

**Ingenico**

**Q3 2011 Revenue**

October 25th. 2011

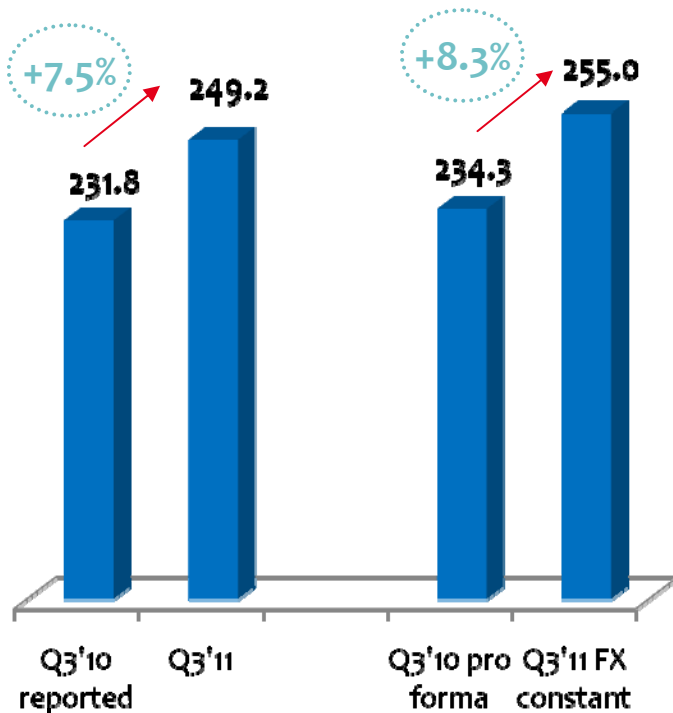


beyond  
payment

# Q3'11: Performance highlights

- **Strong top line growth in Q3: +8.3% like-for-like growth**
  - ❑ 9 months like-for-like growth: +7.1%
- **Dynamic growth in emerging markets and Europe-SEPA**
- **Growth acceleration in Transactions**
- **Confirmed new group profile**
  - ❑ Increased contribution of Transactions
  - ❑ Recurring revenue: 32% of YTD11 revenue
  - ❑ Customer diversification on track
- **Confirmed 2011 targets**

# Q3'11: Robust top line growth



## Year-on year: +7.5%

- ❑ Negative FX impact: -€6.0m, mainly due to Turkish & British Pound, USD, Brazilian real

## Like-for-like: +8.3%\*

- +6.3%: growth derived from Terminals (hardware, servicing & maintenance)
  - ❑ Volume growth
  - ❑ ASP impacted by geomix (China)
  - ❑ Continued increased contribution of mobile & contactless terminals
- +19.3%: growth derived from Transactions
  - ❑ Payment services: growth in line with targets
  - ❑ VAS: growth acceleration - TransferTo performance

\*Excluding the contribution of Paycom & TNET

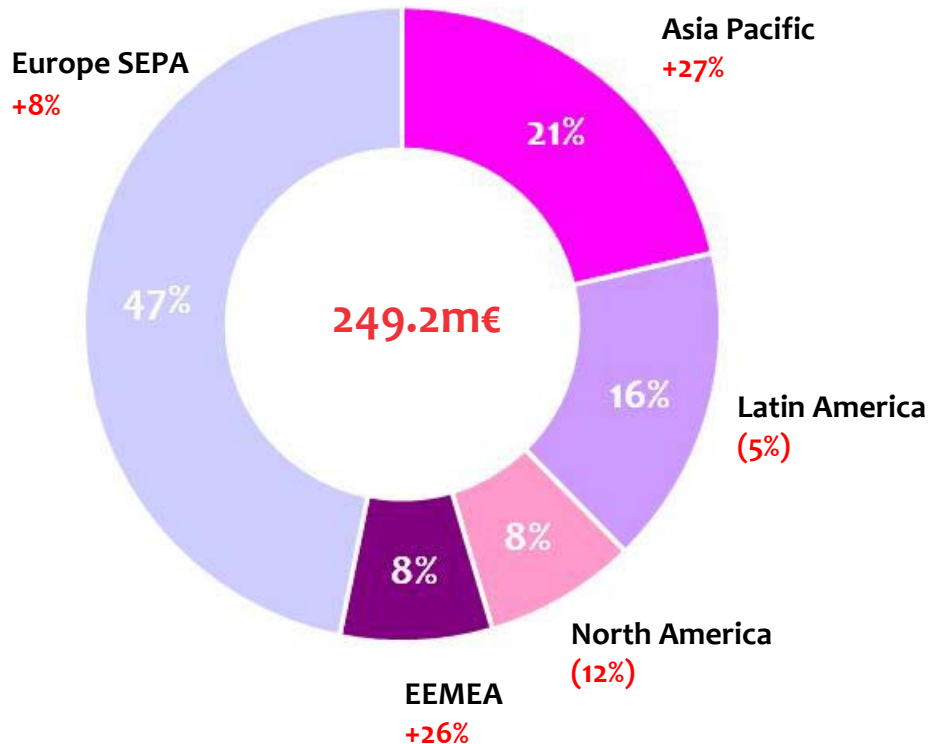
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# Key growth drivers: Emerging markets and Europe.

