



# results

third quarter 2014

Thursday, November 6





# 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 United Kingdom).
- Revenue organic growth is presented at constant scope and exchange rates.
- 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

## third quarter 2014

Gilles Grapinét, Chief Executive Officer





# Key figures for Q3 2014





# Key achievements

## Merchant services & Terminals

### Alliances & partnerships

- Through a partnership agreement with **Alpha Card**, launch of an integrated payment solution for Belgium merchants including American Express payment
- Exclusive agreement signed with **Powa Technologies** to sell integrated tablet-based POS systems across continental Europe, Middle East and Africa
- New **large distributors** of Payment Terminals in Middle-East, Africa and Switzerland

### Products & offerings

- New **Fraud service module** within the **Sips** e-payment gateway, with an intuitive and easy to use interface
- Launch of a **new bundled cross border** internet acceptance/acquiring offer to take advantage of the new regulation from Jan 1, 2015

### Selected wins

- **Media:** framework agreement for commercial acquiring services
- Large **European retailer:** payment terminals (new logo)
- **Lodha** Group - Semi closed loop card program for Palava City, India (new logo)
- **Leading consumer credit company**, credit services, Spain (renewal)
- **Oxygen Finance Americas Inc**, early payment rebate platform, UK (new business)





# Key achievements

## Financial Processing & Software Licensing

### Alliances & partnerships

- Worldline will process MasterCard credit card transactions via the **MasterPass** e-wallet for **Sparda** Bank Group.
- Crédit Mutuel Arkéa joined the Paylib initiative

### Products & offerings

- Worldline's SEPA compliant solution **MyBank** is one of the first able to process eMandate and ePayment within the 34 European countries of the SEPA area.

### Selected wins

- **Leading French banks**, authorization and switching services, (renewal)
- **Large German Bank**, issuing processing (renewal)
- **Axis** bank – Processing services, India (renewal)
- **Euronext** Paris – Online services, France (new business)
- **Sixdots** – Mobile wallet processing services, Belgium (new logo)



# Key achievements

## Mobility & eTransactional Services

### Alliances & partnerships

- Worldline joins **EEBus** to extend its connected home solutions

### Products & offerings

- **BSH Bosch und Siemens Hausgeräte** GmbH chooses Worldline to connect customers' home appliances

### Selected wins

- **Govia** Thameslink Railway Ltd– rail e-ticketing, UK (new logo)
- **DML**, e-ticketing for ferry services, UK (new logo)
- **Thalys** – Control solutions for train managers (new business)



# Objectives 2014

2014 Guidance	
Revenues	3 to 4% organic growth more likely at the lower end of the bracket
OMDA	+c.50 bps margin for 2014 vs. 2013
FCF	c.€110m





# revenue

## third quarter 2014

Bruno Vaffier, Chief Financial Officer





## Constant exchange rates and scope reconciliation

<i>in € million</i>	<b>Q3 2013 combined</b>	<b>Scope effect</b>	<b>Exchange rates effect</b>	<b>Q3 2013* PF CS</b>	<b>Q3 2014 actuals</b>	<b>Change vs last year</b>
<b>Revenue</b>	<b>281.7</b>	-3.3	-0.8	<b>277.6</b>	284.6	2.5%

\* Proforma at 2014 constant scope and exchange rates

After elimination of Worldline intercompany transactions with Atos of €13.0 in Q3 2014, Atos will report a revenue contribution for Worldline of € 271.5 million.

