Wirecard AG

Results 1st quarter of fiscal 2014
Investor Presentation

Aschheim, 15 May 2014
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1. Key Figures Q1 / Highlights YTD
### Key Figures 1st quarter of fiscal 2014

<table>
<thead>
<tr>
<th></th>
<th>Q1 2014</th>
<th>Q1 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transaction Volume</td>
<td>Mrd. EUR</td>
<td>7.3</td>
<td>5.7</td>
</tr>
<tr>
<td>Revenue</td>
<td>Mio. EUR</td>
<td>126.2</td>
<td>101.1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>Mio. EUR</td>
<td>35.0</td>
<td>26.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>Mio. EUR</td>
<td>26.2</td>
<td>21.1</td>
</tr>
<tr>
<td>Earnings after taxes</td>
<td>Mio. EUR</td>
<td>21.1</td>
<td>16.5</td>
</tr>
<tr>
<td>Operating Cash Flow *</td>
<td>Mio. EUR</td>
<td>25.0</td>
<td>22.7</td>
</tr>
<tr>
<td>Earnings per share (undiluted)</td>
<td>EUR</td>
<td>0.18</td>
<td>0.15</td>
</tr>
</tbody>
</table>

* Consolidated cash flow from operating activities (adjusted)
In the first 3 months of 2014 the transaction volume* amounted to EUR 7.3 billion (+ 28.1% yoy) of which EUR 1.4 billion (19.2%) was generated in Asia.

The allocation as at the end of the 1st quarter 2014 to the individual industry verticals is as follows:

- **22.5%** Travel & Mobility
  - Airlines / Hotel chains
  - Travel sites / Tour operators
  - Cruise lines / Ferries
  - Car rental and transportation companies

- **43.3%** Consumer Goods
  - Distance trade (mail order) and brick and mortar shops
  - All sales channels – in each case physical products

- **34.2%** Digital Goods
  - Downloads (Music / Software)
  - Games
  - Apps / SaaS
  - Sports betting / Poker

* Transaction volume: basically acceptance and issuing means of payment along with associated value added services
Operative Highlights YTD

- **Sky:** Wirecard assumes processing and acquiring of credit card payments for Sky’s new online video-on-demand platform Snap.

- **Amadeus IT Group:** Wirecard and Amadeus IT Group, a leading technology partner for the global travel sector, to cooperate immediately in payments area.

- **Demandware LINK:** Wirecard supports international companies in the textile and clothing industry in their E-commerce expansion as a Certified LINK technology partner of Demandware.

- **Trust Evaluation Suite:** Wirecard has extended its risk management range with the addition of the Trust Evaluation Suite.

- **Bluetooth Low Energy (BLE):** Integration of BLE technology with integrated loyalty and couponing into Mobile Wallet Platform under “Bluetooth BLE Smart Payment”.

- **Host Card Emulation (HCE):** Wirecard integrates HCE technology into its Mobile Wallet platform.

- **Vodafone SmartPass:** Launch in the Netherlands: third market after Spain and Germany – with the UK to follow later this year.

- **Deutsche Telekom MyWallet:** Launch of Telekom’s MyWallet Card in Germany.
2. Products and Solutions
Products and Solutions

WIRECARD PLATFORM

MULTI-CHANNEL PAYMENT GATEWAY
- More than 203 connections to banks, payment solutions and card networks
- Tokenization of sensitive payment data
- Adapters for industry software solutions
- Real-time reporting and business intelligence
- Subscription management
- Billing and Settlement Plan (BSP)
- Automated dispute management
- White-label user- and system-interfaces

PAYMENT ACCEPTANCE SOLUTIONS
- Card acquiring processing
- Acquiring processing of alternative payment schemes
- Multi-currency processing and settlement
- Terminal software for payment and value added services
- Terminal management solutions

RISK AND FRAUD MANAGEMENT
- Automated fraud pattern detection
- Address verification
- Credit rating agency gateway
- Device fingerprinting
- Real-time rule-engine
- Bespoke decision logic
- Score cards
- Hotlists (black/white/grey)

