



Q3 2021 Revenue

Tuesday October 26, 2021

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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 2020 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. 2021 objectives are expressed at constant scope and exchange rates and according to Group's accounting standards.

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Highlights

Third quarter 2021

Q3 2021 highlights

NEW GOVERNANCE IN PLACE



Chairman of the Board:
Bernard Bourigeaud
CEO: Gilles Grapinet

STRATEGY TO DIVEST TSS VALIDATED*



TSS divestment fully prepared
Short term scenario:
ongoing sale discussions
progressing as per plan

Q3 2021 REVENUE** IN LINE WITH FULL YEAR TRAJECTORY



Robust organic growth of 8.3%**

2021 OBJECTIVES FOR CONTINUED OPERATIONS** IN LINE WITH FY GUIDANCE



Q3 2021 performance validating
Worldline's central scenario of
a circa double-digit organic growth in H2

* Subject to appropriate social process

** Excluding TSS accounted for under IFRS 5 as discontinued operation

TSS strategic review update

Strategic review process fully in line

**Definition of all the elements necessary
for a fully independent TSS completed**

(carve-out project, commercial & contractual relationships, etc.)

Strategy to divest TSS* validated by the Board of Directors

(move to “Discontinued Operations” accounting principle)

**Priority on short term scenario:
ongoing sale discussions progressing as per plan**

** Subject to appropriate social process*



Q3 & 9M 2021 revenue

Business lines performance
Eric Heurtaux,
Group CFO

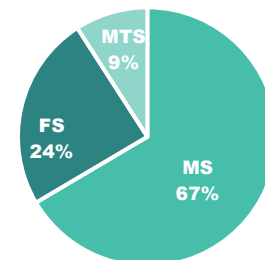
Q3 2021 and 9M 2021 revenue performance

Global Business Lines overview – Continued operations

	Q3 2021 Group revenue		
<i>In € million</i>	Q3 2021	Q3 2020*	Organic growth
Merchant Services	639	585	+9.2%
Financial Services	234	223	+5.0%
Mobility & e-Transactional Services	88	79	+10.9%
Worldline	960	887	+8.3%

