

Investor Presentation – Results FY2016

6 April 2017



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Content

1. Highlights
2. Industry and regions
3. Products and solutions
4. Mergers and acquisitions
5. Outlook
6. Financial data

1

Highlights

Wirecard at a glance



61.7 EUR bn processed transaction volume worldwide



Outstanding track record with continuing growth and strong fundamentals



~ 27,000 large and medium sized merchants
~ 150,000 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 FY2016

Results in EUR mn (except where stated)	2016	2015	Change
Transaction volume (in EUR bn)	61.7	45.2	37%
Revenues	1,028.4	771.3	33%
EBITDA	307.4	227.3	35%
EBIT adjusted*	268.3	197.4	36%
EBIT	235.2	172.8	36%
Earnings after taxes	266.7	142.6	87%
Earnings after taxes adjusted**	176.9	142.6	24%
Operating cash flow***	283.0	199.7	42%
Free cash flow****	209.9	145.2	45%
Earnings per share (in EUR, undiluted)	2.16	1.16	86%
Earnings per share adjusted** (in EUR, undiluted)	1.43	1.16	23%

EBITDA guidance for FY2017 of 382 - 400 EUR mn

Proposed dividend of 0.16 EUR per share

* Adjusted for amortisation (M&A related)

** Adjusted for Visa Europe

*** Consolidated cash flow from operating activities (adjusted)

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

Organic versus M&A¹ related growth FY2016

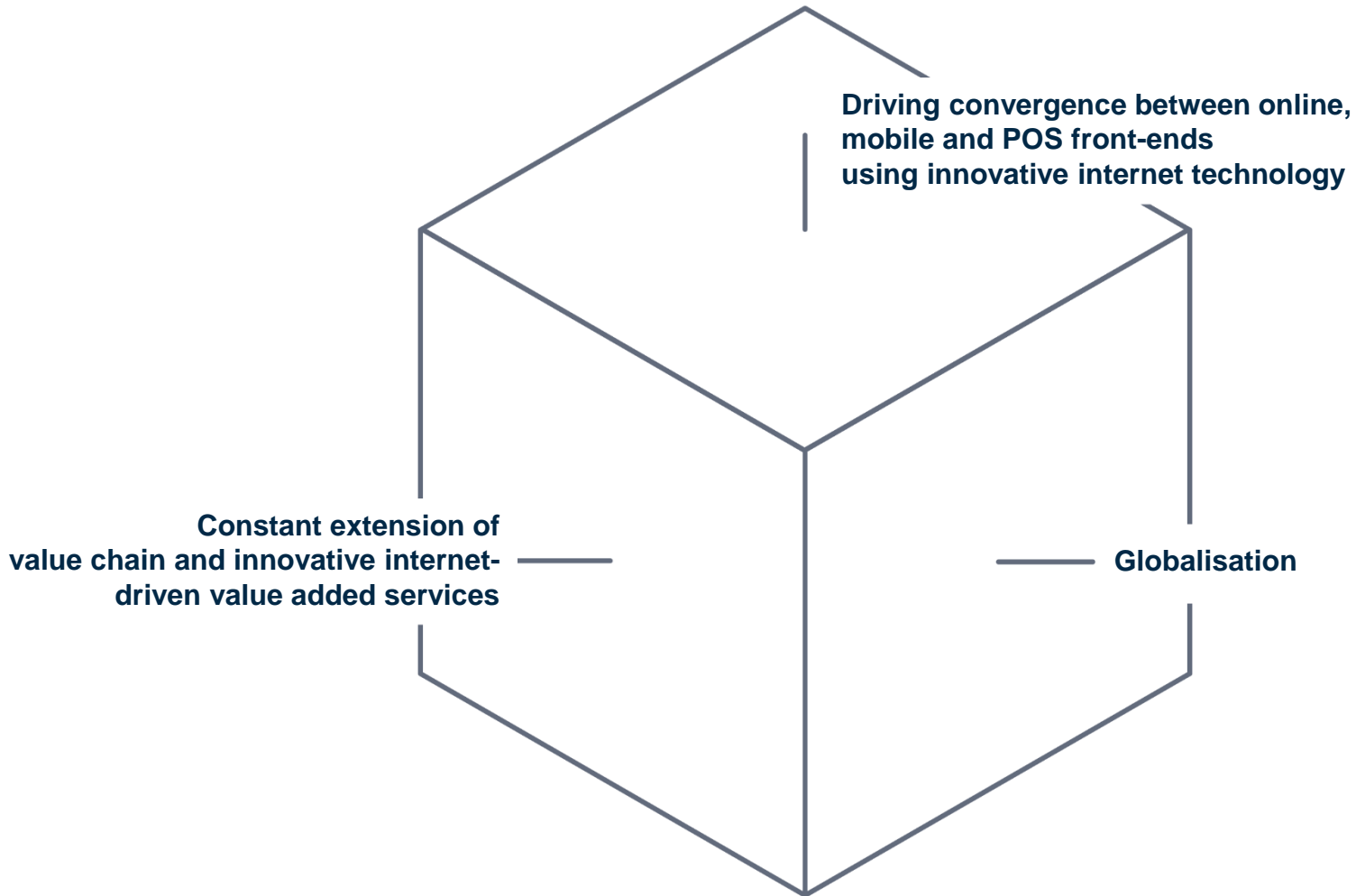
	Transaction volume growth	Revenue growth	EBITDA growth
Total	36.5%	33.3%	35.2%
Organic	30.2%	20.6%	27.1%
M&A	6.3%	12.7%	8.2%
• GI Retail	4.4%	9.5%	6.6%
• Wirecard Brasil	1.2%	2.1%	0.5%
• Provus	0.7%	1.1%	1.1%

¹ Payment business of GI Retail Group, India; Wirecard Brasil, Brazil; Provus Group, Romania

