



# Third Quarter 2011 Corporate Results

October 26, 2011

## Presenters

Michael J. Brown, Chairman & CEO

Kevin J. Caponecchi, President

Rick L. Weller, EVP & CFO

Jeffrey B. Newman, EVP & General Counsel



**Bringing currency to life.**

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# 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: conditions in world financial markets and general economic conditions; technological developments affecting the market for the Company's products and services; foreign currency exchange fluctuations; 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; 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. 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 EBITDA is defined as net income excluding 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 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 potentially issuable 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.



# Third Quarter 2011 Financial Report

Rick L. Weller



# Q3 2011 Financial Report

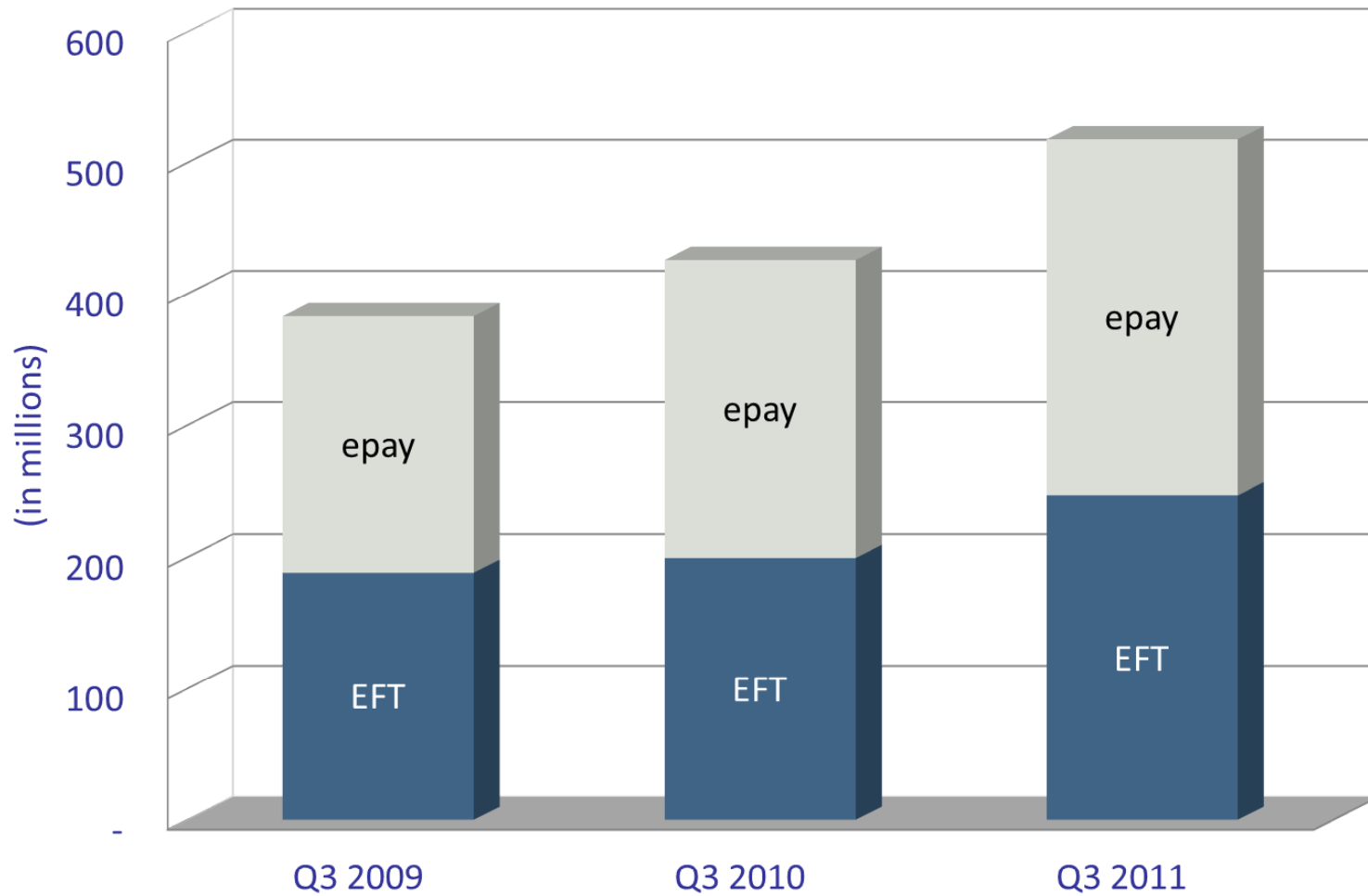
## Quarterly Financial Highlights

- Revenue – \$299.5 million
  - 15% increase from \$260.2 million for Q3 2010
  - 7% increase on a constant currency basis
- Operating Income – \$20.1 million
  - 1% decrease from \$20.3 million for Q3 2010
  - 11% decrease on a constant currency basis
- Adjusted EBITDA – \$37.6 million
  - 2% increase from \$36.9 million for Q3 2010
  - 6% decrease on a constant currency basis
- Cash EPS – \$0.37
  - 9% increase from \$0.34 for Q3 2010



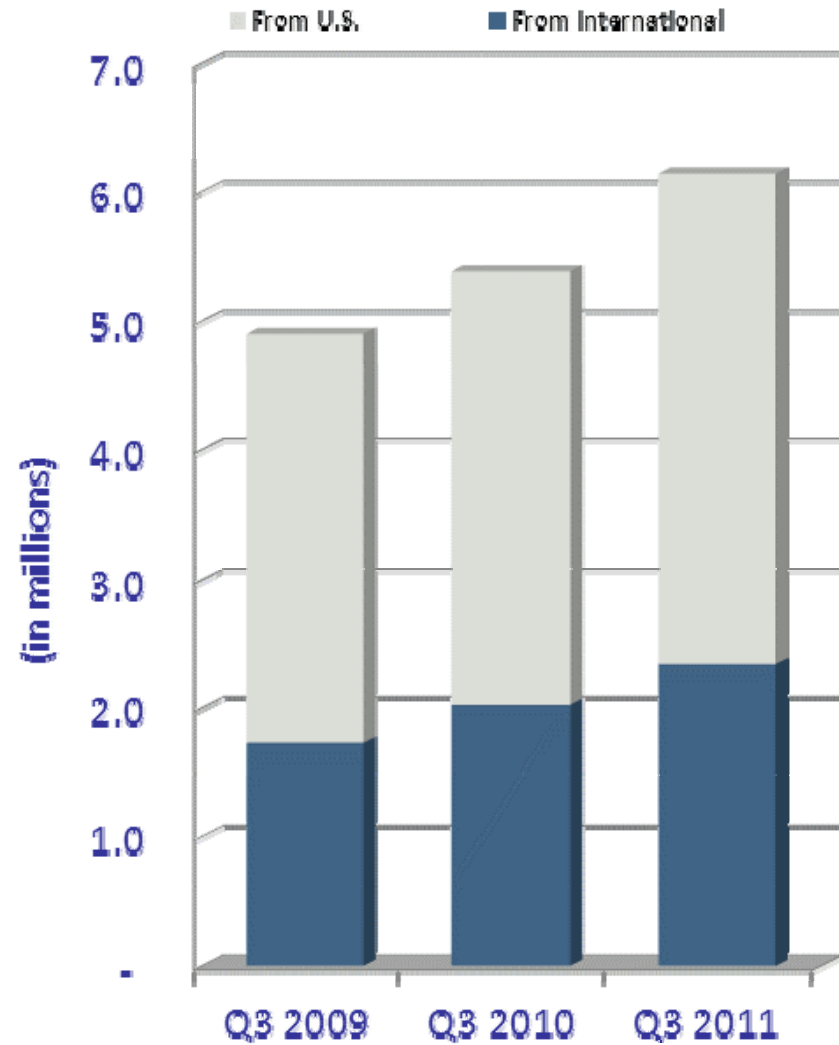
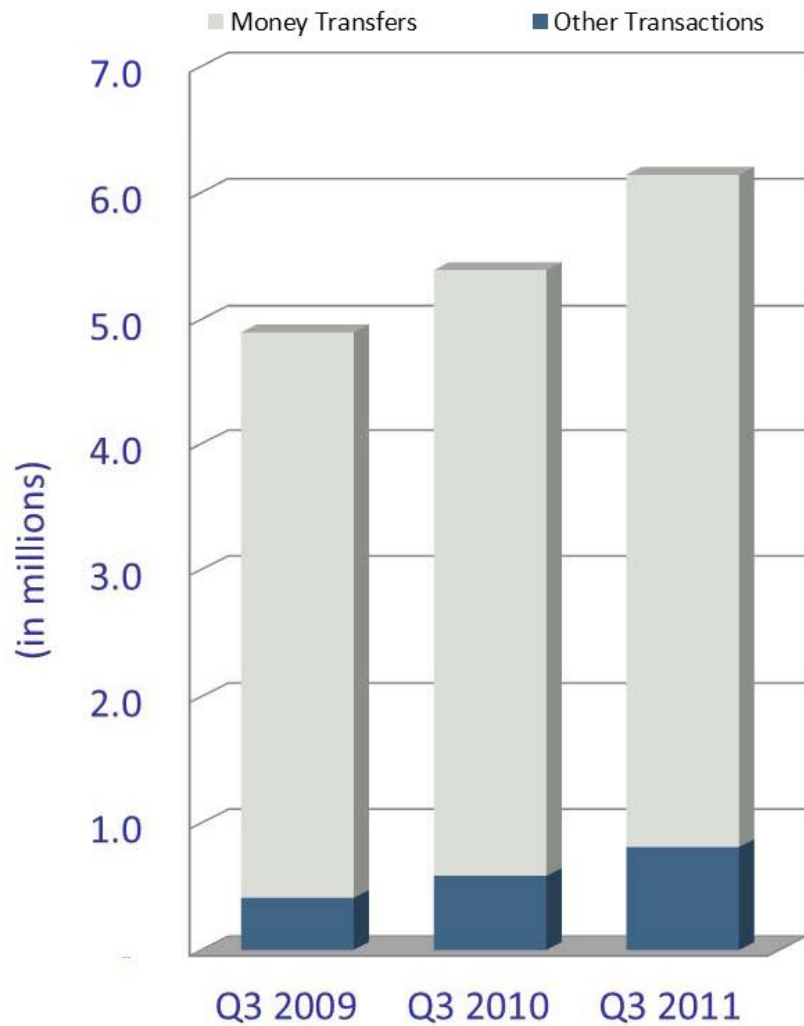
# Quarterly Transaction Growth

