

Investor Presentation – Results
First nine months 2017

15 November 2017



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COMMERCE

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Highlights

Wirecard at a glance 9M 2017



62.5 EUR bn processed transaction volume worldwide



Outstanding track record with continuing growth and strong fundamentals



~ 34,000 large and medium sized merchants
~ 180,000 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 first nine months 2017

in EUR mn (except where stated)	9M 2017	9M 2016	Change
Transaction volume	62.5	43.6	44%
Revenues	1,021.4	719.4	42%
EBITDA	286.6	213.9	34%
EBIT adjusted*	247.7	184.7	34%
EBIT	218.3	162.0	35%
Earnings after taxes adjusted**	168.5	126.3	33%
Cash flow from operating activities (adjusted)***	234.0	179.2	31%
Free cash flow****	181.2	134.8	34%
Earnings per share (basic and diluted) in EUR adjusted**	1.36	1.02	33%

EBITDA Guidance FY 2017 of 398-415

* Adjusted for amortisation (M&A related)

** 9M 2016 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 yoy 9M 2017

	Transaction volume growth	Revenue growth	EBITDA growth
Total	43.5%	42.0%	34.0%
Organic	27.3%	24.7%	26.2%
M&A	16.3%	17.3%	7.8%
• Wirecard North America	10.2%	11.6%	7.2%
• MyGate	1.1%	0.5%	0.5%
• Citi acquiring portfolio APAC	5.0%	5.2%	0.1%

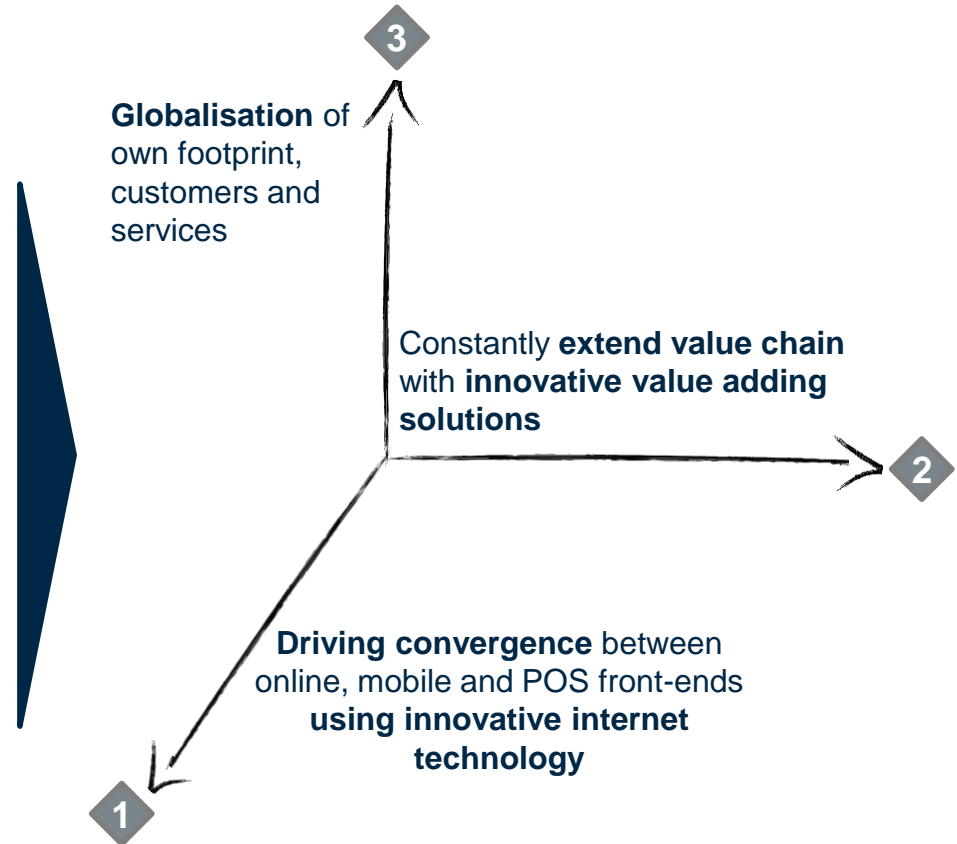
¹⁾ Wirecard North America, MyGate (South Africa) and Citi acquiring portfolio APAC

Global megatrends driving Wirecard's growth

7 global payment megatrends...

...aimed at by Wirecard's strategic objectives

1. **Cash to digital**
2. **Connected commerce**
3. **Cross-border payments**
4. **Real-time payments**
5. **Artificial Intelligence**
6. **Internet of things**
7. **Financial inclusion**