# Q3 Revenue per GBL

*In € million*

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

**Total Group**

Revenue Q3		
Q3 2014	Q3 2013*	%
90.7	88.5	2.5%
99.0	98.8	0.2%
94.8	90.3	5.0%
<b>284.6</b>	<b>277.6</b>	<b>2.5%</b>

\* Proforma at 2014 constant scope and exchange rates



**Merchant Services & Terminals:**

- Growth acceleration in Private Label Cards & Loyalty Services and Commercial Acquiring
- Commercial dynamism in Payment Terminal: orders from new customers and partnerships signed



**Financial Processing & Software Licensing**

- Satisfactory growth in Licensing activities and Online Banking services
- Acquiring Processing impacted by the re-insourcing of one contract in France in the course of H1



**Mobility & e-Transactional Services**

- Growth in e-Ticketing in the UK and Latin America sustained by volumes
- Good commercial cooperation with Atos in e-Consumer and Mobility
- e-Government Collection positively oriented during the quarter

# 9M Revenue per GBL

<i>In € million</i>	Revenue 9 months		
	YTD 2014	YTD 2013*	%
Merchant Services and Terminals	272.7	268.6	1.5%
Financial Processing and Software Licensing	292.0	283.9	2.8%
Mobility and e-Transactional Services	276.2	269.3	2.6%
<b>Total Group</b>	<b>840.9</b>	<b>821.8</b>	<b>2.3%</b>

\* Proforma at 2014 constant scope and exchange rates



## Merchant Services & Terminals:

- Continuous positive trends in Commercial Acquiring and Private Label Cards & Loyalty Services
- Payment terminals sales improving over the period



## Financial Processing & Software Licensing

- Continued growth in Online Banking services: SEPA related projects and volumes on iDeal
- Expansion in Payment Software Licensing due to projects in Asia

