

### **Third Quarter 2006 Corporate Results**

October 25, 2006

### **Presenters**

Michael J. Brown, Chairman & CEO

**Daniel R. Henry, President & COO** 

Rick L. Weller, EVP & CFO

**Jeffrey B. Newman, EVP & General Counsel** 

Statements, contained within this presentation, which 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: technological developments affecting the market for the Company's products and services; foreign exchange fluctuations; and changes in laws and regulations affecting the Company's business. 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 by contacting the Company or the SEC. 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.

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

### **Adjusted EBITDA**

Operating Income, excluding the effect of depreciation, amortization and share-based compensation expense.

### Adjusted Earnings per share (EPS\*)

Fully diluted earnings per share, as defined by Generally Accepted Accounting Principles (GAAP), but excluding the effect of foreign exchange gains and losses, share-based compensation, discontinued operations and early retirement of debt.

See reconciliation of non-GAAP items in the attached supplemental data.

### Rick L. Weller Chief Financial Officer

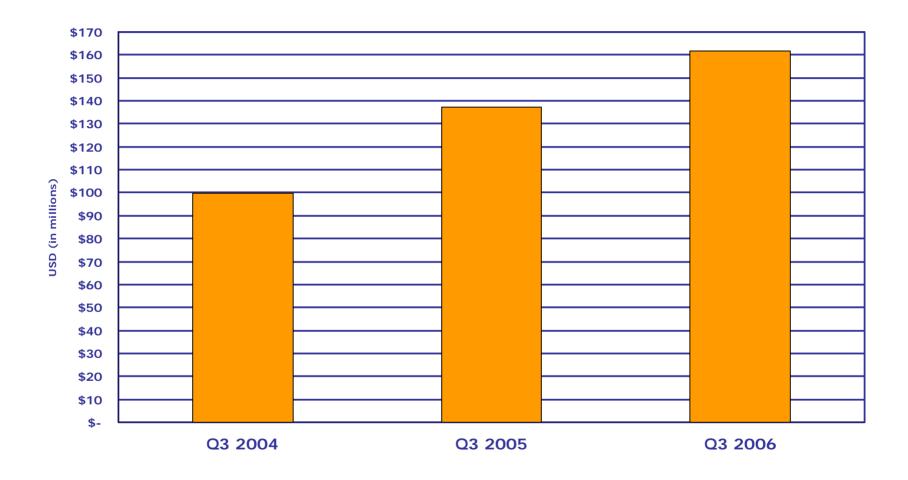


# Q3 2006 Financial Report: Quarterly Financial Highlights

- Revenue \$161.7 million
  - ▶ 18% increase over \$137.4 million in Q3 2005
- Operating Income \$13.1 million
  - ▶ 4% increase over \$12.6 million in Q3 2005
- Adjusted EBITDA \$22.5 million
  - ▶ 15% increase over \$19.6 million in Q3 2005
- EPS\* \$0.28
  - ▶ 17% increase over \$0.24 in Q3 2005

