



# Q1 2017 Revenue

APRIL 26<sup>TH</sup>, 2017

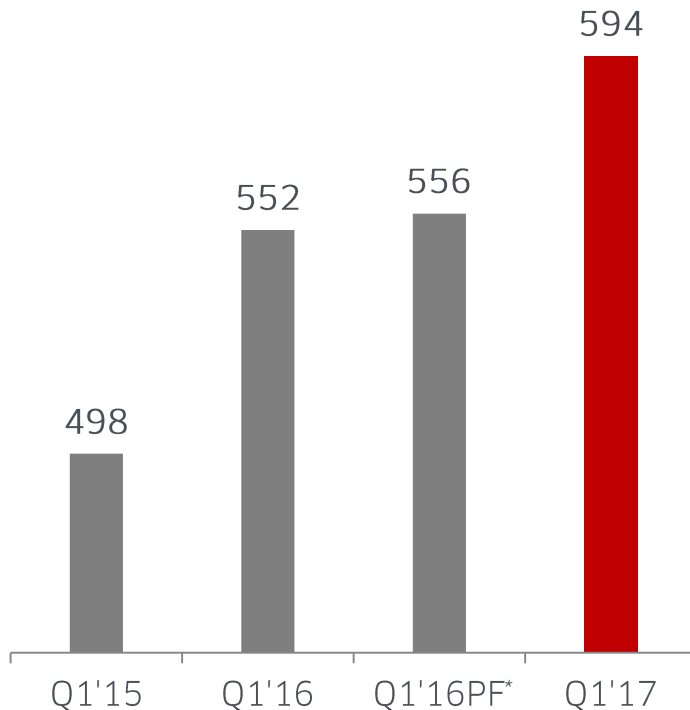
# Q1'17/ Performance in line with expectations

- Revenue: €594M
  - Organic growth\*: +5%
  - Organic growth excluding the USA: +11%
- Outstanding growth in Asia Pacific and Europe
- Continued positive momentum for ePayments
- Confirmed guidance for 2017
  - Organic growth\*: c7%
  - EBITDA margin slightly increasing vs. 2016 (20.6%)

*\*Growth rate at constant FX & scope*

# Q1'17 organic growth / +5%

Revenue (in M€)



- Year-on year: +8%

- FX impact: +9M€

- Like-for-like: +5%

- By geographies

- Outstanding performance in E&A, APAC & Middle East
- Difficult conditions in Brazil and US

- By traditional business segments

- Terminals: +2%
- Payment Services: +13%

- By new business segments

- Retail: +3%
- Banks & Acquirers: +6%

\*2016PF revenue includes Nera contribution as of January 1<sup>st</sup>, 2016

# New organisation

## A Global client-centric organization

### Banks & Acquirers

Allowing banks and acquirers to differentiate through innovation and value-added services while improving cost efficiency (estate management)

### Retail

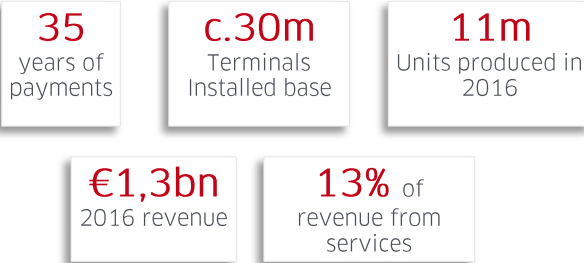
Supporting digitalization of commerce and maintain leadership in omnichannel payment

## While, at Group level, optimizing our operating model

- Higher end-to-end industrial and R&D efficiency
- Sharing modules across platforms
- Leveraging scale to optimise costs

# Banks & Acquirers BU / 2016 snapshot

## ● Expertise and Scale



## ● Global Network and Reach



## ● Technology & Innovation

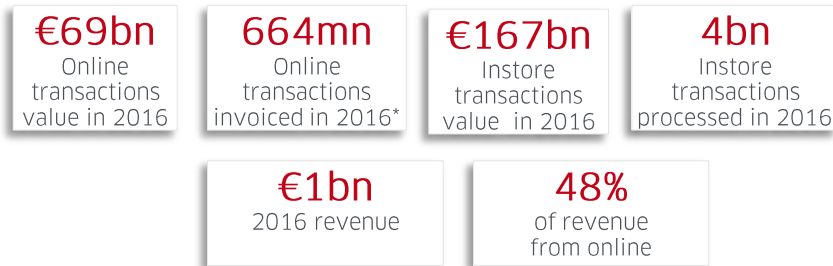


- **Leader in payments acceptance**, with a broad and highly competitive range of technology-led solutions for banks and acquirers

- **Continuous innovation** to maintain technological advantage and protect margins

