



Q1 2023 Revenue

April 26th, 2023

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Revenue organic growth and Operating Margin before Depreciation and Amortization (OMDA) improvement are presented at constant scope and exchange rate. OMDA is presented as defined in the 2021 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. 2022 objectives are expressed at constant scope and exchange rates and according to Group's accounting standards.

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Q1'23 Highlights

Gilles Grapinet
Group CEO

Q1 2023 highlights

Steady Growth in MS reaching +12.6% in Q1'23



Performance driven
by commercial acquiring activities

Strong commercial dynamics
(market share gains and volumes growth)

Enter into exclusive discussions with Crédit Agricole*



Objective to create a major player
in the attractive French payment market

Contemplated creation of a joint company
fully operational early 2025

FS and MeTS performance fully as expected



FS delivers in line
with anticipated full year trajectory

Soft start for MeTs as planned
on a high comparison basis

Solid start of 2023



Guidance 2023
fully confirmed

2024 trajectory
reiterated

** Contemplated project subject to both parties' works council consultation and to corporate authorizations and customary regulatory approval*

Q1'23 MS commercial activity

Ongoing instore and online dynamics in merchants wins and upsells

Wins with large new clients and partners

Upsells with existing clients and partners

Instore
Omnichannel



Worldline & SoftPOS embedded solution including pre and acquiring capabilities on SoftPOS acceptance platform



Partnership with Worldline instore acceptance integrated into Oracle Micros Symphony & available in Oracle Cloud marketplace



Strategic partnership including Worldline eCom acceptance coupled with acquiring capabilities in Merchant's PMS



P2PE (Point-to-Point Encryption) leveraging Worldline acceptance network



Self check-out solutions coupled to Worldline acceptance network



Partnership with Wallee acting as payment facilitator for Worldline acquiring and DCC capabilities contracts

Online
X-Border



TravelHub solution with BSP processing (Billing & Settlement) and eCom



European Card acceptance for consumer base in Europe



Partnership including Worldline payment orchestration product coupled with Finshark open banking solutions



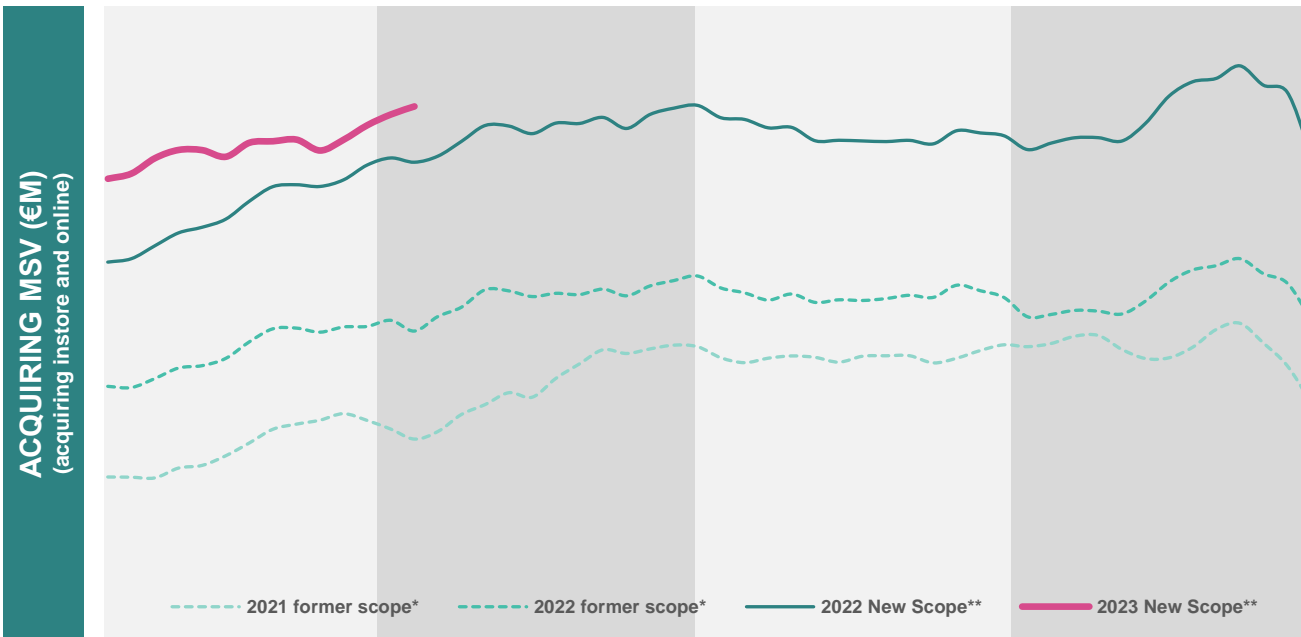
Implementation of additional one-time payment solution



