



Worldline

Q1 2016 revenue

Wednesday, April 20, 2016





Disclaimer

- This document contains further forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and profitability in the future. Actual events or results may differ from those described in this document due to a number of risks and uncertainties that are described within the 2014 Registration Document filed with the Autorité des Marchés Financiers (AMF) on April 27, 2015 under the registration number: R.15-021 and its update filed on August 6, 2015 under the registration number D.15-0292-A01
- Revenue organic growth is presented at constant scope and exchange rates. 2016 objectives have been considered with exchange rates as of December 31, 2015.
- Global Business Lines include Merchant Services & Terminals (in Belgium, France, Germany, India, Luxembourg, Spain, The Netherlands and United Kingdom), Financial Processing & Software Licensing (in Belgium, China, France, Germany, Hong Kong, India, Indonesia, Malaysia, Singapore, Spain, Taiwan and The Netherlands), and Mobility & e-Transactional Services (in Argentina, Austria, Belgium, Chile, France, Germany, Spain, and the United Kingdom).
- This presentation does not contain or constitute an offer of Worldline's shares for sale or an invitation or inducement to invest in Worldline's shares in France, the United States of America or any other jurisdiction.



highlights

first quarter 2016

Gilles Grapinet, Chief Executive Officer



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Q1 2016 key figures

€298.8m

+6.5% organic

Revenue

€1.7b

*1.4 years
of revenue*

Backlog

€35.3 m

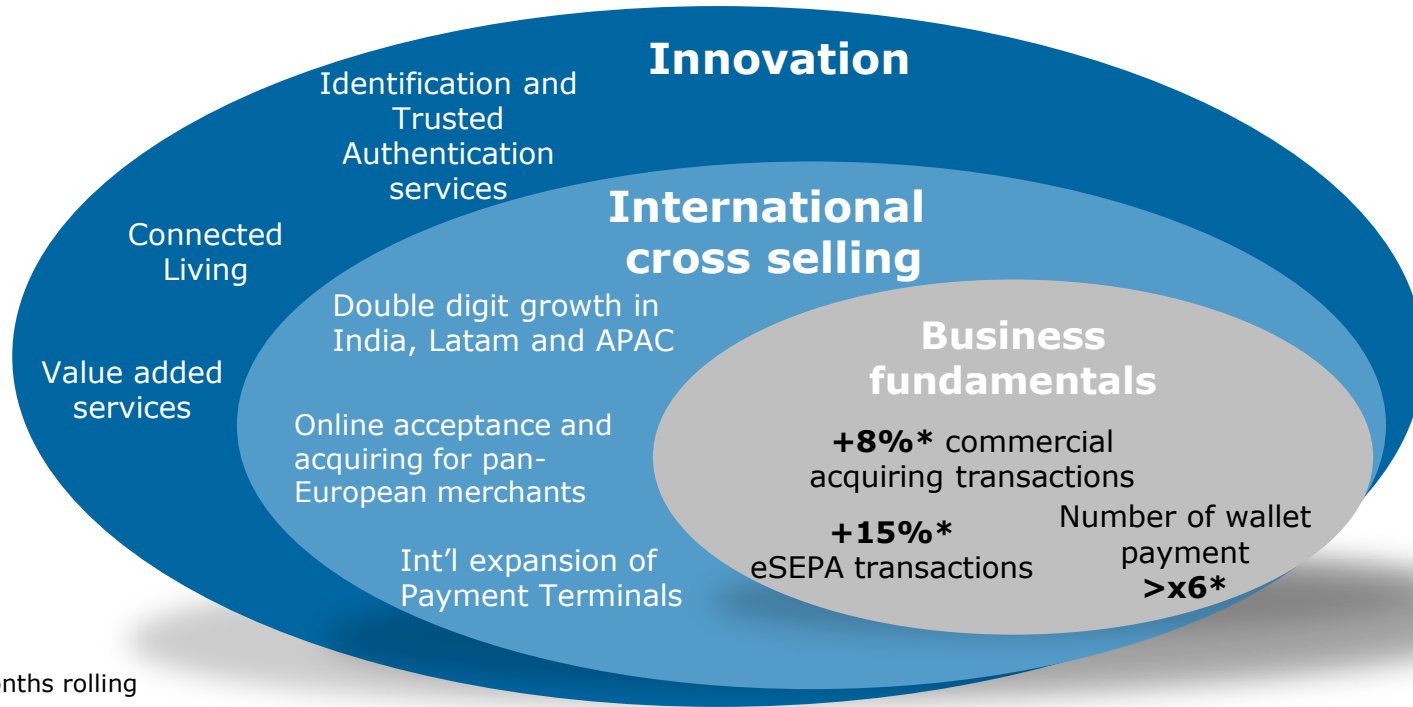
*+10.7%
vs Q1 2015*

**Free cash
flow**

€362.3m

**Net
cash**

Q1 2016 perfectly reflecting the growth model of Worldline
Volume increase, international cross-selling and innovation



* 12 months rolling



Significant progress achieved towards the closing of the Equens and KB transactions

