



beyond
payment

Q1'2011 Revenue

April 27 2011

Q1 2011: a very good start of the year



- Sustained growth

- Q1'11 revenue of: €204.9m
- Year-on year: +18%
- Like-for-like: +9%

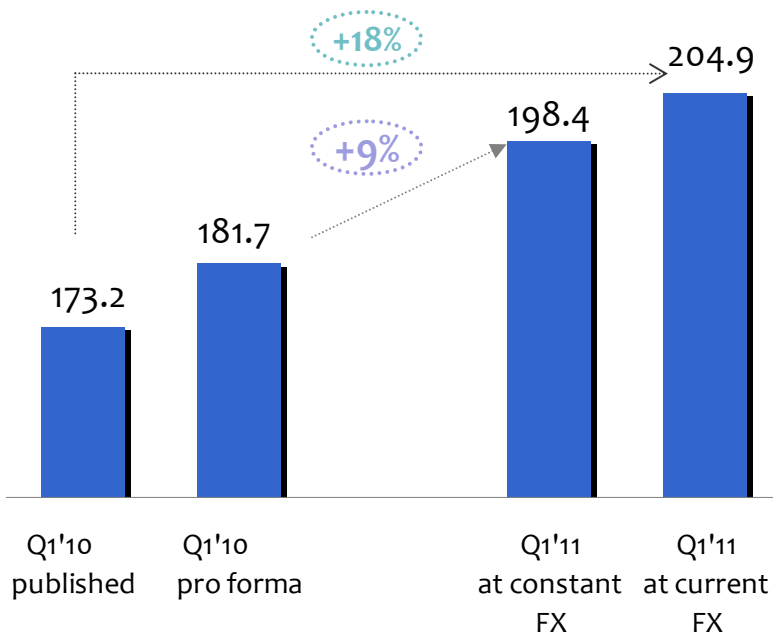
- Continuation of trends observed at the end of 2010

- Upwards revision of 2011 revenue targets

Sustained growth in Q1'11



Revenue in million euros



Year-on year: +18%

- **Positive FX impact: +€6.5m** mostly driven by stronger Real (Brazil), Australian dollar and Yuan

Like-for-like: +9%

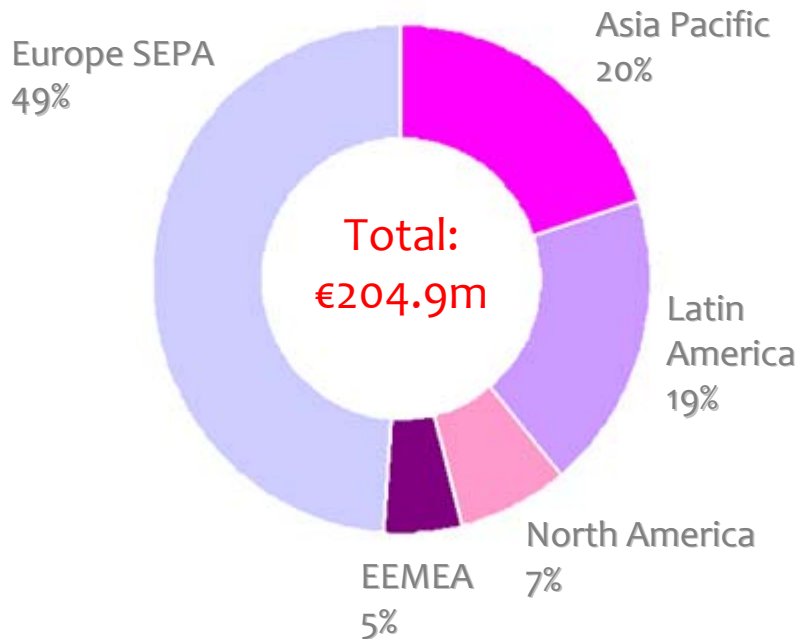
- **+6.4%:** growth derived from terminals (hardware, services & maintenance)
 - Specific market dynamics
 - More contactless, more mobile terminals
- **+24.8%:** growth derived from transactions (payment & non payment)
 - Development of AXIS solutions
 - Development of acquiring services in Germany
 - Growth derived from Value-Added-Services



