

## EURONET WORLDWIDE Financial Results Second Quarter 2016

### **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. 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:

<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 or income under U.S. GAAP. Adjusted EBITDA represents a performance measure and is not intended to represent a liquidity measure.

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) goodwill impairment charges, 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 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 SECOND QUARTER 2016

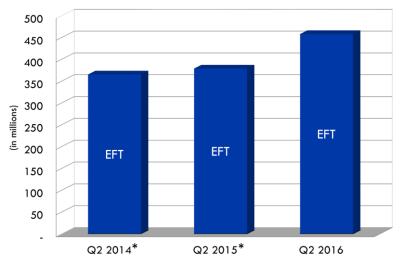
**Rick L. Weller** Executive Vice President & CFO

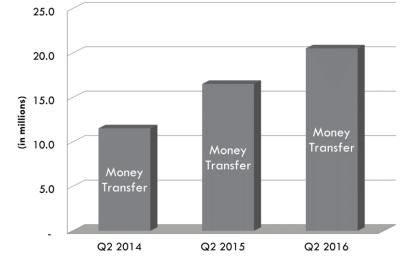


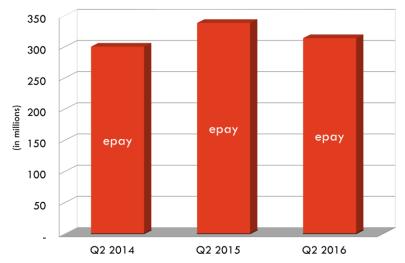
### Q2 2016 Financial Report Quarterly Financial Highlights

- Revenue \$476.9 million
  - 12% increase from \$425.1 million for Q2 2015
  - 13% increase on a constant currency basis
- Operating income \$59.3 million
  - 26% increase from \$47.2 million for Q2 2015
  - 25% increase on a constant currency basis
- Adjusted EBITDA \$82.9 million
  - 23% increase from \$67.2 million for Q2 2015
  - 23% increase on a constant currency basis
- Adjusted Cash EPS \$0.97
  - 24% increase from \$0.78 for Q2 2015

### Q2 2016 Financial Report Three Year Transaction Trend







- EFT Transactions grew 21%
  - Growth in Europe and India, partially offset by declines in China
- epay declined 7%
  - Largest declines in India, North America, Brazil and the U.K, partially offset by growth in Poland, Australia, Italy and New Zealand
- Money transfer transactions grew 24%
  - Increases from organic growth, Walmart-2-Walmart and the acquisition of IME

\*2014 and 2015 EFT transactions were restated to include 44.9 and 50.3 million transactions, respectively.

### Q2 2016 Business Segment Results Same Quarter Prior Year Comparison

USD (in millions)		Reve	enue	e	Operating Income (Expense)					Adjusted EBITDA			
	Q2	2 2015	Q	2 2016	Q2	2015	Q2	2016	Q2	2 2015	Q2	2016	
EFT Processing	\$	93.1	\$	115.1	\$	22.0	\$	27.9	\$	29.8	\$	37.3	
% Change				<b>24</b> %				<b>27</b> %				25%	
epay		166.7		160.7		16.2		16.0		18.8		18.6	
% Change				<b>-4</b> %				-1%				-1%	
Money Transfer		165.7		201.5		17.8		25.9		23.8		33.3	
% Change				<b>22</b> %				<b>46</b> %				40%	
Subtotal		425.5		477.3		56.0		69.8		72.4		89.2	
% Change				12%				<b>25</b> %				<b>23</b> %	
Corporate, Eliminations & Other		(0.4)		(0.4)		(8.8)		(10.5)		(5.2)		(6.3)	
Consolidated Total	\$	425.1	\$	476.9	\$	47.2	\$	59.3	\$	67.2	\$	82.9	
% Change				12%				<b>26</b> %				23%	

