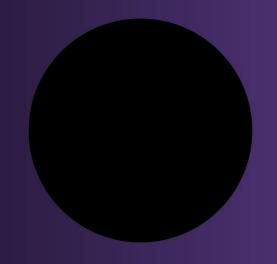
# FY 2024 RESULTS February 26<sup>th</sup>, 2025





## Disclaimer

This document contains forward-looking statements that involve risks and uncertainties, including references, concerning the Group's expected growth and profitability in the future which may significantly impact the expected performance indicated in the forward-looking statements. These risks and uncertainties are linked to factors out of the control of the Company and not precisely estimated, such as market conditions or competitors' behaviours. Any forward-looking statements made in this document are statements about Worldline's beliefs and expectations and should be evaluated as such. Forward-looking statements include statements that may relate to Worldline's plans, objectives, strategies, goals, future events, future revenues or synergies, or performance, and other information that is not historical information. 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 2023 Universal Registration Document filed with the French Autorité des marchés financiers (AMF) on April 30, 2024 under the filling number: D.24-0377 and its Amendment filed on August 2, 2024, under number D.24-0377-A01.

Revenue organic growth and Adjusted EBITDA improvement are presented at constant scope and exchange rate. Adjusted EBITDA is presented as defined in the 2023 Universal Registration Document. All amounts are presented in € million without decimal. This may in certain circumstances lead to non-material differences between the sum of the figures and the subtotals that appear in the tables. 2024 objectives are expressed at constant scope and exchange rates and according to Group's accounting standards.

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Opening remarks Wilfried Verstraete Group Chairman



## **CEO** update

Appointment of Pierre-Antoine Vacheron as Chief Executive Officer



30 years of extensive experience in international and transformative contexts including 15 in the payments industry

Strong focus on product innovation, technology and customer excellence to shape a highly competitive and modern payments player

Effective March 1, 2025



# FY'24 HIGHLIGHTS Grégory Lambertie Group CFO



# **KEY HIGHLIGHTS**

### STRONG FOCUS ON GROUP REPOSITIONING

Accelerate investments on core products and growth accelerators **Deliver** costs rationalization in the last year of Power24 execution **Execute** the portfolio pruning with expressions of interest already received

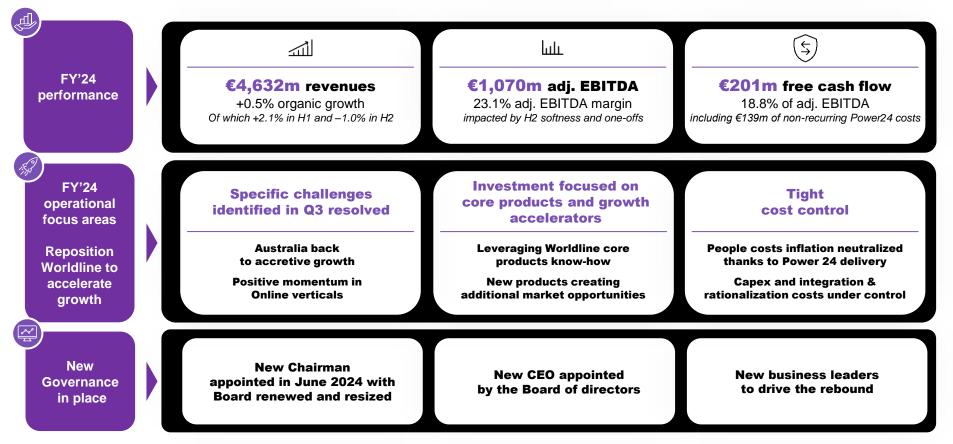


### ACCELERATE WORLDLINE'S REBOUND IN H2'25

Drive a strong commercial dynamic under a renewed leadership Leverage core products and ramp-up distribution partnerships