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**



**Risk
management**

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



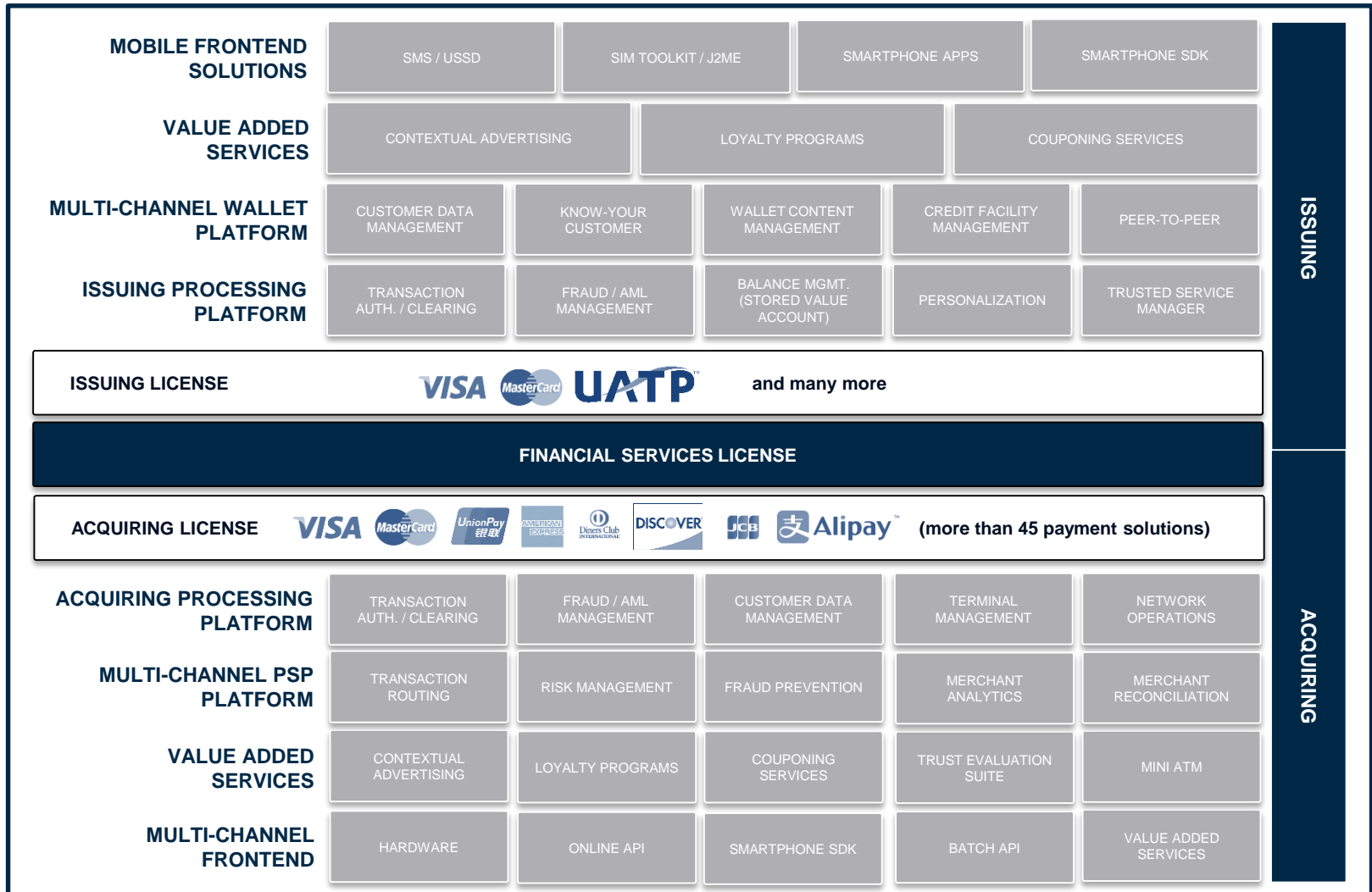
Global reach

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

* Depending on business model, industry and sales channel

Highlights

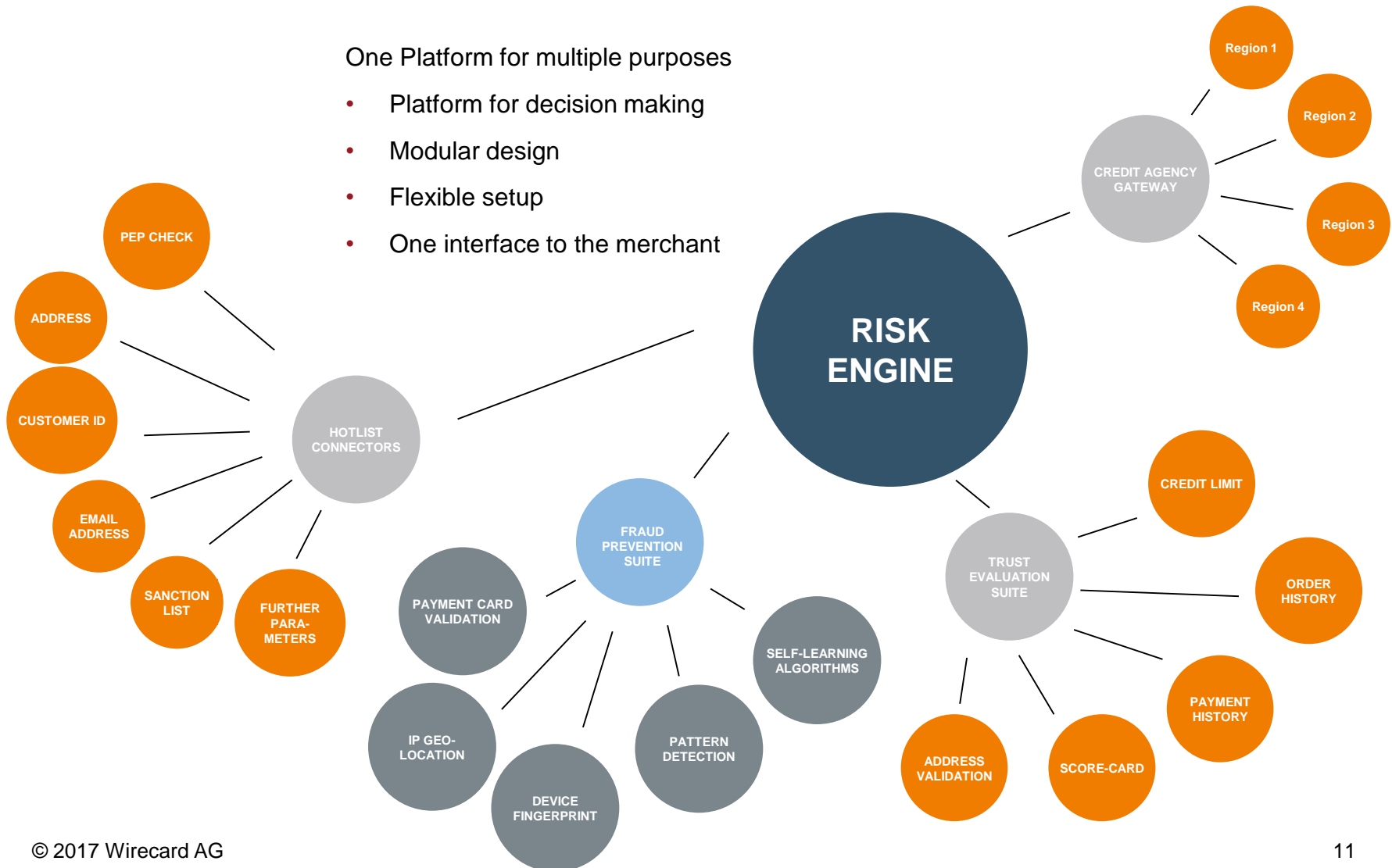
Wirecard's end-to-end payment ecosystem – fully digitised global acquiring and issuing