## Q2 2016 Business Segment Results

Same Quarter Prior Year Comparison – Constant Currency\*

USD (in millions)	Revenue			Operating Income (Expense)					Adjusted EBITDA				
	Q2	2015	Q2	Q2 2016*		2015 <b>Q</b> 2		Q2 2016*		Q2 2015		2016*	
EFT Processing	\$	93.1	\$	115.9	\$	22.0	\$	27.1	\$	29.8	\$	36.7	
% Change				<b>24</b> %				<b>23</b> %				<b>23</b> %	
epay		166.7		162.2		16.2		16.1		18.8		18.8	
% Change				<b>-3</b> %				-1%				0%	
Money Transfer		165.7		203.9		17.8		26.2		23.8		33.8	
% Change				<b>23</b> %				<b>47</b> %				<b>42</b> %	
Subtotal		425.5		482.0		56.0		69.4		72.4		89.3	
% Change				13%				<b>24</b> %				<b>23</b> %	
Corporate, Eliminations & Other		(0.4)		(0.4)		(8.8)		(10.6)		(5.2)		(6.4)	
Consolidated Total	\$	425.1	\$	481.6	\$	47.2	\$	58.8	\$	67.2	\$	82.9	
% Change				13%				<b>25</b> %				<b>23</b> %	

## Q2 2016 Financial Report Balance Sheet Overview

USD (in millions)	3/31/2016	6/30/2016
Unrestricted Cash	\$ 548.5	\$ 680.1
Total Assets	2,232.2	2,420.5
Total Debt	497.8	623.9
Total Debt to Trailing Twelve Month		
Adjusted EBITDA Multiple	1.7x	2.0x
Net Debt to Trailing Twelve Month		
Adjusted EBITDA Multiple	NM	NM

\*NM - Not Meaningful

## BUSINESS OVERVIEW SECOND QUARTER 2016

Michael J. Brown Chairman, CEO & President



## EFT SEGMENT



### EFT Segment Highlights Q2 2016 Financial Highlights

- Revenue \$115.1 million
  - 24% increase from \$93.1 million for Q2 2015
  - 24% increase on a constant currency basis
- Operating income \$27.9 million
  - 27% increase from \$22.0 million for Q2 2015
  - 23% increase on a constant currency basis
- Adjusted EBITDA \$37.3 million
  - 25% increase from \$29.8 million for Q2 2015
  - 23% increase on a constant currency basis
- Transactions 458 million
  - 21% increase from 379 million for Q2 2015

### EFT Business Highlights Q2 2016 Growth Drivers

- New Agreements (e.g. for ATM, IAD, Outsourcing Services, etc.):
  - Signed:
    - ATM network participation agreement with OTP Bank in Romania
    - Debit card outsourcing agreement with Loyal Bank in Hungary
    - ATM outsourcing agreement with Broker Consulting, a financial services firm in Czech Republic
    - Agreement to deploy 1,200 new ATMs from Axis Bank and ICICI Bank in India
    - Switching and card management agreement with Equitas Small Finance Bank in India
    - EMV Visa and Contactless Debit Issuing with First Caribbean International Bank in Barbados, Bahamas and Jamaica
    - Visa and MasterCard contact issuer and acquirer software agreement with Commercial Bank of Ceylon in Sri Lanka
    - Contactless POS EMV Issuing and Acquiring Agreements with Cayman National Bank in the Cayman Islands
- Renewals & Extensions:
  - Extended network participation agreement with mBank in Poland
  - Extended ATM outsourcing agreement with Alior Bank in Poland

### EFT Business Highlights Q2 2016 Growth Drivers

- Value Added Services:
  - Launched:
    - ATM value added service agreement with IDBI Bank in India and Servibanca, an ATM processor in Colombia
    - First contactless ATM with Unicredit in Ukraine
    - Digital banking platform for DBS Bank in India
    - Pure Commerce POS multicurrency acquiring at leading retailers and hotels in London and China
    - Migrated Panellinia Bank credit cards to Piraeus Bank Greece
    - Apple Pay, Samsung Pay and Android Pay with Standard Chartered Bank in India
    - Cross-border bill payment with ATV in the Philippines
    - Upgrade Piraeus Bank Romania debit cards to contactless cards
- ATM Deployment:

Sequential Additions							
ATMs at Beginning of Quarter	24,761						
ATMs Added	794						
Outsourcing ATMs Terminated	(249)						
Re-activated Winterized High-value ATMs	606						
ATMs at End of Quarter	25,912						

