



INVESTOR PRESENTATION

RESULTS Q2/H1 2018

16 August 2018



**56.2 EUR bn
processed transaction volume worldwide
(H1 2018)**

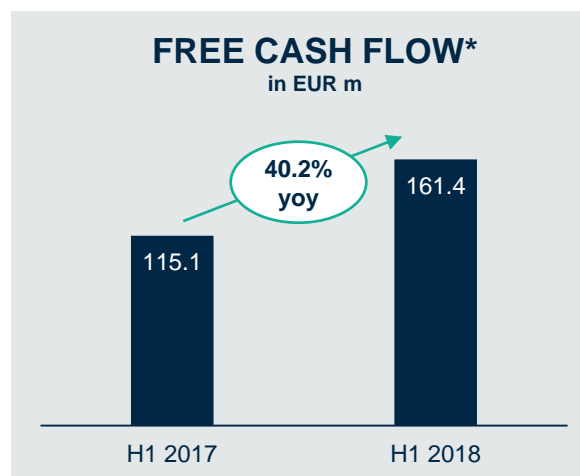
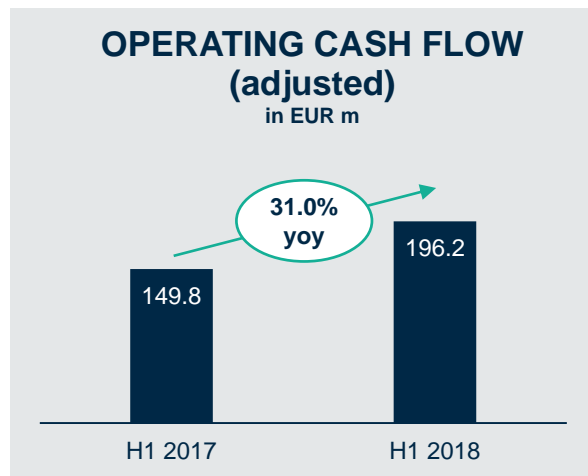
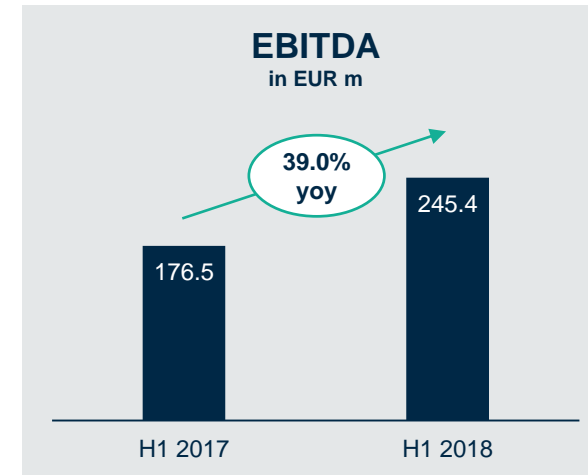
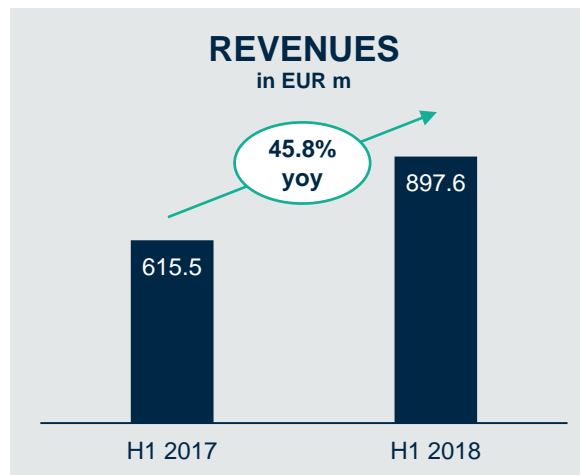
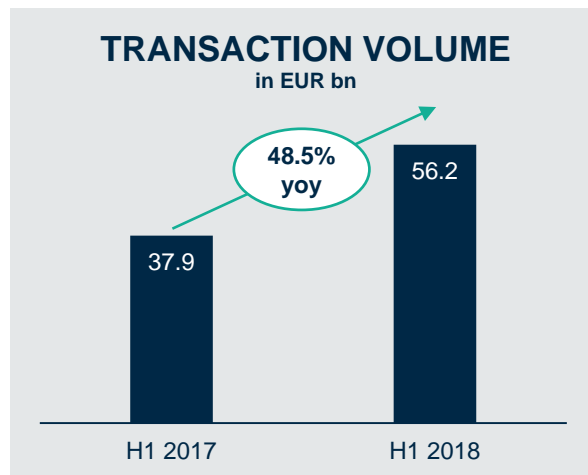


Wirecard is one of the fastest growing financial commerce platform that offers merchants and consumers a continuously expanding payment ecosystem over an integrated B2B2C approach.



