# wirecard

# WIRECARD AG

# INTERIM REPORT AS AT MARCH 31, 2012

### **KEY FIGURES**

#### WIRECARD GROUP

		Q1/2012	Q1/2011
Revenues	TEUR	83,640	69,881
EBITDA	TEUR	23,258	16,866
EBIT	TEUR	19,723	15,143
Earnings per share (basic)	EUR	0.15	0.12
Shareholders' equity	TEUR	494,116	302,337
Total assets	TEUR	868,208	576,577
Cash flow from operating activities (adjusted)	TEUR	18,262	12,737
Employees		595	482
of which part-time		154	117

#### SEGMENTS\*

in EUR '000		Q1/2012	Q1/2011
		Q 1/ 2012	41/2011
Payment Processing & Risk Management	Revenues	56,013	52,288
	EBITDA	17,485	11,795
Acquiring & Issuing	Revenues	32,271	25,339
	EBITDA	5,591	4,923
Call Center & Communication Services	Revenues	1,389	1,095
	EBITDA	214	148
Consolidation	Revenues	- 6,033	- 8,841
	EBITDA	- 32	0
Total	Revenues	83,640	69,881
	EBITDA	23,258	16,866

\* Restricted comparability due to conversion in connection with the EU payment services directive

- please also refer to the information in the notes

### CONTENT

LETTER FROM THE CE	0	4			
	GROUP MANAEGMENT REPORT				
	1. Business activities and products	5			
	<ol> <li>General economic conditions and business trends</li> </ol>	13			
	3. Financial position and performance	19			
	4. Group structure and organization	27			
	5. Report on events after the balance sheet date	30			
	6. Research and development/opportunities and risks	31			
	7. Outlook	32			
WIRECARD-SHARES		33			
	CIAL STATEMENTS				
	Consolidated balance sheet	36			
	Consolidated income statement	38			
	Consolidated statement of changes in equity	39			

Consolidated cash-flow statement

Explanatory notes to the consolidated financial statements 42

Publication details

64

40

### LETTER FROM THE CEO

Dear Shareholders,

We have enjoyed a successful start to the new fiscal year. Consolidated revenues increased in the first quarter of 2012 by 19.7 percent compared to Q1 2011 to EUR 83.6 million. EBITDA lifted by 37.9 percent to EUR 23.3 million. Taking the one-off costs which were incurred in the first quarter of 2011 in the amount of EUR 2.3 million into account, the adjusted EBITDA growth compared to the same quarter of the previous year would have totaled 21.4 percent.

In the first quarter of 2012, we expanded our existing customer relationships on our European core market and also in Asia, and have concluded promising agreements with new customers. The Wirecard platform provides impressive evidence of the growth in our transaction volume, which increased by around 29 percent compared to the first quarter of 2011 to EUR 4.4 billion. In addition, our Issuing business also enjoyed very positive growth. The current project status for our new Telecommunications sales is more than satisfactory.

We will continue our successful strategy of primarily organic growth in connection with moderate purchases, as was the case for the Netrada Payment GmbH customer portfolio. In view of the current increased pace of consolidation in our competitive environment, we performed a capital increase during the first quarter to allow us to be able to react flexibly if attractive acquisition opportunities present themselves. The M&A transactions performed in December 2011 are being successfully integrated.

We got off to a flourishing start this year, and I am taking a very optimistic view for the remainder of 2012.

My colleagues in the Management Board and I are confirming our forecast for EBITDA of between EUR 103 and 115 million for fiscal year 2012. We will once again propose a dividend of EUR 0.10 per share to this year's General Meeting.

Sincerely,

Aschheim, May 2012

Dr. Markus Braun CEO

# 1. BUSINESS, GENERAL CONDITIONS AND PERFORMANCE

Wirecard AG is a software and IT specialist for outsourcing and white label solutions for payment processing and issuing products.

Wirecard ranks among the world's leaders when it comes to processing online payment transactions, checking these for risks and performing international processing. Since 1999 Wirecard has been supporting companies in accepting electronic payments from all sales channels. Wirecard bundles international payment methods for eCommerce using call centers and computers or mobile terminals. Wirecard helps companies by providing effective solutions to prevent fraud and payment defaults. Wirecard uses its own bank to offer international credit card and payment acceptance.

The companies in the Wirecard group are pursuing one common goal: mitigating the complexity and challenges of payment processing for merchants, either national or global, and to cut the costs of payment default.

#### **Products and solutions**

Success in eCommerce also depends on the ability to accept a wide range of national and international payment methods. A large number of complementary products and solutions focusing on risk management ensure extensive protection against payment defaults. The core of the Wirecard portfolio of services is a central platform combining all distribution channels via a common interface, which offers savings in costs and processing effort for the customer. Outsourcing their financial processes allows our customers to focus on what's important: running their own businesses. To be able to meet industry and customer-specific requirements, Wirecard AG offers flexible approaches to solutions. Electronic payment processing is backed by customized risk management tools. Banking services like credit card acceptance or dedicated currency management complement the outsourcing of these financial processes. Additional products for point-of-sale and call-center services complement the range of solutions from a single source.

#### Payment platform - global gateway

Its modular and service-oriented software architecture means that Wirecard is able to adjust business processes at any time in line with the market's needs, and thus to react fast to new customer requirements. At the same time, the Internet-based architecture of the platform makes it possible to run individual work processes in a centralized way from a single location or, alternatively, to distribute them across the various companies within the Group and run them at different locations around the world. The Wirecard payment platform offers merchants various options for integration, in order to select the type of connection which perfectly fits their own individual needs:

- Virtual terminal a Web-based application to input the consumer's card or payment data using a PC (mostly used in call centers)
- Wirecard Payment Page a payment page hosted by Wirecard which provides merchants with rapid, secure and PCI-conform payment data processing
- Realtime Processing API an interface based on XML technology to all payment and risk management processes, outsourcing solution as SaaS (software as a service)
- Batch Processing API fully automated batch processing for payment and risk management transactions using various file formats and encrypted data transfer
- Point of Sale Payment processing for bricks-and-mortar retail using terminal hardware

Through our partnerships, or interfaces, with industry-specific service providers such as Amadeus, SITA, Accelya, Experian and e-velopment, we can provide real "end-to-end" industry solutions that support downstream business processes with interfaces to the ERP/merchandise management/logistics/debtor management or accounting systems of our customers. In addition, we also supply standardized sector-independent shop system solutions.

Risk management systems and activities to prevent fraud effectively protect merchants against fraud and payment defaults when using any of the standard opportunities for payment. Individually adjusted and merchant-specific testing methods take decisions in real time as to whether payments should be accepted or rejected. Fully automated processes with modular structures can be quickly and individually adjusted to the merchant's respective requirements. Business Intelligence Tools enable merchants to analyze the rule-based fraud prevention process in a structured and well-arranged manner using transparent graphs. This allows, for example, fraud parameters such as charge-back or the fraud rate to be pursued over time. In addition, the tools also offer an overview of transactions being classified as fraudulent by issuing banks. End-to-end reports and statistics support merchants to optimize fraud prevention.

We deploy state-of-the-art encryption technologies to safeguard the exchange of data. Transmission protocols such as XML, SOAP, SFTP and HTTPS ensure data security and connection flexibility using the very latest technologies. The Wirecard Enterprise Portal (WEP) is a Web-based application for managing transactions, reports and statistics for use by merchants.

Compared with buying and running a payment processing software package, working with Wirecard AG reduces operating expenses substantially, so that merchants are supported in their efforts to cut costs. In parallel, Wirecard AG advises its customers on structuring settlement and accounting processes or support on decisions regarding the risk management methods to be used. The decision is based on criterias such as the risk profile for the individual payment method or the merchant's target markets.

Merchants are facing a large number of challenges. Compared with brick-and-mortar trade, online or call-center sales are running in different time zones. A range of different currencies, the risk of fraud or payment default and the sheer number of different payment methods, some of which are only available in certain countries—these all raise issues that most merchants will be able to resolve only by outsourcing payment processing to an experienced partner.

#### Alternative payment methods

Alternative payment methods are used to refer to all of the mostly non-card based payment methods such as payment services, wallets, voucher systems and bank-account based or prepaid methods. They also include country-specific payment methods, which are popular with consumers and are generally linked to their bank accounts. As a result, the acceptance of alternative payment methods such as giropay in Germany, Przelewy24 (P24) in Poland, Alipay in China or MercadoPago in Brazil are gaining importance for eCommerce merchants. By offering these methods, merchants also address new target groups and some of these, for example, do not have credit or debit cards. At the same time, thanks to its wide ranging offering of local payment methods, Wirecard also supports companies in the cost-efficient internationalization of their business.

Also SEPA direct debit payments can be processed by the Wirecard platform. process payments made by means of. SEPA, the Single Euro Payments Area, is an initiative of the European Payment Council designed to make cross-border payments within Europe simpler, faster and more secure. The system allows merchants to process national or cross-border direct-debit payments under the same conditions, within a uniform legal framework and according to standardized procedural rules. The SEPA region is made up of the 27 EU member states plus Iceland, Liechtenstein, Monaco, Norway, and Switzerland.

In addition, the Wirecard Group is constantly expanding its existing extensive portfolio of alternative payment methods in order to continue to be able to effectively support its customers in developing new markets and customer groups.

Each payment method available on the market has different requirements for the merchants' systems and internal processes. These include, for example, smooth integration into back-office processes or the allocation of bookings (reconciliation). Wirecard supports retailers in implementing and integrating the desired payment methods. As a result, seamless workflows are created with regard to systems and processes. "Everything from a single source," is the Wirecard approach.

#### **Merchant services – collection**

No matter whether an online merchant, airline or travel platform: Being able to accept payments using credit or debit cards depends on having a card acceptance agreement with a bank (acquiring bank). This has to be licensed by the respective card organization.

As a credit-card acquirer, Wirecard Bank also has agreements with providers of alternative online payment methods, which authorize it, as a payment acceptance agent, to collect amounts and to pay these directly to merchants after deducting transaction fees.

Wirecard Bank has contracts with the leading card organizations and can thus also conclude card acceptance agreements for their credit and debit card brands.

- Visa and MasterCard: Principal Member acquiring and issuing (issue of own cards)
- JCB International (Japan Credit Bureau): Full member acquiring and issuing
- Discover International/Diners Club acquiring
- American Express online merchant acquiring
- China UnionPay online merchant acquiring

For a large number of alternative payment methods integrated in the Wirecard payment platform, such as direct debits, SEPA direct debits, giropay, iDEAL or Debito Bradesco, Wirecard Bank secures not only technical processing of the payment, but also provides payment acceptance. The continual expansion of the acceptance portfolio is planned for this area as well.

As a credit card acquirer, the Wirecard Bank can offer over 100 transaction currencies and 18 payout currencies in 69 countries worldwide. Moreover, the Wirecard Bank's membership in SWIFT (Society for Worldwide Interbank Financial Telecommunication) enables it to provide its business customers operating with a global reach a large number of supplementary services in the field of foreign payment transactions and forex management services.

#### **Banking services**

In addition, Wirecard Bank also provides an extensive range of banking services. These include business and foreign currency accounts, and also treasury and forex management. The issue of innovative payment cards as part of co-branding and customer loyalty projects (prepaid or co-branded cards) allows technology and banking services to be linked in the Wirecard Group.

#### **Card issuing**

Several issuing products are available in the SEPA region (Single Euro Payments Area):

- The Supplier and Commission Payments (SCP) product is an industry-specific automated solution that is particularly suitable for tourism operators, offering speedy, secure processing and settlement of global payouts at exact costs. A virtual, credit balance-based MasterCard, Visa card, Visa Electron, Maestro or UATP card is created in real time for each individual booking.
- The issuing product line also includes payout cards. This MasterCard, Visa or Maestro prepaid card offers employers an alternative solution for paying wages to temporary, seasonal or casual workers. Companies can top up payout cards cheaply and quickly and then use them for payouts to workers. This product is available throughout the SEPA region.
- Companies use co-branded cards as marketing instruments. From the individual conception and management of credit card projects through to innovative software solutions for managing customer loyalty programs to comprehensive services, Wirecard Bank AG ensures the continuing success of each of its card projects. The prepaid card platform mywirecard is available as a white label solution. It will then be possible to implement individual co-branded card concepts for prepaid cards with minimum lead time as all of the processes are standardized. As a result, not only the card but also the online user interface is set up with the respective company's desired design or corporate identity. The wide range of products also meets the wide variety of users' needs. The card programs are available for several areas of use: they can be virtual or physical, available for sale in stores such as mywirecard 2go Visa or ordered online such as the mywirecard Master-Card. The product range is supplemented by Maestro and Visa Electron cards for special areas of use.