EQUENS **PaySquare**

- Deal documentation signed
- European Workers' Council opinion received
- Carve-out operations on track
- Integration preparation work on track
- European anti-trust decision received
- Pending regulatory approvals

Closing expected at the end of Q2 2016

 **KB** | **SmartPay**

- Deal documentation signed
- Integration preparation work on track
- Pending regulatory approvals

**Closing expected during the summer
of 2016**



FY 2016 objectives confirmed

Excluding any contribution from Equens and Paysquare

Revenue

c. 3% organic growth*

OMDA

c. +80 bp vs. 2015

Free
Cash Flow

€ 135 million to € 140 million

Including the exceptional cash-out linked to the Equens transaction costs (c.€12m)

*: Taking into consideration the anticipated impact of the termination of the "Radar" contract



Q1 2016 revenue

Bruno Vaffier, Chief Financial Officer

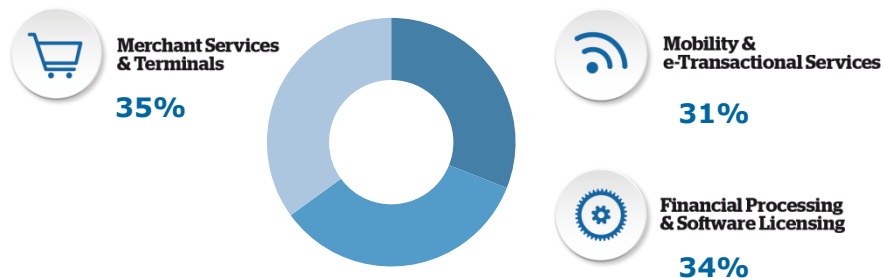


Constant scope and exchange rate figures reconciliation

In € million

	Revenue			
	Q1 2015 statutory (reported)	Exchange rates effect	Q1 2015*	Q1 2016 actuals
Merchant Services and Terminals	93.5	-0.4	93.0	103.4
Financial Processing and Software Licensing	98.3	-0.6	97.7	102.6
Mobility and e-Transactional Services	94.8	-5.1	89.7	92.8
Worldline	286.6	-6.1	280.5	298.8

*: at constant scope and at Q1 2016 exchange rates



Performance by Global Business Line

In € million

Merchant Services and Terminals
Financial Processing and Software Licensing
Mobility and e-Transactional Services
Worldline

Revenue		
Q1 2016	Q1 2015*	% Growth
103.4	93.0	+11.2%
102.6	97.7	+5.0%
92.8	89.7	+3.5%
298.8	280.5	+6.5%

* at constant scope and at Q1 2016 exchange rates

Merchant Services & Terminals



- Continued acceleration in Commercial Acquiring with notably a favorable price/volume mix and a continued strong commercial momentum across all our geographies, in eCommerce and in India.
- Strong acceleration of the payment terminals international deployment

