



EURONET WORLDWIDE

Financial Results Third Quarter 2018



Presenters:

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October 19, 2018

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 the effects in Europe of the Brexit vote and economic conditions in specific countries or regions; the effects of demonetization in India; 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 or those of our customers or vendors; 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; Visa's announced rule change to allow our ATMs to provide dynamic currency conversion beginning mid-April next year; 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 tax and 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. Except as required by law, 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 expenses related to the potential MoneyGram acquisition.

Adjusted EBITDA is defined as net income excluding interest, income tax expense, depreciation, amortization, expenses related to the potential MoneyGram acquisition, share-based compensation expenses, impairment charges and other non-operating or non-recurring items that are considered expenses or income under U.S. GAAP. Adjusted EBITDA represents a performance measure and is not intended to represent a liquidity measure.

Adjusted earnings per share (Adjusted 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) goodwill or intangible asset impairment charges, c) gains or losses from the early retirement of debt, d) share-based compensation, e) acquired intangible asset amortization, f) expenses related to the potential MoneyGram acquisition g) non-cash interest expense, h) non-cash income tax expense, i) the impact of the tax reform legislation passed in 2017, and j) other non-operating or non-recurring items. Adjusted 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.

The Company does not provide a reconciliation of its forward-looking non-GAAP measures to GAAP due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for GAAP and the related GAAP to non-GAAP reconciliation, including adjustments that could be made for currency exchange rate fluctuations and other charges reflected in the Company's reconciliation of historic numbers, the amount of which, based on historical experience, could be significant.

FINANCIAL HIGHLIGHTS

THIRD QUARTER 2018

Rick L. Weller

Executive Vice President & CFO

Q3 2018 Financial Report

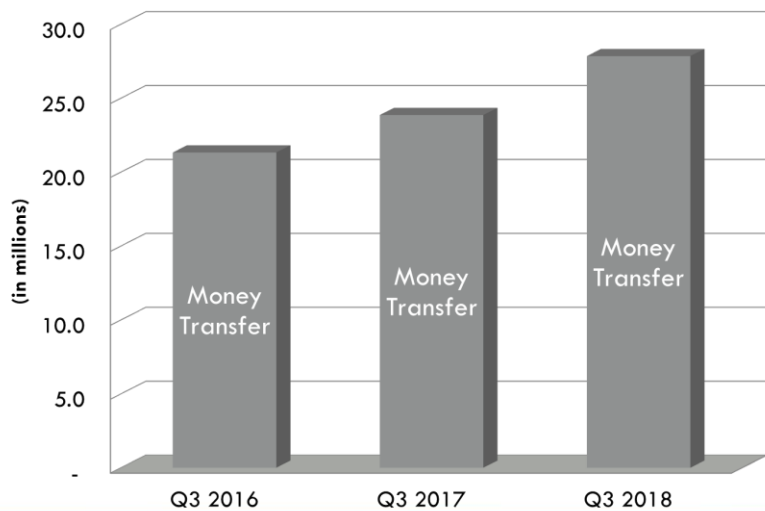
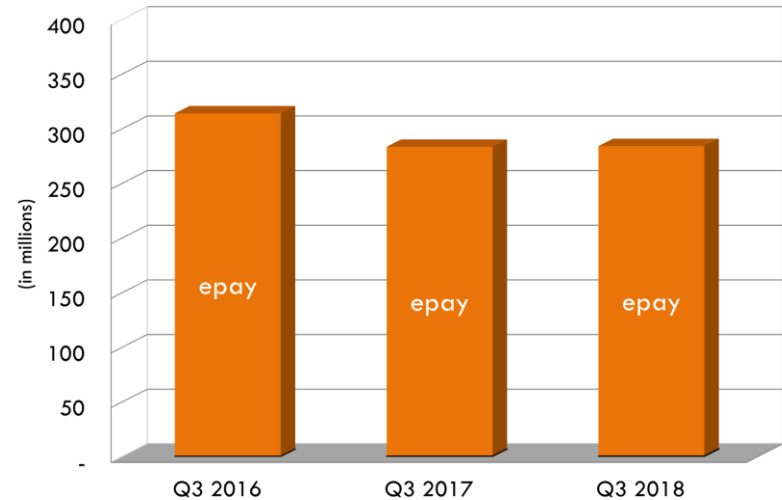
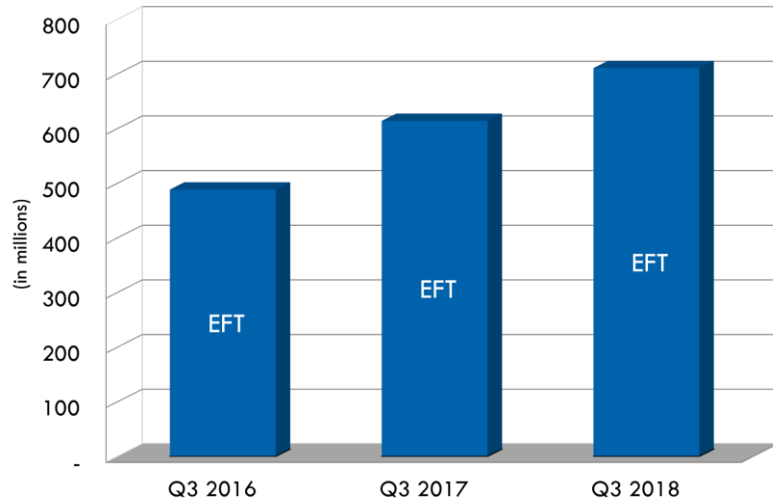
Quarterly Financial Highlights