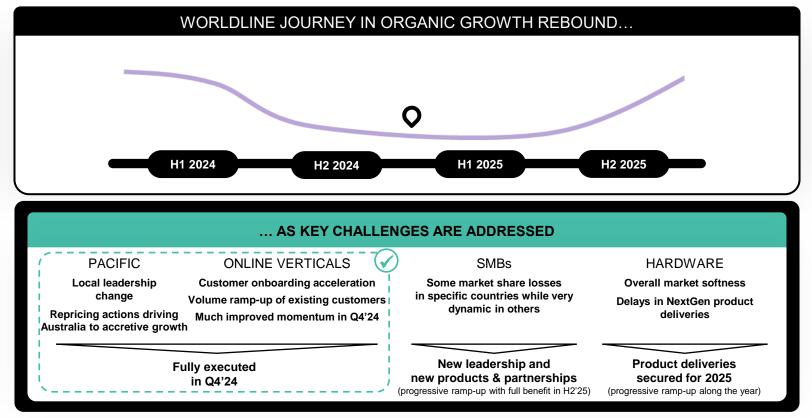
## FY 2024 GUIDANCE ACHIEVED IN A CHALLENGING H2'24 CONTEXT



### WORLDLINE M

## FY 2025 – A YEAR OF TWO HALVES

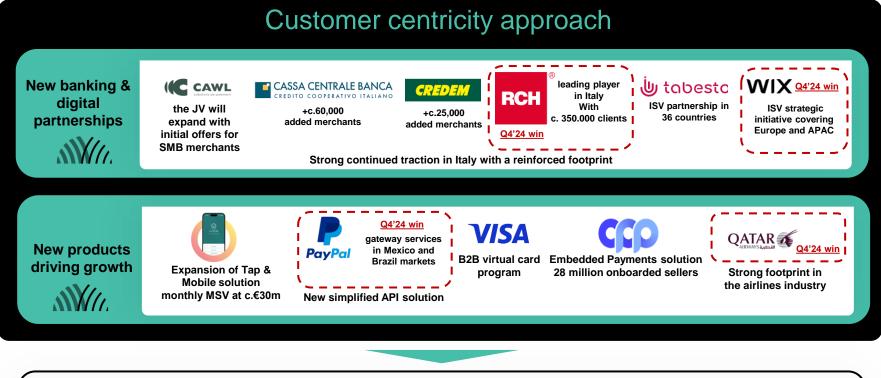
First elements of a rebound at end-2024 with a progressive rebound in 2025



## WORLDLINE MM

# FOCUS ON MERCHANT SERVICES

to secure the rebound in H2'25

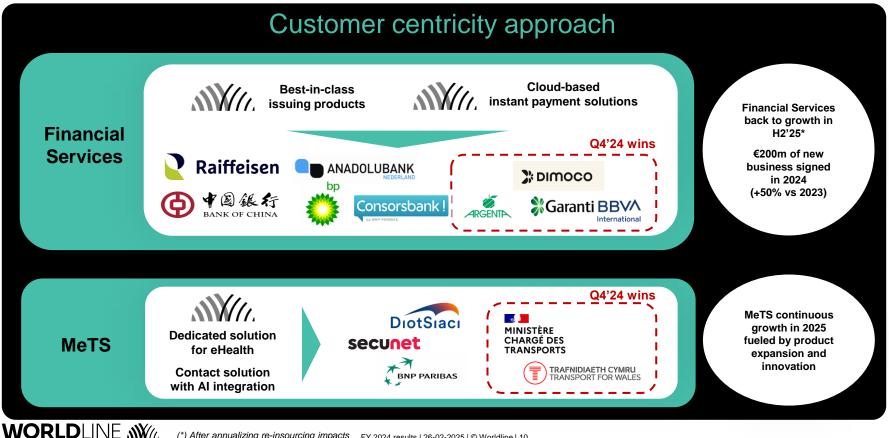


Merchant Services back to mid to high single digit growth in H2'25

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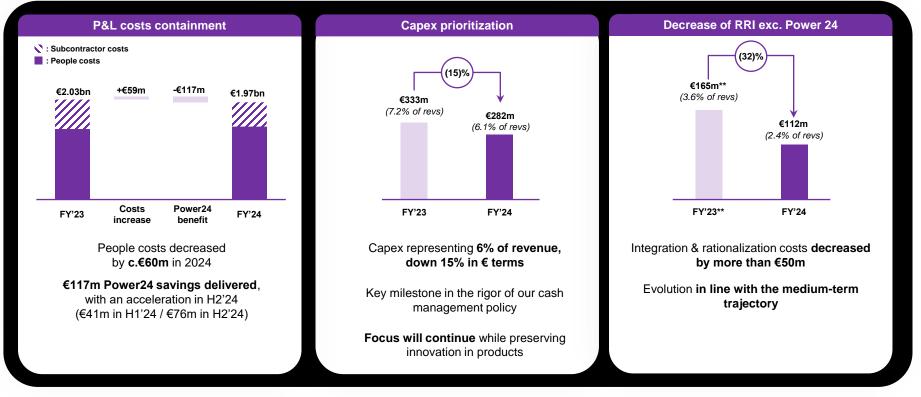
## FOCUS ON FINANCIAL SERVICES AND MOBILITY & E-TRANSACTIONAL SERVICES



