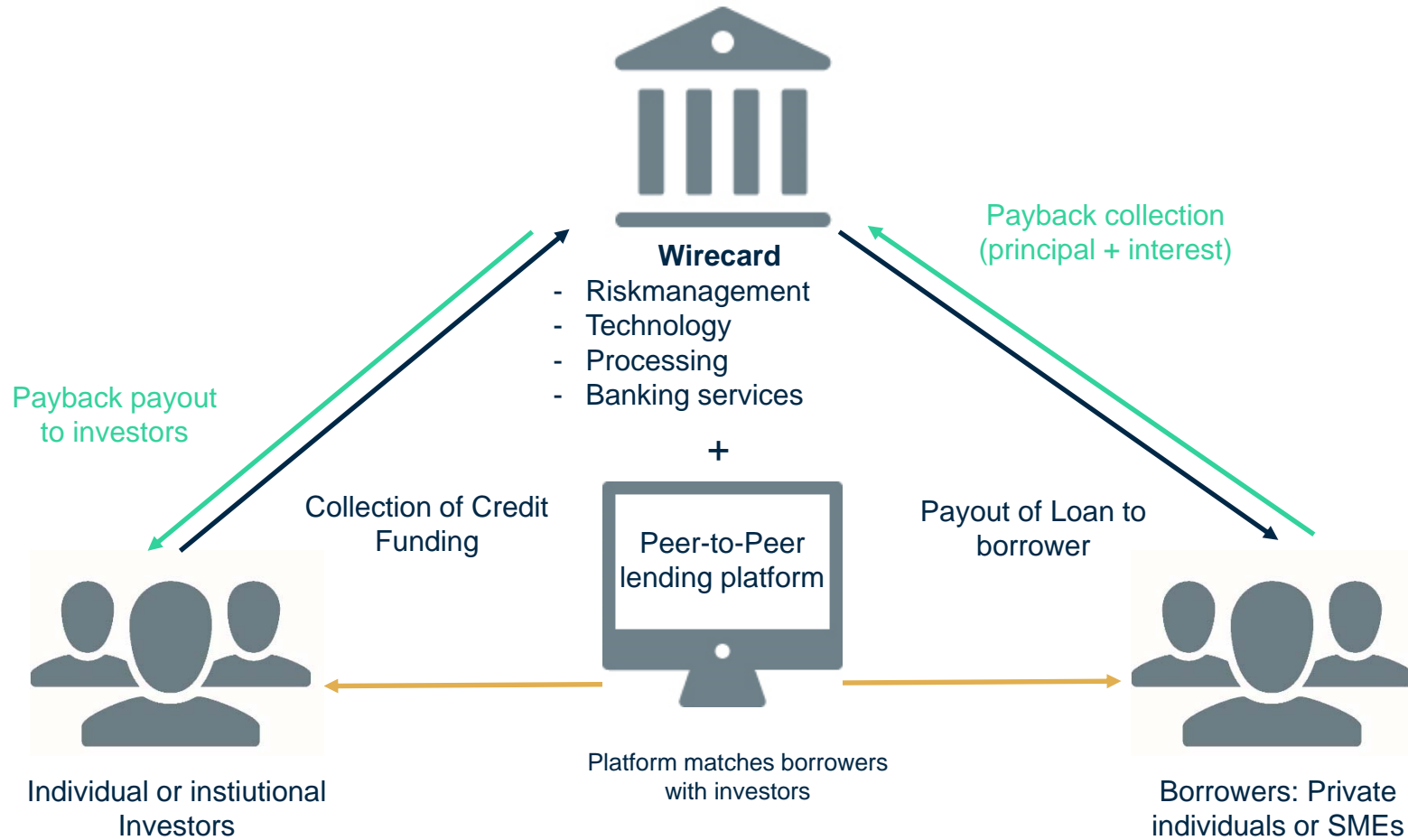
B2B Payment solution for the Asian market



