

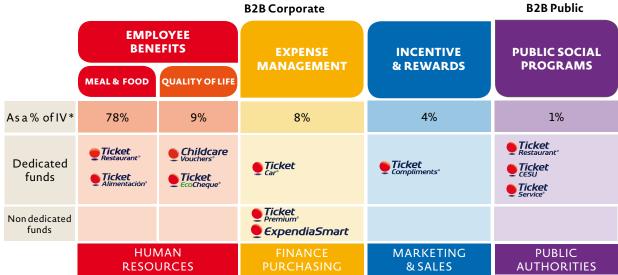
**Edenred**, which invented the Ticket Restaurant® meal voucher and is the world leader in prepaid corporate services, designs and delivers solutions that make employees' lives easier and improve the efficiency of organizations.

Edenred operates in 40 countries, with 6.000 employees, nearly 530.000 private and public sector customers, 1.2 million affiliates, and 34.5 millions users.

In 2010, Edenred generated total issue volume of €13.9 billion, of which 55% in emerging markets.

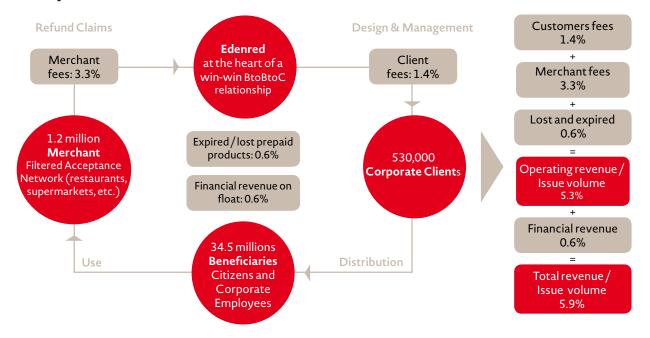
# Group Key data

#### **Solutions**

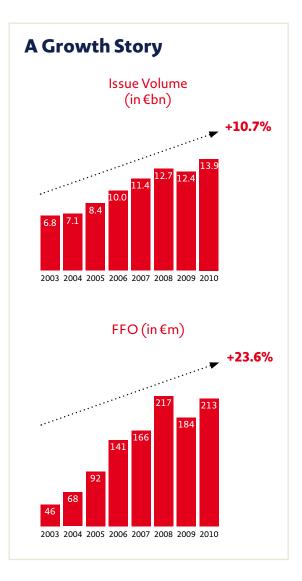


<sup>\*</sup>IV: Issue Volume

## **A Unique Business Model**



### **Key figures** In € millions 2010 Issue Volume 13.875 965 Revenue, of which: 885 Operating revenue Financial Revenue 80 EBIT, of which: 328 Operating EBIT 248 Net operating margin 1.8% **Recurring Profit After Tax** 165 Funds From Operations (FFO) 213 **Unlevered Free Cash Flow** 287 Net debt 25 A well-balanced geographical exposure 55% 45% **Emerging markets Developed markets** As a % of 2010 issue volume



# Key Drivers for Growth



1 Increase penetration rate in existing markets 2-5%
2 Create/rollout new products 2-4%
3 Extend geographical coverage 1-2%
4 Increase face value 1-3%
5 Select targeted acquisitions

Objective of normalized  $^{(1)}$  like-for-like  $^{(2)}$  growth in FFO  $^{(3)}$  > 10 % over the medium term

Target of normalized (1) annual organic growth in issue volume: 6 % to 14 % like-for-like (2)

<sup>(1)</sup> Normalized growth: objective that the Group considers to be attainable when unemployment is not increasing.

 $<sup>{\ }^{(2)}\,</sup> Like-for-like: at \, comparable \, scope \, of \, consolidation \, and \, constant \, exchange \, rates,$ 

<sup>(3)</sup> FFO: Funds from Operations before non-recurring items.