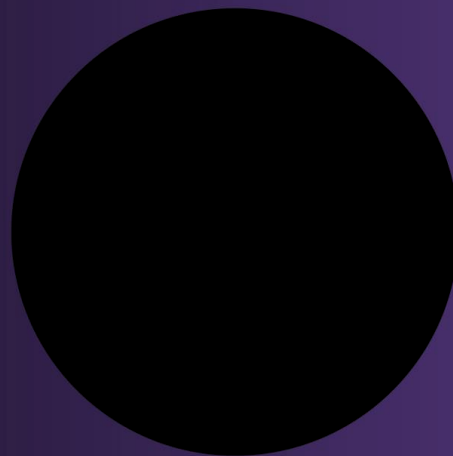


# Q3 2024 REVENUE

October 30<sup>th</sup>, 2024



# 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 filing number: D.24-0377.

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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# Q3'24 HIGHLIGHTS

**Marc-Henri  
Desportes**  
Group CEO

# KEY HIGHLIGHTS

## REBOUND & REFOCUS

### RESILIENT CORE BUSINESS WITH SOLID FUNDAMENTALS

**Resilient organic growth  
in our core geographies**

**Accelerated costs rationalization  
supported by Power24**



### REPOSITION AND ACCELERATE WORLDLINE'S PROFILE

**Management actions in  
place addressing  
specific challenges**

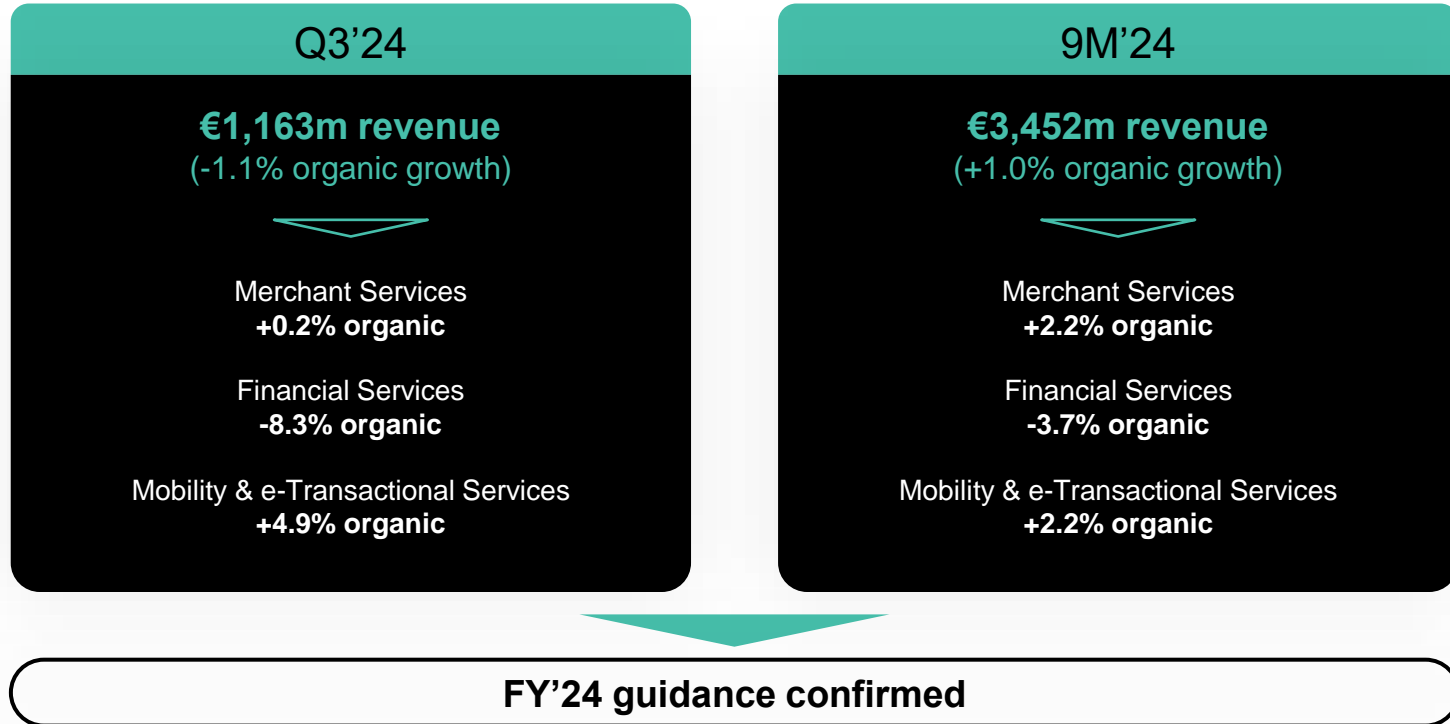
**Investment focused on core  
products and growth  
accelerators**