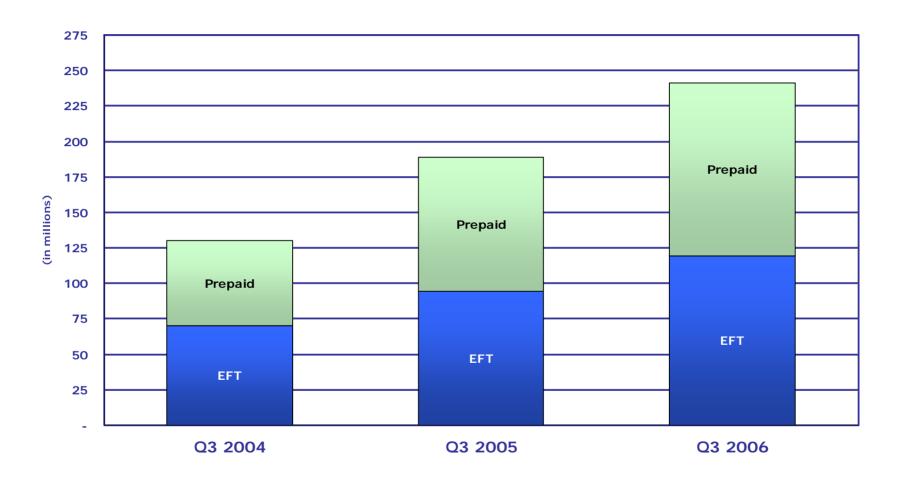


# Q3 2006 Financial Report: Quarterly Consolidated Revenue



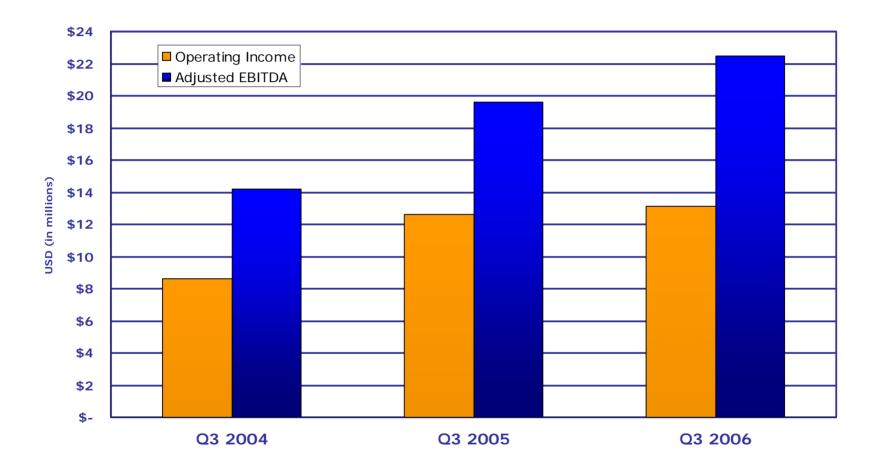


### Quarterly Transaction Growth: EFT & Prepaid Processing Combined





# Q3 2006 Financial Report: Quarterly Consolidated Op Income & Adjusted EBITDA





# Q3 2006 Business Segment Results: Quarterly Results Compared To...

| the Same Quarter of the Prior Year |    |         |         |       |         |               |         |       |                    |       |    |       |
|------------------------------------|----|---------|---------|-------|---------|---------------|---------|-------|--------------------|-------|----|-------|
| USD (in millions)                  |    | Revenue |         |       |         | Opera<br>Inco |         | g     | Adjusted<br>EBITDA |       |    |       |
|                                    | Q3 | 3 2005  | Q3 2006 |       | Q3 2005 |               | Q3 2006 |       | Q3 2005            |       | Q3 | 2006  |
| EFT Processing                     | \$ | 26.3    | \$      | 33.2  | \$      | 6.6           | \$      | 8.2   | \$                 | 8.8   | \$ | 11.4  |
| Prepaid Processing                 |    | 107.7   |         | 121.2 |         | 9.2           |         | 8.8   |                    | 12.5  |    | 12.5  |
| Software                           |    | 3.6     |         | 7.3   |         | 1.0           |         | 1.0   |                    | 1.2   |    | 1.5   |
| Corporate, Eliminations            |    |         |         |       |         |               |         |       |                    |       |    |       |
| & Other                            |    | (0.2)   |         | -     |         | (4.2)         |         | (4.9) |                    | (2.9) |    | (2.9) |
| Consolidated Total                 | \$ | 137.4   | \$      | 161.7 | \$      | 12.6          | \$      | 13.1  | \$                 | 19.6  | \$ | 22.5  |

| the Prior Quarter of the Current Year          |          |          |         |              |                    |         |  |  |  |  |  |  |
|--|----------|----------|---------|--------------|--------------------|---------|--|--|--|--|--|--|
| USD (in millions)                              | Reve     | enue     | •       | ating<br>ome | Adjusted<br>EBITDA |         |  |  |  |  |  |  |
|  | Q2 2006  | Q3 2006  | Q2 2006 | Q3 2006      | Q2 2006            | Q3 2006 |  |  |  |  |  |  |
| Prepaid Processing<br>excluding Money Transfer | \$ 113.4 | \$ 120.3 | \$ 8.7  | \$ 9.7       | \$ 12.2            | \$ 13.2 |  |  |  |  |  |  |
| Prepaid Processing<br>including Money Transfer | 114.2    | 121.2    | 8.1     | 8.8          | 11.7               | 12.5    |  |  |  |  |  |  |

