

# Worldline

## Q3 2016 revenue

Wednesday, October 19<sup>th</sup> 2016

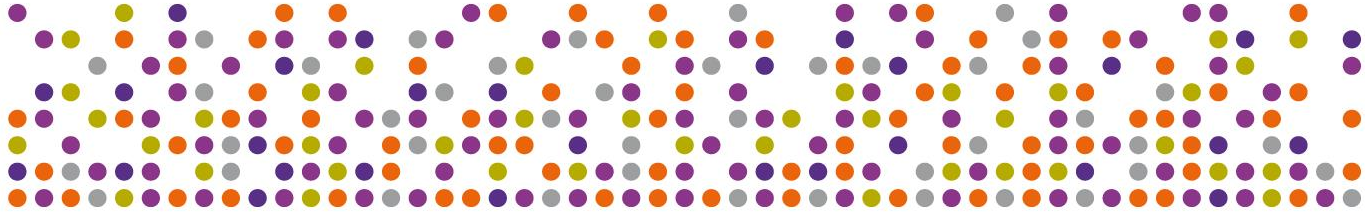


**worldline**  
e-payment services



# 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 April 28, 2016 under the registration number: R.16-031 and its update filed on August 4, 2016 under the registration number D.16-0288-A01.
- Revenue organic growth is presented at constant scope and exchange rates. 2016 objectives have been considered with exchange rates as of December 31, 2015.
- Global Business Lines include Merchant Services & Terminals (in Belgium, France, Germany, India, Luxembourg, Spain, The Netherlands and the 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 the United Kingdom).
- 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 2016

Gilles Grapinét, Chief Executive Officer





## Q3 2016 key figures

**€ 294.3m**

+0.2% organic

*Revenue*

**€ 1.7bn**

1.4 years  
of revenue

*Backlog*

**€ 40.1m**

*Free cash  
flow*



# Q3 2016 key messages

**Q3** growth performance and cash generation **fully in line with full year objectives**

**A stronger worldline** after the successful closing of the acquisitions of Equens, KB and Paysquare

**Day-One readiness** secured during Q3 for **immediate execution of integration and synergy plans**

equensWorldline: A major industrial combination creating the new pan-European leader in financial processing



**> 250**  
*banking*  
*clients*



**c. 100 million**  
*cards under*  
*management*



**c. 10 billion**  
*Payment*  
*transfers*  
*processed per year*



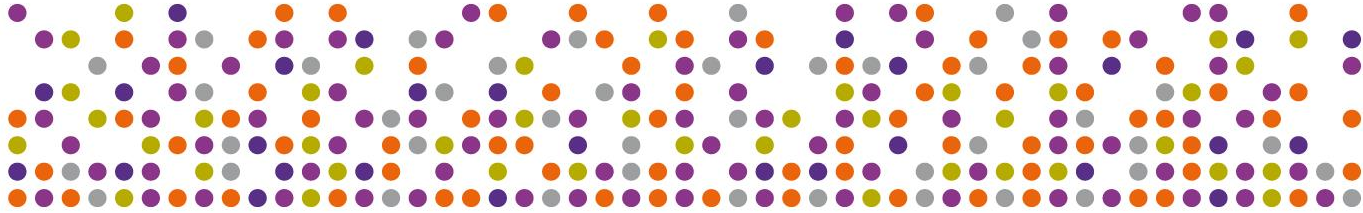
**c. 7.5 billion**  
*POS & ATM*  
*transactions*  
*processed per year*

# Commercial Acquiring positions reinforced in fast growing markets following the acquisitions of PaySquare and KB SmartPay



- A true pan-European footprint
- Stronger leadership of Worldline in the Netherlands with **PaySquare**
- Very interesting position in promising markets:
  - **Germany and Poland** **PaySquare**
  - **Czech Republic** with  **KB** | **SmartPay**





# revenue

## third quarter 2016

Bruno Vaffier, Chief Financial Officer





# Constant scope and exchange rate figures reconciliation

<i>In € million</i>	Revenue			
	Q3 2015 statutory	Exchange rates effect	Q3 2015*	Q3 2016 actuals
Merchant Services & Terminals	98.6	-1.9	96.7	101.6
Financial Processing & Software Licensing	103.5	-0.4	103.1	107.6
Mobility & e-Transactional Services	103.5	-9.6	93.9	85.1
<b>Worldline</b>	<b>305.6</b>	<b>-11.9</b>	<b>293.7</b>	<b>294.3</b>

