



wirecard

**Wirecard AG**

**Investor Presentation**

**1st Quarter Results 2012**

## Agenda

1. Key Figures, Company and Stock
2. Products and Solutions
3. Growth Drivers, Strategy and Outlook
4. Financial Data



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# 1. Key Figures, Company and Stock

## 1st Quarter 2012

			Q1 2012	Q1 2011	Change in %
<b>Group results</b>	Transaction volume	EUR bn	4.4	3.4	+29.4%
	Revenues	EUR mn	83.6	69.9	+19.6%
	EBITDA	EUR mn	23.3	16.9	+37.9%
	EBITDA without one-offs	EUR mn	23.3	19.2	+21.4%
	Operating cash flow*	EUR mn	18.3	12.7	+44.1%
	Earnings after taxes	EUR mn	15.3	12.5	+22.4%
	Earnings per share (diluted and undiluted)	EUR	0.15	0.12	+25.0%

**Outlook 2012**

**EBITDA of between EUR 103 and 115 million**

**Proposed Dividend**

**at the Annual General Meeting on June 26 2012, EUR 0.10 per share (previous year EUR 0.10)**

\* Cash flow from operating activities (adjusted for transaction volumes of a transitory nature)

### Highlights YTD

- **Strategic alliance agreement with TravelTainment GmbH, an Amadeus IT Group company** – TravelTainment expands TT-DataMix with Wirecard SCP-Solution – a multichannel solution for tourism
- **New customer gains** such as Bechtle AG, 6Wunderkinder, Thomas Cook, **and cross-selling with existing customers**
- Through the **acquisition of NETRADA GmbH's customer portfolio**, Wirecard reinforces its position as a payment service provider in the fashion & lifestyle industry - one of the fastest growing eCommerce market segments

In addition, as a preferred partner for NETRADA, Wirecard in future will provide payment services for selected NETRADA customers, including Görtz, Lacoste and Puma

## Diversified Customer Portfolio – Target Industries

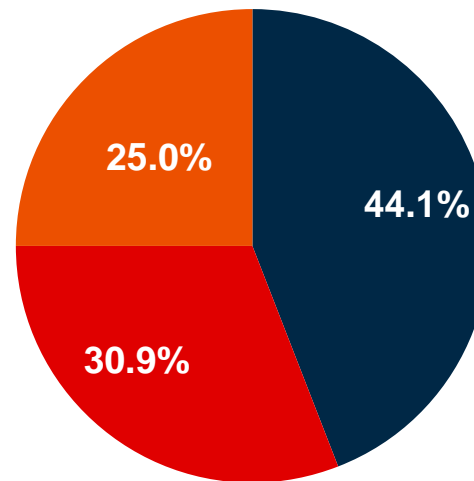
After the first three months in 2012 the transaction volume\* amounted to EUR 4.4 billion (+29% yoy). Thereof 9.1% (EUR 0.4 bn) was generated in Asia. The allocation as at the end of the 1st quarter 2012 to the individual target industry segments is as follows:

### Travel & Tourism

- Airlines
- Hotels
- Travel sites
- Travel agents

### Digital Goods

- Downloads (Music / Software)
- Games
- Communities
- Sports betting
- Poker / Casino