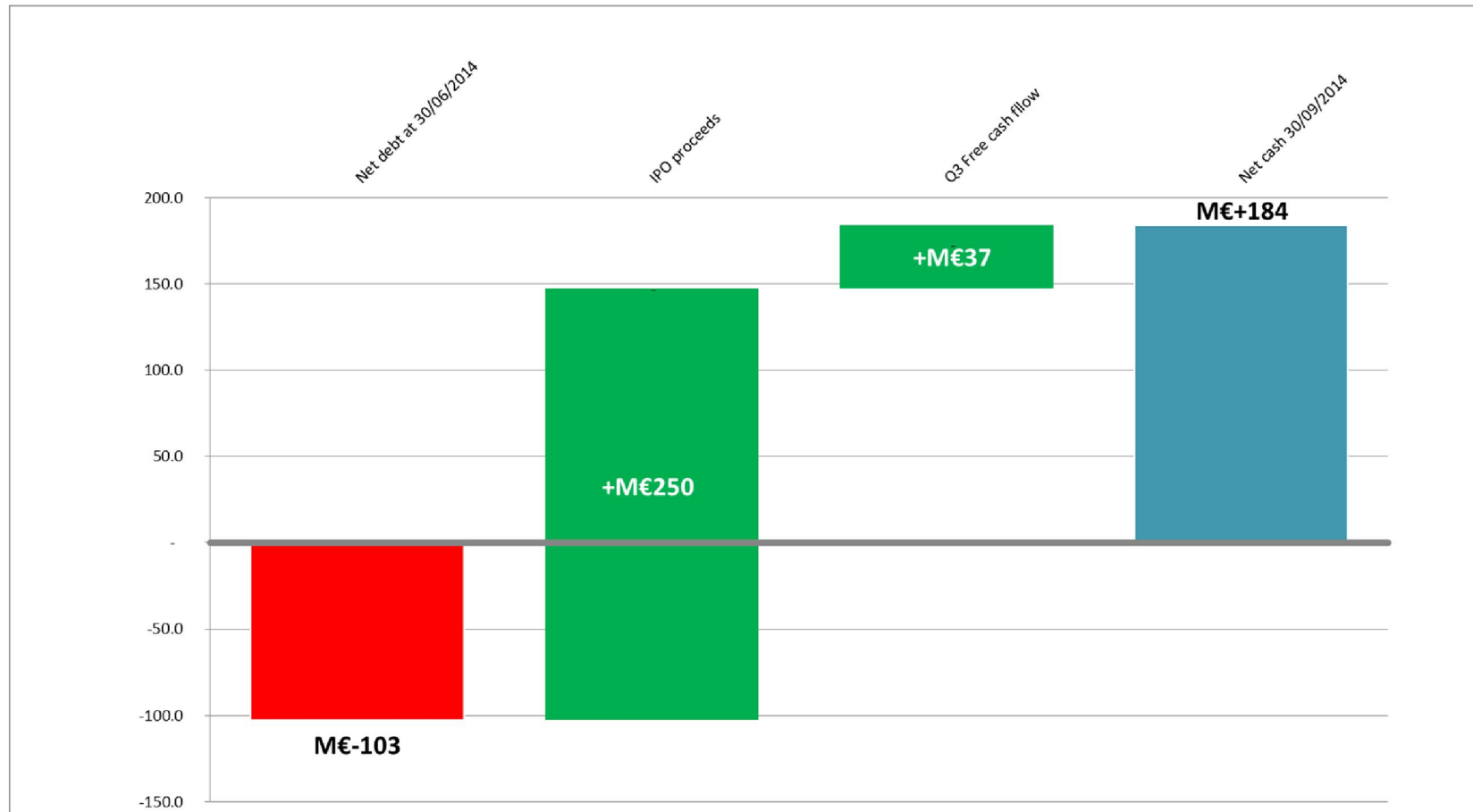


## Mobility & e-Transactional Services

- Double digit growth in e-ticketing activities in the UK and in Latin America
- Increased commercial cooperation with Atos materializing on additional revenue