\* At September 2016 constant scope and average exchange rates

# Q3 2016 revenue per GBL

In € million	Revenue Q3			
	Q3 2016	Q3 2015*	Var.	% Growth
Merchant Services & Terminals	101.6	96.7	+4.9	+5.0%
Financial Processing & Software Licensing	107.6	103.1	+4.5	+4.4%
Mobility & e-Transactional Services	85.1	93.9	-8.8	-9.3%
<b>Worldline</b>	<b>294.3</b>	<b>293.7</b>	<b>+0.6</b>	<b>+0.2%</b>

\* At Septembre 2016 constant scope and average exchange rates



## Merchant Services & Terminals

- Consistent growth in *Payment Terminals* supported by international expansion;
- Solid volume increase in *Commercial Acquiring*, with a less favorable price mix than in H1.



## Financial Processing & Software Licensing

- Good volume growth in France and in India in *Acquiring Processing*;
- *Issuing Processing*: strong activity in Authentication services and volume growth on core issuing processing services.



## Mobility & e-Transactional Services

- Double digit revenue growth excluding VOSA and RADAR, solidly in line with previous quarters;
- Very strong momentum in the three divisions *e-Consumer & Mobility*, *e-Ticketing* and *e-Government Collection*;
- Reported growth affected as planned by the termination of the VOSA contract from the end of Q3 2015 and of the RADAR contract mid-June 2016.

# September 2016 YTD revenue per GBL

In € million	Revenue 9 months			
	Sep YTD 2016	Sep YTD 2015*	Var.	% Growth
Merchant Services & Terminals	311.7	288.8	+22.9	+7.9%
Financial Processing & Software Licensing	315.7	302.0	+13.7	+4.5%
Mobility & e-Transactional Services	281.8	282.8	-1.0	-0.4%
<b>Worldline</b>	<b>909.1</b>	<b>873.5</b>	<b>+35.6</b>	<b>+4.1%</b>

\* At Septembre 2016 constant scope and average exchange rates



## Merchant Services & Terminals

- Strong revenue growth contribution from *Commercial Acquiring*, driven by steady volume growth and positive price/volume mix in particular during the first half;
- Successful international expansion of *Payment Terminals*, pursuing solid growth since the start of the year.



## Financial Processing & Software Licensing

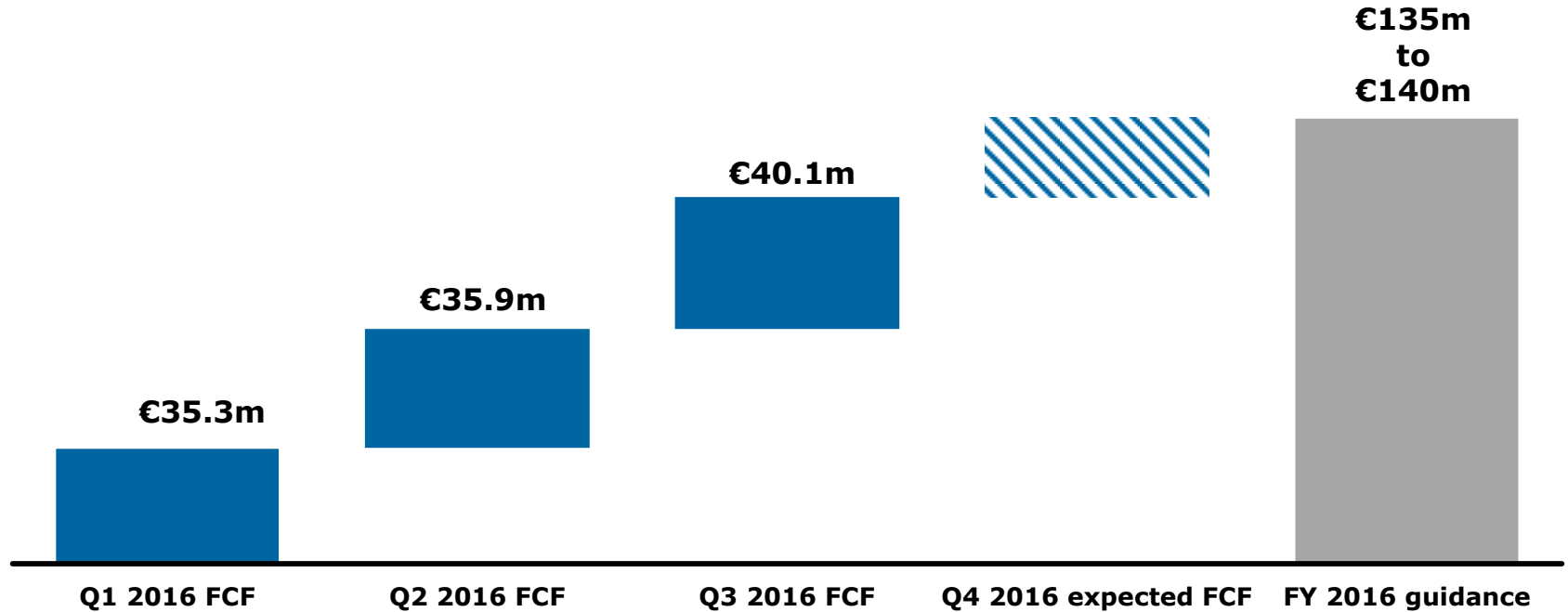
- All four divisions contributing to the revenue growth of the first 9 months of the year;
- Good volume growth in France and in India in *Acquiring Processing*;
- *Issuing Processing*: strong activity in payment security related services (Trusted Authentication, ACS, etc.) and volume growth on core issuing processing services.

