

Investor Presentation – Results Q1 2017

18 May 2017



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Highlights

Wirecard at a glance



17.2 EUR bn processed transaction volume worldwide



Outstanding track record with continuing growth and strong fundamentals



~ 29,000 large and medium sized merchants
~ 160,000 small sized 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 2017

Results in EUR mn (except where stated)	Q1 2017	Q1 2016	Change
Transaction volume (in EUR bn)	17.2	12.8	34%
Revenues	274.9	210.5	31%
EBITDA	81.3	62.0	31%
EBIT adjusted*	69.4	53.4	30%
EBIT	60.2	46.1	31%
Earnings after taxes	48.5	36.6	32%
Operating cash flow**	64.8	50.6	28%
Free cash flow***	49.7	37.5	32%
Earnings per share (in EUR, undiluted)	0.39	0.30	30%

EBITDA guidance for FY2017 of 382 - 400 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 Q1 2017

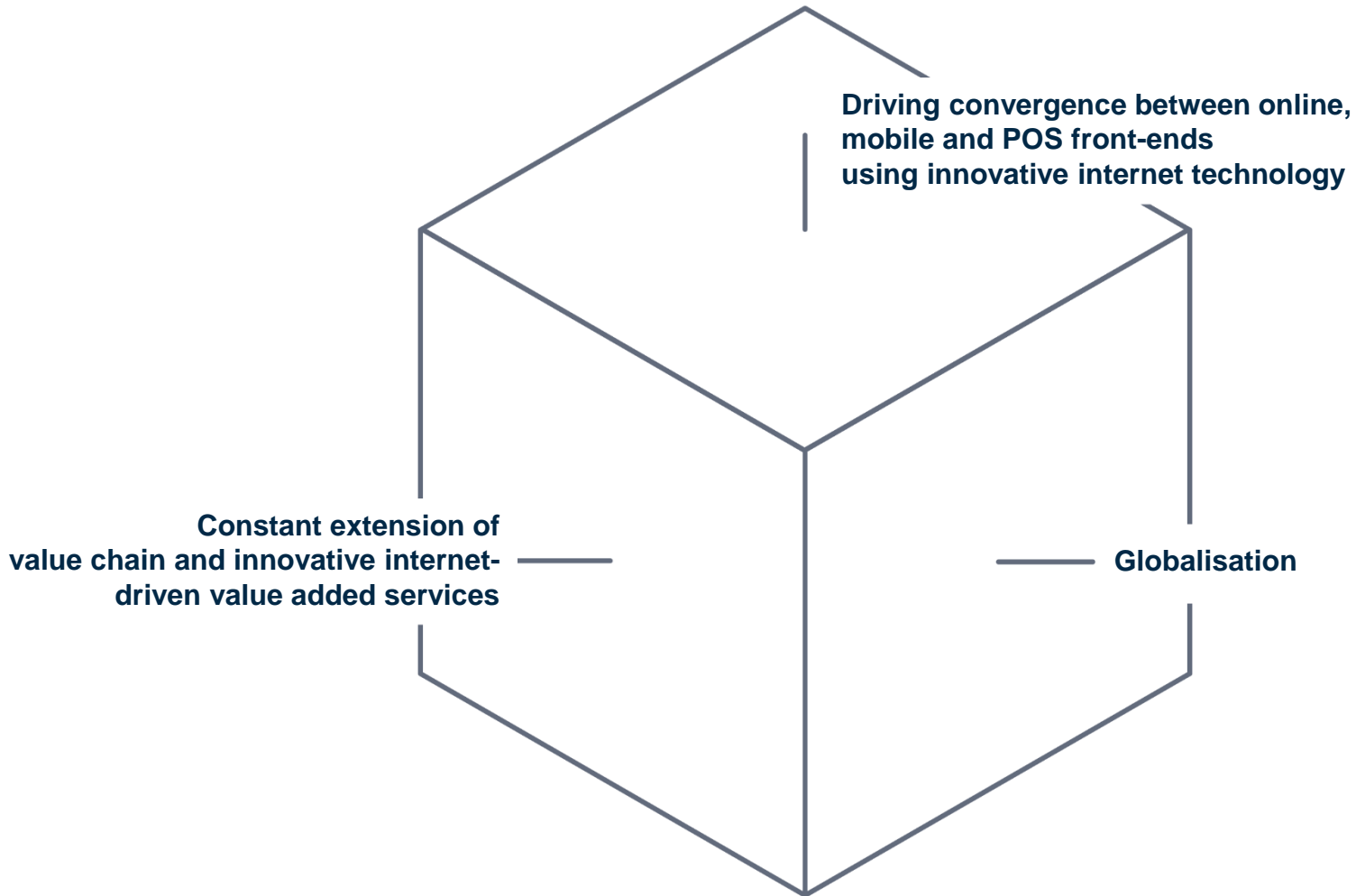
	Transaction volume growth	Revenue growth	EBITDA growth
Total	34.2%	30.6%	31.1%
Organic	29.3%	25.3%	27.0%
M&A	4.8%	5.3%	4.1%
• Wirecard North America	4.5%	5.1%	4.0%
• MyGate	0.3%	0.2%	0.1%

¹⁾ Wirecard North America and MyGate (South Africa)

Global mega trends driving Wirecard's growth

- 1 **Substitution of POS transactions by mobile and internet transactions**
- 2 **Transition from cash transactions to electronic card transactions**
- 3 **Transition from non-real-time transactions to real-time transactions**
- 4 **Internet technology as convergence driver between all sales channels – POS, mobile and internet – omni-channel**