**Portfolio pruning  
on some peripheral  
assets**

# KEY FINANCIAL HIGHLIGHTS

A soft Q3'24 already reflected in the FY'24 guidance

All objectives confirmed



# FOCUS ON MERCHANT SERVICES

Resilient underlying performance since beginning 2024  
with attractive growth opportunities going forward

## REBOUND & REFOCUS

### NEW MANAGEMENT

Paul Marriott-Clarke  
as new Merchant Services leader  
Deep online and payment market  
background

### NEW ORGANISATION

Two dedicated Go-to-Market  
divisions  
Strong focus  
on customer centricity

### INVESTMENT IN GROWTH ACCELERATORS

SMBs  
New distribution  
partners  
Value added services

ENTERPRISE  
Market reach  
expansion  
Product roll-out

### MANAGEMENT ACTIONS ON SPECIFIC CHALLENGES

PACIFIC  
Local leadership  
change  
Repricing actions

ONLINE VERTICALS  
Customer onboarding  
acceleration  
Volume ramp-up of already  
signed customers

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

# WORLDLINE / OPP: INNOVATIVE PLATFORM & MARKETPLACE SOLUTION

## Launch of innovative Embedded Payments solution in Europe

### Embedded Payments covering full ecosystem revenue



Global Online Acceptance



Full Acquiring capabilities

Embedding infrastructure

Pay-in Gateway

Pay-in / Pay-out Acquirer

### Full suite of products capabilities in One solution



Pay-in



Pay-out



KYC  
(Merchants)



Split  
payments



Escrow



Refunds

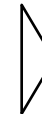


Support  
& Mediation



Interfaces  
(white-label)

- Simple offer
- Easy to integrate
- Flexible, secure and scalable



The right plug-and-play offering for platforms and marketplaces

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

## Management actions on organization and product development

### FINANCIAL SERVICES

**New commercial dynamic  
in execution**

**Pipeline conversion improvement  
reaching c.50%**

**Best-in-class  
issuing products**

**Cloud-based instant payment  
solutions roll-out**

**Financial Services back to growth in H2'25  
after annualizing re-insourcing impacts**

### MOBILITY & E-TRANSACTIONAL SERVICES

**New leadership team  
since end-2022**

**Product based organization  
implemented**

**Leveraging Mobility As-A-Service  
and new e-ticketing systems**

**AI implementation  
on Customer-Center-As-A-Service**

**MeTS continuous growth fueled by  
products expansion and innovation**



**Q3'24**  
**FINANCIAL**  
**PERFORMANCE**

**Grégory Lambertie**  
Group CFO

# Q3 & 9M 2024 FINANCIAL PERFORMANCE

## Global business lines overview

### Q3 2024 Group Revenue

(in €m)	Q3 2024	Q3 2023*	Organic growth (Published Revenue)	Organic growth (NNR)
Merchant services	867	865	+0.2%	(2.7)%
Financial services	211	230	(8.3)%	(8.2)%
MeTS	85	81	+4.9%	+4.9%
<b>Worldline</b>	<b>1,163</b>	<b>1,176</b>	<b>(1.1)%</b>	<b>(3.4)%</b>

\*at 2024 constant scope and exchange rates

### Q3'24 organic performance

**+0.2%**  
Merchant Services  
organic growth

**(1.1)%**  
Group  
organic growth

### 9M 2024 Group Revenue

(in €m)	9M 2024	9M 2023*	Organic growth (Published Revenue)	Organic growth (NNR)
Merchant services	2,525	2,471	+2.2%	+0.7%
Financial services	668	694	(3.7)%	(3.6)%
MeTS	259	253	+2.2%	+2.2%
<b>Worldline</b>	<b>3,452</b>	<b>3,418</b>	<b>+1.0%</b>	<b>(0.2)%</b>