(\*) After annualizing re-insourcing impacts FY 2024 results | 26-02-2025 | © Worldline | 10

## STRONG MANAGEMENT ACTIONS ON COSTS

costs management priority and full execution of Power24\* with initial benefits



\* €220m run rate cash costs savings confirmed by end-2025 with €250m implementation cash costs associated (o.w. €70-90m in 2025)

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\*\* excluding Power24 plan and some strategic initiatives

## FY 2025 OUTLOOK

## Similar revenue growth rate in 2025 vs. 2024\*

with progressive acceleration in H2'25 after an H1'25 performance slightly below Q4'24 growth rate

Growth in unlevered Free Cash Flow vs. 2024\*\*

Further details regarding the 2025 trajectory will be provided during the Q1 2025 publication to take place on April 23rd, 2025

The new CEO will be working on Worldline's next strategic plan to be presented in the Autumn

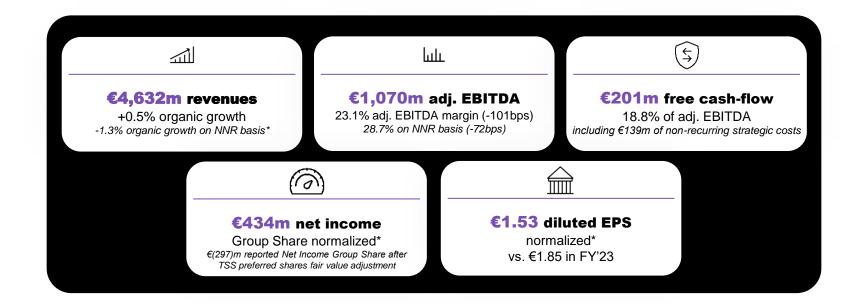
(\*) Assuming current unchanged macro environment in our core geographies (\*\*) Unlevered FCF: FCF before cash costs of net financial debt



# FY'24 FINANCIAL PERFORMANCE Grégory Lambertie Group CFO



## FY 2024 KEY FINANCIAL HIGHLIGHTS



\* Normalized figures adjusted for (Group share): integration and restructuring costs (previously named RRI without calculation changes), equity-based compensation, customer relationships & patents amortization and goodwill impairment



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## **FY 2024 FINANCIAL PERFORMANCE**

global business lines revenue overview

Q4 2024 Group Revenue							
(in €m) Q4 2024 Q4 2023* Organic growth Organic growth (Published Revenue) (NNR)							
Merchant services	Ά	864	855	+1.2%	(3.3)%		
Financial services	Ø	224	246	(8.9)%	(9.2)%		
MeTS	9	92	90	+1.6%	+1.6%		
Worldline		1,180	1,191	(0.9)%	(4.3)%		

Q4'24 organic performance

+1.2% Merchant Services organic growth

> (0.9)% Group organic growth

FY 2024 Group Revenue						
(in €m) FY 2024 FY 2023* Organic growth Organic growth (Published Revenue) (NNR)						
Merchant services	3,390	3,326	+1.9%	-0.3%		
Financial services	891	940	(5.1)%	(5.1)%		
MeTS	351	344	+2.1%	+2.1%		
Worldline	4,632	4,609	+0.5%	(1.3)%		
*at 2024 constant scope and exchange	rates					

FY'24 organic performance

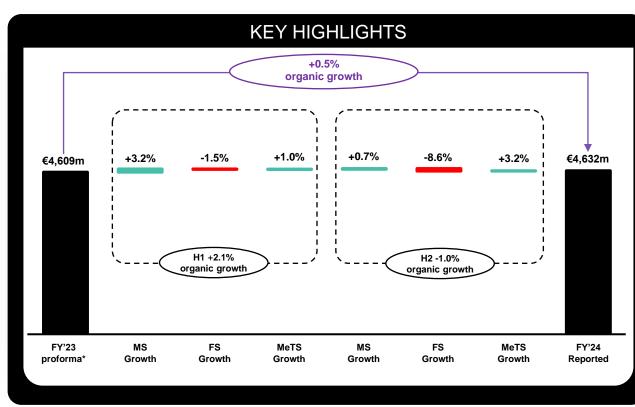
+1.9% Merchant Services organic growth

> +0.5% Group organic growth

## WORLDLINE MM///

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## **FY 2024 REVENUE BUIDING BLOCKS**