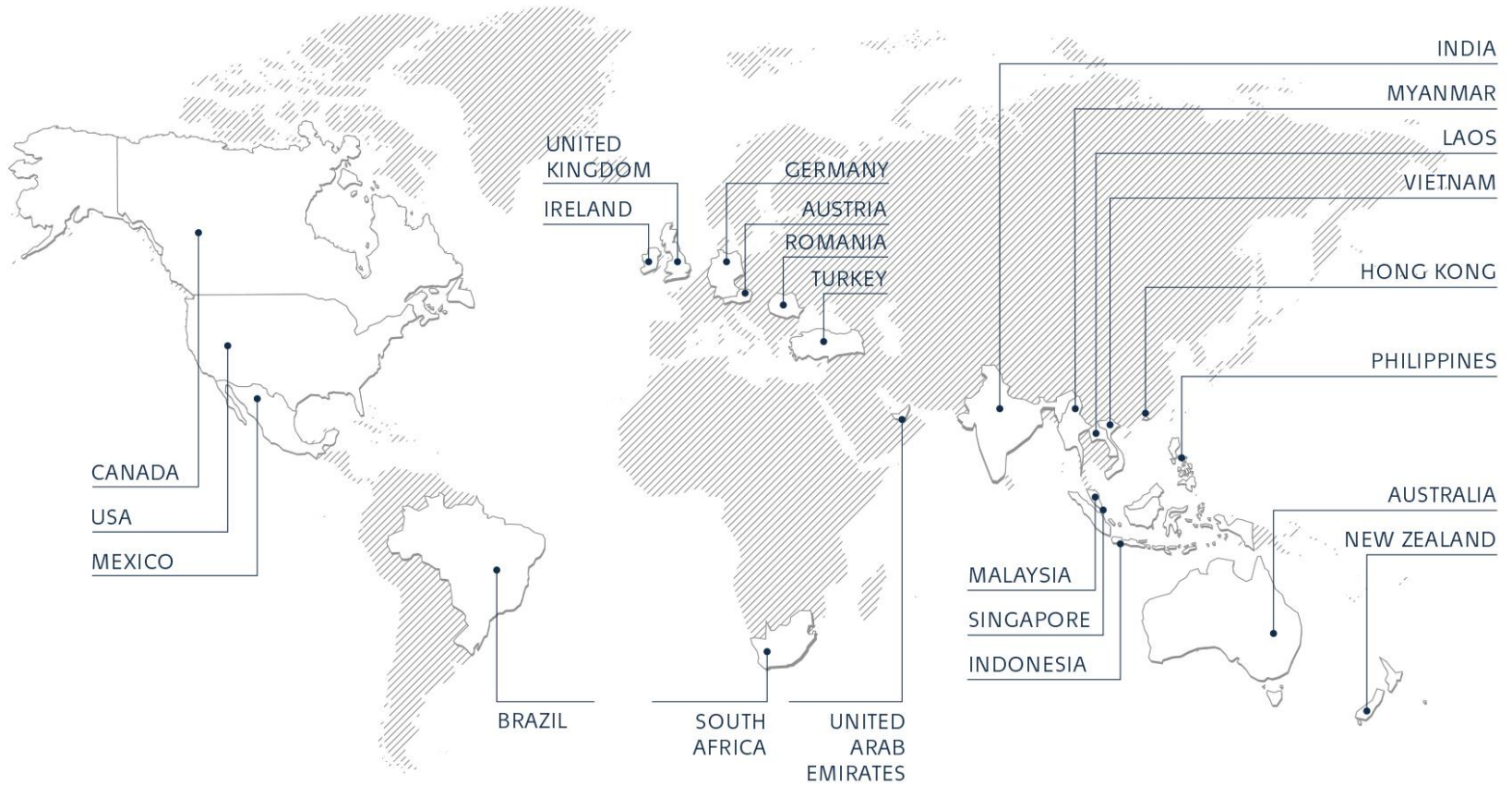
360° risk engine

One Platform for multiple purposes

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



Global reach



Operative highlights FY2016

New customer gains in second half 2016 with a potential transaction volume of **9.5 EUR bn**

Examples of customer gains, business extensions and new partners

Microsoft Cloud Platform Azure, Siemens Mobility, Verlagsgruppe Handelsblatt, Visa Europe Collab, ÖBB, T-Systems, Eurotrade Flughafen München Handels-GmbH, Takko, MyOrder B.V., Ingenico, Verifone, Apple Pay, Sabre, Commerzbank AG, Wizz Air, Miles and More GmbH, The Body Shop, Printemps, O2, Burger King, Airberlin, Europe Net, savedroid, Future Finance, WMF, Enterprise Rent-A-Car, Tamaris, Awinta, TeamViewer, Wargaming.net, Taxi.de, LogoYazilim, Otelz.com, Cuscal, ComfortDelGro, Eleos Web, Bloyalty, DCB Bank, RBL Bank, Lidl, Mondo, Paygoo, Curve, Travelex, Carrefour, Conferma

Various omni-channel initiatives

In cooperation with the **WMF Group**, Wirecard is realising the integration of an omni-channel shopping solution in the WMF branches. The solution enables WMF customers to view products in the store, order them directly online in the store and have them delivered to their homes.

Furthermore, the cooperation with **eurotrade Flughafen** underlines Wirecard's international convergence strategy. Wirecard has integrated Alipay Barcode Payment into eurotrade's central checkout system for this purpose. Another customer who accepts Alipay payments via Wirecard is **Miles & More GmbH**, who accept barcode payment in their Lufthansa WorldShop Stores via the new iOS app "Scan Alipay". In addition, the British company **The Body Shop** and the French company **Printemps Group** with its 19 department stores in France have been acquired as customers.



