

A wireframe sculpture of a hand holding a pen, rendered in a light gray color. The sculpture is composed of many thin, parallel lines that create a sense of depth and texture. The hand is positioned as if writing, with the pen held between the fingers. The background is a light gray grid of diagonal lines.

Investor Presentation Results Q1 2016

Wirecard AG

19 May 2016

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An abstract graphic composed of a dense grid of thin, light-colored lines. The lines are arranged to form a three-dimensional, wireframe-like structure that resembles a stylized human head or a complex, curved surface. The background is a solid, warm orange color. The overall effect is that of a technical or architectural drawing rendered in a digital, wireframe style.

1. Highlights

Wirecard at a glance



12.8 EUR bn processed transaction volume worldwide in Q1 2016



Outstanding track record with continuing growth and strong fundamentals



~ 24,000 merchants



Innovation leader with leading internet and mobile payment technology



Global M&A strategy adding to organic success



Unique value chain with fully integrated and licensed banking operations

Key figures Q1 2016

Results in EUR mn (except where stated)	Q1 2016	Q1 2015	Change
Transaction volume (in EUR bn)	12.8	9.5	35%
Revenues	210.5	159.4	32%
EBITDA	62.0	46.0	35%
EBIT adjusted*	53.4	40.2	33%
EBIT	46.1	33.4	38%
Earnings after taxes	36.6	28.6	28%
Operating cash flow**	50.6	46.2	9%
Free cash flow***	37.5	33.6	12%
Earnings per share (in EUR, undiluted)	0.30	0.23	30%

EBITDA guidance for FY2016 of 290 - 310 EUR mn

* Adjusted for amortisation (M&A related)

** Consolidated cash flow from operating activities (adjusted)

*** Cash flow from operating activities (adjusted) less operative CAPEX

Organic versus M&A¹ related growth yoy Q1 2016

	Transaction volume growth	Revenue growth	EBITDA growth
Total	34.7%	32.0%	34.6%
→ Organic	29.3%	20.1%	26.0%
→ M&A	5.4%	11.9%	8.6%
→GI Retail	4.8%	10.5%	7.7%
→MoIP	0.4%	0.9%	0.2%
→Provus	0.2%	0.6%	0.8%

¹ Payment business of GI Retail Group, India; MoIP Pagamentos, Brazil; Provus Group, Romania

Operative highlights Q1 2016

Examples of customer gains, business extensions and new partners

Microsoft Cloud Platform Azure, Siemens Mobility, Verlagsgruppe Handelsblatt, Visa Europe Collab, ÖBB, T-Systems

boon. UK launch together with Apple Pay

Wirecard's Host Card Emulation (HCE) app for mobile payment – redefining smartphone payments. As a digital payment solution for smartphones 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 Near Field Communication (NFC). Together with Apple Pay boon was launched in the UK and is the first fully digitalised mobile payment solution available within Apple Pay.

Digitalisation of POS – enabling an omnichannel environment

Together with T-Systems Wirecard supports retailers to digitalise their shopping and payment processes. The ConnectedPOS technology is Wirecard's central and intelligent platform for value added services at the Point of Sale (POS). The solution brings internet technology to the POS and enables merchants to digitalise various areas of business such as payment, loyalty solutions or the evaluation of data.

Wirecard supports the innovative payment tablet Albert from Wincor Nixdorf's subsidiary AEVI with payment and acquiring services.

Wirecard subsidiary GI Technology received MTSS license from the Reserve Bank of India

The Wirecard AG subsidiary GI Technology, based in Chennai, India, received the MTSS (Money Transfer Service Scheme) license from the Reserve Bank of India, thereby enabling it to venture into the inward remittance space.

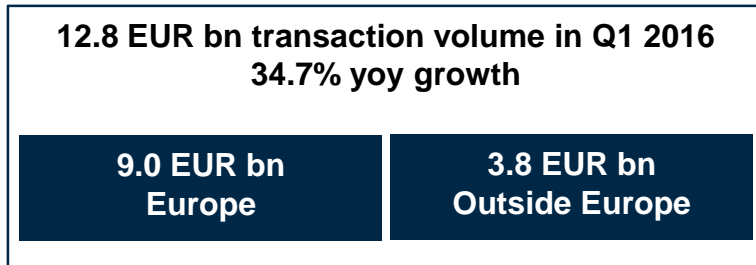
Wirecard becomes first non-financial institution to issue Visa Prepaid Cards in Singapore

Wirecard Singapore Pte Ltd, a Wirecard Group company, has been approved as a Principal Member of Visa Inc. as the first non-financial institution members in Singapore.