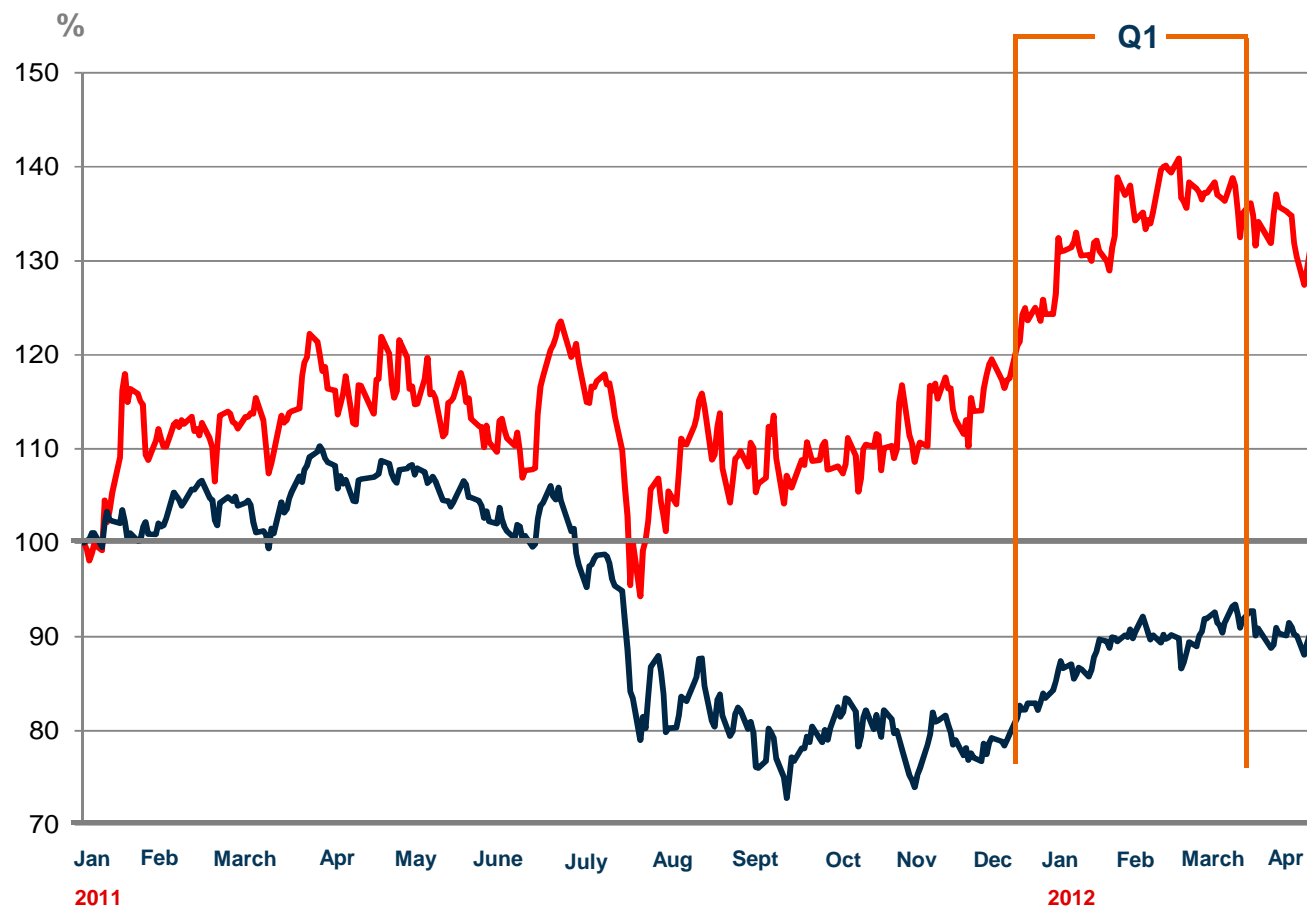


### Consumer Goods

- Mail order / TV shopping
- Brick and Mortar shops
- Direct Sales / Distribution

\*) Transaction volumes: namely acceptance and issuing means of payment along with associated value added services