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

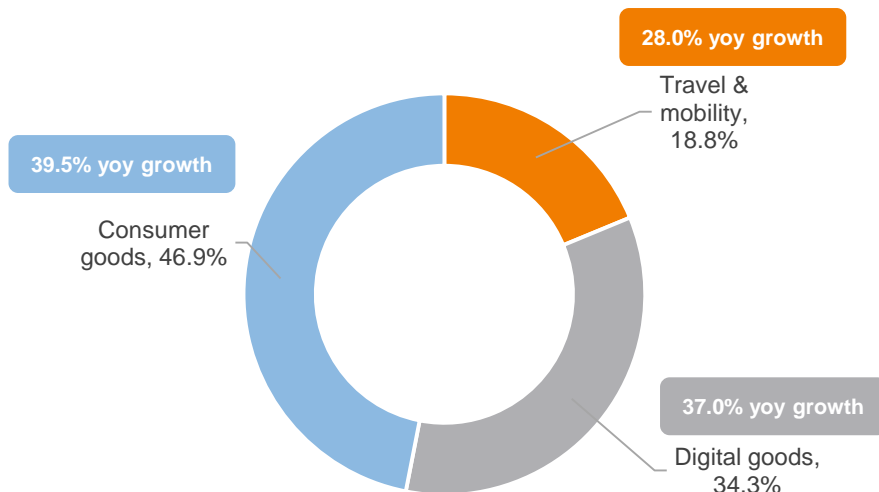
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Industry and regions

Transaction volume – industry view (1/2)

Strong growth across all industries with well diversified customer portfolio and low customer concentration

Transaction volume¹ industry allocation



Consumer goods

- Includes B2C and B2B physical products
- Consumer goods up 8.2 EUR bn, with 39.5% yoy growth

Digital goods

- Includes digital goods such as internet portals, download and streaming services, telecommunications, SaaS and app providers
- Digital goods up 5.7 EUR bn, with 37.0% yoy growth

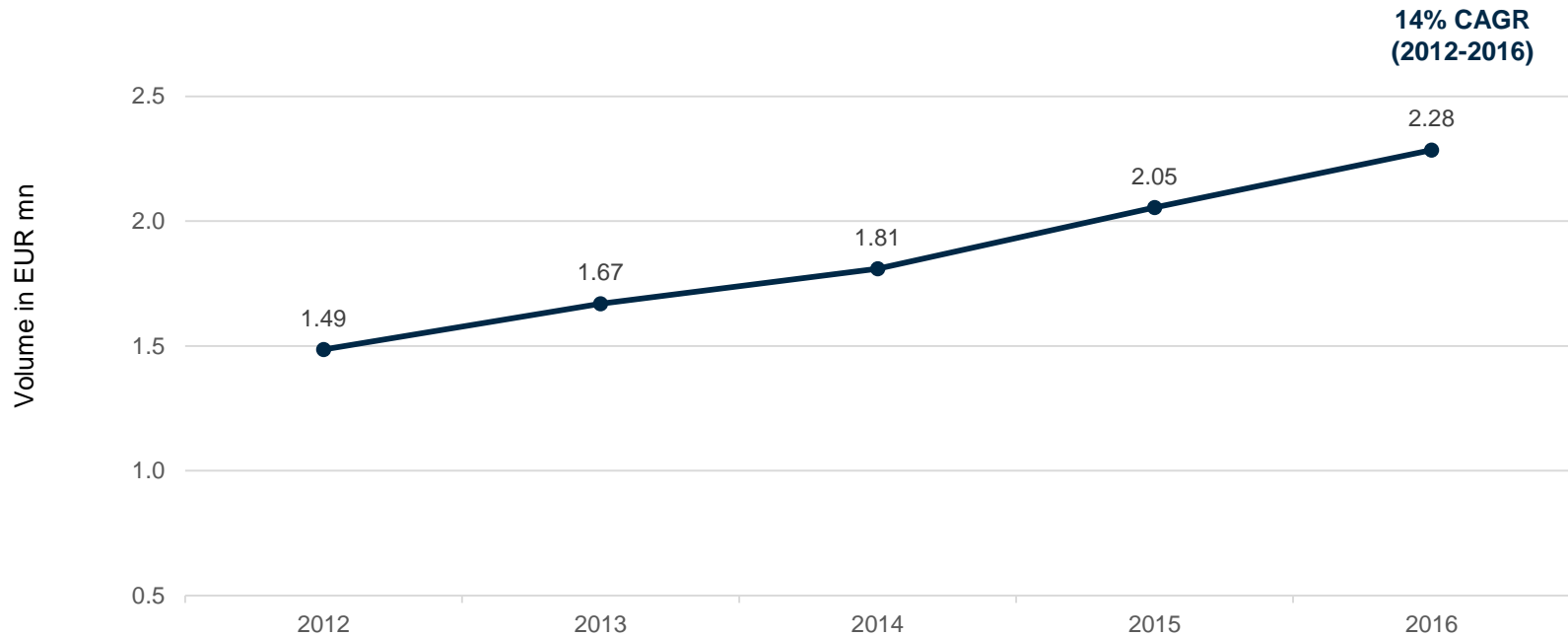
Travel & mobility

- Includes airlines, hotel chains, travel portals, tour operators, ferries, car rental and transportation companies
- Travel & mobility up 2.5 EUR bn, with 28.0% yoy growth

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

Transaction volume¹ – industry view (2/2)

Average transaction volume per merchant (large and medium sized only)



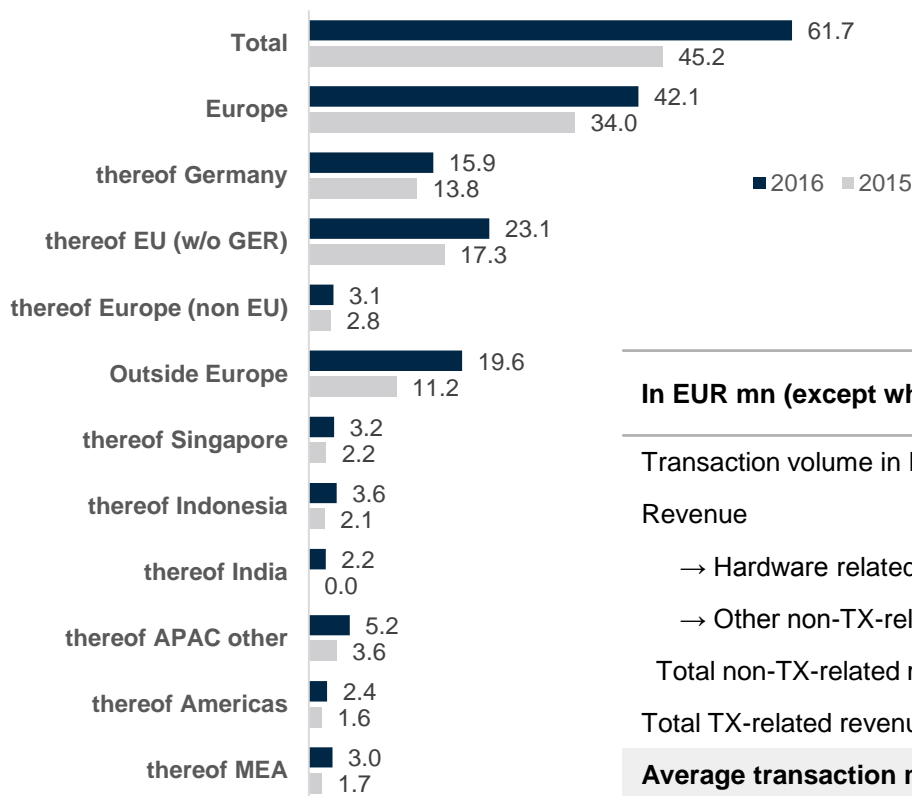
Adding large scale merchants enables Wirecard to continuously increase transaction volume per merchant