EFT and epay Combined



# Quarterly Transaction Growth and Mix

## Money Transfer Segment



# Q3 2011 Business Segment Results

Same Quarter Prior Year Comparison

USD (in millions)	Revenue		Operating Income (Loss)		Adjusted EBITDA	
	Q3 2010	Q3 2011	Q3 2010	Q3 2011	Q3 2010	Q3 2011
<b>EFT Processing</b> <i>% Change</i>	\$ 49.1	\$ 50.2 2%	\$ 10.5	\$ 9.0 -14%	\$ 15.4	\$ 14.2 -8%
<b>epay</b> <i>% Change</i>	148.0	174.3 18%	11.9	13.3 12%	16.1	17.7 10%
<b>Money Transfer</b> <i>% Change</i>	63.1	75.1 19%	3.7	4.8 30%	8.8	9.9 13%
<b>Subtotal</b> <i>% Change</i>	260.2	299.6 15%	26.1	27.1 4%	40.3	41.8 4%
<b>Corporate, Eliminations &amp; Other</b>	-	(0.1)	(5.8)	(7.0)	(3.4)	(4.2)
<b>Consolidated Total</b> <i>% Change</i>	\$ 260.2	\$ 299.5 15%	\$ 20.3	\$ 20.1 -1%	\$ 36.9	\$ 37.6 2%





