



Q1 2018 Revenue

We
connect,
you win

April 19, 2018



Q1 2018 – EXECUTIVE SUMMARY

First-quarter performance in line with full-year 2017 trends

- ▶ Robust operating revenue growth across all business lines and all geographies
 - **Double-digit L/L growth in Europe**, thanks to a good momentum in Employee Benefits and the first successful phases of the UTA integration
 - **Double-digit L/L growth in Hispanic Latin America**, with a strong performance in both Employee Benefits and Fleet & Mobility Solutions, especially in Mexico
 - **Gradual improvement in Employee Benefits in Brazil**
- ▶ Other operating income, formerly financial revenue, down in a context of **very low interest rates in Europe**, where long-term investments are maturing and being replaced by investments at lower interest rates
- ▶ Positive outcome **in Brazil**, with Central Bank decision to put **Employee Benefits out of the scope of the restricted cash regulation**, contrary to what had been planned and was due to come into force in 2018
- ▶ **Edenred continues to tackle 2018 with confidence and confirms its targets for 2018**

Financial data for 2018 are provided in accordance with IFRS 15, effective since January 1, 2018. To ensure a meaningful comparison with 2017, financial data for this period included in this press release have been restated in accordance with this new standard. A table showing a breakdown of the restatements per quarter is provided in the Appendix.

As part of this transition, the headings "financial revenue" and "total revenue" become "other operating income" and "total income", respectively.



Agenda

1. Q1 2018 – Revenue & Highlights
2. Outlook



Q1 2018 OPERATING REVENUE

€43m like-for-like growth more than compensating the high currency impact

Q1 2018 **€319m**

Reported **+2.9%**

Scope **+1.2%**

Currency⁽¹⁾ **-12.2%**

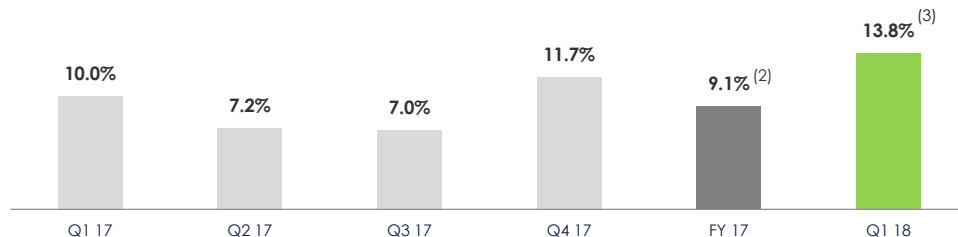
Like-for-like⁽³⁾ **+13.8%**

Restated Q1 2017 **€310m**

IFRS impacts **€5m**

Reported Q1 2017 **€305m**

▶ €43m L/L operating revenue increase in Q1 2018



2017 growth rates do not take into account IFRS 15 impacts

▶ €4m from scope effects, of which:

- +  Timex Card acquired by UTA in January 2018
- +  Vasa Slovensko acquired in October 2017
-  Employee Benefits business in Switzerland sold in May 2017
-  Non-core operations in South Africa sold in July 2017

▶ €(38)m from currency impact

	Impact in €m
BRL	(16.5)
VEF	(15.0)
MEX	(1.6)
Others	(4.6)