# Year-to-Date AdditionsATMs at Beginning of Year21,360Low-margin India ATMs2,607Traditional High-value ATMs1,325Outsourcing ATMs Terminated(249)Re-activated Winterized High-value ATMs869ATMs at End of Quarter25,912

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## epay SEGMENT

### epay Segment Highlights Q2 2016 Financial Highlights

- Revenue \$160.7 million
  - 4% decrease from \$166.7 million for Q2 2015
  - 3% decrease on a constant currency basis
- Operating income \$16.0 million
  - 1% decrease from \$16.2 million for Q2 2015
  - 1% decrease on a constant currency basis
- Adjusted EBITDA \$18.6 million
  - 1% decrease from \$18.8 million for Q2 2015
  - No change on a constant currency basis
- Transactions 314 million
  - 7% decrease from 338 million for Q2 2015

### epay Business Highlights Q2 2016 Growth Drivers

### • Launched:

- Germany: Google Play and Mobile top-up sold through PayPal website
- Germany: POSA software bundle in MSH Germany, pairing Microsoft Office 365 and Avira antivirus
- Germany: Digital distribution of iTunes, Microsoft, Nintendo, Zalando and cadooz BestChoice through Postbank mobile app
- Austria: Gift card mall at 650 BIPA (drugstores) locations
- Switzerland: Gaming Gift Card Mall at all FNAC electronics stores
- Switzerland: Digital distribution of iTunes on PostFinance website
  - Australia: Xero (Accounting Software) distribution in 180 Officeworks supplies stores
- Australia: Microsoft Office distribution in 180 Harvey Norman stores
- UAE: Digital distribution of Sony PlayStation
- United Kingdom: Amazon gift card launch with NOW TV
- United States: Prepaid mobile activations and SIM bundle distribution with two MVNO's
- United States: Pilot program distributing Comcast prepaid broadband internet modems, prepaid cable set top boxes and top-ups in RadioShack
- Signed:

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- Europe:
- Europe:
- Switzerland:
- New Zealand: 5
- EA gaming content
- Code to Content Digital retail and a
- Code to Content Digital retail and online distribution of Xbox
  - Digital distribution of Steam gaming product
  - and: 5 year renewal for mobile top-up distribution with 2 Degrees

## MONEY TRANSFER SEGMENT



### Money Transfer Segment Highlights Q2 2016 Financial Highlights

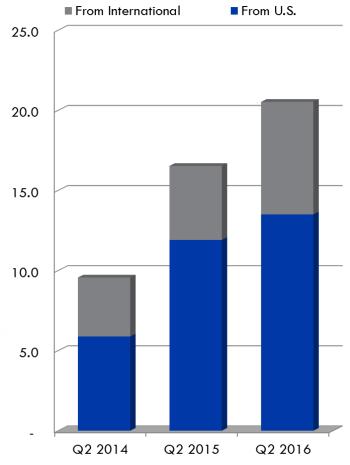
- Revenue \$201.5 million
  - 22% increase from \$165.7 million for Q2 2015
  - 23% increase on a constant currency basis
- Operating income \$25.9 million
  - 46% increase from \$17.8 million for Q2 2015
  - 47% increase on a constant currency basis
- Adjusted EBITDA \$33.3 million
  - 40% increase from \$23.8 million for Q2 2015
  - 42% increase on a constant currency basis
- Transactions 20.5 million
  - 24% increase from 16.5 million for Q2 2015

### Money Transfer Business Highlights Q2 2016 Growth Drivers

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

- Our network reaches:
  - 150 countries
  - 316,000 total network locations, a 16% increase vs. Q2 2015
- Correspondent Expansion:
  - Launched 19 new correspondents in 21 countries
    - Serbia
      - Payout service at over 70 Unicredit Bank locations
    - Ethiopia
      - Payout service in Oromia International Bank, with over 180 locations
    - Nigeria
      - Send and payout service with Union Bank of Nigeria, with over 250 locations
    - Commonwealth of Independent States
      - Payout service at over 5,800 Golden Crown locations across CIS region including Azerbaijan, Tajikistan, Kazakhstan, Uzbekistan, Kyrgyzstan and Belarus
  - Signed 17 new correspondents agreements spanning 16 countries
- New Partnerships:
  - Mobilcom Debitel Shop GmbH (Germany): Signed and launched agent agreement to provide money transfer service to over 500 owned and franchise locations