# Q3 2011 Business Segment Results

Same Quarter Prior Year Comparison – Constant Currency

<i>Constant Currency *</i>						
USD (in millions)	Revenue		Operating Income (Loss)		Adjusted EBITDA	
	Q3 2010	Q3 2011*	Q3 2010	Q3 2011*	Q3 2010	Q3 2011*
<b>EFT Processing</b> <i>% Change</i>	\$ 49.1	\$ <b>47.4</b> -3%	\$ 10.5	\$ <b>8.4</b> -20%	\$ 15.4	\$ <b>13.3</b> -14%
<b>epay</b> <i>% Change</i>	148.0	<b>160.8</b> 9%	11.9	<b>12.3</b> 3%	16.1	<b>16.4</b> 2%
<b>Money Transfer</b> <i>% Change</i>	63.1	<b>71.1</b> 13%	3.7	<b>4.3</b> 16%	8.8	<b>9.2</b> 5%
<b>Subtotal</b> <i>% Change</i>	260.2	<b>279.3</b> 7%	26.1	<b>25.0</b> -4%	40.3	<b>38.9</b> -3%
<b>Corporate, Eliminations &amp; Other</b>	-	<b>(0.1)</b>	(5.8)	<b>(7.0)</b>	(3.4)	<b>(4.2)</b>
<b>Consolidated Total</b> <i>% Change</i>	\$ 260.2	\$ <b>279.2</b> 7%	\$ 20.3	\$ <b>18.0</b> -11%	\$ 36.9	\$ <b>34.7</b> -6%

\* Constant currency measures are computed as if foreign currency exchange rates did not change from the prior period. See reconciliation of constant currency revenue, operating income (loss) and adjusted EBITDA in the attached supplemental data.



# Q3 2011 Financial Report

## Balance Sheet & Credit Facility Overview

USD (in millions)	6/30/2011	9/30/2011
<b>Unrestricted Cash</b>	\$ 225.5	\$ 180.9
<b>Total Assets</b>	1,444.1	1,382.3
<b>Total Debt</b>	295.6	322.5
<b>Total Debt to Quarterly Annualized Adjusted EBITDA Multiple</b>	2.0x	2.1x
<b>Net Debt to Quarterly Annualized Adjusted EBITDA Multiple</b>	0.5x	0.9x

### Credit Facility Overview

- In August 2011, the Company announced the closing of a new five-year, \$355 million senior secured credit facility
  - Revolver capacity - \$275 million
  - Term loan A - \$80 million
  - Ability to repurchase shares and pay down subordinated debt



# Business Overview

Michael J. Brown



# EFT Segment



# EFT Segment Highlights

## Q3 2011 Financial Highlights

- Revenue – \$50.2 million
  - 2% increase from \$49.1 million for Q3 2010
- Operating Income – \$9.0 million
  - 14% decrease from \$10.5 million for Q3 2010
- Adjusted EBITDA – \$14.2 million
  - 8% decrease from \$15.4 million for Q3 2010
- Transactions – 247 million
  - 24% increase from 199 million for Q3 2010



# EFT – Q3 2011 Business Highlights

## Growth Driver Highlights - Europe

- **New License and Certification**
  - Granted PSD acquiring licenses in the UK and Germany, which allow for ATM acquiring throughout Europe and POS acquiring in Germany
  - Certified directly with card schemes in five European countries to perform ATM acquiring
  
- **New agreements (e.g. for ATM, IAD, Outsourcing Services, etc.)**
  - Signed a long-term outsourcing and network participation agreement with Idea Bank in Poland
  - Signed a long-term network participation agreement with RBS Romania
  
- **Renewals/Extensions**
  - Signed a long-term card issuing and ATM/POS acquiring renewal with AIK Bank in Serbia
  - Extended contract with Hipotekarna Bank in Montenegro for loyalty card issuing and acquiring to enable value added services on ATMs and POS terminals
  - Extended contract with Podgoricka Bank Societe Generale in Montenegro for EMV card issuing
  - Extended contract with Volks Bank in Bosnia and Herzegovina to include EMV card issuing and MasterCard Gateway services



# EFT – Q3 2011 Business Highlights

## Growth Driver Highlights – India, China, Pakistan, Middle East, Other

### ▪ **New & Renewed Agreements**

- Signed a long-term, brown label ATM outsourcing agreement with Development Credit Bank in India for deployment of 1,000 ATMs
- Signed a long-term extension with Citibank in India to provide ATM outsourcing services
- Signed an ATM outsourcing agreement with First Rand Bank in India
- Signed agreement with Federal Bank in India to sell mobile recharge and prepaid TV airtime through ATMs and their internet banking portal
- Signed a payroll card processing deal with Mawarid in the United Arab Emirates
- Signed a new ITM software agreement with Ahli Bank in Oman, which includes ATM software, network connections and a long-term maintenance agreement
- Signed various software development agreements with existing clients, including surcharging at the ATM, support of VISA and MasterCard money transfer transactions and Euronet Monitoring Software



