

# Q1 2018 revenue

Tuesday, April 24<sup>th</sup> 2018

**Worldline**

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- Revenue organic growth is presented at constant scope and exchange rates. 2018 objectives have been considered with exchange rates as of December 31, 2017.
- Global Business Lines include Merchant Services (in Argentina, Belgium, Brazil, Czech republic, France, Germany, India, Luxembourg, Malaysia, Poland, Spain, Sweden, The Netherlands, United Kingdom, USA), Financial Services (in Belgium, China, Estonia, Finland, France, Germany, Hong Kong, Indonesia, Italy, Latvia, Lithuania, Luxembourg, Malaysia, Singapore, Spain, Taiwan, The Netherlands and the United Kingdom.), and Mobility & e-Transactional Services (in Argentina, Austria, Belgium, Chile, China, France, Germany, Spain, The Netherlands and United Kingdom).
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# Highlights

first quarter 2018

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**Gilles Grapinet**

*CEO Worldline*

**Worldline**



# Very good start of the year

**Very good start of the year** with 5.8% revenue organic growth

**Solid business momentum** and operational performance:

- Good transaction **volume growth** in Financial Services and confirmed double digit volume growth of Merchant Services in India and in Central Europe;
- Successful **go to market** of Worldline's latest innovations in the three Business lines

Confirmation of the **very strong commercial momentum** of the company and significant progress in payment outsourcing opportunities for European banks

# All 2018 objectives confirmed

## Reminder 2019 ambition

### REVENUE

**Between 5% and 7% organic growth for the full year**

**6% to 8% for 2019**

### OMDA

**Between 22% and 23% (1)**

**Above 23% in 2019 (1)**

### FREE CASH FLOW

**Between € 200 million and € 210 million, including c.€20 million of synergy implementation costs**

**€230 million to €245 million**

(1): Based on revenue accounted for under IFRS15

# Revenue

first quarter 2018

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**Eric Heurtaux**  
*CFO Worldline*

**Worldline**

# Constant scope and exchange rate figures reconciliation

<i>In € million</i>	Revenue					Q1 2017*
	Q1 2017	IFRS 15	Internal transfers	Scope effects	Exchange rates effects	
Merchant Services	122.9	-0.3	-0.5	+9.5	-1.7	130.0
Financial Services	168.3	-2.5	-	+3.7	-0.7	168.8
Mobility & e-Transactional Services	83.1	-6.0	+0.5	-	-3.8	73.8
<b>Worldline</b>	<b>374.3</b>	<b>-8.7</b>	<b>0.0</b>	<b>+13.1</b>	<b>-6.1</b>	<b>372.7</b>

\* At constant scope and March 2018 YTD average exchange rates



# Revenue performance by Global Business Line

	Revenue		
<i>In € million</i>	Q1 2018	Q1 2017*	% Growth
Merchant Services	138.1	130.0	+6.3%
Financial Services	178.4	168.8	+5.7%
Mobility & e-Transactional Services	77.6	73.8	+5.1%
<b>Worldline</b>	<b>394.1</b>	<b>372.7</b>	<b>+5.8%</b>

\* At constant scope and March 2018 YTD average exchange rates

35%  
Merchant  
Services



20%  
Mobility  
& e-Transactional  
Services



45%  
Financial  
Services





# Revenue performance by Global Business Line

+6.3%\*

## Merchant Services



- Strong growth in **Merchant Payment Services**:
  - Strong revenue growth in Commercial acquiring in Continental Europe;
  - Solid double digit growth in India (+20% terminals managed);
  - Slow down of payment terminal services (product range changes).
- Good performance of **Merchant Digital Services** thanks to Private Label Cards & Loyalty Services in Spain and in France.

+5.7%\*

## Financial Services



- **Acquiring Processing**: increased number of transactions and high project activity;
- Strong volumes, ramp-up of Instant Payment projects in **Accounts Payments**;
- Good volume growth in **Issuing Processing**;
- New e-Brokerage projects fueling growth in **Digital Banking**.

