



APRIL 23RD

2019

Q1 2019 REVENUE

ANALYST
PRESENTATION

Q1'19 REVENUE

Key operational highlights

RETAIL

**Growth acceleration
in all Business Lines**

+11% organic growth

**Integrations
on track**

BS Payone & Paymark

**SMB
progressing well**

Growth in merchants
base & transactions

B&A

**Outstanding
performance**

in Brazil driven by
market share gains

**Mature countries
in line**

Low single digit
organic decline

**B&A
Revival**

Program in full motion
EBITDA stabilization

A strong start of the year: +12% organic growth

2019 organic growth guidance raised at c. 6%

Q1'19 REVENUE

Key financial highlights

€753m

Group revenues

12% organic growth*
29% reported growth

€435m

Retail revenue

11% organic growth*
44% reported growth

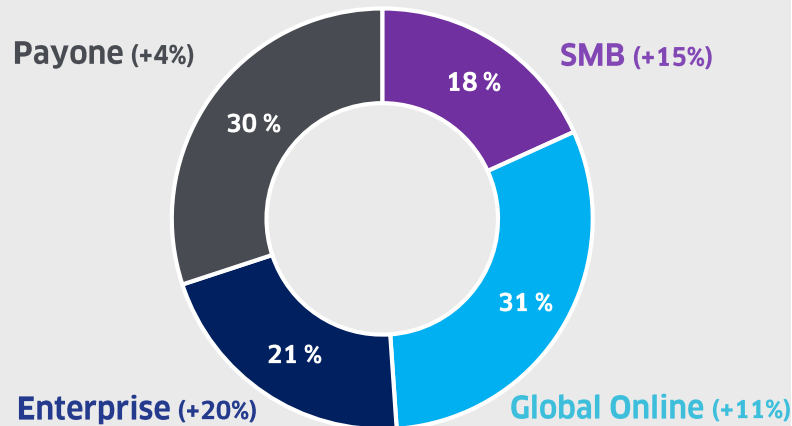
€318m

B&A revenue

12% organic growth*
14% reported growth

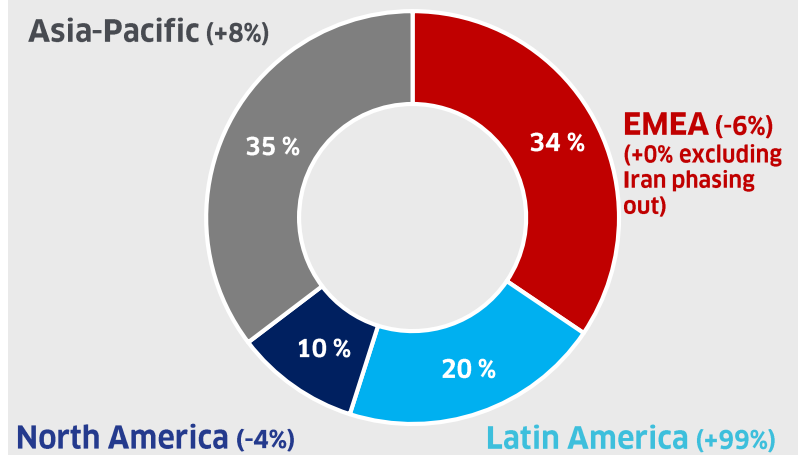
Retail

Revenues by business line (%)*



B&A

Revenues by geographies (%)*



* Growth rate at constant FX & scope

Q1'19 RETAIL REVENUE

Business lines dynamics

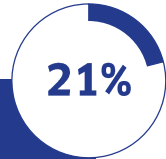


SMBs (+15%*)

Performance **in line** with expectations

Continuous increase of the merchant base with 4,000+ new customers / month

Acquiring volume growing at same pace as last year restated from risk portfolio rebalancing