- **38,000 large and medium sized merchants**
- **212,000 small sized merchants**

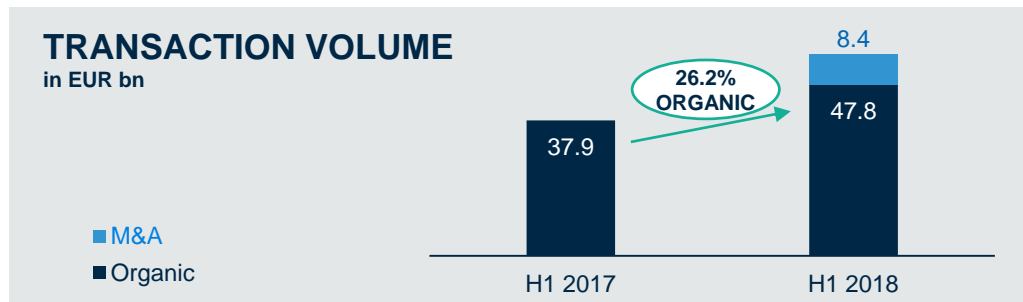
KEY FIGURES



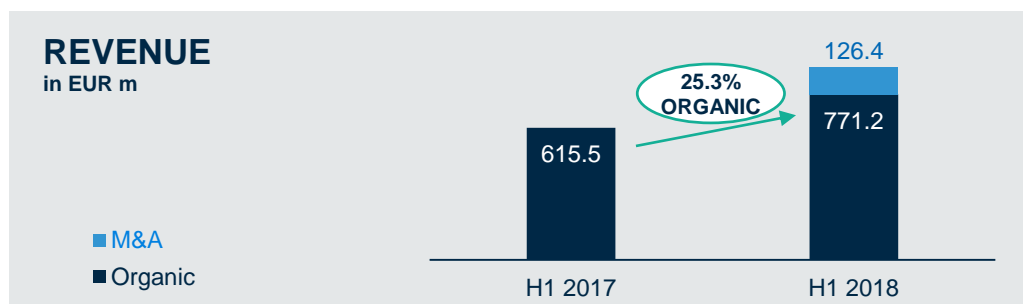
* Cash flow from operating activities (adjusted) less operative capex

**INCREASED EBITDA
GUIDANCE OF
EUR 530 – 560 m
FOR FY 2018**
(from previously EUR 520 to 545 m)

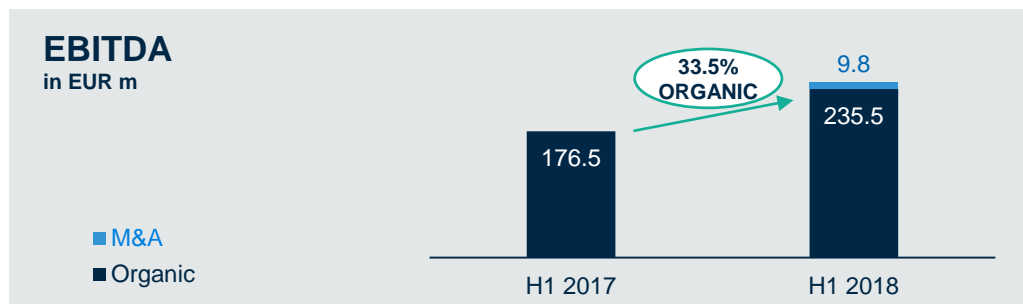
ORGANIC AND M&A RELATED GROWTH



- Total transaction volume is up **EUR 18.4 bn**, representing **48.5%** of growth yoy
- Strong organic growth of **26.2%** yoy, up **EUR 9.9 bn**
- Total M&A added **EUR 8.4 bn** – **Wirecard North America** added EUR 1.8 bn (Q1 only, i.e. Q2 is organic), **MyGate** added EUR 0.1 bn (Q1 only, i.e. Q2 is organic) and **merchant acquiring services of Citigroup in APAC** added EUR 6.5 bn



- Total revenue is up **EUR 282.1 m**, representing **45.8%** of growth yoy
- Strong organic growth of **25.3%** yoy, up **EUR 155.7 m**
- Total M&A added **EUR 126.4 m** – **Wirecard North America** added EUR 34.0 m (Q1 only, i.e. Q2 is organic), **MyGate** added EUR 1.6 m (Q1 only, i.e. Q2 is organic) and **merchant acquiring services of Citigroup in APAC** added EUR 90.8 m



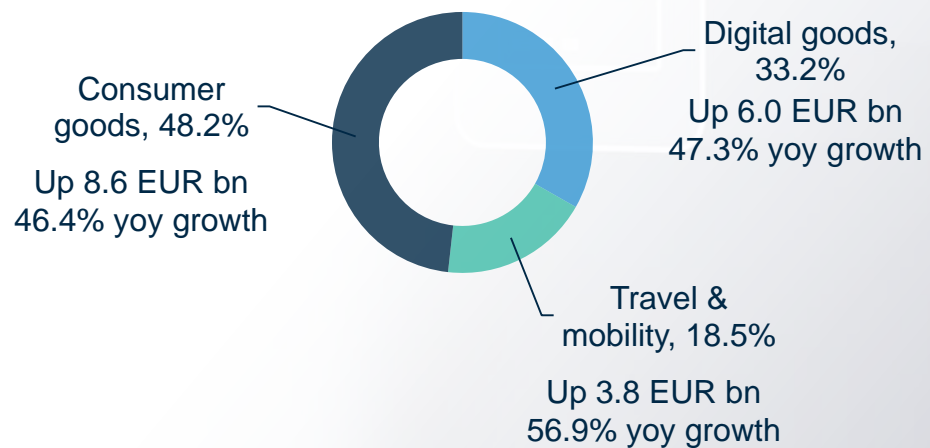
- Total EBITDA is up **EUR 68.9 m**, representing **39.0%** of growth yoy
- Strong organic growth of **33.5%** yoy, up **EUR 59.1 m**
- Total M&A added **EUR 9.8 m** – **Wirecard North America** added EUR 6.1 m (Q1 only, i.e. Q2 is organic), **MyGate** added EUR 0.3 m (Q1 only, i.e. Q2 is organic) and **merchant acquiring services of Citigroup in APAC** added EUR 3.4 m