Wirecard's strategy



Wirecard's USPs



Value chain

**Strong value chain
with end-to-end fully digitised
acquiring and issuing
leading to gross margin advantages**



**Data driven
value added
services**

**Increasing conversion through digitised
data layer that connects data sources via
dynamic algorithms (AI and self learning
algorithms)**

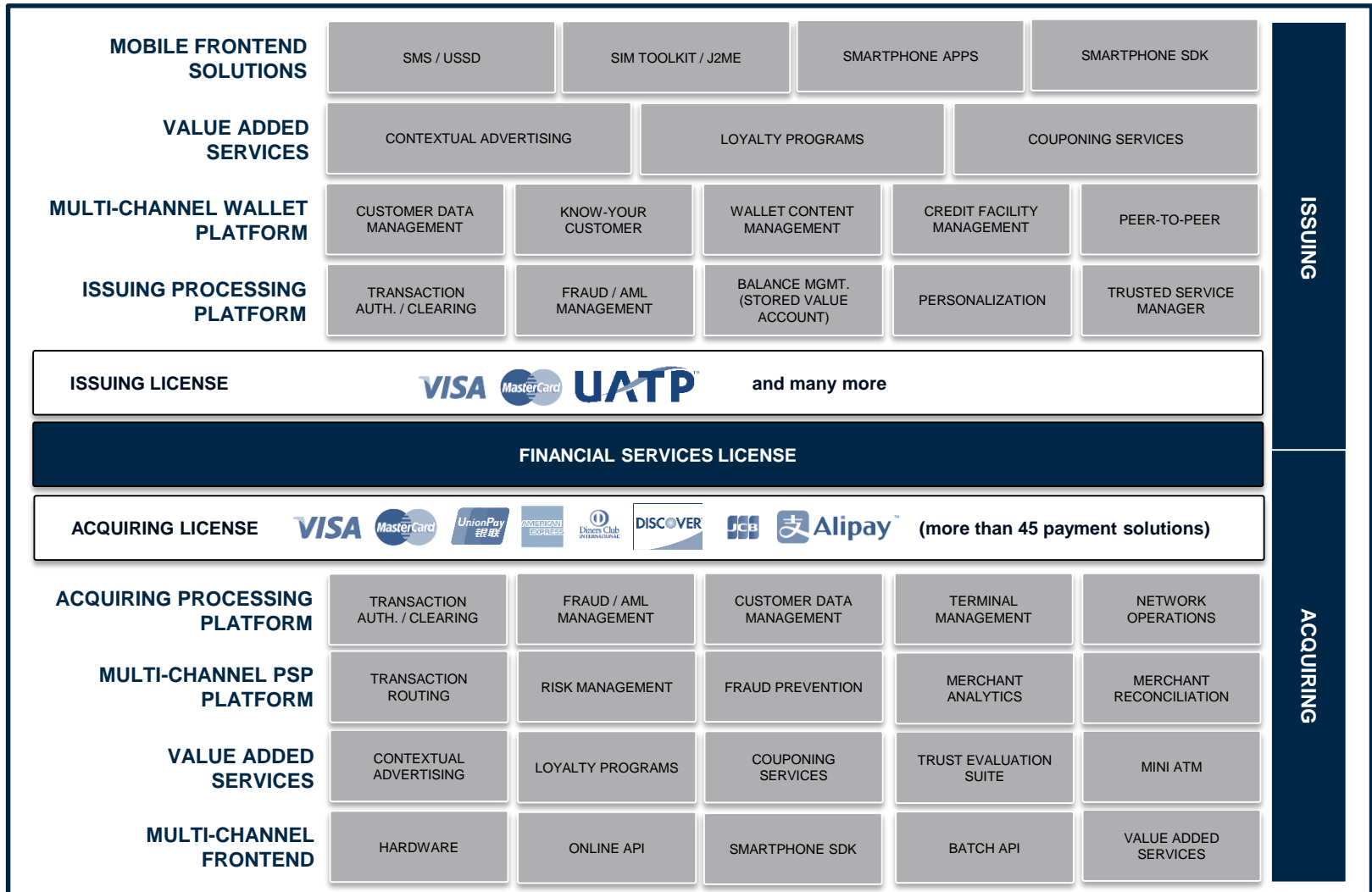


Global reach

**Most advanced in rolling out
Wirecard's platform and innovations
on a global scale**

Highlights

Wirecard's end-to-end payment ecosystem – fully digitised global acquiring and issuing

