



# EURONET WORLDWIDE

## Financial Results First Quarter 2015

### PRESENTERS:

**MICHAEL J. BROWN**, CHAIRMAN, CEO & PRESIDENT

**RICK L. WELLER**, EVP & CFO

**JEFFREY B. NEWMAN**, EVP & GENERAL COUNSEL

**KEVIN J. CAPONECCHI**, EVP & CEO, EPAY EFT ASIA PAC AND SOFTWARE

# Forward Looking Statements

Statements contained in this presentation that concern Euronet's or its management's intentions, expectations, or predictions of future performance, are forward-looking statements. Euronet's actual results may vary materially from those anticipated in such forward-looking statements as a result of a number of factors, including but not limited to: conditions in world financial markets and general economic conditions, including economic conditions in specific countries or regions; technological developments affecting the market for the Company's products and services; foreign currency exchange rate fluctuations; the effects of security breaches; the Company's ability to renew existing contracts at profitable rates; changes in fees payable for transactions performed for cards bearing international logos or over switching networks such as card transactions on ATMs; changes in the Company's relationship with, or in fees charged by, the Company's business partners; competition; the outcome of claims and other loss contingencies affecting the Company; and changes in laws and regulations affecting the Company's business, including immigration laws. These risks and other risks are described in the Company's filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Copies of these filings may be obtained via the SEC's Edgar website or by contacting the Company or the SEC. Any forward-looking statements made in this presentation speak only as of the date of this presentation. Euronet does not intend to update these forward-looking statements and undertakes no duty to any person to provide any such update under any circumstances. The Company regularly posts important information to the investor relations section of its website.

# Defined Terms

Unless specifically noted otherwise within this presentation, the following terms are hereby defined as follows:

Constant currency measures are computed as if foreign currency exchange rates did not change from the prior period. This information is provided to illustrate the impact of changes in foreign currency exchange rates on the Company's results when compared to the prior period.

Adjusted operating income is defined as operating income excluding goodwill and acquired intangible asset impairment charges, changes in the value of acquisition contingent consideration and non-recurring items that are considered expenses under U.S. GAAP.

Adjusted EBITDA is defined as net income excluding interest, income tax expense, depreciation, amortization, share-based compensation expenses and other non-operating or non-recurring items that are considered expenses under U.S. GAAP.

Adjusted cash earnings per share (Cash EPS) is defined as diluted U.S. GAAP earnings per share excluding the tax-effected impacts of: a) foreign currency exchange gains or losses, b) discontinued operations, c) gains or losses from the early retirement of debt, d) share-based compensation, e) acquired intangible asset amortization, f) non-cash interest expense, g) non-cash income tax expense, and h) other non-operating or non-recurring items. Adjusted cash earnings per share includes shares intended to be issued in settlement of convertible bonds or other obligations, if the assumed issuances are dilutive to adjusted cash earnings per share. Adjusted cash earnings per share represents a performance measure and is not intended to represent a liquidity measure.

The reconciliation of non-GAAP items is included in the attached supplemental data.

# FINANCIAL HIGHLIGHTS

## FIRST QUARTER 2015

Rick L. Weller  
Executive Vice President & CFO



# Q1 2015 Financial Report

## Quarterly Financial Highlights

- Revenue - \$395.2 million
  - 12% increase from \$353.3 million for Q1 2014
  - 25% increase on a constant currency basis
- Operating income - \$32.2 million
  - 32% increase from \$24.4 million for Q1 2014
  - 55% increase on a constant currency basis
- Adjusted EBITDA - \$52.4 million
  - 20% increase from 43.6 million for Q1 2014
  - 38% increase on a constant currency basis
- Adjusted Cash EPS - \$0.56
  - 22% increase from \$0.46 for Q1 2014