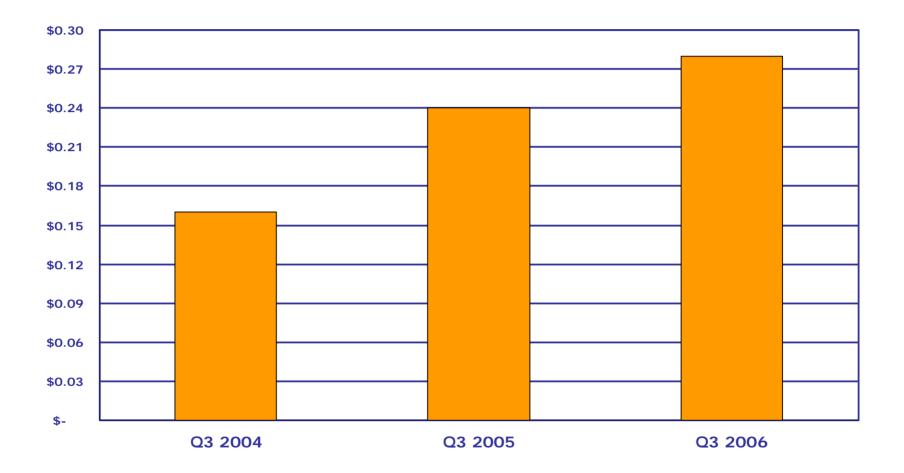


# Q3 2006 Financial Report: Balance Sheet & Financial Position

| USD (in millions)   | 6/30/06   | 9/30/06   |  |  |  |
|---|-----------|-----------|--|--|--|
| Unrestricted Cash   | \$ 232.7  | \$ 255.4  |  |  |  |
| Total Assets  | 927.8     | 964.2     |  |  |  |
| Total Assets (excluding trust accounts)                     | 779.4     | 796.6     |  |  |  |
| Total Debt  | 357.0     | 349.7     |  |  |  |
| Stockholders' Equity  | 248.0     | 263.4     |  |  |  |
| Debt to Total Capital  If convertible debt were equity      | 59%<br>7% | 57%<br>6% |  |  |  |
| Total Debt to Quarterly Annualized Adjusted EBITDA Multiple | 4.2x      | 3.9x      |  |  |  |
| Net Debt to Quarterly Annualized Adjusted EBITDA Multiple   | 1.5x      | 1.0x      |  |  |  |



# Q3 2006 EPS\*: Consistent Quarterly Improvement



# Michael J. Brown Chairman & CEO

Daniel R. Henry President & COO

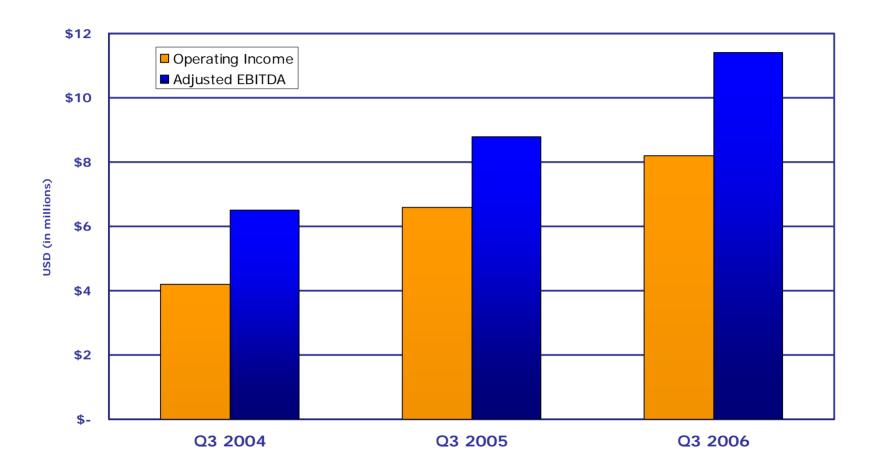


### **EFT Processing Segment**

- Revenue \$33.2 million
  - 26% increase over \$26.3 million in Q3 2005

- Operating Income \$8.2 million
  - 24% increase over \$6.6 million in Q3 2005

- Adjusted EBITDA \$11.4 million
  - 30% increase over \$8.8 million in Q3 2005





### EFT Processing: Q3 2006 Key Business Highlights

- Signed agreement with Corporation Bank in India for 915ATMs
- Signed agreements with Standard Chartered Bank (SCB) in Middle East and India
- Launched live operations in Ukraine with Pekao S.A. [affiliate of UniCredit (UCI) Group] for ATM driving
- □ Signed five banks in total including three UCI/HVB affiliates for ATM network participation in Bulgaria: Bulbank, HVB, Hebros, DSK Bank and Investbank
- Signed second agreement in China for ATM outsourcing with a leading multinational bank