## Stock Performance



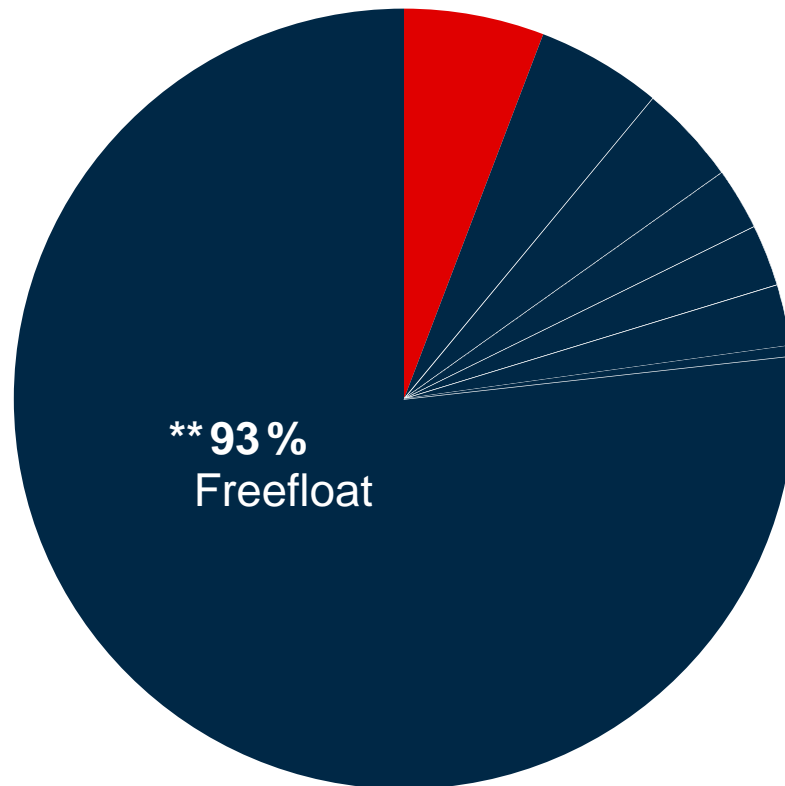
— Wirecard AG, indexed

— TecDAX, indexed

ISIN	DE0007472060
WKN	747206
Ticker Symbol	WDI
Market Segment	Prime Standard
Index	TecDAX
Number of Shares (after Capital Increase*)	111,983,452
Year High 2012	EUR 15.03
Year Low 2012	EUR 12.33
Closing Price May 14, 2012	EUR 13.45
Market Cap. May 14, 2012	EUR bn 1.51

\* Capital Increase as of March 8, 2012

## Shareholder Structure\* | May 2012



**MB Beteiligungsgesellschaft mbH**  
7 % (DE)

**\* Jupiter Asset Management Limited**  
6 % (UK)

**\* Alken Fund SICAV**  
5 % (LU)

**\* Wasatch Holdings Inc.**  
3 % (US)

**\* Columbia Wanger AM LLC**  
3 % (US)

**\* Ameriprise Financial, Inc.**  
3 % (US)

\*) Shareholder Overview post Capital Increase. Stakes (rounded) according to latest Notification of Investors (§ 26a WpHG)

\*\*\*) Freefloat in accordance with Deutsche Boerse regulations



The Wirecard logo, consisting of the word "wirecard" in a lowercase, sans-serif font. The letter "i" in "wire" has a red dot above it. The logo is positioned in the upper right corner of a dark blue rectangular overlay.

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## 2. Products and Solutions

## Wirecard Group's Merchant Services

<b>Online payment services</b>	Support of all major global payment methods
<b>Acquiring services</b>	Wirecard Bank is a Member of Visa, MasterCard, licensed acquirer for Discover/Diners, China UnionPay, JCB
<b>Payment acceptance</b>	Collection of a variety of alternative payment solutions such as: eps, giropay, iDEAL, Alipay
<b>Risk and fraud management</b>	Consumer identification and credit rating, strategy management & decision-making solutions including fraud prevention, business intelligence
<b>Issuing</b>	Prepaid cards as payout solutions, Co-branding cards, virtual or physical
<b>Banking services</b>	Forex management services, corporate and private bank accounts
<b>Point-of-Sale</b>	Support of all sales channels, including stationary retail stores
<b>Call center</b>	Operation of own call center facility, 24/7 in 16 languages