# Q1 2015 Financial Report

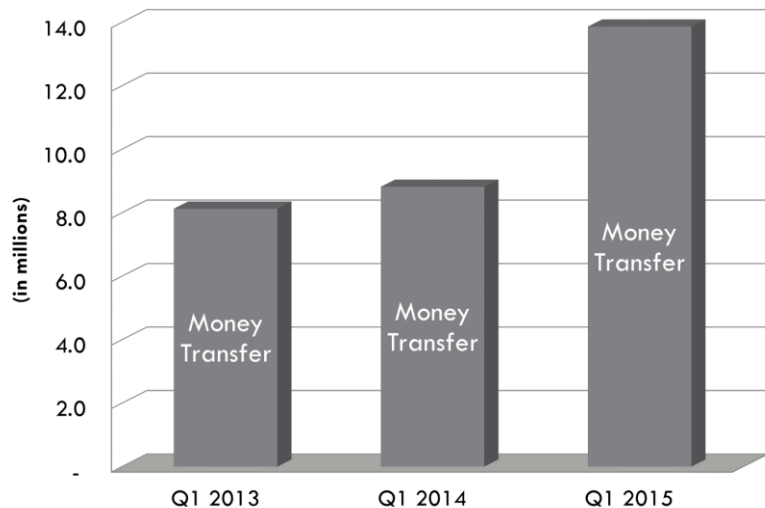
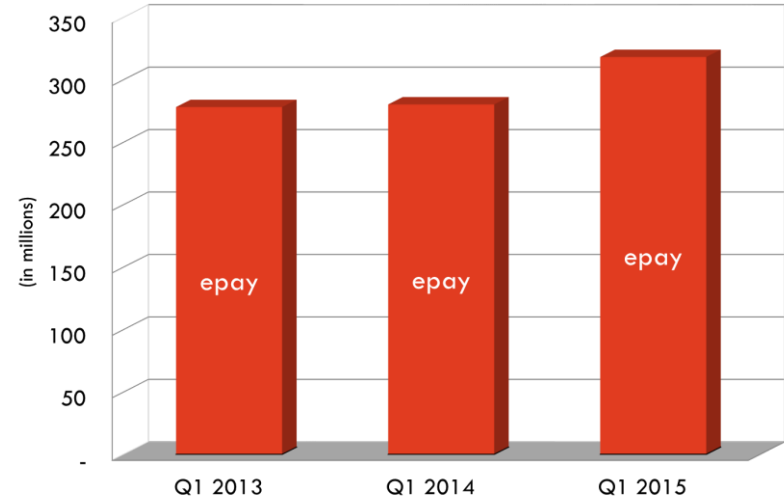
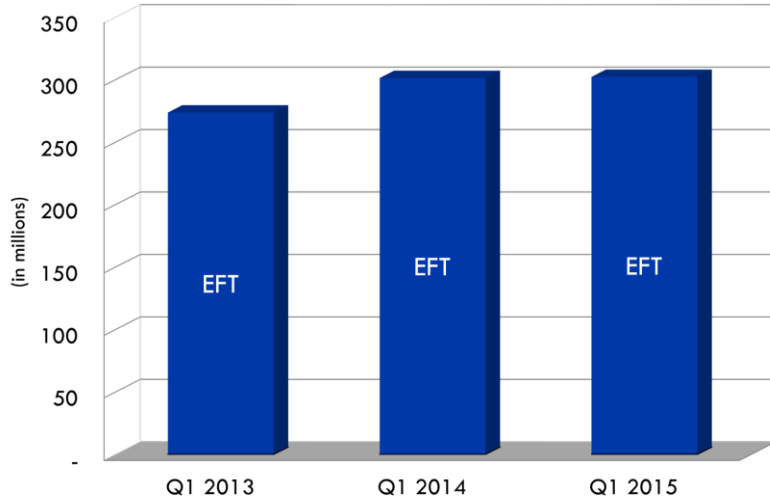
## Impact of Foreign Currency Fluctuations