# EFT – Q3 2011 Business Highlights

## Growth Driver Highlights

- **Continued success in Value Added Services strategy execution**
  - Launched:
    - Launched new or additional value added services on our Independent Networks in Romania, Poland, Ukraine, Czech Republic and Greece
    - Launched value added services for customer banks in Serbia, Ukraine, Romania, Croatia, Czech Republic and Hungary
  - Signed:
    - Signed long-term agreements with Credit Agricole and AIK Bank in Serbia
    - Signed an agreement with OMV to provide value added services in Austria, Czech Republic, Romania and Hungary
    - Signed a long-term transaction processing agreement with Hellas Pay in Greece for e-commerce
- **New Deployment**
  - Enabled Citibank customer deposits on our shared deposit network in Poland
  - Launched advertising campaigns on ATM screens in Poland
  - Successfully migrated credit cards of National Bank of Greece in Cyprus and Albania to our platform
- **ATM Deployment**
  - During the quarter, 610 ATMs were added in India, China, Pakistan and nine countries in Europe
  - 12,668 ATMs at the end of Q3 2011, with a backlog of 525 units





# epay Segment



# epay Segment Highlights

## Q3 2011 Financial Highlights

- Revenue – \$174.3 million
  - 18% increase from \$148.0 million for Q3 2010
- Operating Income – \$13.3 million
  - 12% increase from \$11.9 million for Q3 2010
- Adjusted EBITDA – \$17.7 million
  - 10% increase from \$16.1 million for Q3 2010
- Transactions – 271 million
  - 19% increase from 227 million for Q3 2010



# epay Segment – Q3 2011 Business Highlights

## Grow Mobile Business

- Signed exclusive agreement with Sprint Prepaid group (Boost Mobile, Virgin Mobile USA and Assurance Wireless) for the independent channel in the United States
  - Boost is the largest mobile prepaid provider in the US market
  - Won competitive bid by demonstrating superior value proposition
  - Evidence of growing market share in the US
- Renewed two key retail contracts in the UK, Post Office Ltd and ASDA, with a combined presence of more than 41,000 Point of Sale (POS) terminals
- Launched mobile top-up in the UK for BP Oil Ltd and the retail store, The Factory Shop, with 750 combined POS terminals
- Launched top-up service for Red Bull Mobile, a Mobile Virtual Network Operator (MVNO), in Australia
- Launched mobile top-up services for Lebara MVNO in six large German retailers with a combined 16,000 POS terminals
- Signed seven new large retailers with over 800 points of sale in Italy
- Signed 231 new direct independent retailers in Italy



# epay Segment – Q3 2011 Business Highlights

## Expand Non-mobile Products

### ▪ **Digital Content Distribution**

- Launched Zynga on-line gaming vouchers in five European countries
- Rolled-out iTunes within Rossmann, a drugstore chain in Germany, with 4,000 POS terminals
- Setup Smartbox and Wonderbox with seven large German Retailers across 9,700 POS terminals
- Expanded Microsoft distribution into Argos and Dixons, two large retailers in the UK, with a combined 9,300 POS terminals
- Launched Sony and Microsoft products in 7-Eleven® stores in Australia with 430 POS terminals
- Signed agreement with Sky, a PayTV Company, in Italy for distribution of prepaid TV
- Expanded Symantec anti-virus software to Dixons in the UK and Ireland across 2,900 POS terminals
- Launched Smartfuel, a petrol loyalty program, with Caltex in New Zealand with 600 POS terminals
- Signed agreement with API-IP, a petrol company in Italy, to distribute their gift card

### ▪ **Other Non-mobile Products**

- Launched The Health Lottery in the UK across more than 13,500 POS terminals within major retailers such as Tesco, Morrisons, Lidl, and WH Smith
- Launched exclusive National Rugby Team long distance calling card for New Zealand Telecom to coincide with the Rugby World Cup
- Launched bill payment in New Zealand with Just Energy



