



Worldline

Q1 2015 revenue

Tuesday, April 21 2015



Financial communication

worldline
e-payment services



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 Registration Document filed with the Autorité des Marchés Financiers (AMF) on May 6, 2014 under the registration number: I.14-027 and its update filed on August 7, 2014 under the registration number D.14-0273-A01.
- 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).
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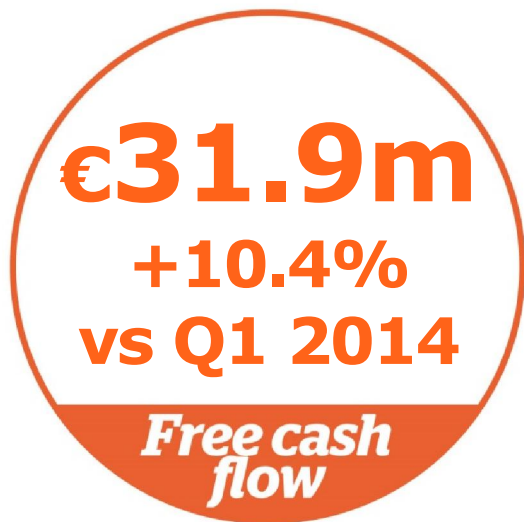
highlights

first quarter 2015

Gilles Grapinet, Chief Executive Officer



Q1 2015 key figures





2015 Objectives confirmed

Revenue	4% to 5% organic growth
OMDA	+c.50 bp vs. 2014
Free Cash Flow	€ 120m to € 125m



revenue

first quarter 2015

Bruno Vaffier, Chief Financial Officer





Constant scope and exchange rate figures reconciliation

<i>In € million</i>	Q1 2014 statutory	Exchange rates effect	Q1 2014*	Q1 2015 actuals	Organic change
Revenue	269.1	6.4	275.5	286.6	4.0%

* Constant scope and exchange rates

Performance per Global Business Line

Revenue			
<i>In € million</i>	Q1 2015	Q1 2014*	Organic growth %
Merchant Services & Terminals	93.5	90.9	+2.9%
Financial Processing & Software Licensing	98.3	96.2	+2.2%
Mobility & e-Transactional Services	94.8	88.5	+7.1%
Worldline	286.6	275.5	+4.0%

* Constant scope and exchange rates



Merchant Services & Terminals :

- Growth primarily driven by confirmed recovery of the *Payment Terminal* business and the continued internationalization of *Commercial Acquiring*;
- Slight decrease in other activities due to less project work.



Financial Processing & Software Licensing:

- Strong growth in *Online Banking Services* due to volumes and new contracts;
- Expansion of *Licensing* activities thanks to new product implementations;
- *Acquiring processing* still impacted by the effects of the reinsourcing of a significant French contract.

