Wirecard AG
Half Year Results 2013
Investor Presentation

Aschheim, August 14, 2013
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1. Key Figures / Highlights H1 fiscal 2013
### Key Figures H1 2013

<table>
<thead>
<tr>
<th>Results</th>
<th>6M 2013</th>
<th>6M 2012</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transaction volume</td>
<td>EUR bn</td>
<td>12.1</td>
<td>9.4</td>
</tr>
<tr>
<td>Revenues</td>
<td>EUR mn</td>
<td>216.1</td>
<td>177.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>EUR mn</td>
<td>56.2</td>
<td>49.4</td>
</tr>
<tr>
<td>EBIT</td>
<td>EUR mn</td>
<td>44.7</td>
<td>41.7</td>
</tr>
<tr>
<td>Profit after taxes</td>
<td>EUR mn</td>
<td>35.5</td>
<td>32.5</td>
</tr>
</tbody>
</table>

**Dividend**

The Company’s AGM of 20 June 2013 resolved to distribute a dividend of EUR 0.11
Diversified Customer Portfolio – Target Industries

In the first half year in 2013 the transaction volume* amounted to EUR 12.1 billion (+28.7% yoy). Of this figure, EUR 1.8 billion (~15.0%) was generated in Asia.

The allocation as at the end of the 2nd quarter 2013 to the individual industry verticals is as follows:

* Transaction volume: basically acceptance and issuing means of payment along with associated value added services
Operational Highlights H1 2013

- Wirecard AG continued its operational growth with existing and new customers. At the same time the company further extended its international network of cooperation and distribution partners.

- **Vodafone Group**: Partnership with Wirecard for the introduction of its mobile payment service / creation, implementation and operation of technical Mobile Payment processes + issuing of virtual and physical co-branded Visa cards.


- **SriLankan Airlines**: Wirecard partnered the national carrier of Sri Lanka to take over its payment service for credit card processing and risk management.

- **payleven**: Wirecard and payleven GmbH, based in Berlin and London, have agreed a strategic alliance for new mobile payments technologies. The strategic alliance is based on the international expansion of innovative point of sale payment solutions (M-POS).

- **Wirecard Checkout Page mobile**: The adaptive “Wirecard “Checkout Page mobile” is available for smartphones or tablets. The solution works with all touchscreens and all standard mobile operating systems on the market.
2. Products and Solutions
# Products and Solutions

## Wirecard Platform

### Multi-Channel Payment Gateway
- More than 200 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 and score cards
- Hotlists (black/white/gray)

### Issuing Solutions
- Card issuing processing
- Multiple card types (credit, debit and prepaid cards)
- Multiple form factors: plastic, virtual, mobile, sticker, dual-interface
- 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 payments
- 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,...)

## Services

### Technology
- Global payment strategy advisory
- Multi-lingual 24/7 merchant helpdesk
- 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-laundry monitoring

### Services
- 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
- Multi-lingual 24/7 helpdesk facilities
- 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
- Co-Branded
- Wirecard-branded

* Service Provider - Trusted Service Manager
Products and Solutions

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

© 2013 Wirecard AG
Wirecard provides all ingredients for co-branded mobile wallet programs (white-label)

Products and Solutions

FINANCIAL SERVICES LICENSE

Wirecard Bank AG / Wirecard Card Solutions Ltd.

CARD ISSUER

Wirecard MasterCard/VISA issuing license

Co-Brand / 3rd Party

TECHNICAL SERVICES

Mobile wallet platform

Registration KYC
Card & Account Mgmt.
Risk Mgmt.
Top-up Processing

Issuing processing services

Transaction Processing
Card Production
PIN Management
Instant Issuing
Fraud Protection

Scheme Networks

Card Personalization
Card & PIN Mailing
SP-TSM*

Call centre / Administration Interface
White-label Mobile Application
White-label Consumer Service Area

*Service Provider – Trusted Service Manager
3. Growth Drivers, Strategy and Outlook
Online, offline, mobile commerce are converging – mobile internet use to accelerate

Growth in European online retail: by ~11% - 12% yoy average from 2011 to 2017 (EU-17 states) (Forrester 2013)

- European online travel market to grow by ~7% yoy (2013 to 2014) (PhoCusWright’s 2013)
- The European online travel market will already account for a little more than 40% of the total travel market in 2013 (PhoCusWright’s 2013)
- The number of users of paid content will increase by 8% to 12% through to 2017 (Forrester 2012)
- 38% of smartphone users download paid apps (BITKOM 2013)

Demand for M-POS solutions

- Average annual growth rate of 28.7% for contactless payment card systems until 2017 (Frost & Sullivan 2013)
New Business Field: Mobile Payment

- Mobile commerce to grow by 10.6% yoy average through to 2018 as a result of the spread of smartphones and tablets (Frost & Sullivan 2013)

- New solutions (prepaid- or online-based or mobile or contactless payments) increase the proportion of micropayments. Cash handling will become more cost intensive (Frost & Sullivan 2013)

- Payments based on NFC technology totaled (ABI Research)

  2012: at around USD 4 billion
  These could reach:
  2016: USD 100 billion
  2017: USD 191 billion
Outlook