An abstract graphic composed of a dense grid of thin, light blue lines. The lines are arranged to form a three-dimensional, wireframe-like structure that resembles a stylized human profile or a complex architectural form. The lines are more densely packed in some areas, creating a sense of depth and volume. The overall effect is a modern, digital aesthetic.

2. Industry and regions

Transaction volume – industry and geographic view



Travel & mobility

- Includes airlines, hotel chains, travel portals, tour operators, ferries, car rental and transportation companies
- Travel & mobility up 0.4 EUR bn, with 17.6% yoy growth

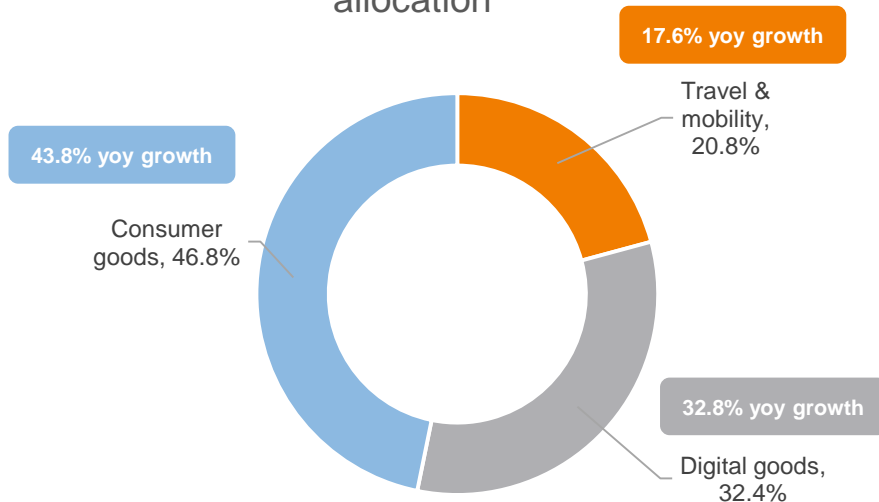
Consumer goods

- Includes B2C and B2B physical products
- Consumer goods up 1.8 EUR bn, with 43.8% yoy growth

Digital goods

- Includes digital goods such as internet portals, download and streaming services, telecommunications, SaaS and app providers
- Digital goods up 1.0 EUR bn, with 32.8% yoy growth

Transaction volume Q1 2016¹ industry allocation



¹ Transaction volume: mainly acceptance and issuing means of payment along with associated value added services

The background of the slide is a solid orange color with a complex, abstract wireframe pattern. The pattern consists of numerous thin, light-colored lines that form a dense, interconnected mesh. The lines are arranged in a way that creates a sense of depth and movement, with some areas appearing more solid and others more transparent. The overall effect is a modern, technical, and somewhat futuristic aesthetic.

3. Mergers and acquisitions

Overview of recent M&A activity

Payment business of GI Retail Group, India

- Transaction based services in e-commerce and money remittance
- Stake in one of the world's fastest growing e-commerce market
- Employees: >900
- Cash payment of 230.0 EUR mn, further earnouts up to 110.0 EUR mn
- Expected EBITDA 2016: 15.0 to 18.0 EUR mn
- Estimated integration costs: 1.5 to 2.0 EUR mn
- Signing on October 27, 2015

MoIP Pagamentos, Brazil

- Online payment provider focused on market places and SMEs
- Market entry into Brazil / Latin America
- Employees: >150
- Cash payment of 23.5 EUR mn, further earnouts up to 13.5 EUR mn
- Expected EBITDA 2016: 2.2 EUR mn
- Estimated integration costs: 0.5 EUR mn
- Signing on February 22, 2016