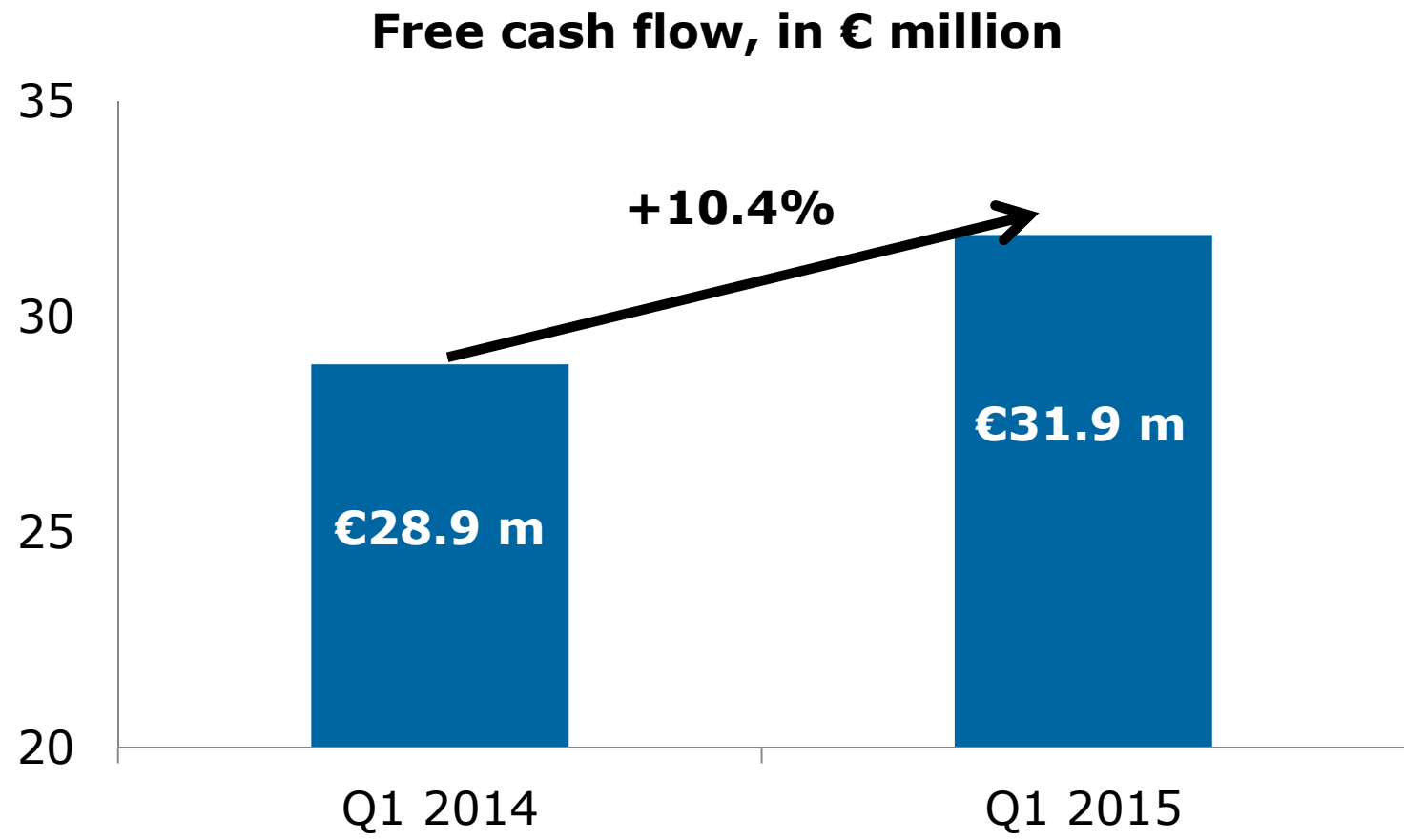


Mobility & e-Transactional Services:

- Double-digit growth in *e-Consumer & Mobility* thanks to Connected Living activities in continental Europe;
- Strong growth in *e-Ticketing* activities;
- Positive trends in *e-Government collection* due to new contracts and volume increase.



Free cash flow





**commercial & operational
performance
first quarter 2015**

Marc-Henri Desportes, General Manager





Merchant Services & Terminals

Business Highlights

Action plan & operational objectives

1

International acquiring with our **payment institution license**

2

Vertical solutions

3

Mobile commerce

4

Acceptance of new payment methods

Key achievements

- Roll out of the digital couponing version of Visa/Mastercard loyalty program in Belgium (*Spaar en Pluk*).
- Merchant Payment Ecosystem Award received for Worldline new mobile-seller solution, based on Host Point of Sale service.
- Several digital retail pilots showcased for the hospitality and transport markets.