Fiscal Year 2013: EBITDA of between EUR 120 to 130 million
(taking investments for mobile payment business into account: EUR 25 million)

Guidance based on:

- Basic growth along with the European eCommerce market acceleration by ~11% - 12%
- Increase of the transaction volume due to new customers / existing customers
- Economies of scale from the transaction-oriented business model
- Cross-selling effects with existing customers
- Expansion of issuing and banking Services
- Contribution to operating income through the M&A-transactions of 2012 and 2013
4. Financial Data
# Financial Data

## Key Figures 6M 2013 / 6M 2012

<table>
<thead>
<tr>
<th></th>
<th>6M 2013</th>
<th>6M 2012</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>216,147</td>
<td>177,897</td>
<td>+22%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>56,241</td>
<td>49,369</td>
<td>+14%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>44,652</td>
<td>41,746</td>
<td>+7%</td>
</tr>
<tr>
<td><strong>Profit after Taxes</strong></td>
<td>35,543</td>
<td>32,491</td>
<td>+9%</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td>41,481</td>
<td>41,972</td>
<td>-1%</td>
</tr>
<tr>
<td><strong>Shareholders’ equity</strong></td>
<td>564,150</td>
<td>500,020</td>
<td>+13%</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>1,191,703</td>
<td>861,755</td>
<td>+38%</td>
</tr>
<tr>
<td><strong>Employees (end of period June 30, 2013)</strong></td>
<td><strong>985</strong></td>
<td>609</td>
<td>+62%</td>
</tr>
<tr>
<td>thereof full-time employees</td>
<td><strong>836</strong></td>
<td>457</td>
<td>+83%</td>
</tr>
<tr>
<td>thereof part-time employees</td>
<td>149</td>
<td>152</td>
<td>(2%)</td>
</tr>
</tbody>
</table>

* Consolidated cash flow from operating activities (adjusted)

** Thereof 325 employees from M&A-transaction of PT Prima Vista Solusi and Trans Infotech Pte. Ltd.
Financial Data

Revenues, Costs & EBITDA Growth 6 Months 2013/2012

in EUR K

<table>
<thead>
<tr>
<th>Category</th>
<th>6 Months 2012 incl. investments for mobile payment business</th>
<th>6 Months 2013 incl. investments for mobile payment business</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>177,897</td>
<td>216,147</td>
</tr>
<tr>
<td>Cost of materials incr./decr. of invent. and own work capitalized</td>
<td>128,528</td>
<td>159,906*</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other operating expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other operating income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>49,369</td>
<td>56,241*</td>
</tr>
</tbody>
</table>

+ 21.5 %

+ 24.4 %

+ 13.9 %

* These include in 2013 special investments for hardware and software improvements to expand the existing mobile payments infrastructure, which results in additional personnel and other operating expenses with an amount of approx. EUR 4.5 million.
Financial Data

Revenues, Costs & EBITDA Growth 6 Months 2013/2012

Adjusted Mobile Payment expenses

- Revenues: 177,897 EUR K in 2012, 216,147 EUR K in 2013 (+ 21.5 %)
- Costs of materials: 128,528 EUR K in 2012, 155,406 EUR K in 2013 (+ 20.9 %)
- EBITDA: 49,369 EUR K in 2012, 60,741 EUR K in 2013 (+ 23.0 %)

* These exclude in 2013 special investments for hardware and software improvements to expand the existing mobile payments infrastructure, which results in additional personnel and other operating expenses with an amount of approx. EUR 4.5 million.
## Financial Data

### Development Acquiring & Issuing Segment
6M 2013 / 6M 2012

<table>
<thead>
<tr>
<th></th>
<th>Revenues</th>
<th>EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>6M 2013</td>
<td>6M 2012</td>
</tr>
<tr>
<td>Acquiring &amp; Issuing Segment</td>
<td>83,240</td>
<td>66,814</td>
</tr>
<tr>
<td>Acquiring</td>
<td>64,690</td>
<td>51,231</td>
</tr>
<tr>
<td>Issuing</td>
<td>18,550</td>
<td>15,583</td>
</tr>
</tbody>
</table>
# Financial Data