## FOCUS ON FY'24 DYNAMICS

# +0.5% FY'24 organic growth at group level

Merchant Services up 1.9% Contrasted performance impacted notably by specific issues in Q3 despite good momentum in Central and Southern Europe over the year

**Financial Services down -5.1%** impacted by the large one-off re-insourcing process that started in the second quarter of 2024 in the Account Payments activity

Mobility & e-Transactional Services up 2.1% mainly driven by strong growth in the second half of 2024 supported by higher volumes and project deliveries

\* FY 2023 revenue at constant scope and exchange rates



## FY 2024 FINANCIAL PERFORMANCE

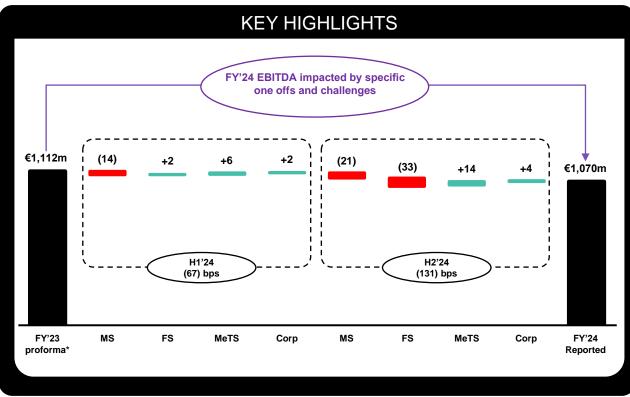
global business lines Adjusted EBITDA overview

FY 2024 Group Adjusted EBITDA								
(in €m) FY FY FY'24 margin vs. FY'23 margin FY'24 margin vs. FY'23 margin vs. FY'23 margin (on Published (on Published (on NNR) (on NNR) (on NNR)								
Merchant services	Ά	815	850	24.0%	(150) bps	32.7%	(126) bps	
Financial services	0	242	274	27.1%	(201) bps	27.4%	(205) bps	
MeTS	9	68	48	19.4%	+541 bps	19.4%	+541 bps	
Corporate		(54)	(59)	-1.2%	+12 bps	-1.2%	+12 bps	
Worldline		1,070	1,112	23.1%	(101) bps	28.7%	(72) bps	

\* FY 2023 adj. EBITDA at constant scope and exchange rates



## FY 2024 ADJUSTED EBITDA BUIDING BLOCKS



## FOCUS ON FY'24 DYNAMICS

#### €1,070m Adjusted EBITDA (down 101 bps vs FY'23)

Merchant Services adjusted EBITDA impacted by online contract termination along the year and a less favorable country mix coupled with some hardware delivery delays in the 2<sup>nd</sup> half of the year

**Financial Services** adjusted EBITDA, after a solid resilience based on strict costs control in H1'25, has been impacted in H2'25 by the full effect of a contract re-insourcing

#### Mobility & e-Transactional Services

performance driven by strong improvement in workforce management as well as the rationalization of our infrastructure costs

Corporate costs decrease benefiting from rigorous cost monitoring in support functions

\* FY 2023 Adjusted EBITDA at constant scope and exchange rates



## **INCOME STATEMENT**

In €m	FY'24	FY'23
Adjusted EBITDA	1,070	1,110
Integration and rationalization costs (excl. Power24)	(117)	(176)
Power24	(203)	(29)*
EBITDA	750	905
Customer relationships and patents amortization	(260)	(283)
Depreciations & Amortizations	(384)	(321)
Other OOI**	(1)	(24)
Goodwill impairment		(1,147)
Operating income	105	(870)
Net finance costs	(406)	(48)
o/w fair value change on TSS preferred shares	(349)	-
Income tax expense	(11)	(40)
Non-controlling interests & share of associates	15	141
Net Income – Group share	(297)	(817)
Normalized Net income – Group share***	434	521
Normalized diluted EPS (€)	1.53	1.85

