



THIRD-QUARTER 2018 REVENUE

Accelerated growth in all business lines,
paving the way for a new record year

Further acceleration of growth in the third quarter:

- Total income (formerly total revenue) of €325 million, up 13.0% like-for-like¹ (4.8% as reported)
- Strong operating revenue growth of 14.6% like-for-like (6.5% as reported)
- Accelerated organic growth in operating revenue for both Employee Benefits and Fleet & Mobility Solutions
- Double-digit organic growth in operating revenue in both Europe and Latin America

Double-digit organic growth for the first nine months of the year:

- Total income of €990 million, up 11.0% like-for-like (3.1% as reported)
- Operating revenue growth of 12.6% like-for-like (4.8% as reported)
- Double-digit organic growth in operating revenue in both of the Group's main business lines (11.1% for Employee Benefits and 17.0% for Fleet & Mobility Solutions) as well as in both of its key regions (14.6% in Europe and 10.7% in Latin America)

Full-year guidance confirmed:

- EBIT between €440 million and €470 million for the full year²
- Like-for-like growth expected to substantially exceed annual targets (operating revenue growth of more than 7%, operating EBIT³ growth of more than 9%, and growth in funds from operations (FFO)⁴ of more than 10%)

Bertrand Dumazy, Chairman and Chief Executive Officer of Edenred, said: "Edenred's growth dynamic accelerated in the third quarter, reflecting our commercial success and the relevance of our innovative and growth-oriented Fast Forward strategy. At Edenred, we are continuously enhancing our global technology platform to deliver safer, more efficient and increasingly innovative services to the 44 million users of our solutions. This is the case, for example, for direct payment of orders made via meal delivery platforms and for the

¹ Like-for-like data temporarily excludes Venezuela, due to the country's high level of inflation.

² 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.

³ EBIT adjusted for other operating income.

⁴ Before other income and expenses.

interoperability of payment systems in the toll market. As a result, an increasing number of companies of all sizes are taking advantage of our solutions, which can be used within more than 1.5 million partner merchants.”

Financial data for 2018 are provided in accordance with IFRS 9 and IFRS 15, effective since January 1, 2018. To ensure a meaningful comparison with 2017, financial data for the period included in this press release have been restated in accordance with the new standards. A table showing a breakdown of the restatements per quarter is provided in the appendix.

As part of this transition, the line items “financial revenue” and “total revenue” have become “other operating income” and “total income”, respectively.

Venezuela has been temporarily excluded from data on like-for-like performance and currency effects, due to the country’s current level of inflation and the devaluation of its currency.

NINE-MONTH 2018 TOTAL INCOME

(in € millions)	First nine months 2018	First nine months 2017	% change (reported)	% change (like-for-like)
Operating revenue	953	909	+4.8%	+12.6%
Other operating income (formerly financial revenue)	37	51	-26.8%	-16.8%
Total income (formerly total revenue)	990	960	+3.1%	+11.0%

Nine-month 2018 total income: up 11.0% like-for-like to €990 million

Total income for the first nine months of the year came in at **€990 million**, representing **like-for-like growth of 11.0%**. The reported growth reached 3.1% despite a strongly unfavorable currency impact of 8.5%. The scope effect was slightly positive over the period, adding 0.9% to revenue. The total income figure includes operating revenue, which was up 12.6% like-for-like, and other operating income (formerly financial revenue), which fell 16.8% like-for-like.

Third-quarter total income amounted to €325 million, up 13.0% like-for-like and 4.8% as reported, despite a negative currency effect of 9.1% and including a slightly positive scope effect of 0.7%.

Nine-month 2018 operating revenue: up 12.6% like-for-like to €953 million

Operating revenue amounted to **€953 million for the first nine months of the year** and €313 million for the third quarter. On a **like-for-like** basis, growth in operating revenue picked up pace during the period, coming out at **12.6%** for the first nine months and 14.6% for the third quarter alone. The increase reflects the strong growth momentum in all of the Group’s businesses, both in Europe and in Latin America, with confirmation of the improvement observed in the Employee Benefits business line in Brazil.