## Consolidated Income Statement 6M 2013 / 6M 2012

<table>
<thead>
<tr>
<th></th>
<th>6M 2013*</th>
<th>of revenues</th>
<th>6M 2012</th>
<th>of revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>216,147</td>
<td></td>
<td>177,897</td>
<td></td>
</tr>
<tr>
<td>Own work capitalized</td>
<td>8,735</td>
<td></td>
<td>4,181</td>
<td></td>
</tr>
<tr>
<td>Cost of materials</td>
<td>(128,173)</td>
<td>(59.3%)</td>
<td>(102,517)</td>
<td>(57.6%)</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>(22,811)</td>
<td>(10.6%)</td>
<td>(17,845)</td>
<td>(10.0%)</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>(19,798)</td>
<td>(9.2%)</td>
<td>(13,715)</td>
<td>(7.7%)</td>
</tr>
<tr>
<td>Other operating income</td>
<td>2,141</td>
<td></td>
<td>1,368</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>56,241</td>
<td>26.0%</td>
<td>49,369</td>
<td>27.8%</td>
</tr>
<tr>
<td>Amortization and depreciation</td>
<td>(11,589)</td>
<td>(5.4%)</td>
<td>(7,623)</td>
<td>(4.3%)</td>
</tr>
<tr>
<td>EBIT</td>
<td>44,652</td>
<td>20.7%</td>
<td>41,746</td>
<td>23.5%</td>
</tr>
<tr>
<td>Financial results</td>
<td>(2,179)</td>
<td></td>
<td>(1,265)</td>
<td></td>
</tr>
<tr>
<td>Income tax</td>
<td>(6,931)</td>
<td></td>
<td>(7,990)</td>
<td></td>
</tr>
<tr>
<td>Profit after Taxes</td>
<td>35,543</td>
<td></td>
<td>32,491</td>
<td></td>
</tr>
<tr>
<td>EPS (undiluted)</td>
<td>EUR</td>
<td>0.32</td>
<td>0.30</td>
<td></td>
</tr>
</tbody>
</table>

* These include in 2013 special investments for hardware and software improvements to expand the existing mobile payments infrastructure, which results in additional personnel and other operating expenses with an amount of approx. EUR 4.5 million.
## Financial Data

### Taxes on Income 6M 2013 / 6M 2012

<table>
<thead>
<tr>
<th>in EUR K</th>
<th>6M 2013</th>
<th>in % of earnings before taxes</th>
<th>6M 2012</th>
<th>in % of earnings before taxes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before taxes</td>
<td>42,474</td>
<td></td>
<td>40,481</td>
<td></td>
</tr>
<tr>
<td>Taxes on income and profit</td>
<td>(6,931)</td>
<td>(16.3%)</td>
<td>(7,990)</td>
<td>(19.7%)</td>
</tr>
<tr>
<td>thereof impact from deferred taxes</td>
<td>(874)</td>
<td></td>
<td>(864)</td>
<td></td>
</tr>
<tr>
<td>thereof actual income taxes</td>
<td>(6,057)</td>
<td>(14.3%)</td>
<td>(7,126)</td>
<td>(17.6%)</td>
</tr>
<tr>
<td>Paid taxes on income</td>
<td>(9,193)</td>
<td></td>
<td>(2,230)</td>
<td></td>
</tr>
<tr>
<td>thereof income taxes</td>
<td>(4,335)</td>
<td></td>
<td>(6,277)</td>
<td></td>
</tr>
<tr>
<td>thereof capital gain tax on dividends</td>
<td>(4,858)</td>
<td></td>
<td>4,046</td>
<td></td>
</tr>
</tbody>
</table>
## Financial Data

### Balance Sheet as of June 30, 2013 / December 31, 2012

<table>
<thead>
<tr>
<th></th>
<th>06/30/2013</th>
<th>12/31/2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current assets</td>
<td>511,911</td>
<td>459,874</td>
</tr>
<tr>
<td>Goodwill</td>
<td>142,710</td>
<td>142,149</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>720</td>
<td>1,112</td>
</tr>
<tr>
<td>Internally gen. intangible assets</td>
<td>36,127</td>
<td>28,797</td>
</tr>
<tr>
<td>Other intangible assets</td>
<td>29,461</td>
<td>25,607</td>
</tr>
<tr>
<td>Customer relationships</td>
<td>187,431</td>
<td>151,279</td>
</tr>
<tr>
<td>Other property, plant &amp; equipm.</td>
<td>14,179</td>
<td>11,802</td>
</tr>
<tr>
<td>Fin. Assets/int. bearing securities</td>
<td>101,283</td>
<td>99,128</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td><strong>679,792</strong></td>
<td><strong>668,010</strong></td>
</tr>
<tr>
<td>Trade receivables</td>
<td>258,523</td>
<td>215,496</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>306,285</td>
<td>358,172</td>
</tr>
<tr>
<td>Interest-bearing securities</td>
<td>100,730</td>
<td>84,332</td>
</tr>
<tr>
<td>Other</td>
<td>14,254</td>
<td>10,010</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>1,191,703</strong></td>
<td><strong>1,127,884</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>06/30/2013</th>
<th>12/31/2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity and liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>564,150</td>
<td>541,730</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current provisions</td>
<td>1,456</td>
<td>1,298</td>
</tr>
<tr>
<td>Tax provisions</td>
<td>7,954</td>
<td>6,236</td>
</tr>
<tr>
<td>Trade payables</td>
<td>178,233</td>
<td>187,249</td>
</tr>
<tr>
<td>Interest-bearing bank loans</td>
<td>123,995</td>
<td>94,970</td>
</tr>
<tr>
<td>Deferred income taxes</td>
<td>15,075</td>
<td>13,232</td>
</tr>
<tr>
<td>Other non-current liabilities</td>
<td>8,043</td>
<td>12,305</td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>33,746</td>
<td>28,971</td>
</tr>
<tr>
<td>Customer deposits</td>
<td>259,051</td>
<td>241,893</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td><strong>1,191,703</strong></td>
<td><strong>1,127,884</strong></td>
</tr>
</tbody>
</table>
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