

Shareholders' Newsletter

| October 2018

Dear fellow Edenred shareholder,

After a record year in 2017, Edenred Group continued to accelerate its growth in the first half of 2018. We recorded double-digit organic growth in Europe and Latin America, in both Employee Benefits and Fleet & Mobility Solutions.

Our even, sustainable growth is also profitable, as we are generating excellent results despite unfavorable exchange rates, particularly in Latin America.

Our robust results attest to the suitability and successful execution of our strategic plan, which is based on solid ecosystems built in 45 countries, the commitment of our 8,000 employees, our commercial and technological expertises, and our considerable capacity for adaptation and digital innovation.

"Our robust results attest to the suitability of our strategic plan, which is based on solid ecosystems built in 45 countries, the commitment of our 8,000 employees, our commercial and technological expertise, and our considerable capacity for adaptation and digital innovation."

We are now leveraging our global, leading-edge technology platform, featuring the most advanced digital means of payment.

This omnichannel platform enables us to roll out innovative solutions, forge partnerships with renowned tech leaders and offer high-value-added new services, all increasingly quickly and efficiently. Thereby improving both the user experience and the quality of service provided to our corporate clients and partner merchants.

As we enter this new quarter, I am delighted to report that, in line with our strategy of forming partnerships that create value and set us apart, we signed an exclusive distribution agreement in early September with Brazil's largest privately owned bank, Itaú Unibanco. Through this strategic partnership, we will be able to step up our growth in the Employee Benefits market in Brazil, ultimately generating at least 1% additional organic growth at the Group level.

Thanks to the energy of Edenred's teams and our ability to capitalize on opportunities in our various markets, we are confident in our outlook for 2018, and we expect to substantially outperform our annual organic growth targets.

I would like to thank you all for your trust and loyalty.



Bertrand Dumazy,
Chairman and Chief Executive Officer

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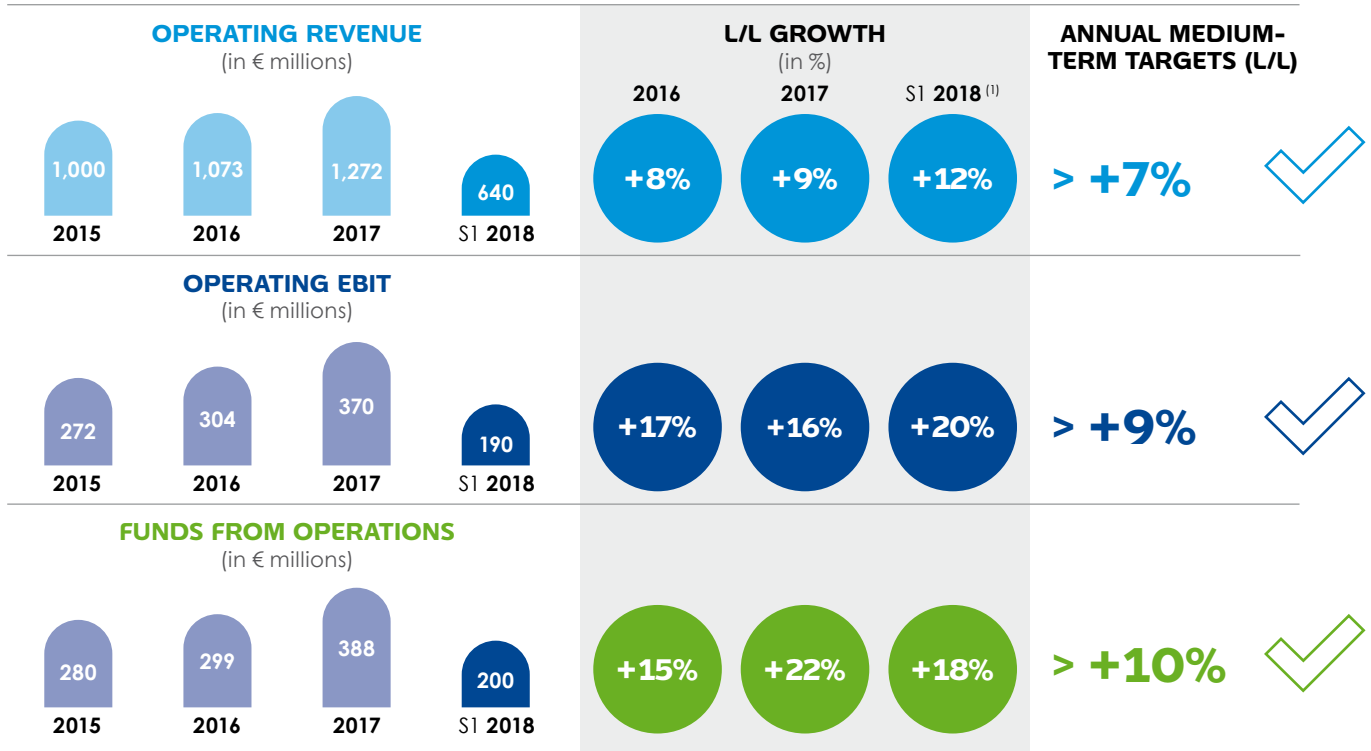
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First-half 2018 results