- Automated solution for international, multi currency payments to suppliers
- Based on virtual single use credit cards
- Support of 30 currencies, including Chinese Reminbi
- Manage and load cards in real-time via XML or graphical user interface (WEP)
- Integration in customers ERP system possible
- Instant payment worldwide and easy reconciliation of transactions
- Reduction of fraud potential due to usage of one-time-virtual credit cards

- Payment security
- Real time
- Simplification of accounting processes
- Reduction of transaction costs
- Reduction of treasury-/forex costs

Fintech lending platform clients (Wirecard providing riskmanagement, technology, banking, processing and backup-services):



Wirecard ePOS concept: Customer-controlled check-out

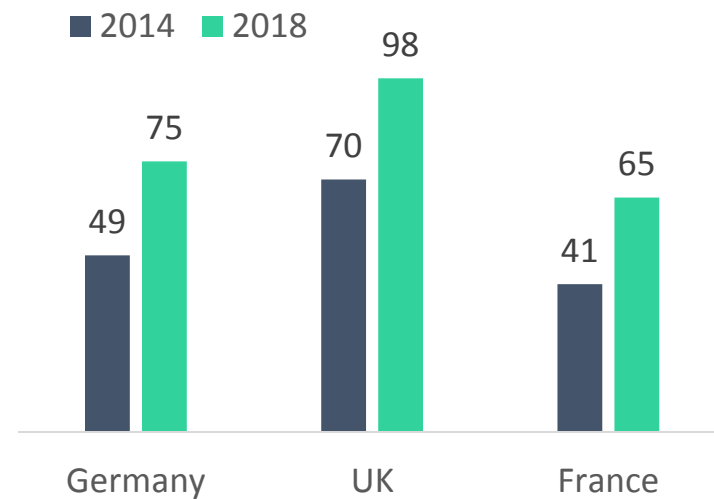


The background of the slide is a solid purple color. Overlaid on this are several abstract, wavy, white lines that create a sense of motion and depth. These lines form a complex, layered pattern that resembles a stylized, flowing shape, possibly a letter or a logo, though it is not clearly defined. The lines are thin and closely spaced, creating a mesh-like effect in some areas.

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, December 2014)
- Over 2 billion mobile phone or tablet users will make some form of mobile commerce transaction by the end of 2017 (Juniper Research, November 2014)
- Worldwide Mobile Payments are projected to grow by 60.8% to 47 billion transactions through to 2015 (2013: 29.2 billion) (Capgemini, October 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: The Management Board has increased the previous EBITDA guidance 2015 of EUR 210 to EUR 230 million to a bandwidth of between EUR 220 to EUR 232 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