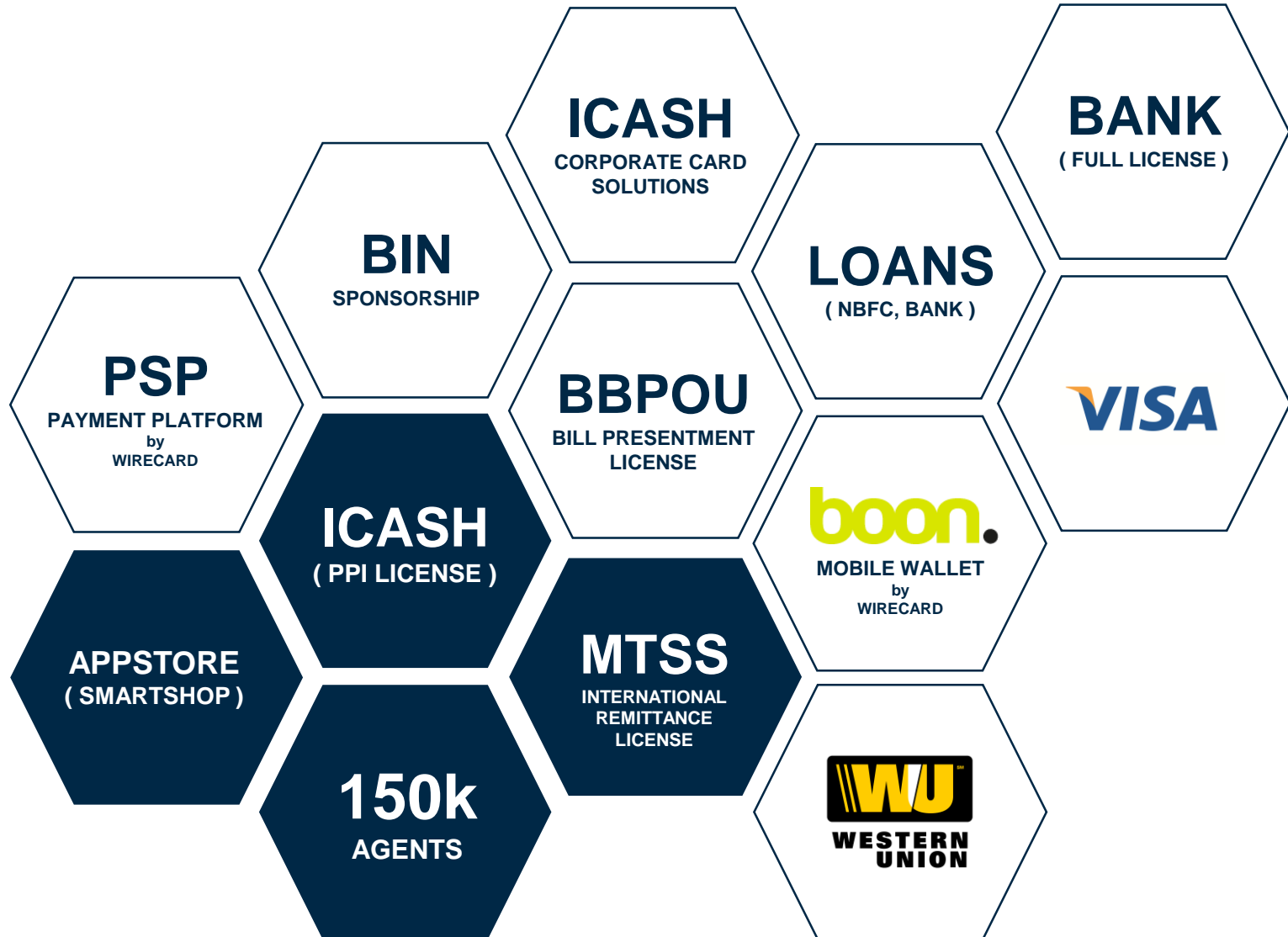
Provus Group, Romania

- Romania's leading payment processing and technological service provider
- Strengthening expansion into Eastern Europe
- Employees: > 100
- Cash payment of 32.0 EUR mn
- Expected EBITDA 2016: 4.0 EUR mn
- Estimated integration costs: 0.5 EUR mn
- Signing on February 29, 2016