* At constant scope and exchange rates

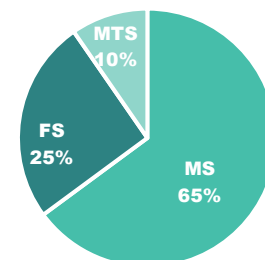
Q3 2021 Group revenue / GBL



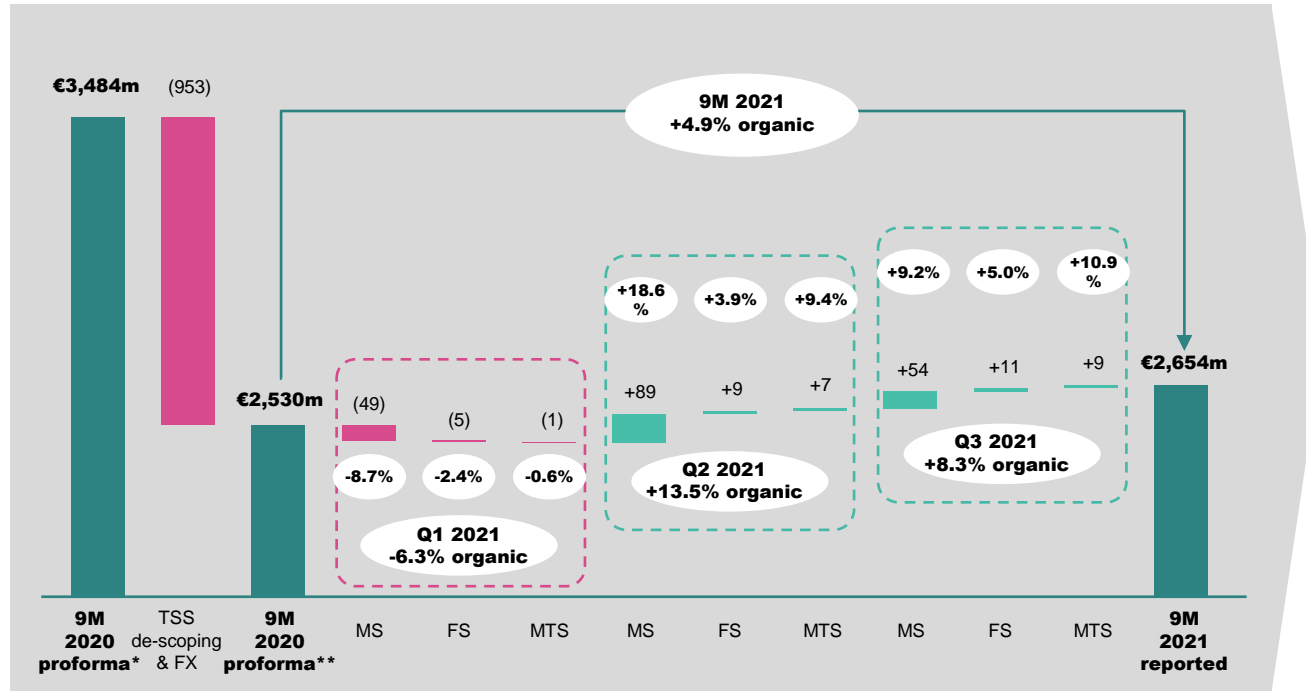
	9M 2021 Group revenue		
<i>In € million</i>	9M 2021	9M 2020*	Organic growth
Merchant Services	1,722	1,629	+5.7%
Financial Services	676	661	+2.2%
Mobility & e-Transactional Services	256	240	+6.5%
Worldline	2,654	2,530	+4.9%

* At constant scope and exchange rates

9M 2021 Group revenue / GBL



9M 2021 revenue building blocks



Steady dynamic in transaction volumes in our key markets

Solid performance in **Merchant Services** led by the positive ongoing dynamic on domestic volumes despite a solid comparison basis

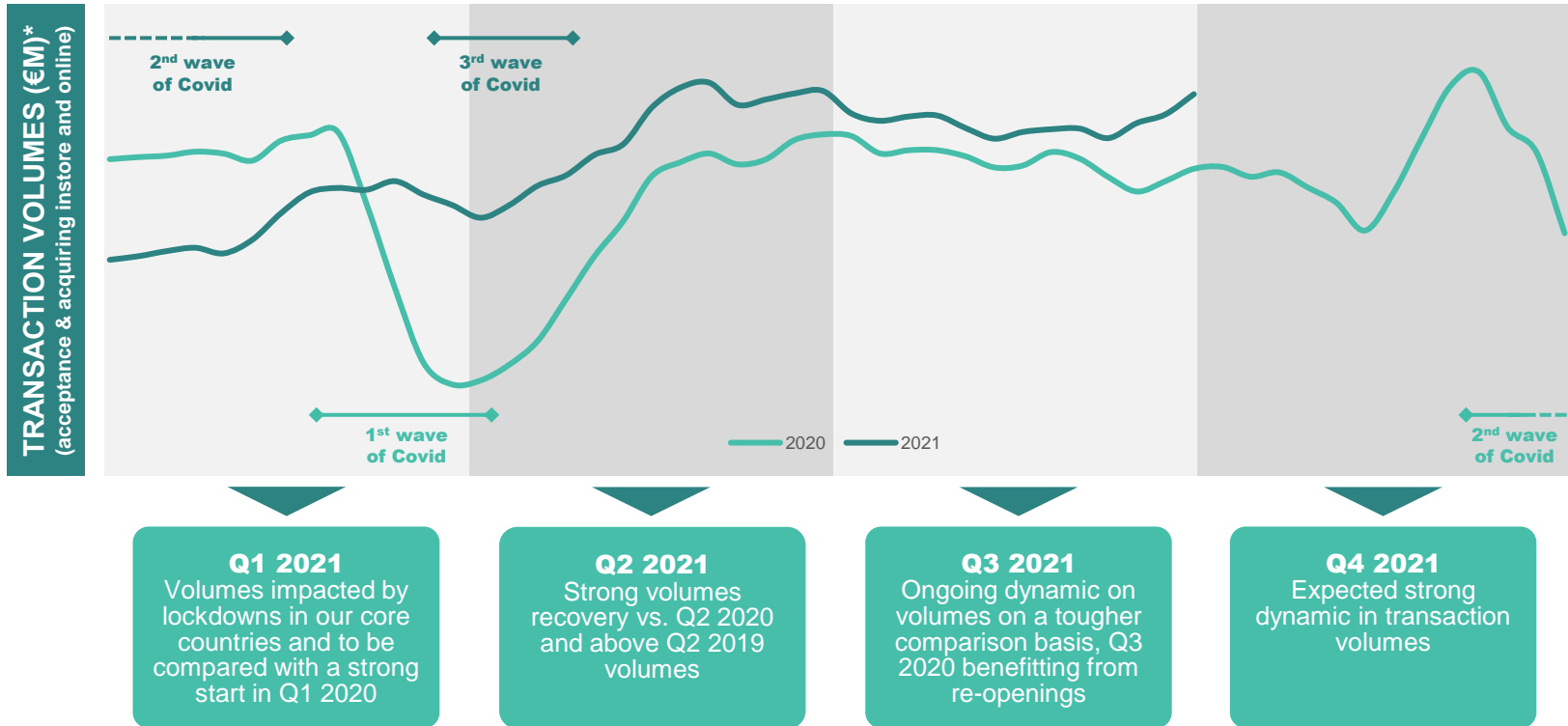
Continued acceleration in **Financial Services** driven by payment flows pick-up and ongoing ramp-up of large outsourcing contracts