# epay Segment – Q3 2011 Business Highlights

## Acquisition and Investment Activity

- Acquired cadooz, a German voucher and physical gift fulfillment company
  - Provide vouchers, innovative merchandise and incentive solutions to more than 3,000 corporate customers across Germany, Austria and Poland
  - Complement our core mobile top-up and prepaid business and significantly expands our non-mobile product portfolio
  - Exciting cross-selling opportunities with existing businesses in Germany and other countries
  - Seasonal business achieves significant portion of earnings in the fourth quarter
  - Expect to contribute three to four cents to annual cash EPS
- Entered into a commercial processing relationship and an investment in wipit, inc., a mobile wallet company
  - Provides cash-preferred consumers flexibility and convenience through mobile payment options
  - Utilizes epay's extensive retailer network to allow customers convenience when adding funds to their mobile account



# Money Transfer Segment



# Money Transfer Segment Highlights

## Q3 2011 Financial Highlights

- Revenue – \$75.1 million
  - 19% increase from \$63.1 million for Q3 2010
- Operating Income – \$4.8 million
  - 30% increase from \$3.7 million for Q3 2010
- Adjusted EBITDA – \$9.9 million
  - 13% increase from \$8.8 million for Q3 2010
- Transactions – 6.1 million
  - 13% increase from 5.4 million for Q3 2010



# Money Transfer – Q3 2011 Business Highlights

## Growth Driver Highlights

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

- Our network reaches 136 countries and has approximately 140,000 total network locations
  - Increased number of locations by 35% vs. Q3 2010
  - Added Mozambique, Slovenia and Sudan as new receive countries during the quarter
  - Introduced New Zealand as a new send country during Q3 2011
- New Agents Launched: Launched 81 locations of Cash Store Financial Services Inc. in Australia
  - Leveraged key win in the Canadian market
- New Correspondents Launched: Launched 15 new correspondents in 14 countries with approximately 5,000 locations, with the most significant growth in Hungary, Pakistan and Togo (Africa)
- New Correspondents Signed: Signed agreements with 17 new correspondents that operate in 12 countries with a combined network of approximately 2,700 locations, with the most significant growth in Pakistan, Turkey and Nigeria
  - Agreement with Vakif Bank is our first entry into the Turkish market





# Money Transfer – Q3 2011 Business Highlights

## Transaction Growth

### Annual Growth in Transactions

- Growth in transaction volumes of 13% in Q3 2011 vs. Q3 2010
  - Increase in non-US transfers of 15%
  - Increase in US transfers of 8%
    - Increase in US to Mexico transfers of 2%
    - Increase in non-Mexico transfers of 13%
  - Increase in non-money transfer transactions of 39%, mostly in the US
    - Check cashing
    - Bill payment
    - Over the counter foreign exchange
    - Mobile top-up
    - Prepaid debit cards



# Summary & Outlook

- Q3 2011 Adjusted Cash EPS of \$0.37 meets guidance
- Significant transaction growth across all three segments
- EFT continues growth momentum through expanded ATM network and value added service portfolio
- Received PSD acquiring licenses in the UK and Germany and direct membership with the two major card schemes
- epay achieves key win in core business through Sprint Prepaid agreement and continues expansion of non-mobile product portfolio
- Completed the acquisition of cadooz, which strengthens our non-mobile product portfolio in the prepaid segment
- Money Transfer demonstrates resiliency by sustained performance in Europe in the face of economic challenges and positive momentum in the US generated by volume growth in transfers to Mexico
- New, five-year, \$355 million credit facility enhances strong liquidity position and provides capital flexibility
- Q4 2011 Adjusted Cash EPS is expected to be approximately \$0.41, assuming consistent FX 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 EBITDA and adjusted cash earnings per share. These measures should be used in addition to, and not a substitute for, net income, operating income and earnings per share computed in accordance with US 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 Loss to Adjusted EBITDA**  
**(unaudited - in millions)**

Three months ended September 30, 2011

	<u>EFT</u>		<u>Money</u>		<u>Corporate</u>		<u>Consolidated</u>
	<u>Processing</u>	<u>epay</u>	<u>Transfer</u>	<u>Services</u>	<u>Services</u>		<u>Consolidated</u>
Net loss						\$	(2.9)
Add: Income tax expense							6.5
Add: Total other expense, net							<u>16.5</u>
Operating income (loss)	\$ 9.0	\$ 13.3	\$ 4.8	\$ (7.0)			20.1
Add: Depreciation and amortization	5.2	4.4	5.1	0.1			14.8
Add: Share-based compensation	-	-	-	2.7			<u>2.7</u>
Earnings (loss) before interest, taxes, depreciation, amortization and share-based compensation (Adjusted EBITDA)	<u>\$ 14.2</u>	<u>\$ 17.7</u>	<u>\$ 9.9</u>	<u>\$ (4.2)</u>		<u>\$</u>	<u>37.6</u>