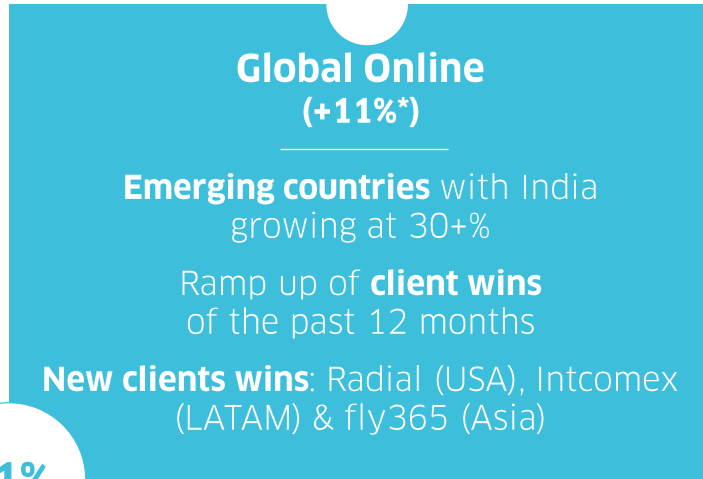


Enterprise (+20%*)

Strong performance of **both POS and transactional** (Axis) activities

Healthcare German vertical benefiting from a strong momentum

North America very dynamic with **early shipments** in Q1'19

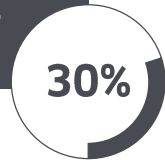


Global Online (+11%*)

Emerging countries with India growing at 30+%

Ramp up of **client wins** of the past 12 months

New clients wins: Radial (USA), Intcomex (LATAM) & fly365 (Asia)



Payone (+4%*)

Integration is on track with a normalized growth profile expected in 2020

JV well positioned on the DACH market both with large Enterprise and German Banks

A combination of **people working closely together**

* Growth rate at constant FX & scope



: Share of revenues within Retail business unit

Q1'19 B&A REVENUE

Region dynamics

North America (-4%*)

10%

- **US activities stabilized** during the quarter
- Verticalization of our go to market in motion with **150+ ongoing ISVs certifications**
- **Canada impacted** by the end of a strong equipment phase last year
- Dynamic in Canada will keep contracting before **improving in H2**

Latin America (+99%*)

20%

- **Outstanding Brazilian performance** with significant market share gains
- Successful deployment of **Direct Sales** model seen as a clear differentiator
- **Cautious approach** due to volatility of Brazilian market
- **Commercial dynamism** in the other LATAM countries

EMEA (-6%*)

34%

- Mature countries **performance in line** with expectations
- **Stable organic growth** restated from the Iranian phasing out
- **Consolidation still impacting** the western Europe dynamic
- Commercial successes in **Russia and CIS countries**, and Middle-East/Africa

APAC (+8%*)

35%

- **Lower Chinese price erosion** due to increase of APOS share in product mix
- Indonesia benefiting from **strong APOS demand**
- Thailand **remained challenging** as expected after several years of first equipment phase
- **Japan growing** in the eve of the EMV migration and structural shift towards electronic payments

*Growth rate at constant FX & scope
Ingenico Group – Q1'19 Revenue



: Share of revenues within Banks & Acquirers business unit

Q1'19 REVENUE

2019 guidance

INITIAL 2019 GUIDANCE

Revenues

4-6% organic growth*
(flat B&A / double digit Retail)

EBITDA

> €550M
(c.€280M B&A/>€270M Retail)

FCF conversion

c.50% conversion rate
(i.e. c.€275M FCF)

UPDATED 2019 GUIDANCE (before IFRS 16 impact)

Revenues

c.6% organic growth*
(c.2% B&A / double digit Retail)

EBITDA

> €550M
(c.€280M B&A/>€270M Retail)

FCF conversion

c.50% conversion rate
(i.e. c.€275M FCF)

IFRS 16 application to increase EBITDA by **c. €30 million**
No impact on FCF, thus reducing conversion rate to **c. 47%**