	% Change vs. Prior			% Change vs. Prior		
	1Q15	1Q14	Year	1Q15	4Q14	Quarter
Australian dollar	\$ 0.786	\$ 0.896	-12.3%	\$ 0.786	\$ 0.855	-8.0%
Brazilian real	\$ 0.351	\$ 0.424	-17.2%	\$ 0.351	\$ 0.393	-10.8%
British pound	\$ 1.515	\$ 1.655	-8.5%	\$ 1.515	\$ 1.582	-4.3%
Euro	\$ 1.126	\$ 1.370	-17.8%	\$ 1.126	\$ 1.248	-9.7%
Hungarian forint	\$ 0.004	\$ 0.004	-18.0%	\$ 0.004	\$ 0.004	-9.8%
Indian rupee	\$ 0.016	\$ 0.016	-0.8%	\$ 0.016	\$ 0.016	-0.5%
Polish zloty	\$ 0.269	\$ 0.328	-17.9%	\$ 0.269	\$ 0.296	-9.2%

- Changes in foreign currency impacted consolidated revenues by -12%
- Foreign currency changes impacted consolidated operating income by -15%
- We don't typically repatriate funds so foreign exchange losses aren't realized

# Q1 2015 Financial Report

## Three Year Transaction Trend



- EFT Transactions grew 1%
  - Growth in Europe partially offset by declines in China and India
- epay transactions increased 14% year over year
  - Growth in India, Australia, Germany and the Middle East, partially offset by declines in Brazil, the U.K. and Poland
- Money transfer transactions grew 58%
  - Increases from organic growth, Walmart-2-Walmart and the acquisition of HiFX

# Q1 2015 Business Segment Results

## Same Quarter Prior Year Comparison

USD (in millions)	Revenue		Operating Income (Expense)		Adjusted EBITDA	
	Q1 2014	Q1 2015	Q1 2014	Q1 2015	Q1 2014	Q1 2015
<b>EFT Processing</b>	\$ 74.6	\$ <b>74.7</b>	\$ 12.8	\$ <b>11.4</b>	\$ 20.2	\$ <b>18.6</b>
<i>% Change</i>		<b>0%</b>		<b>-11%</b>		<b>-8%</b>
<b>epay</b>	185.1	<b>175.9</b>	14.9	<b>15.6</b>	19.0	<b>18.8</b>
<i>% Change</i>		<b>-5%</b>		<b>5%</b>		<b>-1%</b>
<b>Money Transfer</b>	94.0	<b>144.8</b>	3.9	<b>13.8</b>	8.5	<b>20.5</b>
<i>% Change</i>		<b>54%</b>		<b>254%</b>		<b>141%</b>
<b>Subtotal</b>	353.7	<b>395.4</b>	31.6	<b>40.8</b>	47.7	<b>57.9</b>
<i>% Change</i>		<b>12%</b>		<b>29%</b>		<b>21%</b>
<b>Corporate, Eliminations &amp; Other</b>	(0.4)	<b>(0.2)</b>	(7.2)	<b>(8.6)</b>	(4.1)	<b>(5.5)</b>
<b>Consolidated Total</b>	\$ 353.3	\$ <b>395.2</b>	\$ 24.4	\$ <b>32.2</b>	\$ 43.6	\$ <b>52.4</b>
<i>% Change</i>		<b>12%</b>		<b>32%</b>		<b>20%</b>