Double-digit growth in **Mobility & e-Transactional Services** led by the recovery on transactional revenue and the roll-out of several projects

* 9M 2020 revenue at constant scope and September 2021 YTD average exchange rates (incl. 9-month contribution of Ingenico)

** 9M 2020 revenue at constant scope and September 2021 YTD average exchange rates (excl. 9-month contribution of TSS)

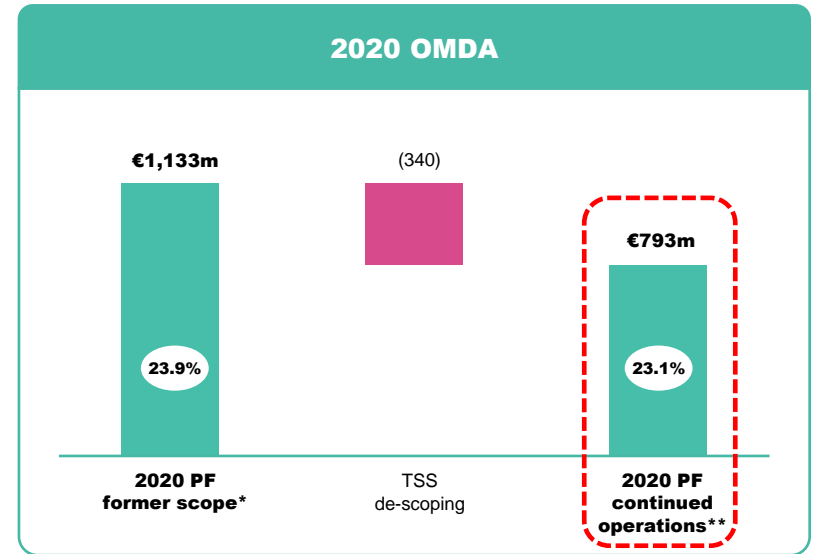
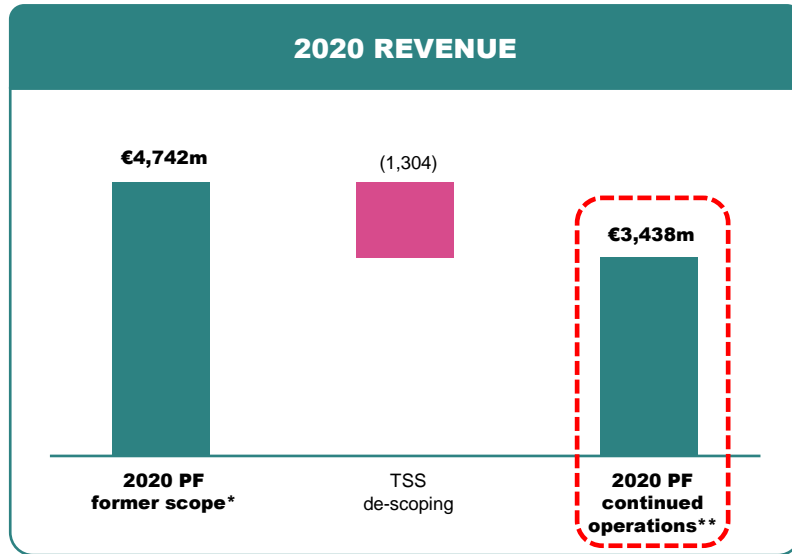
Organic performance fully in line with transactions momentum



