

Q1 2018 revenue

Tuesday, April 24th 2018

Worldline

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- Revenue organic growth is presented at constant scope and exchange rates. 2018 objectives have been considered with exchange rates as of December 31, 2017.
- Global Business Lines include Merchant Services (in Argentina, Belgium, Brazil, Czech republic, France, Germany, India, Luxembourg, Malaysia, Poland, Spain, Sweden, The Netherlands, United Kingdom, USA), Financial Services (in Belgium, China, Estonia, Finland, France, Germany, Hong Kong, Indonesia, Italy, Latvia, Lithuania, Luxembourg, Malaysia, Singapore, Spain, Taiwan, The Netherlands and the United Kingdom.), and Mobility & e-Transactional Services (in Argentina, Austria, Belgium, Chile, China, France, Germany, Spain, The Netherlands and United Kingdom).
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Highlights

first quarter 2018

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Gilles Grapinet

CEO Worldline

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Very good start of the year

Very good start of the year with 5.8% revenue organic growth

Solid business momentum and operational performance:

- Good transaction **volume growth** in Financial Services and confirmed double digit volume growth of Merchant Services in India and in Central Europe;
- Successful **go to market** of Worldline's latest innovations in the three Business lines

Confirmation of the **very strong commercial momentum** of the company and significant progress in payment outsourcing opportunities for European banks

All 2018 objectives confirmed

Reminder 2019 ambition

REVENUE

Between 5% and 7% organic growth for the full year

6% to 8% for 2019

OMDA

Between 22% and 23% (1)

Above 23% in 2019 (1)

FREE CASH FLOW

Between € 200 million and € 210 million, including c.€20 million of synergy implementation costs

€230 million to €245 million

(1): Based on revenue accounted for under IFRS15

Revenue

first quarter 2018

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Eric Heurtaux
CFO Worldline

Worldline

Constant scope and exchange rate figures reconciliation

<i>In € million</i>	Revenue					Q1 2017*
	Q1 2017	IFRS 15	Internal transfers	Scope effects	Exchange rates effects	
Merchant Services	122.9	-0.3	-0.5	+9.5	-1.7	130.0
Financial Services	168.3	-2.5	-	+3.7	-0.7	168.8
Mobility & e-Transactional Services	83.1	-6.0	+0.5	-	-3.8	73.8
Worldline	374.3	-8.7	0.0	+13.1	-6.1	372.7

* At constant scope and March 2018 YTD average exchange rates

Revenue performance by Global Business Line

	Revenue		
<i>In € million</i>	Q1 2018	Q1 2017*	% Growth
Merchant Services	138.1	130.0	+6.3%
Financial Services	178.4	168.8	+5.7%
Mobility & e-Transactional Services	77.6	73.8	+5.1%
Worldline	394.1	372.7	+5.8%

* At constant scope and March 2018 YTD average exchange rates

35%
Merchant
Services



20%
Mobility
& e-Transactional
Services



45%
Financial Services



Revenue performance by Global Business Line

+6.3%*

Merchant Services



- Strong growth in **Merchant Payment Services**:
 - Strong revenue growth in Commercial acquiring in Continental Europe;
 - Solid double digit growth in India (+20% terminals managed);
 - Slow down of payment terminal services (product range changes).
- Good performance of **Merchant Digital Services** thanks to Private Label Cards & Loyalty Services in Spain and in France.

+5.7%*

Financial Services



- **Acquiring Processing**: increased number of transactions and high project activity;
- Strong volumes, ramp-up of Instant Payment projects in **Accounts Payments**;
- Good volume growth in **Issuing Processing**;
- New e-Brokerage projects fueling growth in **Digital Banking**.

+5.1%*

Mobility & e-Transactional Services



- Double digit growth in **Trusted Digitization**: strong momentum in France thanks to new contracts signed in 2017;
- Growth in **e-Consumer & Mobility** fueled by Connected Living activities in Germany and in Iberia;
- **e-Ticketing**: good business growth in Latin America offset by lower project revenue in the United Kingdom.

