

The background features a stylized world map composed of blue dots, with various colored circles and lines overlaid, suggesting a global network or data flow. The text is prominently displayed in the center.

WORLDLINE

FIRST HALF 2018 RESULTS

Monday, July 23, 2018

FINANCIAL COMMUNICATION

Worldline

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 behaviors. 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 2017 Registration Document filed with the Autorité des Marchés Financiers (AMF) on March 21, 2018 under the filing number: D.18-0163. Worldline does not undertake, and specifically disclaims, any obligation or responsibility to update or amend any of the information above except as otherwise required by law.
- The review procedures on the interim financial information have been performed by the statutory auditors. Their review report is currently being issued.
- Revenue organic growth and OMDA improvement are presented at constant scope and exchange rates and restated for the impacts of IFRS 15. 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).
- This document 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

FIRST HALF 2018

Gilles Grapinet
CEO Worldline

VERY GOOD START OF THE YEAR



H1 2018 results perfectly in line with the full year target



Major new financial processing contract: Commerzbank

Scope:

- **All non-card SEPA;** and
- **Instant payments**
- **Over 10 years**



Extremely strong commercial activity:

- Many **other large outsourcing opportunities**
- **Strong increase of the weighted pipeline**

Worldline
& **SIX**

Closing process of SIX Payment Services on track

Completion expected by the **end of the year**

A VERY GOOD SET OF RESULTS IN H1 2018

Key highlights

€818.6m

+5.8% organic

REVENUE

€179.4m

**21.9%
+120bp**

OMDA

€102.6m

**+16.5%
vs H1 2017**

FREE CASH
FLOW

€73.3m

+20.4% vs H1 2017

NET INCOME

€57.2m

+12.6% vs H1 2017

NET INCOME
GROUP SHARE

Major new organic development with a very large partnership and processing contract signed with Commerzbank

Onboarding and transition of Commerzbank's:

- **Account-to-account** applications and
- **Non-card payment** processing activities

- **10 year contract** (from migration date)
- **All SEPA transactions**
 - Instant Payments,
 - Multi-currency
 - Domestic payments
- **c. +4 billion additional payment transactions / year** (~+33% on existing platform)

Other features:

- **Outsourcing** of the bank's financial messaging **SWIFT** infrastructure
- **Enhancement of the existing card payment infrastructure** (e.g. Google Pay and mobile payment)



Significant **progress in other payment outsourcing opportunities** for European banks

PLANNED ACQUISITION OF SIX PAYMENT SERVICES

Reminder of the key features of the strategic partnership signed on May 15, 2018:

- Worldline to acquire SIX Payment Services (SPS), one of the largest payment service providers in Europe and the DACH region payment champion, for €2.3bn.
- SIX to become a 27% shareholder of Worldline, with Atos retaining a majority stake of 51% in Worldline.
- A fundamental transformation of Worldline's activity leading to a size increase of c.+30%.
- Very significant synergies (€110m expected by 2022) leading to an accretive transaction on EPS* as soon as 2019

Closing of the transaction on track for a completion by the end of the year:

- Filing progress **already ~50% complete**
- Workers' Council information and consultation process **on track**
- **Remaining clearances expected to be obtained in due course**
- General Shareholders' Meeting to be convened **end of Q4 2018**

All pre-integration streams defined and launched

*: Earnings per share, after synergy implementation costs and before PPA amortization

REVENUE

FIRST HALF 2018

Eric Heurtaux
CFO Worldline

Constant scope and exchange rate figures reconciliation

Revenue & OMDA					
<i>In € million</i>	H1 2017	IFRS 15	Scope effects	Exchange rates effects	H1 2017*
Revenue	778.1	-17.6	+26.7	-13.1	774.1
OMDA	153.5	0	+9.8	-3.3	160.0
OMDA %	19.7%				20.7%

* At constant scope and June 2018 YTD average exchange rates, and restated from IFRS 15