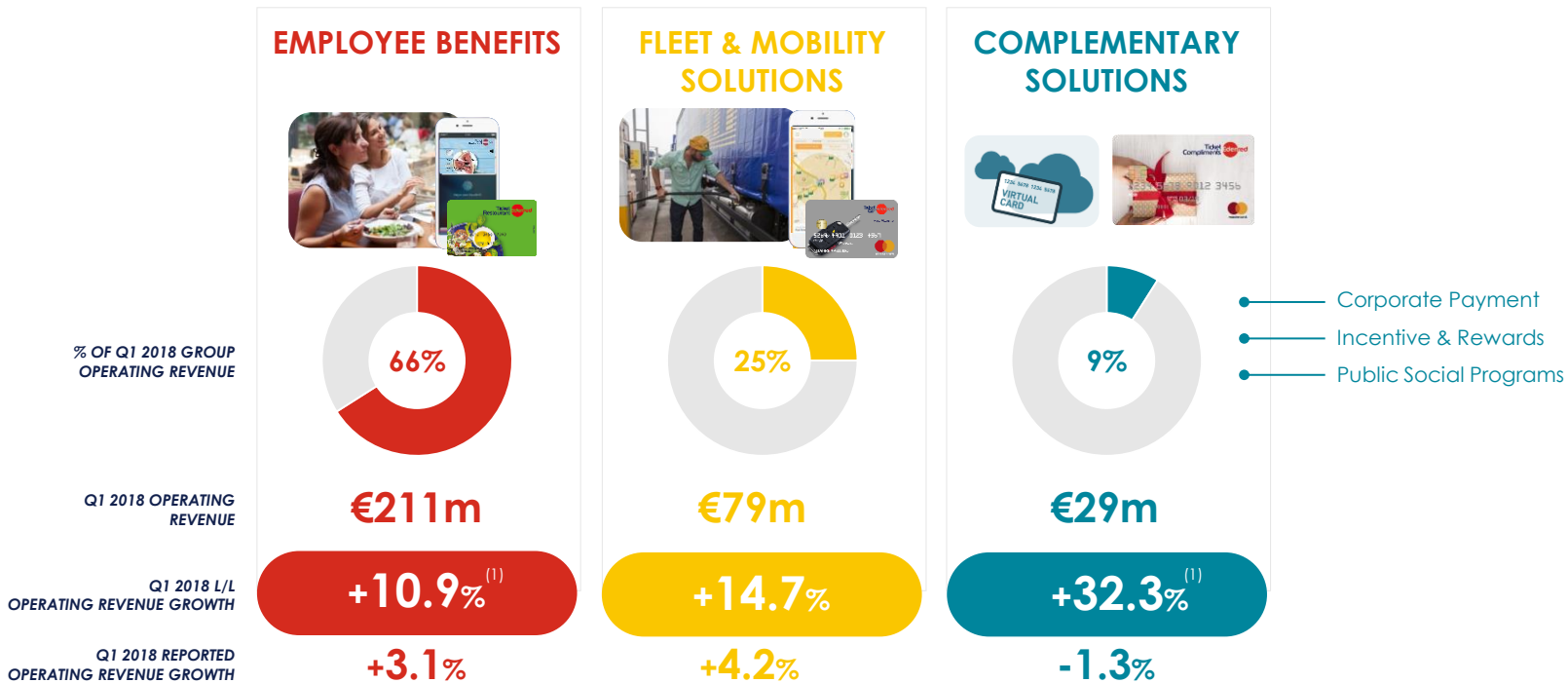
(1) See exchange rates on slide 20.

(2) FY 2017 like-for-like growth, excluding Venezuela from July 1, 2017, was 9.3%.

(3) Q1 2018 like-for-like growth, excluding Venezuela, was 9.8%.

Q1 2018 OPERATING REVENUE BREAKDOWN & GROWTH BY BUSINESS LINE

Sustained growth across all business lines



(1) Q1 2018 like-for-like growth in Employee Benefits and in Complementary Solutions, excluding Venezuela, was 8.5% and 6.1%, respectively.

EMPLOYEE BENEFITS

Solid growth fueled by innovation and marketing mix

STRONG Q1 2018

- ▶ **Good momentum in Europe and Hispanic Latin America**, especially on the SME segment
- ▶ As expected, **gradual improvement in Brazil**
- ▶ Positive impact of **face-value increase in Spain and Turkey**

LEVERAGING THE FAST-GROWING ONLINE FOOD-TECH SEGMENT

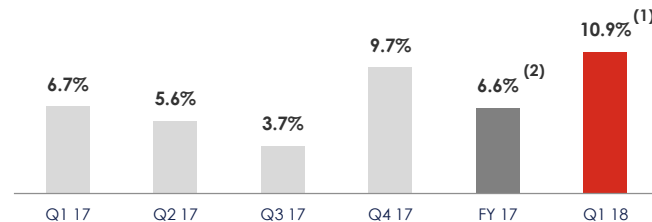
- ▶ **Launch of Payment Services APIs**, with **online & meal delivery platforms** as first major use case
 - ▶ First partnerships in France, where Ticket Restaurant users are now able to use their funds to order meals and have them delivered to their work place



- ▶ Additional global partnerships to come in the year



L/L operating revenue growth



2017 growth rates do not take into account IFRS 15 impacts



(1) Q1 2018 like-for-like growth, excluding Venezuela, was 8.5%.
(2) FY 2017 like-for-like growth, excluding Venezuela from July 1, 2017, was 7.1%.