# Q1 2015 Business Segment Results

Same Quarter Prior Year Comparison – Constant Currency\*

USD (in millions)	Revenue		Operating Income (Expense)		Adjusted EBITDA	
	Q1 2014	Q1 2015*	Q1 2014	Q1 2015*	Q1 2014	Q1 2015*
<b>EFT Processing</b>	\$ 74.6	\$ 85.3	\$ 12.8	\$ 13.3	\$ 20.2	\$ 21.8
<i>% Change</i>		<b>14%</b>		<b>4%</b>		<b>8%</b>
<b>epay</b>	185.1	<b>201.7</b>	14.9	<b>17.6</b>	19.0	<b>21.1</b>
<i>% Change</i>		<b>9%</b>		<b>18%</b>		<b>11%</b>
<b>Money Transfer</b>	94.0	<b>155.2</b>	3.9	<b>15.7</b>	8.5	<b>22.9</b>
<i>% Change</i>		<b>65%</b>		<b>303%</b>		<b>169%</b>
<b>Subtotal</b>	353.7	<b>442.2</b>	31.6	<b>46.6</b>	47.7	<b>65.8</b>
<i>% Change</i>		<b>25%</b>		<b>47%</b>		<b>38%</b>
<b>Corporate, Eliminations &amp; Other</b>	(0.4)	<b>(0.2)</b>	(7.2)	<b>(8.9)</b>	(4.1)	<b>(5.6)</b>
<b>Consolidated Total</b>	\$ 353.3	\$ 442.0	\$ 24.4	\$ 37.7	\$ 43.6	\$ 60.2
<i>% Change</i>		<b>25%</b>		<b>55%</b>		<b>38%</b>

# Q1 2015 Financial Report

## Balance Sheet Overview

USD (in millions)	12/31/2014	3/31/2015
<b>Unrestricted Cash</b>	\$ 468.0	\$ <b>480.7</b>
<b>Total Assets</b>	2,051.6	<b>1,923.0</b>
<b>Total Debt</b>	425.9	<b>427.6</b>
<b>Total Debt to Trailing Twelve Month Adjusted EBITDA Multiple</b>	1.8x	<b>1.7x</b>
<b>Net Debt to Trailing Twelve Month Adjusted EBITDA Multiple</b>	NM	<b>NM</b>

\*NM - Not Meaningful

# BUSINESS OVERVIEW

## FIRST QUARTER 2015

Michael J. Brown  
Chairman, CEO & President



# EFT SEGMENT



# EFT Segment Highlights

## Q1 2015 Financial Highlights

- Revenue - \$74.7 million
  - Compared with \$74.6 million for Q1 2014
  - 14% increase on a constant currency basis
- Operating income - \$11.4 million
  - 11% decrease from \$12.8 million for Q1 2014
  - 4% increase on a constant currency basis
- Adjusted EBITDA - \$18.6 million
  - 8% decrease from \$20.2 million for Q1 2014
  - 8% increase on a constant currency basis
- Transactions – 303 million
  - 1% increase from 301 million for Q1 2014

# EFT Business Highlights

## Q1 2015 Growth Drivers

- **Launched:**
  - Network participation agreement with Intesa San Paolo and ProCredit banks in Romania
  - Prepaid reloadable card for SCNet in Romania, a prepaid card for VIVA in Greece and contactless cards for Loyalbank in Hungary
  - China UnionPay acceptance on our IADs in Poland, Romania, Italy and the Czech Republic
- **New Agreements (e.g. for ATM, IAD, Outsourcing Services, etc.):**
  - POS switching agreement with Aegean Airlines for use of POS terminals in flight
  - ATM driving, debit card management and gateway services agreement for Commercial Bank International in Dubai
  - Corporate, virtual and general purposes reloadable prepaid card issuing and distribution agreement with Crea Card, the largest French provider of prepaid cards
  - Software agreement to connect a Sri Lankan bank to the Bangladesh National Switch
  - ATM driving, switching and debit card hosting agreements with three community banks in India
- **Renewals & Extensions:**
  - ATM driving renewal with Raiffeisen Bank Serbia
  - Outsourcing renewal agreement with Leumi Bank in Romania
  - ATM driving and debit card management agreement extension with ABC Jordan
  - Long-term maintenance renewal agreements with six software clients