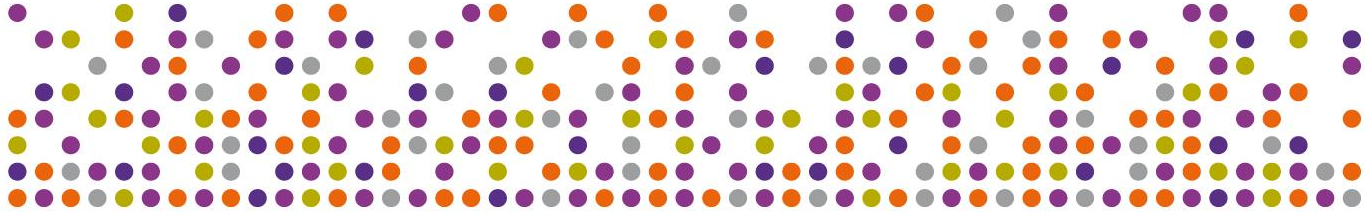


## Mobility & e-Transactional Services

- Reported growth affected as planned by the termination of the VOSA contract from the end of Q3 2015 and of the RADAR contract mid-June 2016;
- Except for these two contracts, strong business development in *e-Government collections*;
- Double digit growth in *e-Ticketing* and in *e-Consumer & Mobility*.

# Free Cash flow well in line with the objectives for the full year





**commercial & operational**  
**performance**  
third quarter 2016  
Marc-Henri Desportes, General Manager



# Q3 2016 signatures

## Confirming the quality of Worldline's product roadmap



### Merchant Services & Terminals

#### Key achievements And business update

- **Pan-European e-acquiring contract with Pizza Hut**
- **Transit fare mobile payment system** for a large french municipality
- **Worldline Store acceptance** solution chosen by **Franprix Leader Price**
- Launch of an internet payment offer based **on Sips for SMEs in the UK**



### Financial Processing & Software Licensing

#### Key achievements And business update

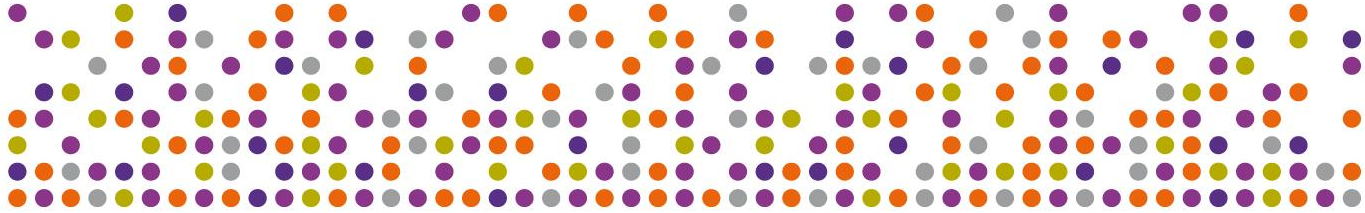
- **International expansion of Worldline's authentication solution** to leading French, German, Danish and Philippine banks
- Worldline's **Payment Modulator** chosen by **Union Bank of India**
- **Launch of "Issuing in a click"** targeting small to mid-sized issuers