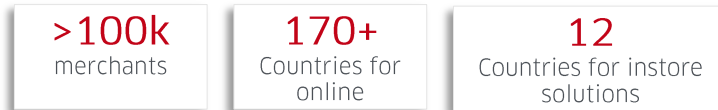
# Retail BU / 2016 snapshot

## ● Expertise and Scale



- **Leader in payments acceptance**, with a broad and highly competitive range of technology-led solutions for retailers

## ● Global Network and Reach



- **Continuous innovation** to provide best-in-class solutions

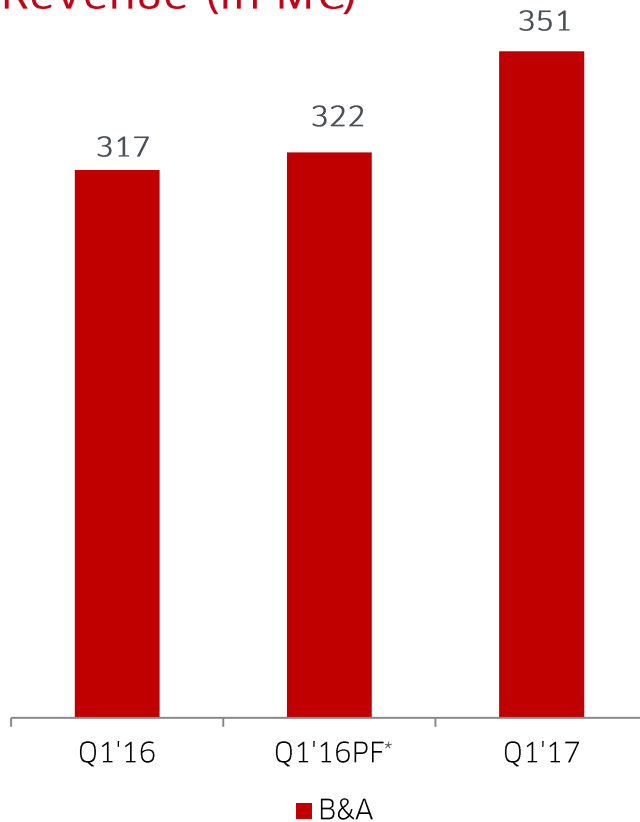
## ● Technology & Capabilities



\*vs 552 million transactions invoiced in 2015

# Banks & Acquirers BU/ Q1 revenue

Revenue (in M€)



**Year-on-year: +11%**

- FX impact: +8M€

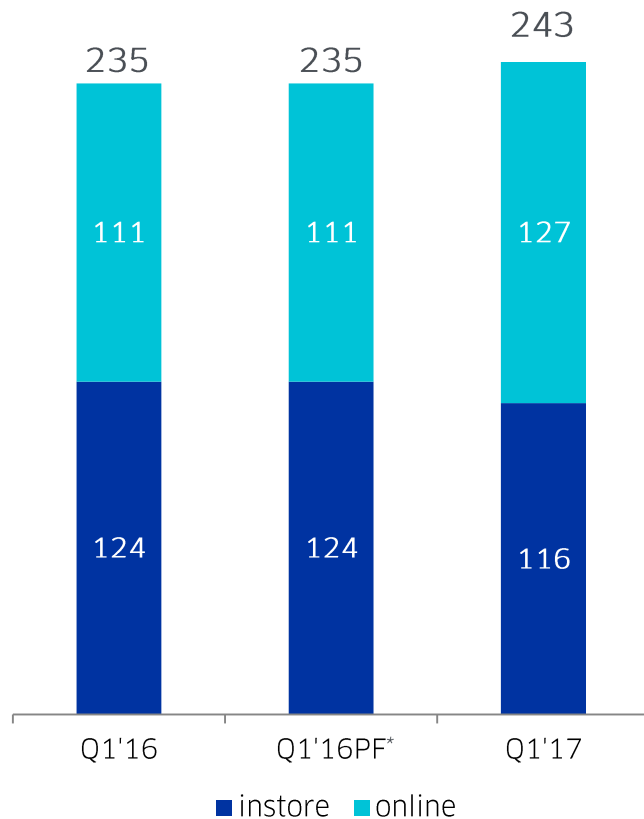
**Like-for-like: +6%**

- Demonetisation in India
- Replacement cycle in Eastern Europe, Nordics and Canada
- High comparison basis in the US
- Increasing estate management services in Western Europe

\*2016PF revenue includes Nera contribution as of January 1<sup>st</sup>, 2016

# Retail BU/ Q1 revenue

Revenue (in M€)



**Year-on-year: +3%**

- FX impact: +1M€

**Like-for-like: +3%**

**Instore**

- Demonetisation in India
- Increasing volumes processed on instore platforms
- Shift in seasonality among large retailers in the US