- Revenue - \$714.5 million
 - 12% increase from \$637.8 million for Q3 2017
 - 14% increase on a constant currency basis
- Operating income - \$150.9 million
 - 29% increase from \$116.9 million for Q3 2017
 - 30% increase on a constant currency basis
- Adjusted operating income - \$150.9 million
 - 29% increase from \$117.0 million for Q3 2017
 - 30% increase on a constant currency basis
- Adjusted EBITDA - \$181.4 million
 - 25% increase from \$145.4 million for Q3 2017
 - 26% increase on a constant currency basis
- Adjusted EPS - \$2.16
 - 34% increase from \$1.61 for Q3 2017

Note: See reconciliations for adjusted operating income details.

Q3 2018 Financial Report

Three Year Transaction Trend



- EFT transactions grew 16%
 - Growth in Europe and India
- epay transactions declined 3%
 - With the largest declines from the loss of a high-volume, low-margin customer in the Middle East
- Money Transfer transactions grew 16%
 - Increases from growth across most sectors

Q3 2018 Business Segment Results

Same Quarter Prior Year Comparison

USD (in millions)	Revenue		Adjusted Operating Income (Expense)		Adjusted EBITDA	
	Q3 2017	Q3 2018	Q3 2017	Q3 2018	Q3 2017	Q3 2018
EFT Processing	\$ 226.3	\$ 261.7	\$ 86.8	\$ 110.4	\$ 101.6	\$ 127.1
<i>% Change</i>		16%		27%		25%
epay	184.2	185.4	15.7	16.4	18.2	18.3
<i>% Change</i>		1%		4%		1%
Money Transfer	228.1	268.4	24.3	34.3	31.7	42.2
<i>% Change</i>		18%		41%		33%
Subtotal	638.6	715.5	126.8	161.1	151.5	187.6
<i>% Change</i>		12%		27%		24%
Corporate, Eliminations & Other	(0.8)	(1.0)	(9.8)	(10.2)	(6.1)	(6.2)
Consolidated Total	\$ 637.8	\$ 714.5	\$ 117.0	\$ 150.9	\$ 145.4	\$ 181.4
<i>% Change</i>		12%		29%		25%

Note: See reconciliations for adjusted operating income details.

Q3 2018 Business Segment Results

Same Quarter Prior Year Comparison – Constant Currency*

USD (in millions)	Revenue		Adjusted Operating Income (Expense)		Adjusted EBITDA	
	Q3 2017	Q3 2018*	Q3 2017	Q3 2018*	Q3 2017	Q3 2018*
EFT Processing	\$ 226.3	\$ 266.5	\$ 86.8	\$ 110.9	\$ 101.6	\$ 128.0
<i>% Change</i>		18%		28%		26%
epay	184.2	189.2	15.7	16.6	18.2	18.5
<i>% Change</i>		3%		6%		2%
Money Transfer	228.1	270.1	24.3	34.5	31.7	42.5
<i>% Change</i>		18%		42%		34%
Subtotal	638.6	725.8	126.8	162.0	151.5	189.0
<i>% Change</i>		14%		28%		25%
Corporate, Eliminations & Other	(0.8)	(0.9)	(9.8)	(10.2)	(6.1)	(6.1)
Consolidated Total	\$ 637.8	\$ 724.9	\$ 117.0	\$ 151.8	\$ 145.4	\$ 182.9
<i>% Change</i>		14%		30%		26%

Note: See reconciliations for adjusted operating income details.