Selected Q1 wins

Double-digit growth in Q1 2015 of **commercial acquiring** activities **outside Belgium**

Sodexo
New client (India)

Acquiring system for meal & gift card programs

Société Générale
(France):

Internet payment acceptance renewal

Large French e-commerce site

Internet payment acceptance renewal



Financial Processing & Licensing

Business Highlights

Action plan & operational objectives

1

Gain scale and unify platforms

2

Extend the payment value chain

3

Extend our geographical footprint

Key achievements

- Penetration of the Indian market for Worldline's **global fraud management** solution
- Contracts signed with major Dutch banks to manage **eMandate services** for **SEPA direct debit** and **SEPA credit transfer** proposed by iDeal
- **NFC mobile payments** pilot using Host card emulation (HCE) with Visa Europe enters field test phase in France and Germany
- New global **ATM management** offer launched, including drive-through services

Selected Q1 wins

Bank of India

Fraud management solution

Large French bank

Trusted authentication solution

Agence France Locale (new client)

Loan management solution

Austrian Bank

Processing contract extension

China Construction Bank (CCB)

Design of a new generation card payment platform



Mobility & e-Transactional Services

Business Highlights

Action plan & operational objectives

Go to market

1 Increase focus around end-to-end vertical digital businesses

2 Development of Data Market Places

Platforms & Solutions

3 Investments in **Mobility & Big Data assets**
Services in motion for any clients

4 Differentiation through security & privacy management expertise

Key achievements

- Confirmed commercial success for Worldline's new railway industry solution
- Development of business in the Healthcare sector
- Strong acceleration in M2M projects and prospects

Selected Q1 wins

Manufacturing Company (Lithuania)
New client

Secured product tracking solution

Télesanté Lorraine (France)
New account

Secured medical imaging repository and exchange platform

Railway operating company (UK)

Renewal and added value services



conclusion

first quarter 2015

Gilles Grapinet, Chief Executive Officer





Key take aways



Q1 2015 revenue and cash generation, fully in line with 2015 ambition



Good momentum in international cross selling and innovative offerings



TEAM transformation program and innovative product roadmap on track



Continued focus to take full advantage of structural changes and consolidation trends of the European payment industry



Q&A session **first quarter 2015**



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Worldline ID card



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We are



A **payment service company**, which **builds and operates** real-time transactional **payment systems** to allow **merchants, banks, governments and other organizations**:



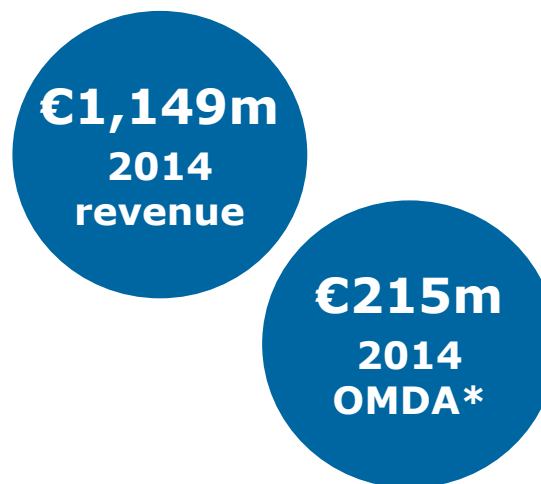
- to issue, accept and settle **payment means** in various forms and;
- to manage **all types of digital transactions** with their customers beyond payments, such as orders, clearing and settlements, claims, prepaid tickets, loyalty rewards and coupons.



Worldline at a glance

- 40 years of payment systems expertise
- Worldline is a leading provider of electronic payment and transactional services
- Offers a full range of merchant acquiring, payment processing and business solutions services to financial institutions, merchants, corporations and government agencies

- Successful IPO in June 2014 (Euronext Paris)
 - Market cap. of c.€ 2.2 billion
 - Atos share 70% Float: 30%
 - Final size of the offering € 639 million
 - Worldline raised € 255 million, leading to a net cash position post IPO of €146m as at July 1st, 2014
 - € 384 million of shares sold by Atos SE