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)**

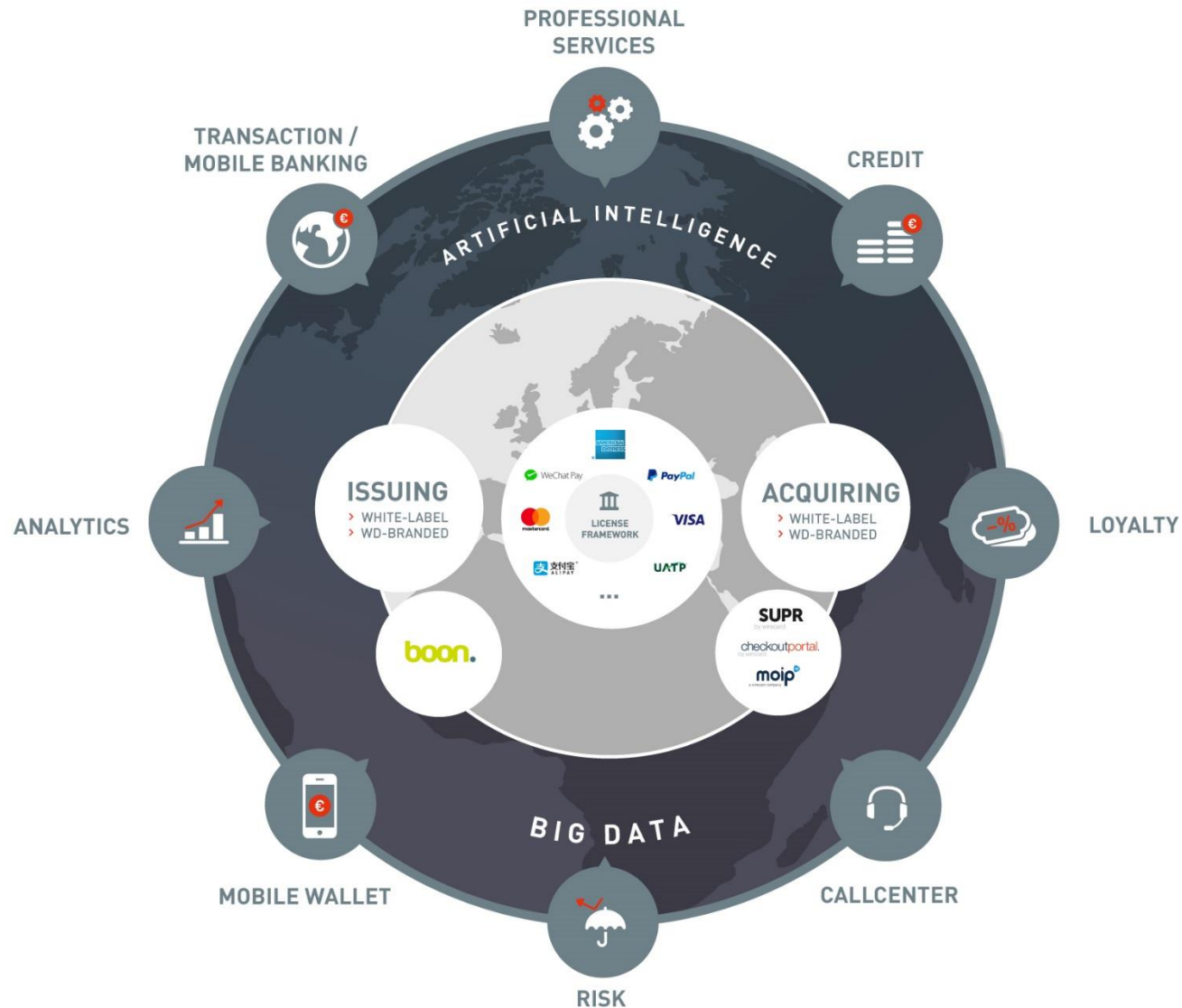


Global reach

**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



Highlights

Wirecard's extension of the value chain – building complete acquiring payment ecosystems – Checkout Portal



* Soon to come

Highlights

Wirecard's extension of the value chain – building complete issuing payment ecosystems – boon.