Q3 2018 Financial Report

Balance Sheet Overview

USD (in millions)	6/30/2018	9/30/2018
Unrestricted Cash	\$ 1,163.4	\$ 1,129.3
Total Assets	3,407.0	3,460.8
Total Debt	1,005.2	888.6
Total Debt to Trailing Twelve Month Adjusted EBITDA Multiple	2.3x	1.8x
Net Debt to Trailing Twelve Month Adjusted EBITDA Multiple	NM	NM

*NM - Not Meaningful

BUSINESS OVERVIEW

THIRD QUARTER 2018

Michael J. Brown
Chairman, CEO & President

EFT SEGMENT

EFT Segment Highlights

Q3 2018 Financial Highlights

- Revenue - \$261.7 million
 - 16% increase from \$226.3 million for Q3 2017
 - 18% increase on a constant currency basis
- Operating income - \$110.4 million
 - 27% increase from \$86.8 million for Q3 2017
 - 28% increase on a constant currency basis
- Adjusted EBITDA - \$127.1 million
 - 25% increase from \$101.6 million for Q3 2017
 - 26% increase on a constant currency basis
- Transactions – 711 million
 - 16% increase from 614 million for Q3 2017

EFT Segment Highlights

Q3 2018 Growth Drivers

- **Launched:**

- ATM Outsourcing for Piraeus Bank in Romania
- ATM driving, transaction switching, card hosting and DCC services agreement with Security Bank in Philippines
- Bank-branded ATM network for Philippines Bank of Communication

- **Signed:**

- ATM asset purchase and outsourcing agreement with APLITT, a financial services provider in Poland
- ATM outsourcing and network participation agreement with Kasa Stefczyka in Poland
- ATM outsourcing agreements with Alior Bank in Poland, Astrobank in Cyprus and Tirana Bank in Albania
- ATM deployment agreement with a key partner in Italy

- **Renewals/extensions:**

- Renewed ATM deployment agreements with key partners in Poland and Italy
- Renewed gateway services agreement with Direktna Bank in Serbia

EFT Segment Highlights

Q3 2018 Growth Drivers

- **New Products:**

- **ATMs:**

- JCB cards acceptance on IAD networks in Spain, Denmark and the UK
- Processing service and DCC project for Direktna Bank in Serbia

- **POS & Card Products:**

- American Express contactless acceptance in all countries
- Cashback for AIK Bank in Serbia
- DCC and Pure Payment agreements with Somerset Bencoolen, Ascot Raffles Place and The Capitol Kempinski Hotel in Singapore
- DCC with Dufry in Hong Kong and Australia
- Pure Payment with Rosewood Hotel in Hong Kong

- **Software:**

- EMV Acquiring and Issuing to the UAE switch for AAIB in Egypt
- Union Pay ATM & POS EMV Acquiring for Hakrinbank in Suriname
- Discover EMV ATM Acquiring for Fidelity Bank & Trust International in the Bahamas
- Visa Contactless Debit Card Issuing for Amana Bank PLC in Sri Lanka
- Visa Contactless Issuer (Paywave) for Administradora de Tarjetas De Cridito S.A. (ATC) in Bolivia

EFT Segment Highlights

Q3 2018 Growth Drivers

DCC Regulatory Development Update:

- The EU Commission and EU Council have completed proposed legislation.
- The Economic and Monetary Affairs Committee of the Parliament is considering inputs from the Rapporteur of the law and the various political groups.
- The Rapporteur's draft does not include a cap on DCC charges and none of the major political groups support a cap. The focus is on defining disclosures and consumer choice for DCC transactions.
- Amendments are still being considered by the ECON Committee through November 5th, when the Committee is expected to finalize proposed legislation.
- The Parliamentary proposal would be reconciled with the proposals of the EU Commission and the EU Council in a "trilogue" process. Following reconciliation, the final proposal would be presented for final voting.

