

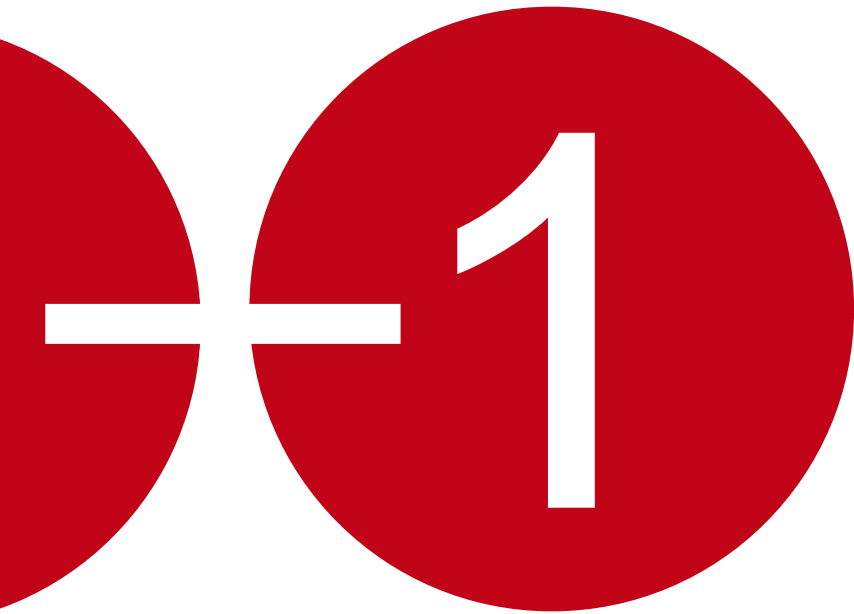


# Q3 2016 and 9-month revenue

OCTOBER 26<sup>TH</sup>, 2016

# Q3 and 9 month-revenue 2016 / highlights

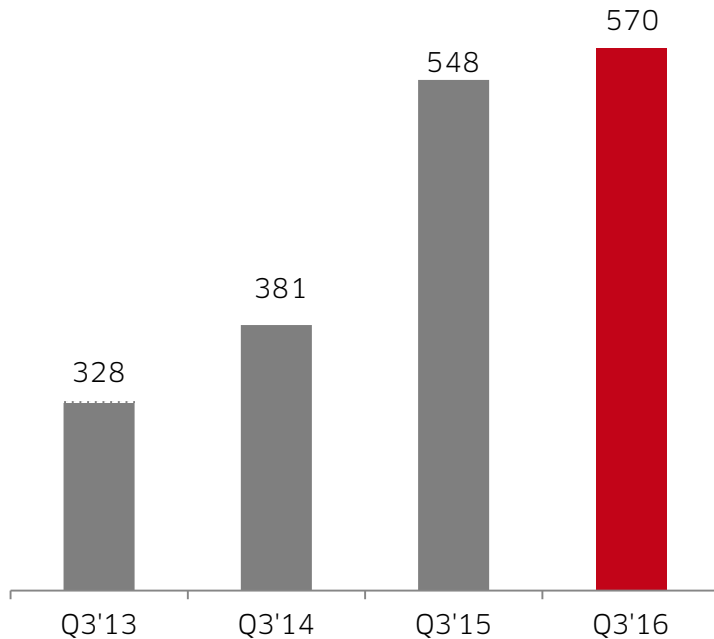
- Q3 revenue : €570M
  - Like-for-like growth: +7%
  - Excl. Brazil and US Like-for-like growth: +18%
  - Strong growth of ePayments : +22%
- 9-month revenue : €1,703M
  - Like-for-like growth: +10%
- 2016 Guidance confirmed