# EFT Business Highlights

## Q1 2015 Growth Drivers

- Value Added Services:
  - International acquiring and value added services agreement with BPCE Group in France
  - Value added services agreement with State Bank of India
  - ATM value added services agreement with Elan Financial Services in the United States
  - Coupon dispensing agreement with Lux Express in Poland
  - Mobile alert messaging system agreement in Haiti
  - Launched POS DCC with Aldo and Heinemann Asia Pacific
- ATM Deployment:
  - 20,863 ATMs at the end of Q1 2015
  - 499 ATMs were added with the largest increases in Poland and India

# EPAY SEGMENT



# epay Segment Highlights

## Q1 2015 Financial Highlights

- Revenue - \$175.9 million
  - 5% decrease from \$185.1 million for Q1 2014
  - 9% increase on a constant currency basis
- Operating income - \$15.6 million
  - 5% increase from \$14.9 million for Q1 2014
  - 18% increase on a constant currency basis
- Adjusted EBITDA - \$18.8 million
  - 1% decrease from \$19.0 million for Q1 2014
  - 11% increase on a constant currency basis
- Transactions – 318 million
  - 14% increase from 280 million for Q1 2014

# epay Business Highlights

## Q1 2015 Growth Drivers

- Growth in Existing Markets:

- Launched:

- Processing of eVouchers, mobile top-up and bill payments for Zain in Saudi Arabia
- Renewed contract with the Post Office in the UK to continue to distribute mobile top-up and non-mobile content to over 11,000 POS terminals
- Morrison's locations, a large grocery chain in the UK
- Launched distribution of several MVNOs in 600
- Extended the retail distribution agreement with Caltex, a large petrol chain in Australia with more than 800 store locations

- Signed:

- Agreement to become the recommended prepaid provider for 5,000 Citgo franchise locations in the US
- Agreement to provide mobile top-up to Lukoil retail locations in Romania
- Agreement to provide mobile top-up to Coal, a grocery chain in Italy with nearly 400 POS terminals
- Agreement to provide distribution of several new MNVOs in over 600 Consum locations, a large grocery chain in Spain

# epay Business Highlights

## Q1 2015 Growth Drivers

- Non-mobile Product Expansion

- Launched:

- Germany: Microsoft Office in MSH, the largest electronics store in Europe
- Germany: Google Play and Steam in 400 Eplus locations
- Germany: Gift card mall in 2,300 Post Agency locations
- Austria: Google Play in 1,800 Post AT locations
- Switzerland: Spotify on Postfinance banking app and 970 ATM locations
- UK: The Health Lottery 50p Quick Pick Game, with over 6,500 POS terminals
- UK: Spotify in Carphone Warehouse, with over 700 POS terminals
- Italy: Microsoft Xbox in Unieuro, the largest electronics chain in Italy
- Russia: EA Sports game cards in MSH, Mvideo and Eldorado

- Signed:

- Australia: Distribution of Steam Game Card
- Germany: Gift card mall agreement with Lotto Berlin
- Italy: Mobile top-up and non-mobile content distribution agreement with Unieuro
- Global: Distribution of Kaspersky, a leading anti-virus software
- Global: Distribution of Wargaming, a popular PC gaming company