+5.1%\*

## Mobility & e-Transactional Services



- Double digit growth in **Trusted Digitization**: strong momentum in France thanks to new contracts signed in 2017;
- Growth in **e-Consumer & Mobility** fueled by Connected Living activities in Germany and in Iberia;
- **e-Ticketing**: good business growth in Latin America offset by lower project revenue in the United Kingdom.

\* Organic growth rate, at constant scope and March 2018 YTD average exchange rates

# **Commercial & operational performance**

first quarter 2018

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**Marc-Henri Desportes**  
*General Manager Worldline*

**Worldline**

# Robust transaction volume growth during the first quarter

**+24%**  
ACS transactions

**+6%**  
Number of issuing transactions

**+12%**  
SEPA mandates managed

**+5%**  
Number of non-card transactions

**+40%**  
iDeal transactions

Number of payment terminals managed  
**+20%>**

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# Main Q1 2018 signatures



## Merchant Services

### Key achievements & business update

- Confirmed success of **Worldline's commercial acquiring packaged offers**
- **Merchant ewallet** sold to a major French appliance retailer
- Launch of **Total eWallet**
- Various large **commercial acquiring contracts renewed** (India, Belgium)



## Financial Services

### Key achievements & business update

- **Large issuing processing contracts renewals** (German, Dutch banks)
- 3 new contracts for **Worldline Issuing in 1-click** solution
- Implementation of **equensWorldline ASPSP-solution** for **7 North-European banks**
- **Worldline Digital Banking Platform solution** rewarded during the PayFORUM 2018 ("API" category)
- EquensWorldline's **Instant Payment** solution chosen by De Volksbank



## Mobility & e-Transactional Services

### Key achievements & business update

- First **Open Payment** solution for public transport in France (Dijon)
- Worldline and Bureau Veritas announced the launch of the **food chain traceability solution Origin**, built on blockchain technology.
- **ANCV**: secured digital platform to transition from paper vouchers

# **First commercial successes of our new offering**

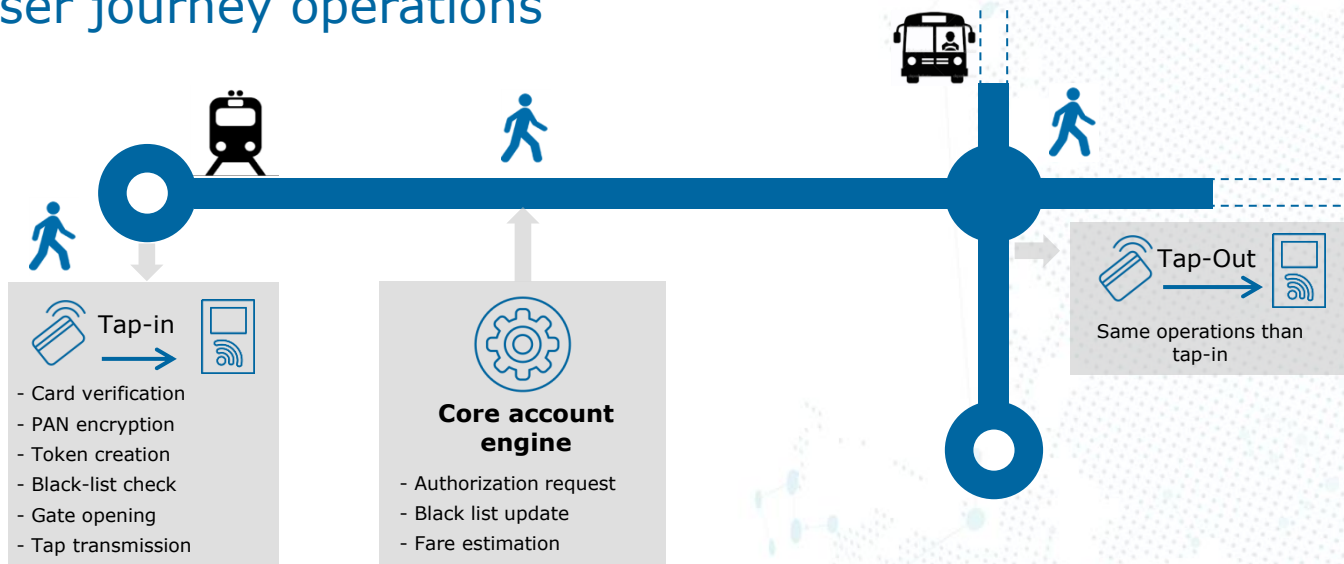
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**Marc-Henri Desportes**  
*General Manager Worldline*