Financial Processing & Software Licensing



- High volumes recorded on the processing platforms (issuing, acquiring, OBeP and eSEPA)
- Strong license sales notably in Europe and in Asia
- Success of the Authentication services and mobile payment solutions in Issuing Processing

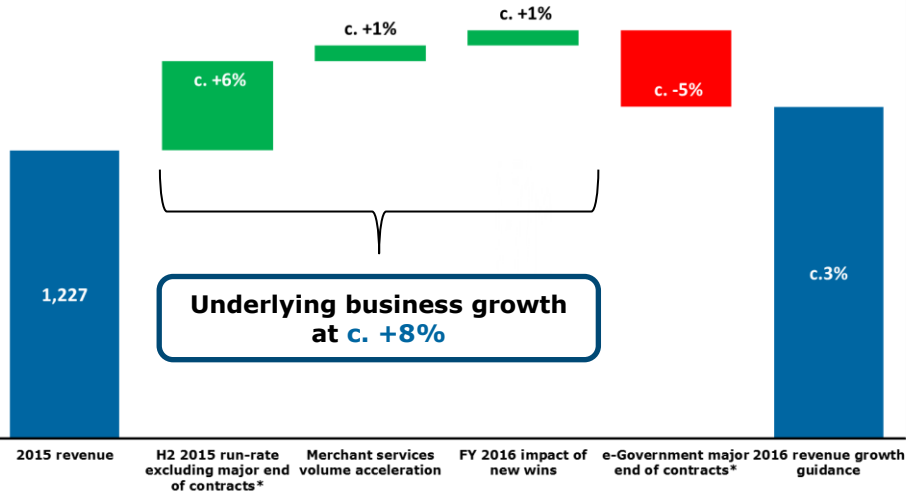
Mobility & e-Transactional Services



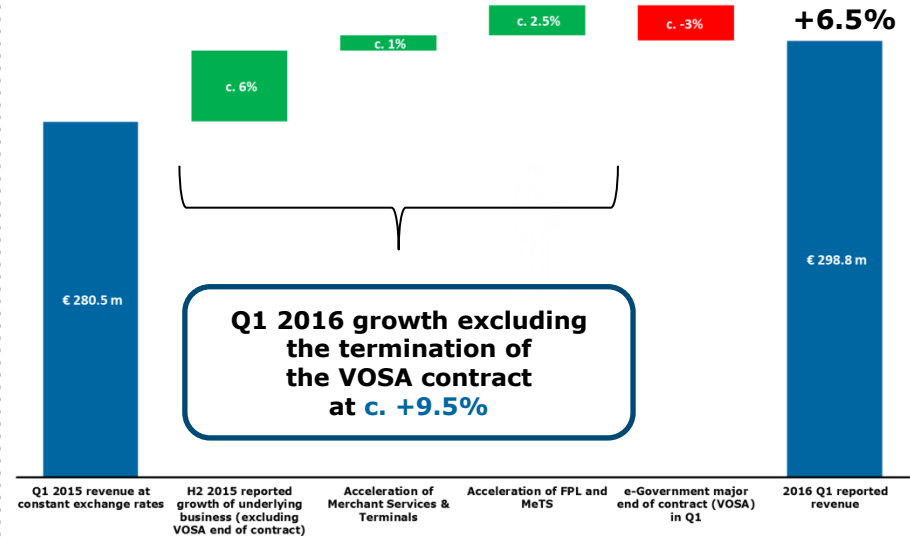
- Fast deployment of the Group's Contact and Consumer Cloud services, particularly in France
- e-Government Collection services affected by the termination of the VOSA contract from the end of Q3 2015 but showing a very good dynamic
- MeTS growth excluding Vosa > 13%