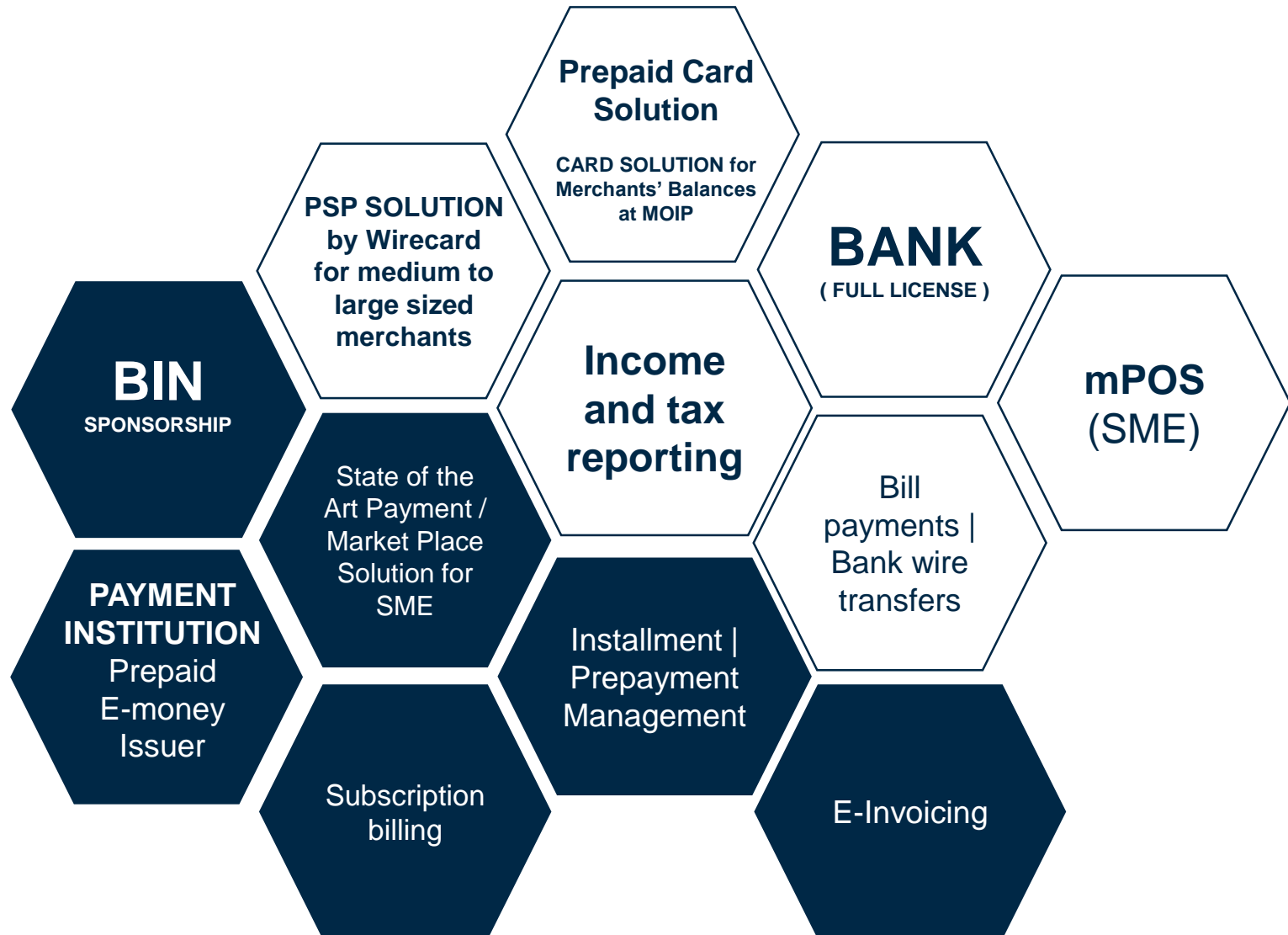
Track record of recent M&A activity

Payment business of GI Retail Group, India	Revenue 16.7 EUR mn in Q1 2016 (consolidation as of December 30, 2015)	EBITDA 3.5 EUR mn in Q1 2016 (consolidation as of December 30, 2015)
MoIP Pagamentos, Brazil	Revenue 1.4 EUR mn in Q1 2016 (since consolidation as of February 22, 2016)	EBITDA 0.1 EUR mn in Q1 2016 (since consolidation as of February 22, 2016)
Provus Group, Romania	Revenue 0.9 EUR mn in Q1 2016 (since consolidation as of February 29, 2016)	EBITDA 0.3 EUR mn in Q1 2016 (since consolidation as of February 29, 2016)