¹ Transaction volume: mainly acceptance and issuing means of payment along with associated value added services for large and medium sized merchants

Transaction volume¹ – geographic view²

Transaction volume - global breakdown

In EUR bn



In EUR mn (except where stated)	Europe	Outside Europe	Total
Transaction volume in EUR bn	42.1	19.6	61.7
Revenue	582.7	445.7	1,028.4
→ Hardware related	3.8	30.2	34.0
→ Other non-TX-related	27.5	12.2	39.6
Total non-TX-related revenue	31.2	42.4	73.6
Total TX-related revenue	551.5	403.3	954.8
Average transaction margin	1.3%	2.1%	1.5%

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

2 Geographic view is based on merchant location

Putting it together – industry and geographic view¹ FY2016

Consumer goods	Europe	Outside Europe	Total
Transaction volume ² in EUR bn	17.7	11.3	28.9
Revenue ³ in EUR mn	237.5	215.6	453.1
Average transaction margin	1.3%	1.9%	1.6%

Digital goods	Europe	Outside Europe	Total
Transaction volume ² in EUR bn	15.8	5.4	21.2
Revenue in EUR mn	227.4	117.6	345.0
Average transaction margin	1.4%	2.2%	1.6%

Travel & mobility	Europe	Outside Europe	Total
Transaction volume ² in EUR bn	8.6	3.0	11.6
Revenue in EUR mn	86.5	70.2	156.7
Average transaction margin	1.0%	2.4%	1.4%

¹ Geographic view is based on merchant location

² Transaction volume: mainly acceptance and issuing means of payment along with associated value added services

³ Adjusted for non-transaction related revenue such as hardware and other services

3

Products and solutions

Key innovations and product development (1/2)

boon.

Wirecard's Host Card Emulation ("HCE") app for mobile payment – redefining smartphone payments. As a digital payment solution for Android 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). Boon was successfully launched in Germany, Austria, Spain, Belgium, Ireland, France, Switzerland and the Netherlands for Android users.

Since May 2016 boon was also launched as a fully digitised credit card for Apple Pay in Great Britain, France, Switzerland and Ireland.



Wirecard Checkout Portal

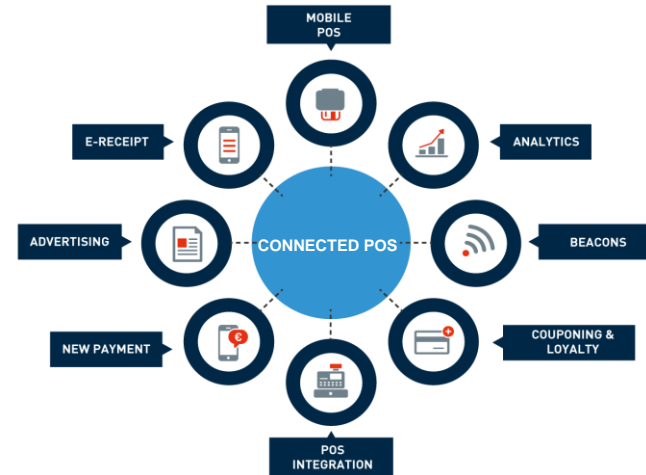
Higher conversion rate through targeted search engine marketing: With Google AdWords, Wirecard AG is offering with its partners a new premium service for its Checkout Portal, a fully automated solution that enables online payment processing for small and medium-sized businesses (SMB) as well as marketplaces.

Wirecard acquired SUPR, in order to expand the Checkout Portal to include further value added services in the area of omni-channel sales. SUPR is working on the vision of decentralised e-commerce to enable retailers to sell their goods via so-called widgets directly on blogs and social networks independently of an online shop. The innovative SUPR solutions will be integrated into the Wirecard Checkout Portal and rolled out Europe-wide as part of a complete ecosystem.

Key innovations and product development (2/2)

Connected POS

Connected POS 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 digitise various areas of business such as payment, loyalty solutions or the evaluation of data. Connected POS also powers Wirecard's Alipay integration into merchants such as The Body Shop, Printemps or WMF.



mPOS

In today's retail environment, mobile point of sale solutions are more than a transaction authorization process – mPOS is becoming a core driver for in-store conversion in combination with inventory & product information.

Retailers are investing heavily in mobile technologies to create a personalized shopping experience while bringing the checkout to the customer. Wirecard operates its own mPOS program attracting merchants of all sizes that follow a mobile first approach.

4

Mergers and acquisitions

Overview of recent M&A activity

Citi Prepaid Card Services in North America

- 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
Payment business of GI Retail Group, India	73.5 EUR mn FY2016 (consolidation as of December 30, 2015)	14.9 EUR mn FY2016 (consolidation as of December 30, 2015)
Wirecard Brasil, Brazil	16.2 EUR mn FY2016 (since consolidation as of February 22, 2016)	1.2 EUR mn FY2016 (since consolidation as of February 22, 2016)
Provus Group, Romania	8.5 EUR mn FY2016 (since consolidation as of February 29, 2016)	2.4 EUR mn FY2016 (since consolidation as of February 29, 2016)