MERCHANT VIEW

TRANSACTION VOLUME¹ BY INDUSTRY AND GEOGRAPHIES² H1 2018



Transaction volume¹ industry allocation



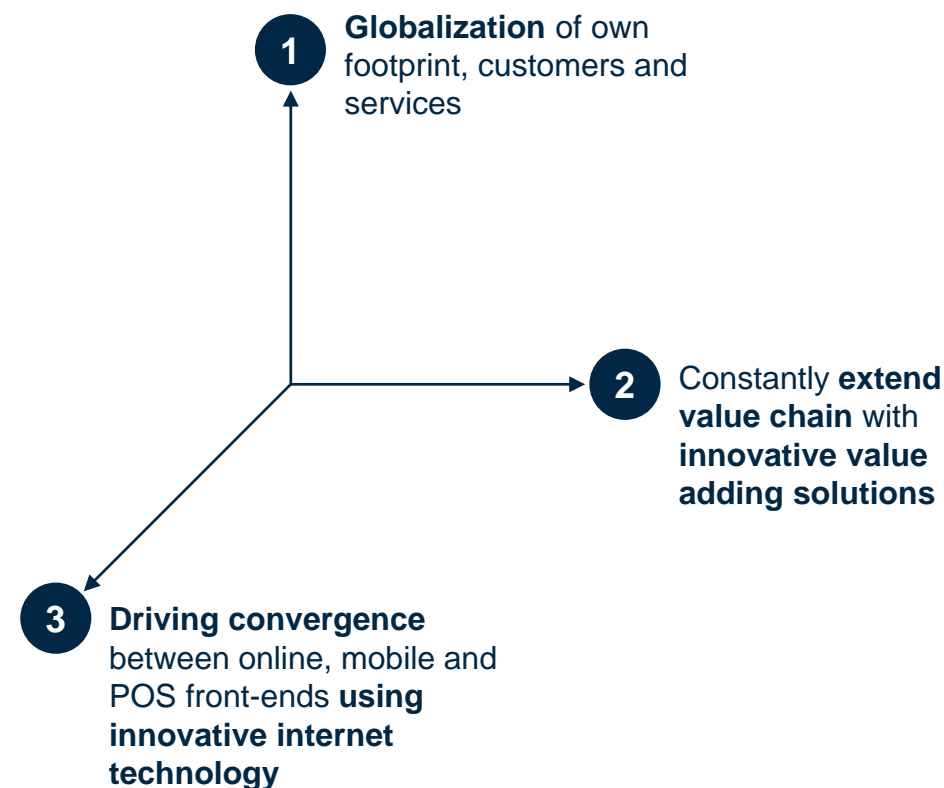
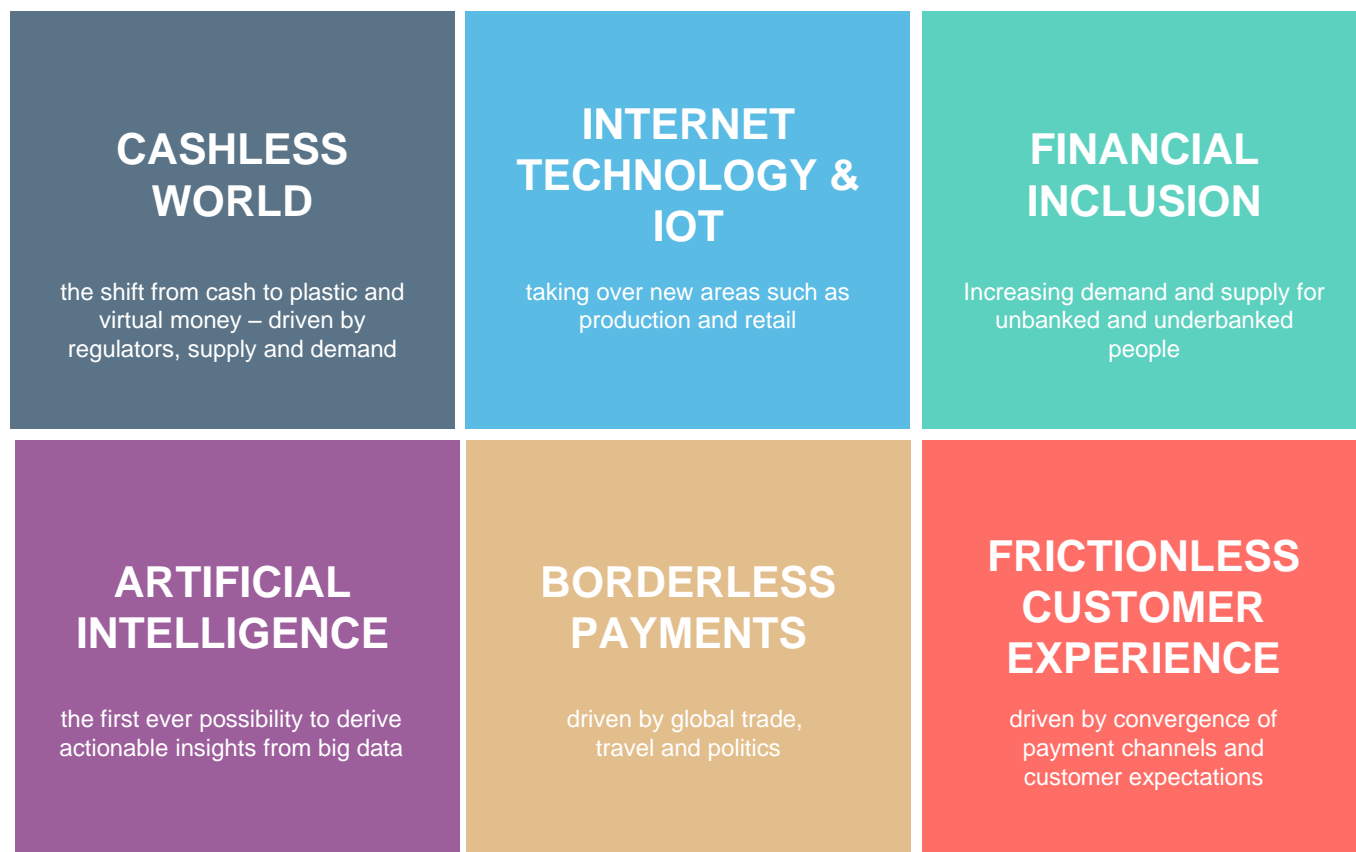
¹ Transaction volume: mainly acceptance and issuing means of payment along with associated value added services