## EFT Processing: Q3 2006 Business Highlights (Cont'd)

- □ Renewed agreements with key EFT customers in Greece and Hungary for multiyear terms
- Extended services to Piraeus Bank in Greece to include POS recharge for prepaid mobile airtime
- □ Cashnet India continues to be the largest shared ATM network: 6,200+ ATMs and 13 member banks
  - 21% increase in ATMs year-over-year
  - 130% increase in transactions year-over-year
- Current Status on Post Bank in China
  - Installed and brought live 62 ATMs across Beijing, Shanghai and Guangdong province
  - Deployment of remaining 28 ATMs expected to be completed by this month end
- Continued growth in Software business

# EFT Processing: ATM Categories by Quarter

| Devices                                     | Live 6/30/06 | Live 9/30/06 | Under<br>Contract | Total After<br>Install |
|---|--------------|--------------|-------------------|------------------------|
| ATM Category 1  Euronet-owned & branded     | 1,110        | 1,144        | -                 | 1,144                  |
| ATM Category 2  Euronet-owned, bank-branded | 2,358        | 2,396        | 787               | 3,183                  |
| ATM Category 3  Bank-owned, Euronet-driven  | 4,398        | 4,951        | 319               | 5,270                  |
| Total ATMs                                  | 7,866        | 8,491        | 1,106             | 9,597                  |



### **Prepaid Processing Segment**



# Prepaid Processing: Q3 2006 Financial Highlights

### Revenue – \$121.2 million

- 13% increase over \$107.7 million in Q3 2005
  - 19% increase from Q3 2005, excluding Spain and MT
  - 6% increase from Q2 2006, excluding Money Transfer

### Operating Income – \$8.8 million

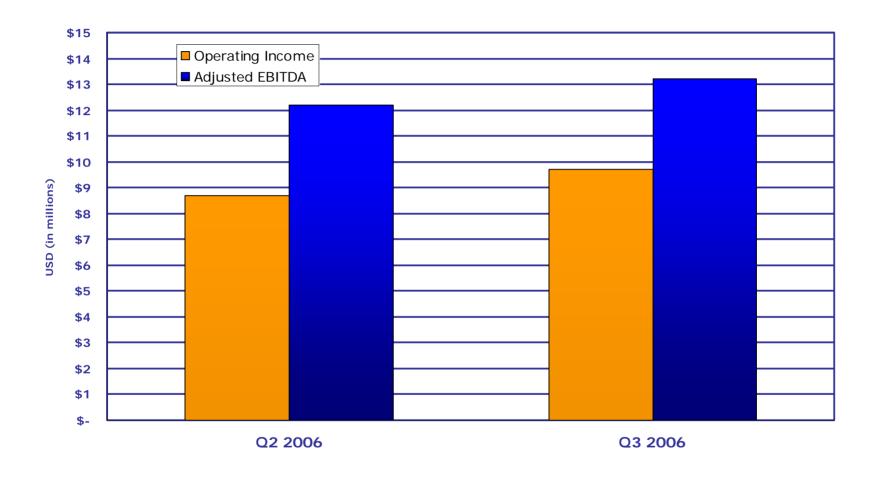
- 4% decrease from \$9.2 million in Q3 2005
  - 23% increase from Q3 2005, excluding Spain and MT
  - 11% increase from Q2 2006, excluding Money Transfer

### Adjusted EBITDA – \$12.5 million

- Equal to \$12.5 million in Q3 2005
  - 19% increase from Q3 2005, excluding Spain and MT
  - 8% increase from Q2 2006, excluding Money Transfer



# Prepaid Processing (excluding money transfer): Quarterly Operating Income & EBITDA





# Prepaid Processing: Q3 2006 Business Highlights

### Germany/Austria

- Signed T-Com (Deutsche Telekom) to launch Prepaid and Payment in 440 stores
- Rolled out 2,000 additional stores for a leading discount retailer announced in Q2 2006
- Continued expansion of product portfolio
  - Signed first customer for Internet payment product
  - Developed prepaid gift card for Annicard Internet franchise stores
- Launched Payment processing product in Austria in cooperation with REA, a leading payment terminal manufacturer