17 countries

across Europe, Latin America and Asia




Europe represents

89% of revenues

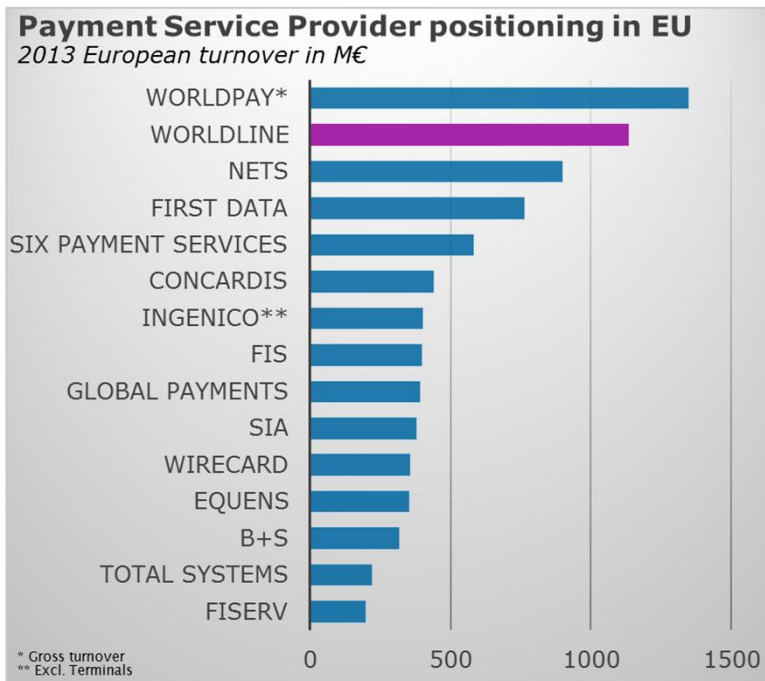
c.7,300 employees

* OMDA stands for Operating Margin before Depreciation and Amortization

Worldline business is organized in three Global Business Lines

	 Merchant Services and Terminals	 Financial Processing and Software Licensing	 Mobility and e-Transactional Services
Offerings	<ul style="list-style-type: none"> Commercial Acquiring Online Services Private Label Cards & Loyalty services Terminals 	<ul style="list-style-type: none"> Issuing Processing Acquiring Processing Online Banking Software Licensing 	<ul style="list-style-type: none"> e-Consumer & Mobility e-Ticketing e-Government Collection
Key facts	<ul style="list-style-type: none"> Over 500m online payment transactions in 2013 Over 1.3bn commercial acquiring transactions in 2013 in Europe Over 128,000 terminal sales in 2013 	<ul style="list-style-type: none"> 2.2bn acquiring processing transactions in 2012 Over 140m SEPA transactions in 2013 with iDeal Netherlands 51m cards processed in 2012 	<ul style="list-style-type: none"> Over 30m offence cases processed in 2012 in France, Germany, Spain and Argentina More than a dozen rail operators in the UK
Client base	<ul style="list-style-type: none"> Large and small retailers 	<ul style="list-style-type: none"> Banks and financial institutions 	<ul style="list-style-type: none"> Local and central governments Transportation companies Manufacturers
2014 revenues	€374m	€396m	€379m
2014 OMDA margin	21.6%	25.2%	13.7%

Worldline is a leading player in Europe with expanding emerging markets footprint