# Cash flow and net cash position





# industry trends

## third quarter 2014

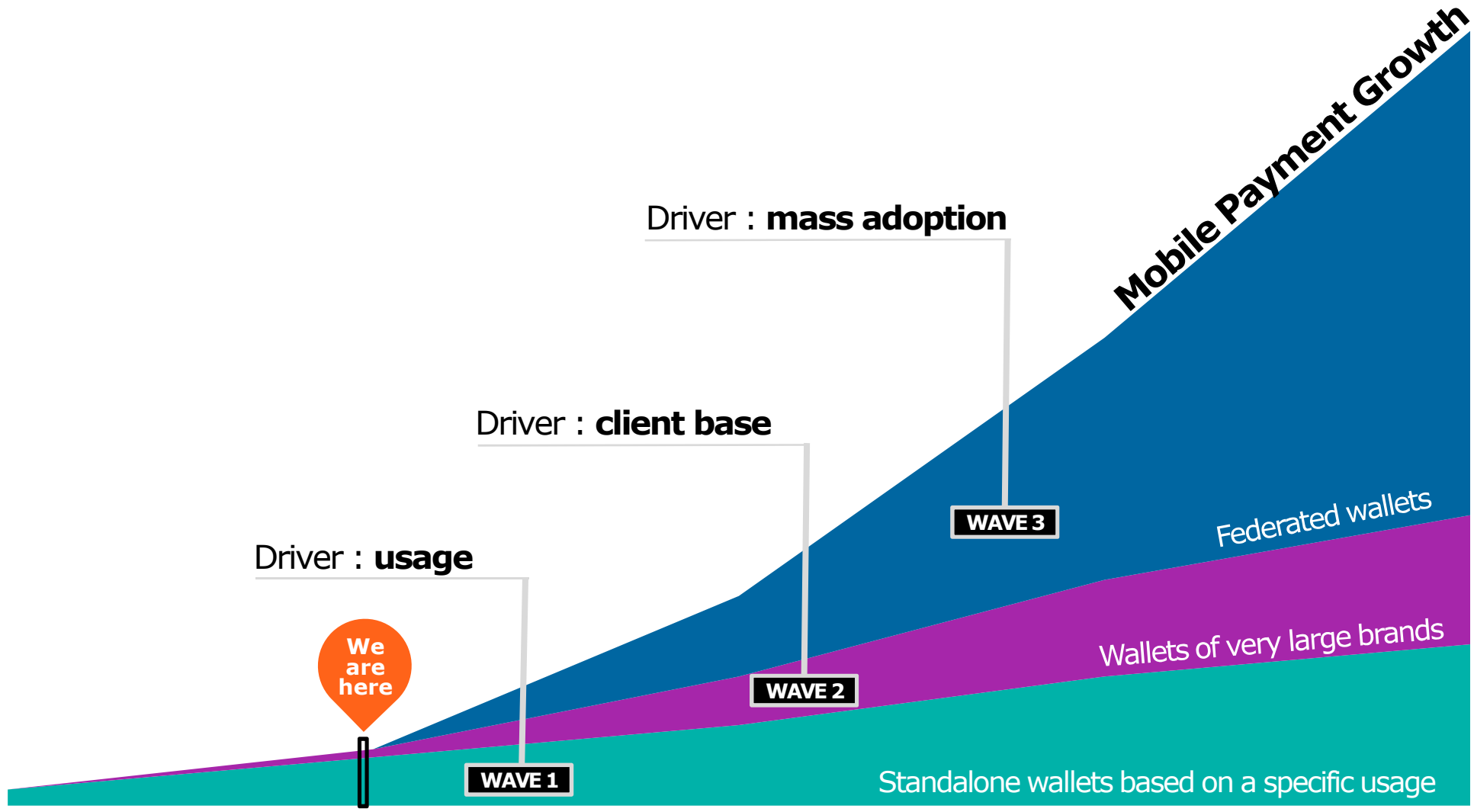
Marc-Henri Desportes, General Manager



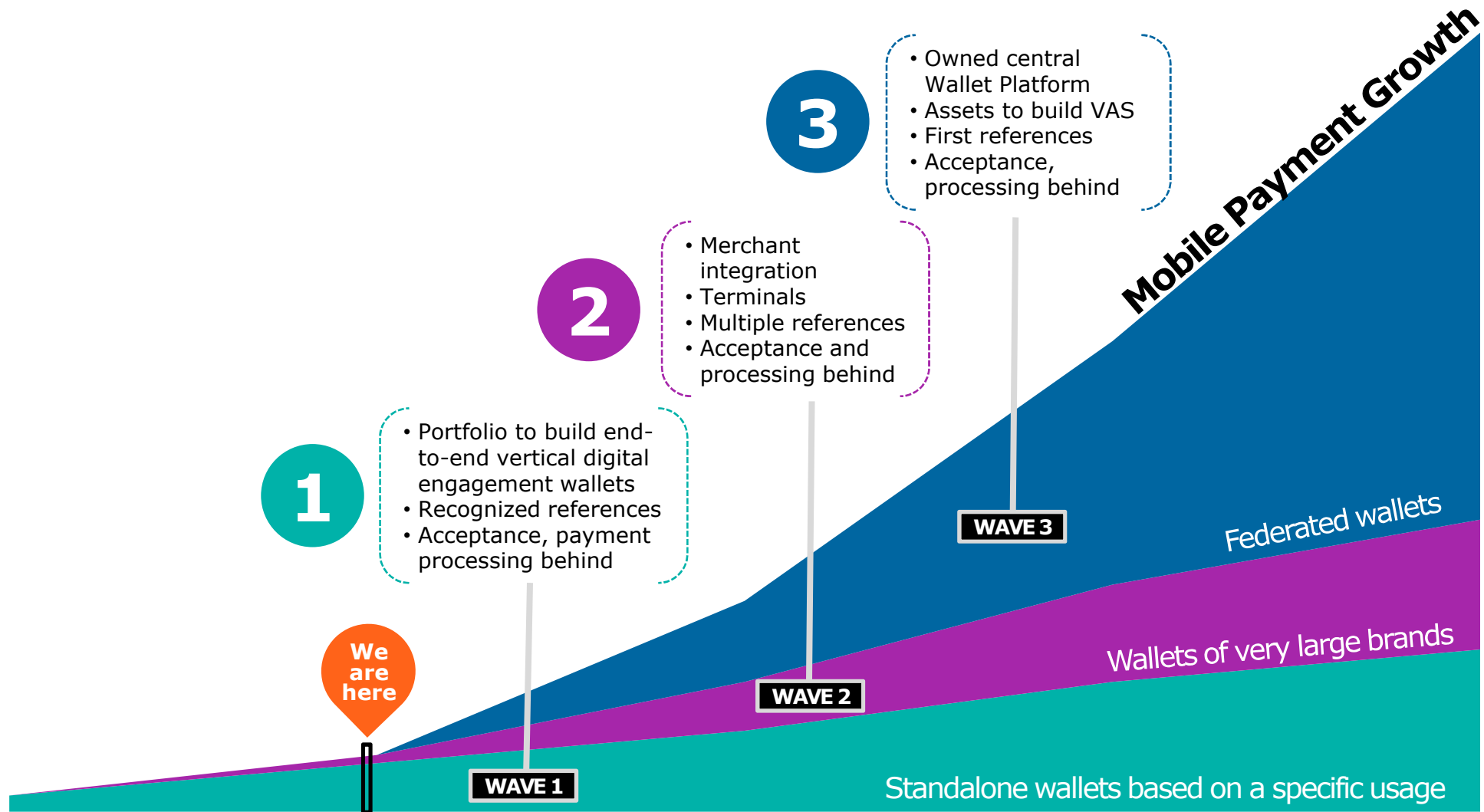




# Industry is at a typing point for mobile payments



# Worldline has all the assets to benefit from the three waves



# Announcement with Visa EF on