### U.K.

- Expanded popular iTunes product offering: Successfully launched product in Sainsbury's
- Received license to launch money transfer product: live operations in Q4 2006
- □ Increased ATX transaction growth: ~300% year-over-year



# Prepaid Processing: Q3 2006 Business Highlights (Cont'd)

- U.S.
- Expanded stored value product category: Signed and rolled out NetSpend's Visa branded debit and gift card products into 5,000 stores
- Continued to expand C-store chain presence with four medium size chain additions
- Completed gift card product roll out announced in Q2 at 4,000 stores
- Signed agreement with Virgin Mobile for handset and wholesale pin distribution agreement
- Announced EPoS integration agreement with Pinnacle Corporation

### Poland

- Continued increase in transaction and terminal growth
  - 26% increase in terminals year-over-year
  - 66% increase in transactions year-over-year
- Increased share of electronic prepaid market: 28% share of the total market



## Prepaid Processing: Q3 2006 Business Highlights (Cont'd)

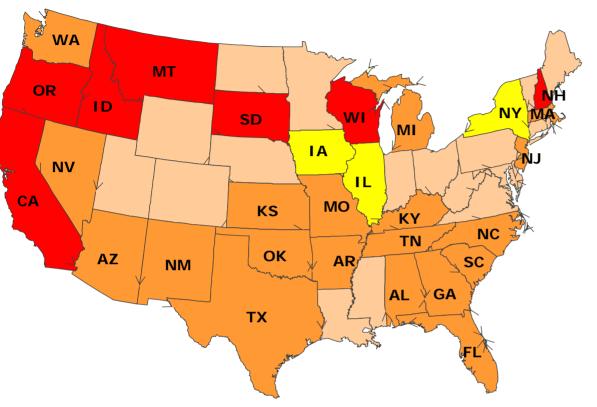
- Australia/New Zealand (NZ)
- Renewed agreements with AA Petroleum and Vodafone Rentals in Australia and - Caltex and Night'n Day - in NZ
- Launched multi-lane EPoS integration for 700 Woolworths Supermarket stores: roll out completed for 400 stores

### Spain

- Increased sales from tri-color prepaid offerings: Amena, Vodafone and Telefonica
- Launched new product, Paysafecard, a prepaid eVoucher, used to pay for Internet purchases on more than 2,000 terminals



## Euronet Payments & Remittance, Inc: Q3 2006 Business Highlights



- Expanded merchant base by 180% year-over-year and 47% since last quarter
- Increased transactions by 58% year-over-year and 20% since last quarter

- Received licenses in California,Massachusetts and Tennessee
- Operating in 19 states in total
- Signed and deployed 400+ new ethnic stores
- Total merchant base: 1,400+ and over 900 transacting stores
- Launched Veloz money transfer services from the U.S. to three additional countries:
  - China, India and Philippines



7 Licensed, Roll-out in the Pipeline



- Exceeded earnings expectations: EPS of \$0.28 in Q3
- Further strengthened our three primary products ATM processing, card processing and cash collections, in three of the largest and fastest expanding market economies Central and Eastern Europe, India and China
- Successfully launched and expanded EFT services in key markets
- Strengthened 'first to market' position in China with a second agreement for ATM outsourcing within a year of starting operations
- Launched new money transfer corridors from the U.S. and received a money transfer license approval in U.K.
- Q4 2006 EPS expected to be approximately \$0.29, excluding the effects of the new FAS 123R share-based compensation, foreign exchange gains and losses, discontinued operations and early retirement of debt

Mike Brown
Chairman & CEO

Dan Henry
President & COO

Rick Weller EVP & CFO

Jeff Newman
EVP & General Counsel

The following schedules provided a full reconciliation of non-GAAP Financial Measures. Management believes that Adjusted EBITDA provides useful information to investors because it is an indicator of the strength and performance of our ongoing business operations, including our ability to fund capital expenditures, acquisitions and operations and to incur and service debt. While depreciation and amortization are considered operating costs under generally accepted accounting principles, these expenses primarily represent non-cash current period allocation of costs associated with long-lived assets acquired in prior periods. Similarly, the expense recorded for share-based compensation does not represent a current or future period cash cost. Adjusted EBITDA, defined as operating income excluding the costs of depreciation, amortization and share-based compensation, is a calculation commonly used as a basis for investors, analysts and credit rating agencies to evaluate and compare the periodic and future operating performance and value of companies within the payment processing industry.

