

**Ingenico**

**Q1 2013 Revenue**

April 22<sup>nd</sup>, 2013



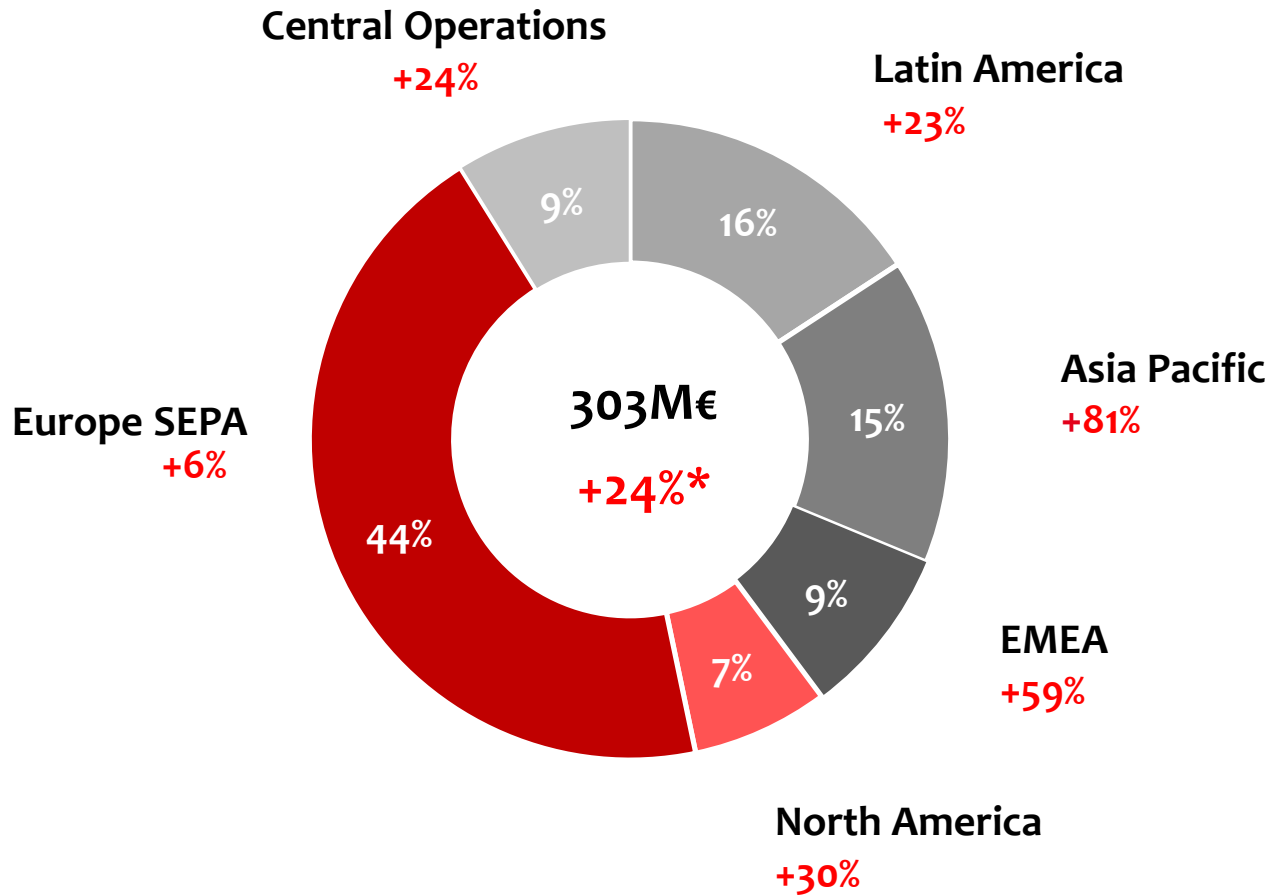
beyond  
payment

# Outstanding performance in the 1st quarter

- **Q1 Revenue : € 303 million (€291 excluding Ogone)**
  - ❑ +26% reported growth
  - ❑ +24% like-for-like growth
- **Strong performance across all regions**
- **Ramp-up of business in the USA**
- **Guidance maintained for 2013\*: like-for-like growth greater or equal than 8% and an EBITDA margin exceeding 18.5%.**

*\*On historical perimeter: excluding Ogone and the impact of the one-off incident in Germany described*

# Strong performance across all regions

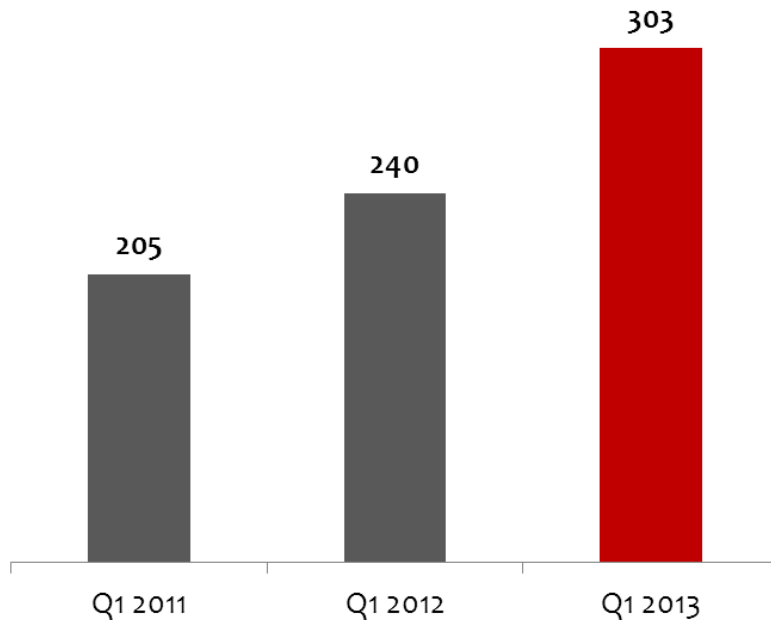


\*Growth rate at constant FX & scope

# Outstanding top line growth

## Revenue (in M€)

reported figures



● Year-on year: +26%

□ FX impact: -6M€

□ Contribution of Ogone: +12M€

● Like-for-like: +24%\*

● By geographies

□ Solid growth across all regions

● By business segment

□ Outstanding growth for Terminals: +28%\*

□ Robust growth for Transactions  
Services: +10%\*

□ Transaction Services growth excl. Transfer To  
and Ogone: +6%\*

\*Growth rate at constant FX & scope

# Short term & mid term targets

## ● Confirming 2013 guidance without Ogone

- ❑ Like for like revenue growth:  $\geq 8\%$
- ❑ EBITDA margin expected  $> 18.5\%$

## ● 2013 Guidance including Ogone (starting January 1<sup>st</sup>, 2013) and excluding the one-off incident in Germany (potential risk exposure will not exceed €25 millions)

- ❑ Like for like revenue growth  $\geq 9\%$
- ❑ EBITDA margin expected  $> 18.5\%$  due to costs for platforms integration

## ● 2016 Targets as disclosed at the Investor Day

- ❑ Revenue  $> \text{€}1.8\text{bn}$
- ❑ EBITDA  $> 20\%$

# Ingenico, a strong platform for the future

- **A truly global player, with strong scale effect**
- **Positioned all across the value chain from payment terminals to services, including e-commerce and mobile**
- **Market leader in hardware: 20 million POS installed, accepting more than 250 payment means and connected to more than 1,000 acquirers/banks**
- **Managing more than 3bn payment transactions**
- **A well-balanced presence in mature and emerging markets**
- **A large and diversified customer base**
- **A proven track record in executing strategy and generating profitable growth**