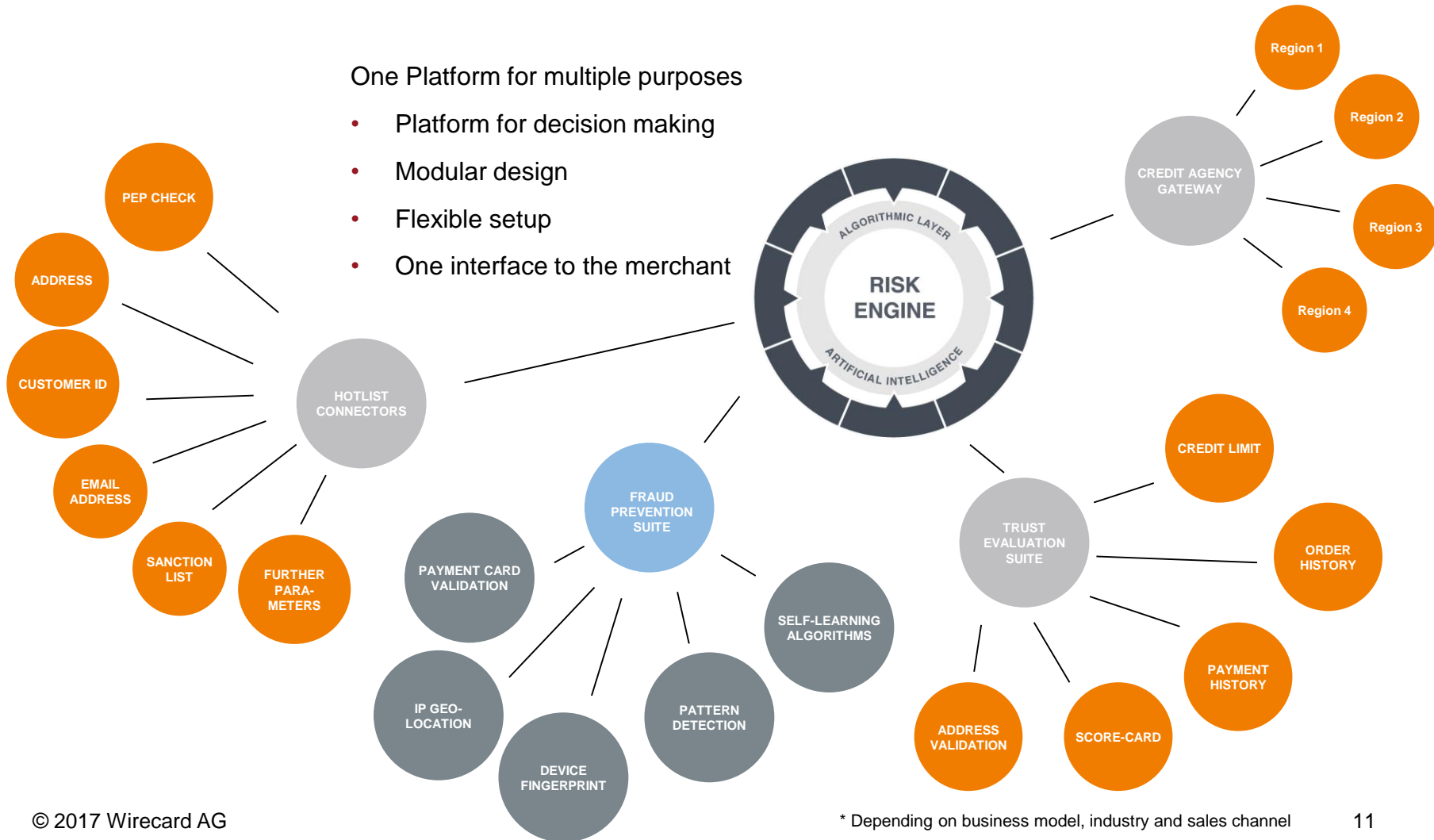


Data driven services (1/4) -

Leading 360° risk management: raising conversion on average by more than 5% and reducing default by up to 50%*

One Platform for multiple purposes

- Platform for decision making
- Modular design
- Flexible setup
- One interface to the merchant



Data driven services (2/4) -

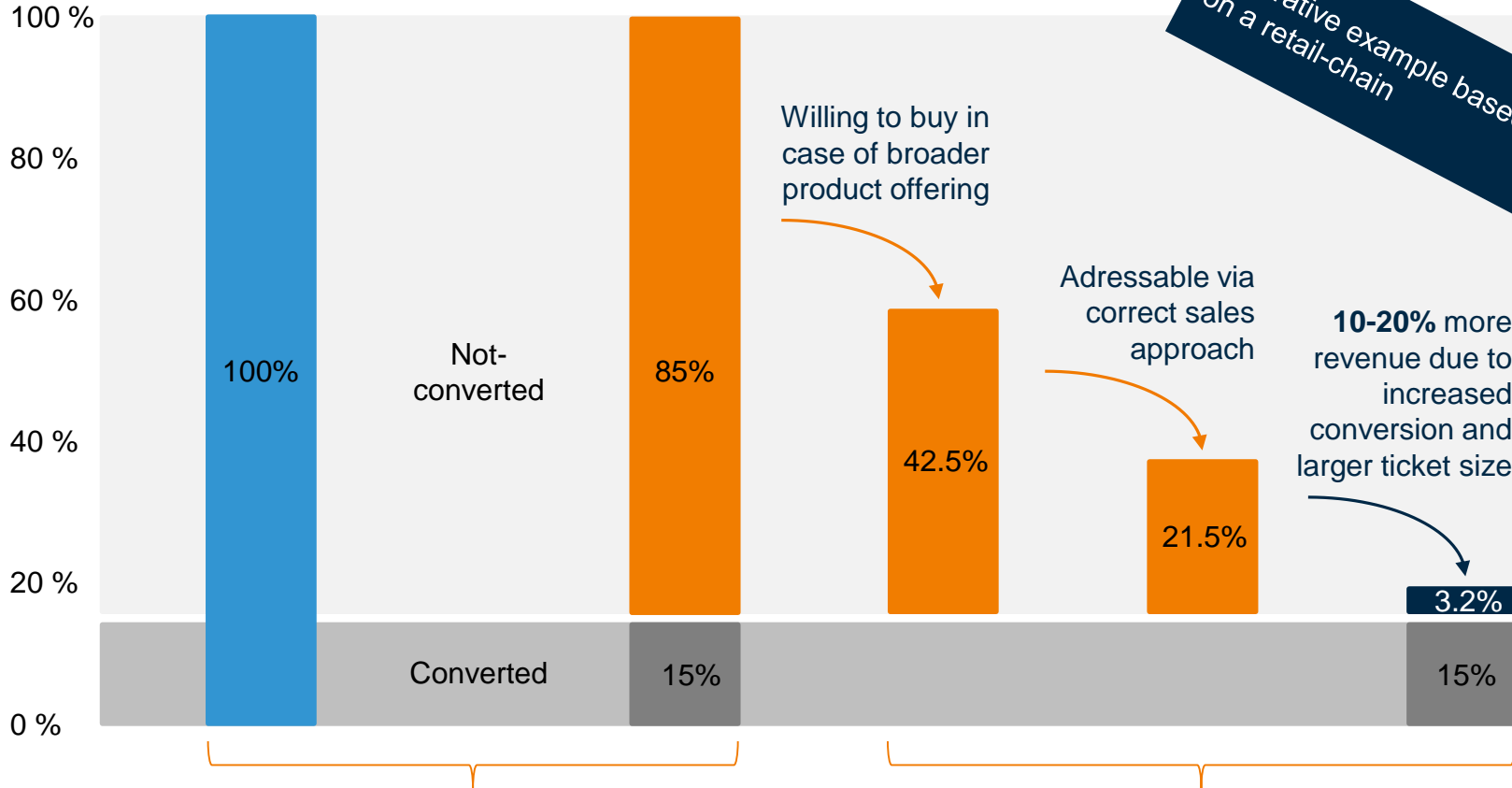
Wirecard's omni-channel offering to further increase conversion rates