## Growth resumed in the US

### Q3'11 Revenue contribution & performance by region

(at constant FX & scope)



#### Emerging markets are key drivers: 45% of revenue

- Asia Pacific: continued strong growth in China combined with performance in South East Asia
- Latin America: good performance in Brazil & Mexico despite high comparison level
- EEMEA

#### Europe-SEPA: strong dynamic

- Healthcare deployment in Germany
- Solid performance in UK, Italy
- Traction in managed services

#### North America: in recovery

- US : back to growth in Q3 (>10%)
- First Telium-based terminals shipped on Sept 30

# 9 months performance in all business segments

**Terminals: on track**  
**Like-for-like growth: +5%**

- **Continued strong growth in emerging markets**
  - ❑ Asia Pacific
  - ❑ LATAM: Brazil, Mexico
  - ❑ EEMEA
- **Europe-SEPA: still dynamic**
  - ❑ Healthcare deployment
  - ❑ First iSMP in service
- **US group performance: back to growth in Q3**
  - ❑ First Telium products delivered

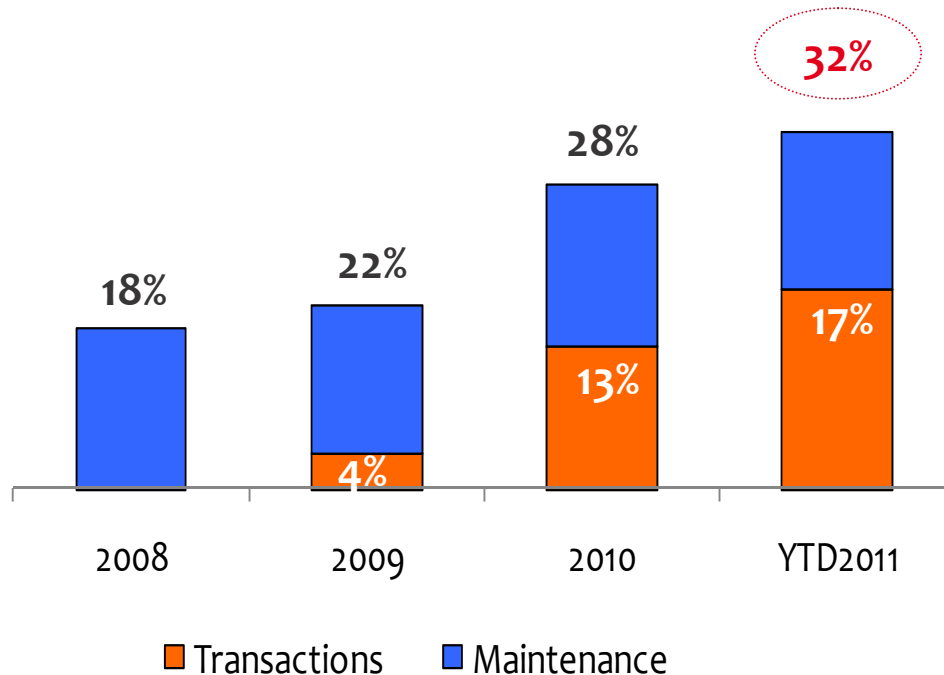
**Transactions: ahead**  
**Like-for-like growth: +18%**

- **Traction with easycash in Europe**
  - ❑ Reinforced position in Germany through Paycom
  - ❑ Ramp up of services in Belgium
  - ❑ Opened Austria, 2nd country to deploy easycash services
- **Development of AXIS, front-end processing solutions**
- **Growth derived from Value-Added-Services**
  - ❑ Loyalty and TransferTo

# ... supporting evolution towards a new group profile

## Recurring revenue: 32% of 9 months total revenue

- Leveraging installed POS base of >15million to generate recurring maintenance revenue
- Increased contribution of Transactions