FLEET & MOBILITY SOLUTIONS

Successful integration of UTA in Europe, and sustainable growth in Latin America

STRONG Q1 2018

- ▶ **Sustainable growth** despite a **high comparison basis**
- ▶ Wide-spread growth in **both Europe and Latin America**

BEST PRACTICE SHARING IN LATIN AMERICA



- ▶ Edenred is replicating in Argentina its NFC tag product developed in Mexico
 - Ensure better control and security of the transaction
 - City of San Juan will be first client

SUCCESSFUL INTEGRATION OF UTA AND EXPANSION IN EUROPE

- ▶ Stake gradually increased to 83%⁽¹⁾
- ▶ New growth strategy well on track:
 - **Expand internationally** through new sales operations in **Central & Eastern Europe**, organically (e.g., Czech Republic) or via acquisitions (e.g., Timex)
 - **Enhance the network**, from 40,000 acceptance points to 55,000 in 2017
 - **Tackle the Light Fleet market** through the launch of local solutions (e.g., in France, Germany and Italy)



(1) Of which 17% is subject to approval from the relevant competition authorities.

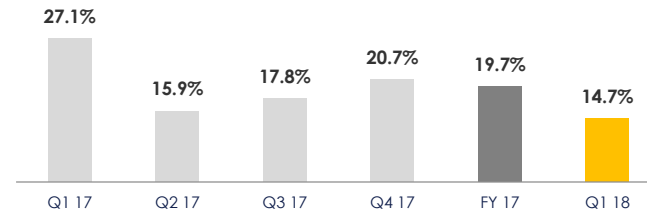
Q1 2018
operating revenue

€79m

+14.7% L/L

+4.2%
as reported

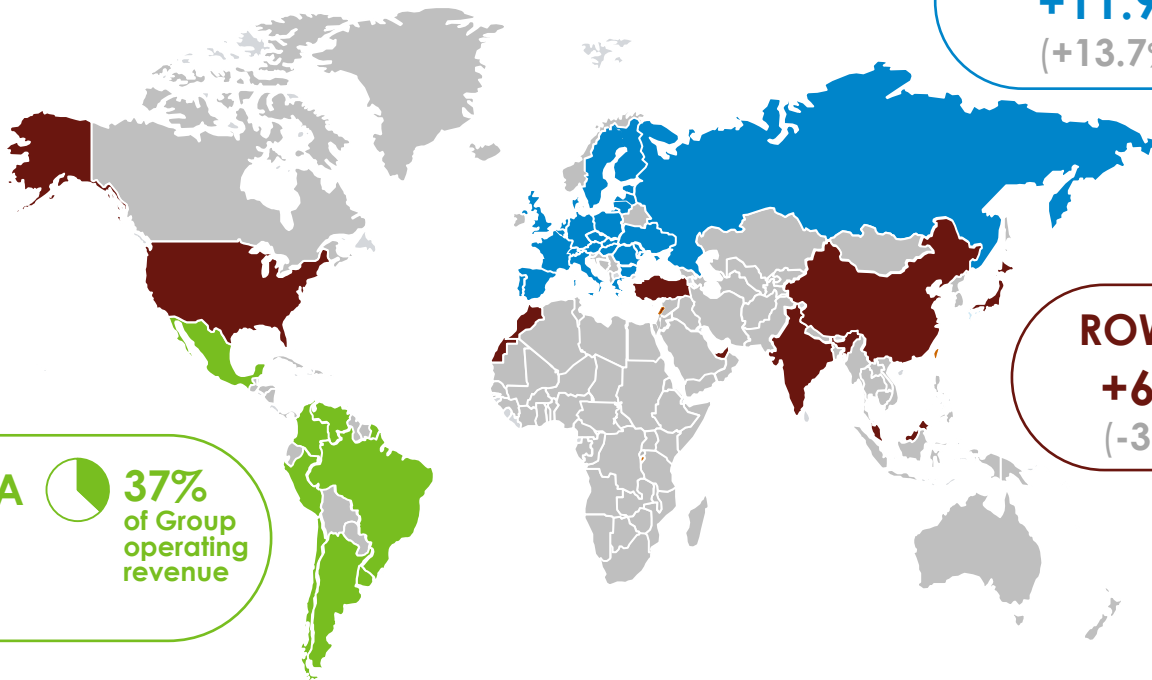
L/L operating revenue growth



2017 growth rates do not take into account IFRS 15 impacts

Q1 2018 OPERATING REVENUE BREAKDOWN BY GEOGRAPHY

Sustained L/L growth across all regions



EUROPE

+11.9% L/L
(+13.7% as reported)



57%

of Group
operating
revenue

ROW

+6.6% L/L
(-3.2% as reported)



6%

of Group
operating
revenue

LATIN AMERICA

+17.1% L/L⁽¹⁾
(-9.5% as reported)



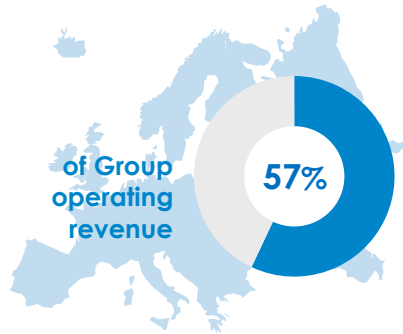
37%
of Group
operating
revenue



(1) Q1 2018 like-for-like growth in Latin America, excluding Venezuela, was 7.6%.