Partnership including Worldline payment orchestration platform solution managing Card and APM

Steady acquiring MSV growth in Q1 2023

Double-digit growth and promising start of Q2 2023



NB: Rolling 3-week average transaction volumes in euro millions on acquiring activities

(*) Former scope: Excluding ANZ, Axepta and Eurobank

(**) New scope: Including ANZ, Axepta and Eurobank

**Strong MSV growth
in Q1'23**

Worldline own acquiring MSV Q1'23

€100bn

+13% vs 2022

**Transaction volumes fueled by
both instore and online**

Instore MSV +11% vs 2022

Online MSV +19% vs 2022

**Beginning of Q2'23
still in a solid trajectory driven
by instore and online**

Q1'23 FS and MeTS commercial activity

Solid dynamic in new wins and partnerships to feed future growth

FS wins & partnerships



BNP PARIBAS

Solution combining the electronic signature of SEPA mandates with Open Banking-based account validation to reduce SEPA Direct Debit fraud



Contract to handle card issuing and processing in Norway, Germany and Austria



Strategic partnership for financial institutions and merchants in CEE combining Worldline FS capabilities (acquiring & issuing processing, account payment and digital services) and Printec payment platform

FS wins & partnerships



Omnichannel cloud contact center based on Worldline Contact solution to manage 11 million customer phone calls per year



Multiyear contract for the development and operation of a Media Management System (MMS) for eTicket Germany, managing cryptographically secured ticket information



Crédit Agricole strategic partnership

Marc-Henri Desportes
Deputy Group CEO

An attractive French market to deploy innovative payment solutions

Expansion of Worldline footprint in the largest payment market in Continental Europe

2nd largest economy
in Continental Europe

Largest payment market
in Continental Europe
c.€700bn MSV

Sizeable and growing
addressable market



High cash penetration
40% of payment volumes

Solid domestic scheme
CB scheme capturing c.80% of card transaction volumes

Strong momentum
in digital payments

**Unmatched market opportunity
so far untapped at scale in acquiring by Worldline**

NB: Contemplated project subject to both parties' works council consultation and to corporate authorizations and customary regulatory approval

Complementary strengths to create a major player in France

A perfect fit between a banking leader and a payment leader



Leading payment player in France (issuing + acquiring)
with 12bn payment transactions

Strong distribution network through 39 Crédit Agricole
regional banks and LCL bank

More than **16,000 banking advisors**

Deep know-how
of French merchants' ecosystem

**Large banking network
and established positions**



Global leader in payment services in Europe
with > €320bn acquiring MSV and 1.2m merchants

Best-in-class digital payment and products
with all-in-one & verticalized solutions