ATM Deployment:

Sequential ATM Additions

Year-to-Date Additions

ATMs at Beginning of Quarter	41,205
Traditional High Value ATM Adds	854
Low-Margin India ATMs	(9)
Winterized ATMs	(148)
ATMs at September 30, 2018	<u>41,902</u>

ATMs at Beginning of Year	37,133
Traditional High Value ATM Adds	2,442
Easy Cash Ireland ATMs	400
Low-Margin India ATMs	(171)
Re-activated ATMs	2,098
ATMs at September 30, 2018	<u>41,902</u>

EPAY SEGMENT

epay Segment Highlights

Q3 2018 Financial Highlights

- Revenue - \$185.4 million
 - 1% increase from \$184.2 million for Q3 2017
 - 3% increase on a constant currency basis
- Operating income - \$16.4 million
 - 4% increase from \$15.7 million for Q3 2017
 - 6% increase on a constant currency basis
- Adjusted EBITDA - \$18.3 million
 - 1% increase from \$18.2 million for Q3 2017
 - 2% increase on a constant currency basis
- Transactions – 284 million
 - 3% decrease from 293 million for Q3 2017

epay Segment Highlights

Q3 2018 Growth Drivers



- Launched:

- France Distribution of non-mobile content on fnac.com, a large electronics retailer
- France Carrefour gift cards distributed on Carrefour hypermarket kiosks
- Australia Launched Amazon gift cards following Amazon entry into country earlier this year
- Australia POS integration with large electronics retailer, The Good Guys, with software content distribution
- Australia Launched distribution for Transurban toll roads primarily in petrol and convenience stores
- Germany Launched Amazon Cash at Valora, a large convenience chain, which is the first in DACH region
- Germany Online distribution of SIM cards in REWE and Penny, large retailers
- Poland New distribution of iTunes in country at various retailers
- Denmark Non-mobile content distribution in COOP, a large grocery retailer
- Europe Digital distribution of Sony content at Startselect.com, a large electronics retailer
- Greece, Turkey Initial distribution of Netflix into online and physical retail channels
- Russia Launched gaming content through VK Pay (largest social media)
- Spain Launched Amazon Cash across 10,000 retail locations
- South Africa Initial launch in country with Xbox distribution in large gaming distributor (Prima Interactive) and gaming retailer (BT Games)
- United Kingdom B2B distribution of various non-mobile content through Reward Gateway

epay Segment Highlights

Q3 2018 Growth Drivers

- Signed:

- Australia Alipay alternative payments with LVMH luxury brand retailers
- Middle East, Africa Agreement to distribute McAfee antivirus
- Spain Distribution of paysafecash
- Italy Distribution of non-mobile content through Supermedia, a large electronics retailer
- Turkey Agreement to distribute Spotify Pin on Receipt
- Greece Sony distribution in country
- Europe Distribution agreement for Adidas content
- Europe Distribution for Nintendo subscription and other content
- Germany Ikea distribution agreement in retailers

MONEY TRANSFER SEGMENT

Money Transfer Segment Highlights

Q3 2018 Financial Highlights

- Revenue - \$268.4 million
 - 18% increase from \$228.1 million for Q3 2017
 - 18% increase on a constant currency basis
- Operating income - \$34.3 million
 - 41% increase from \$24.3 million for Q3 2017
 - 42% increase on a constant currency basis
- Adjusted EBITDA - \$42.2 million
 - 33% increase from \$31.7 million for Q3 2017
 - 34% increase on a constant currency basis
- Transactions – 27.8 million
 - 16% increase from 23.9 million for Q3 2017

Money Transfer Segment Highlights

Q3 2018 Growth Drivers

- **Growth in Send & Payout Network, Correspondents and Locations**
 - Our Network reaches:
 - 149 countries
 - 361,000 total network locations, a 9% increase vs 3Q 2017
- **Correspondent Expansion**
 - Launched 16 new correspondents in 14 countries
 - Launched Mauritius Post, enabling the country for send and receive services
 - Signed 20 new correspondent agreements across 18 countries
- **Other Business:**
 - Partnered with PayPal's Xoom to offer cash pick-up service to Xoom customers at more than 150,000 of Ria's international network locations
 - Signed an agreement with Boost Mobile, a subsidiary of Sprint Corporation, to enable Dealers of Boost Mobile with the ability to offer customers money transfer send or receive services, both domestically and internationally, and bill payment services at more than 6,000 locations nationwide

Summary & Outlook

- Third quarter Adjusted EPS of \$2.16 – a 34% year-over-year increase
- EFT results reflect strong double-digit growth across all metrics and continues to see opportunity for additional outsourcing agreements
- The epay Segment continues to grow its non-mobile product offering
- Money Transfer delivered an exceptional quarter, with strong double-digit growth across all financial metrics while continuing investments to expand the physical and digital network
- The generation of free cash contributes to our continued balance sheet strengthening, and
- We expect fourth quarter Adjusted EPS to be approximately \$1.27, assuming consistent foreign currency exchange rates and share price