# Products and Solutions



The Wirecard Group operates an international strategy and offers merchants various national and international payment schemes



## NORTH AMERICA

- Visa
  - MasterCard
  - American Express
  - JCB
  - UATP
  - Diners Club
  - Discover
  - SWIFT
  - PayPal
- United States AGH

## EUROPE, EASTERN EUROPE, RUSSIA

- Visa
  - MasterCard
  - American Express
  - JCB
  - UATP
  - Diners Club
  - Discover
  - China UnionPay
  - Maestro (Solo)
  - Visa Electron
- SWIFT  
SEPA Credit Transfer  
SEPA Direct Debit  
EBICS  
PayPal  
paysafecard  
cashiicket
- Austria**  
EPS  
Direct Debit  
Sofortüberweisung.de  
@Quick  
paybox
- Belgium**  
Sofortüberweisung.de  
Bancontact/Mister Cash
- Czech Republic**  
eKonto
- Denmark**  
Dankort
- Estonia**  
InstantBank
- Finland**  
InstantBank
- France**  
Carte Bleue  
Carte Bancaire
- Germany**  
Direct Debit  
giropay  
Sofortüberweisung.de  
Payment on Invoice  
Payment in Advance  
Wire Transfer to Virtual Bank Accounts
- Ireland**  
Laser
- Italy**  
CartaSi  
PostePay
- Netherlands**  
Direct Debit  
IDEAL
- Poland**  
InstantBank  
Przelewy24
- Russia**  
Moneta.ru  
YandexMoney
- Sweden**  
InstantBank
- Switzerland**  
Direct Debit  
Sofortüberweisung.de
- Ukraine**  
Moneta.ru  
YandexMoney
- United Kingdom**  
Sofortüberweisung.de

## LATIN AMERICA

- Visa
  - MasterCard
  - American Express
  - JCB
  - UATP
  - Diners Club
  - Discover
  - SWIFT
  - PayPal
- Brazil**  
Hipercard  
Aura  
Sorocred  
Transferencia Bradesco  
Débito Bradesco  
Boleto Bancário  
Mercado Pago
- Mexico**  
Visa Electron  
(domestic payment cards)

## AFRICA

- Visa
- MasterCard
- American Express
- JCB
- UATP
- Diners Club
- Discover
- SWIFT
- PayPal

## ASIA/PACIFIC, MIDDLE EAST

- Visa
  - MasterCard
  - American Express
  - JCB
  - UATP
  - Diners Club
  - Discover
  - China UnionPay
  - SWIFT
  - PayPal
- Australia**  
POLi
- China**  
42 domestic payment cards  
Alipay
- Japan**  
Wire Transfer to Virtual Bank Accounts
- Korea**  
Wire Transfer to Virtual Bank Accounts
- Malaysia**  
Maybank2u  
CIMB Clicks
- New Zealand**  
POLi
- Philippines**  
Bank Cards (8 domestic payment cards)  
Maybank2u  
CIMB Clicks
- Singapore**  
eNets / Online Banking  
Maybank2u  
CIMB Clicks
- Taiwan**  
Wire Transfer to Virtual Bank Accounts

Payment Method Types	Definition
<b>Payment Cards</b>	International and domestic card brands
<b>Electronic Funds Transfer (EFT)</b>	Direct Debit
<b>Online Banking Payments</b>	Real-time bank transfer
<b>Alternative Payment Schemes</b>	Wallet, Cash/Voucher, Online/Offline
<b>Mobile Services</b>	Mobile Payments





# How to connect – Implementation Options

Wirecard offers merchants a wide range of options to connect to its platform:

- Hosted Payment Page
- Virtual Terminal
- PoS Terminal / Card reader hardware
- Real time Payment & Risk Transaction Processing, Application Programming Interfaces (APIs)/Software Development Kits
- Batch Processing APIs
- Reconciliation/Reporting Files and Data Feeds in various file formats
- Standardized sector-independent shop systems solutions (“shop plug-in”)
- “End-to-end” and readily usable industry solutions in cooperation with leading industry-specific service providers for various industries