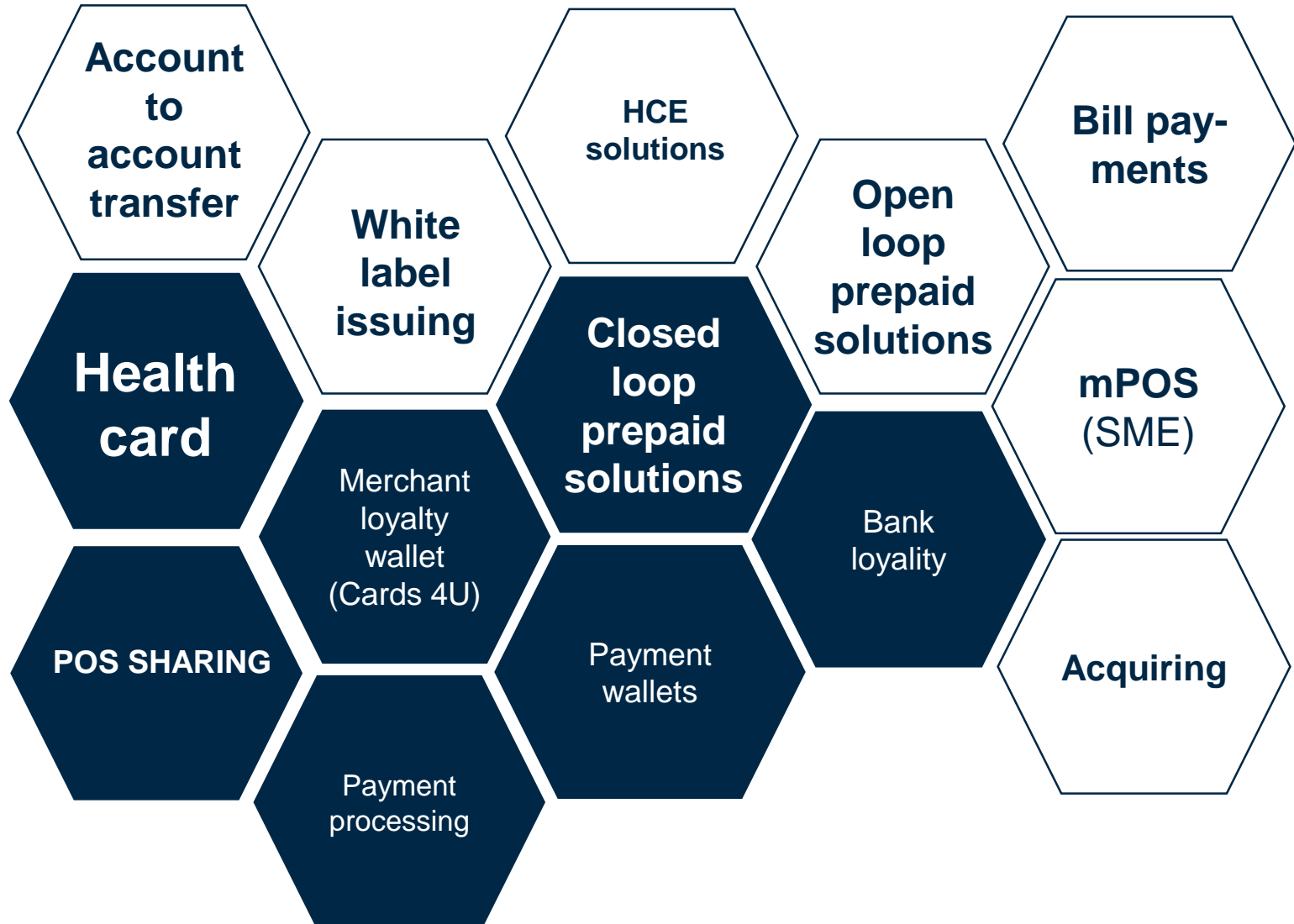
Driving financial inclusion in India – What's next?



Addressing the core needs in Brazil – What’s next?



Addressing the Romanian market – What's next?



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4. Outlook

Market environment

Strong market prospects

- Expected global e-commerce growth in 2016 of 16% to 17%*
- Ongoing expected growth of the European e-commerce market of 12% for 2016**
- Strong growth prospects for the Asian market of 25% in 2016***

Promising outlook in target industries

- Consumer goods Europe projected to grow at 11% in 2016***
- Digital goods Europe projected to grow at 21% and 18% in Asia in 2016***
- 3% expected growth for travel and mobility in Europe in 2016****

E-commerce trends

- Ongoing convergence of all sales channels and the need for omni-channel solutions
- Global e-commerce players entering the POS market
- Digital single market, project of the European Union

Fintech

- Strong demand for Wirecard services and know how by Fintech companies
- Consumer targeted front end solutions require Wirecard partnership for licensing and back end solutions

