



beyond  
payment

Q3'10 Revenue

October 28 2010

# Disclaimer



To facilitate the assessment of Ingenico's performance, the prior-period revenue presented in comparison with consolidated revenue for the first quarter of 2010 have been restated to reflect changes in the company's scope of consolidation during the year ("2009 restated revenue"), i.e. including the operations of easycash and eliminating the operations of Sagem Denmark, Manison Finland and Moneyline Banking Systems as of January 1, 2009.

Like-for-like changes in revenue are calculated based on a constant scope of consolidation and comparable exchange rates, i.e. based on 2009 restated revenue and excluding the contribution of companies acquired in 2010.

Due to the application of IAS 38, revenue from some activities related to transaction services is equal to gross income from products and services before taking into account Transfer To's payments to operators and interchange fees paid by easycash, respectively.

All forward-looking statements are Ingenico management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

# Q3'10 revenue at a glance



- Q3'10 revenue: 231.8m€, in line with expectations
  - Up 31.6% reported
  - Up 5.2%\* like-for-like
- Sustained growth in Europe (SEPA area), Latin America and Asia-Pacific
- Focus on delivering strategic plan
- Raised FY2010 targets for revenue and profitability

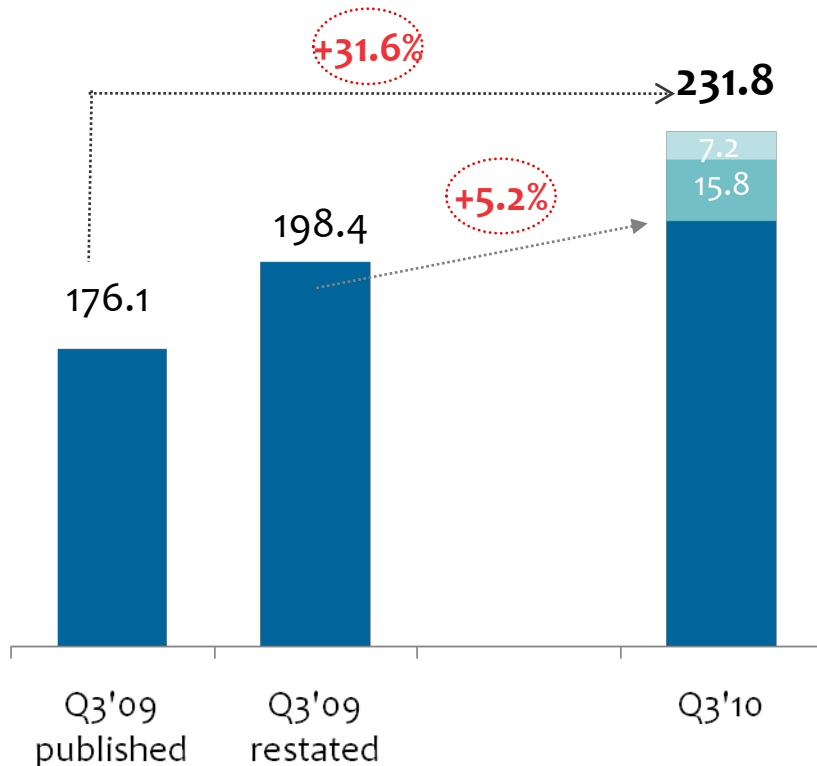
\*Based on constant exchange rates & perimeter, excluding contribution of companies acquired in 2010



# Q3'10 revenue up 31.6%, in line with expectations



Revenue in million euros



- **+31.6%: strong reported growth**
  - **Contribution of acquisitions\*:** €7.2m, higher than expected as a consequence of gross revenue recognition due to the application of IAS 38
  - **Positive FX impact:** +15.8m€ mostly driven by stronger Real (Brazil), Australian, Canadian and US dollars.
- **+5.2%: like-for-like growth**
  - **Hardware revenue increase supported by specific market dynamics:** China, Australia, Brazil, France. Stable ASP
  - **Growth derived from transaction services in line with FY2010 expectations**
    - Development of acquiring services in Germany

\* Ingenico Prepaid Services France (ex Payzone), Ingenico Prepaid Services Iberica (ex First Data Iberia) and Transfer To



# Sustained growth in Europe, Latin America and Asia-Pacific

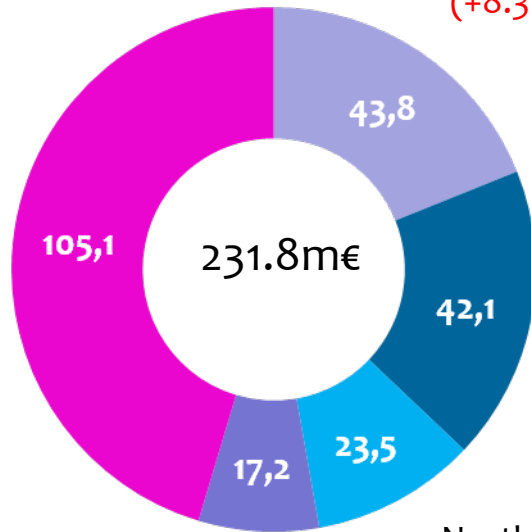


## Revenue contribution by region

(like-for-like growth rates\*)