## Card Issuing – Support for multiple card types

Consumer Payment Cards	Co-branded consumer payment cards	Closed loop card solutions	B2B card solutions
Easy and flexible	Loyalty by bonus	Card solutions in accordance with the EU e-money guideline	Standardized real time payments worldwide
<p><b>Own branded card solutions</b>                      mywirecard 2go Visa (plastic)                      Mywirecard MasterCard (virtual)                       mywirecard.com</p>	<p><b>Co-Branded card solutions</b>                      White labeling platform for partner companies                      Plastic and virtual cards</p>	<p><b>E-money gift cards</b>                      For retailers and online merchants based on existing acceptance networks</p>	<p><b>Supplier and Commission Payments (SCP)</b>                      Virtual prepaid cards used on the internet</p> <p><b>Payout cards</b>                      Plastic prepaid cards                      Payout employees, affiliates etc. worldwide</p>
			

## Products and Solutions – In-topic: Mobile Commerce

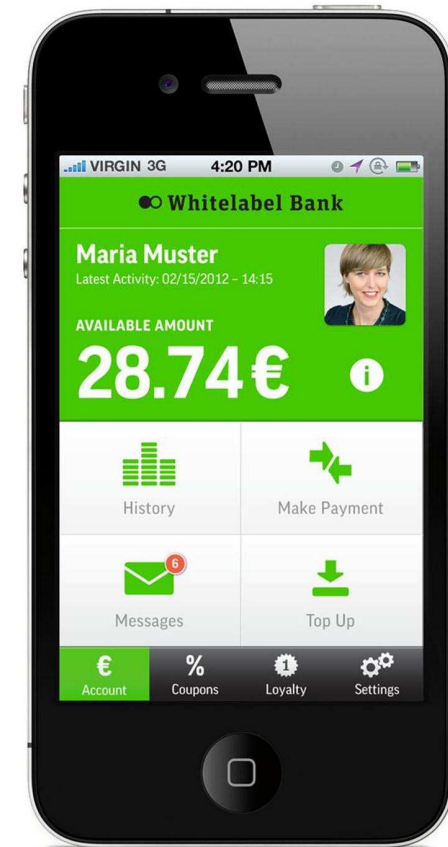


### Requirements: Mobile wallet

- Mobile device replaces traditional plastic cards
- Near-field communication (NFC) enables terminal interaction
- Loyalty and bonus programs (voucher, location-based services)

### The Wirecard approach: Available platform components

- Multi-platform application (whitelabel) and NFC sticker
- Online consumer enrolment, KYC and monitoring application
- Account holder and stored-value account management
- Top-up and billing infrastructure
- Banking and issuing license from Visa and MasterCard



## Mobile wallet components – supplier comparison

	Financial Institutions	Software Companies	Specialist Suppliers	Wirecard
<b>SVA (stored value account) / zero balance account</b> Comprehensive white label software platform, incl. smartphone app, P2P-transfers, central management software		■		■
<b>Regulatory Compliance</b> Pan-European banking license allowing to offer deposit taking and funds transfer services on a certified and audited platform	■			■
<b>Staggered know-your-customer procedure</b> From easy-to-use anonymous / prepaid entry level product up to full bank account incl. overdraft and unlimited transfer capability	■*			■
<b>Electronic Loading / Top-up</b> Various electronic means of loading / topping-up the mobile wallet, incl. credit cards, direct debit, wire transfer, alternative payments			■	■
<b>Cash Loading / Top-up</b> Ability to load / top-up the mobile wallet with cash at retailers, gas stations			■	■
<b>Issuing of Visa/MasterCard Card (NFC)</b> Ability to issue open loop payment cards in plastic or virtual and on an NFC chip	■			■