Data driven services (3/4) -

Wirecard's omni-channel offering to further increase conversion rates

In-store visitors





Illustrative example based on a retail-chain

Traditional sales channel thinking

Wirecard's add-on omni-channel offering leading to increased sales due to higher conversion

Data driven services (4/4) -

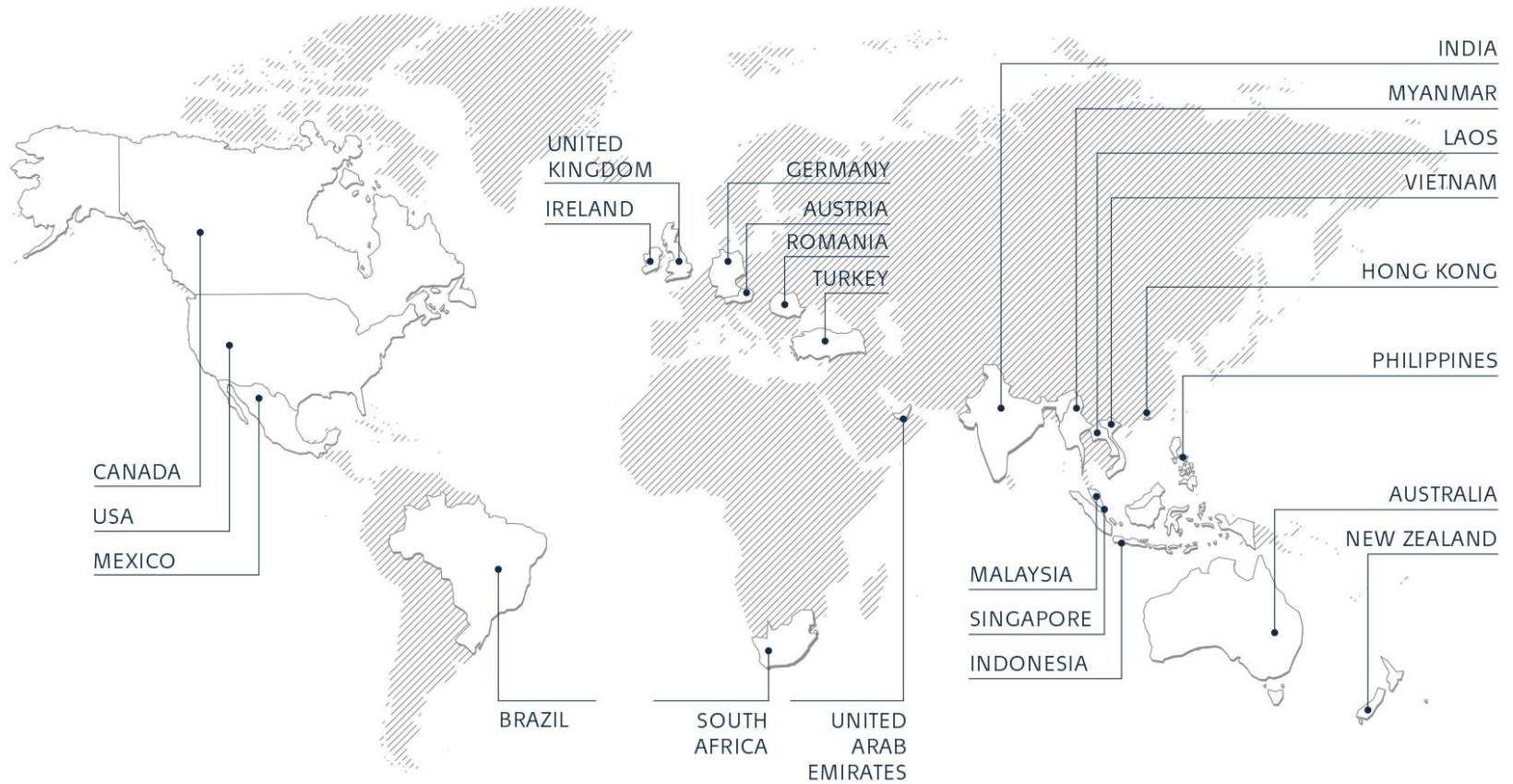
Illustrative examples how omni-channel analytics toolbox helps merchants to increase revenue