Source: Natixis December 2014 estimates

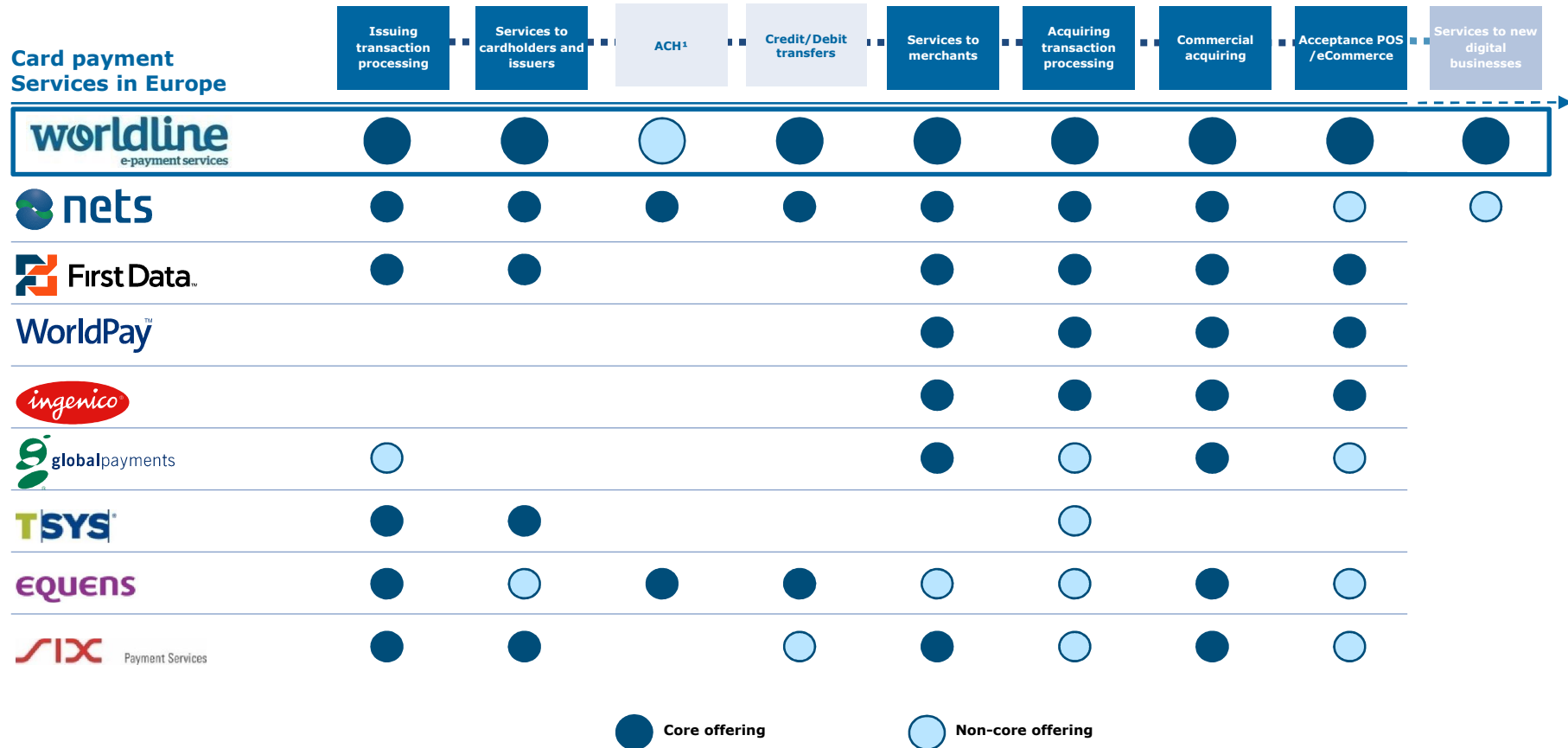
#1
Issuing Processor
in Germany

#1
Commercial Acquirer
in Belgium

Why scale matters:

- **Price competitiveness**
- **Innovation**
- **Outsourcing opportunities**
- **Barriers to entry**
- **Increased operating leverage**
- **Positioned for consolidation opportunities**

Worldline has a comprehensive positioning across the extended payments value chain



Comprehensive European presence across core payments value chain plus capability of serving new digital businesses