### Mobility & e-Transactional Services

#### Key achievements And business update

- **Cross-channel convergence "Contact" solution** sold to a large French health insurer
- **Usage base insurance program "Pay-How-You-Drive"** signed with a **large German car manufacturer**
- Trusted Digitization sold to **GIP Renater** in France (**nationwide secured personal document access platform** for mid and high school students)



# **Equens, Paysquare & KB Smartpay integration** third quarter 2016

Marc-Henri Desportes, General Manager





# Reminder of Equens' financial processing activities

## Cards services

c. 50%

### Business description

#### Full service portfolio:

- Acquiring processing
- Issuing processing

- Bank-specific **back-office processing** and **interbank clearing** (SEPA and domestic mass-payments)
- And **related connectivity services**
- Additional back-office processing

### Major Clients



# Equens Integration is started

## New company equensWorldline live since October 1<sup>st</sup>, 2016

**New organization** is in place and operational as of Day 1

**16** integration streams

- **9** business streams
- **7** efficiency streams

**Fully operational as of Day-1**  
in continuation of pre-closing works



Very detailed **roadmap**



**Immediate launch of execution** by equensWorldline management with the full support of the Worldline Group



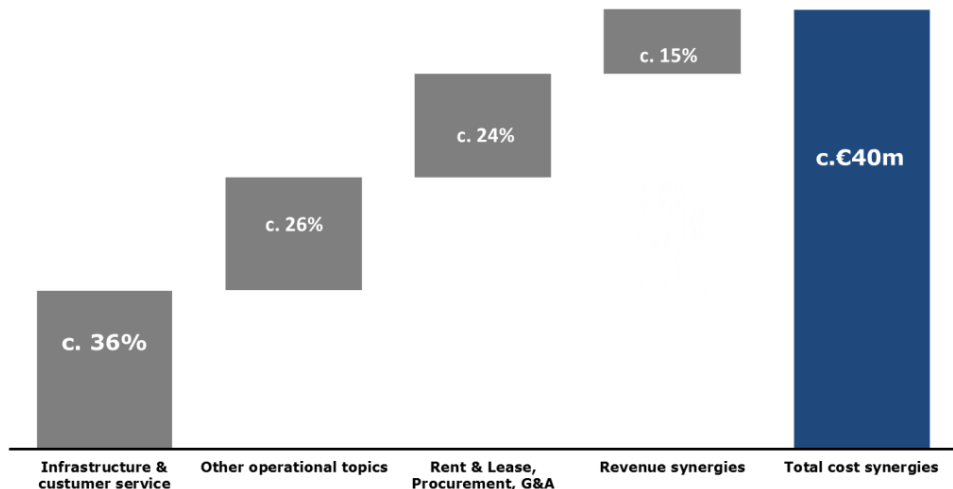
**Leveraging** Worldline and Atos group proven integration **methodologies**



**Full confirmation of the synergy targets**

# Full confirmation of the synergy targets presented in November 2015

## Updated impact of cost and revenue synergies on 2018e OMDA



- **Confirmation of c. € 40 million run-rate OMDA savings from 2018, c. 50% of which as soon as in 2017**
- Synergy **implementation costs** estimated at c. € 40 million from 2016 to 2018
- **Additional run-rate savings by 2021** through application platforms convergence also confirmed for **c. € 15 million p.a.**



# Synergy ambitions fully confirmed around the following core topics

## Infrastructure and cust. service

- **Data center** consolidation and migration
- Consolidation of **application landscape**, in Front Office and Back Office

## Other operational topics

- Worldline **off-shoring** practices
- **Middle management optimization**
- Apply Worldline **delivery methods / ratios**