Accelerated growth



(1) Due to very high inflation in Venezuela, the country has been temporarily excluded from organic growth calculations.



Two questions for Patrick Bataillard, Executive Vice President, Finance

How do you explain Edenred achieved such strong growth in the first half of the year?

Patrick Bataillard : "In our traditional business line, **Employee Benefits**, which represents **66% of Edenred's business**, we achieved double-digit organic growth of **10%**. This healthy performance reflects increased penetration of our solutions in Europe, driven by the digital transition and our strategy of targeting SMEs. In Latin America, performance was supported by a strong sales dynamic in Hispanic Latin America and by a return to growth in Employee Benefits in Brazil in the second quarter.

In **Fleet & Mobility Solutions**, which accounts for **25% of the Group's business**, operating revenue rose by **16.3%** like-for-like. In Europe, we are expanding our acceptance network and broadening our portfolio of services, launching a new interoperable European toll solution for heavy vehicles and extending our offer for light vehicles to several countries in Europe, including Italy and Germany.

In Latin America, Edenred is capitalizing on its leadership position in the fleet management segment to expand in a relatively untapped market."

How is the end of 2018 looking?

PB : "I have **full confidence in our outlook for the end of 2018**. By the end of the year, we should have easily outperformed our annual medium-term growth targets, namely:

- Like-for-like operating revenue growth of more than 7%;
- Like-for-like operating EBIT growth of more than 9%; and
- Like-for-like growth in funds from operations of more than 10%.

In this context, Edenred is targeting full-year 2018 EBIT of between €440 million and €470 million*, versus €429 million in 2017."

* Calculated based on an assumption of an average Brazilian real/euro exchange rate for the second half of the year equal to the rate as of June 30, 2018.

Consult all published documents on our half-year results [from this link](#)

Employee Benefits:

a new exclusive partnership to boost growth in Brazil

In September of this year, Edenred announced that it had entered into a partnership in Brazil with Itaú Unibanco, the largest privately owned Brazilian bank. Under the deal, Itaú Unibanco will exclusively distribute Edenred's Employee Benefits, known under the Ticket brand, to its portfolio of corporate clients in Brazil.



Edenred in Brazil

Operating in 45 countries, Edenred brings together a unique network of 44 million employees, 770,000 companies and public institutions and 1.5 million merchants.

In Brazil, where the Group has been present for more than 40 years, Edenred connects 130,000 corporate clients and 330,000 partner merchants through its two business lines: Employee Benefits and Fleet & Mobility Solutions.

Itaú Unibanco

Itaú Unibanco is a strong fit for Edenred in Brazil. It has one of the largest banking networks across the country with 4,400 branches as well as major digital distribution channels. It has a very strong Brazilian customer base with more than 1 million corporate clients, including a significant small and midsize corporate client portfolio.

Combining the strengths of two industry leaders in a high-potential market

The Brazilian Employee Benefits market offers attractive prospects. Representing a sizable pool of more than 50 million employees, it has a strong track record of over 10% compound annual growth during the past ten years.

Its future growth should be fueled by macroeconomic recovery and further labor market formalization.

Edenred has close to 60 years of expertise in Employee Benefits and is widely recognized for its innovation capabilities, both in terms of product design and digital

technology. Edenred and Itaú, which already share a longstanding relationship, have both demonstrated their ability to continuously innovate and significantly expand their digital offering in recent years.