The mywirecard consumer brand complements the core business of the Wirecard Group. Two credit-balance based cards are available:

- mywirecard 2go Visa is a non-personalized card that can also be used as a gift card. It is available at gas stations and kiosks throughout Germany and can be topped up during purchases directly in more than 20,000 stations in stores. Once the user activates the mywirecard 2go Visa via SMS or over the Internet, the balance paid in is available immediately. Customers who don't plan to recharge their cards are not required to provide any personal information. Mywirecard 2go Visa cards can be activated for recharging in just a few simple steps in the Internet.
- The mywirecard MasterCard was conceived as a virtual card aimed at consumers who don't have a credit card or who don't want to use their existing credit cards on the Internet. Online registration is completed in a matter of seconds at www.mywirecard.com; as soon as the card has a credit balance the user receives the entire card data needed to make online purchases: a card number, expiry date and card verification number. And while the mywirecard MasterCard is a virtual product, it can also be topped up with cash at a point of sale. Mywirecard MasterCard can optionally also be ordered as a plastic card.
- With the Prepaid Trio, Wirecard Bank offers private customers an online current account together with a girocard/Maestro card and a VISA prepaid card, each on a non-borrowing basis. Thanks to the prepaid principle, not only can users make secure payments, but they can keep an eye on their finances at all times.

#### **Mobile Payments**

Mobile payments mean payment for a digital or physical good or service using a mobile phone. The introduction of smartphones has given a massive boost to the growth of mobile payments on global markets. Since the end of 2011, Wirecard AG has positioned itself as an end-to-end solution and service provider for the technical processing of multifunctional mobile payment solutions. In addition to, for example, NFC stickers, which are used as bridging technology for mobile devices that do not yet have near field communication (NFC) technology, Wirecard offers the issue and provisioning of virtual cards in NFC-enabled mobile phones. The Wirecard Group, which has its own bank in the Group, has the licenses required for finance transactions in order to issue virtual or contact-free cards that are based on eMoney coupon cards, MasterCard or Visa. The range of services is supplemented by the acceptance and processing of card payments, account management, couponing and loyalty solutions, commercial network operations and additional banking services.

#### Point of sale services

Wirecard Retail Services GmbH is a service provider for payment solutions at the point of sale for card acceptance, terminals, clearing and reporting. Clearing via PoS card terminals is available for all conventional card-based payment methods, including ec-Cash (PIN), Maestro and credit cards. PoS customers who process their Visa, MasterCard or Maestro card acceptance transactions via Wirecard Bank are given access to the Wirecard Enterprise Portal (WEP). This central, web-based management application provides customers with an up-to-date record of their terminal transactions. Statistics and reporting functions further facilitate the necessary administrative processes. The portfolio covers the latest generation of stationary, portable and mobile phone-enabled card readers. In addition, integration with primary systems, including those that are combined with customer loyalty programs, is standard fare.

#### **Call center services**

Wirecard Communication Services GmbH provides a favorably priced customer contact center. Thanks to its hybrid structure, it is possible to achieve effective peak level management for inbound customers. At Wirecard Communication Services, communication by conventional means such as telephone and fax is broadened to include transmission of information via e-mail, tickets, chat rooms and forums, and the maintenance of knowledge databases. At present, all key communications channels are being serviced in 16 foreign languages (by native speakers). Agents are activated on demand and are thus also available to customers even at short notice.

### The Group's portfolio of technology and banking services

Payment, risk management and issuing platform			
Wirecard Enterprise Portal (WEP)	<ul> <li>Administrative application for merchants including transaction management, statistics and reports</li> </ul>		
Online payment services	<ul> <li>Credit card transactions via the international credit card and bank network</li> <li>Alternative payment methods including giropay, iDEAL, eps, paysafecard, Alipay, direct debit, payment guarantee, SEPA direct debit, eKonto, Moneta.ru, Mercado Pago, POLi, processing of local methods in other countries</li> </ul>		
Acquiring services/payment acceptance	<ul> <li>Card acceptance for Visa, MasterCard, Maestro, China UnionPay, American Express, Discover/Diners Club and JCB</li> <li>Payment acceptance for local methods in other countries</li> </ul>		
POS Payment processing	<ul> <li>Clearing via POS card terminals for all conventional card-based payment methods, including ec-Cash (PIN), Maestro and credit cards</li> </ul>		
Issuing of innovative card-based payment solutions	<ul> <li>Supplier and Commission Payments (SCP)</li> <li>Payout cards</li> </ul>		
Issuing of prepaid cards	<ul> <li>mywirecard.com (mywirecard 2go Visa and mywirecard MasterCard)</li> <li>Prepaid Trio (online bank account, girocard/Maestro and Visa card)</li> <li>Co-branded cards</li> </ul>		
Risk management	<ul> <li>Decision-making strategies for cash control, fraud identification (Fraud Prevention Suite), new and portfolio customer assessment and others</li> <li>Authentication schemes for online payments including 3-D Secure™, CUP-Secure</li> <li>Specialized partners: Experian, Quova, and others</li> <li>Credit status check: CEG Consumer Rating, BÜRGEL, arvato infoscore, Deltavista and many more</li> </ul>		
Connection of sales channels via XML and/or front-end interface	<ul> <li>Internet/call centers/mail order: access to more than 85 payment and risk management methods</li> <li>Point-of-sale processing of payments via stationary and mobile terminals</li> </ul>		
Extended industry-specific integration options	<ul> <li>Shop software modules for all leading shop providers (e.g., integrated into Magento, Oxid eSales, xt:Commerce, PrestaShop, osCommerce, Websale, PowerGap, CosmoShop, OpenCart, Virtuemart, Gambio GX)</li> <li>Tourism: integration into leading booking systems (CRS, GDS: e.g., Sabre, Amadeus, SITA, AirKiosk, Rezgateway), software systems (IBE: e.g., 2e-Systems, Partners Software GmbH), mid-offices systems (e.g., Midoco, Bosys, DCS GmbH, TravelTainment, ETACS, Ypsilon.Net AG) and BSP</li> </ul>		
Other services			
Banking	<ul> <li>Account and currency management</li> <li>Business and private customer accounts</li> </ul>		
Call center services	- Stationary, virtual and hybrid/multilingual help desk 24/7		

### 2. UNDERLYING ECONOMIC CONDITIONS AND BUSINESS PERFORMANCE

#### 2.1. Underlying conditions

#### **Global economic conditions**

In April 2012, the International Monetary Fund (IMF) made an upside correction to its forecast for global economic growth the current year from 3.3 to 3.5 percent. The European Commission is forecasting economic output in the Eurozone to fall by -0.3 percent and for there to be zero growth in the European Union.

#### Industry-specific underlying conditions

We can assume that the European eCommerce market will also continue to enjoy dynamic growth in the coming years.

As a result of the summarized forecasts for Europe by market research institutes such as Forrester Research, PhoCusWright, Deutscher Versandhandelsverband, Handelsverband des Deutschen Einzelhandels and other institutes, we are forecasting growth for the European eCommerce market of around 11 percent in 2012 spanning all industries.

In its "Digital Agenda", in May 2011 the European Commission showed that growth in eCommerce and online services is an essential factor for overall European economic growth. eBusiness is to become a key economic factor. Cross-border electronic trading currently only accounts for 3.4 percent of European retailing.

#### 2.2. Business trend in the period under review

During the first quarter of 2012, Wirecard AG successfully continued its excellent business performance in the previous year. More than 13,000 business customers now rely on Wirecard AG's solution portfolio.

During the period under review, demand for internationally oriented eCommerce projects increased. As a result, many companies changed their strategy and are looking for solutions to process payments internationally using a homogeneous infrastructure.

#### **Transaction volume Q1 2012**

Wirecard's key USPs include the combination of software technology and banking products, the global orientation of its payment platform and innovative solutions to be able to process online payments efficiently and securely for its customers.

The lion's share of Group sales revenues is generated on the basis of business relations with providers of merchandise or services on the Internet, who outsource their payment processes to Wirecard AG. This means that the conventional services for the settlement and risk analysis of payment transactions performed by a payment services provider and the credit card acceptance performed by Wirecard Bank AG are closely linked.

Economies of scale from the growing proportion of business customers who increase the transaction volume thanks to acquiring bank services, which is inherent in the technical platform, as well as new product offerings.

Fee income from the core business of Wirecard AG, namely acceptance and issuing means of payment along with associated value added services, is generally dependent on the transaction volumes processed. In the first quarter of 2012 the transaction volume amounted to EUR 4.4 billion (Q1/2011: EUR 3.4 billion). Of this total, 9.1 percent (EUR 0.4 billion) was generated in Asia. At the end of period under review, there was the following breakdown in our target industries:



#### **Business by target industry**

With direct sales distributed across target industries, its technological expertise and product depth, in the first quarter of 2012 Wirecard AG continued its operational growth and at the same time broadened its customer base and international network of cooperation and distribution partners. For example in the quarter under review a strategic alliance started with the IT eCommerce division of Neckarsulm-based Bechtle AG for its B2B online shops.

Leipzig-based LMX Touristik is expanding its strategic alliance with the Munich-based payment processing company Wirecard AG. In addition to payment processing, LMX Touristik has decided to use the tokenization server, which enables secure, PCI-conform processing of its customers' credit card data.

In the digital goods segment, as a global payment processor Wirecard AG is supporting Berlin-based 6Wunderkinder GmbH's collaboration platform. The "Wunderkit" application is suitable for anyone who wants to organize projects and ideas - be they professional or private. It is possible to upgrade at any time to the professional version with additional functions for a monthly fee. Wirecard AG ensures rapid, simple subscription registrations and secure payments. Wunderkit users can chose from six multinational credit card types.

Technology alliances are a further key component in constantly expanding the Wirecard Group's portfolio of industry-specific solutions. Together with TravelTainment GmbH, an Amadeus IT Group company, the Group presented an innovative solution for multichannel commerce in March 2012. TT-DataMix combines package tours that have been dynamically packaged for travel operators, which are then marketed via the linked sales channels. Our "Supplier and Commission Payments" (SCP) Solution guarantees seamless payment processes.

The acquisition of an attractive customer portfolio from NETRADA Payment GmbH was negotiated during the course of the first quarter and concluded on April 1, 2012. This includes customer agreements for payment and risk management services for international online shops for well-known premium fashion industry brands, and has significantly reinforced our position as a service provider for the manufacturers of branded goods.

A particular unique selling point of the Wirecard Group is the centralization of payment transactions from many and various distribution and procurement channels on a single platform. In addition to new business involving the assumption of payment processing, risk management and credit card acceptance in combination with ancillary and downstream banking services, significant cross-selling opportunities are developing in business with existing portfolio customers, contributing to consistent growth in the course of business relations expanding.

The business activities of the Wirecard Group are classified into three key target industries, and these are addressed by means of cross-platform, industry-specific solutions and services as well as various integration options:

- Consumer goods
- Digital goods
- Tourism

#### **Consumer goods**

Our clientele includes shop providers from many and various business sizes and industries, such as clothing, footwear, and sports equipment; books and DVDs; entertainment electronics; computers and IT peripherals; gifts; furniture and interior decorating; musical instruments; tickets; cosmetics; pharmaceuticals; and many more.

#### **Digital goods**

The target industry of digital goods comprises business models such as Internet portals, providers of console, PC and online games, online dating platforms, internet telecommunications services, and games of chance such as sport bets and poker.

#### Tourism

Customers in the tourism sector mostly comprise airlines, hotel chains, travel portals, travel operators, cruise lines, and travel agents.

#### Business with banking services and issuing

Within the Group, Wirecard Bank generates the bulk of its revenues via its sister companies' distribution structures. This spans banking services for companies via payment and card acceptance agreements or business or foreign currency accounts.

Forex management services are also increasingly being provided for airlines or eCommerce providers, which book payment receipts in various currencies as a result of their international business. This gives companies a safe calculation basis in 33 different currencies, whether for settlement of merchandise and services in foreign currency or when receiving foreign currencies from concluded transactions.

The Issuing division also enjoyed very positive growth in the first quarter of 2012. This is coupled with the contributions to revenues and earnings from the acquisition of the UK prepaid card portfolio from Newcastle Building Society in December 2011.

#### **Call Center & Communication Services**

Wirecard Communication Services GmbH concentrates primarily on providing core services to the Wirecard Group.

