Investor Presentation

Wirecard AG: Acquisition of global Citi Prepaid Card Services

29 June 2016
Acquisition North America

Highlights

Acquisition of global Citi Prepaid Card Services

- Global expansion with market entry U.S.
- Growth opportunities due to cross-selling effects
- Leading position in institutional funded prepaid card issuing with more than 2,500 client programs launched
- Segment leading corporate clients
- Highly experienced management team with extensive industry network
- 120 employees
- Closing expected as early as Q4 2016
- Estimated EBITDA margin 2017 approx. 20%
- Estimated EBITDA contribution 2017 > USD 20 mn (before integration costs)
- Estimated one-off integration costs in 2017 of USD 5 mn
- Financing through cash and committed bank loans
## Acquisition North America

### Business and segment overview

<table>
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<th>Segment</th>
<th>Purpose</th>
<th>Typical uses</th>
<th>Revenue share</th>
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</table>
| **Compensation** | Enhanced "all-access account" payments delivered in real-time | • Payroll  
• Employee rewards  
• Sales incentives  
• Direct selling  
• Compensation payments  
• Donor payments | 56% |
| **Incentives** | Incentive programs to boost customer acquisition and retention | • Customer incentives  
• Consumer rebates  
• Consumer refunds  
• Private label prepaid card programs | 40% |
| **Other** | Economical and secure public benefits transfer | • Social security  
• Welfare benefits | 4% |
Revenue streams are driven by cardholder fees, client fees, interchange and foreign exchange fees.

1. Corporate client funds the card
2. Wirecard realises client fees for card production and account funding
3. Cardholder spends and Wirecard realises transaction-based revenue for cardholder fees, interchange and foreign exchange fees
4. Wirecard realises cardholder fee revenue for account maintenance fees and other account based fees
Key trends in global prepaid card market

Growing…

- shift to non-cash payments
- shift to virtual prepaid cards and mobile payments
- demand for open loop prepaid cards
- need for prepaid-payout-card
- demand for financial inclusion of unbanked consumers

3.1tr USD in global prepaid card volume through 2022*

200bn USD in U.S. merchant sales with prepaid cards in 2014 = 5% of U.S. retail spendings**

23% of the population of the U.S. hold a prepaid card**

*) Global Industry Analysts, April 2016
**) Forbes, April 2014
Acquisition North America

What’s next?

- Virtual credit cards
- Consumer funded cards
- Prepaid card issuing
- Issuing platform and processing
- Global customer base
- Local management team and staff
- Expansion of client base
- Corporate funded cards
- Acquiring
- Loyalty & couponing
- Mobile payment
- Migration
- B2B industry network

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