\*) Most banks do not have the technical capability to support a staggered KYC

# Summary

## How we differentiate, the holistic approach

- Centralization of payment transactions from many and various distribution and procurement channels on a single platform
- Combination of software technology and bank products
- Global gateway for all services
- Covering the whole value chain with own bank (multi-brand acquirer) in the Group
- Multi-national payment acceptance and settlement (e.g. in 18 payout currencies)
- Innovative software-based banking products (SCP-virtual credit cards, payout cards, co-branded cards)



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### **3. Growth Drivers, Strategy and Outlook**

# eCommerce is going through transition

## Online retailers have to keep pace with incredible speed of the market driven by multichannel and mobile commerce

- Europe's eCommerce market 2012 will record ~ 11% growth (based on the outlook for the individual target sectors)
- European growth in online retail: by ~12% yoy average from 2011 to 2016 (EU-17 states) (Forrester 2012)
- Online retail market in Germany to grow by ~16.5% in 2012 (bvh 2012)
- European online travel market to grow by ~10% yoy from 2011 to 2013 (PhoCusWright's 2012)

## Beyond 2012: Additional growth factors

- Eastern-Europe eCommerce Markets expected to grow steadily in the next years (yStats 2011)
- Mobile payments volume worldwide expected to reach USD 34bn by 2015 (Strategy Analytics)
- More than EUR 160bn volume on prepaid cards expected by 2017 in Europe, Russia and Turkey (PSE Consulting 2011)

### Key objectives

- to continue strategy of organic growth in conjunction with smart M&A deals
- to expand the leading position in Europe and the Asian business
- to gain new customer relationships
- to broaden the existing customer base
- to enhance the Company's value chain
- to step into new markets
- to extend prepaid card business within Europe
- to achieve a key position in the upcoming mobile payment market

# Outlook

**Fiscal Year 2012: EBITDA between 103 and 115 million euros**

### Guidance based on:

- Basic growth along with the eCommerce market acceleration by ~11%
- Additional growth due to new customer relationships and product innovation (cross-selling)
- 2012 EBITDA contribution by M&A > EUR 5.3mn

### Growth drivers 2012:

- Tendency towards mid- and large-scale companies as customers
- Complexity in payment processing and risk-management drives outsourcing decisions
- eBusiness as economy driver: dynamic development of pan-European retailing
- Increasing convergence of bricks-and-mortar and bricks-and-clicks trading



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## 4. Financial Data

## Card Issuing development

Q1 2012	Revenues	EBITDA
Acquiring & Issuing Segment	EUR 32.3 mn	EUR 5.6 mn
Acquiring	EUR 24.8 mn	EUR 3.3 mn
Issuing	EUR 7.5 mn	EUR 2.3 mn