# MONEY TRANSFER SEGMENT



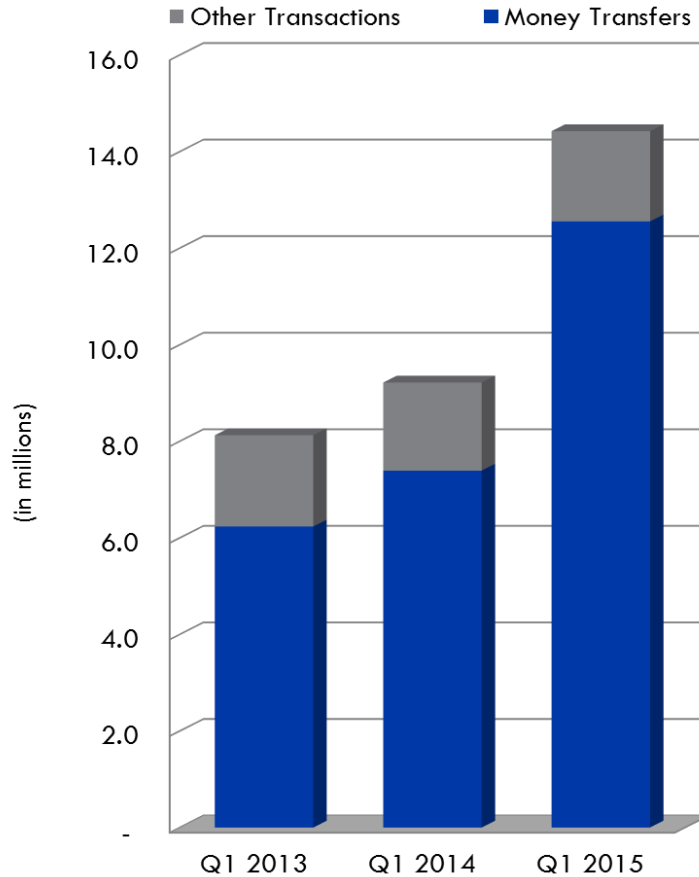
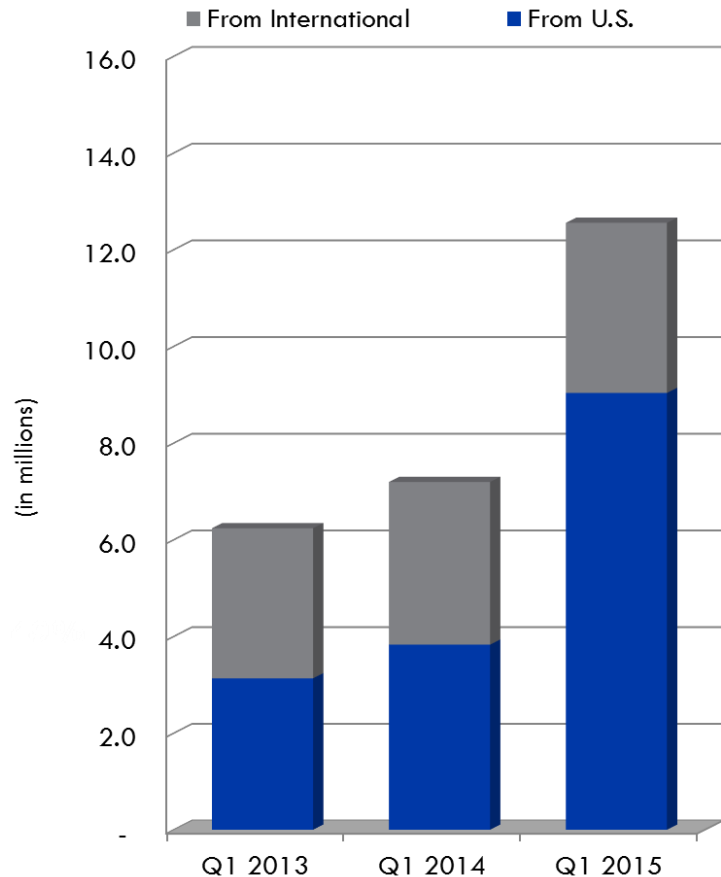
# Money Transfer Segment Highlights

## Q1 2015 Financial Highlights

- Revenue - \$144.8 million
  - 54% increase from \$94.0 million for Q1 2014
  - 65% increase on a constant currency basis
- Operating income - \$13.8 million
  - 254% increase from \$3.9 million for Q1 2014
  - 303% increase on a constant currency basis
- Adjusted EBITDA - \$20.5 million
  - 141% increase from \$8.5 million for Q1 2014
  - 169% increase on a constant currency basis
- Transactions – 13.9 million
  - 58% increase from 8.8 million for Q1 2014