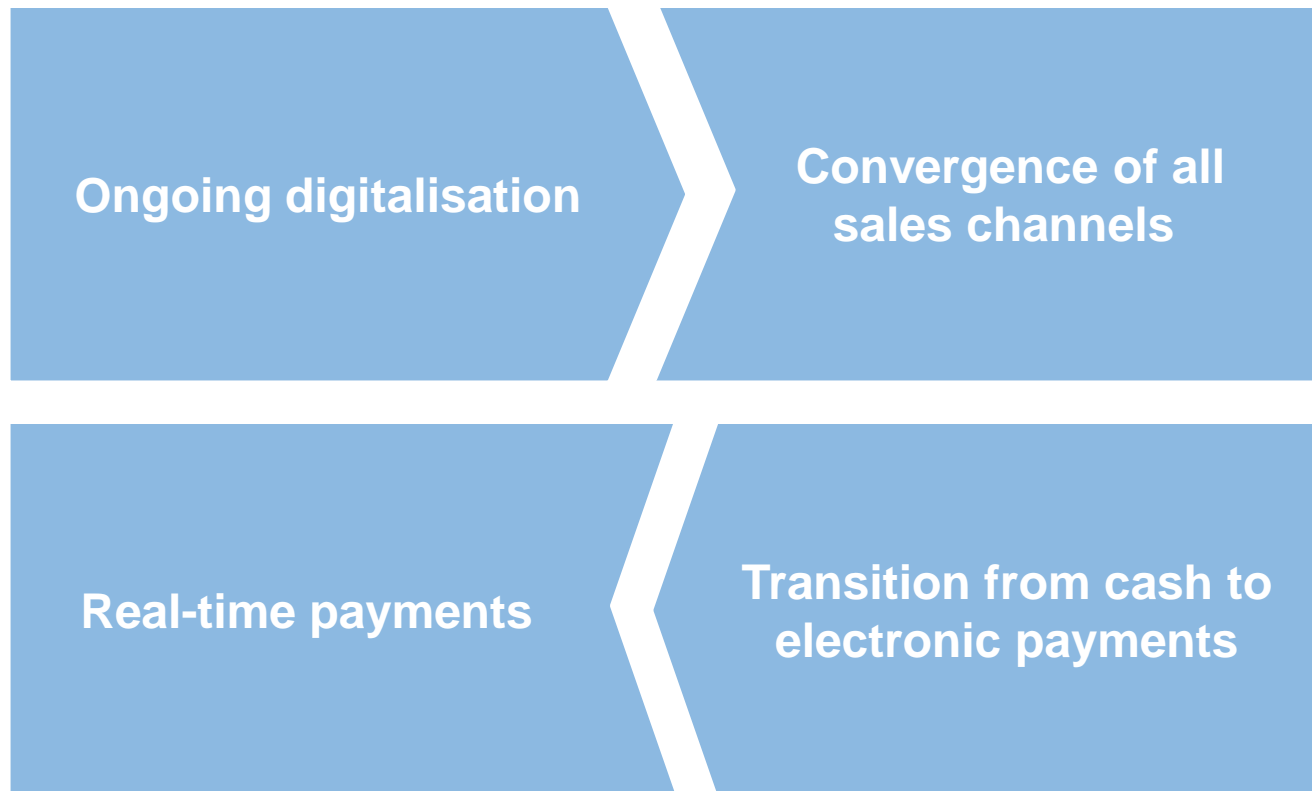
Wirecard India – driving financial inclusion



5 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 24%
- >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



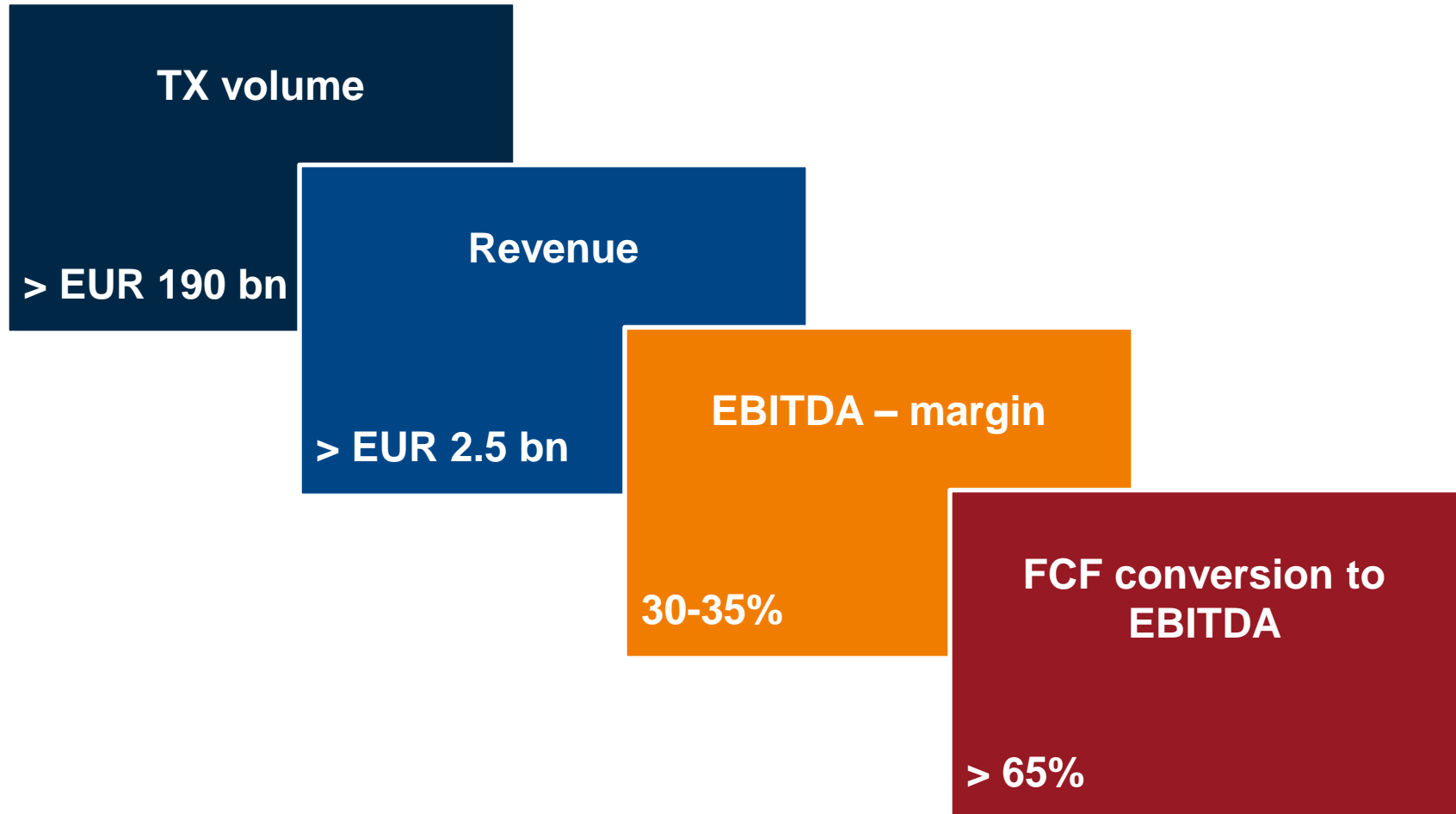
... whereas only 15% of all transactions are electronic