## Key Figures 1st Quarter 2012/2011

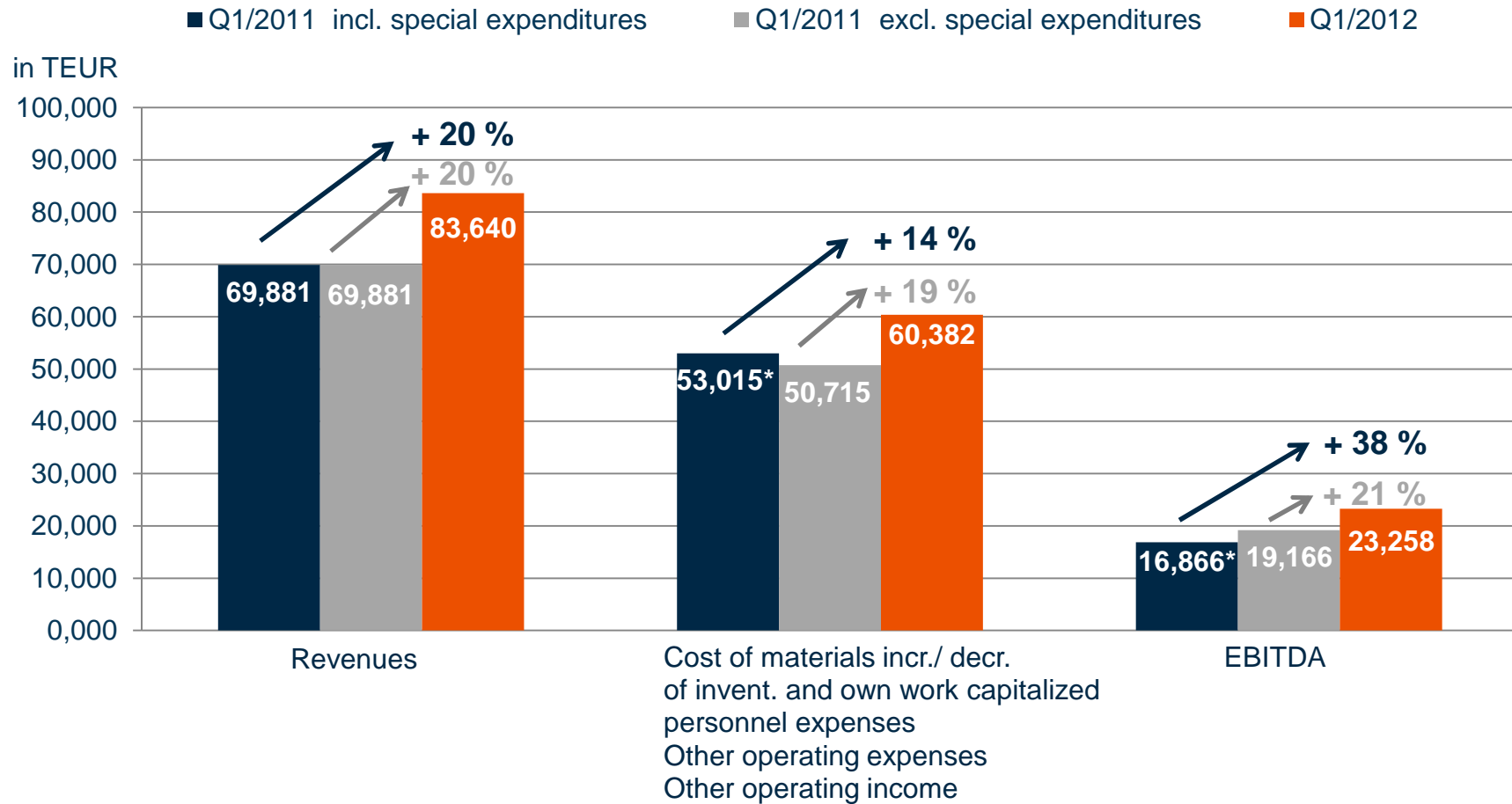
in TEUR	Q1 2012	Q1 2011
Revenues	83,640	69,881
EBITDA	23,258	16,866
EBIT	19,723	15,143
Taxes	3,741	3,042
Profit after Taxes	15,282	12,519
EPS*	0.15	0.12
Operating Cash flow**	18,262	12,737
Shareholders' Equity	494,116	302,337
Total Equity and Liabilities	868,208	576,577
Employees (as of 03/31/2012 / 03/31/2011)	595***	482
thereof full-time employees	441	365
thereof part-time employees	154	117

\* Earnings per share – in EUR (diluted and undiluted)

\*\* Cash flow from operating activities (adjusted for transaction volumes of a transitory nature)

\*\*\* Thereof 59 Employees from M&A Transactions (Systems@Work / Newcastle Building Society)

## Revenues, Costs and EBITDA Growth 1st Quarter 2011/2012



\* These include non-recurring special expenditures in the amount of EUR 2.3 million for relocating the company's headquarters and the even faster expansion in Asia