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 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 September 30, 2018				
	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net income					\$ 102.2
Add: Income tax expense					34.9
Add: Total other expense, net					13.8
Operating income (expense)	\$ 110.4	\$ 16.4	\$ 34.3	\$ (10.2)	150.9
Add: Depreciation and amortization	16.7	1.9	7.9	-	26.5
Add: Share-based compensation	-	-	-	4.0	4.0
Earnings (expense) before interest, taxes, depreciation, amortization and share-based compensation (Adjusted EBITDA) (1)	\$ 127.1	\$ 18.3	\$ 42.2	\$ (6.2)	\$ 181.4

(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 Adjusted Operating Income (Expense) and Adjusted EBITDA (unaudited - in millions)

Three months ended September 30, 2017

	EFT Processing	Money Gram	Money Transfer	Corporate Services	Consolidated
Net income					\$ 100.4
Add: Income tax expense					15.6
Add: Total other expense, net					0.9
Operating income (expense)	\$ 86.8	\$ 15.7	\$ 24.3	\$ (9.9)	\$ 116.9
Add: Expenses incurred for proposed MoneyGram acquisition	-	-	-	0.1	0.1
Adjusted operating income (expense) (1)	86.8	15.7	24.3	(9.8)	117.0
Add: Depreciation and amortization	14.8	2.5	7.4	-	24.7
Add: Share-based compensation	-	-	-	3.7	3.7
Earnings (expense) before interest, taxes, depreciation, amortization, proposed transaction expenses and share-based compensation					
(Adjusted EBITDA) (2)	\$ 101.6	\$ 18.2	\$ 31.7	\$ (6.1)	\$ 145.4

(1) Adjusted operating income excludes costs related to the proposed MoneyGram acquisition and 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.

(2) 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 September 30, 2018				
	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Revenue	\$ 261.7	\$ 185.4	\$ 268.4	\$ (1.0)	\$ 714.5
Add: Estimated foreign currency impact *	4.8	3.8	1.7	0.1	10.4
Revenue - Constant Currency	<u>\$ 266.5</u>	<u>\$ 189.2</u>	<u>\$ 270.1</u>	<u>\$ (0.9)</u>	<u>\$ 724.9</u>
Operating income (expense)	\$ 110.4	\$ 16.4	\$ 34.3	\$ (10.2)	\$ 150.9
Add: Estimated foreign currency impact *	0.5	0.2	0.2	-	0.9
Operating income (expense) - Constant Currency	<u>\$ 110.9</u>	<u>\$ 16.6</u>	<u>\$ 34.5</u>	<u>\$ (10.2)</u>	<u>\$ 151.8</u>
Adjusted EBITDA (reconciled on previous schedule)	\$ 127.1	\$ 18.3	\$ 42.2	\$ (6.2)	\$ 181.4
Add: Estimated foreign currency impact *	0.9	0.2	0.3	0.1	1.5
Adjusted EBITDA - Constant Currency	<u>\$ 128.0</u>	<u>\$ 18.5</u>	<u>\$ 42.5</u>	<u>\$ (6.1)</u>	<u>\$ 182.9</u>

Supplemental Data

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

	Three Months Ended	
	September 30,	
	2018	2017
Net income attributable to Euronet Worldwide, Inc.	\$ 102.7	\$ 100.3
Foreign currency exchange loss (gain)	2.7	(8.2)
Intangible asset amortization	5.6	6.2
Share-based compensation	4.0	3.7
Expenses incurred for proposed acquisition of MoneyGram	-	0.1
Non-cash interest accretion	2.9	2.8
Income tax effect of above adjustments	(0.8)	(0.4)
Non-cash GAAP tax expense	0.7	(14.4)
Adjusted earnings (1)	<u>\$ 117.8</u>	<u>\$ 90.1</u>
Adjusted earnings per share - diluted (1)	<u>\$ 2.16</u>	<u>\$ 1.61</u>
Diluted weighted average shares outstanding (GAAP)	54,263,892	55,784,485
Effect of unrecognized share-based compensation on diluted shares outstanding	<u>245,964</u>	<u>308,345</u>
Adjusted diluted weighted average shares outstanding	<u>54,509,856</u>	<u>56,092,830</u>

(1) Adjusted earnings and adjusted 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.

To see how these adjustments correlate to the income statement please see the third quarter 2018 earnings press release.