\*at 2024 constant scope and exchange rates

### 9M'24 organic performance

**+2.2%**  
Merchant Services  
organic growth

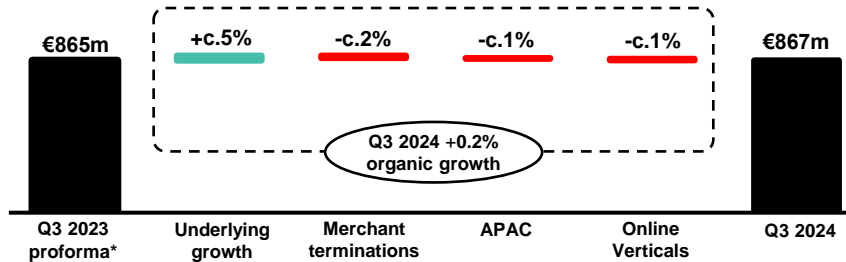
**+1.0%**  
Group  
organic growth

# MERCHANT SERVICES

## Q3'24 building blocks

### KEY HIGHLIGHTS

#### Q3'24 revenue bridge



#### Q3'24 commercial wins

<b>APPART'CITY</b> One-stop-shop solution (Acquiring / DCC / gateway)	 Digital wallet acceptance	<b>avantida</b> by E2OPEN	Primary PSP (China & xBorder processing)
 Expansion of processing services to distribution partners	 Share of wallet expansion	<b>ZEELOOL</b>	Primary PSP for geo expansion in the US

\*at 2024 constant scope and exchange rates

### Q3'24 BUSINESS DYNAMICS

#### RESILIENT ORGANIC GROWTH IN OUR CORE GEOGRAPHIES

- **Strong dynamic in southern Europe** driven by market share gains
- **Steady growth in Central Europe** with a solid performance in Germany and Switzerland
- **Relative softness in Northern Europe** in line with the beginning of the year

#### MANAGEMENT ACTIONS FOCUSED ON SPECIFIC CHALLENGES

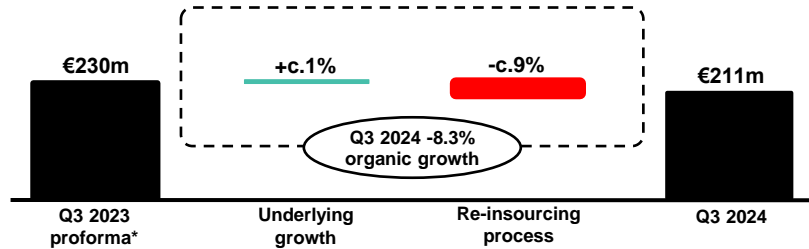
- **New management and repricing** initiatives in APAC
- **Onboarding acceleration** of already signed new merchants

# FINANCIAL SERVICES

## Q3'24 building blocks

### KEY HIGHLIGHTS

#### Revenue bridge



#### Q3'24 commercial wins



Cloud-based Instant Payment allowing the bank to comply with the new IP regulation in Europe



Fist customer on WL open platform card solution (Paysuite) featuring issuing, acquiring, authorization, switching and routing



Upgrade of BP's Fleet Card Authorization system

\*at 2024 constant scope and exchange rates

### Q3'24 BUSINESS DYNAMICS

#### GROWTH EXCLUDING ONE-OFF RE-INSOURCING EFFECT FUELED BY NEW COMMERCIAL DYNAMIC

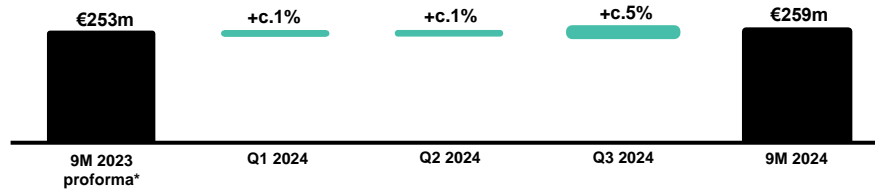
- **Strong growth on Card based activities** driven by a steady performance in Issuing processing
- **Account Payment underlying growth > 1%** excluding the one-off re-insourcing effect
- **Soft activity in Digital banking** due to decreased volumes as in H1'24

# MOBILITY & E-TRANSACTIONAL SERVICES

## Q3'24 building blocks

### KEY HIGHLIGHTS

#### Revenue bridge



#### Q3'24 commercial wins



Partnership extension on advanced Contact solution with AI integration



Digitalization of social aid tracking, distribution, payment and citizen support



Renewal of WL Contact contract for BNPP retail banking and insurance entities in Europe