## Consolidated Income Statement 1st Quarter 2012/2011

in TEUR	Q1 2012	of Revenues	Q1 2011*	of Revenues
<b>Revenues</b>	<b>83,640</b>		<b>69,881</b>	
Own work capitalized	2,088		1,621	
Cost of materials	(47,787)	(57.1%)	(40,389)	(57.8%)
Personnel expenses	(8,699)	(10.4%)	(7,025)	(10.1%)
Other operating expenses	(6,657)	(8.0%)	(7,540)	(10.8%)
Other operating income	673		318	
<b>EBITDA</b>	<b>23,258</b>	<b>27.8%</b>	<b>16,866</b>	<b>24.1%</b>
Amortization and depreciation	(3,535)	(4.2%)	(1,723)	(2.5%)
<b>EBIT</b>	<b>19,723</b>	<b>23.6%</b>	<b>15,143</b>	<b>21.7%</b>
Financial results	(700)		418	
Income tax	(3,741)		(3,042)	
<b>Profit after Taxes</b>	<b>15,282</b>		<b>12,519</b>	
Diluted earnings per share in EUR	0.15		0.12	

\* These include non-recurring special expenditures in the amount of EUR 2.3 million for relocating the company's headquarters and the even faster expansion in Asia

## Balance Sheet as of March 31, 2012 / December 31, 2011

in TEUR

<b>Assets</b>	<b>03/31/2012</b>	<b>12/31/2011</b>	<b>Equity and liabilities</b>	<b>03/31/2012</b>	<b>12/31/2011</b>
<b>Non-current assets</b>	<b>314,426</b>	<b>295,984</b>	<b>Shareholders' equity</b>	<b>494,116</b>	<b>340,887</b>
Goodwill	127,565	127,565	<b>Liabilities</b>	<b>374,092</b>	<b>366,172</b>
Deferred tax assets	1,270	936	Current provisions	873	992
Internally gen. intangible assets	23,063	21,748	Tax provisions	2,918	1,319
Other intangible assets	27,859	28,530	Trade payables	137,874	135,428
Customer-relationships	89,043	87,570	Interest-bearing bank loans	82,076	86,024
Other assets	45,626	29,635	Deferred income taxes	9,602	9,344
<b>Current Assets</b>	<b>553,782</b>	<b>411,075</b>	Other non-current liabilities	17,251	12,919
Trade receivables	186,157	182,146	Other current liabilities	12,423	15,104
Cash and cash equivalents	351,614	213,403	Customer deposits	111,075	105,042
Interest-bearing securities	9,000	9,000			
Other	7,011	6,526			
<b>Total Assets</b>	<b>868,208</b>	<b>707,059</b>	<b>Total Equity and Liabilities</b>	<b>868,208</b>	<b>707,059</b>

## Changes in Shareholders' Equity 2011/2012

in EUR

<b>Balance as of December 31, 2011</b>	<b>340,887,349.05</b>
Profit after taxes	15,281,888.56
Contingent capital increase	137,870,893.96
Changes due to currency translation	75,760.35
<b>Balance as of March 31, 2012</b>	<b>494,115,891.92</b>

## Capital Increase as of March 8, 2012

	Shares	Capital stock in EUR	Capital reserve in EUR	Total in EUR
As of 12/31/2011	101,803,139	101,803,139.00	11,261,517.49	
Capital increase	10,180,313	10,180,313.00	129,289,975.10	139,470,288.10
- Directly attributable costs			(2,202,263.87)	
- Related income tax benefit			602,869.73	
As of 03/31/2012	<b>111,983,452</b>	<b>111,983,452.00</b>	<b>138,952,098.45</b>	
- total change	+10,180,313	+10,180,313.00	+127,690,580.96	+137,870,893.96

The capital increase has generated gross proceeds of approx. EUR 139,470,288.10 to the company.

Issue price of the 10,180,313 new shares: EUR 13.70

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