

### EURONET WORLDWIDE

# Financial Results Fourth 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 any breaches in the security of our computer systems; 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:

<u>Constant currency measures</u> 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.

<u>Adjusted EBITDA</u> 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, to the extent incurred in the period 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 FOURTH QUARTER 2015

Rick L. Weller

**Executive Vice President & CFO** 



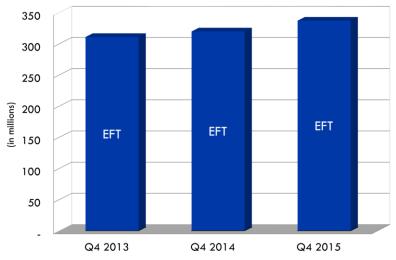
### Q4 2015 Financial Report

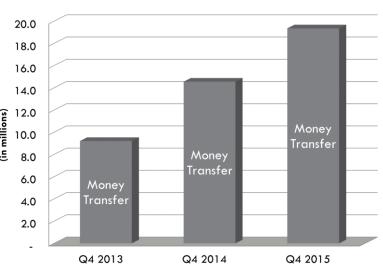
#### **Quarterly Financial Highlights**

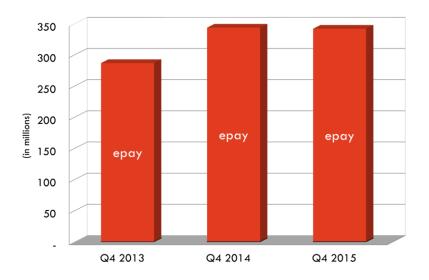
- Revenue \$470.6 million
  - 2% increase from \$462.0 million for Q4 2014
  - 11% increase on a constant currency basis
- Operating income \$55.2 million
  - 12% increase from \$49.5 million for Q4 2014
  - 23% increase on a constant currency basis
- Adjusted EBITDA \$76.9 million
  - 8% increase from \$71.4 million for Q4 2014
  - 19% increase on a constant currency basis
- Adjusted Cash EPS \$0.92
  - 24% increase from \$0.74 for Q4 2014

# Q4 2015 Financial Report

#### Three Year Transaction Trend







- EFT Transactions grew 6%
  - Growth in Europe and India, partially offset by declines in China
- epay transactions were essentially flat
  - Largest increases in Germany, Australia, New Zealand and the Middle East, partially offset by declines in Brazil, North America, Russia and the U.K.
- Money transfer transactions grew 32%
  - Increases from organic growth, Walmart-2-Walmart and the acquisition of IME

## Q4 2015 Business Segment Results

#### Same Quarter Prior Year Comparison

| USD (in millions)                  | Revenue                |               |                        |            | Operating Income<br>(Expense) |       |        |             |    | Adjusted<br>EBITDA |    |             |  |
|------------------------------------|------------------------|---------------|------------------------|------------|-------------------------------|-------|--------|-------------|----|--------------------|----|-------------|--|
|                                    | Q4 2014 <b>Q4 2015</b> |               | Q4 2014 <b>Q4 2015</b> |            |                               | Q     | 1 2014 | Q4 2015     |    |                    |    |             |  |
| EFT Processing                     | \$                     | 8 <b>7.</b> 1 | \$                     | 92.9       | \$                            | 22.8  | \$     | 20.7        | \$ | 30.9               | \$ | 29.2        |  |
| % Change                           |                        |               |                        | <b>7</b> % |                               |       |        | <b>-9</b> % |    |                    |    | <b>-6</b> % |  |
| epay                               |                        | 221.6         |                        | 191.1      |                               | 19.5  |        | 20.0        |    | 23.0               |    | 22.7        |  |
| % Change                           |                        |               |                        | -14%       |                               |       |        | 3%          |    |                    |    | -1%         |  |
| Money Transfer                     |                        | 153.6         |                        | 186.9      |                               | 15.4  |        | 23.4        |    | 22.5               |    | 30.3        |  |
| % Change                           |                        |               |                        | 22%        |                               |       |        | <b>52</b> % |    |                    |    | 35%         |  |
| Subtotal                           |                        | 462.3         |                        | 470.9      |                               | 57.7  |        | 64.1        |    | 76.4               |    | 82.2        |  |
| % Change                           |                        |               |                        | 2%         |                               |       |        | 11%         |    |                    |    | 8%          |  |
| Corporate, Eliminations<br>& Other |                        | (0.3)         |                        | (0.3)      |                               | (8.2) |        | (8.9)       |    | (5.0)              |    | (5.3)       |  |
| Consolidated Total                 | \$                     | 462.0         | \$                     | 470.6      | \$                            | 49.5  | \$     | 55.2        | \$ | 71.4               | \$ | 76.9        |  |
| % Change                           |                        |               |                        | 2%         |                               |       |        | 12%         |    |                    |    | 8%          |  |