The reported operating revenue figure takes into account a slightly positive scope effect of 0.9% for the nine-month period, of 0.8% for the third quarter alone, reflecting acquisitions carried out by the Group over the past few months. These include the acquisitions of Vasa Slovensko (Slovakia) in October 2017 and Efectibono (Peru) in July 2018 in the Employee Benefits business line and of Timex Card (Poland, Baltic states and Ukraine) in January 2018 in Fleet & Mobility Solutions.



As expected, the overall currency effect was unfavorable (a negative 8.4% for the nine months to September 30 and a negative 9.0% for the third quarter), with the Brazilian currency having a particularly significant impact during the quarter.

- **Operating revenue by business line**

(in € millions)	First nine months 2018	First nine months 2017	% change (reported)	% change (like-for-like)
Employee Benefits	618	589	+5.0%	+11.1%
Fleet & Mobility Solutions	245	234	+4.4%	+17.0%
Complementary Solutions	90	86	+4.4%	+10.5%
Total	953	909	+4.8%	+12.6%

Operating revenue for **Employee Benefits** amounted to **€618 million** in the first nine months of 2018 (accounting for 65% of the consolidated total). The business line's organic growth accelerated during the third quarter to reach 13.4%, bringing growth for the nine-month period to **11.1% like-for-like**. These figures reflect the dynamic performance of sales teams in Europe and Latin America in winning over new clients, particularly in the relatively untapped small and medium-sized enterprise segment. In Brazil, after recording gains in the second quarter, the business line's operating revenue grew again in the third quarter, confirming a gradual improvement. Through its global technology platform, Edenred develops innovative digital services that make its solutions more attractive to companies and easier to use for employees, thereby serving as a key factor for differentiation.

In the **Fleet & Mobility Solutions** business line, **operating revenue** totaled **€245 million** for the first nine months of the year (accounting for 26% of the consolidated total). Operating revenue growth came to **17.0% like-for-like** for the nine-month period and to 18.4% for the third quarter.

In Europe, UTA continued to implement its strategy of developing Europe-wide solutions and expanding its offering, particularly in Eastern Europe through the integration of Timex Card last January. In France, Edenred consolidated its position as the number two provider of solutions for the light vehicle market. Ticket Fleet Pro, the Group's multi-brand fuel card solution, now provides access to nearly 40% of France's service station network. Edenred also manages and markets a wide range of mono-brand fuel cards, including the Carrefour fuel card since third-quarter 2018.

The business line also recorded strong organic growth in Latin America, with contributions from both fleet and corporate expense solutions and in particular further expansion of the Empresarial offering in several countries.

The Group's **Complementary Solutions⁵** generated operating revenue of **€90 million in the first nine months of 2018** (9% of the consolidated total), a rise of **10.5% like-for-like**.

During the third quarter, Edenred continued its global roll-out of the IATA EasyPay solution, which is now operational in 30 countries. It also saw IATA allocate it an extra 40 countries not initially included in the contract, bringing the total number of countries managed by Edenred to 110. Also during the quarter, France's leading real estate management company Foncia decided – following a successful pilot phase – to offer Edenred Corporate Payment's innovative payment collection solution to its client portfolio, representing 1.5 million potential users.

- **Operating revenue by region**

(in € millions)	First nine months 2018	First nine months 2017	% change (reported)	% change (like-for-like)
Europe	541	465	+16.2%	+14.6%
Latin America	359	389	-7.6%	+10.7%
Rest of the World	53	55	-3.9%	+8.7%
Total	953	909	+4.8%	+12.6%

In **Europe**, operating revenue totaled **€541 million** in the first nine months of the year (**57% of the consolidated total**), up **14.6% like-for-like** (16.2% as reported).