2016 revenue growth ambition & actual 2016 Q1 analysis

Reminder: FY 2016 revenue growth ambition bridge

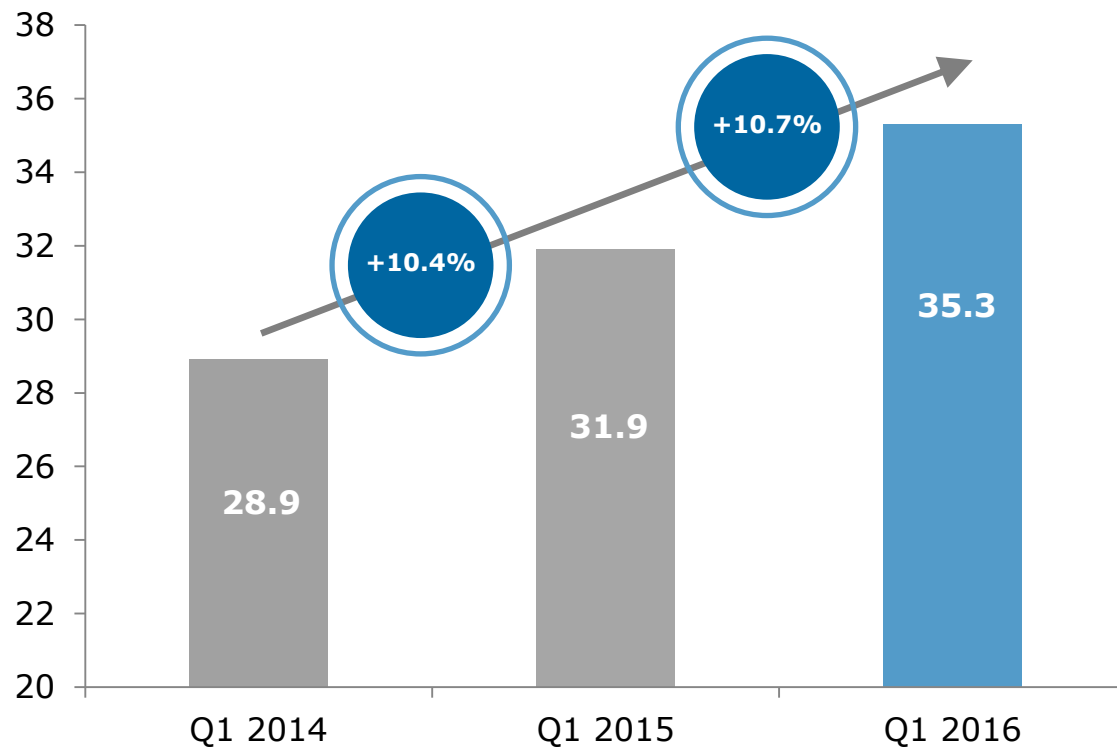


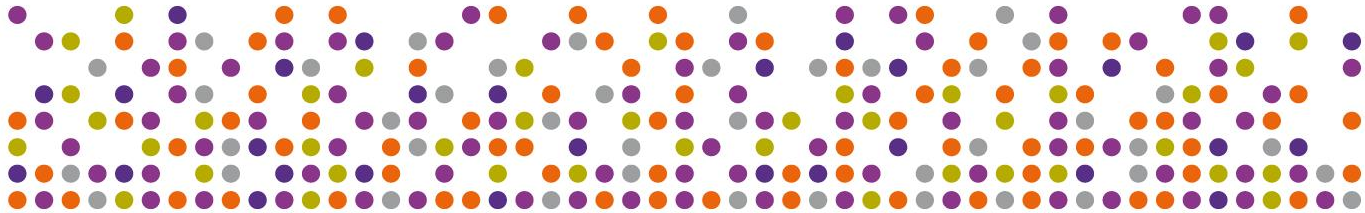
Actual Q1 2016 revenue growth analysis



*: impact of the termination of the VOSA contract in Q3 2015 and hypothesis regarding the Radar contract finishing at the end of June 2016

