

Ingenico

Q1 2014 Revenue

April 30th, 2014



beyond
payment

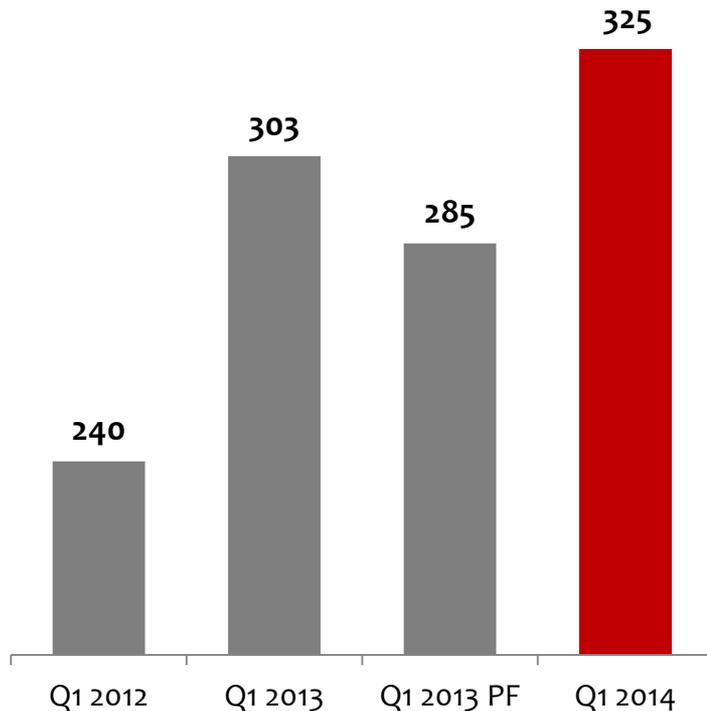
Outstanding performance in the 1st quarter

- **Q1 Revenue : € 325 million**
 - **+20% like-for-like growth**
- **Strong performance across all regions**
- **Double digit growth in both business segments**
- **Guidance specified for 2014:**
 - **Like-for-like growth between 10% and 15%**
 - **EBITDA margin \geq 21%**

Outstanding top line growth

Revenue (in M€)

reported figures



● Year-on-year: +7%

▪ FX impact: -18M€

● Like-for-like: +20%*

● By geographies

▪ Solid growth across all regions

● By business segment

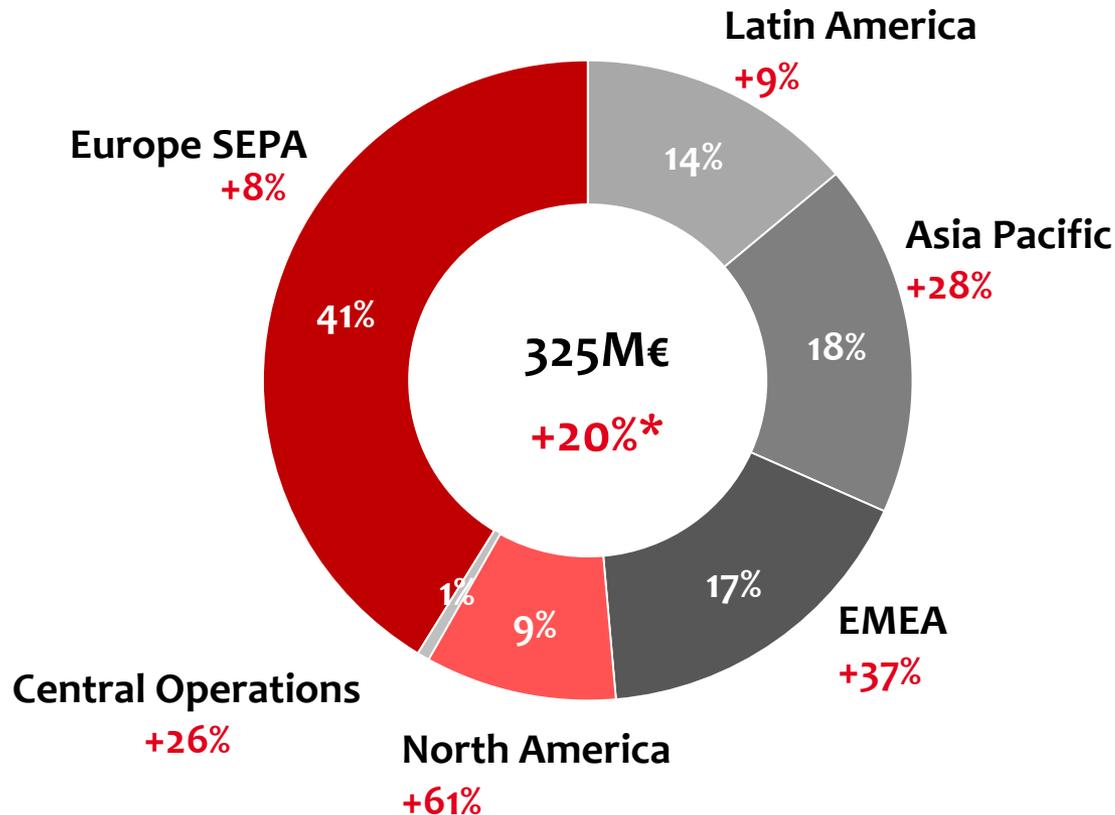
▪ Outstanding growth for Terminals: +21% driven by multi-local strategy