H1 2018 Financial performance overview

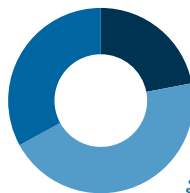
In € million

	Revenue			OMDA		OMDA %		
	H1 2018	H1 2017*	% Organic Growth	H1 2018	H1 2017*	H1 2018	H1 2017*	Var.
Merchant Services	287.4	275.4	+4.4%	61.9	57.5	21.5%	20.9%	+0.7 pt
Financial Services	371.7	346.4	+7.3%	109.5	92.4	29.4%	26.7%	+2.8 pt
Mobility & e-Transactional Services	159.5	152.3	+4.7%	16.4	21.4	10.3%	14.0%	-3.8 pt
Corporate Costs				-8.4	-11.3	-1.0%	-1.5%	+0.4 pt
Worldline	818.6	774.1	+5.8%	179.4	160.0	21.9%	20.7%	+1.2 pt

* At constant scope and June 2018 YTD average exchange rates, and restated from IFRS 15

ORGANIC REVENUE GROWTH +5.8%

35%
Merchant
Services



20%
MeTS



45%
Financial
Services

**+120bp
OMDA**
anticipating
on full year
target

MERCHANT SERVICES



In € million

Revenue
OMDA
% OMDA

Merchant Services		
H1 2018	H1 2017*	% Organic Growth
287.4	275.4	+4.4%
61.9	57.5	
21.5%	20.9%	+0.7 pt

* At constant scope and June 2018 YTD average exchange rates, and restated from IFRS 15

REVENUE:

- **Strong momentum in *Merchant Payment Services*:**
 - Strong revenue growth in Continental Europe: higher volumes of online acquiring and positive price and volume effects in other European countries;
 - Solid double digit growth in India;
 - Despite commercial success of VALINA, temporary slowdown of *Payment Terminal*.
- Slight growth in *Merchant Digital Services*.

OMDA:

- **Good business trends** in Commercial Acquiring;
- **Contributive effect of MRL Posnet** integration; and
- Impacts of **transversal productivity improvement** actions

Partly offset by the lower revenue in payment terminals

FINANCIAL SERVICES



In € million

Revenue
OMDA
% OMDA

Financial Services		
H1 2018	H1 2017*	% Organic Growth
371.7	346.4	+7.3%
109.5	92.4	
29.4%	26.7%	+2.8 pt

* At constant scope and June 2018 YTD average exchange rates, and restated from IFRS 15

REVENUE:

Growth in all 4 business lines, fueled by high project activities:

- *Issuing and Acquiring Processing* supported by **good volume growth combined with high project activity**;
- **Account payments** benefited from strong volume growth and strong project activity for Instant Payments and SWIFT payments; Recognition of a large software license revenue;
- *Digital Banking* growth sustained by **project activities**

OMDA:

- Savings in the cost base (notably **synergies** related to the **equensWorldline integration**);
- **Good business trends** in all four business lines;
- Supported by **software license revenues** and the specific revenue linked to contract renegotiations.

MOBILITY & E-TRANSACTIONAL SERVICES



In € million

Revenue
OMDA
% OMDA

Mobility & e-Transactional Services

H1 2018	H1 2017*	% Organic Growth
159.5	152.3	+4.7%
16.4	21.4	
10.3%	14.0%	-3.8 pt

* At constant scope and June 2018 YTD average exchange rates, and restated from IFRS 15

REVENUE:

- Double digit growth in **Trusted Digitization**: strong momentum in France thanks to new contracts signed in 2017; strong business trends in Latin America;
- Growth in **e-Consumer & Mobility** fueled by Connected Living activities in Germany and in Iberia;
- Despite good business growth in Latin America, significant decrease in **e-Ticketing** revenue, impacted by lower project revenue in the United Kingdom compared with H1 2017

OMDA:

- **End of mature contracts**, partly substituted by new business consisting of ramping-up projects and volumes with a temporarily lower profitability;
- To cope with contract ramp-up challenges, **launch of a strong productivity improvement plan** for H2 2018 and 2019.