 <h3>RFM analysis</h3> <h1>7.9%</h1> <p>reactivated customers identified by RFM patterns ¹</p>	 <h3>Next best offer</h3> <h1>12%</h1> <p>increased sales in online shops ²</p>	 <h3>Customer segments</h3> <h1>28%</h1> <p>average growth in customer value (with targeting) ⁴</p>
 <h3>Churn analysis</h3> <h1>69%</h1> <p>of churning customers can be identified correctly ⁵</p>	 <h3>Customer lifetime value</h3> <h1>4%</h1> <p>absolute churn, achievable by optimizing CLV & acq. funnel ³</p>	 <h3>Forecasting</h3> <h1>2x</h1> <p>increased marketing campaign effectiveness ⁶</p>

1) Recency, frequency, monetary value, own source: RFM for specific merchant
2) <https://www.barilliance.com/personalized-product-recommendations-stats/>
3) <https://blog.kissmetrics.com/how-netflix-measures-you/>

4) <http://www.liftpointconsulting.com/segmentation-case-study>
5) Own source: Analysis for DIY store
6) <http://spotfire.tibco.com/assets/blt8cc61ff7976e8cba/aberdeen-sales-marketing-analytics.pdf>

Global reach



Operative highlights Q1 2017

Examples of customer gains, business extensions and new partners

Rakuten, Festo, RwandAir, T-Systems, Rossmann, Sortimo, TransferTo, bluesource – mobile solutions gmbh, National Bank of Greece, Myanmar Airways, EON Business Services, DDV Mediengruppe, Helpmundo, Skyprime, Eurowings Holidays, Presta Shop, CSL Plasma

Wirecard and National Bank of Greece bring Alipay to Greece

Wirecard is now collaborating with National Bank of Greece (NBG) and is integrating Alipay into the technical infrastructure of Greece's largest bank as a new payment method. The aim is for most Greek merchants who operate in significant tourist attractions in the country to be able to offer Alipay as a new payment solution at the point of sale (POS) for their Chinese customers.

boon. launch together with Apple Pay in Switzerland, France, Ireland and Italy

Wirecard's Host Card Emulation (HCE) app for mobile payment – redefining smartphone payments. Together with Apple Pay boon was launched in Switzerland, France, Ireland and Italy and is the first fully digitalised mobile payment solution available within Apple Pay.

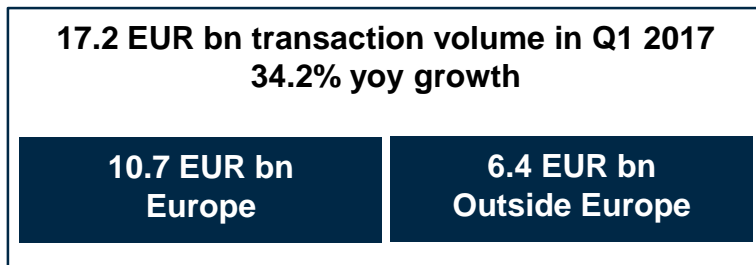


Strong customer gains and extension of existing business relationships translate into continuing **organic growth** of Wirecard

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Industry and regions

Transaction volume – industry view



Consumer goods

- Includes B2C and B2B physical products
- Consumer goods up 2.3 EUR bn, with 38.4% yoy growth

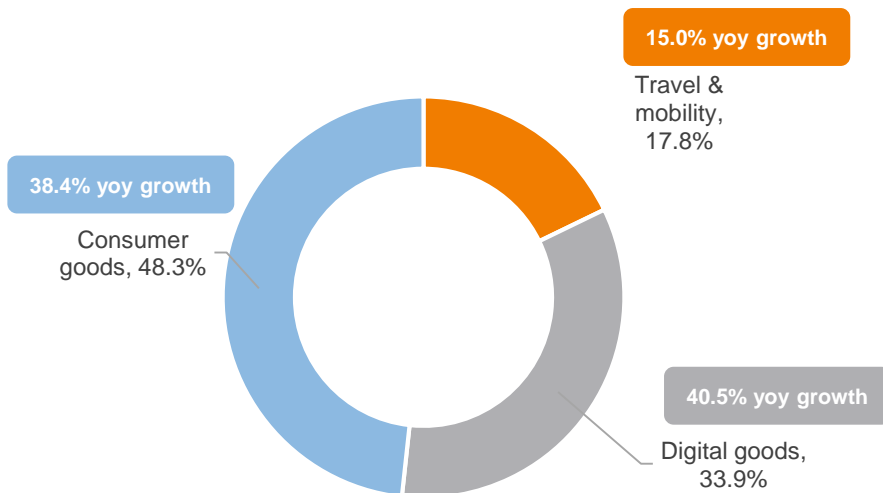
Digital goods

- Includes digital goods such as internet portals, download and streaming services, telecommunications, SaaS and app providers
- Digital goods up 1.7 EUR bn, with 40.5% yoy growth

Travel & mobility

- Includes airlines, hotel chains, travel portals, tour operators, ferries, car rental and transportation companies
- Travel & mobility up 0.4 EUR bn, with 15.0% yoy growth

Transaction volume¹ industry allocation



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

3

Mergers and acquisitions

Overview of recent M&A activity

Wirecard North America (Citi Prepaid Card Services)

- Leading position in institutional funded prepaid card issuing with more than 2,500 client programs launched
- Global expansion with market entry U.S.
- Employees: 120
- Estimated EBITDA margin 2017 approx. 20%
- Estimated EBITDA contribution 2017 > USD 20 mn (before integration costs)
- Estimated integration costs: 5.0 USD mn
- Closing March 2017