**Online**

- 53% of revenues
- Increasing volumes on collected transactions

\*2016PF revenue includes Nera contribution as of January 1<sup>st</sup>, 2016

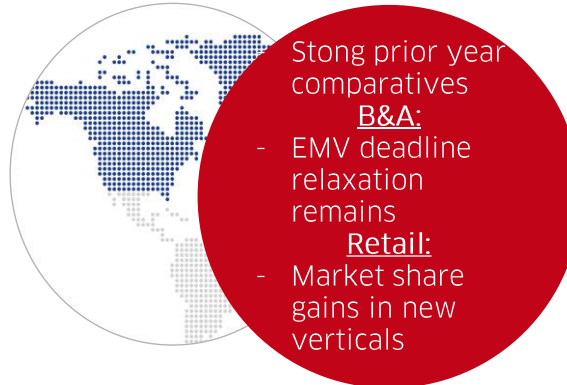


# Q1'17 / trends

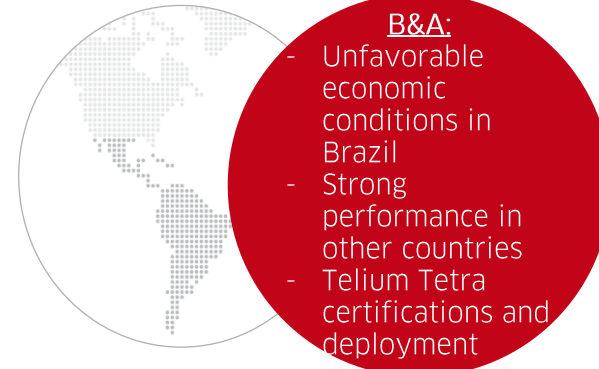
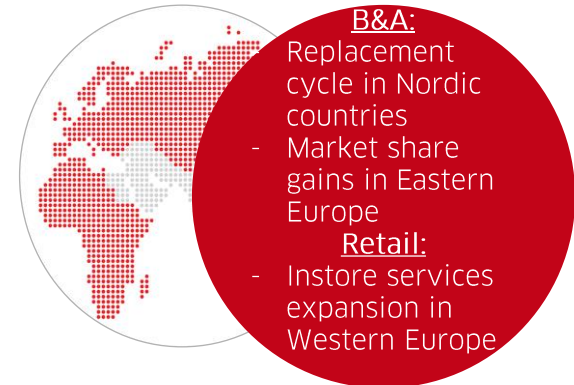
## ePayments (+12%\*)



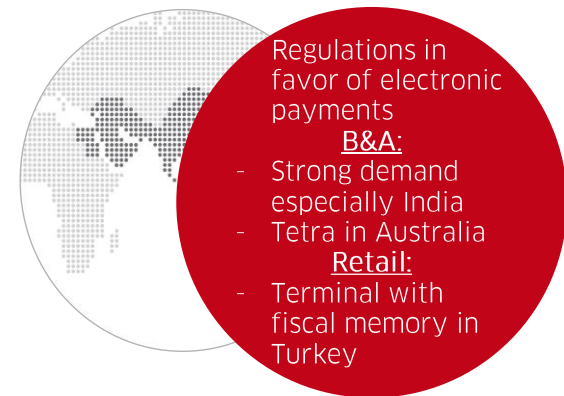
## North America (-33%\*)



