

Ingenico

Q3 2013 and 9-month revenue

October 30th, 2013



beyond
payment

Sustained growth in Q3

- **9-month revenue > €1 billion**
 - ❑ +18% reported growth
 - ❑ +17% like-for-like growth*
- **Q3 Revenue : € 348 million**
 - ❑ +12% reported growth
 - ❑ +14% like-for-like growth*
- **Growth momentum in North America (+40%*)**
- **Growth acceleration in Transactions services thanks to Ogone's successful integration (+15%**)**
- **FY guidance raised for revenue and profitability**

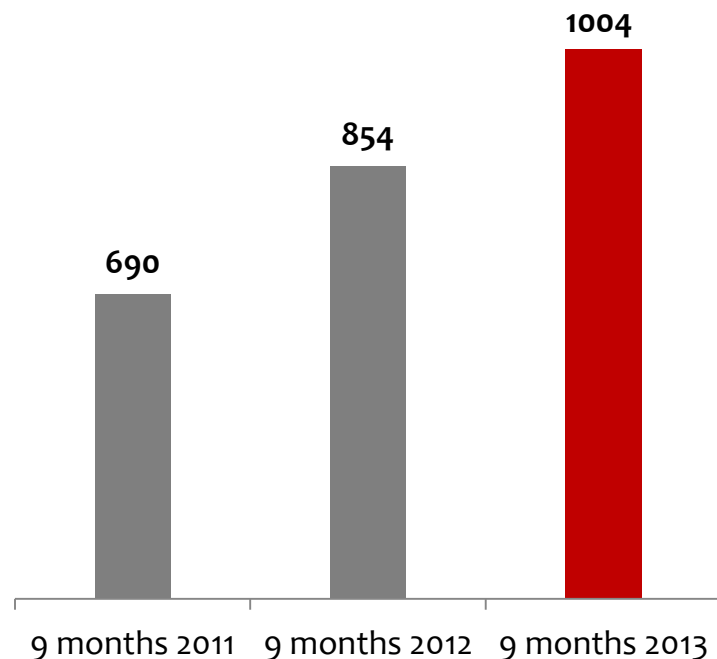
*Growth rate at constant FX & scope

** Growth rate at constant FX including Ogone contribution in 2012 and excluding TransferTo

Outstanding growth in the first 9 months

Revenue (in M€)