This new distribution channel through the Itaú Unibanco network will complement Edenred's current sales organization. The two leaders will also take advantage of their common ambition to expand their offering with innovative products.

Edenred's ambitions for this partnership

- **Outperform the Brazilian Employee Benefits market**, leading to an additional point of organic growth in the Group's operating revenue.
- **Generate an accretive effect on EBITDA** from Year 1 post closing.

Edenred competing in the Route du Rhum

The Group enters the world of sports sponsorship

“By entering the world of sports sponsorship, putting the focus on sailing and offering our skipper Emmanuel Le Roch the chance to run his first major single-handed race, Edenred is promoting values that it holds dear, namely imagination, simplicity and commitment.

We're proud to be standing behind Emmanuel on the Route du Rhum 2018. His personality and values perfectly embody the entrepreneurial spirit that drives the passionate teams making up our Group. Emmanuel can be assured of the enthusiastic support of our 8,000 employees in this epic adventure.”

Bertrand Dumazy,

Chairman and Chief Executive Officer of Edenred

Emmanuel Le Roch, a driven entrepreneur



Hailing from Plouharnel (Morbihan) in France, Emmanuel Le Roch, manager of Nautic Sport, is participating for the first time in the legendary 3,510 mile single-handed transatlantic yacht race. On November 4, he will be one of 123 men and women, both professionals and amateurs, to set sail from Saint-Malo (Ille-et-Vilaine) to Pointe-à-Pitre (Guadeloupe).

Since childhood, Emmanuel Le Roch's dreams have been dominated by the sea, adventure and the open water. As a teenager and member of the Carnac Yacht Club, Emmanuel sailed a racing catamaran and was crowned Champion of France in 1991 and 1993. Then he moved up to the Tornado class on the Olympic racing circuit in France and North America, but did not join the French team. “My parents were very strict: I had to finish school and find a job first,” recalls Emmanuel.

Fascinated by multihulls, the young sailor pursued his passion and befriended the Bourgnon brothers, Laurent and Yves, as well as Jean Maurel and Alain Gautier. At their sides, Emmanuel crewed on some of the greatest race boats, but above all, he shared in their preparation, participation and victories, such as the Route du Rhum 1998, won by Laurent Bourgnon.



Edenedred extends the reach of its brands

After the complete overhaul of its brand, making Edenedred a strong, unifying and buoyant benchmark bringing together 44 million employee users, 770,000 companies and public institutions and 1.5 million partner merchants, the Group has entered the world of sports sponsorship to cement its new positioning.

8,000 Edenedred supporters cheering on the race

Given the Group's presence in 45 countries, the partnership with Edenedred will take Emmanuel Le Roch's adventure to the four corners of the globe. From Brazil to Singapore via Mexico and Italy, the Edenedred Class40 will forge new bonds among all Group entities. In just a few weeks, Edenedred's 8,000 employees have become fans. Will you be following along?

Find all the information on:

Twitter: <https://twitter.com/Edenedred> - Youtube: <https://www.youtube.com/c/EdenedredGroup>

Edenred's new CSR policy

People, Planet, Progress

At the 2018 Shareholders Meeting, Edenred presented its first Integrated Report to shareholders. The document explains how the Group creates sustainable value for all its stakeholders, from customers and employees to shareholders and civil society.

It also describes the four social challenges that the company is addressing:

- Contribute to employee well-being
- Vitalize the economy and local employment
- Boost companies' agility by optimizing their expense management
- Invent the solutions of tomorrow through co-construction

First-half 2018 also saw the launch of the Group's new corporate social responsibility (CSR) policy, "People, Planet, Progress". Its purpose is to improve the lives of individuals, preserve the planet, and create value responsibly.

Find all information in Integrated Report [from this link](#)



idealpeople

People: improve quality of life

One of Edenred's missions is to improve the quality of life of its stakeholders on the basis of three underlying goals:

- be an employer of choice. Edenred runs a number of initiatives to this end, including its graduate program, **Edenstep**, which offers young graduates the opportunity to work in positions of responsibility in an international environment for two years.
- promote well-being through healthy nutrition. Edenred helps companies look after the health of their employees by encouraging good practices related to healthy eating, exercise and well-being.
- contribute to local development. Edenred leads outreach projects such as **Idealday**, its international day for local communities. In 2018, 8,000 employees took part in 45 countries.

idealplanet

Planet: preserve the environment

Edenred's environmental action focuses on reducing its carbon footprint and its consumption of waste and resources, designing eco-friendly services, and managing the impact of its solutions

idealprogress

Progress: create value responsibly

Edenred is committed to creating value by developing its business and partnerships in an ethical way throughout its value chain, ensuring IT security and data protection and meeting the expectations of its stakeholders while making them partners in its digital transformation.