# Q4 2015 Business Segment Results

#### Same Quarter Prior Year Comparison – Constant Currency\*

| USD (in millions)                  | Re       | /enue    |         | g Income<br>ense) | Adjusted<br>EBITDA |          |  |  |
|------------------------------------|----------|----------|---------|-------------------|--------------------|----------|--|--|
|                                    | Q4 2014  | Q4 2015* | Q4 2014 | Q4 2015*          | Q4 2014            | Q4 2015* |  |  |
| EFT Processing                     | \$ 87.1  | \$ 103.6 | \$ 22.8 | \$ 23.2           | \$ 30.9            | \$ 32.7  |  |  |
| % Change                           |          | 19%      |         | 2%                |                    | 6%       |  |  |
| epay                               | 221.6    | 215.0    | 19.5    | 22.5              | 23.0               | 25.5     |  |  |
| % Change                           |          | -3%      |         | 15%               |                    | 11%      |  |  |
| Money Transfer                     | 153.6    | 195.8    | 15.4    | 25.0              | 22.5               | 32.3     |  |  |
| % Change                           |          | 27%      |         | 62%               |                    | 44%      |  |  |
| Subtotal                           | 462.3    | 514.4    | 57.7    | 70.7              | 76.4               | 90.5     |  |  |
| % Change                           |          | 11%      |         | 23%               |                    | 18%      |  |  |
| Corporate, Eliminations<br>& Other | (0.3     | (0.3)    | (8.2)   | (9.8)             | (5.0)              | (5.3)    |  |  |
| Consolidated Total                 | \$ 462.0 | \$ 514.1 | \$ 49.5 | \$ 60.9           | \$ 71.4            | \$ 85.2  |  |  |
| % Change                           |          | 11%      |         | 23%               |                    | 19%      |  |  |

# FINANCIAL HIGHLIGHTS FULL YEAR 2015

Rick L. Weller

Executive Vice President & CFO

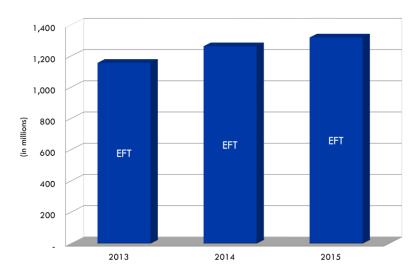
### 2015 Financial Report

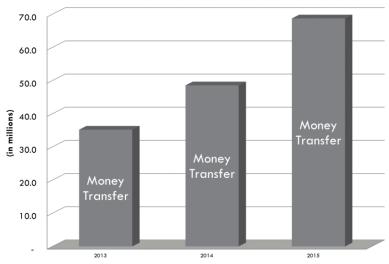
#### Full Year Financial Highlights

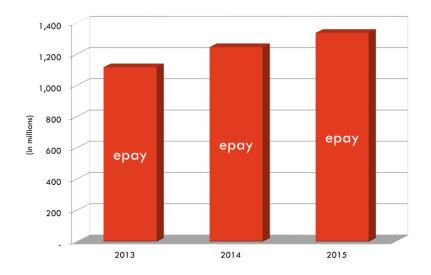
- Revenue \$1,772.3 million
  - 7% increase from \$1,664.2 million for 2014
  - 19% increase on a constant currency basis
- Operating income \$204.9 million
  - 29% increase from \$158.7 million for 2014
  - 50% increase on a constant currency basis
- Adjusted EBITDA \$287.7 million
  - 18% increase from \$242.9 million for 2014
  - 36% increase on a constant currency basis
- Adjusted Cash EPS \$3.32
  - 28% increase from \$2.59 for 2014

# 2015 Financial Report

#### Three Year Transaction Trend







- EFT Transactions grew 4%
  - Growth in Europe and India, partially offset by declines in China
- epay transactions increased 7%
  - Largest increases in India, Germany, Australia, New Zealand and the Middle East, partially offset by declines in Brazil and the U.K.
- Money transfer transactions grew 42%
  - Increases from organic growth, Walmart-2-Walmart, HiFX and the acquisition of IME