	Highlights
ł	Operating income mainly impacted by: o €203m Power24 costs while non-P24 integration and
	<ul> <li>rationalization costs are down €59m</li> <li>€260m Customer relationships and patents amortization</li> <li>€384m of Depreciations &amp; Amortizations</li> </ul>
ł	Net finance expenses reached €406m mainly driven by €349m negative impact from negative fair value of TSS preferred shares
1	Income tax expense was €11m implying an annualized Effective Tax Rate (ETR) was 22.4% compared with 17.6% in 2023
1	Net income Group share of €(297)m and Normalized net income Group share of €434m
•	Normalized diluted EPS of €1.53 vs. €1.85 in 2023

\* Mainly driven by Power24 plan and some strategic initiatives \*\*Equity based compensation costs and other items \*\*\*Normalized net income Group share excluding unusual and infrequent items net of tax



## FREE CASH FLOW

In €m	FY'24	FY'23	Highlights
Adjusted EBITDA	1,070	1,110	
Lease obligations	(117)	(106)	■ €1,070m contribution on adjusted EBITDA
Working capital change	(72)	(19)	Capex representing €282m down c.€50m compared
Capex	(282)	(333)	2023
Integration & Restructuring costs (excl. Power24)	(112)	(165)	Working capital change with a €72m outflow
Interest paid	3	(3)	<ul> <li>Integration and restructuring costs excluding Power24 down c.€50m to €112m</li> </ul>
Tax Paid	(141)	(102)	€141m cash tax paid up c.€40m mainly due to catch
Others	(9)	2	payments
Free Cash Flow before Power24	340	384	■ €340m Free cash Flow before strategic initiatives representing an adjusted EBITDA conversion of 31
Adjusted EBITDA conversion rate (%)	31.8%	34.6%	
Power24	(139)	(29)*	
Free Cash Flow	201	355	<ul> <li>€201m Free cash Flow reported or 18.8% adjusted EBITDA conversion</li> </ul>
Adjusted EBITDA conversion rate (%)	18.8%	32.0%	

\* Mainly driven by Power24 plan and some strategic initiatives

## 

## NET DEBT EVOLUTION

**Highlights** 

€57m increase in lease liabilities mainly driven by the

€23m Acquisition net of disposal mainly driven by a

€21m positive impact from capital increase of which

the capital increase of CAWL subscribed by Crédit Agricole and a capital increase in Worldline Australia

€15m others is mainly due to sales of Visa shares

€2.0bn of net debt\* representing a Group leverage

Active management of debt maturity profile €1.12bn RCF maturity extended to July 2029 Successful issuance of a €500m bond maturing 2029 2025 & 2026 OCEANEs partially repurchased Strong balance sheet and liquidity profile maintained

€201m positive impact from free cash-flow

increase in long term infrastructure agreements

payment linked to TSS tax and a payment for the exercise of the call option on non-controlling interests in

SoftPOS

ratio of 1.9x

In €m	FY'24	FY'23
(Net debt) / cash* as of January 1 <sup>st</sup>	(2,156)	(2,528)
Free Cash-flow	201	355
Change in lease liability	(57)	(19)
Acquisition net of disposals	(23)	60
Capital increase	21	6
Amortization of interests on convertible bonds	(13)	(11)
Others	15	(19)
Change in net debt	144	372
(Net debt) / cash* as of December 31 <sup>st*</sup>	(2,012)	(2,156)
Net Debt* / Adjusted EBITDA*	1.9x	1.9x

\* Net debt including lease liability (IFRS16) of €402m in 2024 and €345m in 2023 – New Net Debt reporting as announced in Q3'24

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# KEY TAKE-AWAYS Grégory Lambertie Group CFO



# **KEY TAKE-AWAYS**

2025 – a year of two halves as illustrated in the current full-year outlook

Strong management focus on costs actions and FCF generation

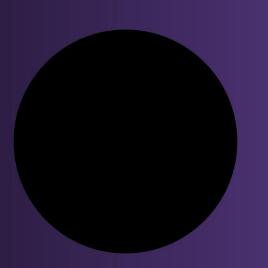
New leadership with the nomination of Pierre-Antoine Vacheron as new CEO to reposition Worldline