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



Leaving an enormous market potential for Wirecard

Vision 2020



6

Financial data

Financial highlights FY2016

in EUR k	2016	2015	Change
Revenue	1,028,358	771,340	33%
EBITDA	307,363	227,315	35%
EBIT adjusted*	268,322	197,420	36%
EBIT	235,188	172,844	36%
Tax	36,091	23,023	57%
Earnings after taxes	266,749	142,646	87%
Earnings after taxes adjusted**	176,888	142,646	24%
EPS (undiluted) in EUR	2.16	1.16	86%
EPS adjusted** (undiluted) in EUR	1.43	1.16	23%
Operating cash flow***	283,030	199,685	42%
Shareholders' equity	1,474,963	1,280,513	15%
Total equity and liabilities	3,482,062	2,935,501	19%
Employees**** as of 31.12.2016 / 31.12.2015	4,002	3,096	29%
thereof full-time employees	3,697	2,833	30%
thereof part-time employees	305	263	16%

*Adjusted by amortisation (M&A related)

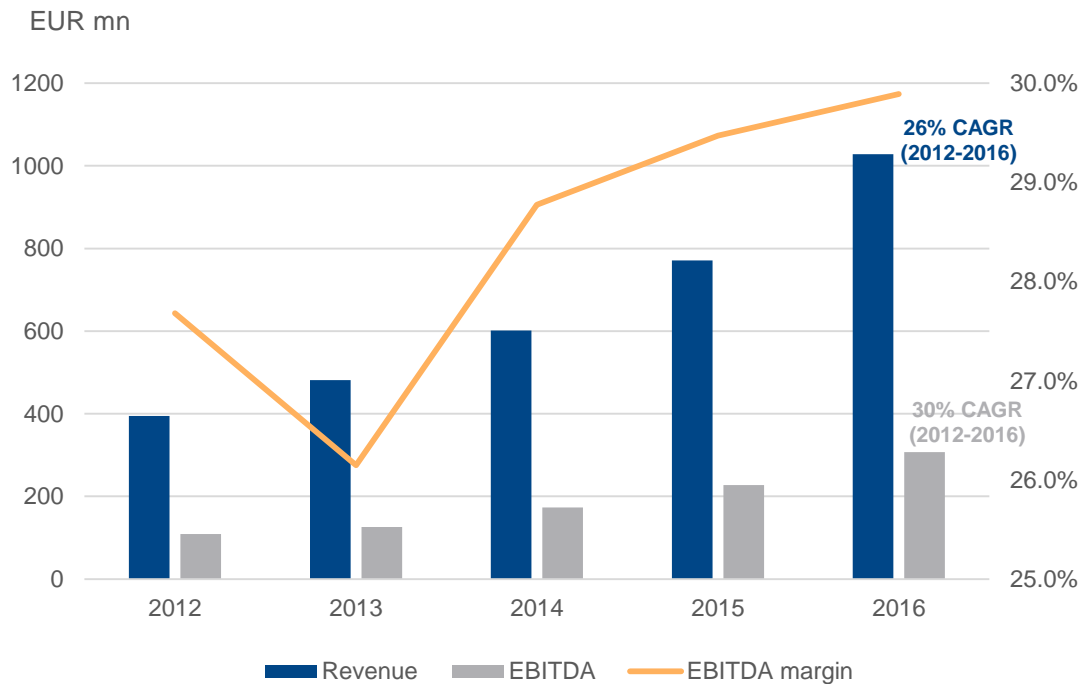
**Adjusted for Visa Europe

*** Consolidated cash flow from operating activities (adjusted)

**** Thereof 340 employees of Wirecard Brasil, Brazil; Provus Group, Romania

Revenue and EBITDA – 5 year view

Financials - 5 year view



Strong 5 year revenue/EBITDA growth and margin expansion due to scalability of Wirecard's platform and cross selling effects

Consolidated income statement

in EUR k	2016	% of revenues	2015	% of revenues
Revenues	1,028,358		771,340	
Own work capitalised	30,201		28,293	
Cost of materials	-530,761	51.6%	-418,935	54.3%
Personnel expenses	-129,852	12.6%	-96,378	12.5%
Other operating expenses	-97,888	9.5%	-62,665	8.1%
Other operating income	7,502	0.7%	5,659	0.7%
Income from investments using equity method	-197	0.0%	n/a	n/a
EBITDA	307,363	29.9%	227,315	29.5%
Amortisation and depreciation (M&A adjusted)*	-39,042	3.8%	-29,895	3.9%
EBIT adjusted*	268,322	26.1%	197,420	25.6%
Amortisation (M&A related)	-33,133	3.2%	-24,576	3.2%
EBIT	235,188	22.9%	172,844	22.4%
Financial results	67,651		-7,175	
Income tax	-36,091	** 11.9%	-23,023	** 13.9%
Profit after Taxes	266,749	25.9%	142,646	18.5%

* Adjusted by amortisation (M&A related)