### 2015 Business Segment Results

#### **Prior Year Comparison**

| USD (in millions)                  | Reve       | enue       | Operatin<br>(Expe | g Income<br>ense) | Adjusted<br>EBITDA |             |  |  |
|------------------------------------|------------|------------|-------------------|-------------------|--------------------|-------------|--|--|
|                                    | 2014       | 2015       | 2014              | 2015              | 2014               | 2015        |  |  |
| EFT Processing                     | \$ 358.7   | \$ 379.6   | \$ 91.4           | \$ 94.4           | \$ 122.8           | \$ 126.0    |  |  |
| % Change                           |            | 6%         |                   | 3%                |                    | 3%          |  |  |
| epay                               | 783.8      | 708.3      | 60.9              | 66.5              | 76.7               | 77.7        |  |  |
| % Change                           |            | -10%       |                   | 9%                |                    | 1%          |  |  |
| Money Transfer                     | 523.1      | 685.6      | 42.7              | 78.7              | 67.1               | 105.3       |  |  |
| % Change                           |            | 31%        |                   | 84%               |                    | <b>57</b> % |  |  |
| Subtotal                           | 1,665.6    | 1,773.5    | 195.0             | 239.6             | 266.6              | 309.0       |  |  |
| % Change                           |            | 6%         |                   | 23%               |                    | 16%         |  |  |
| Corporate, Eliminations<br>& Other | (1.4)      | (1.2)      | (36.3)            | (34.7)            | (23.7)             | (21.3)      |  |  |
| Consolidated Total                 | \$ 1,664.2 | \$ 1,772.3 | \$ 158.7          | \$ 204.9          | \$ 242.9           | \$ 287.7    |  |  |
| % Change                           |            | 6%         |                   | 29%               |                    | 18%         |  |  |

### 2015 Business Segment Results

#### Prior Year Comparison – Constant Currency\*

| USD (in millions)                  | Reve       | enue       | Operatin<br>(Expe | g Income<br>ense) | Adjusted<br>EBITDA |          |  |  |
|------------------------------------|------------|------------|-------------------|-------------------|--------------------|----------|--|--|
|                                    | 2014       | 2015*      | 2014              | 2015*             | 2014               | 2015*    |  |  |
| EFT Processing                     | \$ 358.7   | \$ 437.1   | \$ 91.4           | \$ 110.9          | \$ 122.8           | \$ 147.5 |  |  |
| % Change                           |            | 22%        |                   | 21%               |                    | 20%      |  |  |
| epay                               | 783.8      | 819.7      | 60.9              | 76.4              | 76.7               | 89.3     |  |  |
| % Change                           |            | 5%         |                   | 25%               |                    | 16%      |  |  |
| Money Transfer                     | 523.1      | 730.7      | 42.7              | 87.7              | 67.1               | 116.0    |  |  |
| % Change                           |            | 40%        |                   | 105%              |                    | 73%      |  |  |
| Subtotal                           | 1,665.6    | 1,987.5    | 195.0             | 275.0             | 266.6              | 352.8    |  |  |
| % Change                           |            | 19%        |                   | 41%               |                    | 32%      |  |  |
| Corporate, Eliminations<br>& Other | (1.4)      | (1.3)      | (36.3)            | (36.9)            | (23.7)             | (21.6)   |  |  |
| Consolidated Total                 | \$ 1,664.2 | \$ 1,986.2 | \$ 158.7          | \$ 238.1          | \$ 242.9           | \$ 331.2 |  |  |
| % Change                           |            | 19%        |                   | <i>5</i> 0%       |                    | 36%      |  |  |

# 2015 Financial Report

#### **Balance Sheet Overview**

| USD (in millions)                   | 2014     | 2015     |
|-------------------------------------|----------|----------|
| Unrestricted Cash                   | \$ 468.0 | \$ 457.5 |
| Total Assets                        | 2,051.6  | 2,192.7  |
| Total Debt                          | 412.8    | 423.7    |
| Total Debt to Trailing Twelve Month |          |          |
| Adjusted EBITDA Multiple            | 1.7x     | 1.5x     |
| Net Debt to Trailing Twelve Month   |          |          |
| Adjusted EBITDA Multiple            | NM       | NM       |