(in millions)

## Summary & Outlook

- Q2 2016 Adjusted Cash EPS of \$0.97, a 24% increase over Q2 2015, which nicely exceeded our expectations
- EFT continued to deliver double-digit operating income growth as a result of ATM and POS network expansion
- epay benefitted from continued sales of non-mobile content which largely offset mobile declines
- Money Transfer benefitted from double-digit growth across most all business segments, and from volatility which resulted from the Brexit
- Our balance sheet remains strong with good cash flow generation
- Q3 2016 Adjusted Cash EPS is expected to be approximately \$1.34, 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 June 30, 2016

			\$ 55.6
			15.0
			15.2
			(11.5)
\$ 16.0	\$ 25.9	\$ (10.5)	59.3
2.6	7.4	0.1	19.5
		4.1	4.1
¢ 196	¢	¢ (6-2)	\$ 82.9
	\$ 18.6	<u>\$ 18.6 \$ 33.3</u>	<u>\$ 18.6 \$ 33.3 \$ (6.3)</u>

(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.

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

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

(unaudited - in millions)

Three months ended June 30, 2015

	EFT Processing		epay		Money Transfer		Corporate Services		Cons	solidated	
Net income									\$	26.5	
Add: Income tax expense										10.3	
Add: Total other expense, net										10.4	
Operating income (expense)	\$	22.0	\$	16.2	\$	17.8	\$	(8.8)	\$	47.2	
Add: Depreciation and amortization		7.8		2.6		6.0		0.1		16.5	
Add: Share-based compensation		-	. <u> </u>	-		-		3.5		3.5	
Earnings (expense) before interest, taxes, depreciation, amortization, share-based compensation and other non-operating and non-recurring items											
(Adjusted EBITDA) (1)	\$	29.8	\$	18.8	\$	23.8	\$	(5.2)	\$	67.2	

(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.

#### **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 June 30, 2016									
	Pro	EFT Processing		epay		Money Transfer		Corporate Services	Con	solidated_
Revenue	\$	115.1	\$	160.7	\$	201.5	\$	(0.4)	\$	476.9
Add: Estimated foreign currency impact *		0.8		1.5		2.4		-		4.7
Revenue - Constant Currency	\$	115.9	\$	162.2	\$	203.9	\$	(0.4)	\$	481.6
Operating income (expense)	\$	27.9	\$	16.0	\$	25.9	\$	(10.5)	\$	59.3
Add: Estimated foreign currency impact *		(0.8)	. <u></u>	0.1		0.3		(0.1)		(0.5)
Operating income (expense) - Constant Currency	\$	27.1	\$	16.1	\$	26.2	\$	(10.6)	\$	58.8
Adjusted EBITDA (reconciled on previous schedule)	\$	37.3	\$	18.6	\$	33.3	\$	(6.3)	\$	82.9
Add: Estimated foreign currency impact *		(0.6)		0.2		0.5		(0.1)		-
Adjusted EBITDA - Constant Currency	\$	36.7	\$	18.8	\$	33.8	\$	(6.4)	\$	82.9

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

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

	Three Months Ended							
	June 30,							
		2016	2	2015				
Net income attributable to Euronet Worldwide, Inc.	\$	55.7	\$	26.8				
Foreign currency exchange loss		1.9		5.1				
Intangible asset amortization		6.3		5.3				
Share-based compensation		4.1		3.5				
Other non-operating gains		(19.9)		-				
Income tax effect of above adjustments		2.0		(1.2)				
Non-cash interest accretion		2.6		2.5				
Adjusted cash earnings (1)	\$	52.7	\$	42.0				
Adjusted cash earnings per share - diluted (1)	\$	0.97	\$	0.78				
Diluted weighted average shares outstanding (GAAP)	53,781,60		53,658,504					
Effect of unrecognized share-based compensation on diluted shares outstanding		309,845	315,537					
Adjusted diluted weighted average shares outstanding	54,	,091,451	53,9	53,974,041				

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

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