



UK HOLDCO LIMITED

111 Buckingham Palace Road
London SW1W 0SR
T: +44 20 7340 8633
F: +44 20 7681 2862
E: info@mercuryholdco.com
www.mercurybondco.com

April 30, 2018

Information Release

Introduction

Mercury UK Holdco Limited provides the information release attached as Annex A hereto (the “Information Release”) which contains information regarding the financial performance of its business and the carve-out financial information of Latino Italy S.p.A. (the “Company”) and its subsidiaries following the pending Reorganization (as defined below) (the “Nexi Payments Business”) and certain other information.

This Information Release or any part of it is for informational purposes only and does not constitute, and should not be construed as, part of any offer or invitation to sell, or any solicitation of any offer to purchase or subscribe for, any securities in Mercury Bondco Plc (“Mercury Bondco”), Mercury UK Holdco Limited or any of their respective affiliates (collectively, the “Mercury Group”) or the Nexi Payments Business, and it is not intended to provide the basis of any investment decision nor does it nor is it intended to form the basis of any contract for acquisition of or investment in the Mercury Group or the Nexi Payments Business, financial promotion, or any offer or invitation in relation to any acquisition of or investment in the Mercury Group or the Nexi Payments Business in any jurisdiction, nor should it be considered as legal, financial or tax advice in relation to the same. This announcement may constitute a public disclosure of inside information by the Mercury Group and the Company under Regulation (EU) 596/2014 (April 16, 2014).

This Information Release contains forward-looking statements, including statements about market consolidation and our strategy, investment program, future operations, industry forecasts, expected acquisitions, transactions and investments, and target levels of leverage and indebtedness. Forward-looking statements provide our current expectations, intentions or forecasts of future events. Forward-looking statements include statements about expectations, beliefs, plans, objectives, intentions, assumptions and other statements that are not statements of historical fact. Words or phrases such as “anticipate,” “believe,” “continue,” “estimate,” “expect,” “intend,” “may,” “ongoing,” “plan,” “potential,” “predict,” “project,” “seek,” “target” or similar words or phrases or the negatives of those words or phrases, may identify forward-looking statements, but the absence of these words does not necessarily mean that a statement is not forward-looking. Forward-looking statements are subject to known and unknown risks and uncertainties and are based on potentially inaccurate assumptions that could cause actual results to differ materially from those expected or implied by the forward-looking statements. Any forward-looking statements are qualified in their entirety by reference to the factors discussed throughout this Information Release. There are important risks, uncertainties and other factors that could cause actual results or outcomes to differ materially from those expressed in any forward-looking statements made in this Information Release by us or on our behalf. Therefore, you should not place undue reliance on any of these forward-looking statements.

Furthermore, any forward-looking statement speaks only as of the date on which it is made, and neither the Mercury Group nor the Company undertakes any obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events. New factors will emerge in the future, and it is not possible for the Mercury Group or the Company to predict such factors. In addition, neither the Mercury Group nor the Company can assess the impact of each factor on its respective business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those described in any forward-looking statements. All future written and oral forward-looking statements attributable to the Mercury Group or the Company, or any person acting on their behalf are expressly qualified in their entirety by the cautionary statements contained or referred to in this section and contained in each of the Mercury Group’s latest

financial statements, Mercury Bondco's latest annual report for the year ended December 31, 2017 and the Listing Particulars dated as of December 21, 2015, posted on Mercury Bondco's website, including the cautionary statements set forth under the sections "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" thereof. In light of these risks, the actual results of the Nexi Payments Business could differ materially from the forward-looking statements contained in this Information Release. None of the information contained on the Mercury Group's or Mercury Bondco plc's website is incorporated by reference into or otherwise deemed to be linked to this Information Release.

You are reminded that past financial performance is not a reliable indicator of any potential future performance, and prospective and current investors are solely responsible for making their own independent appraisal of and investigations into the financial and other information presented in this Information Release. The Mercury Group assumes no obligation to review or confirm analyst expectations or estimates. Nothing in this Information Release constitutes investment advice.

This Information Release uses certain defined terms. See "Defined Terms" for a detailed explanation of these definitions.

ANNEX A - INFORMATION RELEASE

Reorganization

On January 31, 2018, we filed an application with the Bank of Italy to execute a corporate reorganization of the Mercury Group (the "Reorganization"). Approval to execute the Reorganization was received from the Bank of Italy on April 11, 2018, and from the European Central Bank on April 27, 2018. As a part of the Reorganization, the Group will be split into (i) banking activities which will include the securities services and banking transactions settlement activities that require a banking license and (ii) our payments activities which will include Mercury Payments Services S.p.A. ("Mercury Payments"), our 98.74% shareholding in Nexi Payments S.p.A., 100% shareholding in Oasi-Diagram S.p.A., 70% shareholding in Help Line S.p.A. and 100% shareholding in Bassilichi S.p.A. (including its interests in its subsidiaries, associates and investees) and 26.09% shareholding in Consorzio Triveneto S.p.A. (collectively, the "Nexi Payments Business"). The Reorganization is expected to be consummated by July 1, 2018. On or about the completion date of the Reorganization, we expect to refinance in full the €900.0 million 8¼% / 9% senior secured fixed rate PIK toggle notes due 2021, €200.0 million senior secured floating rate PIK toggle notes due 2021, €600.0 million privately-placed senior secured floating rate PIK toggle notes due 2021 and €600.0 million 7¼% / 7¼% senior secured fixed rate PIK toggle notes due 2021, in each case, issued by Mercury Bondco Plc.