² Geographic view is based on merchant location

GLOBAL MEGATRENDS DRIVING WIRECARD'S GROWTH

6 GLOBAL PAYMENT MEGATRENDS...

... DRIVING OUR 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)

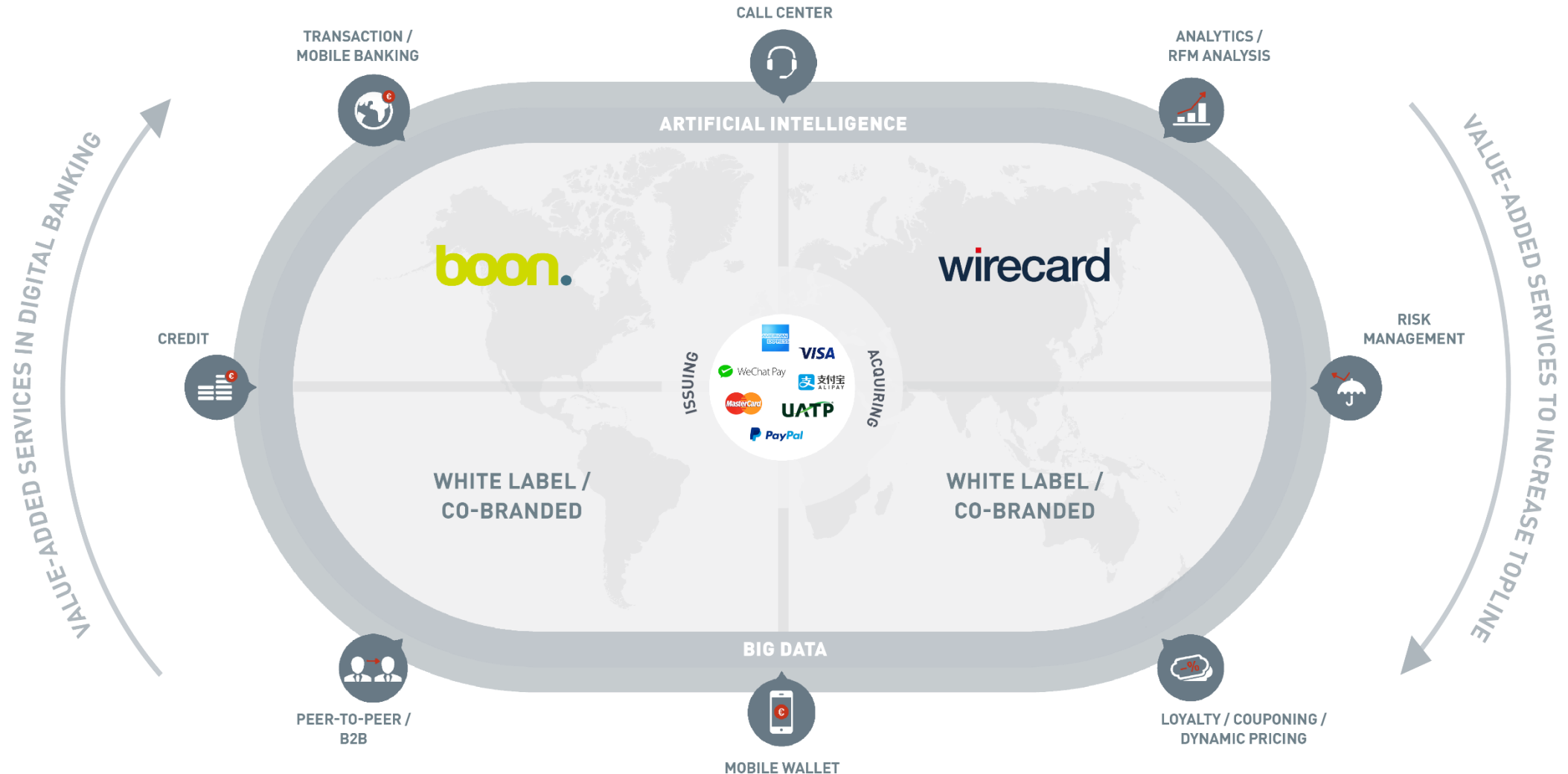