Merchant acquiring services of Citigroup in APAC

- A leading merchant acquiring business across 11 countries in APAC
- Client base of more than 20,000 merchants incl. segment leading corporate clients
- Strong cross- and upselling opportunities due to Wirecard's innovative payment ecosystem
- Synergies of > USD 7 mn annually
- Estimated EBITDA contribution of > USD 20 mn for the 12 months after closing
- Signing March 2017

MyGate in South Africa

- MyGate is a leading payment service provider in South Africa
- Supplements existing product portfolio of Wirecard in South Africa
- Employees: 21
- Cash payment of 18.2 EUR mn, further earnouts up to 4.9 EUR mn
- Expected EBITDA 2017: 2.0 EUR mn
- Signing and closing March 2017

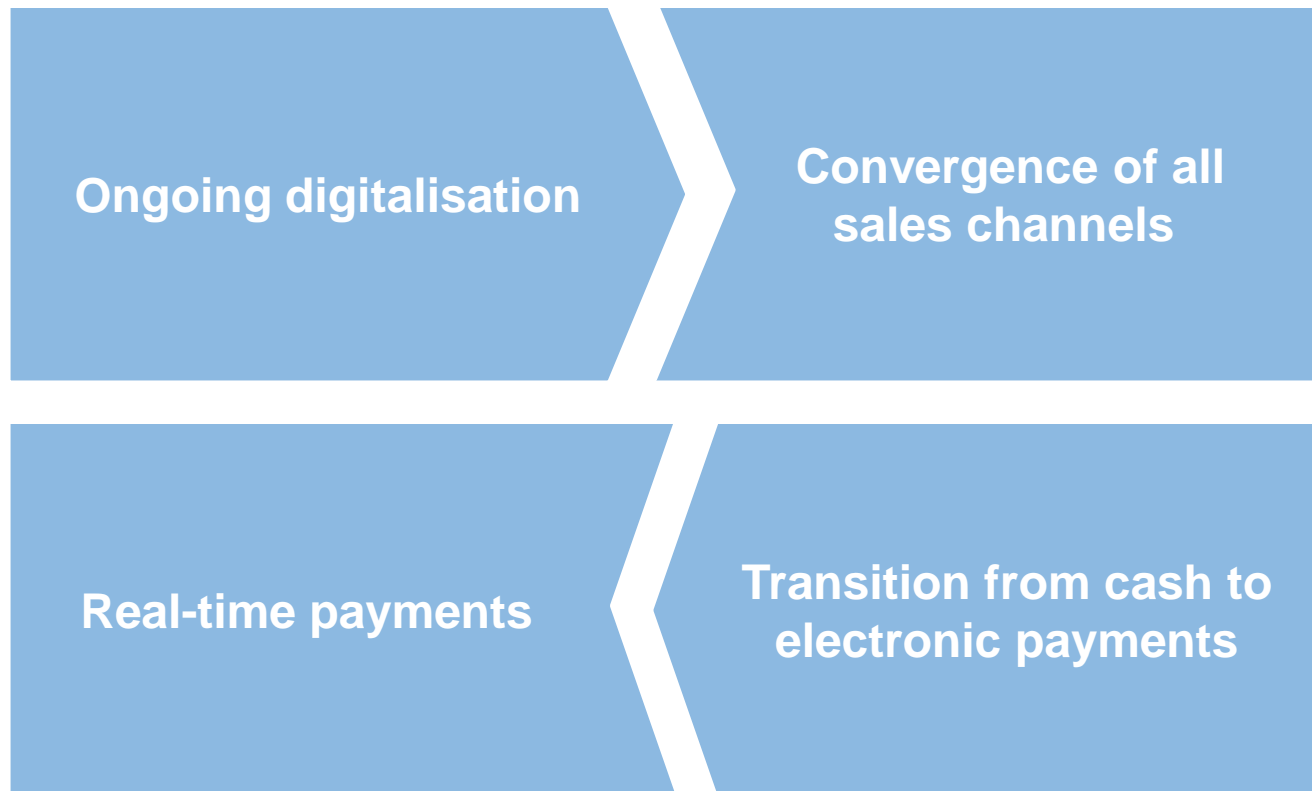
Track record of recent M&A activity

	Revenue	EBITDA
Wirecard North America (Citi Prepaid Card Services)	10.6 EUR mn Q1 2017 (consolidation as of March 2017)	2.5 EUR mn Q1 2017 (consolidation as of March 2017)
MyGate in South Africa	0.3 EUR mn Q1 2017 (consolidation as of March 2017)	0.1 EUR mn Q1 2017 (consolidation as of March 2017)

4 Outlook

Market environment

Strong prospective market growth of 16% to 17% within Wirecard's core geographies as well as its industry mix for 2017



Company guidance 2017



- EBITDA guidance for FY2017 of 382 to 400 EUR mn
- Proposed dividend of 0.16 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 391 EUR mn

- Organic growth of 23%
- >13.0 EUR mn EBITDA contribution from Citi prepaid (based on 20 USD mn and integration costs of 5 USD mn)