\*at 2024 constant scope and exchange rates

### Q3'24 BUSINESS DYNAMICS

#### CONTINUOUS GROWTH ACCELERATION SINCE THE BEGINNING OF THE YEAR

- **Solid traction in Trusted Services** fueled by key products in e-education and e-health
- **Soft activity in Transport & Mobility** related to lower activity in the sector
- **Omnichannel Interactions performance** fueled by strong volumes

# A LEANER ORGANIZATION REINFORCING A SOLID FINANCIAL STRUCTURE

Power24  
in full  
execution

Power24 right sized  
to accelerate Worldline profile  
in coming years

Implementation  
cash costs unchanged  
at €250m

€220m run-rate  
cash costs savings  
confirmed in 2025

FCF  
improvement  
path

Capex containment and  
Working Cap normalization

Capex expected in the low €300m in 2024,  
with **stable trajectory in EUR terms**  
from 2025 and onwards

WCR expected at c.€50-60m outflow in  
2024, **trending towards zero**  
going forward

Integration & Rationalization  
costs decrease

**Integration & rationalization costs**  
(excl. Power24) to **structurally go down in**  
2024 and onwards

Costs will reach  
**below 1% of revenues in coming years**

Solid financial  
structure

**Strong liquidity**  
> €1bn cash after Sept. 2024 bonds repayment  
€1.1bn undrawn RCF maturing in 2029

**No short-term debt maturities**  
**Commitment to solid IG rating with target**  
leverage ratio of c.1.5x\*

\*Leverage ratio including IFRS16 debt (leases) as described in appendices

# FY 2024 GUIDANCE CONFIRMED

**c. 1%**

Organic growth

**c. €1.1bn**

Adjusted EBITDA

**c. €0.2bn**

Free Cash-Flow

# KEY TAKE-AWAYS

**Marc-Henri  
Desportes**  
Group CEO



# KEY HIGHLIGHTS

## REBOUND & REFOCUS

### RESILIENT CORE BUSINESS WITH SOLID FUNDAMENTALS

**Resilient organic growth  
in our core geographies**

**Accelerated costs rationalization  
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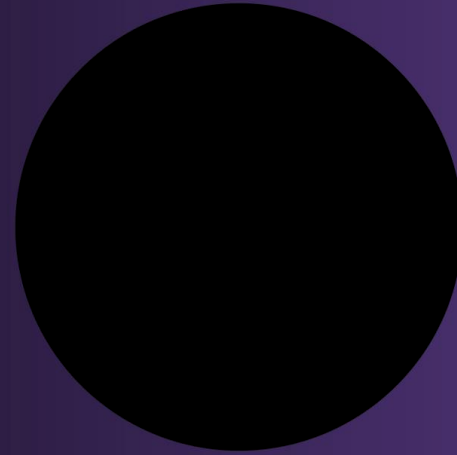
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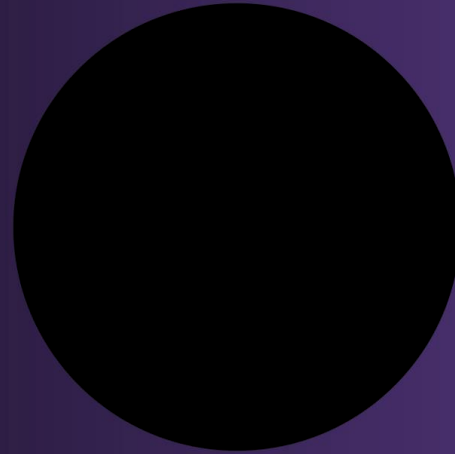
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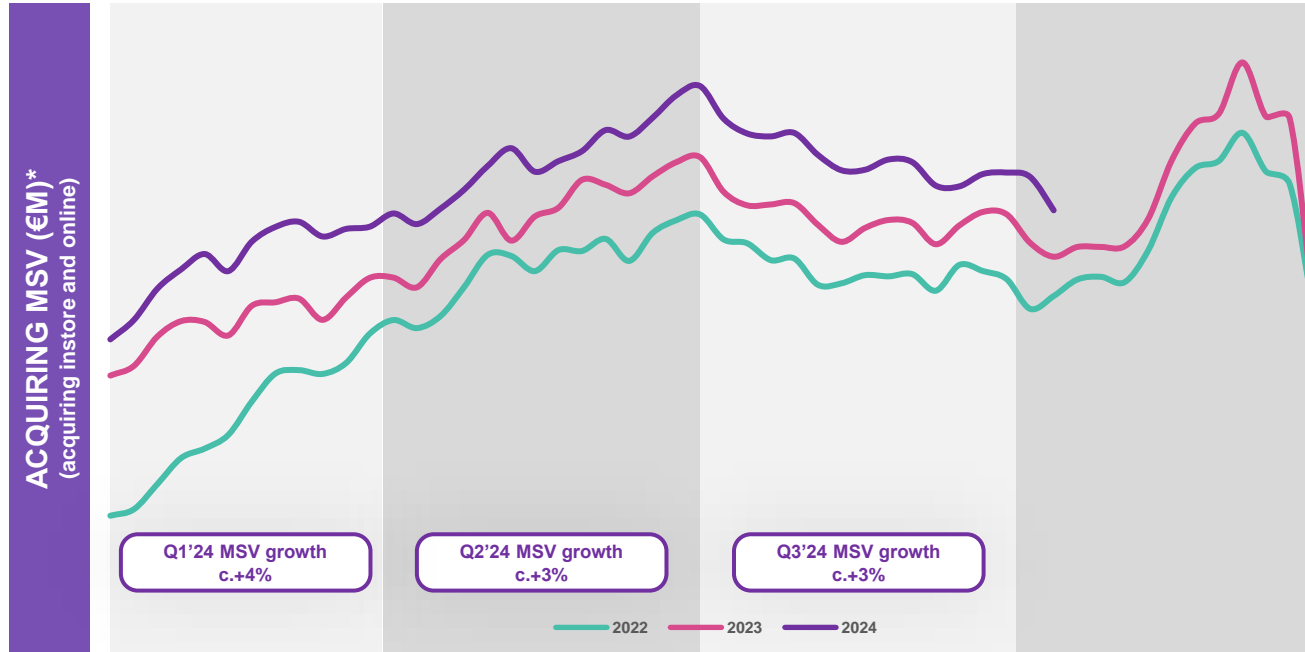
# Q&A