Q1 2018 OPERATING REVENUE – EUROPE

13.7% reported growth driven by solid double-digit L/L growth



Q1 2018
operating revenue
€183m
+13.7%
vs.
€161m in Q1 2017

2018 vs. 2017
L/L growth

Q1

France	+8.6%
Europe excl. France	+13.8%
Total Europe	+11.9%

France:

- ▶ **High single-digit** performance from both Employee Benefits and Fleet & Mobility Solutions
 - Strong growth of **Ticket Restaurant**, driven by volume increases, partly in the **SME** segment, and benefiting from digitization
 - Roll-out of Auchan fuel card contract
 - Solid performance of ProwebCE

Europe excluding France:

- ▶ **Sustained momentum in Central and Southern Europe in Q1 2018, in line with FY 2017 trends:**
 - **Volume growth** in Employee Benefits, especially thanks to new client gains and some face-value increases (e.g., in Spain)
 - Strong performance of **Fleet & Mobility Solutions**, and first successes of UTA's growth strategy

Q1 2018 OPERATING REVENUE – LATIN AMERICA

Strong 17.1% L/L growth offset by Forex impacts



Q1 2018 operating revenue
€119m
-9.5%
vs.
€132m in Q1 2017

2018 vs. 2017
L/L growth

Q1

Hispanic Latin America	+52.9% ⁽¹⁾
Brazil	+4.7%
Total Latin America	+17.1%⁽¹⁾

Hispanic Latin America:

- ▶ Double-digit L/L growth in both **Employee Benefits** and **Fleet & Mobility Solutions**, mainly driven by Mexico and Argentina
- ▶ High comparison basis vs. Q1 2017

Brazil:

- ▶ Sustained double-digit L/L growth in **Fleet & Mobility Solutions**
- ▶ As expected, gradual improvement in **Employee Benefits**
- ▶ Central Bank (BACEN) announced that Employee Benefits will not be part of the restricted cash regulation



(1) Q1 2018 like-for-like growth in Hispanic Latin America and in Latin America, excluding Venezuela, was 15.8% and 7.6%, respectively. 12.6% unemployment rate in February 2018 vs. 13.2% in February 2017 (source: Instituto Brasileiro de Geografia e Estatística).

Q1 2018 OTHER OPERATING INCOME (FORMERLY FINANCIAL REVENUE)

Decline mainly linked to less favorable investment conditions in Europe

vs. Q1 2017

In €m	Q1 18	Q4 17	Q1 17	Reported growth	L/L growth
Latin America	8	9	10	-19.3%	-6.9%
Europe	4	6	6	-44.7%	-44.6%
Rest of the World	1	1	2	+1.9%	+24.8%
Total	13	16	18	-27.1%	-18.5%

Other operating income impacted by:

- ▶ High comparison basis
- ▶ Strong currency impact in Latin America
- ▶ Very low interest rates and less favorable investment conditions in Europe for investments reaching maturity

Q1 2018 TOTAL INCOME (FORMERLY TOTAL REVENUE): €332M

Strong organic growth (+12.1%) offsetting strong currency impact (-11.9%)

Q1 2018 **€332m**

Restated **+1.3%**

Scope **+1.2%**

Currency⁽¹⁾ **-11.9%**

Like-for-like⁽²⁾ **+12.1%**

Restated Q1 2017 **€328m**

IFRS impacts **€5m**

Reported Q1 2017 **€323m**

► €4m total income (formerly total revenue) growth in Q1 2018

In €m	Q1 18	Q1 17	Reported growth	L/L growth
Operating revenue	319	310	+2.9%	+13.8%
Other operating income formerly financial revenue	13	18	-27.1%	-18.5%
Total income formerly total revenue	332	328	+1.3%	+12.1%



(1) See exchange rates on slide 20.

(2) Q1 2018 like-for-like growth, excluding Venezuela, was 8.3%.