Mobile payment

- Launch of sophisticated mobile payment products strengthen global awareness
- Enrichment of mobile payment products with further services such as microcredits or insurance services

* Euromonitor and Statista, **Forrester and Statista, *** Statista, ****Phocuswright

Company guidance



- EBITDA guidance for FY2016 of 290 to 310 EUR mn
- Proposed dividend of 0.14 EUR per share

Guidance is based on

- Growth of the European e-commerce market and additional global growth drivers
- Increase of processed transaction volume with existing and new clients
- Economies of scale
- Contribution from recent acquisitions

Detailed break down of guidance mid-point of 300 EUR mn

- Organic growth of 23%, with an expected EBITDA contribution from mobile payment of 5.0 EUR mn
- 16.0 EUR mn EBITDA contribution from the payment business of GI Retail
- 4.0 EUR mn combined EBITDA contribution from Provus Group and MoIP
- Guidance does not include any effects from the sale of Visa Europe

The background of the slide is a complex, abstract wireframe structure. It consists of numerous thin, grey lines that form a dense, three-dimensional mesh. The lines are arranged in a way that creates a sense of depth and movement, with some lines curving and others intersecting to form various geometric shapes and patterns. The overall effect is that of a digital or architectural framework, possibly representing data or a complex system.

5. Financial data

Financial highlights Q1 2016

in EUR k	Q1 2016	Q1 2015	Change
Revenue	210,470	159,413	32%
EBITDA	61,977	46,034	35%
EBIT adjusted*	53,357	40,174	33%
EBIT	46,057	33,410	38%
Tax	6,156	3,729	65%
Profit after tax	36,610	28,596	28%
EPS (undiluted) in EUR	0.30	0.23	30%
Operating cash flow**	50,603	46,228	9%
Shareholders' equity	1,305,376	1,111,765	17%
Total equity and liabilities	3,023,519	2,069,655	46%
Employees*** as of 31.03.2016 / 31.03.2015	3,526	1,978	78%
thereof full-time employees	3,264	1,758	86%
thereof part-time employees	262	220	19%

* Adjusted by amortisation (M&A related)

** Consolidated cash flow from operating activities (adjusted)

*** Thereof 1.173 employees of the payment business of GI Retail Group, India; MoLP Pagamentos, Brazil; Provus Group, Romania

Consolidated income statement

in EUR k	Q1 2016	% of revenues	Q1 2015	% of revenues
Revenues	210,470		159,413	
Own work capitalised	5,670		5,871	
Cost of materials	-110,357	52.4%	-87,767	55.1%
Personnel expenses	-27,698	13.2%	-20,711	13.0%
Other operating expenses	-16,431	7.8%	-13,874	8.7%
Other operating income	343	0.2%	3,103	1.9%
Income from investments using equity method	-19	0.0%	n/a	n/a
EBITDA	61,977	29.4%	46,034	28.9%
Amortisation and depreciation (M&A adjusted)*	-8,620	4.1%	-5,860	3.7%
EBIT adjusted*	53,357	25.4%	40,174	25.2%
Amortisation (M&A related)*	-7,299	3.5%	-6,764	4.2%
EBIT	46,057	21.9%	33,410	21.0%
Financial results	-3,292		-1,085	
Income tax	-6,156	** 14.4%	-3,729	** 11.5%
Profit after Taxes	36,610	17.4%	28,596	17.9%

* Adjusted by amortisation (M&A related)