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# Q&A



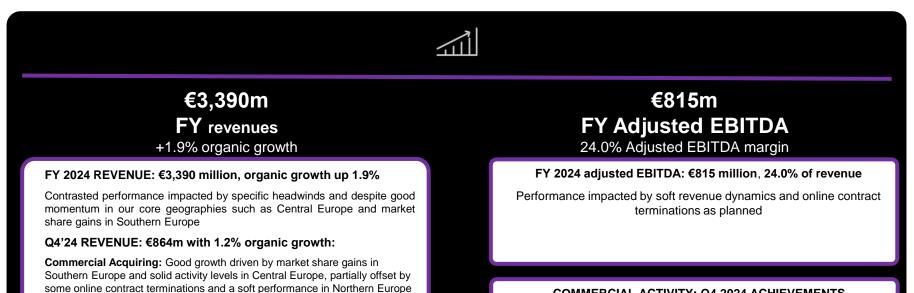


# Appendices



## **MERCHANT SERVICES**

Q4 & FY 2024 highlights



COMMERCIAL ACTIVITY: Q4 2024 ACHIEVEMENTS





### WORLDLINE MV//

good activity in Turkey

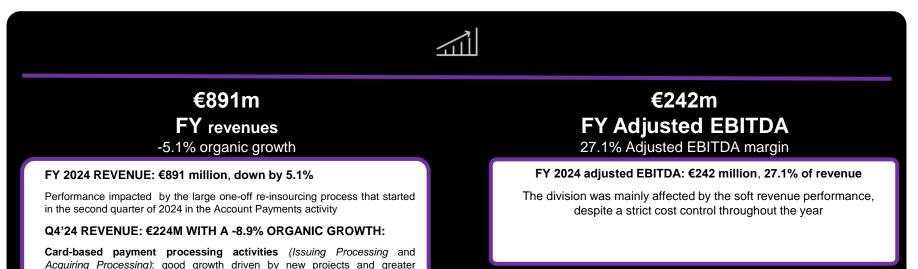
verticals

Payment Acceptance: Solid growth driven by the recovery of some online

Digital Services: Decline as a result of hardware delivery delays offsetting

## **FINANCIAL SERVICES**

Q4 & FY 2024 highlights



COMMERCIAL ACTIVITY: Q4 2024 ACHIEVEMENTS



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demand. notably in Finland

overall

Netherlands

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Digital Banking: sales lower year-on-year as greater activity in Sanctions Securities and Monitoring solutions was more than offset by lower volumes

Account Payments: the one-off re-insourcing of a large client drove a

significant decline in sales as expected, while the dynamic was good in the

## **MOBILITY & E-TRANSACTIONAL SERVICES**

## Q4 & FY 2024 highlights



**Omnichannel interactions:** Good growth thanks to increased Contact volumes in France more than offsetting slightly lower sales in Iberia

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CHARGÉ DES

TRANSPORTS

TRANSPORT FOR WALES

# FY'24 acquiring MSV development

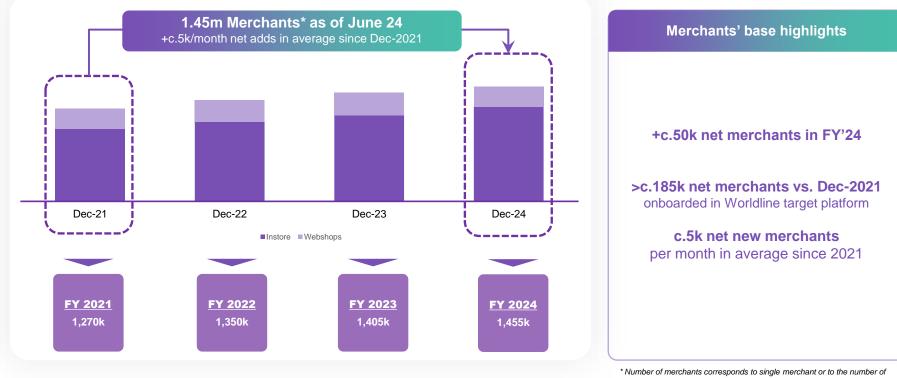


\* Rolling 3-week average transaction volumes in euro millions on acquiring activities

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# MS acquiring merchants' base development

c.50k new merchants in FY'24 reaching 1.45 million



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\* Number of merchants corresponds to single merchant or to the number of stores if a single merchant owns several stores and is proforma including Axepta, Handelsbanken and Eurobank since December 2021, Banco Desio in 2024 and excluding ANZ and CCB still in migration process