reported figures



● Year-on year: +18%

□ FX impact: -34M€

□ Contribution of Ogone: +40M€

● Like-for-like: +17%*

● Payment devices

□ Dynamic growth: +18%*

● Transaction services

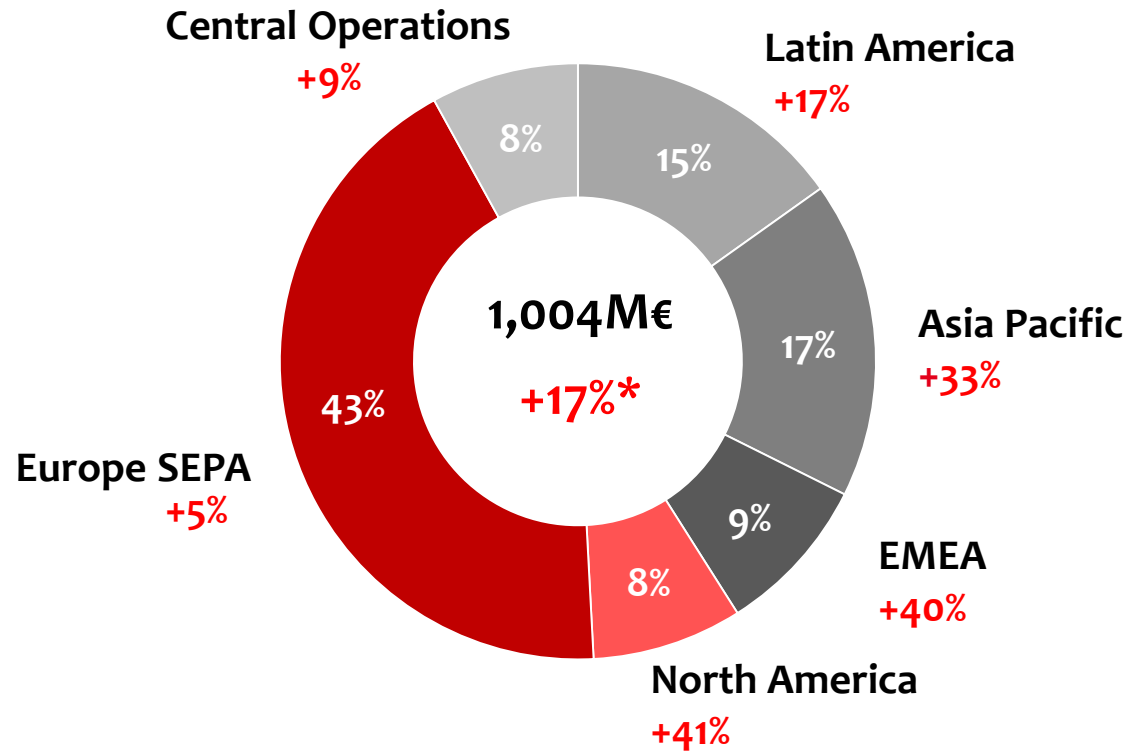
□ Robust growth : +11%*

□ Pro forma growth excluding TransferTo: +12%** , fueled by Ogone acquisition

*Growth rate at constant FX & scope

** Growth rate at constant FX including Ogone contribution in 2012 and excluding TransferTo

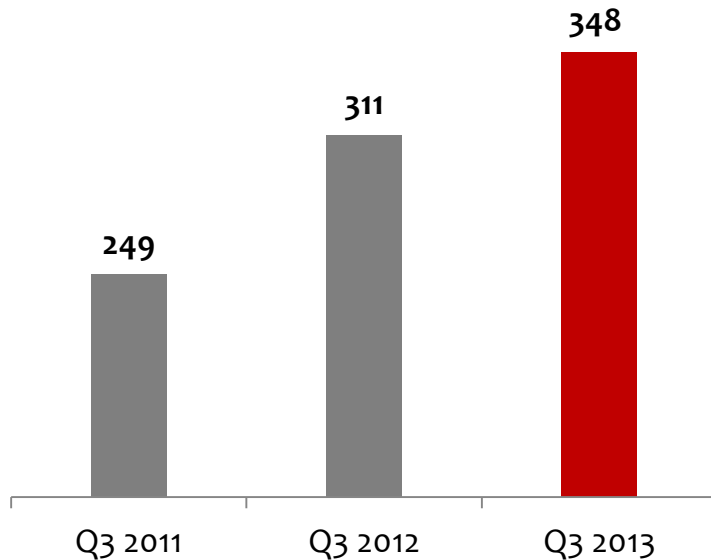
A solid performance across all regions in the first 9 months



*Growth rate at constant FX & scope

Strong growth in Q3'13 across all business segments

Revenue (in M€)
reported figures



● **Year-on year: +12%**

□ FX impact: -21M€

□ Contribution of Ogone: +14M€

● **Like-for-like: +14%***

● **Payment devices**

□ Robust growth: +14%*

● **Transaction services**

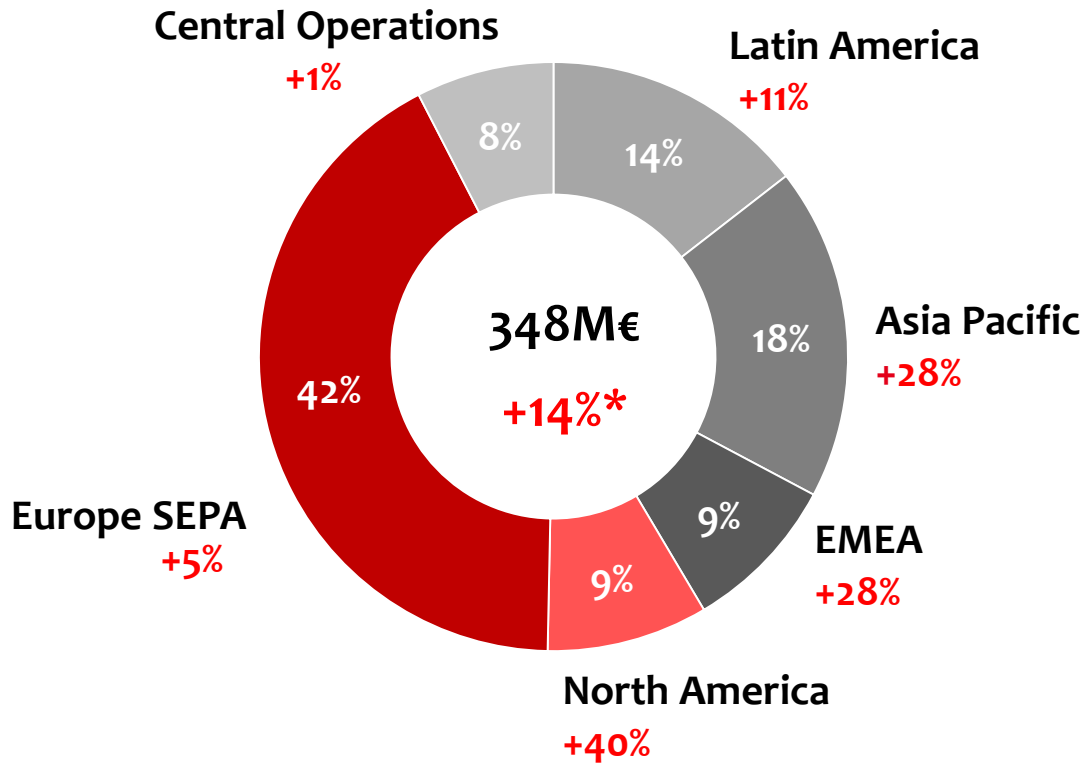
□ Strong performance : +12%*

□ Growth acceleration pro forma excluding TransferTo: +15%**

*Growth rate at constant FX & scope

** Growth rate at constant FX including Ogone contribution in 2012 and excluding TransferTo

Strong growth in Q3'13 across all geographies



Customer wins



*Growth rate at constant FX & scope

FY13 Guidance confirmed for revenue and raised for profitability

H2 2013 Trends

- Stronger negative FX impact in H2 vs. H1
- Q4 2012 representing a very high comparison basis, particularly in emerging markets

FY13 guidance raised

- Like for like growth $\geq +12\%$
 - which should translate into revenue $\geq \text{€}1,370$ million *
- EBITDA margin $> 19.5\%^*$

*Excluding the impact of TransferTo's transaction

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**