Free cash flow





commercial & operational performance

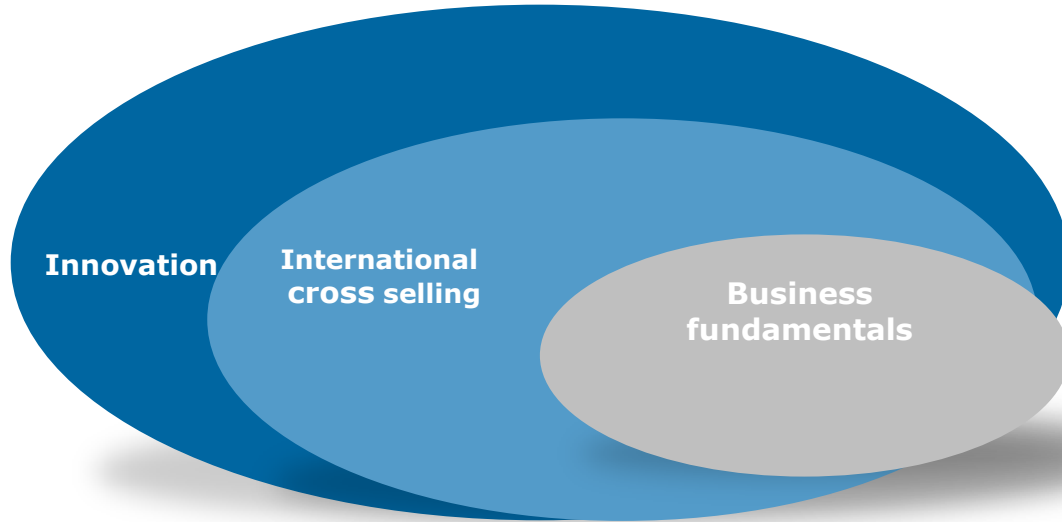
Marc-Henri Desportes, General Manager



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Q1 2016 perfectly reflecting the growth model of Worldline