# Money Transfer Business Highlights

## Q1 2015 Growth Drivers



- Total money transfer transactions grew 58%
- Money transfers grew 72% from double-digit organic growth in Ria's business, the Walmart-2-Walmart service and the acquisition of HiFX

# Money Transfer Business Highlights

## Q1 2015 Growth Drivers

### Growth in Send & Payout Network, Correspondents and Locations

- Our network reaches:
  - 138 countries
  - 246,000 total network locations, a 12% increase vs. Q1 2014
- Correspondents Launched and Expansion:
  - Launched 11 new correspondents in 10 countries
    - Launched Polish Post with 4,700 locations
    - Launched Soneri Bank in Pakistan
- New Correspondents Signed:
  - 11 new correspondents agreements spanning 9 countries

### Other Business Highlights

- HiFX launched white label services for three bank partners
- Added bank deposit service in Liechtenstein, Cape Verde and South Africa
- Opened sending service from Japan
- Added cash pickup and bank deposit service to Chad

# Money Transfer Business Highlights

Walmart & Ria win Best Cash Innovation Award  
from PYMNTS.com for 2015





# Summary & Outlook

- Q1 2015 Adjusted Cash EPS of \$0.56, a 22% increase over Q1 2014
- EFT posted solid results through continued ATM expansion and increased value added services on both the ATMs and POS terminals
- epay delivered double-digit operating income growth for the second consecutive quarter, driven by increased sales of non-mobile products
- Money transfer realized triple-digit operating income and adjusted EBITDA growth driven by continued organic growth in the existing Ria business, the addition of Walmart-2-Walmart and the acquisition of HiFX
- Our balance sheet continues to strengthen with good cash flow generation
- Q2 2015 Adjusted Cash EPS is expected to be approximately \$0.70, assuming consistent foreign currency exchange rates

# Supplemental Data

In addition to the results presented in accordance with U.S. GAAP, the Company presents non-GAAP financial measures, such as constant currency, adjusted operating income, adjusted EBITDA and adjusted cash earnings per share. These measures should be used in addition to, and not a substitute for, revenues, net income, operating income and earnings per share computed in accordance with U.S. GAAP. We believe that these non-GAAP measures provide useful information to investors regarding the Company's performance and overall results of operations. These non-GAAP measures are also an integral part of the Company's internal reporting and performance assessment for executives and senior management. The non-GAAP measures used by the Company may not be comparable to similarly titled non-GAAP measures used by other companies. The attached schedules provide a full reconciliation of these non-GAAP financial measures to their most directly comparable U.S. GAAP financial measure.

# Supplemental Data

## EURONET WORLDWIDE, INC.

### Reconciliation of Net Income to Operating Income (Expense) and Adjusted EBITDA (unaudited - in millions)

	Three months ended March 31, 2015				
	<u>EFT Processing</u>	<u>epay</u>	<u>Money Transfer</u>	<u>Corporate Services</u>	<u>Consolidated</u>
Net income					\$ 7.1
Add: Income tax expense					7.0
Add: Total other expense, net					18.1
Operating income (expense)	\$ 11.4	\$ 15.6	\$ 13.8	\$ (8.6)	32.2
Add: Depreciation and amortization	7.4	3.1	6.7	0.1	17.3
Add: Share-based compensation	(0.2)	0.1	-	3.0	2.9
Earnings (expense) before interest, taxes, depreciation, amortization, share-based compensation and other non-operating and non-recurring items (Adjusted EBITDA) (1)	\$ 18.6	\$ 18.8	\$ 20.5	\$ (5.5)	\$ 52.4

(1) Adjusted EBITDA is a non-GAAP measure that should be considered in addition to and not a substitute for, net income computed in accordance with U.S. GAAP.