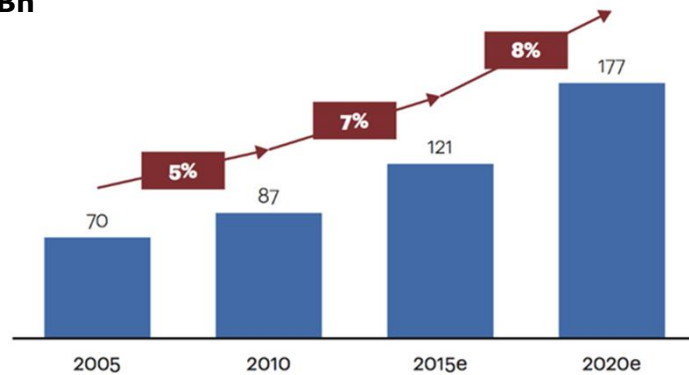
Source: Best estimates from the company based on available public information

¹ Automated Clearing House.

Worldline benefits from long-term structural growth drivers

► Non-cash transactions in Europe

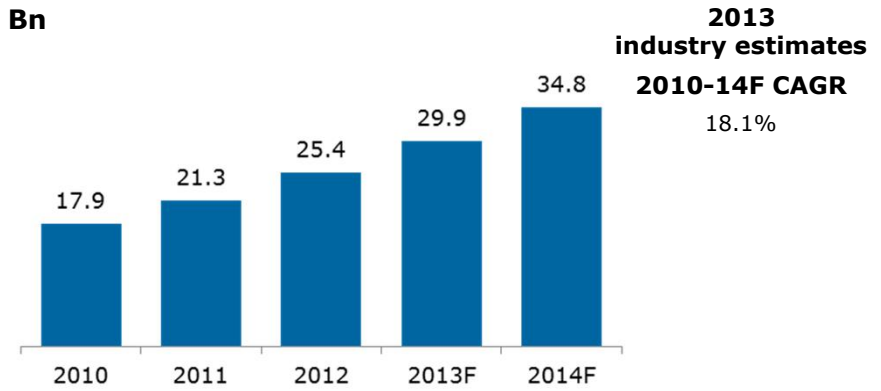
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Source: A.T. Kearney European payment market model – June 2013

► e-Commerce transactions

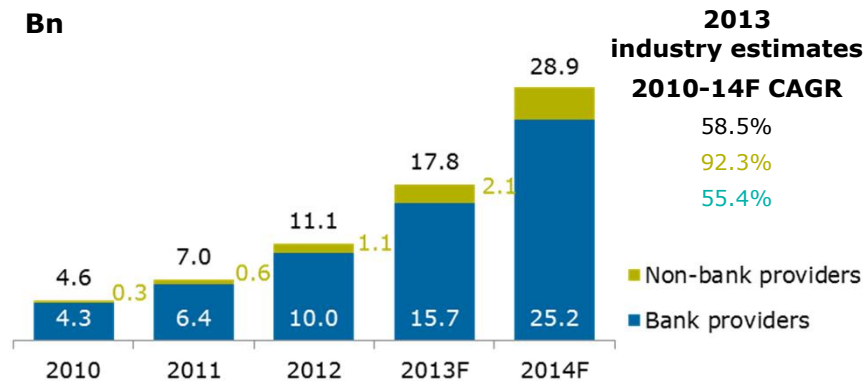
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Source: Capgemini / RBS Study 2013