In **France**, **like-for-like** growth in operating revenue came to **10.3%** for the nine-month period and to 12.4% for the third quarter. The strong gains reflect good momentum in Employee Benefits as it shifts to digital (Ticket Restaurant®, Kadéos and ProwebCE) and continued development in Fleet & Mobility Solutions, particularly in mono- and multi-brand solutions for light vehicles.

Europe excluding France also recorded a sharp increase in operating revenue in the third quarter, with like-for-like growth of 20.6%, bringing growth for the nine-month period to **16.7% like-for-like**. The faster pace of growth reflected increased penetration of the Group's Employee Benefits across all markets in the region, driven by the innovative nature of the digital offering. The region's robust growth also reflects a solid performance by UTA, which benefited from the implementation of its new sales strategy and its expansion in Eastern Europe.

Latin America, which accounted for **37%** of the Group's operating revenue, generated **€359 million in operating revenue for the nine-month period**, up **10.7% like-for-like** (-7.6% as reported), including 11.3% growth in the third quarter. This increase reflects strong performances in the region from all business lines.

In **Hispanic Latin America**, for example, operating revenue grew by **16.0% like-for-like** for the first nine months of the year. Fleet & Mobility Solutions posted a particularly strong performance in this region. In a still relatively untapped market, the business line benefited from new client wins and the commercial development of innovations solutions such as Empresarial.

⁵ Complementary Solutions include Edenred Corporate Payment, incentives and rewards, and public social programs.

In **Brazil**, operating revenue rose **8.8% like-for-like** for the nine months to September 30. This performance reflects the combined impact of continued strong growth in Fleet & Mobility Solutions and confirmation of the return to growth in Employee Benefits.

In the **Rest of the World**, operating revenue for the first nine months of the year was up **8.7% like-for-like**. On a reported basis, operating revenue decreased 3.9% for the same period, due to unfavorable currency effects primarily linked to the US dollar and Turkish lira.

Other operating income: €37 million

Other operating income came in at **€37 million** for the first nine months of 2018, down **16.8% like-for-like** and down 26.8% as reported. In addition to unfavorable currency effects, other operating income was also negatively impacted during the period by the maturing of certain investments with a higher return than current rates in Europe.

THIRD-QUARTER HIGHLIGHTS

In addition to the strong growth generated over the period, the third quarter of 2018 was shaped by a number of achievements aligned with the Group's Fast Forward strategic plan.

- **Exclusive partnership with Itaú Unibanco to boost growth in the Brazilian employee benefits market**

Pursuant to an exclusive partnership agreement signed in September 2018, Edenred's Employee Benefits solutions will be distributed in Brazil by Itaú Unibanco, the country's largest privately owned bank. The objective of the partnership is to combine Edenred's unique industry know-how with Itaú Unibanco's outstanding reach and strong corporate customer relationships, with the aim of accelerating Edenred's growth in the highly attractive Brazilian employee benefits market. The deal will be accretive to Edenred's EBITDA from the first year after closing. The transaction is subject to approval by the relevant authorities, namely the Brazilian competition authority (CADE) and the Central Bank of Brazil (BACEN).

- **Uber Eats joins the list of Edenred Direct Payment Services partners**

Edenred signed a partnership agreement with Uber Eats in September to give the 600,000 French Ticket Restaurant® cardholders the option of paying via their smartphone for meals ordered via the online platform. Today, Uber Eats offers nearly 7,000 restaurants and 45 different types of cuisine in France. It now joins names such as Deliveroo, Rapidle and Dejbox on the list of online merchant partners of Edenred Direct Payment Services, which can be used to make payments on partners' websites and mobile applications via a myEdenred account.

- **Acquisition of the remaining shares in Dubai-based subsidiary C3 Card**

Based on the success of its solution developed in the United Arab Emirates since 2014, Edenred acquired, in September 2018, the entire capital of its subsidiary, previously held at 50%, from the minority shareholders. C3 Card provides an innovative *light banking* solution for non-banked or under-banked employees. In addition to paying wages onto a prepaid card, the



company gives users an easy and secure access to a range of value-added services via a mobile application: real time balance enquiry; transaction history; mobile top-up; international money transfers; and microloans.