* Rolling 2-week average transaction volumes in euro millions on the combined perimeter

2021 guidance – basis of preparation

From 2020 former scope to 2020 continued operations



* 2020 revenue at constant scope and September 2021 YTD average exchange rates (incl. 12-month contribution of Ingenico)

** 2020 revenue at constant scope and September 2021 YTD average exchange rates (excl. 12-month contribution of TSS)

x.x% : OMDA margin

Red dashed box : New basis of 2021 guidance

FY 2021 revenue scenario reminder

H2 2021 underlying trends fully confirmed

H1'2021

- Severe governmental domestic restrictions during Q1'21 including lockdowns of non-essential merchants, curfew and borders' restrictions
- Partial relief of restrictions in the course of H1'21, in particular in Q2'21
- No significant intra-European travels
- No intercontinental travels
- Ramp-up of vaccination campaigns

H2'2021

- Ease of domestic restrictions with end of lockdowns for non-essential merchants, end of curfews and border restrictions
- Intra-European travels fully allowed and progressive return to normal level of travel flows
- No significant intercontinental travels

2021 guidance confirmed for continued operations

	FORMER 2021 GUIDANCE* (including TSS)		2021 GUIDANCE CONFIRMED** (continued operations excluding TSS)
Revenue	At least mid-single digit growth	>	At least 6% organic growth
OMDA	c. +200 bps improvement (vs proforma OMDA margin of 23.9%)	>	above 200 bps improvement (vs proforma OMDA margin of 23.1%)
FCF	c.50% OMDA conversion (Stable versus 2020)	>	c.42% OMDA conversion (Stable versus 2020)

* Based on former 2020 scope including 12-month of Ingenico as presented in slide 10

** Based on new 2020 scope excluding 12-month of TSS as presented in slide 10



Q&A



Appendices

2020 PF revenue - former to new scope bridge

	2020 revenue former scope						FY
	Q1	Q2	H1	Q3	Q4	H2	
Merchant Services	566	478	1 044	585	586	1 171	2 215
Financial Services	221	218	438	223	237	460	898
Terminals Software Services	318	308	627	327	351	677	1 304
Mobility & e-Transactional Services	83	79	161	79	85	164	325
Worldline	1 188	1 082	2 270	1 214	1 258	2 472	4 742

Excluding
TSS

	2020 revenue new scope						FY
	Q1	Q2	H1	Q3	Q4	H2	
Merchant Services	566	478	1 044	585	586	1 171	2 215
Financial Services	221	218	438	223	237	460	898
Mobility & e-Transactional Services	83	79	161	79	85	164	325
Worldline	870	774	1 644	887	908	1 795	3 438

2020 PF OMDA - former to new scope bridge

	2020 OMDA and OMDA margin former scope					
	H1	H2	FY	H1	H2	FY
Merchant Services	219	308	527	21,0%	26,3%	23,8%
Financial Services	130	151	281	29,6%	32,8%	31,2%
Terminals Software Services	157	183	340	25,0%	27,1%	26,1%
Mobility & e-Transactional Services	23	25	48	14,2%	15,2%	14,7%
Corporate	-28	-35	-62	-1,2%	-1,4%	-1,3%
Worldline	501	632	1 133	22,1%	25,6%	23,9%