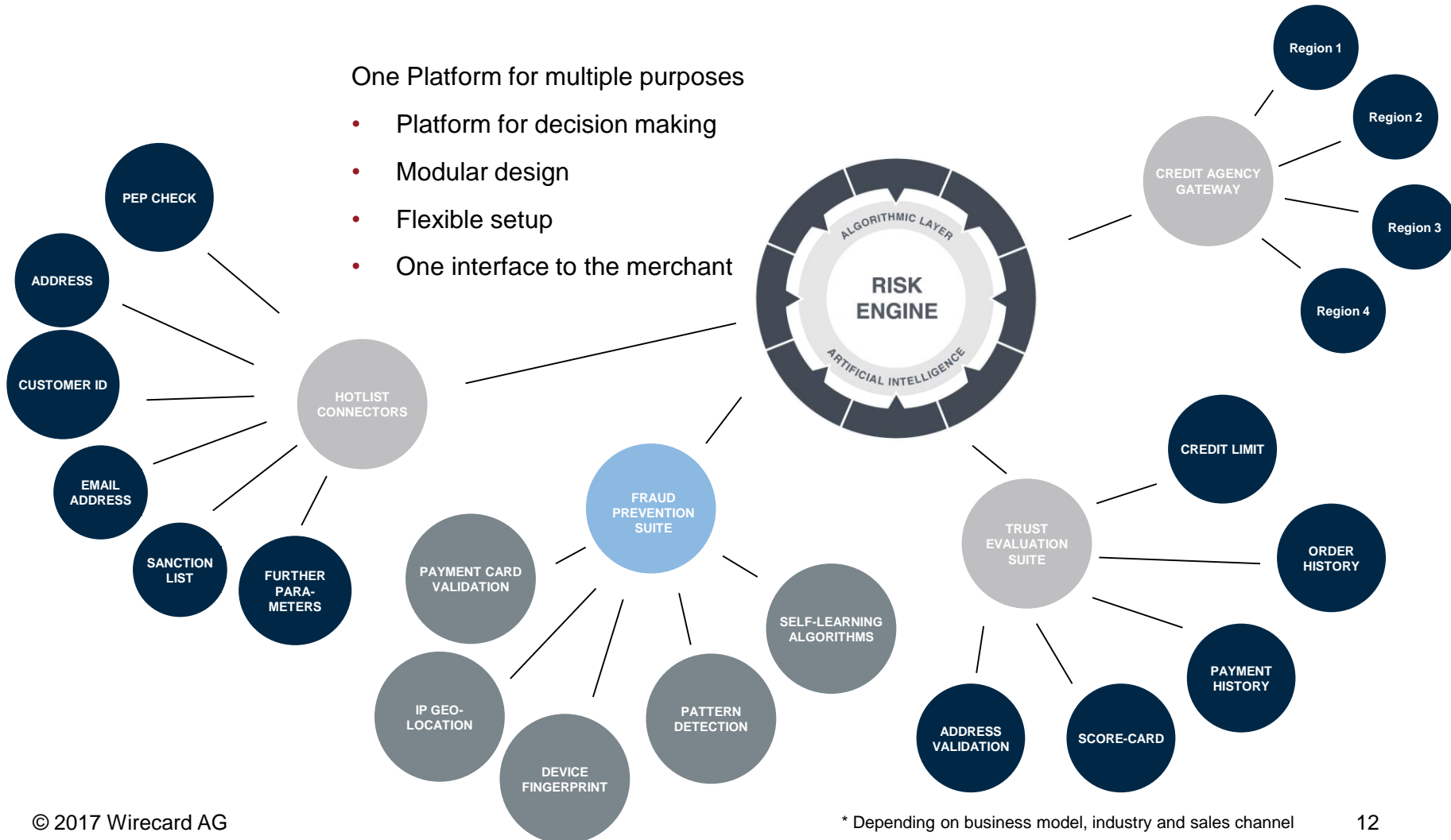


Data driven services (1/4) -

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

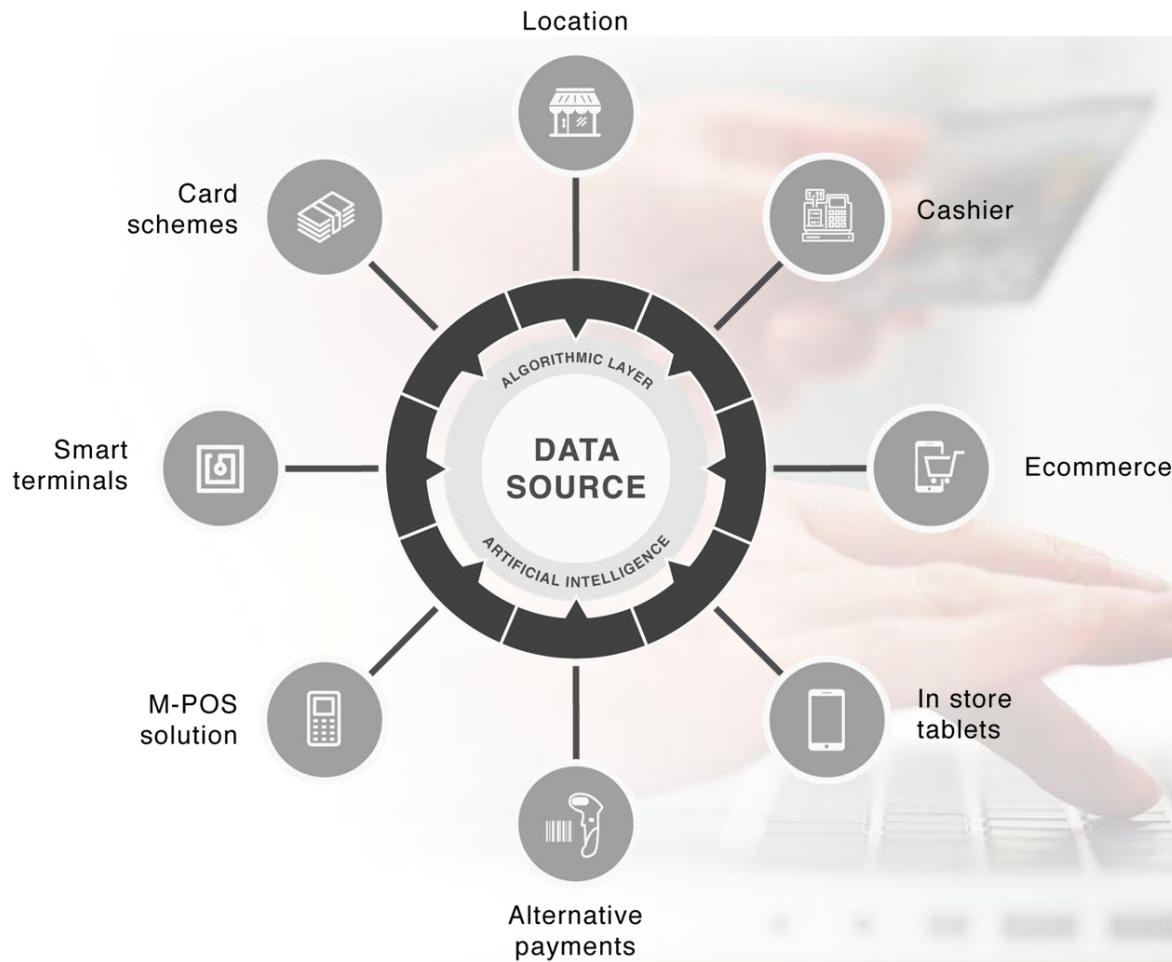
One Platform for multiple purposes

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

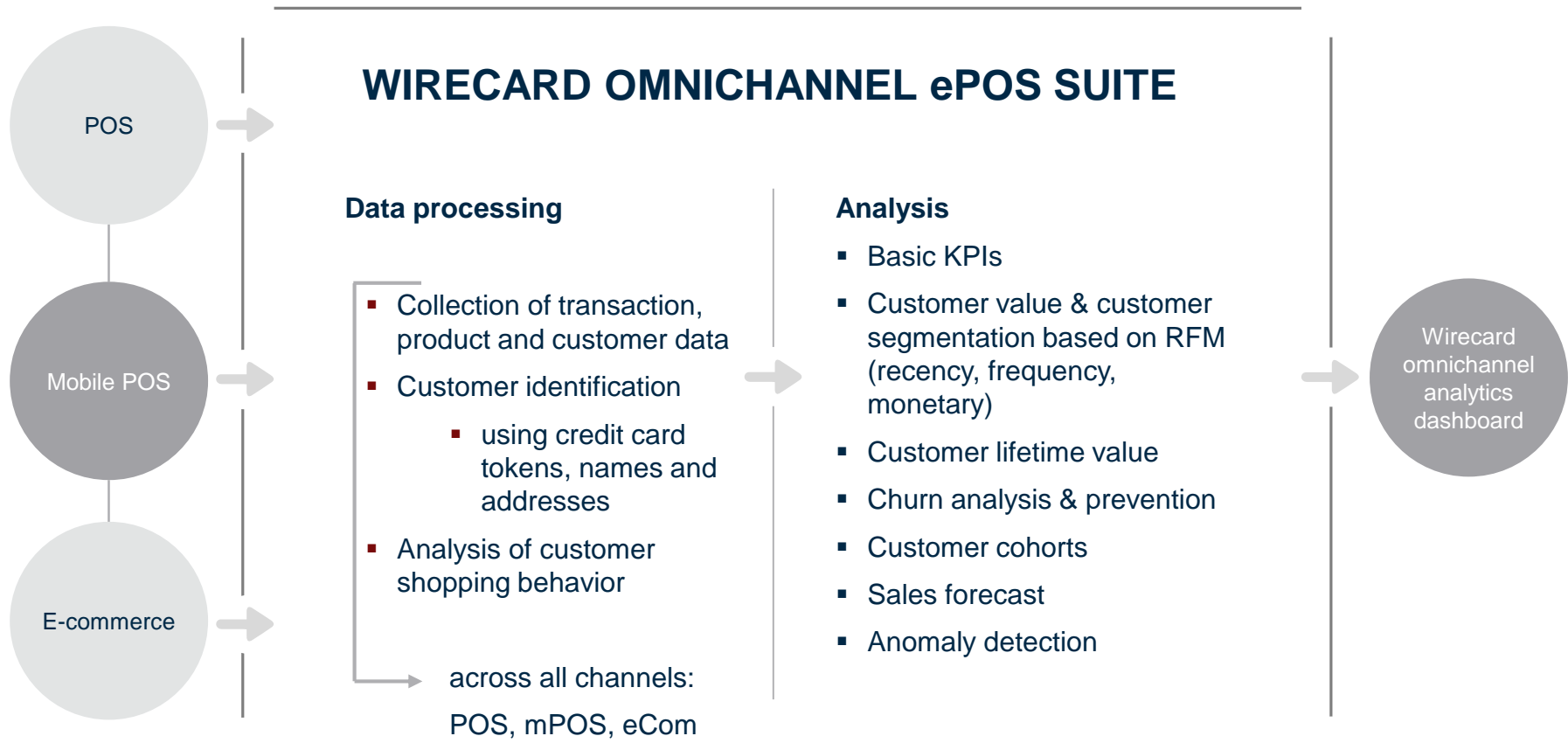


Data driven services (2/4) -