Strong direct sales and marketing capabilities

Global reach and scale
allowing competitive cost structure

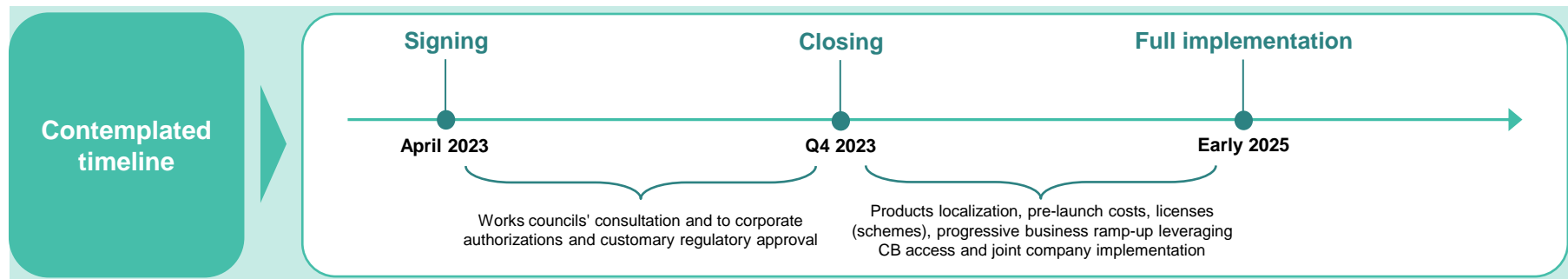
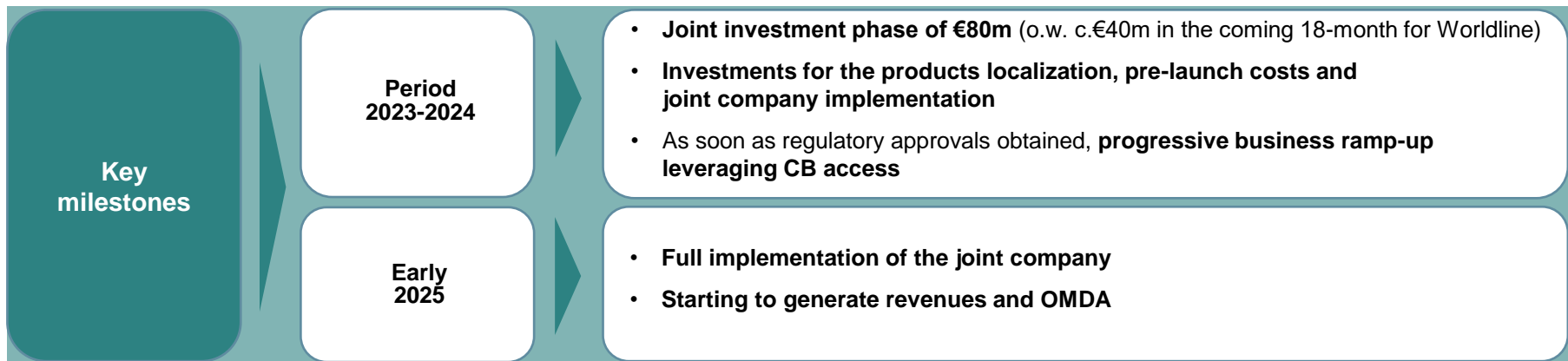
**State-of-the-art payment technology
& business expertise**

**Create value to merchants
with the ambition to grow 2x the market**

NB: Contemplated project subject to both parties' works council consultation and to corporate authorizations and customary regulatory approval

Key milestones of the strategic partnership

A well-defined path towards full operationalization of the joint company early 2025



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Key take-aways

A landmark transaction for the Group



Powerful access
to an attractive market



New long term growth engine
through Worldline payment technology expertise
and Crédit Agricole distribution network



Flagship partnership
with one of the largest European banking Group



Worldline financial flexibility preserved
major joint company created through
a balanced business contribution

NB: Contemplated project subject to both parties' works council consultation and to corporate authorizations and customary regulatory approval



Q1'23




Financial performance

Grégory Lambertie
Group CFO

Q1 2023 financial performance

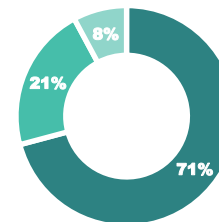
Global business lines overview and revenue building blocks

Q1 2023 Group Revenue

(in €m)	Q1 2023	Q1 2022*	Organic Growth
Merchant services 	758	673	+12.6%
Financial services 	228	223	+2.3%
MeTS 	84	84	0.0%
Worldline	1,070	980	+9.2%