GLOBAL REACH

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

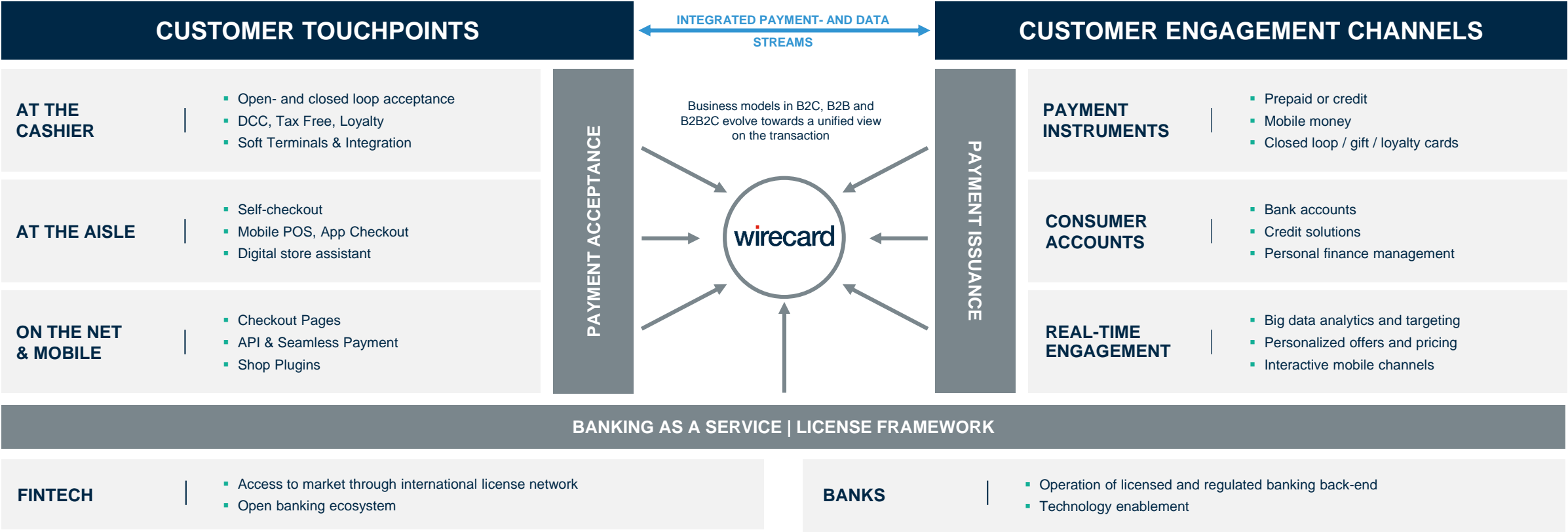
WIRECARD'S END-TO-END FINANCIAL COMMERCE PLATFORM

FULLY DIGITISED GLOBAL ACQUIRING AND ISSUING



GENERATING NEW BUSINESS MODELS...