Additionally, management analyzes historical results adjusted for certain items that are incremental to the baseline of the business. Generally these items include gains or losses associated with the sale of the business assets or operations, market development costs, foreign exchange translations, discontinued operations and other similar items. Management believes the exclusion of these items provides a better basis for evaluating the underlying business unit performance.



### **EURONET WORLDWIDE, INC.**

Reconciliation of Operating Income to Adjusted EBITDA by Segment (unaudited - in millions)

#### Three Months Ended September 30, 2006

|  | EFT Processing |      | Prepaid<br>Processing |            | <br>tware<br>utions | Consolidated |            |  |
|--|----------------|------|-----------------------|------------|---------------------|--------------|------------|--|
| Operating Income   | \$             | 8.2  | \$                    | 8.8        | \$<br>1.0           | \$           | 13.1       |  |
| Add: Depreciation and amortization<br>Add: Share-based compensation  |                | 3.2  |                       | 3.6<br>0.1 | <br>0.5             |              | 7.4<br>2.0 |  |
| Earnings before interest, taxes, depreciation,<br>amortization and share-based<br>compensation (Adjusted EBITDA) | \$             | 11.4 | \$                    | 12.5       | \$<br>1.5           | \$           | 22.5       |  |



### **EURONET WORLDWIDE, INC.**

Reconciliation of Operating Income to Adjusted EBITDA by Segment (unaudited - in millions)

Three Months Ended September 30, 2005 \*

|  | EFT<br>cessing | repaid<br>cessing | <br>tware<br>utions | Consolidated |            |  |
|--|----------------|-------------------|---------------------|--------------|------------|--|
| Operating Income   | \$<br>6.6      | \$<br>9.2         | \$<br>1.0           | \$           | 12.6       |  |
| Add: Depreciation and amortization<br>Add: Share-based compensation  | <br>2.2        | <br>3.3           | <br>0.2             |              | 5.7<br>1.3 |  |
| Earnings before interest, taxes, depreciation,<br>amortization and share-based<br>compensation (Adjusted EBITDA) | \$<br>8.8      | \$<br>12.5        | \$<br>1.2           | \$           | 19.6       |  |

<sup>\*</sup> Adjusted to include the retroactively applied effects of SFAS No. 123R share-based compensation expense.



### EURONET WORLDWIDE, INC.

Reconciliation of Operating Income to Adjusted EBITDA by Segment (unaudited - in millions)

Three Months Ended September 30, 2004 \*

|  | EFT<br>cessing | epaid<br>cessing | ~  | tware<br>utions | Consolidated |            |  |
|--|----------------|------------------|----|-----------------|--------------|------------|--|
| Operating Income   | \$<br>4.2      | \$<br>7.7        | \$ | 0.6             | \$           | 8.6        |  |
| Add: Depreciation and amortization<br>Add: Share-based compensation  | <br>2.3        | <br>1.6<br>0.1   |    | 0.3             |              | 4.2<br>1.5 |  |
| Earnings before interest, taxes, depreciation, amortization and share-based compensation (Adjusted EBITDA) | \$<br>6.5      | \$<br>9.4        | \$ | 0.9             | \$           | 14.3       |  |

<sup>\*</sup> Adjusted to include the retroactively applied effects of SFAS No. 123R share-based compensation expense.

#### EURONET WORLDWIDE, INC.

Reconciliation of Prepaid Processing Segment Results to Prepaid Processing Segment Results excluding Spanish prepaid and money transfer businesses (unaudited - in millions)