ISSUING SOLUTIONS
- Card issuing processing
- Multiple card types (credit, debit and prepaid cards)
- Multiple form factors: plastic, virtual, mobile, sticker, dual-interface
- MIFARE and CEPAS stored value cards
- Instant card creation
- SP-TSM* gateway

WALLET SOLUTIONS
- Multi-channel consumer enrolment and base-data management
- Zero-balance and pass-through accounts
- Credit facility management
- Multiple top-up and funding sources
- Mobile and Internet apps
- Peer-to-peer funds transfer (P2P)

PAYMENT INNOVATIONS
- International money remittance
- In-app paymers
- Mobile card reader solutions
- Loyalty and couponing services
- Contextual advertising and cash back
- Biometric and "mini ATM" solutions for emerging markets
- Industry solutions (e.g. public transport, taxi, airline, ...)
- NFC, BLE, QR ...

GLOBAL payment strategy advisory
- Multi-lingual helpdesk 24/7
- Case management and exception handling
- Payment guarantee

CORPORATE banking services
- Acquiring services for Visa, MasterCard, JCB, American Express, Discover/Diners, UnionPay and alternative payment methods
- Consolidated settlement and treasury services
- Terminal network deployment and operation

CREDIT risk and fraud management advisory
- Case management and exception handling
- Anti-money-laundering monitoring

CARD program management
- Issuing licenses from Visa, MasterCard, JCB
- BIN sponsorship services
- Supplier selection and management
- Card personalization and data preparation
- PIN-management
- Hosted SP-TSM service

MULTILINGUAL helpdesk 24/7
- Consumer banking services
- eMoney institution
- Managed know-your-customer (KYC) service
- Marketing and merchant enrolment support

END-TO-END SOLUTIONS FOR ALL INDUSTRY VERTICALS
- Online/PoS/Mobile-Mail order/Telephone order (Moto)
- White-Label/Cc-Branded/Wirecard-Branded

*Service Provider - Trusted Service Manager

TECHNOLOGY

SERVICES
Products and Solutions

WIRECARD PAYMENT SCHEMES

The Wirecard Group offers merchants various national and international payment schemes.

PAYMENT METHOD TYPES
- PAYMENT CARDS: International and domestic card brands
- ELECTRONIC FUNDS TRANSFER: Direct Debit
- ONLINE BANKING PAYMENTS: Real-time bank transfer
- ALTERNATIVE PAYMENT SCHEMES: Wallet, Cash/Voucher, Online/Offline
- MOBILE SERVICES: Mobile payments

NORTH AMERICA
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover
- SWIFT
- PayPal, Skrill, Moneybookers Wallet

LATIN AMERICA
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover
- SWIFT
- PayPal, Skrill, Moneybookers Wallet

BRAZIL
- Hipercard, Aura, Sorocred
- Transferencia Bradesco, Debito Bradesco
- Boleto Bancario, Mercado Pago

MEXICO
- Visa Electron (domestic card brands)

AFRICA
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover
- SWIFT
- PayPal, Skrill, Moneybookers Wallet

EUROPE, EASTERN EUROPE, RUSSIA
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover, China UnionPay, Maestro (EBa), Visa Electron
- SWIFT, SEPA Credit Transfer, SEPA Direct Debit, EBICS
- PayPal, paysafecard, cashickets, Skrill, Moneybookers Wallet

AUSTRIA
- EPS, Direct Debit
- Sofortüberweisung.de
- 80EUR
- paybox

BELGIUM
- Sofortüberweisung.de, Bancontact/Mister Cash

CZECH REPUBLIC
- eKonto

DENMARK
- Bonkort

ESTONIA
- InstantBank

FINLAND
- InstantBank

FRANCE
- Carte Bleue, Carte Bancaire
- Sofortüberweisung.de

GERMANY
- Direct Debit
- giropay, Sofortüberweisung.de
- RatePay Payment by Installments, RatePay Direct Debit, RatePay Payment on Invoice, Wire Transfer*