# Financial Highlights

# Q3'16 organic growth / +7%

## ➤ Revenue (in M€)



- Year-on year: +4%

- FX impact: -14M€

- Like-for-like: +7%

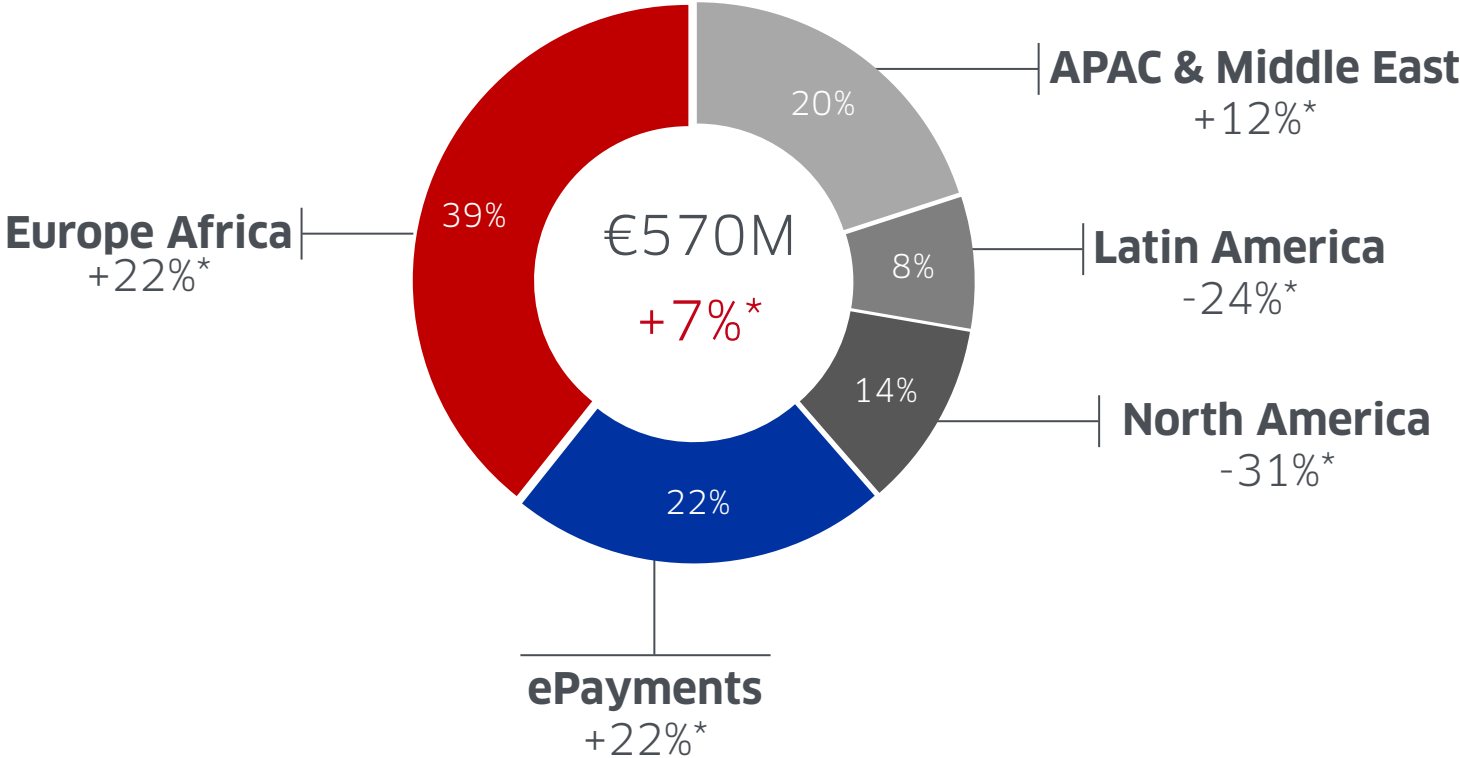
- By geographies

- Resilient performance despite US and Brazil

- By business segment

- Terminals / +2%
- Payment Services / +18%  
including ePayments / +22%

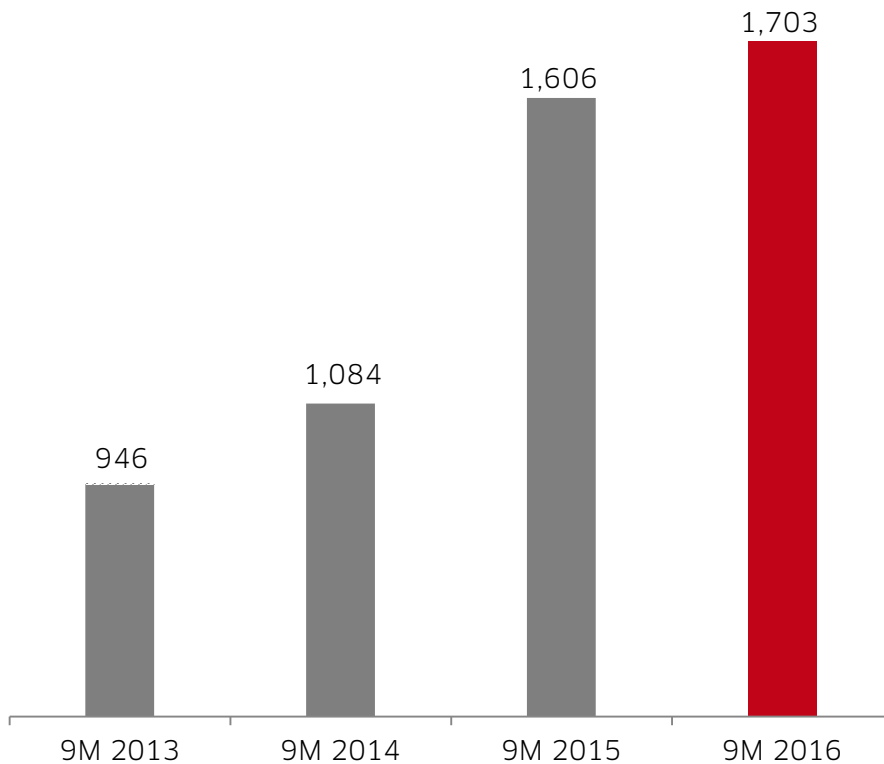
# Q3'16 organic growth / +7%



\*Growth rate at constant FX & scope

# First 9 months 2016 / continued performance

## > Revenue (in M€)



- Year-on year: +6%

- FX impact: -64M€

- Like-for-like: +10%

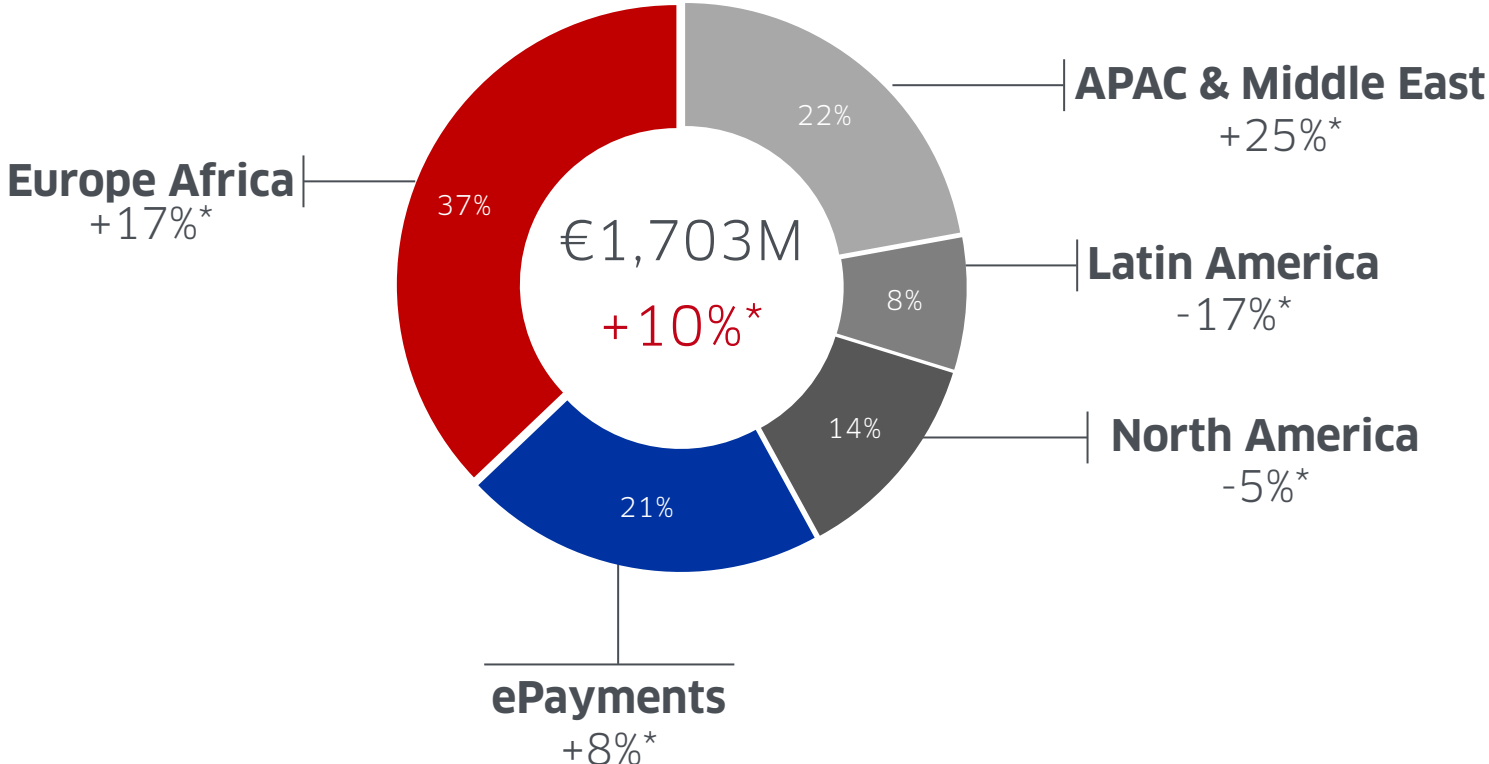
- By geographies

- Outstanding in Europe and Apac impacted by Brazil and US

- By business segment

- Terminals / +10%
- Payment Services / +9% including ePayments / +8%

# First 9 months 2016 / continued performance



\*Growth rate at constant FX & scope

# Trends

## North America



- EMV deadline relaxation
- Market share gains in new verticals