an HCE payment solution in partnership with major French banks

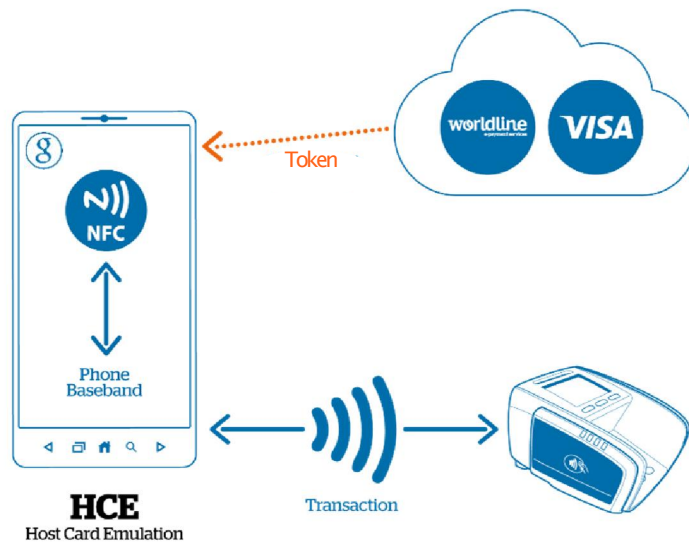
## Visa Europe France

- Leader in payment systems
- Major actor in NFC payment
- Brand/Image
- Technology Cutting edge



## Worldline

- Leader in mobile payment and authentication solutions
- Innovation (award payforum)
- Security
- Industrial capacity