IRELAND
- Laser

ITALY
- CartaSi, PostePay
- Sofortüberweisung.de

NETHERLANDS
- Direct Debit
- iDEAL, Sofortüberweisung.de

POLAND
- InstantBank, Przelew24, Sofortüberweisung.de

RUSSIA
- Meneta.ru, YandexMoney

SPAIN
- Sofortüberweisung.de

SWEDEN
- Sofortüberweisung.de

SWITZERLAND
- Sofortüberweisung.de

UKRAINE
- Meneta.ru, YandexMoney

UNITED KINGDOM
- Cbcharge cards
- Sofortüberweisung.de

ASIA/PACIFIC, MIDDLE EAST
- Visa, MasterCard, American Express, JCB, UATP, Diners Club, Discover, China UnionPay
- SWIFT
- PayPal, Skrill, Moneybookers Wallet

AUSTRALIA
- Cbcharge cards
- POLI

CHINA
- 42 domestic card brands
- Alipay

*To virtual bank accounts

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

Omni Channel: Combination of all business processes and sales channels

Europe continues to comprise Wirecard AG's core market. European E-commerce expected to grow by around 12 percent across all sectors in 2014. (Forrester Research, eMarketer, PhoCusWright, German E-Commerce and Distance Selling Trade Association (BEVH), German Retailers Association (HDE)

- European online travel market is expected to grow by around 8% up to 2015. (PhoCusWright 2013)
- Share of E-commerce transactions realised via tablets and smartphones to grow to almost 50% of total volume within EU-7 by 2018. (Forrester 2013)
- Share of online travel bookings in APAC via Internet-enabled mobile devices could grow from 24% to 31% by as early as 2015. (PhoCusWright 2013)
- Technology sector growth (Software as a Service – SaaS, mobile services, Business Intelligence and Analytics) of 5.5% in 2014. (Forrester 2014)
Business Field Mobile Payment

- Visa Europe had already registered 1.3 million contactless acceptance points by early 2014. (Visa Europe 2014)

- Growth in annual number of mobile contactless transactions up to 9.9 billion by 2018. (Juniper 2014)

- NFC technology integrated as standard in 64% of all smartphones by 2018 (2013: 18%). (IHS Technology 2014)

- Annual average growth potential of 30% for mobile gaming market due to strong distribution of smartphones and tablets. (Gartner 2013)

Wirecard: Innovative solutions for a mobile, cashless future
Growth Drivers, Strategy and Outlook

Bluetooth Low Energy

Combined with beacons, this technology provides innovative, location-specific services.

BLE in combination with beacon technology: Convergence of PoS and mobile services

Wirecard Mobile Wallet communicates directly with cashier systems via BLE, thereby offering not only mobile payments, but also a large number of personalised added value services from areas of loyalty and couponing.
Host Card Emulation / HCE

NFC-based transactions for payments and services in mobile applications possible with HCE – irrespective of availability of physical secure element (SE) on mobile phone.

Wirecard Mobile Wallet platform now also with HCE technology

- Rapid entry into mobile payment market based on Near Field Communication (NFC)
- Secure environment with tokenization server
Growth Drivers, Strategy and Outlook

BLE / NFC / Smartphone Apps: High Street Retail becomes a key part of cross-channel marketing

Advantages for the Retailer:
They can draw attention to their services/products via touch points and are able to get more knowledge/data of their customers in comparison to cash payments

Advantages for the Consumer:
Various kinds of information are delivered to the consumers’ smartphone about products, pricing, special offers, loyalty & couponing. Furthermore, the check-out-times at the PoS are shorter than queuing for cash payments
Growth Drivers, Strategy and Outlook

Mobile Payment Solution: Behind the Scenes

Mobile Network Operator

Mobile Payment Application

Over-the-air-Server

Wallet

MNO-TSM

Mobile Sign-Up

Service Provider Trusted Service Manager

Consumer Accounts & Cards Platform

Cardholder Service

Issuing Processing Host

VISA

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Growth Drivers, Strategy and Outlook

Outlook

FY 2014: EBITDA between EUR 160 million and EUR 175 million

Forecast based on:

- E-commerce market growth ~12%
- Increase in transaction volume processed with existing and new customers for Wirecard Group
- First sales revenue contributions from new Mobile Payment business areas
- Economies of scale from transaction-oriented business model
- Cross-selling effects with existing customers
- Expanding issuing and bank services
- Earnings contributions from M&A transactions realised in 2013