Recent Trading

Based on the Nexi Payments Business's management carve-out accounts for the three months ended March 31, 2018, its operating revenue and Normalized EBITDA on a non-GAAP aggregated basis increased compared to the three months ended March 31, 2017. The increases were driven by both higher operating revenue and an increase in Normalized EBITDA margin, because operating revenue increased faster than costs. The number of managed transactions and the value of card transactions for the three months ended March 31, 2018, increased compared to the three months ended March 31, 2017, in line with recent trends. In our card issuing business unit, the number of managed transactions increased by approximately 9% and the value of card transactions increased by approximately 5%. In our merchant acquiring business unit, the number of managed transactions increased by approximately 12% and the value of card transactions increased by approximately 6%.

The preliminary financial results presented above are presented on a non-GAAP aggregated basis and are derived from our accounting records and internal management accounts and have not been prepared on the same basis as our financial statements. This information has not been audited, reviewed or compiled, nor have any procedures been performed by our independent auditors with respect thereto. Accordingly, you should not place undue reliance on it, and no opinion or any other form of assurance is provided with respect thereto. Our preliminary financial results are based upon a number of assumptions and judgments that are subject to inherent uncertainties and are subject to change, and are not intended to be a comprehensive statement of our financial or operational results for the three months ended March 31, 2018. Accordingly, the preliminary financial results presented above are subject to the completion of our results for the year ended December 31, 2018, may change and those changes may be material.

EBITDA Adjustments

In addition to the adjustments to pro forma normalized EBITDA presented in our most recent annual report, we have identified certain other adjustments that we believe are achievable within one to three years following the implementation of the measures set forth below, which are quantified below:

- *Purchasing*: This adjustment of €13.4 million gives effect to the run-rate impact of cost-cutting initiatives targeting our production costs and general and administrative expenses, which we launched in 2017 and are currently outperforming the targets we had set. We also give effect to the estimated run-rate impact of similar initiatives that we launched in 2018.
- *Human Resources*: This adjustment of €5.3 million gives effect to the run-rate impact of headcount rationalizations we contractually agreed in 2017, some of which become effective after the expiration of a transitional period, such that the full run-rate impact is expected to be realised by 2020.
- *IT Strategy*: This adjustment of €4.2 million gives effect to estimated cost savings to be realised from a renegotiation of our arrangements with certain key suppliers, certain of which have been agreed pursuant to definitive agreements, and our IT costs savings initiatives relating to our IT infrastructure, ATMs, our Corporate Banking Interbancario platform (CBI Gateway infrastructure), our software and our licensing activities.
- *Operations*: This adjustment of €6.3 million gives effect to estimated costs savings from other initiatives targeting our operational efficiency, including, among other things, measures aimed at the reduction of our shipping costs, the streamlining of our production, the improvement of our fraud management and a reduction in maintenance interventions. Launched in 2017, these initiatives fully achieved their targets for the fiscal year 2017 and are expected to generate additional run-rate savings, beyond the current levels, within the next few years.
- *Customer Contact Center*: This adjustment of €3.1 million gives effect to the estimated costs savings from initiatives targeting operational excellence at our customer contact center, including providing online Q&As as alternatives to reduce the number of calls, operator trainings to increase the rate of first contact resolutions and digital care. Launched in 2017, these initiatives fully achieved their targets for the fiscal year 2017 and are expected to deliver additional run-rate savings over the next one to two years.
- *Innovation bundle*: This adjustment of €6.3 million gives effect to the run-rate impact from the launch of a new VAS/innovation bundle offering, which was defined in 2017 and launched in 2018. This adjustment was estimated on a run-rate basis, giving effect to contracts already signed.
- *E-Commerce*: This adjustment of €0.6 million gives effect to the expected run-rate impact of the commercialization of a state-of-the-art eCommerce solution launched in the fourth quarter of 2017. This adjustment was estimated on a run-rate basis, giving effect to re-pricings that have already been agreed.
- *Apple Pay*: This adjustment of €0.8 million gives effect to the expected run-rate impact of the launch of our Apple Pay and Samsung Pay solutions which will be gradually implemented over the course of 2018, with the run-rate impact expected to materialize starting in 2019. The adjustment was estimated on the basis of contracts that have already been signed with client banks.
- *PSD2 Gateway*: This adjustment of €0.5 million gives effect to the minimum guaranteed payment we are entitled to pursuant to our exclusive right to develop the PSD2 Gateway, which was awarded to us by the CBI Consortium (the consortium that manages the CBI Gateway) following a competitive tender. We believe the adjustment reflects a conservative business case in terms of Normalized EBITDA growth.
- *ACH Instant Payments*: This adjustment of €1.0 million gives effect to the run-rate impact of ACH Instant Payments, which is a product that is already developed. The adjustment was estimated on the basis of two contracts that have already been signed, with official launch planned for 2018.
- *Customer Value Management (CVM)*: This adjustment of €20.9 million gives effect to the expected run-rate impact of our acquisition Carige Acquiring, the merchant acquiring business of Banca Carige S.p.A., for which we have already signed an acquisition agreement that is expected to close in the fourth quarter of 2018, and

- CVM initiatives with respect to both our existing customer base and our recently acquired merchant books. The adjustment was estimated on the basis of the CVM initiatives that were already launched in the fourth quarter of 2017 or first quarter of 2018 or are included in our management forecast for 2018. We expect that the run-rate impact from these initiatives will materialize starting in 2019.
- *IT Strategy (M&A)*: This adjustment of €6.8 million gives effect to the expected run-rate impact of cost-synergies from the integration of the IT platforms, technology and corporate systems of Basilichi S.p.A. and Mercury Payments into our own.