Wirecard's visionary playing field

85% cash transactions worldwide



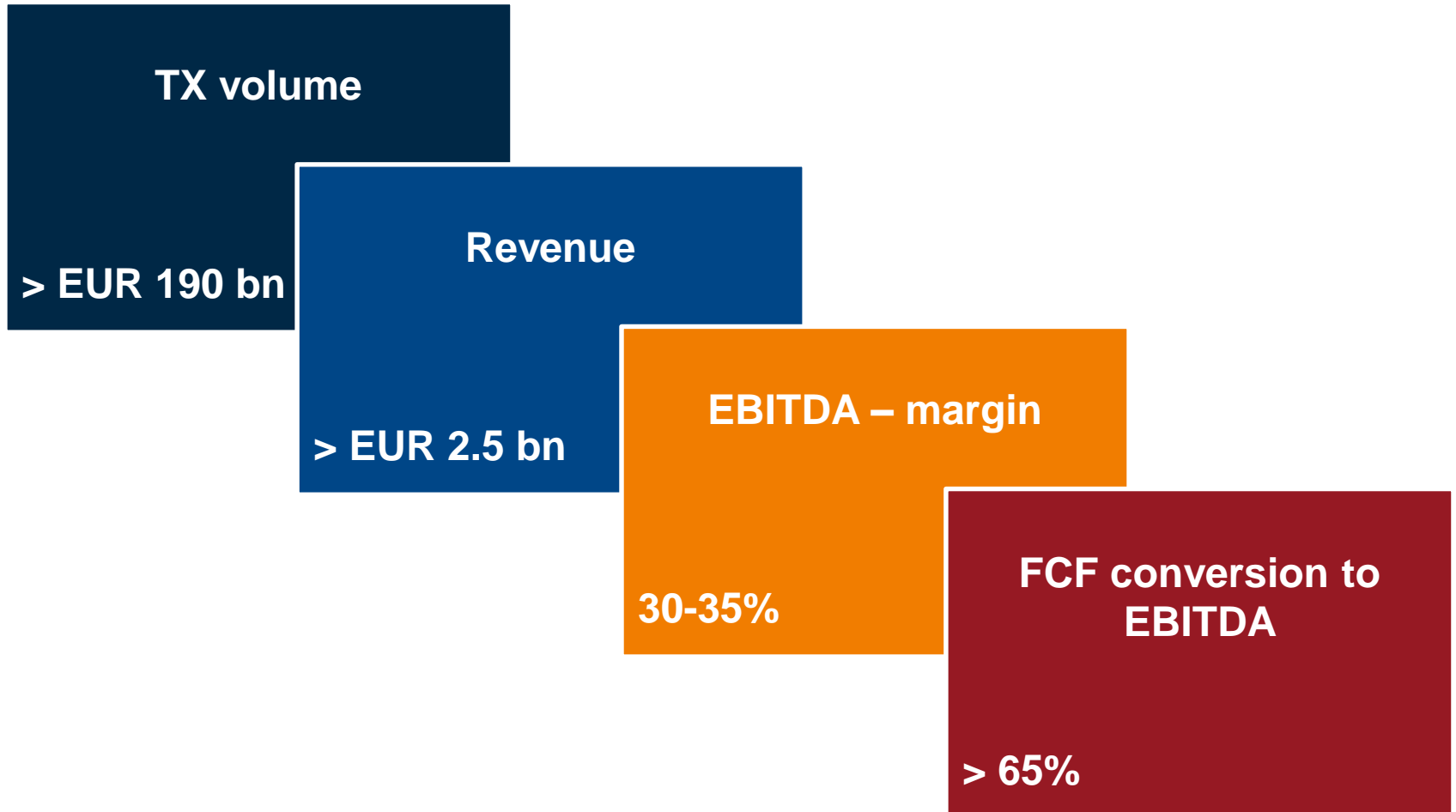
... whereas only 15% of all transactions are electronic

...with only 6% to 7% of all electronic transactions being fully digitised



Leaving an enormous market potential for Wirecard

Vision 2020



5 Financial data

Remark on quarterly statement

- Transparency requirements for publicly traded companies have been amended (German Act Implementing the European Directive amending the Transparency Directive and the amendments to the German Securities Trading Act (WpHG) on 25 November 2015)
- Frankfurt Stock Exchange has amended its requirements for quarterly reporting with a change to its Exchange Rules (BörsO)
- In accordance with Article 51a of the BörsO, companies are permitted to publish a quarterly statement that has a shorter format

Financial highlights Q1 2017

in EUR k	Q1 2017	Q1 2016	Change
Revenue	274,895	210,470	31%
EBITDA	81,259	61,977	31%
EBIT adjusted*	69,387	53,357	30%
EBIT	60,153	46,057	31%
Tax	8,547	6,156	39%
Earnings after taxes	48,491	36,610	32%
EPS (undiluted) in EUR	0.39	0.30	30%
Operating cash flow**	64,761	50,603	28%
Shareholders' equity	1,528,341	1,305,376	17%
Total equity and liabilities	3,818,868	3,023,519	26%
Employees*** as of 31.03.2017 / 31.03.2016	4,198	3,526	19%
thereof full-time employees	3,902	3,264	20%
thereof part-time employees	296	262	13%

*Adjusted by amortisation (M&A related)

** Consolidated cash flow from operating activities (adjusted)

*** Thereof 137 employees of Wirecard North America and MyGate

Consolidated income statement

in EUR k	Q1 2017	% of revenues	Q1 2016	% of revenues
Revenues	274,895		210,470	
Own work capitalised	9,091		5,670	
Cost of materials	-142,970	52.0%	-110,357	52.4%
Personnel expenses	-38,049	13.8%	-27,698	13.2%
Other operating expenses	-25,852	9.4%	-16,431	7.8%
Other operating income	4,104	1.5%	343	0.2%
Income from investments using equity method	39	0.0%	-19	0.0%
EBITDA	81,259	29.6%	61,977	29.4%
Amortisation and depreciation (M&A adjusted)*	-11,872	4.3%	-8,620	4.1%
EBIT adjusted*	69,387	25.2%	53,357	25.4%
Amortisation (M&A related)	-9,234	3.4%	-7,299	3.5%
EBIT	60,153	21.9%	46,057	21.9%
Financial results	-3,115		-3,292	
Income tax	-8,547	** 15.0%	-6,156	** 14.4%
Profit after Taxes	48,491	17.6%	36,610	17.4%