Income Statement

(In € million)	6 months ended 30 June 2018	6 months ended 30 June 2017
OMDA	179.4	153.5
Operating margin	129.5	113.7
Staff reorganization	(2.0)	(4.2)
Rationalization and associated costs	(2.5)	(1.2)
Integration and acquisition costs	(13.4)	(7.4)
Equity based compensation	(6.9)	(3.1)
Amortization of intangible assets (PPA from acquisitions)	(8.2)	(6.9)
Other items	(1.1)	(5.2)
Operating income	95.3	85.6
Net Financial income (expenses)	2.2	(4.3)
Income Tax expense	(24.2)	(20.4)
Non-controlling interests and associates	(16.1)	(10.1)
Net income - Group share	57.2	50.8

Key Observations

- **Staff reorganization, integration & associated costs** corresponded mainly to the restructuring costs induced by the recent acquisitions.
- **Integration and acquisition costs:** Equens post-acquisition integration, post integration programs of companies acquired in 2017 and SIX transaction costs.
- **Increase in amortization of intangible assets** reflects the amortization of assets identified in the recently acquired companies
- **H1 2018 effective tax rate** was 24.8% (24.9% FY 2017)
- **Total net income Group share:** +12.6%
- **Normalized EPS Group share (diluted):** +13.7%

Cash flow statement

(In € million)	6 months ended 30 June 2018	6 months ended 30 June 2017
Operating Margin before Depreciation and Amortization (OMDA)	179.4	153.5
Capital expenditures	(45.8)	(50.6)
Change in working capital requirement	12.1	24.1
Cash from operation	145.7	127.0
Taxes paid	(26.6)	(16.6)
Net cost of financial debt paid	(0.6)	(0.4)
Reorganization in other operating income	(2.1)	(3.5)
Rationalization & associated costs in other operating income	(2.5)	(1.0)
Integration and acquisition costs	(10.1)	(7.0)
Net Long term financial investments	(0.6)	(0.6)
Other changes	(0.6)	(9.8)
Free Cash Flow	102.6	88.0
Net material (acquisitions)/disposals	(3.1)	0.7
Capital increase/(decrease)	6.2	5.5
Change in net cash/(debt)	105.7	94.2
Foreign exchange rate fluctuation on net cash/(debt)	(0.7)	(1.8)
Opening net cash/(debt)	309.1	347.7
Closing net cash/(debt)	414.1	440.1

Key Observations

- **Free cash flow** increased by +16.6% in H1 2018 (**FCF/OMDA** conversion of **57.2%**)
- **Capex** includes investment in proprietary software platform for c.€20m
- Positive **change in WCR** reflects the alignment of contractual T&Cs notably for acquired companies
- **Reorganization, integration and acquisition costs** mostly linked to Equens and the companies acquired in H2 2017

Summarized balance sheet

Simplified balance sheet

(In € million)	As at June 30, 2018	As at December 31, 2017
Goodwill	928.3	933.8
Intangible assets	342.4	352.6
Tangible assets	122.4	129.2
Non-current financial assets	37.4	35.4
Deferred tax assets	50.1	52.4
Net non-current assets	1 480.6	1 503.4
Current assets & liabilities	(194.4)	(186.5)
Total equity	(1 508.2)	(1 426.4)
Pension provision	(115.5)	(116.0)
Provisions	(25.9)	(26.2)
Deferred tax liability	(50.7)	(57.4)
Net cash	414.1	309.1

Key Observations

- Change in **goodwill** mostly due to exchange rate fluctuations
- **Net cash position** end of June 30, 2018: € 414 million

COMMERCIAL & OPERATIONAL PERFORMANCE

FIRST HALF 2018

Marc-Henri Desportes
General Manager Worldline

OBSERVATIONS ON LATEST BUSINESS TRENDS

Good acquiring transaction volume

in Europe and the rest of the world (+14%) in an overall dynamic market

Fast growth of alternative payment methods such as SEPA transactions: +10% in the number of SEPA mandates managed

Strong increase in mobile payment platforms with a doubling of e-Wallet payment transactions

Confirmed success of payment security offers such as Trusted Authentication and ACS (altogether: +40%) driven by overall remote payment expansion

OBSERVATIONS ON LATEST BUSINESS TRENDS

Acceleration of the regulatory & compliance pressure on banks triggering new payment outsourcing opportunities

Confirmed market appetite for Instant Payment solutions for merchants and banks

Continued market interest for Open Payment technologies in e-*Ticketing*

Confirmed momentum of fintechs with a lot of interest in our upcoming Hackathon in September