... BY COMBINING DIGITAL ACQUIRING AND ISSUING

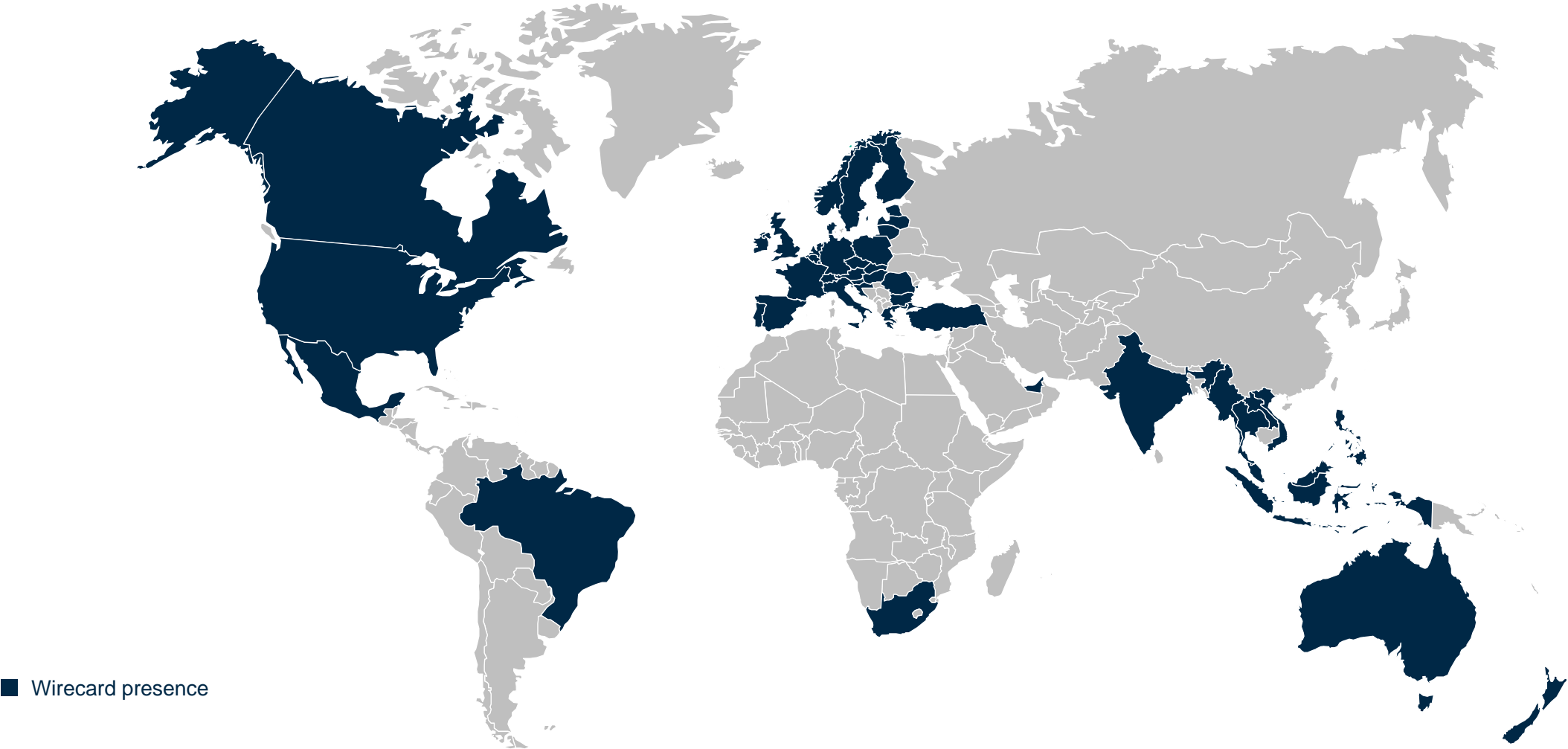


DATA DRIVEN SERVICES

WIRECARD'S OMNICHANNEL OFFERING TO FURTHER INCREASE CONVERSION RATES



GLOBAL REACH



■ Wirecard presence

CUSTOMER GAINS, PARTNERSHIPS AND SALES OUTLOOK H1 2018

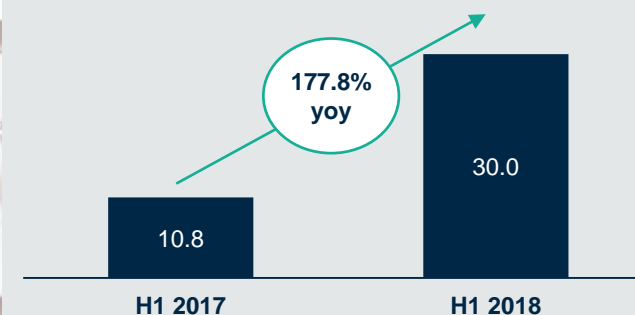
EXAMPLES OF CUSTOMER GAINS, BUSINESS EXTENSIONS AND NEW PARTNERS

TeleClinic, Fortress, Reading, Aston Villa, Moonrise, Kyivstar, Advanon, Olympus, Afirme, SES-imagotag, Air Namibia, Allianz Prime, Mercateo Unite, Sodexo, TransferWise, Crédit Agricole Payment Services, Mizuho Bank, Playa Games, Travel Easy, FedEx Express, Fitbit, Garmin, Gameforge, Denizen (BBVA), Pflanzen-Kölle, Mammut, Weizmann Forex, Elo7, Villeroy & Boch, ReiseBank, Qatar Airways, EMP, Google Pay, Genting Cruise Lines, Australian Federation of Travel Agents, reifen.com, Visa, Mastercard, Breuninger, Giuseppe Zanotti, MCM, ENIO, Telenor, Isuzu, Natura

...TRANSLATES INTO INCREASED NEW SIGNINGS

STRONG SALES FORCE...

NEW SIGNINGS with a potential transaction volume of (in EUR bn)



PRODUCT INNOVATIONS FIRST H1 2018

Wirecard launches new ePOS App

Wirecard announced the launch of the new mobile solution Wirecard ePOS App for the acceptance of common international payment methods on mobile devices for small and medium-sized enterprises (SMEs). The new digital platform gives customers the choice of a wide selection of classic and alternative payment methods. Thanks to Wirecard's fast new solution, which can be used on smartphones and tablets, retailers can now easily integrate payment methods into their existing infrastructure. The app is compatible with existing Wirecard solutions and can also accept mobile NFC payments.