* Adjusted by amortisation (M&A related)

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

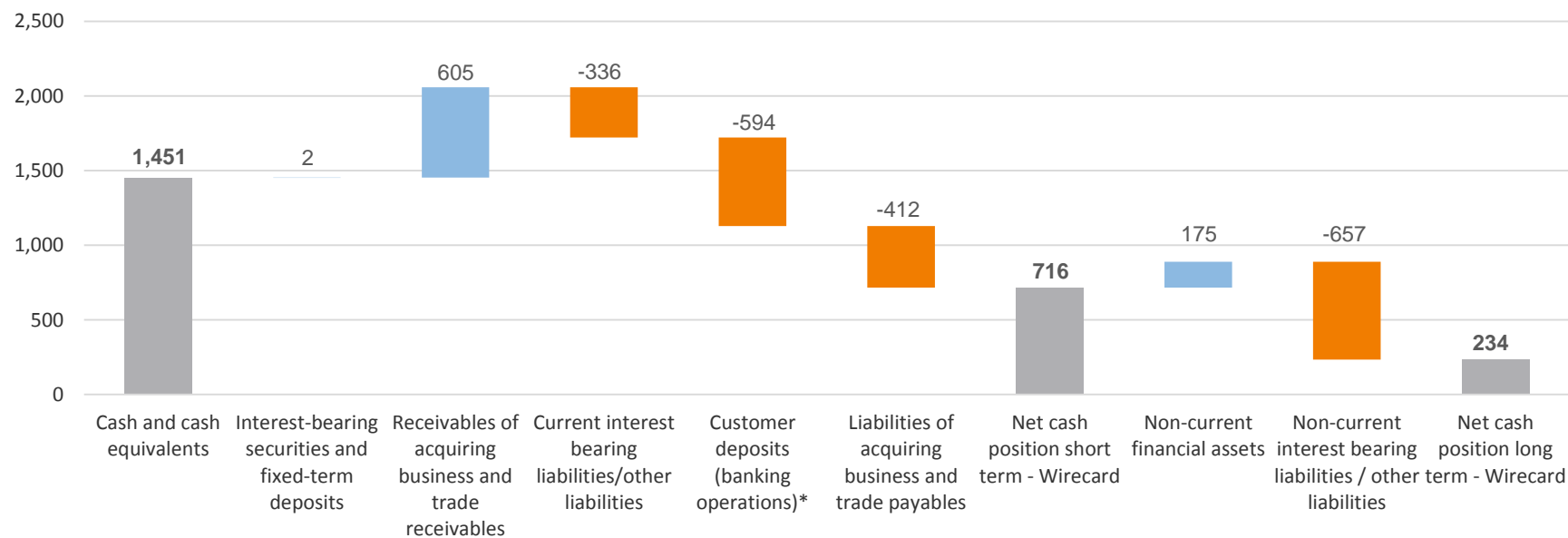
Balance sheet

Assets in EUR k	31.03.2017	31.12.2016	Equity and liabilities in EUR k	31.03.2017	31.12.2016
Non-current assets	1,631,794	1,386,438	Shareholders' equity	1,528,341	1,474,963
Goodwill	645,233	534,892	Liabilities	2,290,527	2,007,099
Customer relationships	501,148	392,329	Current provisions	2,693	3,914
Internally gen. intangible assets	105,141	99,224	Tax provisions	29,008	24,276
Other intangible assets	83,428	81,682	Liabilities of acquiring business	366,268	404,767
Deferred tax assets	2,951	2,657	Trade payables	46,264	34,920
Other property, plant & equipm.	51,688	44,656	Interest-bearing bank loans	820,114	594,541
Fin. assets/ int. bearing securities	242,204	230,999	Deferred income taxes	94,259	59,747
Current assets	2,187,075	2,095,624	Other non-current liabilities	40,948	31,425
Receivables of acquiring business	389,374	402,423	Other current liabilities	131,358	119,505
Trade receivables	215,874	190,185	Customer deposits	759,614	734,003
Cash and cash equivalents	1,450,922	1,332,631			
Interest-bearing securities	114,653	156,493			
Other	16,251	13,893			
Total assets	3,818,868	3,482,062	Total equity and liabilities	3,818,868	3,482,062

Net cash (short- and long-term)

Net cash bridge Q1 2017

In EUR mn



***Customer deposits break down in EUR k** **31.03.2017**

Customer deposits - balance sheet amount	759,614
thereof in long-term interest bearing securities	-50,538
thereof in interest bearing securities and fixed-term deposits	-114,653
Customer deposits relevant for net cash calculation	594,422

Income tax analysis

in EUR k	Q1 2017	in % of ebt	Q1 2016	in % of ebt
Earnings before tax (EBT)	57,038		42,766	
Tax on income and profit	-8,547	15.0%	-6,156	14.4%
thereof impact from deferred tax	142	-0.2%	898	-2.1%
thereof tax to be paid	-8,688	15.2%	-7,054	16.5%
<hr/>				
Paid tax on income	-2,998		-2,606	
thereof income tax	-2,998		-2,606	
thereof capital gain tax on dividends	0		0	

Cash flow and conversion

Free cash flow in EUR k	Q1 2017	Q1 2016
Cash flow from operating activities (adjusted)	64,761	50,603
Operative CAPEX	15,093	13,077
Free cash flow	49,668	37,526

Cash conversion in EUR k	Q1 2017	Q1 2016
Free cash flow	49,668	37,526
Earnings after tax	48,491	36,610
Cash conversion in %	102.4	102.5

**THANK YOU
FOR YOUR ATTENTION**

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

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