* Organic growth rate, at constant scope and March 2018 YTD average exchange rates

Commercial & operational performance

first quarter 2018

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Marc-Henri Desportes
General Manager Worldline

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Robust transaction volume growth during the first quarter

+24%
ACS transactions

+6%
Number of issuing transactions

+12%
SEPA mandates managed

+5%
Number of non-card transactions

+ 40%
iDeal transactions

Number of payment terminals managed
+20%>

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Main Q1 2018 signatures



Merchant Services

Key achievements & business update

- Confirmed success of **Worldline's commercial acquiring packaged offers**
- **Merchant ewallet** sold to a major French appliance retailer
- Launch of **Total eWallet**
- Various large **commercial acquiring contracts renewed** (India, Belgium)



Financial Services

Key achievements & business update

- **Large issuing processing contracts renewals** (German, Dutch banks)
- 3 new contracts for **Worldline Issuing in 1-click** solution
- Implementation of **equensWorldline ASPSP-solution** for **7 North-European banks**
- **Worldline Digital Banking Platform solution** rewarded during the PayFORUM 2018 ("API" category)
- EquensWorldline's **Instant Payment** solution chosen by De Volksbank



Mobility & e-Transactional Services

Key achievements & business update

- First **Open Payment** solution for public transport in France (Dijon)
- Worldline and Bureau Veritas announced the launch of the **food chain traceability solution Origin**, built on blockchain technology.
- **ANCV**: secured digital platform to transition from paper vouchers

First commercial successes of our new offering

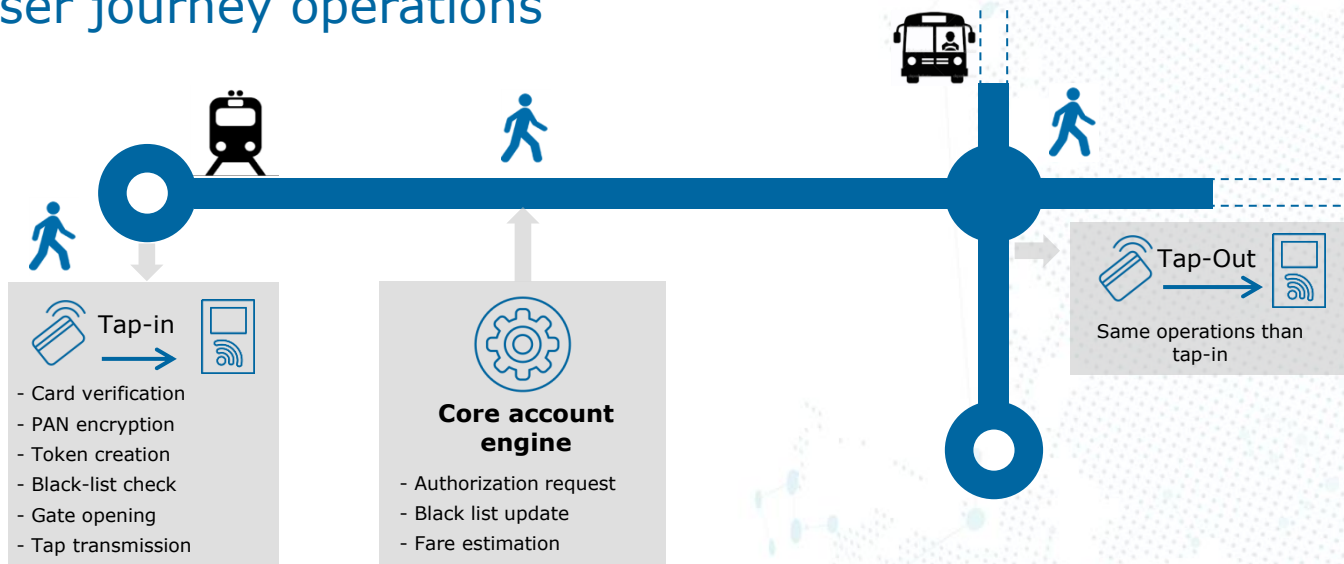
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Marc-Henri Desportes
General Manager Worldline