Agenda

1. Q1 2018 – Revenue & Highlights
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2018 OUTLOOK

Tackling 2018 with confidence

Edenred confirms Fast Forward's annual medium-term targets for 2018

**FAST
FORWARD**

> +7%

L/L operating
revenue growth

> +9%

L/L operating
EBIT growth

> +10%

L/L FFO growth





Appendices

IFRS RESTATED 2017 OPERATING REVENUE

In € millions	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Reported	Restated	Change	Reported	Restated	Change	Reported	Restated	Change	Reported	Restated	Change	Reported	Restated	Change
Europe	156	161	+5	160	155	-5	149	149	0	208	187	-21	673	652	-21
France	50	57	+7	50	49	-1	45	47	+2	74	62	-12	219	215	-4
Rest of Europe	106	104	-2	110	106	-4	104	102	-2	134	125	-9	454	437	-17
Latin America	130	132	+2	132	132	0	126	125	-1	136	136	0	524	525	+1
Rest of the World	19	17	-2	19	19	0	18	19	+1	19	21	+2	75	76	+1
Operating revenue	305	310	+5	311	306	-5	293	293	0	363	344	-19	1 272	1 253	-19



OPERATING REVENUE

In € millions	Q1	
	2018	2017
Europe	183	161
<i>France</i>	63	57
<i>Rest of Europe</i>	120	104
Latin America	119	132
Rest of the World	17	17
Operating revenue	319	310

As a %	Q1	
	Reported change	L/L change
Europe	+13.7%	+11.9%
<i>France</i>	+10.3%	+8.6%
<i>Rest of Europe</i>	+15.6%	+13.8%
Latin America	-9.5%	+17.1%
Rest of the World	-3.2%	+6.6%
Operating revenue	+2.9%	+13.8%



OTHER OPERATING INCOME (FORMERLY FINANCIAL REVENUE)

In € millions	Q1	
	2018	2017
Europe	4	6
<i>France</i>	2	3
<i>Rest of Europe</i>	2	3
Latin America	8	10
Rest of the World	1	2
Other operating income	13	18

As a %	Q1	
	Reported change	L/L change
Europe	-44.7%	-44.6%
<i>France</i>	-36.2%	-36.2%
<i>Rest of Europe</i>	-50.7%	-50.5%
Latin America	-19.3%	-6.9%
Rest of the World	+1.9%	+24.8%
Other operating income	-27.1%	-18.5%

TOTAL INCOME (FORMERLY TOTAL REVENUE)

In € millions	Q1	
	2018	2017
Europe	187	167
<i>France</i>	65	60
<i>Rest of Europe</i>	122	107
Latin America	127	142
Rest of the World	18	19
Total income	332	328

As a %	Q1	
	Reported change	L/L change
Europe	+11.5%	+9.8%
<i>France</i>	+8.2%	+6.6%
<i>Rest of Europe</i>	+13.3%	+11.5%
Latin America	-10.2%	+15.4%
Rest of the World	-2.9%	+7.6%
Total income	+1.3%	+12.1%

AVERAGE EXCHANGE RATES

€1 = X foreign currency	Average rates		
	Q1 2018	Q1 2017	2018 vs. 2017 change (as a %)
Bolivar Fuerte (VEF)	28,002	737	-97.4%
Brazilian Real (BRL)	3.99	3.35	-16.2%
Mexican Peso (MXN)	23.03	21.63	-6.1%
British Pound Sterling (GBP)	0.88	0.86	-2.7%
Turkish Lira (TRY)	4.69	3.94	-16.1%
US Dollar (USD)	1.23	1.06	-13.4%

Q2 2017	2017 vs. 2016 change (as a %)	Q3 2017	2017 vs. 2016 change (as a %)	Q4 2017	2017 vs. 2016 change (as a %)	FY 2017	2017 vs. 2016 change (as a %)
1,424	-64.0%	3,546	-79.7%	3,935	-81.8%	2,410	-77.4%
3.53	+12.2%	3.71	-2.5%	3.82	-7.1%	3.60	+7.1%
20.41	+0.1%	20.94	-0.1%	22.34	-4.3%	21.33	-3.2%
0.86	-8.5%	0.90	-5.3%	0.89	-2.0%	0.88	-6.5%
3.94	-17.0%	4.13	-19.8%	4.48	-20.9%	4.12	-18.9%
1.10	+2.7%	1.17	-4.9%	1.18	-8.4%	1.13	-2.0%

2017 EBIT sensitivity to a +/- 5% change

BRL

~€8m

MXN

~€2m

2018 CALENDAR EFFECTS

	Q1	Q2	Q3	Q4	2018
<i>Working days</i>	No of days	No of days	No of days	No of days	No of days
Europe	-1	1	0	1	1
Latin America	-2	2	-1	1	1
Rest of the world	-2	-3	0	1	-3
TOTAL	-1	1	0	1	1