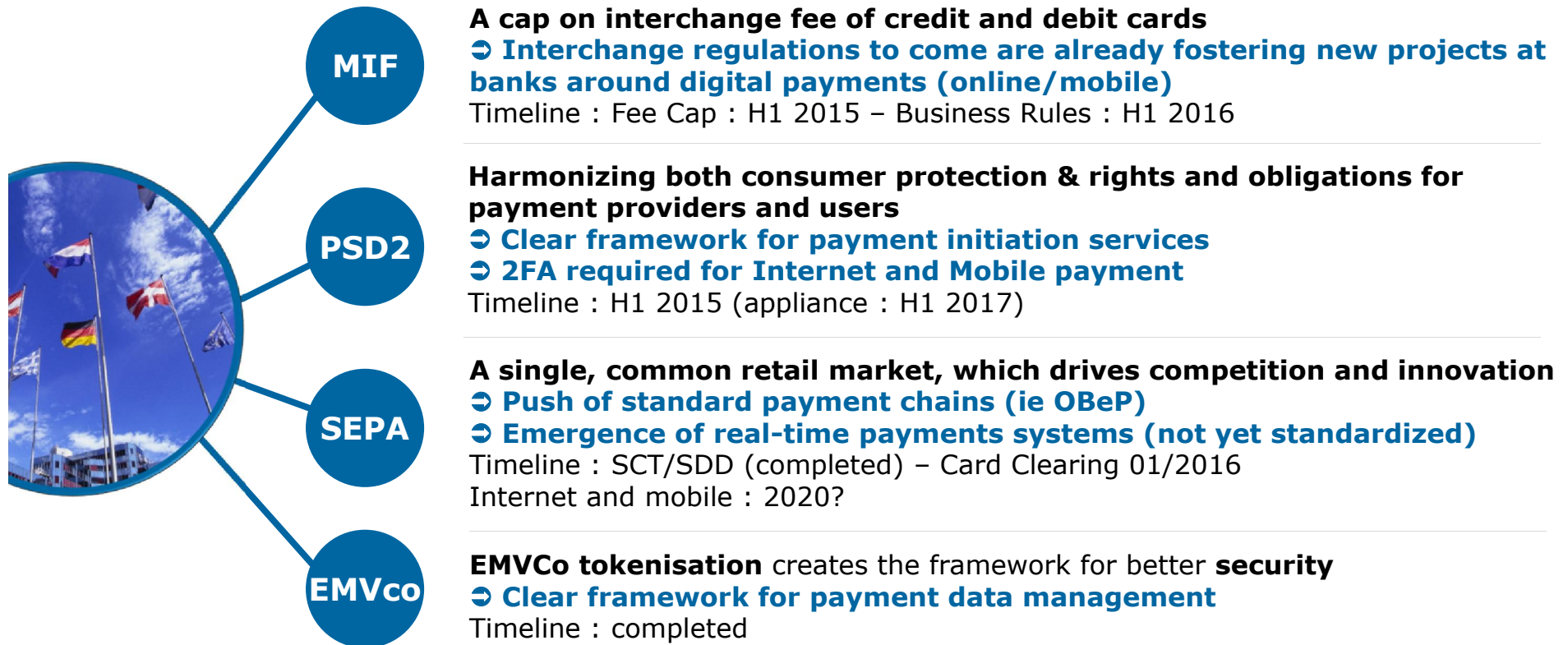


## Solution HCE

- Deployment Q1 2015
- Interoperability, EMVco compliant
- Minimum impacts for Banks

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# Key interlocking regulatory changes in Europe will be accelerators of the mobile payment adoption





# conclusion

## third quarter 2014

Gilles Grapinét, Chief Executive Officer





## Key take aways



**Growth in Q3 in line with plan**



**Strong cash generation**



**Well positioned to take advantage from the confirmed sector trends**



**Benefits from the IPO materializing:**  
brand visibility, industry recognition,  
employee motivation





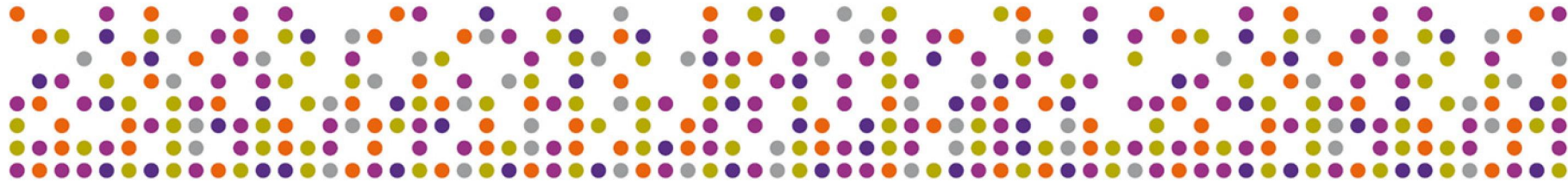
# Q&A session

## third quarter 2014



Financial communication

**worldline**  
e-payment services



# Thank you

For more information, please contact:

**David Pierre-Kahn**  
*Head of Investor Relations*

T +33 1 34 34 90 66

M+ 33 6 28 51 45 96

[david.pierre-kahn@worldline.com](mailto:david.pierre-kahn@worldline.com)



Financial communication

**worldline**  
e-payment services