- **Acquisition of Peru-based Efectibono, an issuer of meal vouchers and Incentive and Rewards solutions**

In July 2018, Edenred announced the acquisition of Peru-based Efectibono, an independent issuer of meal vouchers and Incentive and Rewards solutions, in paper and digital format. The acquisition strengthens Edenred's position to that of joint leader in Peru's employee benefits market, which is notably benefiting from the increasing formalization and digitization of the economy. Edenred intends to generate synergies by migrating Efectibono clients to the Group's digital platform.

SUBSEQUENT EVENTS

- **Partnership with Crédit Mutuel for the distribution of Ticket Restaurant cards to the French market**

Since October 8, 2018, customer advisors at Crédit Mutuel and its subsidiary, CIC, have marketed the Edenred Ticket Restaurant card. As a result, the 60,000 holders of meal vouchers previously distributed by Crédit Mutuel and CIC via the Monetico Resto platform will soon be migrated to Edenred's technology platform, giving them access to the Ticket Restaurant card's unique functionalities. These include easy-to-use instant mobile meal payment via Apple Pay and Samsung Pay, as well as direct access to delivery platforms Dejbox, Deliveroo, Rapidle and Uber Eats. The new cards will join the 600,000 Ticket Restaurant cards already in circulation in France.

- **Acquisition of Road Account, the AirPlus client portfolio dedicated to toll payment solutions in Europe**

In October, Edenred announced the acquisition, via its subsidiary UTA, of the Road Account portfolio from AirPlus. A subsidiary of the Lufthansa group, AirPlus markets corporate toll payment solutions under the Road Account brand, primarily in Germany and Austria. In addition to the solutions currently marketed by Road Account, the business' clients will gain access to the full suite of integrated, Europe-wide solutions offered by UTA for paying fuel, toll and maintenance costs through a network of nearly 60,000 acceptance points in 40 European countries.

The transaction is subject to approval by the German and Austrian competition authorities and by Lufthansa's corporate bodies and is expected to close in late December 2018. Road Account clients will be migrated to UTA during the first half of 2019. The acquisition will be immediately accretive to Edenred net profit, Group share.

2018 OUTLOOK

The Group should **continue to deliver strong growth in the fourth quarter**, notably thanks to its **worldwide technology platform**. This enables Edenred to develop more and more efficiently value-added services for every stakeholder of its ecosystem, opening up broad growth opportunities.

In **Europe**, the **Employee Benefits** business line will benefit from product and technology innovations designed to strengthen Edenred's leadership position on this business line. Growth in this business segment will also be supported by increased penetration of the small and medium-sized enterprise market and optimization of the marketing mix.

In **Fleet & Mobility Solutions**, UTA intends to continue its strategy of expanding on a Europe-wide basis and enhancing its offering, via a larger acceptance network and new value-added services and innovative products, such as the interoperable European toll solution and one-stop billing. The Group is also confident about its capacity to speed up the development of its light fleet offering in Europe.

In **Brazil**, in a context of still high unemployment, **Employee Benefits** operating revenue is expected to continue to grow organically and the **Fleet & Mobility Solutions** business line is expected to record double-digit organic growth in operating revenue.

In **Hispanic Latin America**, the strong momentum is expected to continue in both **Employee Benefits** and **Fleet & Mobility Solutions**, thanks notably to technological innovations, such as mobile payment, and to the expansion of new solutions, such as Empresarial, in several countries in the region.

Lastly, currency effects are expected to remain negative during the fourth quarter, particularly in Latin America.

In this context, Edenred confirms its full-year 2018 **EBIT target of between €440 million and €470 million⁶**, versus €429 million in 2017.