# Appendices



# 9M'24 acquiring MSV development



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

**c.€365bn MSV**  
in 9M'24

**c.+4%**  
**MSV growth vs 9M'23**

**c.€135bn MSV**  
in Q3'24

**c.+3%**  
**MSV growth vs Q3'23**

# NR to NNR bridge

## Revenue

<i>In € million</i>	Q3 2024 Published	Schemes & Partners fees	Q3 2024 Net Net	Q3 2023 Published*	Schemes & Partners fees	Q3 2023 Net Net	OG% Q3 Published	OG% Q3 Net Net
Merchant Services	867	(238)	629	865	(218)	647	+0,2%	(2,7)%
Financial Services	211	(2)	209	230	(3)	227	(8,3)%	(8,2)%
Mobility & e-Transactional Services	85		85	81		81	+4,9%	+4,9%
<b>Revenue</b>	<b>1,163</b>	<b>(240)</b>	<b>923</b>	<b>1,176</b>	<b>(221)</b>	<b>955</b>	<b>(1,1)%</b>	<b>(3,4)%</b>

\* at constant scope and exchange rates

<i>In € million</i>	Ytd Q3 2024 Published	Schemes & Partners fees	Ytd Q3 2024 Net Net	Ytd Q3 2023 Published*	Schemes & Partners fees	Ytd Q3 2023 Net Net	OG% Ytd Q3 Published	OG% Ytd Q3 Net Net
Merchant Services	2,525	(660)	1,865	2,471	(618)	1,853	+2,2%	+0,7%
Financial Services	668	(7)	661	694	(8)	685	(3,7)%	(3,6)%
Mobility & e-Transactional Services	259		259	253		253	+2,2%	+2,2%
<b>Revenue</b>	<b>3,452</b>	<b>(666)</b>	<b>2,785</b>	<b>3,418</b>	<b>(626)</b>	<b>2,792</b>	<b>+1,0%</b>	<b>(0,2)%</b>

\* at constant scope and exchange rates

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

# Leverage ratio bridge excluding and including IFRS16

<i>In € million</i>	Net Debt		
	2022	2023	2024 H1*
<b>Net Debt</b>	<b>2,202</b>	<b>1,811</b>	<b>1,696</b>
Lease liability	326	345	376
<b>Net debt including lease liability</b>	<b>2,528</b>	<b>2,156</b>	<b>2,072</b>
Group leverage ratio excluding lease liability	1.9x	1.6x	1.5x
Group leverage ratio including lease liability	2.2x	1.9x	1.9x

*\*on an LTM basis*

# THANK YOU

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