CONCLUSION

Deliver sales performance to merchants

Q1'19 REVENUE

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Conclusion

2019

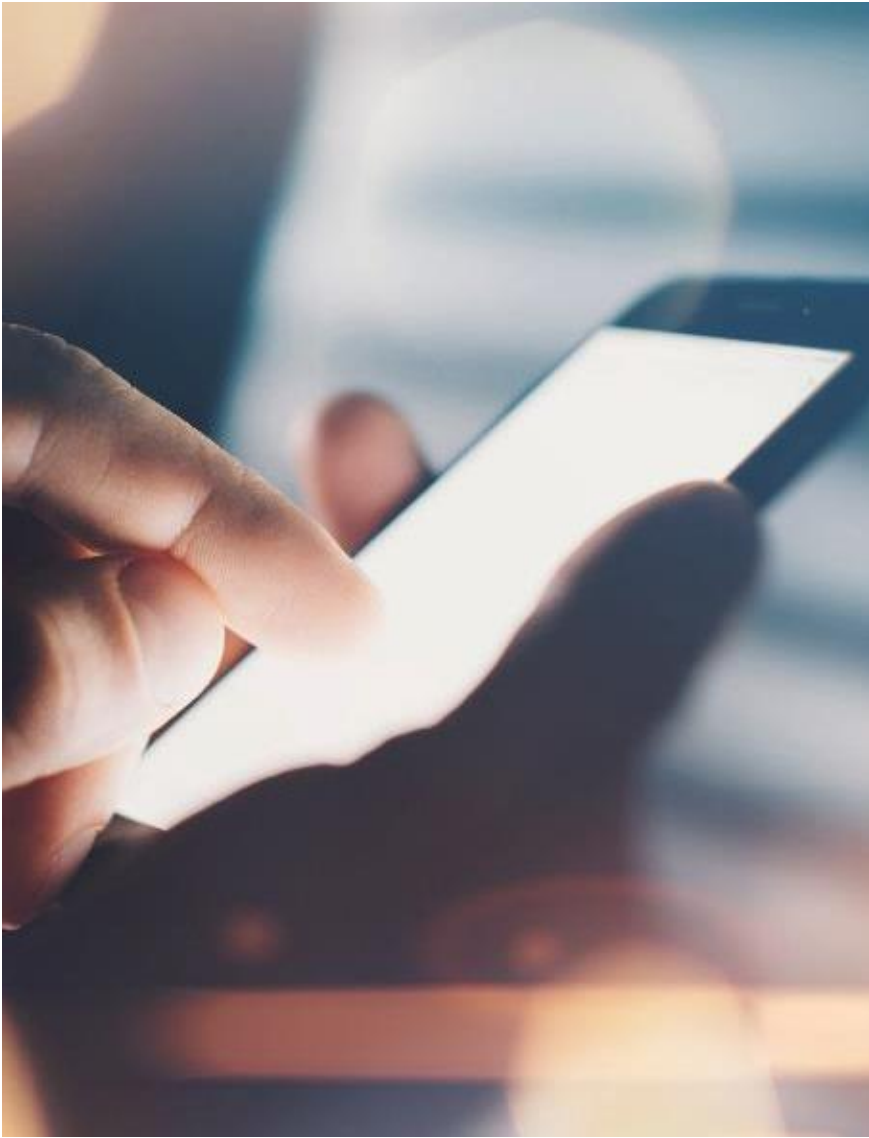
Repositioning and acceleration