The hybrid call center structure, i.e. the bundling of virtual call centers with stationary ones, also enables third-party customers to benefit from "premium expert services" in the following segments:

- Financial services
- First & Second Level User Helpdesk (specifically in the field of console and PC games as well as commercial software)
- Direct Response TV (DRTV) and targeted customer service in the outbound sector

#### 2.3. Reporting segments

Wirecard AG reports on its business development in three segments.

#### Payment Processing & Risk Management (PP&RM)

This reporting segment includes the business activities of Wirecard Technologies AG, Wirecard Retail Services GmbH, Wirecard (Gibraltar) Ltd., Click2Pay GmbH, Wirecard Central Eastern Europe GmbH, Wirecard UK and Ireland Ltd., Wirecard Asia Group (Singapore), comprising Wirecard Asia Pte. Ltd. (Singapore) and its subsidiaries, Wirecard Processing FZ LLC (formerly: Procard Services FZ LLC) with its registered office in in Dubai, United Arab Emirates, Systems@Work Pte. Ltd. with its registered office in Singapore and its subsidiaries.

Business activities of Wirecard Bank AG are reported in a separate, independent reporting segment. Branches and companies of the Wirecard Group located outside Germany serve primarily to promote regional sales and localization of the products and services of the Group as a whole.

Business activities of the companies in the Payment Processing & Risk Management segment comprise only products and services associated with the acceptance and execution of downstream processing of electronic payment transactions, and related processes.

By means of a uniform technical platform that covers our various products and services, we provide our customers with access to a large number of payment and risk management schemes.

#### Acquiring & Issuing (A&I)

This reporting segment includes the entire current business activities of Wirecard Bank AG, the newly formed Wirecard Solutions Ltd. and Wirecard Beteiligungs GmbH. In addition to acceptance (acquiring) and issuing of credit and prepaid cards, it includes account and payment transaction services for business and private clients.

The "Acquiring & Issuing" segment also accounts for interest earned by the Wirecard Bank on financial investments and gains made from exchange rate differences when processing transactions in foreign currencies.

#### Call Center & Communication Services (CC&CS)

This reporting segment comprises all products and services of Wirecard Communication Services GmbH dealing with call center-supported support of corporate and private customers. Apart from its primary function of supporting the two main segments mentioned above, this reporting segment also has an independent customer portfolio.

### 3. FINANCIAL POSITION AND PERFORMANCE

#### 3.1. Earnings

During the first quarter of 2012, Wirecard AG was able to link in to its positive earnings in the previous year, and once again significantly lifted both its revenues and also operating profits.

#### **Revenue growth**

Consolidated sales revenues were up by 19.7 percent in the first quarter of 2012, from EUR 69,881K to EUR 83,640K.

According to the license for the provision of financial services that is valid from April 30, 2011, there was a transition in accounting for acquiring and payment processing. This is based on the EU Payment Services Directive (PSD), which was implemented in local law in the member countries.

The Wirecard Group performs the contractual services to an unchanged extent, both at present and in future. This change has had no impact on the Wirecard Group's financial position and results of operations. Payment services now have to be invoiced by Wirecard Bank AG. The local subsidiaries will provide technical services and support customers as before.

As a result, revenues from external customers that were previously carried in the PP&RM segment have been carried in the A&I segment since May 2011.

Revenues in other segments within the group (consolidations) have thus also changed. The changes have led to lower revenues in the PP&RM segment and higher revenues in the A&I segment. This change does not affect consolidated revenues and the profitability of the Group and the individual segments.

Accordingly the revenues recorded in the core Payment Processing & Risk Management segment from risk management services and processing online payment transactions in the first quarter of 2012 decreased from EUR 66,972K by - 16.4 percent to EUR 56,013K. With an assumed corresponding change from the EU Payment Service Directive and the associated contractual regulations in the previous year revenues for the first quarter of 2012 in the PP&RM segment would have been raised by EUR 3,725K.

The share of consolidated revenues accounted for by the Acquiring & Issuing segment increased in the first quarter of 2012 by 61.3 percent to EUR 32,271K (Q1/2011: EUR 20,011K), and in the 1st quarter of 2012 Issuing accounted for EUR 7,453K of this figure. With an assumed corresponding change from the EU Payment Service Directive and the associated contractual regulations in the previous year revenues for the first quarter of 2012 in the Acquiring & Issuing segment would have been increased by 27.4 percent.

In the first quarter of 2012 the Wirecard Bank's revenues primarily comprised commission income from the Acquiring & Issuing division, interest from cash investments and income from processing payment transactions and from exchange rate differences when processing foreign currency transactions. In so doing, the customer funds to be invested by Wirecard Bank (March 31, 2012: EUR 111,075K; March 31, 2011: EUR 117,828K) were exclusively invested as demand deposits, overnight deposits or fixed-term deposits and bearer debentures with or from other banks, which meet high credit standards of the group-owned risk assessments and – if external ratings are available – that have a minimal credit risk according to well-known ratings agencies. In addition Wirecard Group has established its own risk assessment of the counterparty.

The interest income of the Acquiring & Issuing segment recorded in the first quarter of 2012 totaled EUR 853K (Q1/2011: EUR 530K) and is carried as revenues in the financial statements. This is thus not included in the Group's financial result, but is also carried here as revenues. It comprises interest income from the investment of own funds and customer funds (deposits and acquiring fees) from external banks.

The Call Center & Communication Services segment generated EUR 1,389K in revenues in the year under review, compared with EUR 1,095K in the first quarter of 2011.

#### Changes in key expense items

Other own work capitalized consists primarily of the continued development of the core system for payment processing activities. In this regard, the only own work that is capitalized is what is subject to mandatory capitalization in accordance with IFRS accounting principles. In the first quarter of 2012 the total amount capitalized amounted to EUR 2,088K (previous year: EUR 1,621K). It is corporate policy to value assets conservatively and to capitalize them only if this is required in terms of international accounting standards.

The Group's cost of materials increased in the past fiscal year to EUR 47,787K compared to EUR 40,389K in the previous year. In particular, the cost of materials includes commissions payable to banks issuing credit cards (Interchange) as well as charges payable to credit card companies.

At the Wirecard Bank, the cost of materials comprises expenses incurred by the Acquiring, Issuing and Payment divisions such as primarily Interchange, as well as processing costs of external services providers, production, personalization and transaction costs for prepaid cards and the payment transactions effected with them, and account management and transaction charges for keeping customer accounts. In the first quarter of 2012 the cost of materials for Wirecard Bank, without considering consolidation effects, totaled EUR 20,759K compared to EUR 13,127K in the previous year.

Gross earnings (sales revenues including other own work capitalized less cost of materials) increased in the first quarter of 2012 by 21.9 percent, amounting to EUR 37,941K (previous year: EUR 31,113K). Q1/2012 Wirecard Bank accounted for gross earnings of EUR 8,063K (previous year: EUR 6,884K), without considering consolidation effects.

Translation differences in exchange rates between the nominal value of a transaction and the rates at the time of payment or consolidation are recognized and included under cost of materials if the payment is in connection with customer funds; if not, it is reported under other operating expenses/income. Gains or losses from the translation of foreign currency receivables and liabilities in the first quarter of 2012 amounted to EUR - 420K (previous year: EUR - 53K).

In Q1/2012, personnel expenses in the Group increased to EUR 8,699K and were thus up year-on-year by 23.8 percent (previous year: EUR 7,025K). The increase in personnel expenses is due to the acquisitions made in the past year, which also restrict the comparability of this item.

The consolidated personnel expenses ratio amounted to 10.4 percent. Personnel expenses at Wirecard Bank in the first quarter of 2012 totaled EUR 839K (previous year: EUR 739K).

Other operating expenses mostly include expenses for sales and marketing, operating equipment and leasing, consulting-related and consulting costs and also office costs. In Q1/2012 these totaled EUR 6,657K (previous year: EUR 7,540K) in the Wirecard Group. They thus amounted to 8.0 percent (previous year: 10.8 percent) of revenues. Of this amount, without considering consolidation effects, Wirecard Bank accounted for EUR 2,037K (previous year: EUR 1,407K).

Expense items also include integration expenses for the new subsidiaries and for the previous period the one-off extraordinary costs incurred for the relocation of the company's headquarters and the costs of the fast-track expansion in Asia.

In Q1/2012 amortization and depreciation totaled EUR 3,535K (previous year: EUR 1,722K) and were mostly formed for investments in products for the payment platform. The share of the amortization/depreciation formed in Q1/2012 at Wirecard Bank amounted to EUR 22K (previous year: EUR 18K).

Other operating income primarily comprises income from the reversal of provisions and impairment and in the first quarter of 2012 at a group level this totaled EUR 673K compared to EUR 318K in the previous year. Of this amount, without consolidation effects, Wirecard Bank accounted for EUR 138K (previous year: EUR 184K).

#### **Changes in EBITDA**

Growth in income is due to the increase in the volume of transactions processed by the Wirecard Group with existing and new customers, from economies of scale from the transaction-oriented business model and from the increased use of our banking services.

Consolidated EBITDA increased in Q1/2012 by 37.9 percent from EUR 16,866K in the previous year to EUR 23,258K, which was reinforced by both the pleasing growth in operating business and also by the one-off expenses in the prior period for the relocation of the company's headquarters and the accelerated expansion in Asia. The EBITDA margin in the first quarter of 2012 totaled 27.8 percent (previous year: 24.1 percent).

EBITDA in the Payment Processing & Risk Management segment in the 1st quarter of 2012 totaled EUR 17,485K, and was thus up by 48.2 percent (Q1/2011: EUR 11,795K). In the 1st quarter of 2012 the Acquiring & Issuing segment accounted for EUR 5,591K of EBITDA (Q1/2011: EUR 4,923K), and in the 1st quarter of 2012 Issuing accounted for EUR 2,339K.

#### **Financial result**

In the first quarter of 2012 the financial result totaled EUR - 700K (previous year: EUR 418K).

In Q1/2012 financial expenses in the Group totaled EUR 2,014K (previous year: EUR 236K), and mostly resulted from drawing down loans for corporate acquisitions and the revaluation of financial assets. The consolidated financial result does not include interest income for Wirecard Bank, which is booked as revenue according to IFRS accounting.

#### Taxes

As a result of the international orientation of the business the cash tax rate in Q1/2012 (without deferred taxes) amounted to 16.9 percent (previous year: 19.4 percent). With deferred taxes the tax rate totaled 19.7 percent (previous year: 19.6 percent). As a result of the relocation of major parts of the company from Grasbrunn to Aschheim the company has a higher trade tax rate of 11.55 percent (in Grasbrunn: 10.15 percent).

#### Net income

Consolidated revenues were up in the first quarter of 2012 - from EUR 12,519K up 22.1 percent to EUR 15,282K.

#### Earnings per share

The number of shares issued as at end of period amounted to 111,983,452 shares (Dec. 31, 2011: 101,803,139). In the first quarter of 2012 earnings per share increased from EUR 0.12 in the previous year to EUR 0.15 (diluted) or from EUR 0.12 to EUR 0.15 (basic).

#### 3.2. Net assets and financial analysis

#### Principles and objectives of finance management

The primary objectives of finance management are to secure a comfortable liquidity situation at all times along with operational control of financial flows. The Treasury department monitors the hedging of currency risks. Following individual inspections, risks are restricted by additional deployment of financial derivatives. As in the previous year, forward exchange transactions and currency options were deployed as financial derivatives to hedge sales in foreign currencies in the year under review. It has been stipulated throughout the Group that no speculative transactions are entered into with financial derivatives (cf. Chapter 7.7. Financial Risks).

#### **Capital and financing analysis**

Wirecard AG reports equity of EUR 494,116K (previous year: EUR 340,887K). Due to the nature of our business, the highest liabilities exist vis-à-vis merchants in the field of credit card acquiring and customer deposit-taking as part of banking operations. These have a substantial effect on the equity ratio. The commercial banks, which, as of March 31, 2012, granted Wirecard AG loans amounting to EUR 82,076K at interest rates ranging from 3.0 to 5.7 percent, do not include these items in the loan agreement concluded in 2011 in equity capital calculations due to the facts and circumstances associated with this particular business model. According to Wirecard AG, this calculation reflects a true and fair view of the company's actual situation. These banks determine the equity ratio of Wirecard AG by dividing the amount of liable equity by total assets. Liable equity is determined by subtracting deferred tax assets and 50 percent of goodwill from equity as reported in the balance sheet. If there are any receivables from shareholders or planned distributions, these should also be deducted. Total assets are determined by subtracting customer deposits, the acquiring funds of the Wirecard Bank and the reduced level of equity from the audited balance sheet total, which is then added back to leasing commitments. This calculation gives an equity ratio of 67.3 percent for Wirecard AG (previous year: 68.6 percent).