<sup>\*</sup>NM - Not Meaningful

# BUSINESS OVERVIEW FOURTH QUARTER 2015

Michael J. Brown
Chairman, CEO & President



# EFT SEGMENT



# EFT Segment Highlights Q4 2015 Financial Highlights

- Revenue \$92.9 million
  - 7% increase from \$87.1 million for Q4 2014
  - 19% increase on a constant currency basis
- Operating income \$20.7 million
  - 9% decrease from \$22.8 million for Q4 2014
  - 2% increase on a constant currency basis
- Adjusted EBITDA \$29.2 million
  - 6% decrease from \$30.9 million for Q4 2014
  - 6% increase on a constant currency basis
- Transactions 338 million
  - 6% increase from 319 million for Q4 2014

# EFT Segment Highlights 2015 Financial Highlights

- Revenue \$379.6 million
  - 6% increase from \$358.7 million for 2014
  - 22% increase on a constant currency basis
- Operating income \$94.4 million
  - 3% increase from \$91.4 million for 2014
  - 21% increase on a constant currency basis
- Adjusted EBITDA \$126.0 million
  - 3% increase from \$122.8 million for 2014
  - 20% increase on a constant currency basis
- Transactions 1,318 million
  - 4% increase from 1,262 million for 2014

### **EFT Business Highlights**

#### Q4 2015 Growth Drivers

- New Agreements (e.g. for ATM, IAD, Outsourcing Services, etc.):
  - Launched:
    - Mobile ATM recyclers targeted at small to medium-sized businesses with Idea Bank in Poland
    - POS acquiring with Wemsol in Pakistan
  - Signed:
    - ATM network participation agreement with UniCredit bank in Romania
    - POS and gateway connection software agreement with Republic Bank in Trinidad for their operations in Suriname
    - POS, mobile banking, EMV card support and POS banking agreements with Surinaamse Postpaarbank in Suriname
    - Fraud management system agreement with Gibraltar International Bank
- Renewals:
  - ATM and POS outsourcing and driving, ATM acquiring and cash sponsorship agreements with Raiffeisen Bank in Croatia
  - ATM and POS driving, ATM cash management and dispute processing agreements with Raiffeisen Bank in Romania
  - ATM, POS and card outsourcing agreements with AIK Bank and Komercijalna Bank in Serbia
  - ATM and POS outsourcing agreements with Raiffeisen Bank in Serbia
  - Outsourcing agreement with Development Bank of Singapore



## EFT Business Highlights

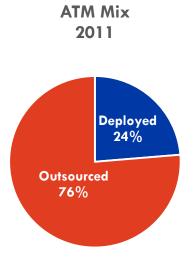
#### Q4 2015 Growth Drivers

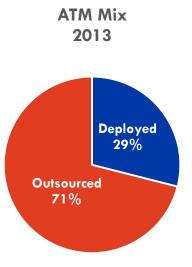
- Value Added Services:
  - Launched:
    - Value added services on ATMs and POS terminals in Poland, Croatia, Serbia, Greece and Sri Lanka
    - Euronet open-loop VISA Prepaid Gift Card in Argos, a large retailer in the UK
    - Private label closed-loop debit cards for Erszebet in Hungary
    - Various card products for Piraeus Bank in Greece and Romania
    - Migrated Bank of Cyprus and BCP Millennium card products to the Euronet Platform for Piraeus Bank in Greece
    - ITM internet banking for Bank of South Pacific for their operations in Solomon Islands, Tonga, Cook Islands and Samoa
    - Prepaid gift cards using Euronet's ITM software for Sogebank in Haiti
    - Arvest Bank in the U.S. issued EMV debit cards using Euronet's ITM software
  - Signed:
    - Euro and Polish Zloty cardless payout agreement with Raiffeisen Solutions in Poland
    - DCC processing agreement with ICICI Merchant Services for their POS and internet payment gateway channels

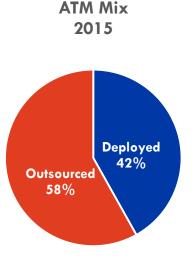
### **EFT Business Highlights**

#### Q4 2015 Growth Drivers

- ATM Deployment:
  - 823 ATMs were added with the largest increases across Europe and India, offset by the temporary winterization of 591 seasonal ATMs
  - 21,360 ATMs at the end of Q4 2015
- ATM Ownership Trends:







# EPAY SEGMENT



# epay Segment Highlights Q4 2015 Financial Highlights

- Revenue \$191.1 million
  - 14% decrease from \$221.6 million for Q4 2014
  - 3% decrease on a constant currency basis
- Operating income \$20.0 million
  - 3% increase from \$19.5 million for Q4 2014
  - 15% increase on a constant currency basis
- Adjusted EBITDA \$22.7 million
  - 1% decrease from \$23.0 million for Q4 2014
  - 11% increase on a constant currency basis
- Transactions 342 million
  - Compared with 343 million for Q4 2014

# epay Segment Highlights 2015 Financial Highlights

- Revenue \$708.3 million
  - 10% decrease from \$783.8 million for 2014
  - 5% increase on a constant currency basis
- Operating income \$66.5 million
  - 9% increase from \$60.9 million for 2014
  - 25% increase on a constant currency basis
- Adjusted EBITDA \$77.7 million
  - 1% increase from \$76.7 million for 2014
  - 16% increase on a constant currency basis
- Transactions 1,335 million
  - 7% increase from 1,244 million for 2014

# epay Business Highlights Q4 2015 Growth Drivers

- Non-mobile Product Expansion
  - Launched:

Germany: Google Play on the Deutsche Bank and Postbank online banking sites

• Germany: Pin-on-Receipt for iTunes, Xbox, Amazon in 10,000 Lekkerland locations

Germany: Software POSA products in 350 Muller stores

Australia: NSW Transport Opal product at Coles Supermarkets

Australia: Microsoft and Sony POSA products in JB Hi-Fi

• Italy: Pin-on-Receipt for iTunes in 800 Eurospin locations

Italy: Sony in 110 MediaMarkt locations

United Kingdom: Xbox, Amazon and Now TV in 240 independent retailer locations

Netherlands: Google Play across several large retailers

France: Gift card program for Systeme U, a large retailer with over 800 stores

India: Gift voucher services on the IDBI internet banking website

India: Music services on the ICICI internet banking website

- Signed:
  - Spain: Non-mobile product distribution agreement in 150 Carrefour locations

#### epay Business Highlights Q4 2015 Growth Drivers

- Mobile Product Expansion:
  - Launched

Germany: Six mobile SIM products at 350 Valora stores

United Kingdom: Vodafone SIMPOSA in 240 independent retailer locations

India: Mobile top-up distribution on new State Bank of India mobile banking site

India: Mobile top-up on the Yes Bank mobile wallet

Signed:

New Zealand: Contract extension with 2degrees Mobile, including the launch of Warehouse

Mobile, a new MVNO exclusive to epay

United Kingdom: SIMPOSA distribution agreements with Lebara and Talk Mobile

Spain: Mobile top-up distribution agreement for 340 DISA Shell gas stations

Renewed:

United States: VIP and VHA agreements, the two largest Sprint Master Distributors

Australia: Distribution agreement with Woolworths, the largest supermarket chain

# MONEY TRANSFER SEGMENT



# Money Transfer Segment Highlights Q4 2015 Financial Highlights

- Revenue \$186.9 million
  - 22% increase from \$153.6 million for Q4 2014
  - 27% increase on a constant currency basis
- Operating income \$23.4 million
  - 52% increase from \$15.4 million for Q4 2014
  - 62% increase on a constant currency basis
- Adjusted EBITDA \$30.3 million
  - 35% increase from \$22.5 million for Q4 2014
  - 44% increase on a constant currency basis
- Transactions 19.3 million
  - 32% increase from 14.6 million for Q4 2014

# Money Transfer Segment Highlights 2015 Financial Highlights

- Revenue \$685.6 million
  - 31% increase from \$523.1 million for Q4 2014
  - 40% increase on a constant currency basis
- Operating income \$78.7 million
  - 84% increase from \$42.7 million for Q4 2014
  - 105% increase on a constant currency basis
- Adjusted EBITDA \$105.3 million
  - 57% increase from \$67.1 million for Q4 2014
  - 73% increase on a constant currency basis
- Transactions 68.7 million
  - 42% increase from 48.5 million for Q4 2014