For full-year 2018, the Group expects to substantially outperform its annual growth targets for its key financial metrics:

- **Like-for-like operating revenue growth of more than 7%**
- **Like-for-like operating EBIT growth of more than 9%**
- **Like-for-like growth in funds from operations (FFO) of more than 10%**

Find all of Edenred's results, quarterly disclosures, regulated information and more in the Investors/Shareholders section of www.edenred.com.

UPCOMING EVENTS

February 21, 2019: Full-year 2018 results (before the start of trading on the Paris market)

April 18, 2019: First-quarter 2019 revenue

May 14, 2019: Annual Shareholders Meeting

⁶ 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.



Edenred is the world leader in transactional solutions for companies, employees and merchants, with business volume of more than €26 billion generated in 2017, of which 78% through digital formats. Whether delivered via mobile, online platform, card or paper voucher, all of these solutions mean increased purchasing power for employees, optimized expense management for companies and additional business for partner merchants.

Edenred's offer is built around three business lines:

- Employee benefits (Ticket Restaurant®, Ticket Alimentación, Ticket Plus, Nutrisavings, etc.)
- Fleet and mobility solutions (Ticket Log, Ticket Car, UTA, Empresarial, etc.)
- Complementary solutions, including corporate payments (Edenred Corporate Payment), incentives and rewards (Ticket Compliments, Ticket Kadéos) and public social programs.

The Group brings together a unique network of 44 million employees, 770,000 companies and public institutions, and 1.5 million merchants.

Listed on the Euronext Paris stock exchange and part of the CAC Next 20 index, Edenred operates in 45 countries, with close to 8,000 employees.

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APPENDICES

Glossary and list of references needed for a proper understanding of financial information

a) Main terms

- **Like-for-like, impact of changes in the scope of consolidation, currency effect:**

Like-for-like or organic growth corresponds to comparable growth, i.e., growth at constant exchange rates and scope of consolidation. This indicator reflects the Group's business performance.

Changes in activity (like-for-like or organic growth) represent changes in amounts between the current period and the comparative period, adjusted for currency effects and for the impact of acquisitions and/or disposals.

The impact of acquisitions is eliminated from the amount reported for the current period. The impact of disposals is eliminated from the amount reported for the comparative period. The sum of these two amounts is known as the impact of changes in the scope of consolidation or the scope effect.

The calculation of changes in activity is translated at the exchange rate applicable in the comparative period and divided by the adjusted amount for the comparative period.

The currency effect is the difference between the amount for the reported period translated at the exchange rate for the reported period and the amount for the reported period translated at the exchange rate applicable in the comparative period.

b) Alternative performance measurement indicators

Operating revenue	<p>Operating revenue corresponds to:</p> <ul style="list-style-type: none">• operating revenue generated by prepaid vouchers managed by Edenred,• and operating revenue from value-added services such as incentive programs, human services and event-related services. <p>It corresponds to the amount billed to the client company and is recognized on delivery of the solutions.</p>
Other operating income	<p>Other operating income is interest generated by investing cash over the period between:</p> <ul style="list-style-type: none">• the issue date and the reimbursement date for vouchers,• and the loading date and the redeeming date for cards. <p>The interest represents a component of operating revenue and as such is included in the determination of total income.</p>
EBIT	<p>This aggregate is the "Operating profit before other income and expenses", which corresponds to total income (operating revenue and other operating income) less operating expenses, depreciation, amortization (mainly intangible assets, internally generated or acquired assets) and non-operating provisions. It is used as the benchmark for determining senior management and other executive compensation as it reflects the economic performance of the business.</p> <p>EBIT excludes the net profit from equity-accounted companies and excludes the other income and expenses booked in the "Operating profit including share of net profit from equity-accounted companies".</p>

Operating revenue

In € millions	Q1		Q2		Q3		YTD	
	2018	2017	2018	2017	2018	2017	2018	2017
Europe	183	161	179	155	179	149	541	465
France	63	57	55	49	54	47	172	153
Rest of Europe	120	104	124	106	125	102	369	312
Latin America	119	132	124	132	116	125	359	389
Rest of the world	17	17	18	19	18	19	53	55
Total	319	310	321	306	313	293	953	909