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Worldline payment Tap 2 Use

User journey operations



User portal

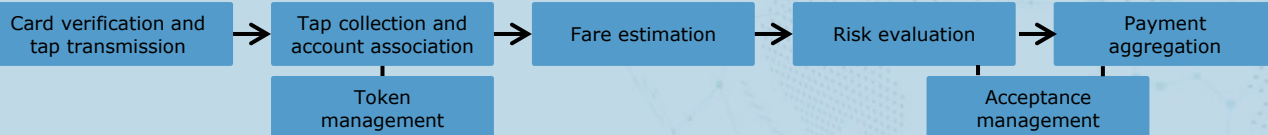
- Payment statement
- Print receipts
- Fulfill specific tariff



Core account engine

- Journey completion
- Final price computing
- Transactions aggregation
- Payment issuing

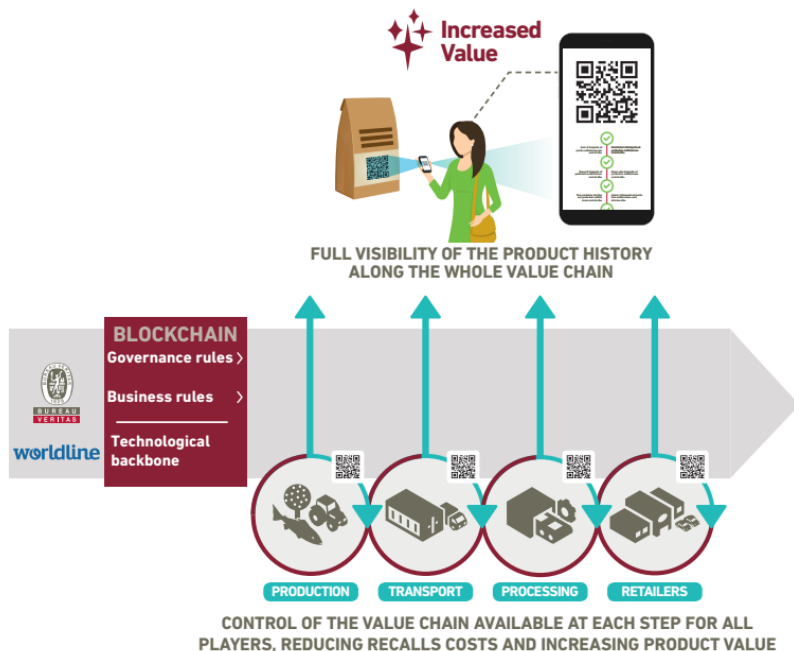
Business process



User account management

Ticketing system legacy management

Blockchain-based bureau Veritas food traceability solution: the first food traceability based on blockchain



WHAT IF CONSUMERS COULD VERIFY THE TRACEABILITY OF ANY PRODUCT?

origin is the 1st food traceability claim that provides consumers with proof of product history

- Increase your product value
- Control your value chain
- Reduce your recall costs

Conclusion

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Gilles Grapinet
CEO Worldline

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Key take aways

- ✓ **Very good start of the year**, with an organic revenue growth well distributed between the three Business Lines and confirmation of all full year 2018 objectives.
- ✓ **Acceleration of the very positive commercial trends** already reported in H2 2017 and significant progress in payment outsourcing opportunities for European banks.
- ✓ **Successful go-to-market** of Worldline latest innovations.
- ✓ **M&A:** the Group stays particularly active on various M&A opportunities related to its major strategic priority to be the leading European payment industry consolidator.

Q&A session

first quarter 2018

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Gilles Grapinet
CEO Worldline

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Thank you

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