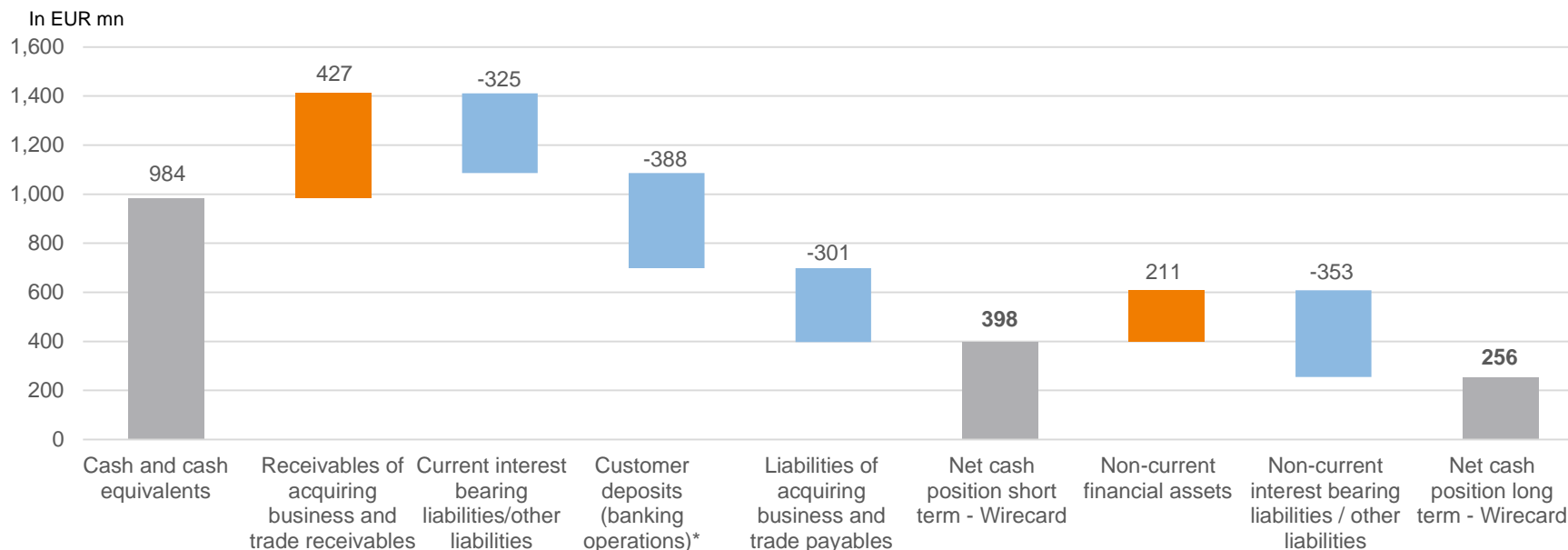
** Taxes on income and profit with regards to Earnings before Taxes (EBT)

Balance sheet

Assets in EUR k	31.03.2016	31.12.2015	Equity and liabilities in EUR k	31.03.2016	31.12.2015
Non-current assets	1,386,054	1,280,261	Shareholders´ equity	1,305,376	1,280,513
Goodwill	513,940	489,301	Liabilities	1,718,144	1,654,988
Customer relationships	406,490	385,451	Current provisions	1,563	1,421
Internally gen. intangible assets	85,539	80,639	Tax provisions	18,565	14,087
Other intangible assets	70,049	65,869	Liabilities of acquiring business	282,453	333,924
Deferred tax assets	1,632	862	Trade payables	18,102	25,988
Other property, plant & equipm.	35,784	30,987	Interest-bearing bank loans	494,165	370,725
Fin. assets/ int. bearing securities	272,621	227,152	Deferred income taxes	58,189	53,266
Current assets	1,637,465	1,655,240	Other non-current liabilities	79,535	71,912
Receivables of acquiring business	290,353	334,055	Other current liabilities	104,190	201,201
Trade receivables	136,581	113,204	Customer deposits	661,381	582,464
Cash and cash equivalents	984,433	1,062,968			
Interest-bearing securities	211,368	133,128			
Other	14,731	11,885			
Total assets	3,023,519	2,935,501	Total equity and liabilities	3,023,519	2,935,501

Net cash (short and long term)

Net cash bridge Q1 2016



* Customer deposits break down in EUR k	31.03.2016
Customer deposits - balance sheet amount	661,381
thereof in long-term interest bearing securities	-61,531
thereof in interest bearing securities and fixed-term deposits	-211,368
Customer deposits relevant for net cash calculation	388,483

Income tax analysis

in EUR k	Q1 2016	in % of ebt	Q1 2015	in % of ebt
Earnings before tax (EBT)	42,766		32,325	
Tax on income and profit	-6,156	14.4%	-3,729	11.5%
thereof impact from deferred tax	898	-2.1%	-323	1.0%
thereof tax to be paid	-7,054	16.5%	-3,406	10.5%
<hr/>				
Paid tax on income	-2,606		-4,229	
thereof income tax	-2,606		-4,229	
thereof capital gain tax on dividends	0		0	

Cash flow and conversion

Free cash flow in EUR k	Q1 2016
Cash flow from operating activities (adjusted)	50,603
Operative CAPEX	13,078
Free cash flow	37,525

Cash conversion in EUR k	Q1 2016
Free cash flow	37,525
Earnings after tax	36,610
Cash conversion in %	102.5

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