## NR to NNR bridge and impacts on adjusted EBITDA

	Revenue							
In € million	FY 2024 Published	Schemes & Partners fees	FY 2024 Net Net	FY 2023 Published*	Schemes & Partners fees	FY 2023 Net Net	OG% FY Published	OG% FY Net Net
Merchant Services	3,390	(894)	2,496	3,326	(821)	2,504	+1.9%	-0.3%
Financial Services	891	(9)	882	940	(10)	929	-5.1%	-5.1%
Mobility & e-Transactional Services	351		351	344		344	+2.1%	+2.1%
Revenue	4,632	(903)	3,729	4,609	(831)	3,777	+0.5%	-1.3%

\* at constant scope and exchange rates

		Adjusted EBITDA						
In € million	FY 2024 Published	(on Published	%margin (on Net Net Revenue)	FY 2023 Published*	(on Published	%margin (on Net Net Revenue)	OG% FY Published	OG% FY Net Net
Merchant Services	815	24.0%	32.7%	850	25.5%	33.9%	(150) bps	(126) bps
Financial Services	242	27.1%	27.4%	274	29.1%	29.4%	(201) bps	(205) bps
Mobility & e-Transactional Services	68	19.4%	19.4%	48	14.0%	14.0%	+541 bps	+541 bps
Corporate	-54	-1.2%	-1.2%	-59	-1.3%	-1.3%	+12 bps	+12 bps
Adjusted EBITDA	1,070	23.1%	28.7%	1,112	24.1%	29.4%	(101) bps	(72) bps

\* at constant scope and exchange rates

Schemes & Partners fees = scheme fees + kickbacks PM03 + full buy-rate

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## EBITDA to Ajusted EBITDA & Operating margin to Adjusted EBITDA

(In € million)	12 months ended December 31, 2024	12 months ended December 31, 2023
Operating margin	687	790
+ Depreciation of fixed assets	350	298
+ Net book value of assets sold/written off	7	4
+/- Net charge/(release) of pension provisions	10	(1)
+/- Net charge/(release) of provisions	17	19
Adjusted EBITDA	1,070	1,110
Rationalization and associated costs (from other operating income and expense)	(233)	(63)
Integration and acquisition costs	(88)	(143)
EBITDA	750	905



## Net income to normalized net income reconciliation

(In € million)	12 months ended December 31, 2024	12 months ended December 31, 2023
Net income - Attributable to owners of the parent	(297)	(817)
Other operating income and expenses (Group share)	509	1 444
Financial loss on fair value of preferred shares (Group's share)	349	-
Tax impact on unusual items	(124)	(105)
Normalized net income - Attributable to owners of the parent	434	521



# Leverage ratio bridge excluding and including IFRS16

		Net Debt			
In € million	2022	2023	2024		
Net Debt	2,202	1,811	1,610		
Lease liability	326	345	402		
Net debt including lease liability	2,528	2,156	2,012		
Group leverage ratio excluding lease liability	1.9x	1.6x	1,5x		
Group leverage ratio including lease liability	2.2x	1.9x	1,9x		



## **Unlevered Free Cash Flow to Free Cash Flow reconciliation**

In € million	FY 2024	FY 2023
Adjusted EBITDA	1 070	1 110
Capital expenditures	(282)	(333)
Lease expenditures (Lease under IFRS16)	(117)	(106)
Change in working capital requirement	(72)	(19)
Cash from operation	600	653
Taxes paid	(141)	(102)
Rationalization & associated costs in other operating income	(163)	(52)
Integration and acquisition costs	(88)	(143)
Other changes*	(10)	2
Unlevered Free Cash Flow	198	358
Income (cost) of net financial debt	3.3	-2.9
Free Cash Flow	201	355

\*Other changes include other operating income and expense with cash impact (excluding reorganization, rationalization and associated costs, integration costs and acquisition costs), and other financial items with cash impact, net long term financial investments excluding acquisitions and disposals



# THANK YOU

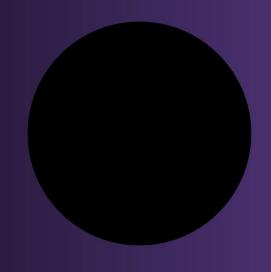
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