# Supplemental Data

## EURONET WORLDWIDE, INC.

### Reconciliation of Net Income to Operating Income (Expense) and Adjusted EBITDA

(unaudited - in millions)

Three months ended March 31, 2014

	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net income					\$ 15.9
Add: Income tax expense					5.7
Add: Total other expense, net					2.8
Operating income (expense)	\$ 12.8	\$ 14.9	\$ 3.9	\$ (7.2)	\$ 24.4
Add: Depreciation and amortization	7.3	4.1	4.6	0.1	16.1
Add: Share-based compensation	0.1	-	-	3.0	3.1
Earnings (expense) before interest, taxes, depreciation, amortization, share-based compensation and other non-operating and non-recurring items					
(Adjusted EBITDA) (1)	\$ 20.2	\$ 19.0	\$ 8.5	\$ (4.1)	\$ 43.6

(1) Adjusted EBITDA is a non-GAAP measure that should be considered in addition to and not a substitute for, net income computed in accordance with U.S. GAAP.

# Supplemental Data

## EURONET WORLDWIDE, INC.

### Reconciliation of Revenue, Operating Income (Expense) and Adjusted EBITDA to Constant Currency Amounts by Segment (unaudited - in millions)

	Three months ended ended March 31, 2015				
	EFT		Money	Corporate	Consolidated
	Processing	epay	Transfer	Services	
Revenue	\$ 74.7	\$ 175.9	\$ 144.8	\$ (0.2)	\$ 395.2
Add: Estimated foreign currency impact *	10.6	25.8	10.4	-	46.8
Revenue - Constant Currency	<u>\$ 85.3</u>	<u>\$ 201.7</u>	<u>\$ 155.2</u>	<u>\$ (0.2)</u>	<u>\$ 442.0</u>
Operating income (expense)	\$ 11.4	\$ 15.6	\$ 13.8	\$ (8.6)	\$ 32.2
Add: Estimated foreign currency impact *	1.9	2.0	1.9	(0.3)	5.5
Operating income (expense) - Constant Currency	<u>\$ 13.3</u>	<u>\$ 17.6</u>	<u>\$ 15.7</u>	<u>\$ (8.9)</u>	<u>\$ 37.7</u>
Adjusted EBITDA (reconciled on previous schedule)	\$ 18.6	\$ 18.8	\$ 20.5	\$ (5.5)	\$ 52.4
Add: Estimated foreign currency impact *	3.2	2.3	2.4	(0.1)	7.8
Adjusted EBITDA - Constant Currency	<u>\$ 21.8</u>	<u>\$ 21.1</u>	<u>\$ 22.9</u>	<u>\$ (5.6)</u>	<u>\$ 60.2</u>

# Supplemental Data

**EURONET WORLDWIDE, INC.**  
**Reconciliation of Adjusted Cash Earnings per Share**  
**(unaudited - in millions, except share and per share data)**

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2015</b>	<b>2014</b>
Net income attributable to Euronet Worldwide, Inc.	\$ 7.2	\$ 16.0
Foreign currency exchange loss	13.0	1.3
Acquired intangible asset amortization	6.1	4.8
Share-based compensation	2.9	3.1
Income tax effect of above adjustments	(1.2)	(1.0)
Non-cash interest accretion	2.4	-
Non-cash GAAP tax (benefit) expense	-	0.3
Adjusted cash earnings	<u>\$ 30.4</u>	<u>\$ 24.5</u>
Adjusted cash earnings per share - diluted (1)	<u>\$ 0.56</u>	<u>\$ 0.46</u>
Diluted weighted average shares outstanding (GAAP)	53,625,641	52,763,650
Effect of unrecognized share-based compensation on diluted shares outstanding	<u>312,565</u>	<u>430,352</u>
Adjusted diluted weighted average shares outstanding	<u>53,938,206</u>	<u>53,194,002</u>

(1) Adjusted cash earnings and adjusted cash earnings per share are non-GAAP measures that should be considered in addition to, and not as a substitute for, net income and earnings per share computed in accordance with U.S. GAAP.