Wirecard's omnichannel offering to further increase conversion rates



Data driven services (3/4) - Wirecard's omnichannel ePOS Suite



Data driven services (4/4) - Wirecard's omnichannel ePOS Suite



Customer data



Product data



Transaction data

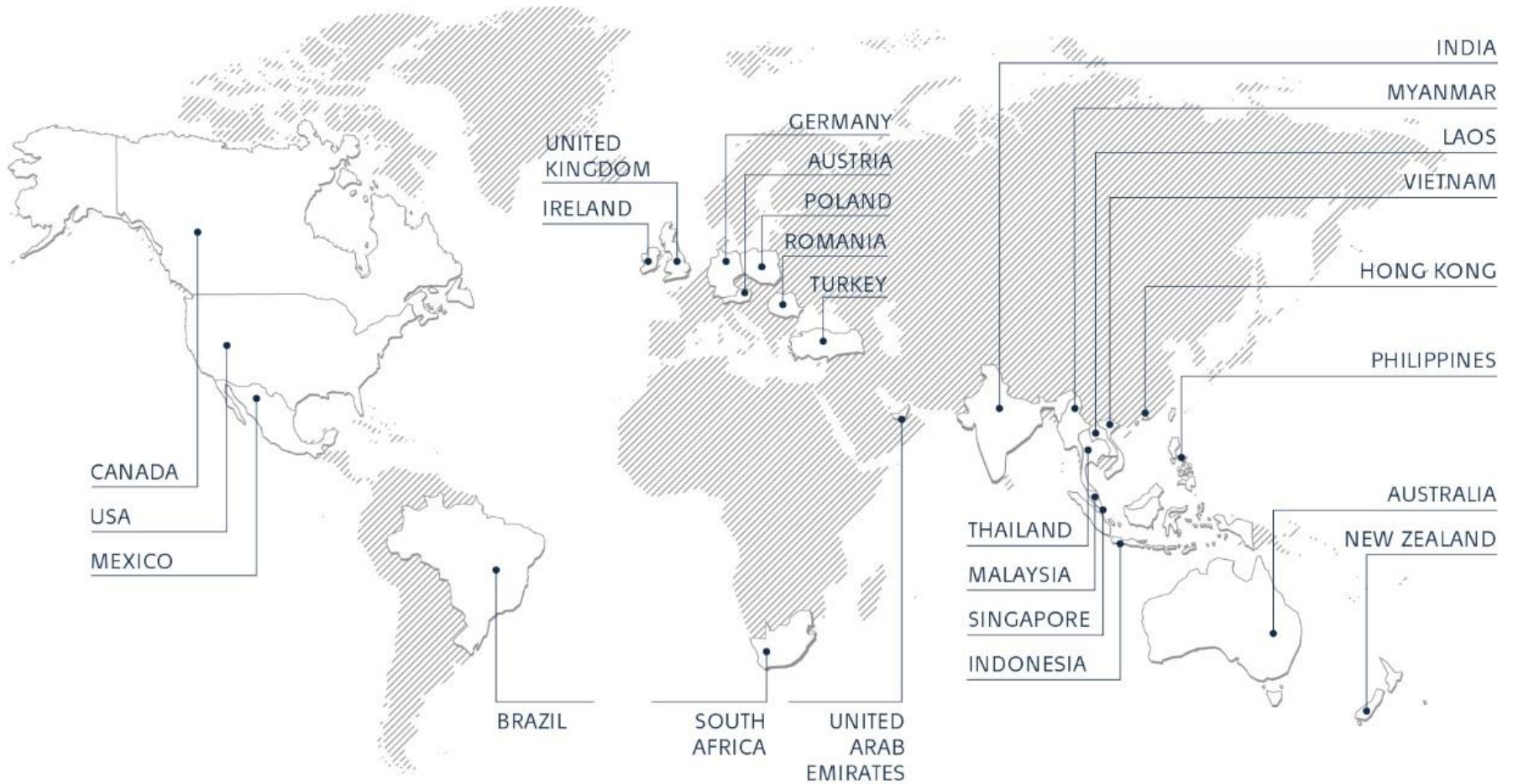
- Customer engagement
- Customer loyalty