Proposed dividend: AGM on 18 June 2014

EUR 0.12 per share (previous year: EUR 0.11)
4. Financial Data
## Financial Data

### Key Figures Q1 2014 / Q1 2013

<table>
<thead>
<tr>
<th>in kEUR</th>
<th>Q1 2014</th>
<th>Q1 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>126,231</td>
<td>101,084</td>
<td>25%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>35,038</td>
<td>26,334</td>
<td>33%</td>
</tr>
<tr>
<td>EBIT</td>
<td>26,227</td>
<td>21,070</td>
<td>24%</td>
</tr>
<tr>
<td>Taxes</td>
<td>3,945</td>
<td>3,585</td>
<td>10%</td>
</tr>
<tr>
<td>Profit after Taxes</td>
<td>21,145</td>
<td>16,531</td>
<td>28%</td>
</tr>
<tr>
<td>EPS (undiluted) in EUR</td>
<td>0.18</td>
<td>0.15</td>
<td>20%</td>
</tr>
<tr>
<td>Operating cash flow*</td>
<td>25,023</td>
<td>22,656</td>
<td>10%</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>995,143</td>
<td>558,639</td>
<td>78%</td>
</tr>
<tr>
<td>Total equity and liabilities</td>
<td>1,738,818</td>
<td>1,179,335</td>
<td>47%</td>
</tr>
<tr>
<td>Employees** as of 31.03.2014 / 31.03.2013</td>
<td>1,482</td>
<td>894</td>
<td>66%</td>
</tr>
<tr>
<td>thereof full-time employees</td>
<td>1,317</td>
<td>753</td>
<td>75%</td>
</tr>
<tr>
<td>thereof part-time employees</td>
<td>165</td>
<td>141</td>
<td>17%</td>
</tr>
</tbody>
</table>

* Consolidated cash flow from operating activities (adjusted)

** Thereof 401 employees from M&A transactions 2013/2014 (Trans Infotech Pte. Ltd., Payment Link Pte. Ltd., PT Aprisma Indonesia)
Financial Data

Revenues, Costs & EBITDA Growth Q1 2013/2014

<table>
<thead>
<tr>
<th>Category</th>
<th>Q1 2013</th>
<th>Q1 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>101,084</td>
<td>126,231</td>
</tr>
<tr>
<td>Cost of materials incr./decr. of invent. and own work capitalized, personnel expenses, other operating expenses, other operating Income</td>
<td>74,750</td>
<td>91,193</td>
</tr>
<tr>
<td>EBITDA</td>
<td>26,334</td>
<td>35,038</td>
</tr>
</tbody>
</table>

+ 24.9%  
+ 22.0%  
+ 33.1%
Financial Data

Development Acquiring & Issuing Segment Q1 2014

in kEUR

<table>
<thead>
<tr>
<th>Q1 2014</th>
<th>Revenues</th>
<th>EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquiring &amp; Issuing Segment</td>
<td>48,274</td>
<td>7,956</td>
</tr>
<tr>
<td>Acquiring</td>
<td>38,398</td>
<td>5,089</td>
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<tr>
<td>Issuing</td>
<td>9,875</td>
<td>2,867</td>
</tr>
</tbody>
</table>
# Financial Data