#### **Investment analysis**

The criteria for investment decisions in the Wirecard AG Group are: the capital employed the securing of a comfortable inventory of cash and cash equivalents, the results of an intensive analysis of both potential risks and the opportunity/risk profile, and finally the type of financing (purchase or leasing). Depending on the type and size of the investment, the chronological course of investment return flows is taken fully into account. In the period under review, investments were essentially made in further expansion and internationalization. An investment was made in the amount of EUR 7,500K in medium-term financing agreements with sales partners. An investment of EUR 414K was made in externally developed and EUR 2,088K in internally created software.

#### Liquidity analysis

Current customer deposits are reported under Other liabilities (customer deposits) on the liabilities side of Wirecard's consolidated balance sheet. These customer funds are comparable in economic terms with short-term (bank) current account loans or overdraft facilities. For customer deposits (on March 31, 2012 totaling EUR 111,075K; March 31, 2011: EUR 117,828K) separate accounts have been set up on the assets side which cannot be used for other business purposes. In this regard, securities (so-called collared floaters and short-term interest-bearing securities) are held in the amount of the total amount of customer deposits with a nominal value in the amount of EUR 32,970K (March 31, 2011: EUR 32,893K), deposits with the central bank, demand and short-term fixed deposits with banks in the amount of EUR 78,105K (March 31, 2011: EUR 84,935K). These are reported in the Wirecard Group under the balance sheet item cash and cash equivalents, under non-current financial and other assets and under current interest-bearing securities. However, they are not included in the financial resource fund. On March 31, 2012 this amounted to EUR 273,433K (previous year: EUR 115,282K).

In addition, in considering the liquidity analysis, it should be borne in mind that liquidity is influenced by balance sheet date effects because of the company's particular business model. The liquidity that Wirecard receives through the credit card revenues of its merchants, and which it will pay out to the same merchants in future, is available to the Group for a transitional period. To enhance the level of transparency and illustrate the influence on cash flow, in addition to its usual presentation of cash flows in the ordinary course of business, Wirecard AG reports a further cash flow account to eliminate items that are of a merely transitory nature. These addenda will make it easier to identify and depict the cash-relevant portion of the Company's business figures.

The cash flow from operating activities, adjusted for the volume of transactions of a transitory nature in the amount of EUR 18,262K clearly shows that Wirecard AG has a comfortable level of its own liquidity at all times, allowing it to meet its payment obligations.

The interest-bearing liabilities are mostly non-current and decreased by EUR 3,948K to EUR 82,076K (March 31, 2011: EUR 86,024K). In addition EUR 17,117K were drawn by guarantee credits.

#### **Net assets**

Assets reported in the balance sheet of Wirecard AG increased in first quarter of 2012 by EUR 161,149K, from EUR 707,059K to EUR 868,208K. In this regard, in the period under review both non-current assets and also current assets increased from EUR 411,075K to EUR 553,782K. The changes are mostly due to capital expenditure last year and also reflect the growth in the operating business.

In addition to the assets reported in the balance sheet, the Wirecard Group also includes a volume of unreported intangible assets, such as software components, customer relationships, human and supplier capital and others.

### 4. GROUP STRUCTURE AND ORGANIZATION

#### 4.1. Subsidiaries

The Wirecard Group includes various subsidiaries. The parent company, Wirecard AG, is headquartered in Aschheim/Dornach near Munich, Germany, which is also the head office of Wirecard Bank AG, Wirecard Technologies AG, Wire Card Beteiligungs GmbH, Wirecard Retail Services GmbH, and Click2Pay GmbH. The head office of Wirecard Communication Services GmbH is in Leipzig.

Wirecard Technologies AG and Wirecard (Gibraltar) Ltd., based in Gibraltar, develop and operate the software platform that represents the central element of our portfolio of products and services as well as the internal business processes of the Wirecard Group. Click2Pay GmbH, using the alternative Internet payment system of the same name (CLICK2PAY), mostly generates revenues on the markets for digital media, online portals and online games.

The subsidiaries Wirecard Payment Solutions Holdings Ltd., Wirecard UK and Ireland Ltd. and Herview Ltd., all with head offices in Dublin (Ireland), as well as Wirecard Central Eastern Europe GmbH, based in Klagenfurt (Austria), provide sales and processing services for the Group's core business, namely "Payment Processing & Risk Management."

Wirecard Retail Services GmbH complements the range of services of the sister companies by providing the sale and operation of Point-of-Sale (POS) payment terminals. This provides our customers with the option to accept payments for their Internet-based and mail-order services as well as the electronic payments made at their POS outlets via Wirecard.

Wirecard Communication Services GmbH bundles expertise in virtual and stationary call center solutions into a hybrid structure. The resulting flexibility enables dynamic response to the changing requirements of Internet-based business models. The services provided by Wirecard Communication Services GmbH are aimed mainly at business and private customers of the Wirecard Group, and especially those of Wirecard Bank AG.

Dubai-based cardSystems FZ-LLC focuses on the sale of affiliate products and associated added-value services. The Wirecard Asia Group (formerly: E-Credit Plus Group) (Singapore), comprising Wirecard Asia Pte. Ltd. (formerly: E-Credit Plus Pte. Ltd), Singapore, and its subsidiaries, handles online payment processing primarily for eCommerce merchants in the eastern Asian region.

The Wirecard Processing FZ LLC (formerly: Procard Services FZ LLC) based in Dubai, United Arab Emirates is specialized in services relating to electronic payment processing, credit card acceptance and the issuing of debit and credit cards. The company has a regional customer portfolio.

Singapore-based Systems@Work Pte. Ltd. and its subsidiaries were acquired in December 2011. Systems@Work Pte. Ltd with its brand TeleMoney is one of the leading technical payment service providers for merchants and banks in the East Asian region. The Group includes the subsidiaries Systems@Work (M) SDN BHD, Kuala Lumpur (Malaysia) and Safe2Pay Pte. Ltd. (Singapore).

In addition, in December 2011 we also acquired the entire prepaid card issuing business from Newcastle Building Society, United Kingdom via a recently formed British subsidiary of the Wirecard Group, Wirecard Card Solutions Limited. The Newcastle Building Society's prepaid card portfolio is one of the largest in Europe. The takeover is performed in two phases: In the first phase, Wirecard Card Solutions Ltd., as an outsourcing service provider, will take over key functions as part of the Newcastle Building Society's prepaid card business. In the second phase, Wirecard Card Solutions Ltd. will take over full control of the business, as soon as it receives its license as an eMoney institution from the UK Financial Services Authority.

Wire Card Beteiligungs GmbH and Trustpay International GmbH, both headquartered in Aschheim/Dornach, act as interim holding companies for subsidiaries within the Group and have no operating activities.

An overview of the companies consolidated is provided in the Notes to the Consolidated Financial Statements.

#### 4.2. Management Board and Supervisory Board

The Management Board of Wirecard AG remained unchanged as of March 31, 2012, consisting of three members:

- Dr. Markus Braun, CEO, Chief Technology Officer
- Burkhard Ley, Chief Financial Officer
- Jan Marsalek, Chief Sales Officer

The Supervisory Board of Wirecard AG remained unchanged as of March 31, 2012, consisting of three members:

- Wulf Matthias, Chairman
- Alfons Henseler, Deputy Chairman
- Stefan Klestil, Member

The remuneration system for the Management and Supervisory Boards consists of fixed and variable components. Further particulars are documented in Corporate Governance Report of the Annual Report 2011.

#### 4.3. Employees

The success of the service-oriented business model of Wirecard AG relies to a large extent on having a highly motivated team. That is why the Human Resources department provides employees with the best-possible support commensurate with their talents and qualifications. Executives respect fundamental social principles, endorse an entrepreneurial approach and seek to foster team spirit in order to boost the Company's innovative prowess.

On average during the first quarter 2012 Wirecard AG employed a workforce of 595 employees without the Board Members (Q1/2011: 482 employees), of which 154 (Q1/2011: 117) were employed part-time.

#### Staff participation (option) program

In order to continue to be able to foster loyalty to the Wirecard Group by offering managerial staff and employees a variable remuneration component with a long-term incentive effect, a resolution was adopted at the Annual General Meeting of Wirecard AG on June 22, 2011 to issue subscription rights to Wirecard AG stock to employees and members of the Board of Management. Accordingly, the company's employees and the members of management and employees at the company's associated companies can be issued shares from authorized capital (Authorized Capital 2009/I) according to Section 204 (3) of the Aktiengesetz (AktG - German Public Limited Companies Act).

### 5. REPORT ON EVENTS AFTER THE BALANCE SHEET DATE

#### 5.1. Events of particular importance

## Publications according to Section 15 of the German Securities Trading Act (*Wertpapierhandelsgesetz* - WpHG)

Wirecard AG published its preliminary financial results for the first quarter of 2012 in an ad hoc disclosure dated April 26, 2012. At the same time, the forecast EBITDA for 2012 was also published, which is expected to be between EUR 103 and 115 million.

## Disclosures within the meaning of Section 25a (1) of the WpHG and Section 26 (1) of the WpHG

(reported to the company after the end of the period under review)

Details online at http://www.wirecard.com/investorrelations/financial-news/financialnews/

#### Additional key events

With effect from April 1, 2012, Wirecard Technologies AG acquired material assets from NETRADA Payment GmbH with its registered office in Mainz, Germany. The customer portfolio comprises premium and luxury brands in the fashion industry.

This acquisition and the strategic alliance that has been agreed has allowed Wirecard AG to reinforce its position as a payment service provider for well-known manufacturers of branded goods. NETRADA Payment GmbH specializes in providing services for payment and risk management processes in the fashion industry. It is part of NETRADA Holding, previously D+S Europe, which offers end-to-end eCommerce fulfillment solutions for fashion, beauty and lifestyle and is a leading international outsourcing service provider. As part of the acquisition, a long-term strategic alliance has been agreed with NETRADA Management GmbH for the provision of payment and risk management services. A cash purchase price of EUR 2.5 million has been agreed for the acquisition of the material assets of NETRADA Payment GmbH. This is due for payment in the second quarter of 2012 A performance-related earn-out payment of EUR 0.5 million may have to be paid for fiscal year 2012. Taking into account synergistic-effects a positive EBITDA contribution is expected in 2012.

# 5.2. Impact on the Group's financial position and results of operations

After the end of the reporting period until publication of the interim report for the first quarter of fiscal year 2012 there were no events which impacted the financial position or financial performance.

### 6. RESEARCH AND DEVELOPMENT/ RISKS AND CHANCES

#### 6.1. Research and development

The individual expenditure items are included in the personnel expenditure of the respective departments (Payment & Risk, Issuing Services, etc.), in the advisory costs as well as in intangible assets.

#### 6.2. Risks and chances

For the Wirecard Group, the deliberate assumption of calculable risks and the consistent use of the opportunities associated with these risks form the basis of its entrepreneurial practice within the scope of value-based corporate management. With these strategies in mind, the Wirecard Group has implemented a risk management system that constitutes the foundations for risk and earnings-oriented corporate governance.

In the interests of securing the Company's success on a long-term, sustainable basis, it is therefore indispensable to identify, analyze, assess and document critical trends and emerging risks at an early stage. As long as it makes economic sense, the aim is to adopt corrective countermeasures and limit, avoid or shift risks, in order to optimize the company's risk position relative to its earnings. The implementation and effectiveness of any countermeasures adopted has to be continually reviewed.

In order to keep the financial impact of potential damage to a minimum, Wirecard takes out insurance policies - to the extent that they are available and economically justifiable. Wirecard continually monitors the level of coverage they provide.

By the same token, it is a Company-wide policy to identify, evaluate and take opportunities in order to sustain growth trends and secure the Group's earnings growth. Beyond that, the analysis also reveals the risks that would arise from a failure to take the opportunities that present themselves.

As there have been no changes in the intervening period of time please refer to the Annual Report of fiscal 2011, Risk Report for more details. We wish to advise that no risks are present that could endanger the Group as a going concern.

### 7. OUTLOOK

2012 is also a year with excellent opportunities for the Wirecard Group to grow at a faster pace than the market. Based on forecasts by various market research institutes, the European eCommerce market is expected to grow by around 11 percent in 2012.

Many companies' digital agenda includes massive reinforcements to their online activities, optimizing processes along the sales channels, and the greatest possible convergence between bricks-and-mortar and online retail. An increasing number of decisions to outsource parts of the financial supply chain are being taken. This is also shown by the high demand for international solutions for payment processing and risk management.

In the coming months, Wirecard AG will drive its core business for payment services in Europe and Asia. In the mobile payment solutions segment, interest from mobile phone operators is focusing on Wirecard AG's modular technology platform. We believe that this, together with the growth in our issuing business, will provide further impetus.