- Integration in customer systems
 - ERP
 - Cash register
 - Data exchange

- Wirecard as payment provider
- Usage of transaction data without additional efforts

- Wirecard omnichannel ePOS Suite offers valuable insights based on different data types and channels
- Fundamental analysis of the customer behavior can even be done with only transactional data
- Deeper and more comprehensive analysis can be provided by using additional data like product or customer data

Global reach



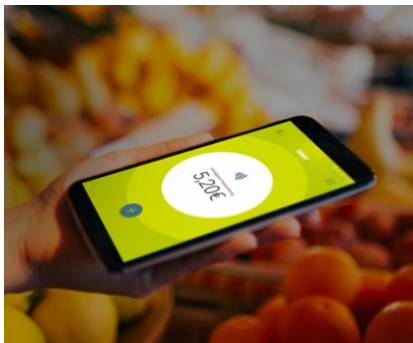
Operative highlights in the first nine months of 2017

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, DDV Mediengruppe, Helpmundo, Skyprime, Eurowings Holidays, Presta Shop, CSL Plasma, Vistara, Zabolis, Zwilling, WeChat, Poynt, Amway Brunai, Gulf Air, mobilcom-debitel, Gambio, Billie, Singtel, taxi.eu, Enjoei, ÖBB, Fellow Finance, Storymaker, Premier Tax Free, Webasto, Schustermann & Borenstein, Swarovski, evopark, Staxter, Twisto, IKEA Southeast Asia, Trusted Shops, kajomi MAIL, Value Retail, ALDI Nord, ALDI Süd, Orange Bank, LIDL, Kaufland.

Wirecard's omnichannel ePOS Suite extended by risk optimization services

With its omnichannel ePOS Suite, Wirecard AG is the first payment provider to offer a fully integrated solution for self-learning analysis based on payment data in combination with other data sources. The evaluations substantially support e-commerce and high-street retail in implementing the following central growth concepts: increasing customer conversion, reducing customer attrition rates, predicting future consumer behaviour and linking points of sale with e-commerce. With the advanced risk management tool, Wirecard offers merchants more added value, as the tool enables merchants to analyze customer value and churn rates as well as fraudulent behavior.



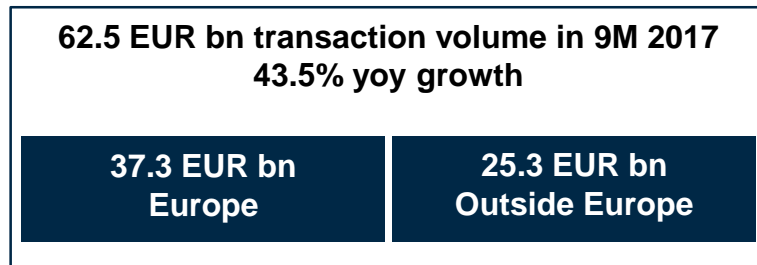
boon. launch together with Apple Pay in Switzerland, France, Ireland, Italy and Spain. Mobilcom-debitel chooses boon by Wirecard for contactless payments. Extension by innovative value-added services.

Wirecard's Host Card Emulation (HCE) app for mobile payment – together with Apple Pay boon was launched in Switzerland, France, Ireland, Italy and Spain. Wirecard and mobilcom-debitel announce ground-breaking collaboration. All new Android smartphones sold by mobilcom-debitel will come with the preinstalled mobile payment app boon. New innovative features such as flexible overdrafts, virtual credit cards and peer-2-peer transactions will turn boon from a payment app to a fully digitalised mobile application combining payment and banking services.

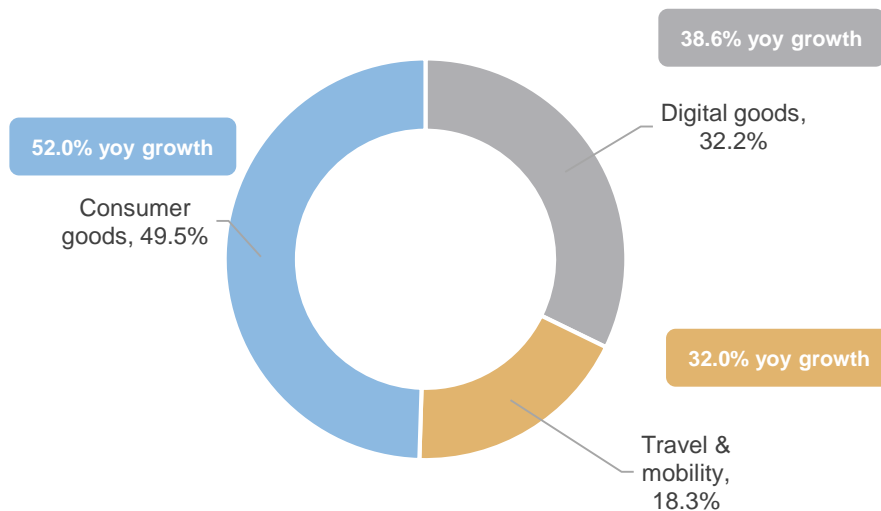
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Industry and regions