► m-Payments transactions

Bn



Source: Capgemini / RBS Study 2013

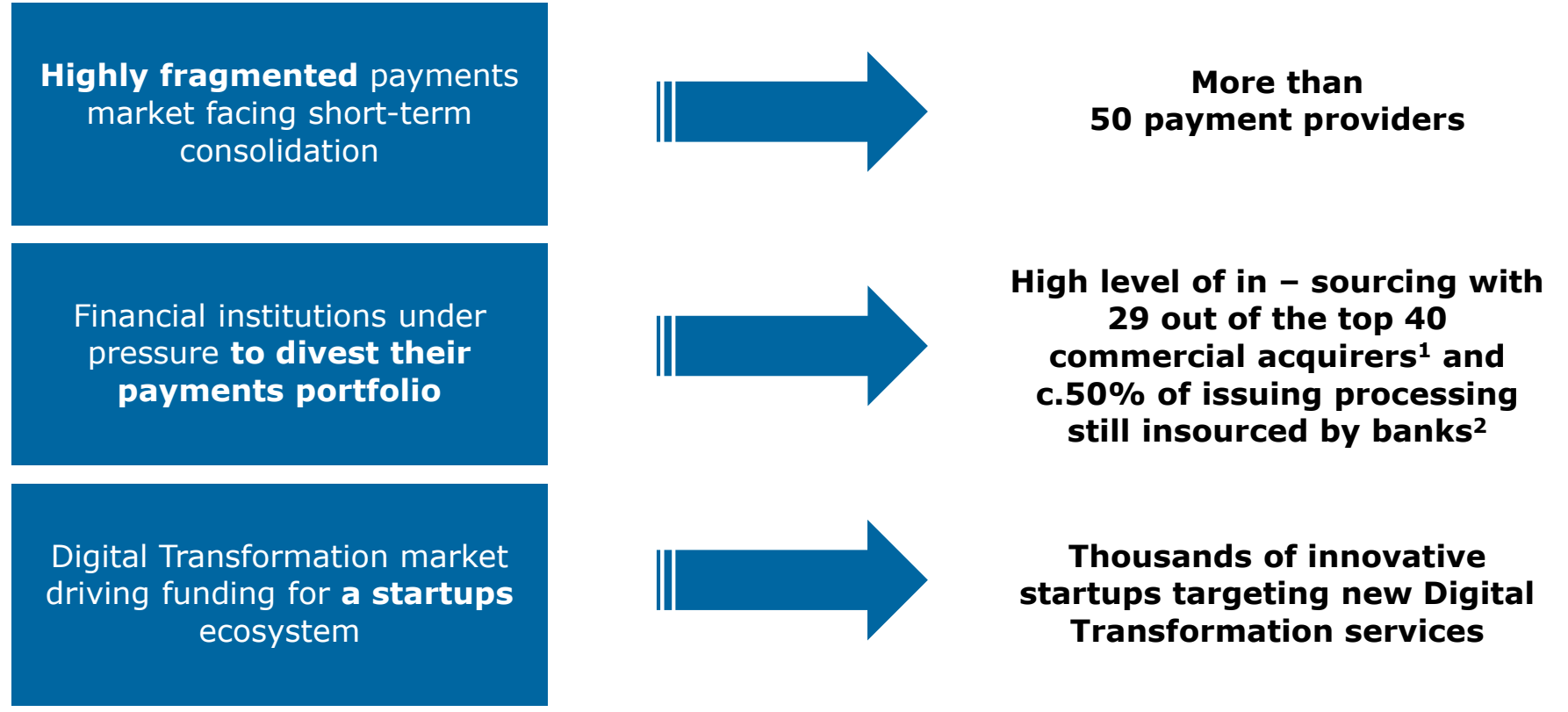
New digital markets – volumes (€bn)

			CAGR
Machine-to-Machine (Global) ²	2012 21	2017F 86	+22%
Connected vehicles (Global) ³	2012 13	2018F 39	+20%
Digital retail revenues (Europe) ¹	2013 128	2017F 191	+11%

Source: ¹Forrester ²Markets and Markets ³GSMA+SDB



Worldline is positioned to be a consolidator in the fragmented European landscape