Considering the economic situation, Wirecard AG's Management Board is forecasting EBITDA of between EUR 103 and 115 million is forecast for fiscal year 2012.

Aschheim (Munich), May 14, 2012

#### Wirecard AG

h. Johns Man Aurrhard My J-Timent Dr. Markus Braun Burkhard Ley Jan Marsalek

Dr. Markus Braun

### WIRECARD SHARES

The first quarter of 2012 got off to a friendly start on international stock markets, which recorded, in some cases, double-digit price growth. During the period under review, the DAX was up 17.8 percent to 6,946.83 points, and the reference index for Wirecard's shares, the TecDAX, lifted by 15.3 percent to 789.87 points.

On the first day of trading for the year, Wirecard's shares closed at EUR 12.78, which was also their lowest price in the first quarter. The price of Wirecard's shares increased constantly from January to the start of March, and peaked on March 5, 2012 at EUR 14.90. On the last day of trading in Q1 (March 30), the shares were listed at EUR 14.28. Based on the closing price at the end of last year (Dec. 30, 2011), the share price thus lifted by 15.0 percent.



#### Capitalization activities in the period under review

As part of a capital increase, 10,180,313 new shares were successfully placed with institutional investors on March 8, 2012. As a result of the capital increase, gross proceeds from the issue of around EUR 139,470K accrued to the Wirecard AG. There are now 11,983,452 shares. Market capitalization on Marc 31, 2012 was around EUR 1.60 billion.

#### **KEY FIGURES WIRECARD STOCK Q1 2012**

		Q1 2012	Q1 2011
Number of shares - all dividend-entitled		111,983,452	101,803,139
Capital stock	EUR	111,983,452.00	101,803,139.00
Market capitalization (March 31)	Bn EUR	1.60	1.29
Stock market price (March 31)	EUR	14.28	12.66
Annual high as of March 31	EUR	14.90	12.66
Annual low as of March 31	EUR	12.78	10.37

Stock data: XETRA closing price

#### **Investor Relations**

Wirecard AG is in constant dialog with its institutional investors - in individual talks, roadshows and investor conferences. At the end of the period under review, fourteen analysts from well-known banks were monitoring Wirecard's shares.

The Management and Supervisory Boards of Wirecard AG undertake to comply with the principles of the German Corporate Governance Code and endorse the principles of transparent and sustained corporate governance. In this regard special measures include listing in the Prime Standard and reporting according to IAS/IFRS.

Further information can be found online at: http://www.wirecard.com/investorrelations

#### **BASIC INFORMATION ON WIRECARD STOCK**

Year established:	1999
Market segment:	Prime Standard
Index:	TecDAX
Type of equity:	no-par-value common bearer shares
Stock exchange ticker:	WDI; Reuters: WDIG.DE; Bloomberg: WDI GY
German Securities Code (WKN):	747206
ISIN:	DE0007472060
Authorized capital, in number of shares:	111,983,452
Group accounting category:	exempting consolidated financial statements in accordance with IAS/IFRS
End of fiscal year:	December 31
Total capital stock as at March 31, 2012:	EUR 111,983,452.00
Beginning of stock market listing:	Oct. 25, 2000
Management Board:	Dr. Markus Braun (CEO, CTO)
	Burkhard Ley (CFO)
	Jan Marsalek (CSO)
Supervisory Board:	Wulf Matthias (Chairman)
	Alfons W. Henseler (Deputy Chairman)
	Stefan Klestil (Member)
Shareholder structure* as at March 31,	
2012:	(Shareholders with more than 3% of voting rights)
	7% MB Beteiligungsgesellschaft mbH
	6% Jupiter Asset Management Ltd. (UK)
	5% Alken Fund Sicav (LU)
	3% Wasatch Holdings, Inc. (US)
	3% Columbia Wanger AM LLC (US)
	3% Ameriprise Financial Inc. (US)
	93% free float (according to Deutsche Börse's definition)

\*) Shareholder structure after capital increase. Interests (rounded) according to last notification from investors (Section 26a of the Wertpapierhandelsgesetz (WpHG - German Securities Trading Act))

#### **CONSOLIDATED BALANCE SHEET – ASSETS**

in EUR	03/31/2012	12/31/2011
ASSETS		
I. Non-current assets		
1. Intangible assets		
Goodwill	127,565,205.48	127,565,205.48
Internally generated intangible assets	23,063,085.47	21,747,727.91
Other intangible assets	27,858,389.04	28,530,343.25
Customer relationships	89,042,453.71	87,569,941.50
	267,529,133.70	265,413,218.14
2. Property, plant and equipment		
Other property, plant and equipment	8,135,568.25	2,921,352.13
3. Financial and other assets / interest-bearing securities	37,490,628.18	26,714,080.65
4. Tax credits		
Deferred tax assets	1,270,203.80	935,682.14
Total non-current assets	314,425,533.93	295,984,333.06
II. Current assets		
1. Inventories and work in progress	812,369.36	779,041.92
2. Trade receivables and other receivables	186,157,029.87	182,146,406.20
3. Tax credits		
Tax refund entitlements	6,199,071.81	5,746,595.36
4. Interest-bearing securities	9,000,000.00	9,000,000.00
5. Cash and cash equivalents	351,613,823.95	213,402,742.02
Total current assets	553,782,294.99	411,074,785.50
Total assets	868,207,828.92	707,059,118.56
## **CONSOLIDATED BALANCE SHEET – EQUITY AND LIABILITIES**

in EUR	03/31/2012	12/31/2011
EQUITY AND LIABILITIES		
I. Shareholders' equity		
1. Subscribed capital	111,983,452.00	101,803,139.00
2. Capital reserve	138,952,098.45	11,261,517.49
3. Retained earnings	242,929,773.26	227,647,884.70
4. Foreign currency translation reserve	250,568.21	174,807.86
Total shareholders' equity	494,115,891.92	340,887,349.05
II. Liabilities		
1. Non-current liabilities		
Non-current interest-bearing bank liabilities	81,000,000.00	85,023,539.78
Other non-current liabilities	17,250,767.96	12,919,280.07
Deferred tax liabilities	9,601,555.22	9,344,360.97
	107,852,323.18	107,287,180.82
2. Current liabilities		
Trade payables	137,874,317.38	135,427,699.85
Current interest-bearing liabilities	1,075,708.04	1,000,065.40
Other current provisions	873,739.21	992,406.81
Other current liabilities	12,422,605.45	15,103,555.21
Customer deposits from banking operations	111,075,039.94	105,041,535.89
Tax provisions	2,918,203.80	1,319,325.53
	266,239,613.82	258,884,588.69
Total liabilities	374,091,937.00	366,171,769.51
Total shareholders' equity and liabilities	868,207,828.92	707,059,118.56

## CONSOLIDATED INCOME STATEMENT

in EUR	01/01/2012 - 03/31/2012	01/01/20	11 - 03/31/2011
I. Sales	83,639,879.03		69,881,116.31
II. Other own work capitalized	2,087,572.88		1,620,672.95
1. Own work capitalized	2,087,572.88	1,620,672.95	
III. Operating expenses	60,021,100.46		49,136,967.44
1. Cost of materials	47,786,858.98	40,389,026.43	
2. Personnel expenses	8,698,999.61	7,025,495.54	
3. Amortization and depreciation	3,535,241.87	1,722,445.47	
IV. Other operating income and expenses	- 5,983,643.42		- 7,221,663.58
1. Other operating income	673,393.30	318,245.28	
2. Other operating expenses	6,657,036.72	7,539,908.86	
Net operating income	19,722,708.03		15,143,158.24
V. Financial result	- 700,037.09		418,065.80
1. Other financial income	1,314,144.11	654,257.08	
2. Financial expenses	2,014,181.20	236,191.28	
VI. Profit before taxes	19,022,670.94		15,561,224.04
VII. Income tax	3,740,782.38		3,042,411.54
VIII. Profit after taxes	15,281,888.56		12,518,812.50
Earnings per share (basic)	0.15		0.12
Earnings per share (diluted)	0.15		0.12
Average shares outstanding (basic)	104,376,185		101,803,139
Average shares outstanding (diluted)	104,567,247		101,988,024

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

in EUR	01/01/2012 - 03/31/2012	01/01/2011 - 03/31/2011
Profit after taxes	15,281,888.56	12,518,812.50
Change in exchange differences from translation of		
operations outside the euro zone	75,760.35	- 25,543.72
Total comprehensive income	15,357,648.91	12,493,268.78

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Subscribed capital Nominal value / number of shares issued	Capital reserve	Retained earnings	Foreign currency translation reserve	Total Shareholders' Equity
	EUR / NO.	EUR	EUR	EUR	EUR
Balance as of December 31, 2010	101,803,139.00	11,261,517.49	176,642,694.67	136,860.98	289,844,212.14
Profit after taxes			12,518,812.50		12,518,812.50
Dividends paid					0.00
Capital increase					0.00
Currency translation differences				- 25,543.72	- 25,543.72
Balance as of March 31, 2011	101,803,139.00	11,261,517.49	189,161,507.17	111,317.26	302,337,480.92
Balance as of December 31, 2011	101,803,139.00	11,261,517.49	227,647,884.70	174,807.86	340,887,349.05
Profit after taxes			15,281,888.56		15,281,888.56
Dividends paid					0.00
Capital increase	10,180,313.00	127,690,580.96			137,870,893.96
Currency translation differences				75,760.35	75,760.35
Balance as of March 31, 2012	111,983,452.00	138,952,098.45	242,929,773.26	250,568.21	494,115,891.92

## CONSOLIDATED CASH FLOW STATEMENT

in EUR	01/01/2012 - 03/31/2012	01/01/2011 - 03/31/2011
EBIT	19,722,708.03	15,143,158.24
Gains/Losses from the disposal of non-current assets	- 14,789.42	0.00
Amortization/depreciation/write-ups of non-current assets	3,535,241.87	1,722,445.47
Impact on foreign currency translation	420,275.61	52,874.14
Changes in inventories	- 33,327.44	47,029.89
Changes in trade and other receivables	- 4,492,655.02	- 9,523,548.63
Changes in other assets	- 6,411,528.52	575,080.06
Changes in provisions	- 688,153.87	- 264,619.96
Changes in non-current liabilities excluding financial liabilities	283,888.56	734,969.49
Changes in trade payables	2,448,805.72	6,943,640.01
Changes in other current liabilities	- 4,153,212.92	701,723.00
Income taxes paid	- 2,245,705.12	- 1,374,335.93
Interest paid (excl. interest on loans)	- 64,528.14	- 178,852.26
Interest received	20,032.60	11,338.95
Elimination of purchase price liabilities and adjustments to net working capital from initial consolidation	0.00	- 2,305,307.34
Cash flow from operating activities	8,327,051.94	12,285,595.13
Cash paid for investments in intangible assets and property, plant and equipment	- 2,618,851.50	- 2,138,497.41
Cash received from the sale of intangible assets and property, plant and equipment	543,907.53	0.00
Cash paid for investments in financial assets and interest bearing securities	- 7,500,000.00	0.00
Cash paid for the acquisition of entities and investments in consolidated entities	0.00	- 1,831,255.93
Cash flow from investing activities	- 9,574,943.97	- 3,969,753.34
Proceeds from issue of shares	139,470,288.10	0.00
Payments for costs incurred in issuing shares	- 2,202,263.87	0.00
Cash paid/cash received of lease liabilities	- 209,190.20	0.00
Cash received from financial liabilities	5,000,000.00	5,000,000.00
Cash paid for costs incurred in financial liabilities	- 106,990.00	0.00
Cash paid for repayment of financial liabilities	- 9,023,539.78	- 10,000,000.00
Interest paid on loans	- 233,359.48	- 28,299.99
Cash flow from financing activities	132,694,944.77	- 5,028,299.99
Net change in cash and cash equivalents	131,447,052.74	3,287,541.80
Adjustments due to currency translation	75,760.35	- 25,543.72
Adjustments due to consolidation	0.00	- 16,397.24
· · · · · · · · · · · · · · · · · · ·		
Financial resources fund at the beginning of period Financial resources fund at the end of period	141,909,714.81	112,036,124.00 115,281,724.84

# CONSOLIDATED CASH FLOW FROM OPERATING ACTIVITIES (ADJUSTED)

in	Fl	IR	

in EUR	01/01/2012 - 03/31/2012	01/01/2011 - 03/31/2011
EBIT	19,722,708.03	15,143,158.24
Gains/losses from the disposal of non-current assets	- 14,789.42	0.00
Amortization/depreciation/write-ups of non-current assets	3,535,241.87	1,722,445.47
Impact from foreign currency translation	- 45,089.49	- 398.00
Changes in inventories	- 33,327.44	47,029.89
Changes in trade receivables and other assets (adjusted)	3,255,261.76	- 2,073,224.09
Changes in provisions	- 688,153.87	- 264,619.96
Changes in non-current liabilities excluding financial liabilities	283,888.56	734,969.49
Changes in trade payables (adjusted)	- 1,393,257.61	516,918.69
Changes in other current liabilities	- 4,069,807.78	758,278.00
Income taxes paid (adjusted)	- 2,245,705.12	- 1,374,335.93
Interest paid (excl. interest on loans)	- 64,528.14	- 178,852.26
Interest received	20,032.60	11,338.95
Elimination of purchase price liabilities and adjustments to net working capital from initial		
consolidation	0.00	- 2,305,307.34
Cash flow from operating activities	18,262,473.95	12,737,401.15

In accordance with the business model, the transaction volumes from the Acquiring business are reported under the item of Trade receivables and other receivables as receivables from credit card organizations and banks. At the same time, these business transactions give rise to liabilities to merchants, amounting to the transaction volume (less our commissions and charges). Receivables and liabilities (less our commissions and charges) are transitory in nature and subject to substantial fluctuations from one balance sheet date to another.