## Consolidated Income Statement Q1 2014/2013

<table>
<thead>
<tr>
<th>in kEUR</th>
<th>Q1 2014</th>
<th>of revenues</th>
<th>Q1 2013</th>
<th>of revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>126,231</td>
<td></td>
<td>101,084</td>
<td></td>
</tr>
<tr>
<td>Own work capitalized</td>
<td>5,506</td>
<td></td>
<td>3,673</td>
<td></td>
</tr>
<tr>
<td>Cost of materials</td>
<td>-72,031</td>
<td>57.1%</td>
<td>-59,188</td>
<td>58.6%</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>-14,587</td>
<td>11.6%</td>
<td>-11,007</td>
<td>10.9%</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>-12,050</td>
<td>9.5%</td>
<td>-9,068</td>
<td>9.0%</td>
</tr>
<tr>
<td>Other operating income</td>
<td>1,970</td>
<td></td>
<td>840</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>35,038</td>
<td>27.8%</td>
<td>26,334</td>
<td>26.1%</td>
</tr>
<tr>
<td>Amortization and depreciation</td>
<td>-8,811</td>
<td>7.0%</td>
<td>-5,264</td>
<td>5.2%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>26,227</td>
<td>20.8%</td>
<td>21,070</td>
<td>20.8%</td>
</tr>
<tr>
<td>Financial results</td>
<td>-1,136</td>
<td></td>
<td>-954</td>
<td></td>
</tr>
<tr>
<td>Income tax</td>
<td>-3,945</td>
<td>15.7%*</td>
<td>-3,585</td>
<td>17.8%*</td>
</tr>
<tr>
<td><strong>Profit after Taxes</strong></td>
<td>21,145</td>
<td></td>
<td>16,531</td>
<td></td>
</tr>
<tr>
<td><strong>EPS (undiluted) in EUR</strong></td>
<td>0.18</td>
<td></td>
<td>0.15</td>
<td></td>
</tr>
</tbody>
</table>

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

### Balance Sheet as of 31 March 2014/ 31 December 2013

<table>
<thead>
<tr>
<th></th>
<th>31.03.2014</th>
<th>31.12.2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goodwill</td>
<td>170,413</td>
<td>145,795</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>2,359</td>
<td>5,435</td>
</tr>
<tr>
<td>Internally gen. intangible assets</td>
<td>48,229</td>
<td>44,308</td>
</tr>
<tr>
<td>Other intangible assets</td>
<td>39,869</td>
<td>33,375</td>
</tr>
<tr>
<td>Customer relationships</td>
<td>288,216</td>
<td>220,509</td>
</tr>
<tr>
<td>Other property, plant &amp; equipm.</td>
<td>15,103</td>
<td>14,220</td>
</tr>
<tr>
<td>Fin. assets/ int. bearing securities</td>
<td>88,653</td>
<td>127,415</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td>1,085,976</td>
<td>839,462</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>306,479</td>
<td>278,989</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>621,960</td>
<td>479,095</td>
</tr>
<tr>
<td>Interest-bearing securities</td>
<td>146,561</td>
<td>68,104</td>
</tr>
<tr>
<td>Other</td>
<td>10,977</td>
<td>13,274</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>1,738,818</td>
<td>1,430,520</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>31.03.2014</th>
<th>31.12.2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity and liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shareholders´ equity</td>
<td>995,143</td>
<td>608,411</td>
</tr>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current provisions</td>
<td>1,329</td>
<td>1,225</td>
</tr>
<tr>
<td>Tax provisions</td>
<td>8,443</td>
<td>6,580</td>
</tr>
<tr>
<td>Trade payables</td>
<td>234,230</td>
<td>259,334</td>
</tr>
<tr>
<td>Interest-bearing bank loans</td>
<td>104,537</td>
<td>233,051</td>
</tr>
<tr>
<td>Deferred income taxes</td>
<td>23,961</td>
<td>17,723</td>
</tr>
<tr>
<td>Other non-current liabilities</td>
<td>16,381</td>
<td>12,375</td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>50,426</td>
<td>31,588</td>
</tr>
<tr>
<td>Customer deposits</td>
<td>304,368</td>
<td>260,231</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>1,738,818</td>
<td>1,430,520</td>
</tr>
</tbody>
</table>
## Financial Data

### Capital Increase as of 28 February 2014

The capital increase in the first quarter 2014 has generated net proceeds of approx. EUR mn 361 to the company

<table>
<thead>
<tr>
<th></th>
<th>31.03.2014</th>
<th>31.12.2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Number of Shares</strong></td>
<td>123,490,586</td>
<td>112,292,241</td>
</tr>
<tr>
<td><strong>Share capital in EUR</strong></td>
<td>123,490,586.00</td>
<td>112,292,241.00</td>
</tr>
<tr>
<td><strong>Capital reserve in EUR</strong></td>
<td>493,096,137.71</td>
<td>141,682,882.97</td>
</tr>
</tbody>
</table>
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