# Supplemental Data

**EURONET WORLDWIDE, INC.**  
**Reconciliation of Net Income to Adjusted EBITDA**  
**(unaudited - in millions)**

	Three months ended September 30, 2010				
	EFT Processing	epay	Money Transfer	Corporate Services	Consolidated
Net income					\$ 21.1
Add: Income tax expense					7.1
Deduct: Total other income, net					(7.9)
Operating income (loss)	\$ 10.5	\$ 11.9	\$ 3.7	\$ (5.8)	\$ 20.3
Add: Depreciation and amortization	4.9	4.2	5.1	0.1	14.3
Add: Share-based compensation	-	-	-	2.3	2.3
Earnings (loss) before interest, taxes, depreciation, amortization and share-based compensation (Adjusted EBITDA)	\$ 15.4	\$ 16.1	\$ 8.8	\$ (3.4)	\$ 36.9



# Supplemental Data

## EURONET WORLDWIDE, INC.

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

	Three months ended ended September 30, 2011				
	EFT Processing	epay	Money Transfer	Corporate Services & Other	Consolidated
Revenue	\$ 50.2	\$ 174.3	\$ 75.1	\$ (0.1)	\$ 299.5
Deduct: Estimated foreign currency impact *	(2.8)	(13.5)	(4.0)	-	(20.3)
Revenue - Constant Currency	\$ 47.4	\$ 160.8	\$ 71.1	\$ (0.1)	\$ 279.2
Operating income (loss)	\$ 9.0	\$ 13.3	\$ 4.8	\$ (7.0)	\$ 20.1
Deduct: Estimated foreign currency impact *	(0.6)	(1.0)	(0.5)	-	(2.1)
Operating income (loss) - Constant Currency	\$ 8.4	\$ 12.3	\$ 4.3	\$ (7.0)	\$ 18.0
Adjusted EBITDA (reconciled on previous schedule)	\$ 14.2	\$ 17.7	\$ 9.9	\$ (4.2)	\$ 37.6
Deduct: Estimated foreign currency impact *	(0.9)	(1.3)	(0.7)	-	(2.9)
Adjusted EBITDA - Constant Currency	\$ 13.3	\$ 16.4	\$ 9.2	\$ (4.2)	\$ 34.7

\* The Company's accounting and reporting systems accumulate results that include conversion of the results of foreign operations at average currency exchange rates in effect during the period. For the purposes of this analysis, management has converted the current period results of our foreign operations to U.S. dollars using average rates in effect in the prior period. This analysis has been prepared outside of our normal accounting systems and has inherent limitations as to its usefulness. Nonetheless, we have provided these estimates to illustrate the degree of the impact of changes in foreign currency exchange rates in analyzing the Company's results when compared to the prior period.



# Supplemental Data

## EURONET WORLDWIDE, INC.

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

	Three Months Ended September 30,	
	2011	2010
Net income (loss) attributable to Euronet Worldwide, Inc.	\$ (3.2)	\$ 21.0
Foreign exchange (gain) loss, net of tax	11.6	(8.9)
Intangible asset amortization, net of tax	4.2	4.6
Share-based compensation, net of tax	2.6	2.2
Non-cash 3.5% convertible debt accretion interest, net of tax	1.9	1.8
Gain on settlement	-	(3.1)
Loss on early retirement of debt	1.9	-
Non-cash GAAP tax expense	0.4	0.4
Adjusted cash earnings (1)	\$ 19.4	\$ 18.0
Adjusted cash earnings per share - diluted (1)	\$ 0.37	\$ 0.34
Diluted weighted average shares outstanding	51,116,512	51,539,150
Incremental shares from assumed conversion of stock options and restricted stock	640,879	-
Effect of unrecognized share-based compensation on diluted shares outstanding	562,549	808,175
Adjusted diluted weighted average shares outstanding	52,319,940	52,347,325

(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, earnings per share computed in accordance with U.S. GAAP.