In € millions	Q1		Q2		Q3		YTD	
	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)
Europe	+13.7%	+11.9%	+15.7%	+14.1%	+19.3%	+18.0%	+16.2%	+14.6%
France	+10.3%	+8.6%	+10.8%	+10.2%	+13.4%	+12.4%	+11.4%	+10.3%
Rest of Europe	+15.6%	+13.8%	+18.0%	+15.9%	+22.0%	+20.6%	+18.5%	+16.7%
Latin America	-9.5%	+7.6%	-6.2%	+13.1%	-7.2%	+11.3%	-7.6%	+10.7%
Rest of the world	-3.2%	+6.6%	-5.3%	+9.8%	-3.1%	+9.4%	-3.9%	+8.7%
Total	+2.9%	+9.8%	+5.0%	+13.4%	+6.5%	+14.6%	+4.8%	+12.6%

Other operating income, formerly financial revenue

In € millions	Q1		Q2		Q3		YTD	
	2018	2017	2018	2017	2018	2017	2018	2017
Europe	4	6	3	6	3	6	10	18
<i>France</i>	2	3	1	3	1	2	4	8
<i>Rest of Europe</i>	2	3	2	3	2	4	6	10
Latin America	8	10	8	9	8	10	24	29
Rest of the world	1	2	1	1	1	1	3	4
Total	13	18	12	16	12	17	37	51

In € millions	Q1		Q2		Q3		YTD	
	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)
Europe	-44.7%	-44.6%	-43.9%	-43.8%	-38.2%	-38.3%	-42.4%	-42.3%
<i>France</i>	-36.2%	-36.2%	-34.7%	-34.7%	-38.6%	-38.6%	-36.5%	-36.5%
<i>Rest of Europe</i>	-50.7%	-50.5%	-50.4%	-50.1%	-38.0%	-38.1%	-46.5%	-46.3%
Latin America	-19.3%	-7.0%	-18.9%	-3.3%	-17.9%	-4.1%	-18.7%	-4.8%
Rest of the world	+1.9%	+24.8%	-14.4%	+12.0%	-23.4%	+12.2%	-13.1%	+15.8%
Total	-27.1%	-18.6%	-27.4%	-16.5%	-25.7%	-15.1%	-26.8%	-16.8%

Total income, formerly total revenue

In € millions	Q1		Q2		Q3		YTD	
	2018	2017	2018	2017	2018	2017	2018	2017
Europe	187	167	182	161	182	155	551	483
<i>France</i>	65	60	56	52	55	49	176	161
<i>Rest of Europe</i>	122	107	126	109	127	106	375	322
Latin America	127	142	132	141	124	135	383	418
Rest of the world	18	19	19	20	19	20	56	59
Total	332	328	333	322	325	310	990	960

In € millions	Q1		Q2		Q3		YTD	
	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)	Reported	L/L (excl. Venezuela)
Europe	+11.5%	+9.8%	+13.5%	+12.0%	+17.1%	+15.9%	+14.0%	+12.5%
<i>France</i>	+8.2%	+6.6%	+8.7%	+8.2%	+10.9%	+9.9%	+9.2%	+8.1%
<i>Rest of Europe</i>	+13.3%	+11.5%	+15.8%	+13.8%	+20.0%	+18.6%	+16.4%	+14.7%
Latin America	-10.2%	+6.5%	-7.0%	+12.0%	-7.9%	+10.3%	-8.4%	+9.6%
Rest of the world	-2.9%	+7.6%	-5.8%	+10.0%	-4.5%	+9.6%	-4.4%	+9.1%
Total	+1.3%	+8.3%	+3.3%	+11.9%	+4.8%	+13.0%	+3.1%	+11.0%

Reconciliation of 2017 operating revenue according to IFRS 15

In € millions	Q1			Q2			Q3			Q4			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
Total	305	310	+5	311	306	-5	293	293	0	363	344	-19	1 272	1 253	-19