## Rent & Lease, Procurement, G&A

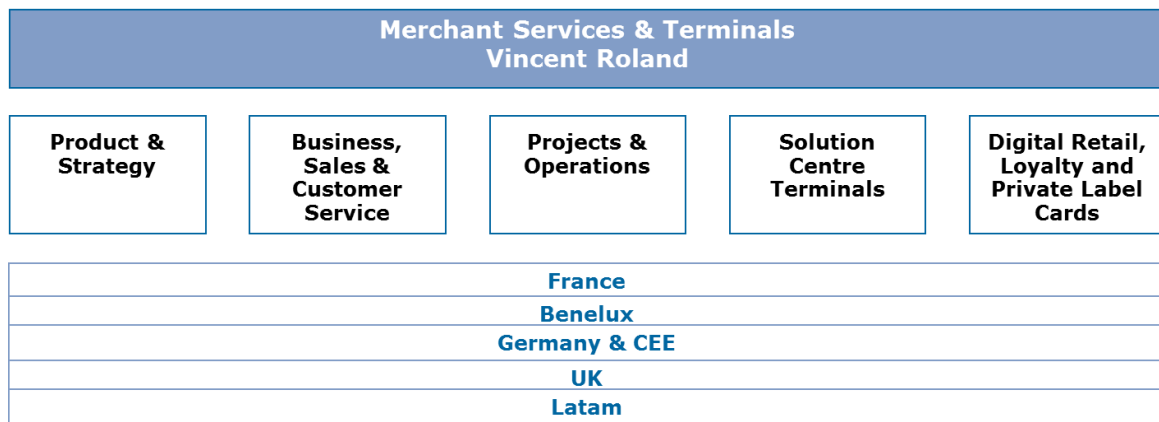
- **G&A : Mutualization** of **support functions** and **back-offices**;
- **Fast scale effects** through purchasing and logistics

## Revenue synergies

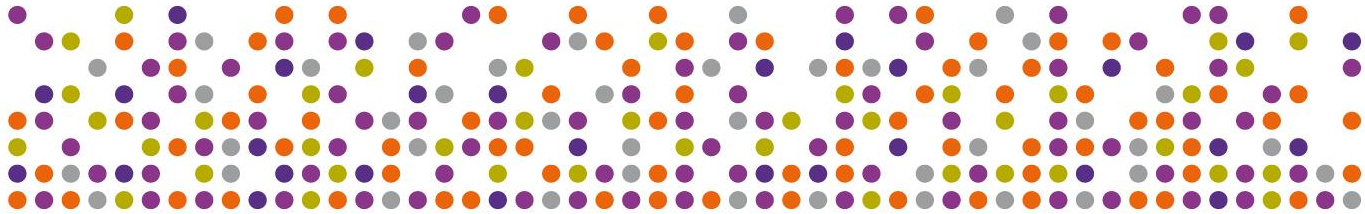
- Leveraging product **portfolio complementarity**
- **Cross-selling** revenues with existing clients
- Worldline's **sales' methodology & processes**

# New Merchant Services global organization

## Leveraging the Paysquare and KB Smartpay acquisitions



- **Vincent Roland**, new Head of the Global Business Line hired
- New **Global organisation** in place
  - **Shifting** further the acquiring business **from local to global**
  - **Reinforced focus on productization**
- **Paysquare and KB Smartpay integration Day-One ready** with a clear roadmap defined around **5 integration streams**



# conclusion

## third quarter 2016

Gilles Grapinét, Chief Executive Officer





## Worldline's FY 2016 objectives fully confirmed with the following Q4 2016 additional contribution from newly acquired companies:

### Revenue

Above +3% on the standalone scope

c. €80 million from acquired businesses

### OMDA %

c.+80 bp vs FY 2015 on the standalone scope

c. €10 million from acquired businesses

### Free cash flow

Between € 135 million to € 140 million on the standalone scope \*

Positive net contribution from acquired businesses

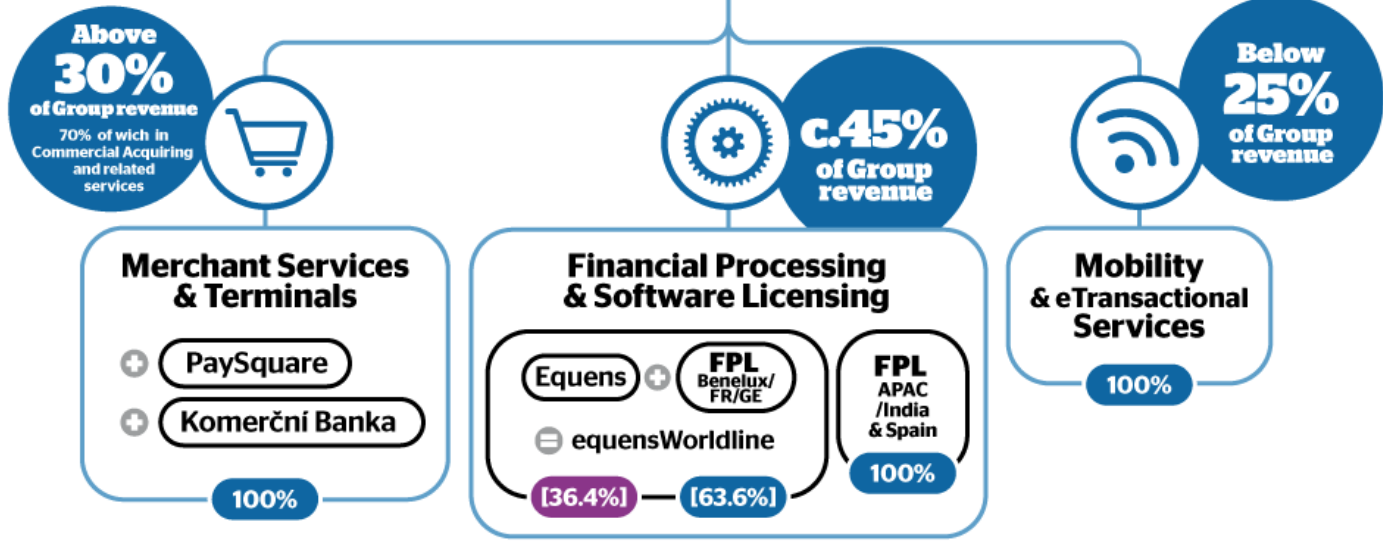
\* Including the exceptional cash-out linked to the Equens transaction costs (c.€12m)



# The new Worldline Group

> €1.5bn  
revenue

**worldline**  
e-payment services



Worldline ownership  
Equens shareholders ownership



# Key take aways



**A stronger Group** after the successful closing of the acquisitions of Equens, KB Smartpay and Paysquare



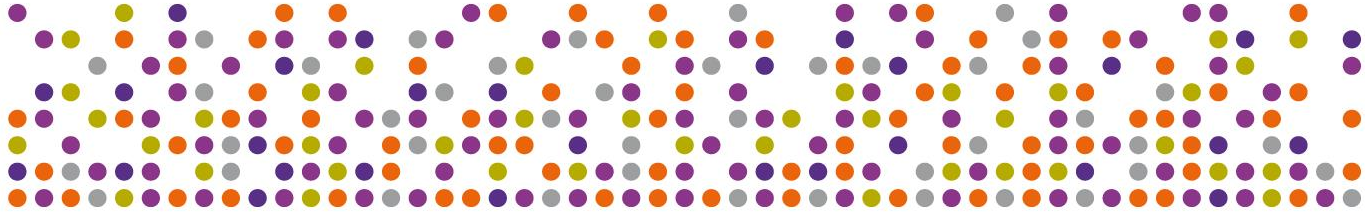
Modification of the company profile with above **75%** Group revenue in Merchant Services and Financial Processing



**Immediate start** of the execution of the **integration programs** with Equens and **full confirmation** of the **synergy** target reaching c. €40m OMDA run-rate from 2018



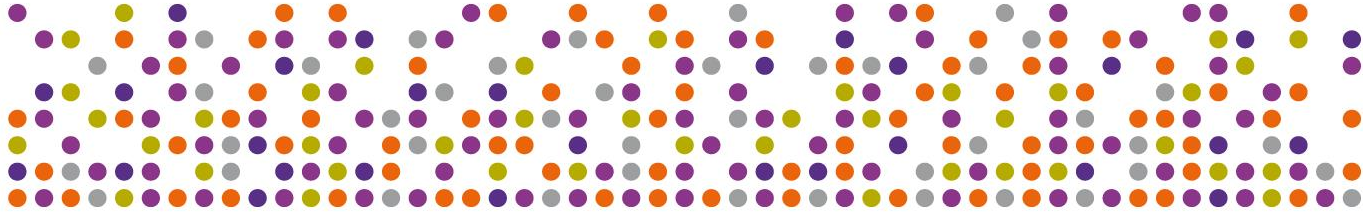
**Confirmed status of Worldline** as a major actor of the consolidation of payment services in Europe



# Q&A session

## third quarter 2016





# Thank you

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