Against this backdrop, Wirecard has decided to present a further statement in addition to the usual cash flows from operating activities in order to eliminate those items that are merely transitory in nature. This also eliminates the capital gains taxes on dividends that are refunded in the following year. This is intended to facilitate the identification and reporting of the cash-relevant portion of the Company's results.

## EXPLANATORY NOTES TO THE CONSOLIDATED

## 1. Disclosures related to the Company and its valuation principles

## 1.1. Business activities and legal background

Wirecard AG, Einsteinring 35, 85609 Aschheim (hereafter referred to as "Wirecard", "Group" or "the Company") was established on May 6, 1999. The name of the Company was changed from InfoGenie Europe AG to Wire Card AG upon entry thereof in the commercial register on March 14, 2005 and to Wirecard AG upon entry in the commercial register on June 19, 2006.

#### **Consolidation perimeter**

As at March 31, 2012 22 subsidiaries were fully consolidated. As at March 31, 2011, there were 19 such companies.

#### SUBSIDIARIES OF WIRECARD AG

	Shares
Click2Pay GmbH, Aschheim (Germany)	100%
Wirecard (Gibraltar) Ltd. (Gibraltar)	100%
Trustpay International GmbH, Aschheim (Germany)	100%
Wirecard Payment Solutions Holdings Ltd., Dublin (Ireland)	100%
Wirecard UK and Ireland Ltd., Dublin (Ireland)	100%
Herview Ltd., Dublin (Ireland)	100%
Wirecard Central Eastern Europe GmbH, Klagenfurt (Austria)	100%
Wirecard Processing FZ LLC (formerly: Procard Services FZ LLC), Dubai (United Arab	
Emirates)	100%
Systems@Work Pte. Ltd. (Singapore)	100%
Systems@Work (M) SDN BHD, Kuala Lumpur (Malaysia)	100%
Safe2Pay Pte. Ltd. (Singapore)	100%
Wirecard Technologies AG, Aschheim (Germany)	100%
Wirecard Communication Services GmbH, Leipzig (Germany)	100%
Wirecard Retail Services GmbH, Aschheim (Germany)	100%
cardSystems FZ-LLC, Dubai (United Arab Emirates)	100%
Wire Card Beteiligungs GmbH, Aschheim (Germany)	100%
Wirecard Bank AG, Aschheim (Germany)	100%
Wirecard Card Solutions Ltd., Newcastle (United Kingdom)	100%
Wirecard Asia Pte. Ltd. (formerly: E-Credit Plus Pte. Ltd.) (Singapore)	100%
E-Credit Plus Corp., Las Pinas City (Philippines)	100%
Wirecard Malaysia SDN BHD, Petaling Jaya (Malaysia)	100%
E-Pavments Singapore Pte. Ltd. (Singapore)	100%

Uniform accounting and valuation methods apply to the perimeter of consolidated subsidiaries. The subsidiaries' shareholdings and quotas of voting rights are identical.

The IAS/IFRS requirements concerning the mandatory inclusion of all domestic and foreign subsidiaries which are controlled by the parent company meaning the parent company directly or indirectly holds more than 50 percent of their voting rights, (cf. IAS 27.12 and IAS 27.13) are observed.

# 1.2. Principals and assumptions used in preparing the financial statements

#### **Principles**

The consolidated financial statements as at March 31, 2012 were prepared in accordance with IAS 34 (Interim Financial Reporting) with consideration of the International Financial Reporting Standards (IFRS) and the International Accounting Standards (IAS) as adopted by EU. The notes of the consolidated financial statements as at December 31, 2011 also apply accordingly to the present quarterly financial statements and should be taken into consideration in connection with the interim financial statements. Any variations from the above are explained below.

#### Presentation

The presentation of the Group's Balance Sheet, Income Statement, Cash Flow Statement and Segment reporting was effected in accordance with the consolidated financial statements as at December 31, 2011.

#### Comparability

The comparability with the previous period is limited in these three-month financial statements owing to the initial consolidation of Systems@Work Pte. Ltd., Singapore and its subsidiaries and Wirecard Card Solutions Limited, Newcastle (UK) in the fourth quarter of 2011. In addition, customer relationships totaling EUR 42,775K were written down in the third quarter for the first time with a remaining useful life of 20 years, which is why amortization/depreciation increased by EUR 535K thousand in the comparable period.

#### Accounting and valuation methods

In the course of preparing the quarterly financial statements as at March 31, 2012, the same accounting and valuation principles were used as for the last consolidated financial statements (December 31, 2011) and in the previous-year period (January 1, 2011 to March 31, 2011). For more details please refer to the Annual Report as at December 31, 2011.

## 2. Explanatory notes on Group balance sheet assets

#### 2.1. Intangible assets

Intangible assets comprise goodwill, internally generated intangible assets, other intangibles and customer relationships.

#### Goodwill

In accordance with the Group's accounting policies, goodwill is assessed at least once a year for possible impairments or whenever the need arises (most recently on December 31, 2011). The recoverable amount of a business segment (cash-generating unit) to which goodwill was assigned is determined on the basis of estimates by management. These took account of the prevailing general economic conditions The Company determines these values using valuation methods based on discounted cash flows.

Goodwill did not change in Q1/2012 and continues to total EUR 127,565K (December 31, 2011: EUR 127,565K).

#### GOODWILL

in EUR '000s	03/31/2012	12/31/2011
Payment Processing & Risk Management	101,081	101,081
Acquiring & Issuing	26,196	26,196
Call Center & Communication Services	288	288
Total	127,565	127,565

#### Internally generated intangible assets

In Q1/2012 internally created software worth EUR 2,088K (Q1/2011: EUR 1,621K) was developed and capitalized. The software was programmed for the "Payment Processing & Risk Management" segment. It will be amortized using the straight-line method over the course of its useful economic life. The period in question is ten years.

#### Other intangible assets

Other intangible assets, in addition to the software for the individual workstations, essentially relate to software acquired for and used by the "Payment Processing & Risk Management" and "Acquiring & Issuing" segments. These will be amortized using the straight-line method over the course of their useful economic lives. The relevant period ranges from three to ten years. In the period under review, this item decreased from EUR 28,530K to EUR 27,858K.

#### **Customer relationships**

Customer relationships refer to acquired customer portfolios and those resulting from companies being consolidated. The customer relationships do have an amortization period between 4 and 20 years.

### 2.2. Property, plant and equipment

#### Other property, plant and equipment

Property plant and equipment comprises office and business equipment. Office equipment is stated at cost and depreciated using the straight-line method over its estimated useful life. For computer hardware this period is three to five years and, as a rule, ten years for office equipment and furniture. For the first time, this item includes assets from a lease agreement in the amount of EUR 5,490K. The corresponding amount is carried under other liabilities.

Any gains and losses on disposal of fixed assets are recorded as other operating income and expenses, respectively. Maintenance and minor repairs are reported with an impact on profit and loss.

## 2.3. Financial and other assets

Financial and other assets, amounting to EUR 37,491K (December 31, 2011: EUR 26,714K) essentially relate to the interest-bearing securities, that were invested in various medium- and long-term interest-bearing securities. With an original term to maturity of four to five years, these earn interest solely according to terms and conditions prevailing on the money market, with minimum and maximum interest rates being agreed (so-called collared floaters). These are reported under financial and other assets; this is why they have the effect of reducing cash and cash equivalents. It also includes investment in the amount of EUR 7,500K in medium-term financing agreements with sales partners.

## 2.4. Tax credits

#### **Deferred tax assets**

Tax credits/deferred tax assets refer to loss carry-forwards and their realizability as well as temporary differences between the tax balance sheet figures and Group earnings in accordance with IFRS. Deferred tax assets are recognized in accordance with IAS 12.15-45. The Company utilizes the balance sheet oriented liability method of accounting for deferred tax assets in accordance with IAS 12. Under the liability method, deferred taxes are determined according to the temporary differences between the carrying amounts of asset and liability items in the consolidated balance sheet and the tax balance sheet, as well as taking account of the tax rates in effect at the time the aforesaid differences are reversed. Deferred tax assets are accounted for to the extent that taxable earnings are considered likely to be available (IAS 12.24).

On account of tax assessments up to December 31, 2011, tax notices issued up to the assessment year of 2010 and consolidated taxable earnings in Q1/2012 deferred tax assets as at March 31, 2012 amounted to EUR 1,270K following a valuation allowance (December 31, 2011: EUR 936K).

## 2.5. Inventories and work in progress

As at March 31, 2012, the inventories and work in progress reported, amounting to EUR 812K (December 31, 2011: EUR 779K), reflected merchandise such as terminals and debit cards in particular. Their value was measured in accordance with IAS 2. In addition, customer-specific payment-related software solutions were sold at Systems@Work Pte. Ltd.. Of this total EUR 382K was accounted for as work in progress. Their value was measured in accordance with IAS 2.

Inventories are valued at the lower of cost (of acquisition or manufacture) and their net sales value. No value deductions were made in the year under review and in the previous period. No value reversals occurred either.

## 2.6. Trade receivables and other receivables

Trade receivables are non-interest-bearing and measured at their nominal amount or the lower value applicable as at the balance sheet date. The transaction volume of the Wirecard Group is also reported under the item Trade receivables as a receivable from credit card organizations and banks. At the same time, these business operations give rise to liabilities to our merchants, amounting to the transaction volume less our charges.

Receivables and liabilities (less our commissions and charges) are transitory in nature and subject to substantial fluctuations from one reference date to another. The increase as at March 31, 2012 is essentially due to an increase in receivables in the acquiring segment as at that particular date, but also in part from the organic growth. Moreover, cooperation with

other acquiring banks in the Asian region and software projects led to an increase in receivables year-on-year for accounting reasons. In addition, comparability is restricted due to the first-time consolidation of the two new companies.

## 2.7. Tax credits

Tax credits as at March 31, 2012 include claims for tax refunds amounting to EUR 6,199K (December 31, 2011: EUR 5,570K) and as at December 31, 2011 claims for value added tax refunds amounting to EUR 177K (March 31, 2012: EUR 0K).

#### 2.8. Interest-bearing securities

To improve its interest income, apart from investing in various medium- to long-term interestbearing securities, Wirecard Bank AG also invested in short-term interest-bearing securities. These have an original term to maturity of six months. This concerns the acquisition of a bearer debenture of a renowned European big bank that corresponds to the conservative criteria of the Wirecard Group with regard to liquidity management. This item is reported under interestbearing securities; for this reason, it reduces the level of cash and cash equivalents accordingly.

#### 2.9. Cash and cash equivalents

The item Cash and cash equivalents (March 31, 2012: EUR 351,614K; December 31, 2011: EUR 213,403K) lists cash in hand and credit balances with banks (sight and time deposits and overnight [call] money). These also include resources from current customer deposits of Wirecard Bank AG (March 31, 2012: EUR 78,105K; December 31, 2011: EUR 71,493K) and funds derived from the acquiring business of Wirecard Bank AG.

To improve its interest income, Wirecard Bank AG invested in various short-, medium- and long-term interest-bearing securities (so-called collared floaters and interest-bearing securities). These are reported under long-term financial and other assets and under short-term interest-bearing securities. Excluding the purchase of these instruments, the item cash and cash equivalents would have been higher by a total of EUR 32,970K.