# ... supporting evolution towards a new group profile

## Ongoing customer diversification

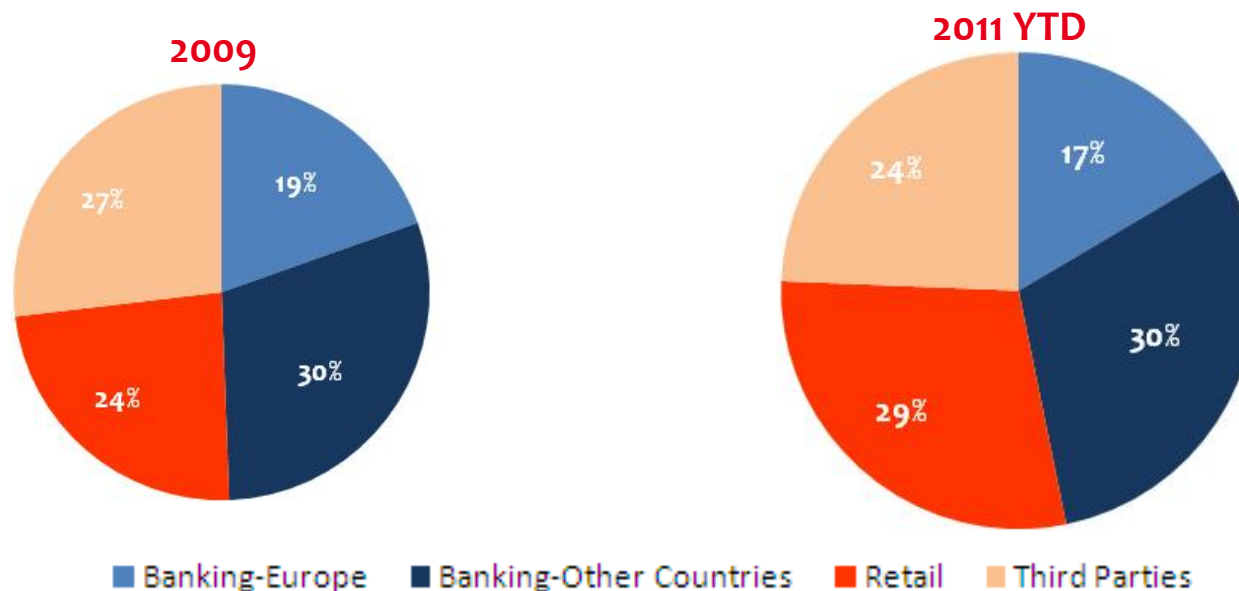
### ● Reduced exposure to banks

❑ 47% of revenue YTD11 vs. 49% in 2009

### ● Increased contribution of merchant revenue

❑ 29% YTD 2011 vs. 24% in 2009

❑ Operating more than 160,000 small merchants



# 2011 guidance confirmed

	2010 pro forma	2011 guidance	
		Feb 11	<u>Oct 11</u>
Revenue at constant FX rate		965-985	≥ 985
Like-for-Like growth		4.1-6.3%	≥6.3%
EBITDA	18.0%	≥18.3%	≥18.3%
EBIT	13.5%	≥13.9%	≥13.9%



# Ingenico investment case

- **Key focused strategy**
- **Technological leadership**
- **A world leader well positioned with a dual offer dedicated to merchants: terminals & transactions**
- **A growing market: continuous shift towards electronic payments**
- **Structural changes in the payment ecosystem generating opportunities for enlarged leadership: mobility, NFC, e-commerce**
- **Track record of profitable growth & financial strength**

**Q3 2011 Revenue**

**Appendix**



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# Focus on Avis customer case: Innovative transaction management solution

## Fully managed payment service

- ❑ Across all Avis Europe network in 1 600 locations in 23 European countries
- ❑ 5 years contract



## Pan European solution

- ❑ 3,000 chip & PIN payment terminals
- ❑ Fully compliant with PCI DSS regulation
- ❑ Standardize EFT (1) hardware and store configurations
- ❑ Cross Border centralized payment solutions

## Customer benefits

- ❑ One single bank contract across all European geographies
- ❑ Support of all rental locations (with or without ECR, WAN or GPRS)
- ❑ Server to server integration to back office business systems
- ❑ Single certification with identical terminals in all locations
- ❑ End to end Ingenico SLA (2) (Hardware to payment service)



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(1) Electronic Funds Transfer

(2) Service Level Agreement