Transaction volume – industry view



Transaction volume¹ industry allocation



Consumer goods

- Includes B2C and B2B physical products
- Consumer goods up 10.6 EUR bn, with 52.0% yoy growth

Digital goods

- Includes digital goods such as internet portals, download and streaming services, telecommunications, SaaS and app providers
- Digital goods up 5.6 EUR bn, with 38.6% yoy growth

Travel & mobility

- Includes airlines, hotel chains, travel portals, tour operators, ferries, car rental and transportation companies
- Travel & mobility up 2.8 EUR bn, with 32.0% yoy growth

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

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

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

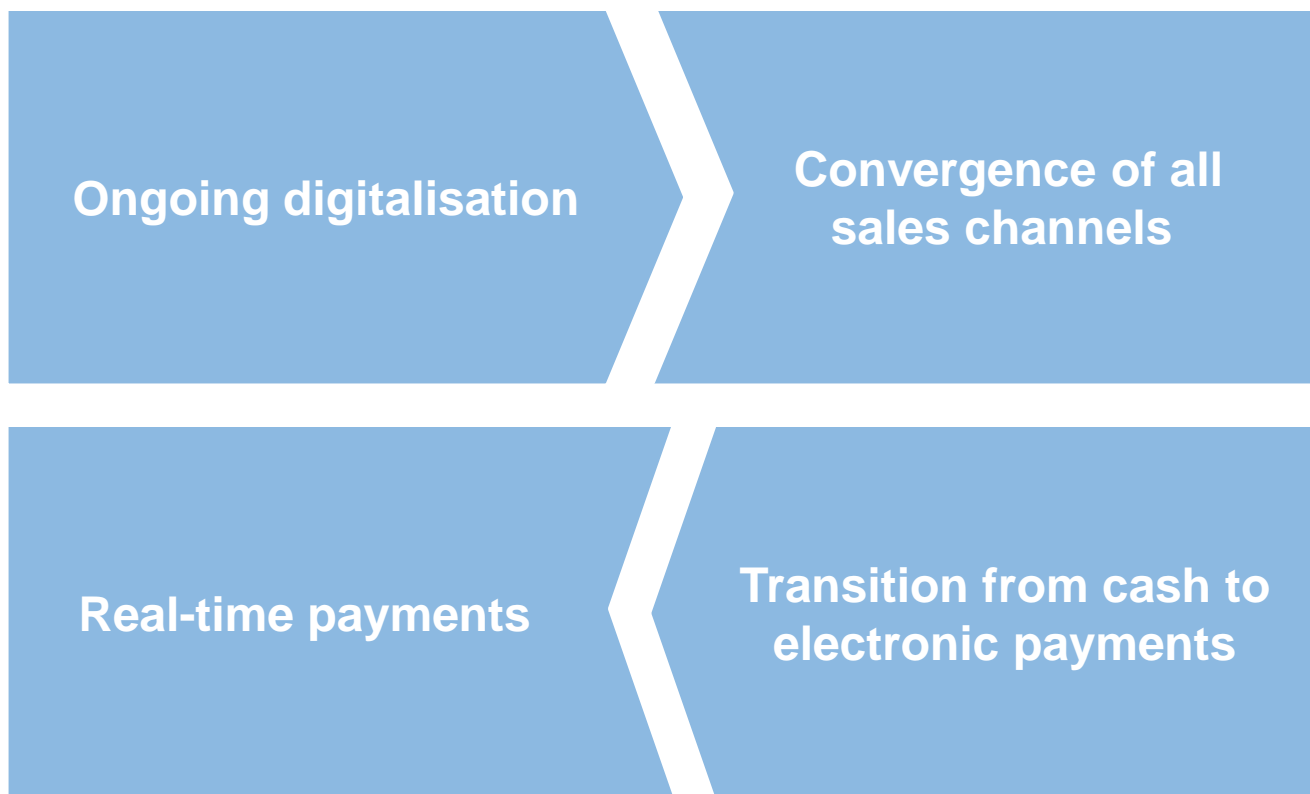
Track record of recent M&A activity

	Revenue 9M 2017	EBITDA 9M 2017
Wirecard North America (Citi Prepaid Card Services)	83.3 EUR mn (consolidation as of March 2017)	15.3 EUR mn (consolidation as of March 2017)
MyGate in South Africa	3.4 EUR mn (consolidation as of March 2017)	1.1 EUR mn (consolidation as of March 2017)
Merchant acquiring services of Citigroup in APAC (closing in two countries)	37.7 EUR mn (consolidation as of mid-June 2017)	0.2 EUR mn (consolidation as of mid-June 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 FY2017



- EBITDA guidance for FY2017 of 398 to 415 EUR mn

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 of 406.5 EUR mn

- Organic growth of >25%
- >13.0 EUR mn EBITDA contribution from Citi prepaid (based on 20 USD mn and integration costs of 5 USD mn)
- No EBITDA contribution from Citi's merchant acquiring business across APAC (EBITDA equals integration costs)
- 1.5 EUR mn EBITDA contribution from MyGate (based on 2 EUR mn and integration costs of 0.5 EUR mn)