▪ Growth acceleration for Transactions Services: +14%, leveraging on Ogone (+27%)

*Growth rate at constant FX & scope

2013 PF: excluding TransferTo contribution as of January 1st, 2013

Strong performance across all regions



Customer wins & new partnerships



*Growth rate at constant FX & scope

Specified 2014 targets

Outstanding performance in Q1

- Outstanding growth in Payment Terminals
- Transaction Services seem well oriented in most countries in Europe

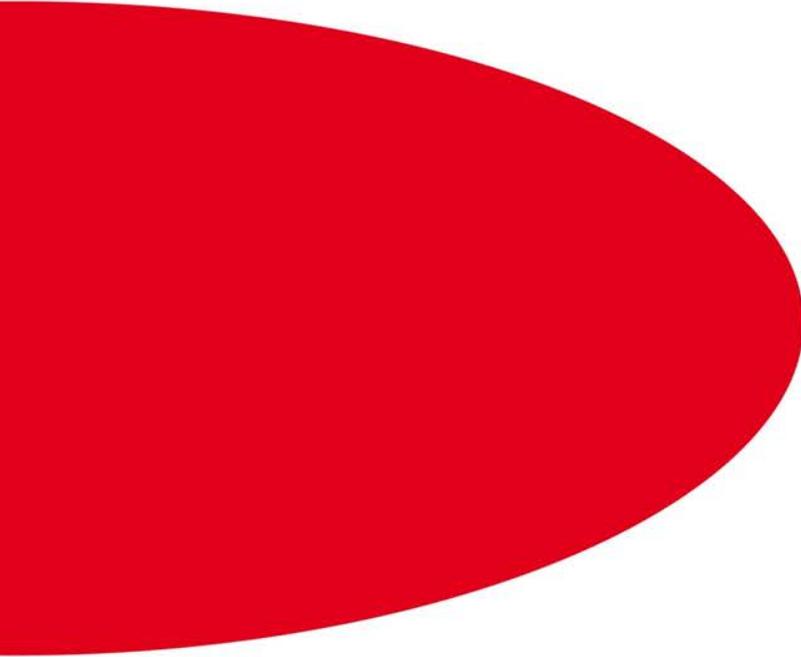
Specified guidance for 2014

- Organic growth between 10% and 15%*
- EBITDA margin \geq 21%

* At constant exchange rate and based on FY13 pro forma revenue at €1.301bn (excluding TransferTo disposed on December 1, 2013)

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 3.5bn 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**



Appendix



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2013 Pro Forma, excluding TransferTo for the full year

In M€	H1 2013 Pro forma	FY 2013 Pro forma
Revenue	618	1301
Adjusted Gross Profit	274	593
<i>In % of revenue</i>	44.4%	45.6%
Adjusted OPEX	(172)	(358)
<i>In % of revenue</i>	27.9%	27.5%
EBITDA	121	276
<i>In % of revenue</i>	19.6%	21.2%
Adjusted EBIT	102	235
<i>In % of revenue</i>	16.5%	18.1%

To ensure continuity in reporting and facilitate the assessment of Ingenico's performance, key financial data have been restated, as of January 1, 2013, to reflect the disposal of TransferTo carried out on December 1, 2013 ("2013 pro forma") and presented on an adjusted basis (restated to reflect Purchase Price Allocation expenses recognized on acquisitions and divestitures).

2013 Pro Forma reflecting new organization

In M€	Q1 2013 PF	Q2 2013 PF	Q3 2013 PF	Q4 2013 PF	FY13 PF
Europe -SEPA	123	129	129	141	522
Latin America	48	53	50	37	189
Asia Pacific	47	63	64	69	241
North America	21	30	31	42	124
EMEA	44	56	53	63	217
Central Operations	2	2	1	3	8
Total	285	333	328	354	1301

With Ingenico's European business and Transactions division combined, Italy and Eastern Europe have been included in the EMEA region with effect from January 1, 2014, reflecting their primary orientation toward Payment Terminals. At the same time, following the disposal of TransferTo in December 2013, the Central Operations division now encompasses ROAM and central procurement. Healthcare revenue is now included in the Europe-SEPA region.