Volume increase, international cross-selling and innovation

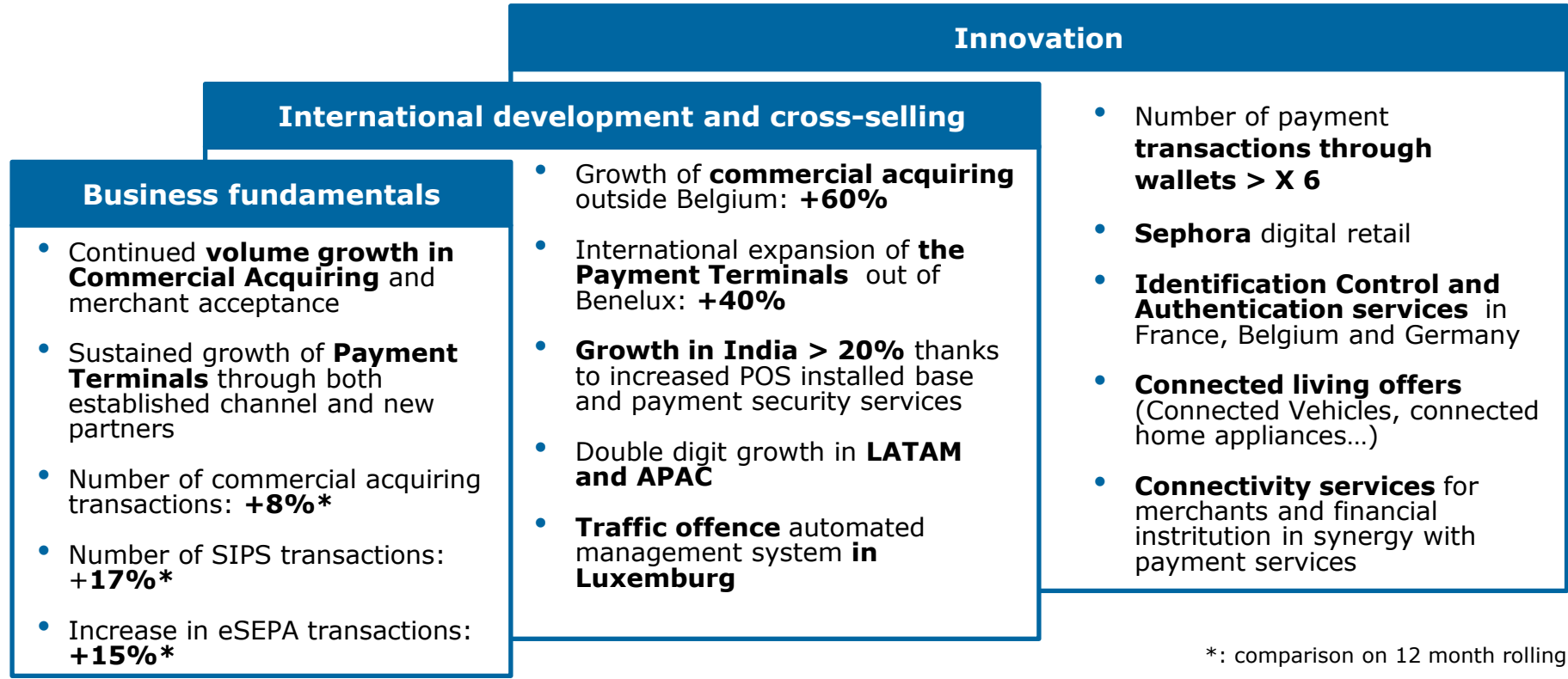


Supported by group operational plans:

- New global organization since 2013
- WIPE program
- TEAM commercial efficiency streams
- New partnership strategy



Worldline growth model



Q1 key deals



Merchant Services & Terminals

Key achievements And business update

- Renewal of **3 major Belgium commercial acquiring contracts** (petrol stations and hospitality industry)
- **4000 commercial acquiring contracts signed** via telesales in Belgium only in Q1
- New **end to end and e-acquiring contract with a major industrial company**



Financial Processing & Software Licensing

Key achievements And business update

- **Major Belgium bank**
Issuing processing services (3 year renewal)
- **Leading French bank**
3-D Secure solution (5 year renewal)
- **Bajaj Finance (BFL) India**
Close loop card payment system (New contract, 5 years)
- **French bank**
Real-time SMS push alerting solution



Mobility & e-Transactional Services

Key achievements And business update

- **UK rail operator**
Mobile Ticketing Services enabling train operator to retail tickets via an application (new contract, 4 years)
- **UK rail industry:** Revenue settlement services to the UK rail industry (renewal, 9 years)
- **Public transportation contract in Argentina:** automatic fare collection system (renewal, 3 years)
- **Large European utility provider:** Large scale connectivity solution (new contract)

Worldline emerging as a leading brand and recognized for its innovation

Partnering with leaders like Gemalto sustain this strategy



2016 MPE Award
Emerging Payment award
WL eBanking Payment Services



2016 PayForum Award
WL eBanking
Payment Services



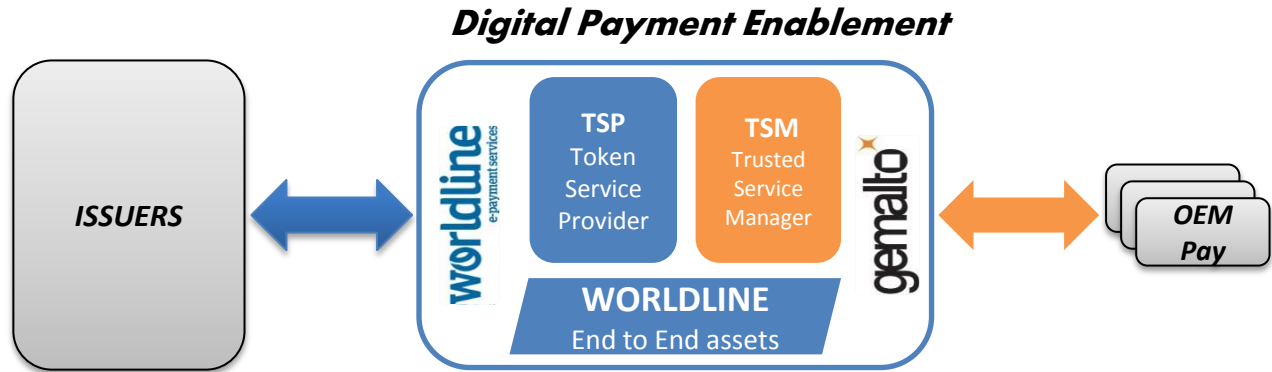
2016 PayForum Award
WL Connected Piggy Bank