FOCUS ON MERCHANT SERVICES

Key Q2 2018 signings



Major achievements

- New contract signed with **AvailPro**, based on an end-to-end solution in e-Commerce, relying on Worldline Online Payment Acceptance solution.
- New European multi-country acquiring contract with a leading travel management company – **BCD Travel** - with a Nordic focus.
- Large orders received for the **VALINA** unattended payment terminal, in particular for the London shared bike infrastructure.
- An multi-year innovation partnership with **Decathlon**, to enrich the customer experience in store, coupled with the terminals and acquiring contract renewal.
- First go-live of the **VALINA** unattended payment terminal.
- Strong post-acquisition commercial synergies realized with **WL Online Payment Acceptance**.
- First commercial synergies in India with **MRL Posnet Paytivo's** payment terminals sold to historical Worldline India's customers.
- **New petrol sector wallet** awarded by a major fuel card operator.

FOCUS ON FINANCIAL SERVICES

Key Q2 2018 signatures



Major achievements

- New large contract: **Commerzbank** and equensWorldline form a strategic partnership for Payments Processing.
- Worldline's CRISTAL Instant Payments software package sold to the French bank **BRED** for the implementation of its Instant Payment platform.
- 5-year renewal of the payment processing contract with **De Volksbank** (issuing processing, iDeal, Instant payments and multi-currency payment back-office).

M&A Integration

- **Integration of First Data Baltics** well ahead of plan, both in revenue and profitability.

- Based on the now very visible leadership of equensWorldline on its market, **record high level of order entry and pipeline** in all segment from accounts payments to issuing processing and new payment methods.
- **Google Pay** implementation with Commerzbank completing the long list of GAFA, NATUs, BATX related projects.
- equensWorldline appointed as **preferred Standardised Proxy Lookup (SPL)** service by the Mobile Proxi Forum,
 - service designed to allow and operate interoperability between participating mobile peer-to-peer payment solutions.

FOCUS ON MOBILITY & E-TRANSACTIONAL SERVICES

Key Q2 2018 signings



Major achievements

- After the success of Open Payment with Keolis in Dijon, **Worldline Tap2Use** e-Ticketing solution sold to:
 - the **French “Grand Est” Region** for a French-German cross boarder ticketing solution
 - the metropolis of **Amiens**
- New contract in France with **CNSA** pension fund to build and run new services allowing disabled and elderly people to remotely manage their payment benefits.
- **Very strong order entry** recognized in H1 2018.
- Robust commercial activity around the B2C enablement solution **“WL Contact”** in particular with banks in synergy with equensWorldline authentication solutions.
- Very successful Go-to-Market of **Worldline Track & Trace** solution in the context of the implementation of the mandatory **Tobacco Product Directive**.

CONCLUSION

FIRST HALF 2018

Gilles Grapinet
CEO Worldline

H1 2018 KEY TAKEAWAYS



Very successful commercial developments in Financial Services:

- Signing the partnership with **Commerzbank**; and
- **Dynamic pipeline** of very large payment processing outsourcing opportunities



Circa 2 years after its completion, **the merger with Equens** fully demonstrates the scale benefits:

- **Strategic market impact**;
- **Growing pipeline**;
- **Revenue** growth; and
- **Profitability** improvement

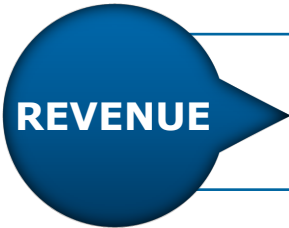


Transaction with SIX expected to procure similar benefits:

- Commercial acquiring **market disruption**
- **Profitability** (€110 OMDA run-rate synergies);
- **Revenue** growth
- Further **strategic developments**.

ALL 2018 OBJECTIVES CONFIRMED

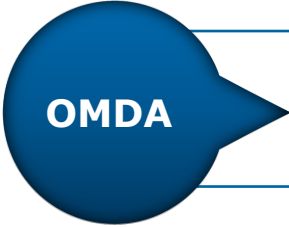
REMINDER 2019 AMBITION



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



**6% to 8%
for 2019**



Between 22% and 23%



**Above 23%
in 2019**



**Between €200 million
and €210 million (1)**



**€230 million
to €245 million**

(1): including c.€20 million of synergy implementation costs and excluding SIX transaction costs

Q&A

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THANK YOU

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