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

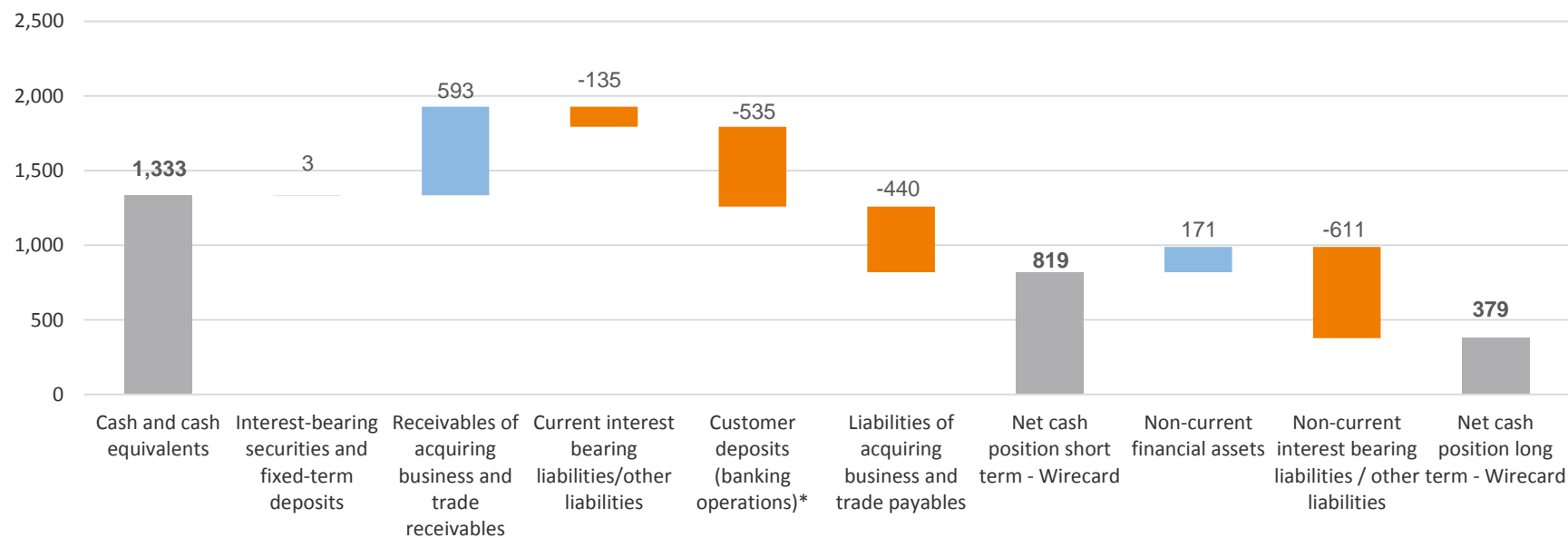
Balance sheet

Assets in EUR k	31.12.2016	31.12.2015	Equity and liabilities in EUR k	31.12.2016	31.12.2015
Non-current assets	1,386,438	1,280,261	Shareholders´ equity	1,474,963	1,280,513
Goodwill	534,892	489,301	Liabilities	2,007,099	1,654,988
Customer relationships	392,329	385,451	Current provisions	3,914	1,421
Internally gen. intangible assets	99,224	80,639	Tax provisions	24,276	14,087
Other intangible assets	81,682	65,869	Liabilities of acquiring business	404,767	333,924
Deferred tax assets	2,657	862	Trade payables	34,920	25,988
Other property, plant & equipm.	44,656	30,987	Interest-bearing bank loans	594,541	370,725
Fin. assets/ int. bearing securities	230,999	227,152	Deferred income taxes	59,747	53,266
Current assets	2,095,624	1,655,240	Other non-current liabilities	31,425	71,912
Receivables of acquiring business	402,423	334,055	Other current liabilities	119,505	201,201
Trade receivables	190,185	113,204	Customer deposits	734,003	582,464
Cash and cash equivalents	1,332,631	1,062,968			
Interest-bearing securities	156,493	133,128			
Other	13,893	11,885			
Total assets	3,482,062	2,935,501	Total equity and liabilities	3,482,062	2,935,501

Net cash (short- and long-term)

Net cash bridge FY2016

In EUR mn



***Customer deposits break down in EUR k** **31.12.2016**

Customer deposits - balance sheet amount	734,003
thereof in long-term interest bearing securities	-42,558
thereof in interest bearing securities and fixed-term deposits	-156,493
Customer deposits relevant for net cash calculation	534,953

Income tax analysis

in EUR k	2016	in % of ebt	2015	in % of ebt
Earnings before tax (EBT)	302,840		165,669	
Tax on income and profit	-36,091	11.9%	-23,023	13.9%
thereof impact from deferred tax	1,694	-0.6%	-1,109	0.7%
thereof tax to be paid	-37,785	12.5%	-21,914	13.2%
<hr/>				
Paid tax on income	-24,544		-21,892	
thereof income tax	-29,907		-21,892	
thereof capital gain tax on dividends	5,363			
<hr/>				
in EUR k	2016	in % of ebt	2015	in % of ebt
Earnings before tax (EBT) adjusted*	211,265		165,669	
Tax on income and profit adjusted*	-34,377	16.3%	-23,023	13.9%
thereof impact from deferred tax adjusted*	1,694	-0.8%	-1,109	0.7%
thereof tax to be paid adjusted*	-36,071	17.1%	-21,914	13.2%

*Adjusted for Visa Europe

Cash flow and conversion

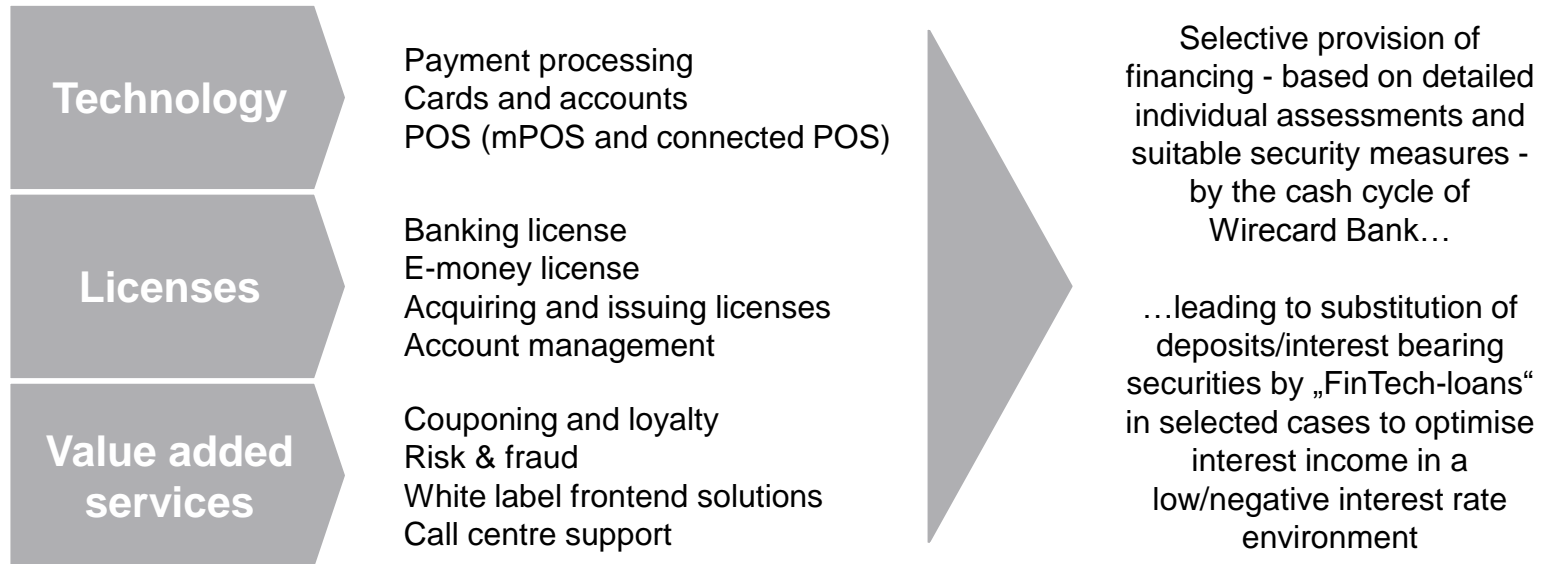
Free cash flow in EUR k	2016	2015
Cash flow from operating activities (adjusted)	283,030	199,685
Operative CAPEX	73,160	54,477
Free cash flow	209,870	145,208

Cash conversion in EUR k	2016	2015
Free cash flow	209,870	145,208
Earnings after tax*	176,888	142,646
Cash conversion in %	118.6	101.8

* Adjusted for Visa Europe

FinTech

Wirecard as a global technology company with a fully licensed bank is THE preferred partner for FinTech companies and provides services in the area of...



**THANK YOU
FOR YOUR ATTENTION**

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