2016 PayForum Award
WL Trusted Authentication
with FIDO compliance



Gemalto and Worldline collaborate to **enable connection of banks to mobile wallets** from OEMs





Update on Equens & KB transactions

Marc-Henri Desportes, General Manager

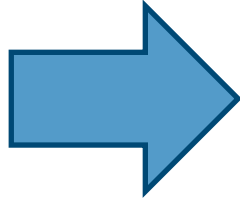




Progressing on Equens and KB integration readiness

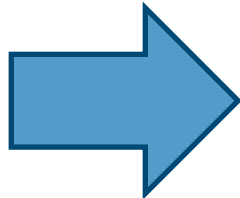
Anticipated value creation confirmed

EQUENS
PaySquare



- Amount of **identified synergies confirmed**
- **Industrial plan** further detailed
- **Commercial synergies** identified
- **Organizational blueprint** designed
- **Staffing** well advanced

 **KB** | **SmartPay**



- Management and operational **teams recruited**
- Platform **migration plan** defined
- New **commercial offers** prepared
- Very **promising market** (15% growth in number of transaction, low card penetration)



conclusion

first quarter 2016

Gilles Grapinet, Chief Executive Officer



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Key take aways



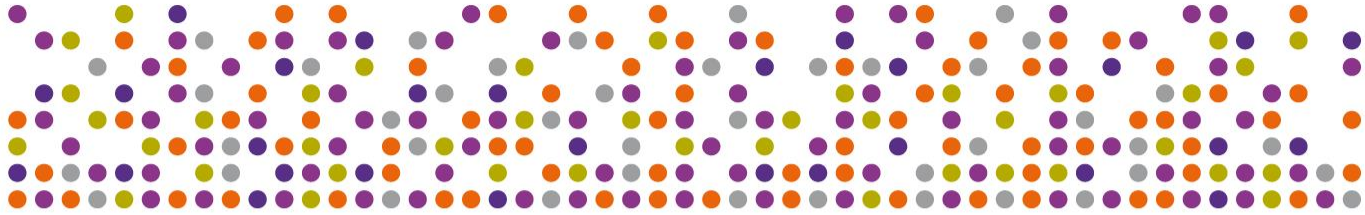
Good start of the year, well in line with Company's objectives



Significant progresses made towards the closing of the Equens/Paysquare transaction, preparing a reinforced group profile for H2 2016



Continued focus to take further advantage of structural changes and consolidation opportunities of the European payment industry

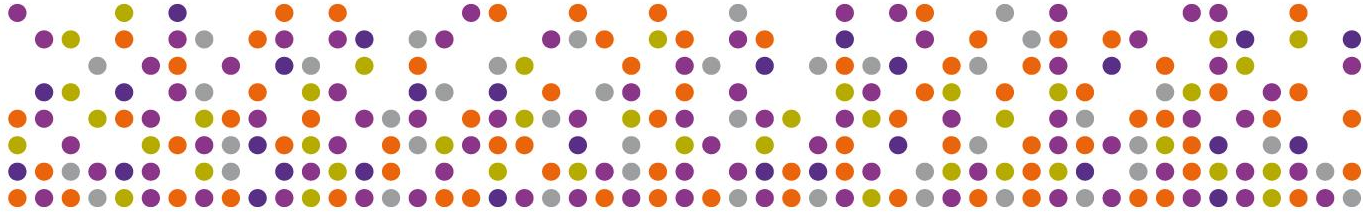


Q&A session

first quarter 2016



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Thank you

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