## Europe & Africa



- Benefiting from strong local presence
- PCI v1 upgrade under completion

## Asia & Middle-East



- Strong demand especially in new geographies
- High comparison basis



- Brazil macro environment remains unfavorable

## Latin America

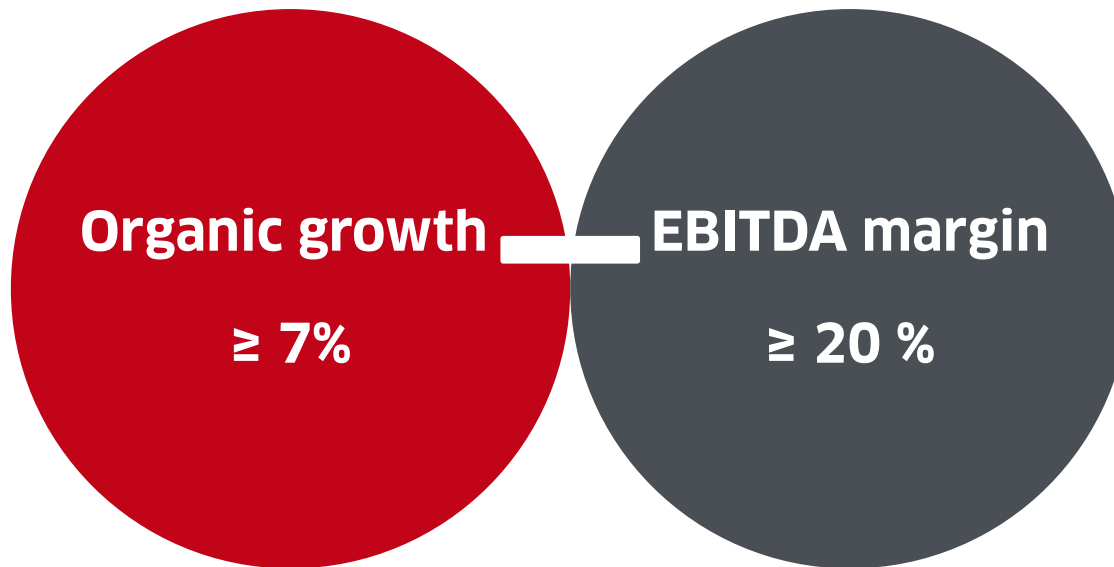


- Good level of growth

## ePayments



## 2016 objectives / confirmed





# Highlights & Trends

# Highlights / Tetra

- Tetra deployment across regions

## APAC & Middle-East



- Success in Australia
- Certified and confirmed in Indonesia

## Latin America



- Introduction in Mexico and in Brazil

## Europe & Africa



- Introduction in France, Italy, Switzerland, UK, CZ and Kenya

- MarketPlace update

- Marketplace available in 14 countries
- Collecting omnichannel single solution (CP and CNP) for Marketplace available in Euro zone (19 countries)
- +140 apps ready or being developed
- 6 pilots in 3 countries / 2 pilots in progress + 4 confirmed pilots in November

# Highlights / ePayments

- Growth ahead of expectations in Q3, accelerated by high level of flows coming from key clients
- Front-office upgrade
  - Migration completed at 100%
  - Best standard for services and scalability
- Back-office upgrade
  - Ongoing customer experience improvement
  - Best-in-class Technology

# Highlights / cross-channel



## Deployment in progress

7 contracts signed in Q3 with 3 pilots

Pipeline >20 prospects with 9 new ones in Q3

Covered geographies: France, UK, Spain and European cross border

## All functionalities available

Unified portal and reporting (including Germany)

Token CRM

Refund by web

Store to web

## Business case:

Casino pilot: Connected screen for food order, delivery in store or at camping place with click and collect

FNAC: extension of the multi channel solution with refund by web for high cost reduction



Conclusion



## INVESTOR RELATIONS

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