#### Three Months Ended September 30,

|   |                   |        |                    | 2006 |                     |     | 2005 *            |        |                    |       |                     |       |  |
|---|-------------------|--------|--------------------|------|---------------------|-----|-------------------|--------|--------------------|-------|---------------------|-------|--|
|   | Total<br>Revenues |        | Adjusted<br>EBITDA |      | Operating<br>Income |     | Total<br>Revenues |        | Adjusted<br>EBITDA |       | Operating<br>Income |       |  |
| Prepaid Processing Segment  | \$                | 121.2  | \$                 | 12.5 | \$                  | 8.8 | \$                | 107.7  | \$                 | 12.5  | \$                  | 9.2   |  |
| Less: Spanish prepaid and money transfer businesses                                   |                   | (10.9) |                    | -    |                     | 1.0 |                   | (14.7) |                    | (2.0) |                     | (1.2) |  |
| Prepaid Processing Segment excluding<br>Spanish prepaid and money transfer businesses | \$                | 110.3  | \$                 | 12.5 | \$                  | 9.8 | \$                | 93.0   | \$                 | 10.5  | \$                  | 8.0   |  |

<sup>\*</sup> Adjusted to include the retroactively applied effects of SFAS No. 123R share-based compensation expense.



#### EURONET WORLDWIDE, INC.

Reconciliation of Prepaid Processing Segment Results to Prepaid Processing Segment Results excluding money transfer business (unaudited - in millions)

#### 2006

| <br>Three        | Months E | nded Septem      | ber 30, |                 | Three Months Ended June 30, |                  |    |                  |    |                     |  |  |  |  |
|------------------|----------|------------------|---------|-----------------|-----------------------------|------------------|----|------------------|----|---------------------|--|--|--|--|
| Total<br>evenues |          | ljusted<br>BITDA | •       | erating<br>come |                             | Total<br>evenues |    | djusted<br>BITDA |    | Operating<br>Income |  |  |  |  |
| \$<br>121.2      | \$       | 12.5             | \$      | 8.8             | \$                          | 114.2            | \$ | 11.7             | \$ | 8.1                 |  |  |  |  |
| (0.9)            |          | 0.7              |         | 0.9             |                             | (0.8)            |    | 0.5              |    | 0.6                 |  |  |  |  |
| \$<br>120.3      | \$       | 13.2             | \$      | 9.7             | \$                          | 113.4            | \$ | 12.2             | \$ | 8.7                 |  |  |  |  |

Prepaid Processing Segment

Less: Money transfer business

Prepaid Processing Segment excluding money transfer businesses

#### EURONET WORLDWIDE, INC.

Reconciliation of Net Income Excluding Foreign Exchange and Share-Based Compensation (unaudited - in millions, except share and per share data)

|  | Three Months Ended September 30, |                                   |    |                                   |    |                                     |  |
|--|----------------------------------|-----------------------------------|----|-----------------------------------|----|-------------------------------------|--|
|  |                                  | 2006                              | 2  | 005 *                             |    | 2004 *                              |  |
| Net income Convertible debt issuance costs (1) Interest on convertible debt (1)  | \$                               | 10.4<br>0.2<br>0.6                | \$ | 8.9<br>0.2<br>0.6                 | \$ | 4.6<br>-<br>-                       |  |
| Earnings applicable for common shareholders  |                                  | 11.2                              |    | 9.7                               |    | 4.6                                 |  |
| Foreign exchange loss (gain)<br>Share-based compensation   |                                  | (1.1)<br>2.0                      |    | (0.9)<br>1.3                      |    | (0.4)<br>1.5                        |  |
| Earnings applicable for common shareholders before foreign exchange gains/losses and share-based compensation  | \$                               | 12.1                              | \$ | 10.1                              | \$ | 5.7                                 |  |
| Adjusted earnings per share - diluted (2)  | \$                               | 0.28                              | \$ | 0.24                              | \$ | 0.16                                |  |
| Diluted weighted average shares outstanding (1) Effect of unrecognized share-based compensation on diluted shares outstanding Adjusted diluted weighted average shares outstanding |                                  | 2,524,973<br>873,176<br>3,398,149 |    | 1,584,931<br>421,702<br>2,006,633 |    | 34,270,094<br>428,342<br>34,698,436 |  |

<sup>\*</sup> Adjusted to include the retroactively applied effects of SFAS No. 123R share-based compensation expense.

<sup>(1)</sup> As required by GAAP, convertible debt issuance and interest costs are excluded from income for the purpose of calculating diluted earnings per share for any period when the convertible debentures, if converted, would be dilutive to earnings per share. Further, the convertible shares are treated as if all were outstanding for the period.

<sup>(2)</sup> Adjusted income per share is a non-GAAP measure that should be considered in addition to, and not as a substitute for, earnings per share computed in accordance with GAAP.