9% Revenue growth in Q1'11 driven by continuing trends observed at the end of 2010

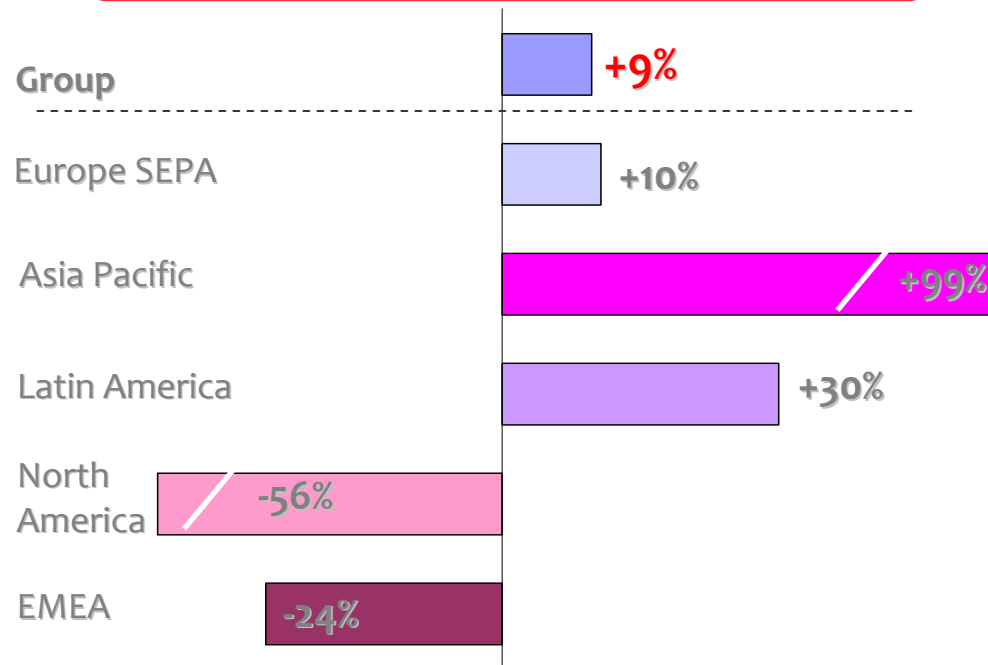


Q1'11 revenue contribution by region



Q1'11 revenue performance by region

at constant group perimeter & FX rates



- Very strong quarter in Latin America (Brazil) and Asia Pacific (China)
- Asia Pacific: 2nd largest region for the second quarter in a row
- Still a strong momentum in Europe SEPA (Spain, UK, France)
- Activity down in EMEA & North America where low anticipated performance was accentuated by an unfavorable basis of comparison



Q1'11 customer highlights



UK: WebPOS solution for independent retailers launched with Cybertill

France: TransferTo partnership with SFR for international prepaid mobile top up service

Germany: new payment module for MediaMarkt toGo and Saturn Xpress

Italy: Incendo on line solution for BNL (BNP fgroup)

Canada: End to end data encryption solution for credit card payment launched with Desjardins

Canada: TransferTo partnership with Wind Mobile for international credit transfer service

USA: Point to point encryption and tokenization solution with Merchant Links

USA: On Guard solution for independent software vendors



Turkey: major mobile evolution with the iPA280 for Philip Morris Sabanci

Turkey: 2nd major multi million order of Akbank

India: enabling access to the rural population for FINO

India: Smart card based biometric financial inclusion solution with IL&FS ETS

India: 1st line encryption solution with MRL PosNET

Sri Lanka: TransferTo partnership with airtel for international top up service



Upwards revision of 2011 revenue outlook



• 2011 revenue target revised upwards

- Like-for-like revenue (at constant group perimeter & FX) \geq 985m€ (as against 965-985m€)
- Like-for-like growth: \geq 6.3%

• Continuous profitability improvement confirmed

- Adjusted profit from ordinary activities* \geq 13.9%
- EBITDA: \geq 18.3%

* Before Price Purchase Allocation



Ingenico investment case



- 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
- Track record of profitable growth & financial strength