Focused and committed on execution

Going
forward

Capital Market Day on April 24th, 2019

Ingenico strategic plan

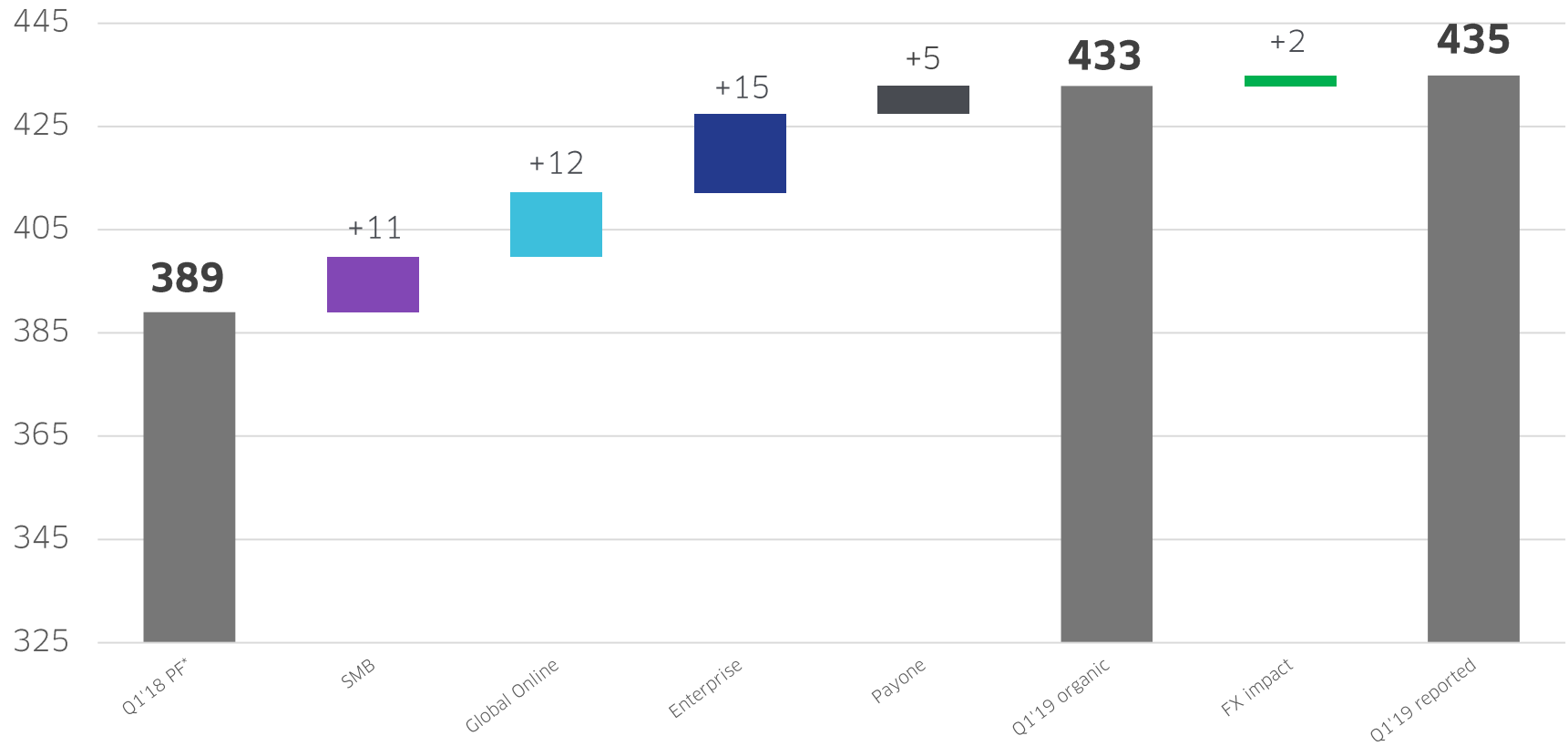


APPENDICES

Q1'19 RETAIL REVENUE

11% organic growth

Revenue contribution (in €M)