4. Financial Data

Key Figures 6M 2015/6M 2014

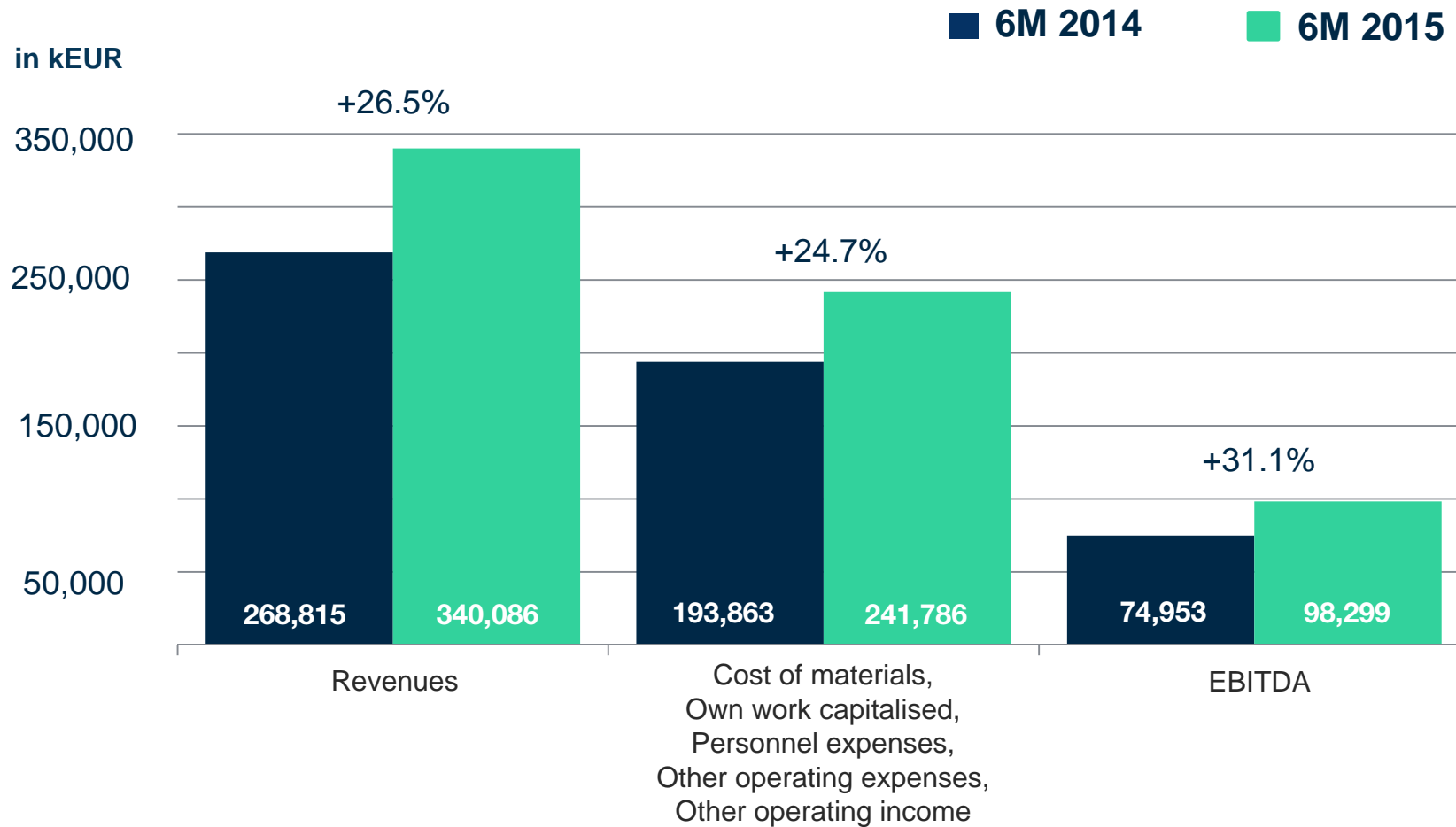
in kEUR	6M 2015	6M 2014	Change
Revenues	340,086	268,815	27%
EBITDA	98,299	74,953	31%
EBIT adjusted*	83,215	64,281	29%
EBIT	72,550	56,322	29%
Taxes	8,027	8,664	-7%
Profit after Taxes	60,949	44,862	36%
EPS (undiluted) in EUR	0.49	0.37	32%
Operating cash flow**	85,594	56,710	51%
Shareholders' equity	1,122,882	1,003,207	12%
Total equity and liabilities	2,125,384	1,771,695	20%
Employees*** as of 30.06.2015 / 30.06.2014	2,007	1,631	23%
thereof full-time employees	1,782	1,475	21%
thereof part-time employees	225	156	44%

* Adjusted by PPA incurred amortisation

** Consolidated cash flow from operating activities (adjusted)

*** Thereof 131 employees 3Pay, GFG Group, Wirecard Africa Holding Pty Ltd. (formerly Amara technology Africa Pty. Ltd.) and Wirecard India Private Limited (formerly Visa Processing Service) (M&A)

Revenues, Costs & EBITDA Growth 6M 2015/6M 2014



Development Acquiring & Issuing Segment 6M 2015

in kEUR

6M 2015	Revenues	EBITDA
Acquiring & Issuing Segment	120,315	17,851
Acquiring	97,039	11,959
Issuing	23,275	5,892