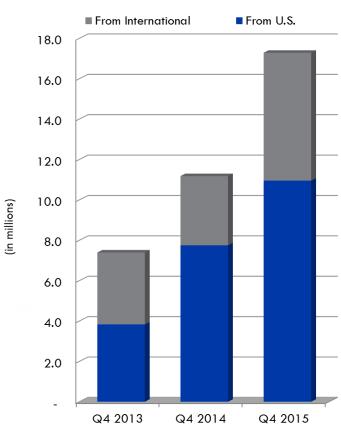
## Money Transfer Business Highlights

#### Q4 2015 Growth Drivers

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

- Our network reaches:
  - 147 countries
  - 292,000 total network locations, a 20% increase vs. Q4 2014
- Correspondent Expansion:
  - Launched 13 new correspondents in 9 countries
    - Armenia
      - Launched send and receive service at over 577 Haypost CJSC locations
    - Mexico
      - Launched Instant Pay de Mexico (INPAMEX), with 489 locations
    - Pakistan
      - Added Bank Alfalah Limited with 624 locations
  - Signed 19 new correspondents agreements spanning 16 countries
- New Partnership:
  - Ria powers new cash pickup and tax refunds services for American Express Serve and Bluebird account holders in Walmart locations

#### **Money Transfers**



### Summary & Outlook

- Q4 2015 Adjusted Cash EPS of \$0.92, a 24% increase over Q4 2014
- Full year 2015 Adjusted Cash EPS of \$3.32, a 28% increase from 2014
- EFT benefited from the continued focus on ATM and POS network expansion
- epay achieved double-digit constant currency operating income growth for the fifth consecutive quarter, driven by increased sales of non-mobile products
- Money transfer growth continued, driven by double-digit organic growth, including strong performance from Walmart-2-Walmart, HiFX and the acquisitions of IME and XE
- Our balance sheet remains strong with good cash flow generation
- Q1 2016 Adjusted Cash EPS is expected to be approximately \$0.68, assuming consistent foreign currency exchange rates

In addition to the results presented in accordance with U.S. GAAP, the Company presents non-GAAP financial measures, such as constant currency, 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.

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

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

Three months ended December 31, 2015 **EFT** Money Corporate Consolidated **Processing** Transfer Services epay \$ 33.5 Net income 8.5 Add: Income tax expense Add: Total other expense, net 13.2 20.7 23.4 55.2 Operating income (expense) 20.0 (8.9)2.7 6.9 Add: Depreciation and amortization 8.5 0.1 18.2 3.5 3.5 Add: Share-based compensation Earnings (expense) before interest, taxes, depreciation, amortization, share-based compensation and other non-operating and non-recurring items (Adjusted EBITDA) (1) 29.2 \$ 22.7 30.3 \$ (5.3) \$ 76.9

<sup>(1)</sup> 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.

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

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

(unaudited - in millions)

Three months ended December 31, 2014

|  | EFT Processing |      | <br>epay   |    | Money<br>Transfer |    | porate<br>rvices | Con | solidated |
|--|----------------|------|------------|----|-------------------|----|------------------|-----|-----------|
| Net income   |                |      |            |    |                   |    |                  | \$  | 30.2      |
| Add: Income tax expense                                  |                |      |            |    |                   |    |                  |     | 12.8      |
| Add: Total other expense, net                            |                |      |            |    |                   |    |                  |     | 6.5       |
| Operating income (expense)                               | \$             | 22.8 | \$<br>19.5 | \$ | 15.4              | \$ | (8.2)            | \$  | 49.5      |
| Add: Depreciation and amortization                       |                | 7.9  | 3.5        |    | 7.1               |    | 0.1              |     | 18.6      |
| Add: Share-based compensation                            |                | 0.2  | <br>-      |    | -                 |    | 3.1              |     | 3.3       |
| Earnings (expense) before interest, taxes, depreciation, |                |      |            |    |                   |    |                  |     |           |
| amortization, share-based compensation and other         |                |      |            |    |                   |    |                  |     |           |
| non-operating and non-recurring items                    |                |      |            |    |                   |    |                  |     |           |
| (Adjusted EBITDA) (1)                                    | \$             | 30.9 | \$<br>23.0 | \$ | 22.5              | \$ | (5.0)            | \$  | 71.4      |

<sup>(1)</sup> 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.