Excluding
TSS

	2020 OMDA and OMDA margin new scope					
	H1	H2	FY	H1	H2	FY
Merchant Services	219	308	527	21,0%	26,3%	23,8%
Financial Services	130	151	281	29,6%	32,8%	31,2%
Mobility & e-Transactional Services	23	25	48	14,2%	15,2%	14,7%
Corporate	-28	-35	-62	-1,7%	-1,9%	-1,8%
Worldline	344	449	793	20,9%	25,0%	23,1%

Merchant Services – Q3 2021 highlights



€639m revenues
+9.2% organic growth

COMMERCIAL ACTIVITY: Q3 2021 ACHIEVEMENTS

- **Continued to support to merchant digitization plans**
- **Renewal** for 4 years of a whitelabel contract to deliver an acceptance gateway to a large financial institution in the UK
- **Numerous wins** for both Commercial Acquiring and Payment Acceptance, **in-store and online**

REVENUE: €639M WITH A 9.2% ORGANIC GROWTH

- **Solid performance** led by the positive ongoing dynamic on domestic volumes despite a solid comparison basis (Strong recovery of payments volumes following the wide re-openings of economies during 2020 summer).
- **Commercial Acquiring:** Double-digit growth with almost all geographies and customer segments contributing, in particular SMBs in Switzerland and the Nordics
- **Payment Acceptance:** Significant growth led by digital customers and Global Sales & Vertical go-to market. Still limited recovery from travel and airlines
- **Digital Services:** Positive growth with contrasted situations per geography: Strong recovery in Germany and softer situation in Belgium

Financial Services – Q3 2021 highlights



€234m revenues
+5.0% organic growth

COMMERCIAL ACTIVITY: Q3 2021 ACHIEVEMENTS

- **Signature of a long-term outsourcing contract** with ABN AMRO
- New partnership with French fintech venture A3BC for **secure and touchless authentication**
- Worldline partners with Berlin-based fintech ecolytiq to provide **sustainable banking solutions** across the European market

REVENUE: €234M WITH A 5.0% ORGANIC GROWTH

- **Continued improvement** of revenue trend from the previous quarters driven by **payment flows pick-up** and ongoing **ramp-up of large outsourcing contracts**
- **Issuing Processing:** Higher volumes from the large contracts and ramp-up of new projects not fully compensating the high comparison basis and lower build and project activity
- **Acquiring Processing:** Continued positive trend on volumes recovery applied on a high comparison basis. Successful start of run phase of a new contract in France
- **Digital Banking:** Continued strong double-digit growth driven by higher authentication volumes, new trusted authentication services, and a high level of project activity
- **Account Payments:** Strong growth benefiting from the ramp-up of the Unicredit contract and a significant level of activity in Germany

Mobility & e-Transactional Services – Q3 2021 highlights



€88m revenues
+10.9% organic growth

COMMERCIAL ACTIVITY: Q3 2021 ACHIEVEMENTS

- **Contract renewals** with the Rail Safety & Standards Board in the UK and for the delivery of the on-board payment and control solution for Train Managers in Thalys
- Contribution to the **new digital solution** for post-Brexit customs declarations

REVENUE: €87M WITH A 10.7% ORGANIC GROWTH

- **Double-digit growth** led by the **recovery on transactional revenue** and the **roll-out of several projects**
- **Trusted Digitization:** Double-digit growth driven by new projects and improving volumes on Tax Collection and Digital Healthcare, and new cash-to-invoice solutions sold in the Brexit context;
- **e-Ticketing:** Very strong growth driven by volume pick-up in transportation and higher fare collection in Latin America, coupled with several development projects;
- **e-Consumer & Mobility:** Robust performance with strong momentum in Connected Living & Mobility solutions projects and higher volumes compensating for non-reproducible project activity on eHealth cryptographic solutions and for contact solutions

Thank you

For more information,
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