The strong increase in cash and cash equivalents is due to factors including a a capital increase which Wirecard AG successfully placed with institutional investors at a price of EUR 13.70 on March 7, 2012. As a result, Wirecard received net proceeds from the issue of EUR 137,268K.

## 3. Explanatory notes on Group balance sheet liabilities

As regards the development of Group equity for the first quarter 2012, further particulars in addition to the following explanations are provided in the table "Consolidated statement of changes in equity".

#### 3.1. Subscribed capital

The Company's subscribed capital as at March 31, 2012 went after the capital increase on March 8, 2012 up by 10,180,313.00 and remains at EUR 111,983,452.00 and and comprises 111,983,452 no-par-value bearer shares based on a notional common stock of EUR 1.00 per share.

#### **Authorized capital**

Pursuant to a resolution adopted at the Annual General Meeting of June 18, 2009, the Board of Management was authorized to increase the capital stock with the consent of the Supervisory Board by June 18, 2014 on one or several occasions by up to a maximum total of EUR 37,299,652.00 against cash and/or non-cash capital contributions, including so-called "mixed contributions in kind", by issuing up to 37,299,652 new no-par-value bearer shares (authorized capital 2009/I) and to determine that profit participation is to begin at a time other than that stipulated by legislation.

By way of a resolution at the General Meeting on June 22, 2011, shares can now also be offered to members of the company's management as employee shares from authorized capital excluding subscription rights at a price which is not significantly lower than the stock market price. The company's employees and the members of management and employees at the company's associated companies can be issued shares according to Section 204 (3) of the Aktiengesetz (AktG - German Public Limited Companies Act).

On March 7, 2012, Wirecard AG resolved a capital increase for 10,180,313 new shares. These were successfully placed with institutional investors at a price of EUR 13.70 on March 8, 2012. On the balance sheet date, after execution of the capital increase, there was authorized capital (Authorized Capital 2009/I) of EUR 27,119K (December 31, 2011: EUR 37,300K).

#### **Contingent capital**

Due to the fact that no conversions took place during the financial year, there was no change to the level of contingent capital (contingent capital 2004) in the reporting period, and it remains at EUR 997,927.25 (December 31, 2011: EUR 997,927.25).

#### **Purchase of treasury stock**

By a resolution adopted at the Annual General Meeting on June 17, 2010, the Board of Management is authorized to acquire up to 10 percent of the capital stock of Wirecard AG existing at the time of the resolution. This authorization is valid until June 16, 2015.

Until March 31, 2012, the Board of Management did not make use of its authority to acquire and utilize treasury shares in accordance with § 71 (1) No. 8 of AktG).

## 3.2. Capital reserve

On March 7, 2012, Wirecard AG resolved a capital increase for 10,180,313 new shares. These were successfully placed with institutional investors at a price of EUR 13.70. Wirecard thus obtained a premium of EUR 129,290K. This is offset by directly allocable transaction costs of EUR 2,202K, which are reduced by all of the associated income tax advantages, with the result that the premium is offset by an amount of EUR 1,599K. As a result, the share premium increased during the period under review by EUR 127,690K and on March 31, 2012 it thus totaled EUR 138,952K.

## 3.3. Retained earnings

At the Annual General Meeting in 2012, a proposal will be made for a dividend amounting to EUR 0.10 per share to be paid out to the shareholders, which is equivalent to a total amount of EUR 11,198K.

## 3.4. Non-current liabilities

Non-current liabilities break down into non-current interest-bearing liabilities, other noncurrent liabilities and deferred tax liabilities.

#### Non-current interest-bearing liabilities

The non-current interest bearing liabilities taken out for M&A transactions in 2011 totaled EUR 81,000K (December 31, 2011: EUR 85,024K). These will be repaid to a substantial extent at the next possible extension date in the second quarter of 2012.

#### **Other non-current liabilities**

Other non-current liabilities on March 31, 2012 mostly comprise the non-current portion of the earn-out components as part of the purchase of the Systems@Work Group (EUR 12,256K), which are due in the first six months of 2013 or 2014. In addition, this item included as at March 31, 2012 lease liabilities in the amount of EUR 4,210K (December 31, 2011: EUR 0K) und (convertible) bonds of EUR 332K (December 31, 2011: EUR 332K).

#### **Deferred tax liabilities**

Deferred tax liabilities, amounting to EUR 9,602K (December 31, 2011: EUR 9,344K) related to temporary differences between tax balance sheet figures and the consolidated financial statements according to IFRS and are reported under non-current liabilities.

## 3.5. Current liabilities

Current liabilities are classified into trade payables, interest-bearing liabilities, other provisions, customer deposits from banking operations of Wirecard Bank AG, other liabilities, and tax provisions.

#### **Trade payables**

Trade payables are owed chiefly to merchants/online traders. Including the liabilities incurred in the field of acquiring, Wirecard Bank AG accounted for EUR 125,675K.

The transition in collateral at customers' requests means that comparison with the previous year is limited. Customers have revolving security retentions for daily transaction volumes from bank guarantees payable on demand from well-known banks. Without these changes, these items would have been higher by EUR 30 million. In addition, comparability is restricted due to the first-time consolidation of the two new companies.

#### **Current interest-bearing liabilities**

Interest-bearing liabilities, amounting to EUR 1,076K (December 31, 2011: EUR 1,000K) were incurred to finance M&A transactions. The loans are short-term in nature. EUR 1,000K is due in the second half of 2012.

#### **Other provisions**

Provisions are generally short-term in nature and will presumably be used within one year. Other short-term provisions amounting to EUR 874K (December 31, 2011: EUR 992K) include financial statement and other auditing costs of EUR 453K as the largest single item (December 31, 2011: EUR 508K)

## **Other liabilities**

Other liabilities in the amount of EUR 12,423K (December 31, 2011: EUR 15,104K) included, in the amount of EUR 5,914K (December 31, 2011: EUR 6,051K) accrued liabilities, in the amount of EUR 1,486K (December 31, 2011: EUR 0K) the current part of the lease liabilities and in the amount of EUR 1,873K (December 31, 2011: EUR 1,868K) current purchase price liabilities from variable remuneration of M&A transactions. Moreover, this item comprised as well as liabilities arising in the fields of payment transactions, wages and salaries, social security and the like.

#### **Customer deposits from banking operations**

This line item included customer deposits amounting to EUR 111,075K (December 31, 2011: EUR 105,042K) with Wirecard Bank AG.

#### **Tax provisions**

Tax provisions essentially relate to provisions set up for income taxes of Wirecard Payment Solutions Holdings Ltd. (EUR 887K) and the Wirecard Asia Pte. Ltd. (EUR 622K), Wirecard (Gibraltar) Ltd. (EUR 1,000K).

## 4. Notes to the Income Statement

## 4.1. Sales

The Group's sales revenues (EUR 83,640K) are generated in the "Call Center & Communication Services", "Payment Processing & Risk Management"-divisions as well as the proceeds generated from commission payments of the Acqiring & Issuing-division. In addition, in the Acquiring & Issuing-segment EUR 853K in interest income is reported as revenue in accordance with IAS 18.5(a). A detailed breakdown of revenues is shown under segment reporting.

## 4.2. Cost of materials

The cost of materials essentially comprises charges of the credit card issuing banks (Interchange), charges to credit card companies (e.g. MasterCard and Visa), transaction costs as well as transaction-related charges to third-party providers (e.g. in the field of Risk Management services and Acquiring). Expenses of payment guarantees and factoring activities are also recorded under risk management. In the field of Acquiring, intermediary commissions are also recorded for external sales activities.

The cost of materials of Wirecard Bank AG includes expenditure incurred by the Acquiring, Issuing and Payment Transactions business divisions. This includes the production costs of credit cards and the transaction costs for payment processes executed.

#### 4.3. Personnel expenses

Personnel expenditure in first quarter 2012 amounted to EUR 8,699K (previous year: EUR 7,025K), comprising salaries amounting to EUR 7,711K (previous year: EUR 6,257K) and social security contributions of EUR 988K (previous year: EUR 768K).

In first quarter 2012, the size of the Wirecard Group's workforce averaged 595 employees (previous year: 482 employees) (excluding the Board of Management and trainees), 154 of whom (previous year: 117) worked on a part-time basis. Of the 595 employees, 19 (previous year: 21) were employed as management board members / general managers of a subsidiary.

These employees were engaged in the following functions:

## **EMPLOYEES**

	Q1/2012	Q1/2011
Sales	115	95
Administration	117	101
Customer service	189	157
Research/development and IT	174	129
Total	595	482
of which part-time	154	117

## 4.4. Other operating income

Other operating income in the amount of EUR 673K (Q1/2011: EUR 318K) essentially consists of income from reversal of provisions, the revaluation of receivables or netted remunerations in kind.

## 4.5. Other operating expenses

Breakdown of other operating expenses:

#### **OTHER OPERATING EXPENSES**

in EUR '000s	Q1/2012	Q1/2011
Legal and financial statement costs	862	667
Consulting expenses and consulting-related expenses	868	903
Office expenses	1,059	781
Equipment and leasing	1,259	1,263
Sales and marketing	1,327	847
Other	1,282	3,079
Total	6,657	7,540

## 4.6. Financial result

Net financial result amounted to EUR - 700K (previous year: EUR 418K). Expenses, amounting to EUR 2,014K, included EUR 1,876K in interest (previous year: EUR 234K). This contrasts with net financial income of EUR 1,314K (previous year: EUR 654K). In accordance with IAS 18.5 (a), interest income of the Acquiring & Issuing segment, amounting to EUR 853K (previous year: EUR 530K), is not included in the financial result but in sales revenues instead. Reference is made to Chapter 4.1. Sales revenues and to 6.1. Segment reporting.

## 4.7. Income tax expense and deferred taxes

On balance, the consolidated income statement for the first quarter 2012 includes an income tax expense item of EUR 3,741K. Essentially, these related to the income tax burdens determined for the Group member companies on the basis of the tax calculations for first quarter 2012. Moreover, to an extent of EUR 258K they related to the accumulation of deferred tax liabilities from temporary differences and the utilization of deferred tax assets of EUR 268K.

The cash-relevant tax rate (excluding deferred taxes) amounted to 16.9 percent (Q1/2011: 19.4 percent). Including deferred taxes, it amounted to 19.7 percent (Q1/2011: 19.6 percent).

## 5. Notes to the consolidated cash flow statement

The Group's cash flow account is prepared in accordance with IAS 7 (Statements of Cash Flows). It discloses the cash flows in order to show the source and application of cash and cash equivalents. In doing so, it distinguishes between changes in cash flows from operating, investing and financing activities.

#### Method used to measure cash and cash equivalents

For purposes of the cash flow statement, a cash fund is used, consisting of cash and cash equivalents. Cash includes cash in hand and sight or demand deposits.

Cash equivalents comprise current, extremely liquid financial investments that can be converted at any time at short notice into certain amounts of cash and are only subject to negligible fluctuations in value.

As at March 31, 2012, and March 31, 2011 the Company had both cash and cash equivalents in its books.

#### Reconciliation to cash and cash equivalents according to IAS 7.45

The balance of financial resources at the end of the period includes cash in hand and bank balances included in the line item cash and cash equivalents (March 31, 2012: EUR 351,614K; March 31, 2011: EUR 200,272K), less current (immediately due and payable) liabilities to banks (March 31, 2012: EUR 76K; March 31, 2011: EUR 55K) included in the line item current, interest-bearing liabilities. In addition, corresponding financial resources of current customer deposits from banking operations (March 31, 2012: EUR 78,105K; March 31, 2011: EUR 84,935K) were deducted or recorded as a reduction of the financial resources fund in the consolidated cash flow statement (IAS 7.22).

Current customer deposits are fully due and payable on a daily basis and are reported under Other liabilities (customer deposits) on the equity and liabilities side in Wirecard's consolidated annual financial statements. These customer funds are comparable in economic terms with short-term (bank) current account loans or overdraft facilities. On the assets side, separate accounts have been set up for these funds, which may not be used for any other business purposes. Against this backdrop, securities (so-called collared floaters and current interest-bearing securities) with a nominal value of EUR 32,970K are held, and deposits with the central bank, sight and short-term time deposits with credit institutions are maintained in the total amount of the customer deposits of EUR 78,105K. These are reported in the Wirecard Group under the balance sheet item "Cash and cash equivalents", under non-current "financial and other assets" and under "current interest-bearing securities.