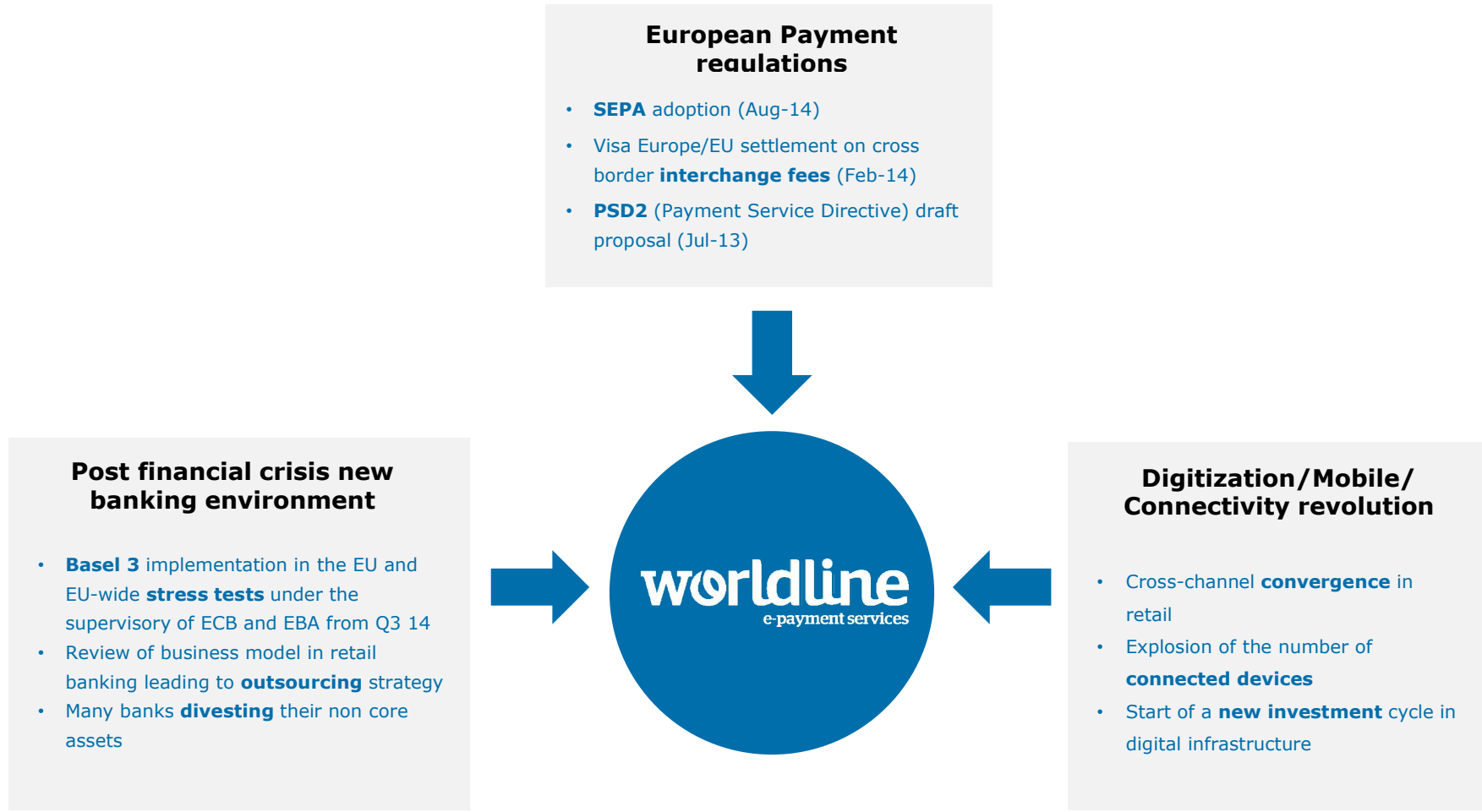


The fragmented European market offers a long list of potentially actionable opportunities

¹ as measured by number of bank transactions, *Source: The Nilson report (2013)*
² as measured by revenue, *Source: First Annapolis (2013)*



Worldline is positioned to take advantage of the massive change in the European payment industry





Thank you

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