Learn more about Edenred's CSR commitments and the measurable targets the Group has pledged to achieve [from this link](#)

Shareholder information

From January 2018 to end-September 2018

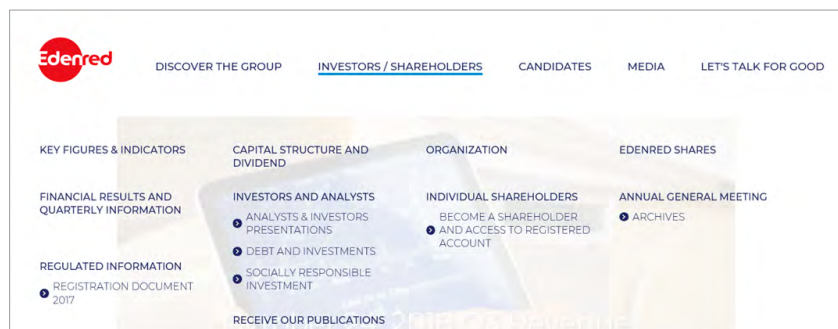
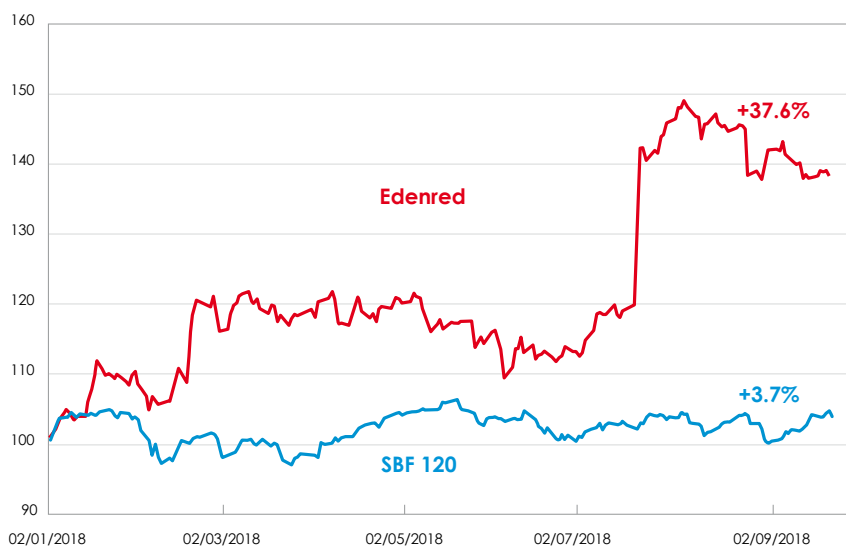
Edenred closing price on January 2, 2018: **€23.86**

Edenred closing price on September 30, 2018: **€32.83**

Change in the SBF 120 index: **+3.7%**

Change in the Edenred share price: **+37.6%**

EDENRED SHARES



SHAREHOLDERS AREA

You can visit the online Shareholders' area by going to the Investors/ Shareholders section or by clicking [here](#).

The website now features a new design that has been optimized for viewing on smartphone and tablets.

Managing Editor: Patrick Bataillard - Editorial team: Communication Department - Immeuble Columbus 166-180 boulevard Gabriel Péri - 92240 Malakoff Cedex - France.

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Share details

Listed on:

Euronext Paris
Compartiment A

ISIN code: FR0010908533

Shares outstanding at September 30, 2018:

239,387,300

Main indices:

CAC Large 60, CAC Next 20,
SBF120, FTSE4Good, Dow Jones
Sustainability Index

Registered shareholder services

Société Générale Securities Services

SGSS/SBO/CSS/BOC
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Upcoming key dates

October 24, 2018:
Q3 2018 Revenue

February 21, 2019:
2018 Annual Results

April 18, 2019:
Q1 2018 Revenue

May 14, 2019:
Annual Shareholders Meeting