Wirecard's visionary playing field

85% cash transactions worldwide



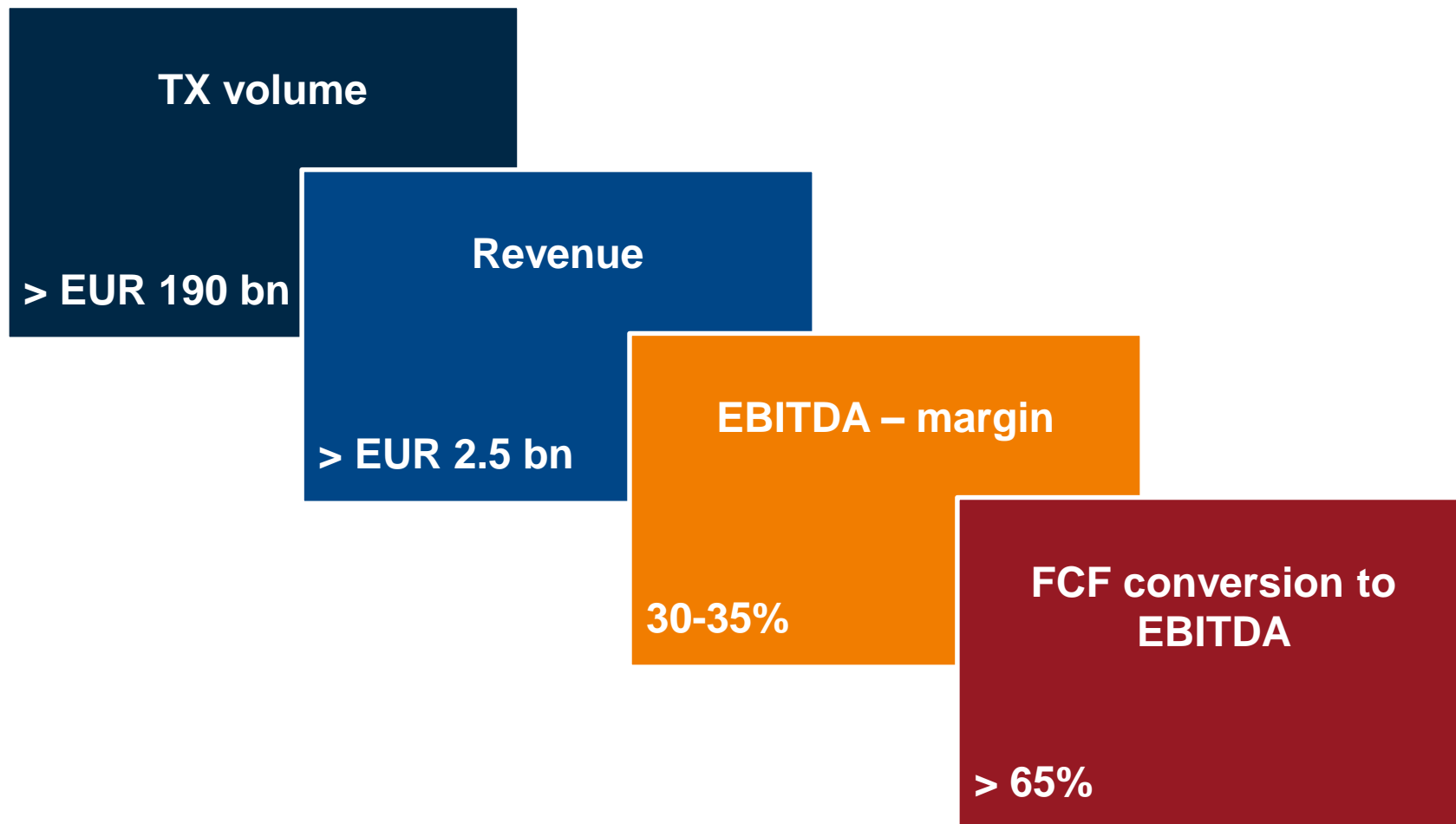
... whereas only 15% of all transactions are electronic

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



Leaving an enormous market potential for Wirecard

Vision 2020



5 Financial data

Financial highlights 9M 2017

in EUR mn	9M 2017	9M 2016	Change
Revenues	1,021.4	719.4	42%
EBITDA	286.6	213.9	34%
EBIT adjusted*	247.7	184.7	34%
EBIT	218.3	162.0	35%
Income tax expenses adjusted**	34.9	22.1	58%
Earnings after taxes adjusted**	168.5	126.3	33%
Earnings per share (basic and diluted) in EUR adjusted**	1.36	1.02	33%
Cash flow from operating activities (adjusted)***	234.0	179.2	31%
Total equity****	1,547.0	1,475.0	5%
Total equity and liabilities****	4,212.2	3,482.1	21%
Employees***** as of 30.09.2017 / 30.09.2016	4,543	3,829	19%
thereof full-time employees	4,207	3,521	19%
thereof part-time employees	336	308	9%

* Adjusted for amortisation (M&A related)

** 9M 2016 adjusted for Visa Europe

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

**** 2016 figures as of 31.12.2016

***** Thereof 148 employees of Wirecard North America and MyGate

Consolidated income statement

in EUR mn	9M 2017	in % of revenues**	9M 2016	in % of revenues**
Revenues	1,021.4		719.4	
Own work capitalised	29.3		19.5	
Cost of materials	543.4	53.2%	373.1	51.9%
Gross profit	507.3	49.7%	365.8	50.8%
Personnel expenses	133.3	13.1%	93.8	13.0%
Other operating expenses	96.4	9.4%	63.0	8.8%
Other operating income	9.1	0.9%	4.9	0.7%
EBITDA	286.6	28.1%	213.9	29.7%
Amortisation and depreciation (M&A adjusted)	38.8	3.8%	29.2	4.1%
EBIT adjusted*	247.7	24.3%	184.7	25.7%
Amortisation and depreciation (M&A-related)	29.4	2.9%	22.7	3.2%
EBIT	218.3	21.4%	162.0	22.5%
Financial result adjusted***	-14.9		-13.5	
Earnings before taxes adjusted***	203.4		148.4	
Income tax expenses adjusted***	34.9	17.2%	22.1	14.9%
Earnings after taxes adjusted***	168.5	16.5%	126.3	17.6%

* Adjusted by amortisation (M&A related)