PRODUCT INNOVATIONS FIRST H1 2018



Wirecard launches IoT retail showcase with biometric facial recognition

The showcase combines IoT technologies with biometric facial recognition, thereby granting insights into a seamless purchase and payment experience supported purely by biometric data.

The new solution is set to redefine the traditional customer journey in digital terms: in order to make a purchase and place products into their shopping bag, shoppers simply need to position themselves in front of the shelf, identify themselves via the biometric facial recognition system and choose their products – and the shelf will automatically detect which products have been selected. The changes to the virtual shopping bag as well as the payment process are shown in real time on screen above the IoT shelf.

OUTLOOK

MARKET ENVIRONMENT

Strong prospective market growth of 16% to 17% within Wirecard's core geographies as well as its industry mix for 2018

Ongoing digitalisation

**Convergence of all
sales channels**

Real-time payments

**Transition from cash to
electronic payments**

COMPANY GUIDANCE

Increased EBITDA guidance for FY 2018 of EUR 530 to 560 million
(from previously EUR 520 to 545 m)

Guidance is based on

- Growth of the global e-commerce market and continuing trend towards digitalisation
- Increase of processed transaction volume with existing and new clients
- Economies of scale
- Contribution from recent acquisitions

Detailed break down of guidance mid-point for FY 2018 of EUR 545 million

- Organic growth of > 28%
- > EUR 27 million EBITDA contribution from Wirecard North America
- > EUR 8 million EBITDA contribution from Citi's merchant acquiring business across APAC

WIRECARD'S VISIONARY PLAYING FIELD



**80-85% cash
transactions
worldwide**



**... whereas only
15-20% of all transactions
are electronic**



**... with only 8% to 10%
of all electronic transactions
being fully digitized**



LEAVING AN ENORMOUS MARKET POTENTIAL FOR WIRECARD

VISION 2020 UPDATED

VALUE



TRANSACTION VOLUME

MORE THAN EUR 215.0 BN TRANSACTION VOLUME
(increased from previously more than EUR 210 bn)

REVENUE

MORE THAN EUR 3.0 BN REVENUE
(increased from previously more than EUR 2.8 bn)

EBITDA-MARGIN

INCREASING EBITDA-MARGIN OF 30-35%

FCF CONVERSION

MORE THAN 65% FCF CONVERSION TO EBITDA

→ 2020

FINANCIAL DATA

FINANCIAL DATA

FINANCIAL HIGHLIGHTS

in EUR m	H1 2018	H1 2017	Change
Revenues	897.6	615.5	45.8%
EBITDA	245.4	176.5	39.0%
EBIT adjusted*	213.9	151.4	41.3%
EBIT	194.5	131.9	47.4%
Income tax expenses	29.8	17.8	67.7%
Earnings after taxes	153.3	104.5	46.6%
Earnings per share (basic and diluted) in EUR	1.24	0.85	45.9%
Cash flow from operating activities (adjusted)**	196.2	149.8	31.0%
Total equity***	1,734.4	1,635.2	6.1%
Total equity and liabilities***	4,952.9	4,527.5	9.4%
Employees as of 30.06.2018 / 30.06.2017	5,064	4,362	16.1%
thereof full-time employees	4,741	4,055	16.9%
thereof part-time employees	323	307	5.2%

* Adjusted for amortisation (M&A related)

** Consolidated cash flow from operating activities (adjusted)

*** 2017 figures as of 31.12.2017

FINANCIAL DATA

CONSOLIDATED INCOME STATEMENT

in EUR m	H1 2018	in % of revenues*	H1 2017	in % of revenues*
Revenues	897.6		615.5	
Own work capitalised	20.7		19.1	
Cost of materials	493.0	54.9%	323.5	52.6%
Gross profit	425.3	47.4%	311.0	50.5%
Personnel expenses	112.0	12.5%	85.8	13.9%
Other operating expenses	73.6	8.2%	57.4	9.3%
Other operating income	6.0	0.7%	8.6	1.4%
Share of profit or loss from associates (at equity)	-0.4	0.0%	0.0	0.0%
EBITDA	245.4	27.3%	176.5	28.7%
Amortisation and depreciation	50.9	5.7%	44.5	7.2%
EBIT	194.5	21.7%	131.9	21.4%
Financial result	-11.4		-9.6	
Earnings before taxes	183.1		122.3	
Income tax expenses	29.8	16.3%	17.8	14.5%
Earnings after taxes	153.3	17.1%	104.5	17.0%
EBITDA	245.4	27.3%	176.5	28.7%
Amortisation and depreciation (M&A adjusted)	31.5	3.5%	25.0	4.1%
EBIT adjusted**	213.9	23.8%	151.4	24.6%
Amortisation and depreciation (M&A-related)	19.4	2.2%	19.5	3.2%
EBIT	194.5	21.7%	131.9	21.4%