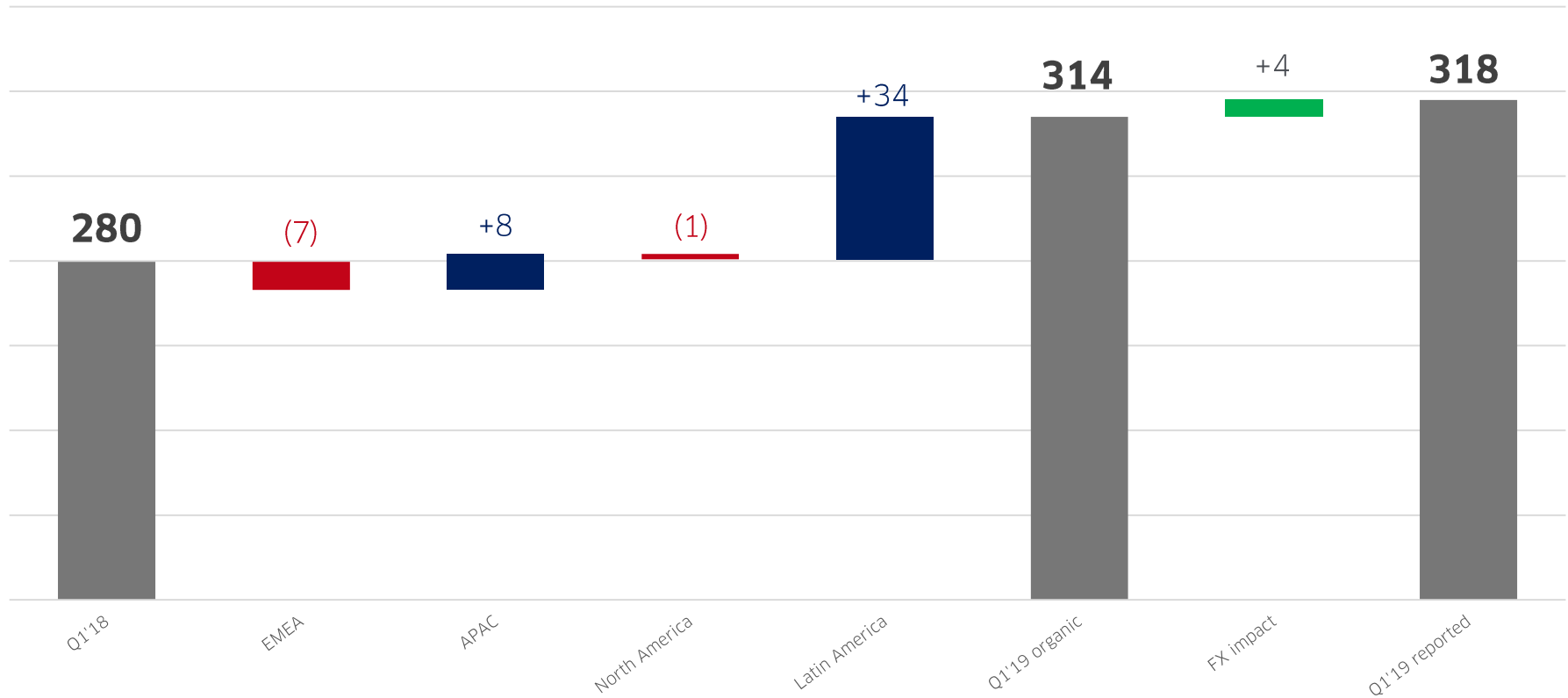


* Includes acquisitions at 100% on a full year basis

Q1'19 B&A REVENUE

12% organic growth

Revenue contribution (in €M)



FY'18

Quarterly reported figures

IN €M	Q1'18	Q2'18	Q3'18	Q4'18	FY'18
Retail	302	328	345	364	1,339
SMBs	88	98	103	105	393
Global Online	119	126	136	141	521
Enterprise	95	105	106	118	424
Banks & Acquirers	280	319	342	364	1,305
EMEA	114	128	127	125	495
Latin America	34	38	58	69	199
North America	30	46	42	44	163
Asia Pacific	101	107	113	126	447
Total	581	648	687	727	2,643

FY'18

Quarterly new reporting figures

IN €M	Q1'18	Q2'18	Q3'18	Q4'18	FY'18
Retail	302	328	345	364	1,339
SMBs	70	78	82	84	314
Global Online	117	124	134	139	514
Enterprise	67	76	75	91	309
Payone	48	51	54	50	202
Banks & Acquirers	280	319	342	364	1,305
EMEA	114	128	127	125	495
Latin America	34	38	58	69	199
North America	30	46	42	44	163
Asia Pacific	101	107	113	126	447
Total	581	648	687	727	2,643

FY'18

Quarterly new reporting & proforma figures

IN €M	Q1'18	Q2'18	Q3'18	Q4'18	FY'18
Retail	389	425	447	466	1,728
SMBs	70	78	82	84	314
Global Online	117	124	134	139	514
Enterprise	76	86	84	101	348
Payone	125	137	147	142	551
Banks & Acquirers	280	319	342	364	1,305
EMEA	114	128	127	125	495
Latin America	34	38	58	69	199
North America	30	46	42	44	163
Asia Pacific	101	107	113	126	447
Total	669	744	789	830	3,032

DISCLAIMER



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