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

*** 9M 2016 adjusted for Visa Europe

Balance sheet

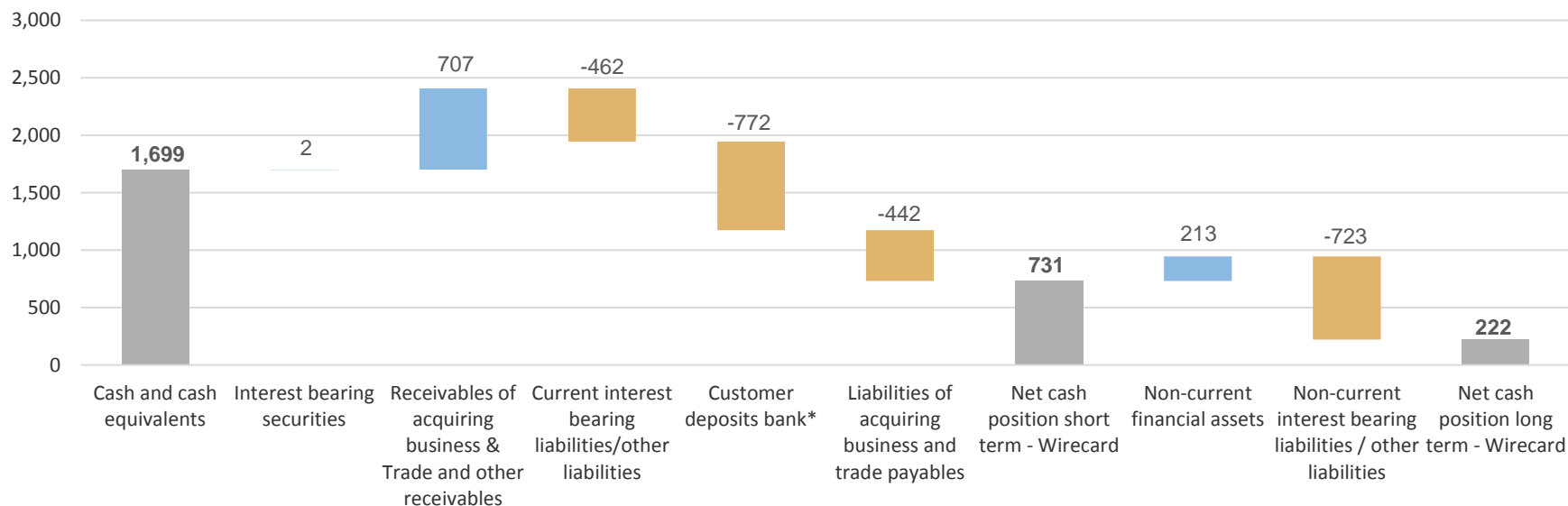
Assets in EUR mn	30.09.2017	31.12.2016
Goodwill	672.9	534.9
Customer relationships	485.5	392.3
Internally-generated assets	115.6	99.2
Other intangible assets	82.8	81.7
Property, plant and equipment	57.1	44.7
Investments (equity method)	14.6	14.8
Fin. and other assets	258.0	216.2
Deferred tax assets	2.8	2.7
Total non-current assets	1,689.3	1,386.4
Inventories and work in progress	12.0	4.5
Receivables of acquiring business	438.4	402.4
Trade and other receivables	268.6	190.2
Tax credits	10.2	9.4
Interest bearing securities	95.1	156.5
Cash and cash equivalents	1,698.5	1,332.6
Total current assets	2,522.9	2,095.6
Total assets	4,212.2	3,482.1

Equity and liabilities in EUR mn	30.09.2017	31.12.2016
Total equity	1,547.0	1,475.0
Non-current interest-bearing liabilities	685.2	579.5
Other non-current liabilities	37.9	31.4
Deferred tax liabilities	87.2	59.7
Total non-current liabilities	810.3	670.6
Liabilities of the acquiring business	395.6	404.8
Trade payables	46.9	34.9
Interest bearing liabilities	313.0	15.1
Other provisions	2.1	3.9
Other liabilities	148.7	119.5
Customer deposits bank	909.6	734.0
Tax provisions	39.0	24.3
Total current liabilities	1,854.9	1,336.5
Total liabilities	2,665.2	2,007.1
Total equity and liabilities	4,212.2	3,482.1

Net cash (short- and long-term)

Net cash bridge 9M 2017

In EUR mn



*** Customer deposits bank break down in EUR mn** **30.09.2017**

Customer deposits - balance sheet amount	910
thereof in long-term interest bearing securities	-43
thereof in interest bearing securities and fixed-term deposits	-95
Customer deposits relevant for net cash calculation	772

Income tax analysis

in EUR mn	9M 2017	in % of EBT	9M 2016	in % of EBT
Earnings before taxes adjusted*	203.4		148.4	
Income tax expenses adjusted*	-34.9	17.2%	-22.1	14.9%
thereof deferred tax expenses/income adjusted*	0.0	0.0%	1.6	-1.1%
thereof effective tax expenses adjusted*	-34.9	17.2%	-23.8	16.0%
<hr/>				
Net cash outflow arising from income tax	-22.7		-10.2	
thereof income tax	-22.7		-15.6	
thereof capital gain tax on dividends	0.0		5.4	

* 9M 2016 adjusted by effects of the sale of Visa Europe Ltd. shares

Cash flow and conversion

in EUR mn (except where stated)	9M 2017	9M 2016	Change
Cash flow from operating activities (adjusted)*	234.0	179.2	31%
Operative capex	-52.8	-44.3	19%
Free cash flow	181.2	134.8	34%
Earnings after taxes adjusted**	168.5	126.3	33%
Cash conversion in %	108%	107%	

* Consolidated cash flow from operating activities (adjusted)

** 9M 2016 adjusted for Visa Europe

**THANK YOU
FOR YOUR ATTENTION**

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