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

** Adjusted by amortisation (M&A related)

FINANCIAL DATA

BALANCE SHEET

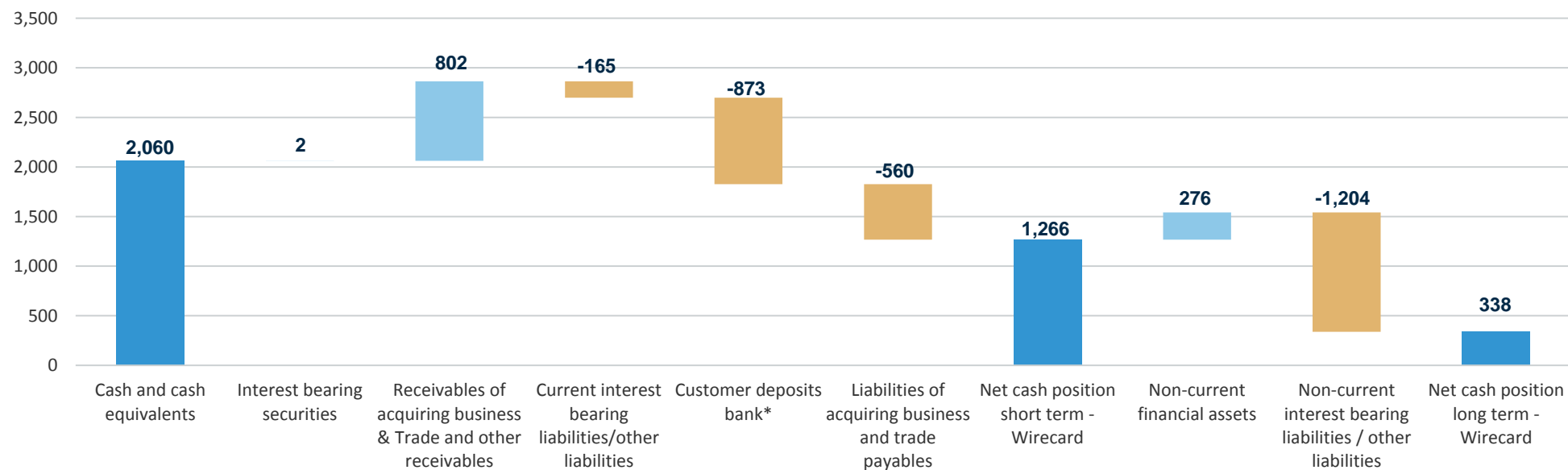
Assets in EUR m	30.06.2018	31.12.2017	Equity and liabilities in EUR m	30.06.2018	31.12.2017
Goodwill	673.7	675.8	Total equity	1,734.4	1,635.2
Customer relationships	466.7	484.9	Non-current interest-bearing liabilities	1,125.7	754.8
Internally-generated assets	129.4	120.0	Other non-current liabilities	78.4	85.4
Other intangible assets	126.5	109.0	Deferred tax liabilities	81.1	76.9
Property, plant and equipment	63.5	57.5	Total non-current liabilities	1,285.3	917.1
Investments (equity method)	14.2	14.6	Liabilities of the acquiring business	499.8	422.6
Fin. and other assets	320.8	310.2	Trade payables	60.2	71.4
Deferred tax assets	9.1	9.1	Interest bearing liabilities	6.6	311.6
Total non-current assets	1,803.9	1,781.1	Other provisions	4.1	2.4
Inventories and work in progress	11.3	13.3	Other liabilities	158.7	149.4
Receivables of acquiring business	499.6	442.0	Customer deposits bank	1,178.5	973.2
Trade and other receivables	302.6	269.7	Tax provisions	25.3	44.6
Tax credits	12.3	11.0	Total current liabilities	1,933.2	1,975.2
Interest bearing securities	262.7	109.1	Total liabilities	3,218.5	2,892.3
Cash and cash equivalents	2,060.4	1,901.3			
Total current assets	3,149.0	2,746.4			
Total assets	4,952.9	4,527.5	Total equity and liabilities	4,952.9	4,527.5

FINANCIAL DATA

NET CASH

Net cash bridge H1 2018

In EUR m



* Customer deposits bank break down in EUR m	30.06.2018
Customer deposits - balance sheet amount	1,179
thereof in long-term interest bearing securities	-43
thereof in interest bearing securities and fixed-term deposits	-263
Customer deposits relevant for net cash calculation	873

FINANCIAL DATA

CASH FLOW AND INCOME TAX ANALYSIS

in EUR m (except where stated)	H1 2018	H1 2017	Change
Cash flow from operating activities (adjusted)*	196.2	149.8	31.0%
Operative capex	-34.8	-34.7	0.4%
Free cash flow	161.4	115.1	40.2%
Earnings after taxes	153.3	104.5	46.6%
Cash conversion in %	105%	110%	

* Consolidated cash flow from operating activities (adjusted)

in EUR m	H1 2018	in % of EBT	H1 2017	in % of EBT
Earnings before taxes	183.1		122.3	
Income tax expenses	-29.8	16.3%	-17.8	14.5%
thereof deferred tax expenses/income	-12.4	6.8%	2.0	-1.6%
thereof effective tax expenses	-17.4	9.5%	-19.8	16.2%
Net cash outflow arising from income tax	-34.5		-18.1	
thereof income tax	-34.5		-18.1	
thereof capital gain tax on dividends	0.0		0.0	

THANK YOU

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