**Worldline**

# Worldline payment Tap 2 Use

## User journey operations



**Tap-in**

- Card verification
- PAN encryption
- Token creation
- Black-list check
- Gate opening
- Tap transmission

**Core account engine**

- Authorization request
- Black list update
- Fare estimation

**Tap-Out**

Same operations than tap-in

**User portal**

- Payment statement
- Print receipts
- Fulfill specific tariff

**Core account engine**

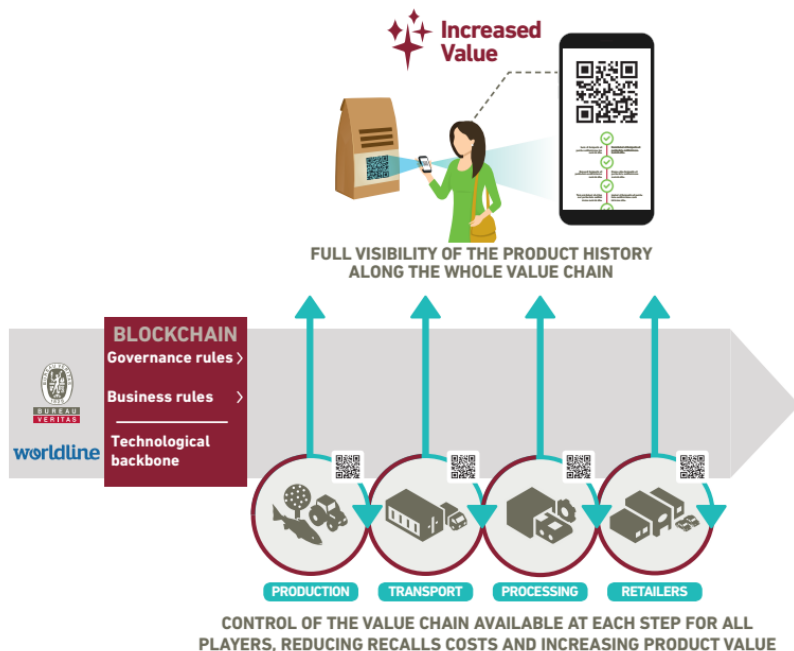
- Journey completion
- Final price computing
- Transactions aggregation
- Payment issuing

**Business process**





# Blockchain-based bureau Veritas food traceability solution: the first food traceability based on blockchain



WHAT IF CONSUMERS COULD VERIFY THE TRACEABILITY OF ANY PRODUCT?

**origin** is the 1<sup>st</sup> food traceability claim that provides consumers with proof of product history

- Increase your product value
- Control your value chain
- Reduce your recall costs

# Conclusion

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**Gilles Grapinet**  
*CEO Worldline*

**Worldline**

# Key take aways

- ✓ **Very good start of the year**, with an organic revenue growth well distributed between the three Business Lines and confirmation of all full year 2018 objectives.
- ✓ **Acceleration of the very positive commercial trends** already reported in H2 2017 and significant progress in payment outsourcing opportunities for European banks.
- ✓ **Successful go-to-market** of Worldline latest innovations.
- ✓ **M&A:** the Group stays particularly active on various M&A opportunities related to its major strategic priority to be the leading European payment industry consolidator.



# Q&A session

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**Gilles Grapinet**  
*CEO Worldline*

**Worldline**

# Thank you

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