## Europe & Africa (+8%\*)



## Latin America (-17%\*)



## APAC & Middle-East (+23%\*)

\*Growth rate at constant FX & scope

## 2017 objectives / confirmed

**Organic growth**

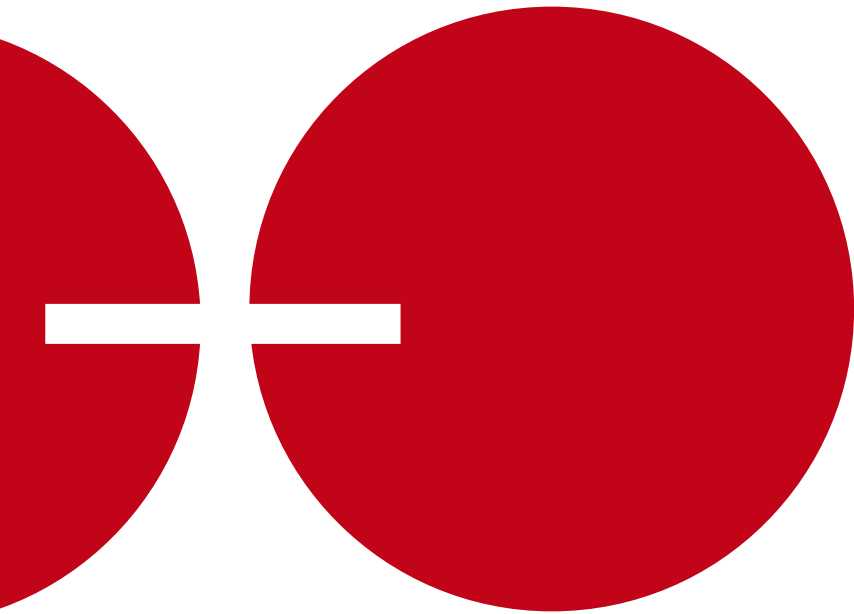
**c. 7%**

**EBITDA margin**

**Slightly**

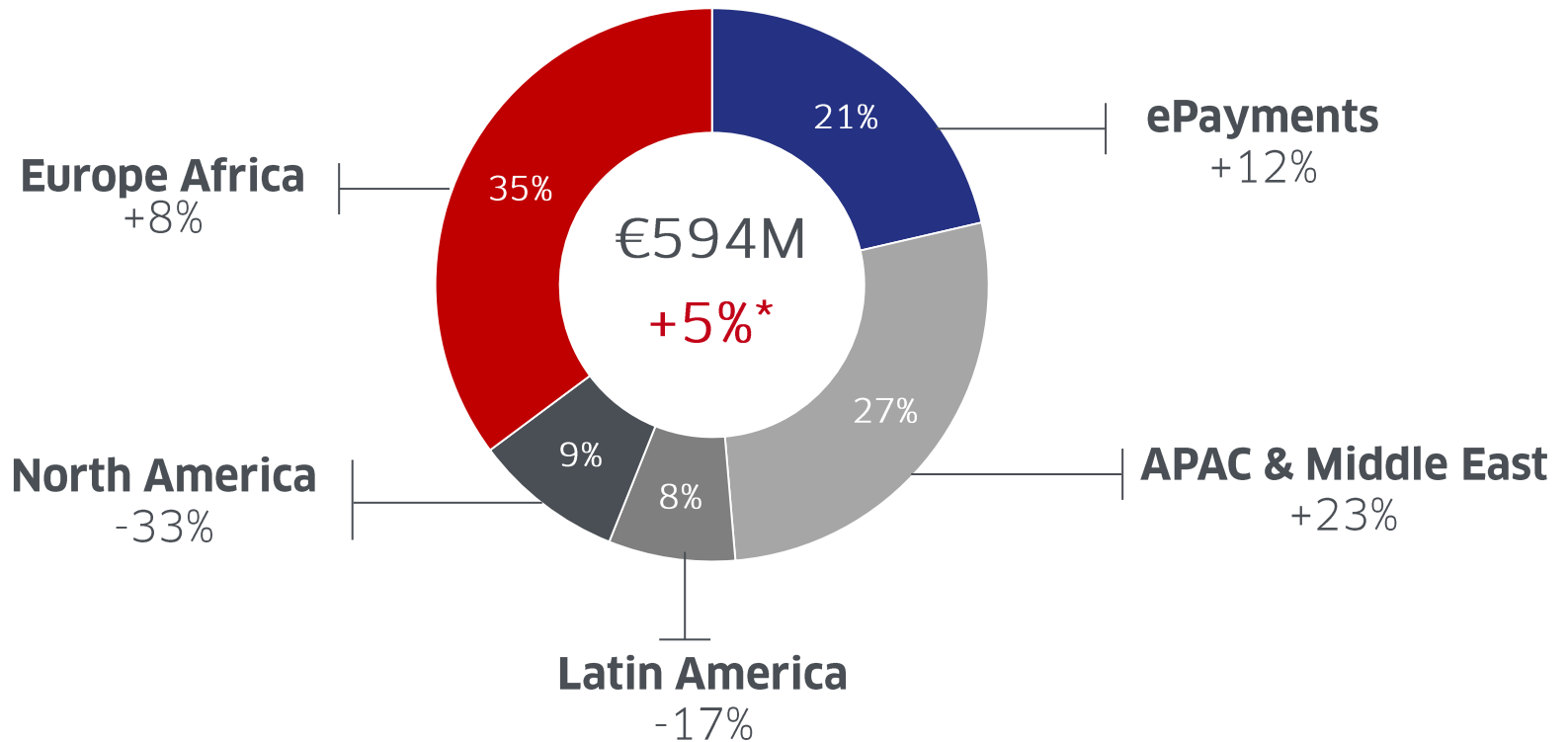
**increasing**

**vs. 2016**



# Appendices

# Q1'17 organic growth / +5%



\*Growth rate at constant FX & scope



## INVESTOR RELATIONS

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