The effects of currency translation and changes to the consolidation perimeter were eliminated in the course of the calculation.

in EUR '000s	03/31/201	12	03/31/20	11
Cash and cash equivalents		351,614		200,272
Current interest-bearing liabilities	- 1,076		- 26,055	
of which, current liabilities to bank		- 76		- 55
Reconciliation to cash and cash equivalents		351,538		200,217
of which, current customer deposits from banking operations		- 78,105		- 84,935
of which, Acquiring deposits in Wirecard Bank AG	- 73,202		- 73,167	
Financial resources fund at the end of period		273,433		115,282

#### **CASH AND CASH EQUIVALENTS**

## 5.1. Cash flow from operating activities

Due to the special system used in Acquiring, which is essentially characterized by balance sheet date effects inherent in the business model, Wirecard decided to present a further statement in addition to the usual presentation of cash flows from operating activities to eliminate those items that are merely transitory in nature. These addenda help to identify and present the cash-relevant portion of the Company's result. The item Elimination of purchase price liabilities and adjustments to net working capital from initial consolidation reflects necessary adjustments e.g. due to investments as well as in the previous year the effects of the initial consolidation of Wirecard Processing FZ LLC. This item also reflects the deduction of the relevant residual purchase price liabilities from the item Increase/decrease in other current liabilities that do not relate to the cash flow from current business activities.

The cash flow from operating activities is determined according to the indirect method by initially adjusting Group earnings to eliminate non-cash transactions, accruals, deferrals or provisions relating to past or future cash receipts or payments as well as income and expense items to be allocated to the field of investments or finance. After taking the changes to net current assets into account, this results in an inflow/outflow of funds from current business operations. The inflow/outflow of funds from operating activities is determined by adding the company's interest and tax payments.

The principal reasons for the changes in relation to the previous year are as follows:

The unadjusted cash flow from operating activities in first quarter 2012 reduced from EUR 12,286K in the previous year to EUR 8,327K, essentially attributable to the special system used in the Acquiring division, which is impacted by cut-off date effects of a transitory nature inherent in the Company's business model. In addition, the collaboration with other acquiring banks in the Asian region led to a increase of the receivable item for accounting reasons, which has a negative effect on the unadjusted cash flow of the previous year. The cash flow from operating activities (adjusted) amounts to EUR 18,262K (previous year: EUR 12,737K).

In line with the business model, the transaction volumes generated by the Acquiring business were reported under Trade receivables as receivables from credit card organizations and banks. At the same time, these business transactions give rise to liabilities to merchants, amounting to the transaction volume (less our commissions and charges). Receivables and liabilities (less our commissions and charges) are largely transitory in nature and subject to substantial fluctuations from one balance sheet date to another.

## 5.2. Cash flow from investment activities

The cash flow from investment activity is the result of the inflow of funds from non-current assets (excluding deferred taxes) and the outflow of funds for investments in non-current assets (excluding deferred taxes). Cash flow from investment activities amounted to EUR - 9,575K in the year under review (previous year: EUR - 3,970K).

The following are essentially affected by this:

#### SUBSTANTIAL CASH OUTFLOWS FOR INVESTMENTS

in EUR '000s	
Internally generated intangible assets	2,088
Medium-term financing-agreements with sales partners	7,500
Other intangible assets (software)	414
Property, plant and equipment	117
	10,119

## 5.3. Cash flow from financing activities

In the present report, interest paid and interest received is reported separately. In the process, interest immediately related to financing is assigned to the cash flow from financing activities, and all other to cash flow from operations.

On March 7, 2012, Wirecard AG resolved a capital increase for 10,180,313 new shares. These were successfully placed with institutional investors at a price of EUR 13.70 on March 8, 2012. As a result of the capital increase, net proceeds from the issue of around EUR 137,268K accrued to the Company.

Cash flow from financing activities in first quarter 2012 further concerns the cash received from borrowings of financial liabilities amounting to EUR 5,000K and cash paid for to the repayment of financial liabilities totaling EUR - 9,024K.

## 5.4. Financial resource fund at the end of period

Taking account of these inflows and outflows (Q1/2012: EUR 131,447K; Q1/2011: EUR 3,288K), exchange rate related changes (Q1/2012: EUR 76K; Q1/2011: EUR - 26K) and changes to cash and cash equivalents on account of the consolidation perimeter (Q1/2012: EUR 0K; Q1/2011: EUR - 16K), and of the financial resource fund at the beginning of the period (Q1/2012: EUR 141,910K; Q1/2011: EUR 112,036K), the financial resource fund at the end of the period amounted to EUR 273,433K (March 31, 2011: EUR 115,282K).

## 6. Other notes

## 6.1. Segment reporting

Reportable segments are determined in accordance with an internal reporting. Apart from sales revenues, the operative earnings before interest, taxes, depreciation and amortization (EBITDA) contribution is used as an internal measurement criterion, which is why EBITDA is also reported as segment result. The settlement of services between the segments is made on the basis of third-party comparisons. Within the scope of internal reporting to the main decision-makers, balance-sheet items, interest and taxes are not reported at segment level.

Sales revenues are segmented into the following operating divisions: Distinctions are drawn here between the Payment Processing & Risk Management, Acquiring & Issuing and Call Center & Communication Services divisions. The Acquiring & Issuing segment comprises all business divisions of Wirecard Bank AG, the Wire Card Beteiligungs GmbH and the Wirecard Card Solutions Ltd.

**Payment Processing & Risk Management (PP&RM)** is the largest segment for the Wirecard Group. This division accounts for all products and services for electronic payment processing and risk management.

The **Acquiring & Issuing (A&I)** segment completes and extends the value added chain of the Wirecard Group with the financial services provided via Wirecard Bank AG, the newly established Wirecard Card Soultions Ltd. and of the Wire Card Beteiligungs GmbH. In the business segment Acquiring, merchants are offered statements of credit card sales revenues for online and terminal payments.

In addition, traders can process their transaction-oriented payment transactions in numerous currencies via accounts kept with Wirecard Bank AG.

In the field of Issuing, prepaid cards are issued to private customers and to business clients, with end customers also being offered current (giro) accounts combined with prepaid cards and ec/Maestro cards.

**Call Center & Communication Services (CC&CS)** is the segment in which we report the complete value-added scope of our call center activities, with the other products such as after-sales service to our customers and mailing activities included as sub-categories.

In addition, information is provided on geographical regions according to production locations. These are broken down into three segments.

The segmentation "Europe" contains Wirecard (Gibraltar) Ltd., and the companies Wirecard Payment Solutions Holdings Ltd., Dublin (Ireland), along with its subsidiaries, the Wirecard Card Solutions Ltd., Newcastle (United Kingdom) and Wirecard Central Eastern Europe GmbH, Klagenfurt (Austria). In the segment "Other foreign countries" the companies cardSystems FZ-LLC, Dubai (UAE), the Wirecard Processing FZ LLC (formerly Procard Services FZ LLC), Dubai (UAE), the Wirecard Asia Pte. Ltd., (Singapore) and the Systems@Work Pte. Ltd. (Singapore) are subsumed along with their respective subsidiaries. The segment "Germany" includes all other companies within the Wirecard Group.

According to the requirement for a license for the provision of payment services which applies from April 30, 2011, there was a transition in accounting for Acquiring and Payment Processing. This is based on the EU Payment Services Directive (PSD), which has been implemented in the local laws of the member countries.

At present and in future the contractual services will continue to be invoiced to the same extent by the Wirecard Group. This change has not impacted Wirecard AG's financial position and results of operations. Payment services now have to be invoiced by Wirecard Bank AG.

Technical services and customer support will be provided by local group subsidiaries, as was previously the case.

From May 2011, as a result revenues from external customers will be disclosed in the A&I segment. These were previously booked in the PP&RM segment.

Revenues with other business segments within the Group (consolidations) have also changed as a result. The changes have resulted in lower revenues in the PP&RM segment and higher

revenues in the A&I segment. The change will not impact consolidated revenues and the profitability of the Group and the individual segments.

This transition also impacts the geographic breakdown, as revenues that are recorded by Wirecard's local European facilities are partially incurred in Germany, where Wirecard Bank AG has its registered office.

The "pro forma" information included in the additional tables in the following sections eases comparison. These represent the prior periods as if the contractual transition had also taken place in 2011.

## **REVENUES BY OPERATING DIVISIONS**

in EUR '000s	Q1/2012	Q1/2011
Payment Processing & Risk Management (PP&RM)	56,013	66,972
Acquiring & Issuing (A&I)	32,271	20,011
Call Center & Communication Services (CC&CS)	1,389	1,095
	89,673	88,078
Consolidation PP&RM	- 5,389	- 1,669
Consolidation A&I	- 220	- 16,200
Consolidation CC&CS	- 424	- 328
Total	83,640	69,881

## **REVENUES BY OPERATING DIVISIONS (AS IF)\***

in EUR '000	Q1/2012	Q1/2011
Payment Processing & Risk Management	56,013	52,288
Acquiring & Issuing	32,271	25,339
Call Center & Communication Services	1,389	1,095
	89,673	78,722
Consolidation PP&RM	- 5,389	- 6,997
Consolidation A&I	- 220	- 1,516
Consolidation CC&CS	- 424	- 328
Total	83,640	69,881

\*Figures adjusted to create comparability according to IAS 8

## EBITDA BY OPERATING DIVISIONS

in EUR '000s	Q1/2012	Q1/2011
Payment Processing & Risk Management	17,485	11,795
Acquiring & Issuing	5,591	4,923
Call Center & Communication Services	214	148
	23,290	16,866
Consolidation	- 32	0
Total	23,258	16,866

## **REGIONAL REVENUE BREAKDOWN**

in EUR '000s	Q1/2012	Q1/2011
Germany	47,856	42,003
Europe	35,436	31,666
Other countries	3,367	1,293
	86,659	74,962
Consolidation Germany	- 1,463	- 4,916
Consolidation Europe	- 1,549	- 165
Consolidation Other countries	- 7	0
Total	83,640	69,881

## **REGIONAL REVENUES (AS IF)\***

in EUR '000	Q1/2012	Q1/2011
Germany	47,856	40,112
Europe	35,436	32,497
Other countries	3,367	1,293
	86,659	73,902
Consolidation Germany	- 1,463	- 3,025
Consolidation Europe	- 1,549	- 996
Consolidation Other countries	- 7	0
Total	83,640	69,881

\*Figures adjusted to create comparability according to IAS 8

#### **EBITDA BY REGIONS**

in EUR '000s	Q1/2012	Q1/2011
Germany	10,688	8,595
Europe	12,147	8,666
Other countries	420	- 395
	23,255	16,866
Consolidation	3	0
Total	23,258	16,866

63

#### 7. Additional mandatory disclosures

## 7.1. Board of Management

The following persons were employed as members of the Board of Management at Wirecard AG.

Dr. Markus Braun, commercial computer scientist, member of the Board of Management since October 1, 2004

CEO, Chief Technology Officer

Burkhard Ley, banker, member of the Board of Management since January 1, 2006 Chief Financial Officer

Other supervisory board mandates: Backbone Technology AG, Hamburg (Germany)

Jan Marsalek, computer scientist, member of the Board of Management since February 1, 2010

Chief Operating Officer

#### 7.2. Events after the balance sheet date

Events after the balance-sheet date, providing additional information on the Company's position as at the balance-sheet date (events required to be taken into account) have been included in the consolidated financial statements. Events not to be taken into account after the balance-sheet date are reported in the Notes if material in nature. These are as follows:

With effect from April 1, 2012, Wirecard Technologies AG acquired material assets from NETRADA Payment GmbH, with its registered office in Mainz, Germany. The agreed cash purchase price for the assets totaled EUR 2,500K. Depending on the success of the business, an earn-out payment of EUR 500K may have to be paid in 2012. The material assets acquired, in addition to the strategic importance, include customer relationships and the technical platform. For further details please refer to Chapter 1.1. Corporate Acquisitions, annual report 2011.

Munich/Aschheim, May 14, 2012

Wirecard AG

Dr. Markus Braur

h. John Aurskard My J-Timest Dr. Markus Braun Burkhard Ley Jan Marsalek

## CONTACT AND PUBLISHING INFORMATION

## Published by

#### Wirecard AG

Einsteinring 35, D-85609 Aschheim, Germany

Ph.: +49 (0) 89 4424 - 1400 Fax: +49 (0) 89 4424 - 1500 Mail: contact@wirecard.com

## Financial calendar

Please visit our website to find news and events in the Investor Relations section: http://www.wirecard.com/investorrelations

#### Wirecard AG

Investor Relations Einsteinring 35, D-85609 Aschheim, Germany

Ph.: +49 (0) 89 4424 - 1424 Mail: ir@wirecard.com

This report is drawn up in the German language; translations into other languages are made only for information purposes. In the event that the versions should diverge, the German version shall be authoritative.