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

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

Twelve months ended December 31, 2015

|   | Pro | EFT<br>cessing | epay |      | Money<br>Transfer |       | Corporate<br>Services |        | Con | solidated |
|---|-----|----------------|------|------|-------------------|-------|-----------------------|--------|-----|-----------|
| Net income  |     |                |      |      |                   |       |                       |        | \$  | 98.4      |
| Add: Income tax expense   |     |                |      |      |                   |       |                       |        |     | 42.5      |
| Add: Total other expense, net   |     |                |      |      |                   |       |                       |        |     | 64.0      |
| Operating income (expense)  | \$  | 94.4           | \$   | 66.5 | \$                | 78.7  | \$                    | (34.7) | \$  | 204.9     |
| Add: Depreciation and amortization  |     | 31.8           |      | 11.1 |                   | 26.6  |                       | 0.5    |     | 70.0      |
| Add: Share-based compensation   |     | (0.2)          |      | 0.1  |                   | -     |                       | 12.9   |     | 12.8      |
| Earnings (expense) before interest, taxes, depreciation, amortization, share-based compensation and other non-operating and non-recurring items |     | 10/0           |      |      |                   | 1050  |                       | (01.0) |     | 007.7     |
| (Adjusted EBITDA) (1)   | \$  | 126.0          | \$   | 77.7 | \$                | 105.3 | \$                    | (21.3) | \$  | 287.7     |

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

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

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

Twelve months ended December 31, 2014

|   | EFT |         |            | Money |               | Corporate |         |     |           |
|---|-----|---------|------------|-------|---------------|-----------|---------|-----|-----------|
|   | Pro | cessing | <br>epay   | Tr    | ansfer        | Se        | ervices | Con | solidated |
| Net income  |     |         |            |       |               |           |         | \$  | 101.5     |
| Add: Income tax expense   |     |         |            |       |               |           |         |     | 40.0      |
| Add: Total other expense, net   |     |         |            |       |               |           |         |     | 17.2      |
| Operating income (expense)  | \$  | 91.4    | \$<br>60.9 | \$    | 42.7          | \$        | (36.3)  | \$  | 158.7     |
| Add: Depreciation and amortization  |     | 30.8    | 15.7       |       | 24.4          |           | 0.4     |     | 71.3      |
| Add: Share-based compensation   |     | 0.6     | <br>0.1    |       | -             |           | 12.2    |     | 12.9      |
| Earnings (expense) before interest, taxes, depreciation, amortization, share-based compensation and other non-operating and non-recurring items |     |         |            |       |               |           |         |     |           |
| (Adjusted EBITDA) (1)   | \$  | 122.8   | \$<br>76.7 | \$    | 6 <b>7.</b> 1 | \$        | (23.7)  | \$  | 242.9     |

<sup>(1)</sup> Adjusted EBITDA and adjusted operating income (expense) are non-GAAP measures that should be considered in addition to and not a substitute for, net income and operating income computed in accordance with U.S. GAAP.

**EURONET WORLDWIDE, INC.** 

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

| T1 .1        |       |       | <b>P</b> I | $\sim 1$ | 0015   |
|--------------|-------|-------|------------|----------|--------|
| Three months | ended | ended | December   | 33 1     | . 7015 |
|              |       |       |            |          |        |

|   |     | EFT        |    |       | Λ  | Money    | Corporate |          |              |       |
|---|-----|------------|----|-------|----|----------|-----------|----------|--------------|-------|
|   | Pro | Processing |    | epay  |    | Transfer |           | Services | Consolidated |       |
| Revenue   | \$  | 92.9       | \$ | 191.1 | \$ | 186.9    | \$        | (0.3)    | \$           | 470.6 |
| Add: Estimated foreign currency impact *          |     | 10.7       |    | 23.9  |    | 8.9      |           | -        |              | 43.5  |
| Revenue - Constant Currency                       | \$  | 103.6      | \$ | 215.0 | \$ | 195.8    | \$        | (0.3)    | \$           | 514.1 |
| Operating income (expense)                        | \$  | 20.7       | \$ | 20.0  | \$ | 23.4     | \$        | (8.9)    | \$           | 55.2  |
| Add: Estimated foreign currency impact *          |     | 2.5        |    | 2.5   |    | 1.6      |           | (0.9)    |              | 5.7   |
| Operating income (expense) - Constant Currency    | \$  | 23.2       | \$ | 22.5  | \$ | 25.0     | \$        | (9.8)    | \$           | 60.9  |
| Adjusted EBITDA (reconciled on previous schedule) | \$  | 29.2       | \$ | 22.7  | \$ | 30.3     | \$        | (5.3)    | \$           | 76.9  |
| Add: Estimated foreign currency impact *          |     | 3.5        |    | 2.8   |    | 2.0      |           | -        |              | 8.3   |
| Adjusted EBITDA - Constant Currency               | \$  | 32.7       | \$ | 25.5  | \$ | 32.3     | \$        | (5.3)    | \$           | 85.2  |