Consolidated Income Statement 6M 2015/6M 2014

in kEUR	6M 2015	of revenues	6M 2014	of revenues
Revenues	340,086		268,815	
Own work capitalised	13,297		11,787	
Cost of materials	-186,867	54.9%	-153,233	57.0%
Personnel expenses	-43,253	12.7%	-30,705	11.4%
Other operating expenses	-29,724	8.7%	-24,078	9.0%
Other operating income	4,762		2,367	
EBITDA	98,299	28.9%	74,953	27.9%
Amortisation and depreciation (M&A adjusted)	-15,085	4.4%	-10,672	4.0%
EBIT adjusted*	83,215	24.5%	64,281	23.9%
PPA related amortisation	-10,665	3.1%	-7,959	3.0%
EBIT	72,550	21.3%	56,322	21.0%
Financial results	-3,574		-2,796	
Income tax	-8,027	** 11.6%	-8,664	** 16.2%
Profit after Taxes	60,949		44,862	

* Adjusted by PPA incurred amortisation

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

Income taxes 6M 2015/6M 2014

in kEUR	6M 2015	in % of earnings before taxes	6M 2014	of earnings before taxes
Earnings before taxes	68,976		53,526	
Taxes on income and profit	-8,027	11.6%	-8,664	16.2%
thereof impact from deferred taxes	1,890	-2.7%	-951	1.8%
thereof taxes to be paid	-9,917	14.4%	-7,713	14.4%
Paid taxes on income	-10,748		-12,012	
thereof income taxes	-10,748		-6,693	
thereof capital gain tax on dividends	0		-5,319	

Financial Data



Balance Sheet as of 30 June 2015/31 December 2014

Assets in kEUR	30.06.2015	31.12.2014	Equity and liabilities in kEUR	30.06.2015	31.12.2014
Non-current assets	842,282	812,145	Shareholders' equity	1,122,882	1,072,886
Goodwill	223,823	218,202	Liabilities	1,002,502	922,273
Customer relationships	337,541	341,365	Current provisions	810	1,284
Internally gen. intangible assets	70,654	62,173	Tax provisions	8,389	9,498
Other intangible assets	48,573	49,229	Trade payables	291,346	298,367
Deferred tax assets	1,177	894	Interest-bearing bank loans	135,815	98,359
Other property, plant & equipm.	26,016	16,292	Deferred income taxes	27,347	28,721
Fin. assets/ int. bearing securities	134,498	123,991	Other non-current liabilities	22,768	29,257
Current assets	1,283,102	1,183,013	Other current liabilities	43,167	60,053
Trade receivables	373,450	354,602	Customer deposits	472,859	396,733
Cash and cash equivalents	724,495	695,076			
Interest-bearing securities	170,859	122,919			
Other	14,297	10,416			
Total assets	2,125,384	1,995,159	Total equity and liabilities	2,125,384	1,995,159

Net Cash Position and Free Cash Flow 30 June 2015/31 December 2014

Net Cash Position in kEUR	30.06.2015	31.12.2014
Non-current interest-bearing securities	53,763	49,078
Interest-bearing securities and fixed-term deposits	170,859	122,919
Cash and cash equivalents	724,495	695,076
Trade and other receivables	373,450	354,602
Interest-bearing liabilities / other current liabilities	-44,942	-69,083
Customer deposits from banking operations	-472,859	-396,733
Trade payables	-291,346	-298,367
Net Cash Position	513,420	457,492
Free cash flow in kEUR	30.06.2015	30.06.2014
Cash flow from operating activities (adjusted)	85,594	56,710
Operative CAPEX	23,085	24,622
Free cash flow	62,509	32,088
Cash conversion in kEUR	30.06.2015	30.06.2014
Free cash flow	62,509	32,088
Earnings after tax	60,949	44,862
Cash conversion in percent	102.6	71.5

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