Europe SEPA  
(+11.4%)

Latin America  
(+8.3%)



Asia Pacific  
(+62.8%)

North America  
(-35.3%)

EMEA  
(-21.5%)

- Europe: +11.4%. Continued strong growth in France. Confirmed recovery in the UK & Spain. Development of easycash's acquiring services in Germany
- Latin America: +8.3%. Growth driven by 3<sup>rd</sup> quarter in a row of significant sales in Brazil (regulatory changes & emergence of new entrants in acquiring market)
- Asia Pacific: +62.8%. Continued strong growth in China and strong performance in Australia reflecting significant one off sales
- North America: -35.3%. Environment remains difficult. Anticipated revenue decline before introduction of Telium terminal range in the United States expected in Q4'10, combined with unfavorable basis of comparison (+16% growth in Q3'09)
- EMEA: -21.5%. Stabilized activity in Turkey.

\*Based on constant exchange rates & perimeter, excluding companies acquired in 2010



# Q3'10 customer highlights



**France, Italy & al.:** Calypso certification for contactless terminals & solutions

**Germany:** 380 Media Markt & Saturn stores select our countertop solution

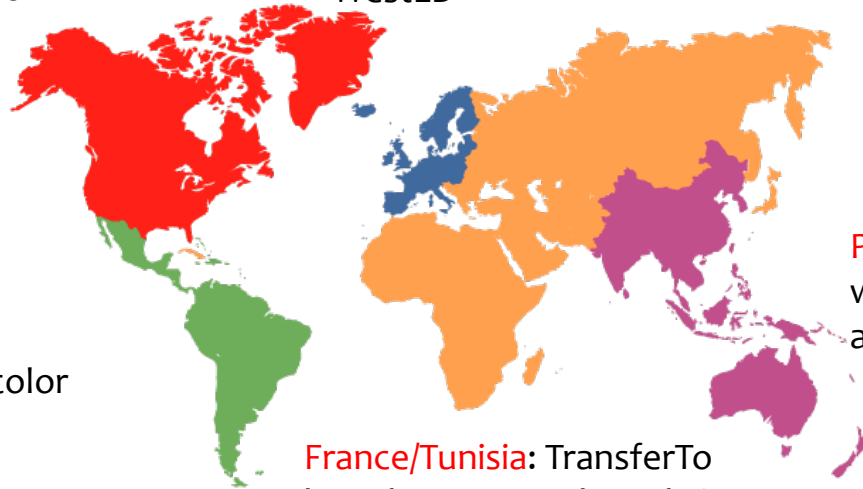
**Germany:** easycash to handle all processing for Gravis

**France, Spain, Latam & al.:** Launch of the new iPP320 & 350

**Germany:** issuing processing of Payback Maestro cards for WestLB

**USA:** partnership with Sage for payments solutions for SMBs

**Turkey:** 1st ad campaign with Fortis on color screen terminals



**Pakistan:** TransferTo partners with Orascom for mobile airtime transfer

**Colombia:** Redeban Multicolor selects ICT 220 / now over 200k units in Latam

**France/Tunisia:** TransferTo launches 1st SMS based air time transfer for SFR customers

**Brazil:** partnership with Redecard for innovative POS terminals with color display

**Kenya:** TransferTo partners with Essar for top up transfer



# Focus on delivering strategic plan



## • Continuous focus & innovation on hardware

- First success of new pinpad range (iPP320/350) after successful launch of countertop terminals ICT220/250
- New wireless range expected by year-end
- New product range based on Telium platform completed by year-end

## • Transaction services development

- First commercial successes for transaction management services (AXIS) in Europe outside France
- Development of easycash credit acquiring in Germany

## • Integration of acquired companies

## • New CTO to ensure infrastructure roadmap to support services

# Raised 2010 targets based on 9 months performance



| FY2010 Targets (in million €)           | 2010 targets<br>March 2010 | 2010 targets<br>July 2010 | 2010 targets<br>Oct 2010 |
|---|----------------------------|---------------------------|--------------------------|
| Revenue at comparable basis*            | 790-805                    | 805-815                   | <b>810-815</b>           |
| Reported revenue**                      | -                          | -                         | <b>&gt;865m</b>          |
| Adj. profit from ordinary activities*** | 12.5-13%                   | confirmed                 | <b>&gt;12.7%</b>         |
| EBITDA                                  | 16-17%                     | confirmed                 | <b>confirmed</b>         |

\* At constant exchange rates and excluding contribution of companies acquired in 2010

\*\* After accounting for the impact of exchange rates and the contribution of acquired companies

\*\*\* Before price Purchase Allocation





# Ingenico investment case

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- Key focused strategy
- Technological leadership
- Well positioned in a growing market
- Continuous shift towards e-payments
- Structural changes in the payment ecosystem
- Leveraging key assets to expand margins
- Financial strength