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

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

Twelve months ended ended December 31, 2015

|   | EFT |         |    |       | ٨  | Noney   |           |        |              |         |
|---|-----|---------|----|-------|----|---------|-----------|--------|--------------|---------|
|   | Pro | cessing |    | epay  |    | ransfer | Corporate |        | Consolidated |         |
| Revenue   | \$  | 379.6   | \$ | 708.3 | \$ | 685.6   | \$        | (1.2)  | \$           | 1,772.3 |
| Add: Estimated foreign currency impact *          |     | 57.5    |    | 111.4 |    | 45.1    |           | (0.1)  |              | 213.9   |
| Revenue - Constant Currency                       | \$  | 437.1   | \$ | 819.7 | \$ | 730.7   | \$        | (1.3)  | \$           | 1,986.2 |
| Operating income (expense)                        | \$  | 94.4    | \$ | 66.5  | \$ | 78.7    | \$        | (34.7) | \$           | 204.9   |
| Add (Deduct): Estimated foreign currency impact * |     | 16.5    |    | 9.9   |    | 9.0     |           | (2.2)  |              | 33.2    |
| Operating income (expense) - Constant Currency    | \$  | 110.9   | \$ | 76.4  | \$ | 87.7    | \$        | (36.9) | \$           | 238.1   |
| Adjusted EBITDA (reconciled on previous schedule) | \$  | 126.0   | \$ | 77.7  | \$ | 105.3   | \$        | (21.3) | \$           | 287.7   |
| Add: Estimated foreign currency impact *          |     | 21.5    |    | 11.6  |    | 10.7    |           | (0.3)  |              | 43.5    |
| Adjusted EBITDA - Constant Currency               | \$  | 147.5   | \$ | 89.3  | \$ | 116.0   | \$        | (21.6) | \$           | 331.2   |

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

Reconciliation of Adjusted Cash Earnings per Share (unaudited - in millions, except share and per share data)

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|   |     | Year I  |            | Three Months Ended |     |         |         |         |  |
|---|-----|---------|------------|--------------------|-----|---------|---------|---------|--|
|   |     | Decem   | ber 31,    |                    |     | Decem   | ber 31, |         |  |
|   | 2   | 2015    |            | 2014               |     | 2015    |         | 2014    |  |
| Net income attributable to Euronet Worldwide, Inc.                            | \$  | 98.8    | \$         | 101.6              | \$  | 33.5    | \$      | 30.1    |  |
| Foreign currency exchange loss  |     | 41.5    |            | 5.7                |     | 7.4     |         | 0.6     |  |
| Intangible asset amortization   |     | 23.9    |            | 24.4               |     | 6.2     |         | 6.7     |  |
| Share-based compensation  |     | 12.8    |            | 12.9               |     | 3.5     |         | 3.3     |  |
| Income tax effect of above adjustments  |     | (6.0)   |            | (6.7)              |     | (2.2)   |         | (1.9)   |  |
| Non-cash interest accretion   |     | 9.9     |            | 1.6                |     | 2.5     |         | 1.6     |  |
| Non-cash GAAP tax (benefit) expense   |     | (0.4)   |            | 1.0                |     |         |         | 0.2     |  |
| Adjusted cash earnings (1)  | \$  | 180.5   | \$         | 140.5              | \$  | 50.9    | \$      | 40.6    |  |
| Adjusted cash earnings per share - diluted (1)                                | \$  | 3.32    | \$         | 2.59               | \$  | 0.92    | \$      | 0.74    |  |
| Diluted weighted average shares outstanding (GAAP)                            | 54, | 076,676 | 53,901,040 |                    | 54, | 824,950 | 54,     | 337,625 |  |
| Effect of unrecognized share-based compensation on diluted shares outstanding |     | 321,702 |            | 337,703            |     | 345,684 | ;       | 309,061 |  |
| Adjusted diluted weighted average shares outstanding                          | 54, | 398,378 | 54,238,743 |                    | 55, | 170,634 | 54,     | 646,686 |  |

<sup>(1)</sup> 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.

Thusa Mantha Endad