* At constant scope and March 2023 YTD average exchange rates

Q1 2023 Group Revenue / GBL

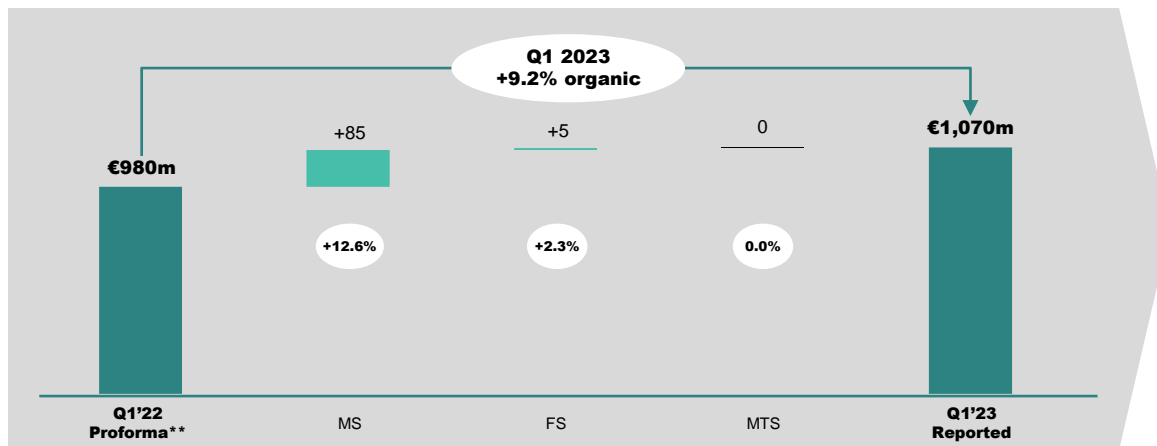


Q1 2023 dynamics

Solid growth in Merchant Services to 12.6%
fueled by payment volumes both instore and online
in commercial acquiring activities

Financial Services up 2.3%,
with good commercial developments

Mobility & e-Transactional Services stable
with a good underlying growth but impacted by the
re-insourcing of a French Telco contract as expected



Digital Payments
for a Trusted World

** Q1 2022 revenue at constant scope and exchange rates

Merchant Services

Q1 2023 highlights



€758m revenues
+12.6% organic growth

Solid performance led by a steady growth in transaction volumes in both instore and online

- **Commercial Acquiring:** Strong double-digit growth with almost all geographies and customer segments contributing. Very good start of newly integrated Italian and Greek activities fueled by new customers onboarding and steady cash-to-card conversion
- **Payment Acceptance:** Single digit growth led by Global Sales & Vertical. While benefitting from a continuous recovery of travel related verticals (existing business and new wins), digital commerce still faced to the impact of the stop of Russian activities this quarter
- **Digital Services:** Mid-single digit growth with a solid performance in our key countries related to retailers' activities

Financial Services and Mobility & e-Transactional Services

Q1 2023 highlights

Financial Services



€228m revenues
+2.3% org. growth

Q1 performance in line with expected full year trajectory xxx

- **Card-based payment processing & acquiring:** Positive performance driven by good dynamics in Benelux, France and Finland (improved transaction volumes) and the project ramp-up of the ING contract
- **Digital Banking:** Soft performance with a good dynamic in France (volumes increase and new business), offsetting a softer performance in the Netherlands
- **Account Payments:** Solid growth with strong volumes in Germany
- Overall **significant pipeline of new projects**

Mobility & e-Transactional Services



€84m revenues
Flat org. growth

Solid underlying growth mainly offset by the re-insourcing of a secured mail telco operator contract end of H1'22, leading to an **overall flat performance in Q1'23**

- **Trusted Digitization:** Steady double-digit growth driven by France (strong volumes from energy subsidies) and new projects
- **e-Ticketing:** High-single digit growth fueled by increased volumes in transportation and ramp-up of Weca contract signed in Q4'22
- **e-Consumer & Mobility:** Organic decline related to the re-insourcing of a telco operator contract in France but strong commercial activity with despite new contracts signed (SNCF)



Q1'23

Key take-aways

Gilles Grapinet
Group CEO

Key take-aways

Solid start of the year to execute our 2023 guidance and beyond

Solid start of 2023 executing our strategic roadmap

MS solidly anchored in the double-digit growth territory with market share gains

FS and MeTS delivering as per plan with growth acceleration expected in H2

Steady commercial performance

Strong commercial successes in MS and double digit-growth in MSV

Several new wins in FS and MeTS to feed future growth

Market consolidation

Expansion of our distribution channel & products in France with Crédit Agricole*

Flexibility preserved to convert upcoming sizeable opportunities



FY 2023 guidance confirmed

* Contemplated project subject to both parties' works council consultation and to customary regulatory approval

FY 2023 guidance





Q&A

Thank you

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