



October 29th, 2020

INGENICO GROUP

Q3 2020
REVENUE



ingenico
GROUP

Q3
2020

KEY OPERATIONAL HIGHLIGHTS

GROUP

Organic performance better than expected in Q3

Fit for Growth and Covid-19 action plan in full execution

Fully on-track to deliver our 2020 guidance

RETAIL

Q3'20 performance better than expected
5% organic decline in Q3'20

Activity back to growth or stabilized
Enterprise, Payone and SMB

Global Online still impacted by the Travel vertical
Down 14% organically in Q3'20

B&A

Organic performance in line with expectations
14% organic decline in Q3'20

Solid performance in EMEA and North America
Respectively down 4% and 8% organically in Q3'20

APAC still challenging
Impact of China and SEA

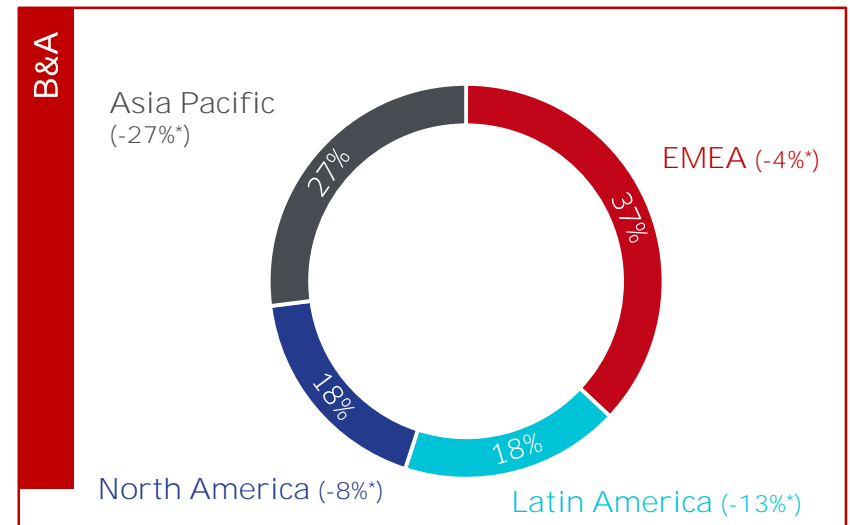
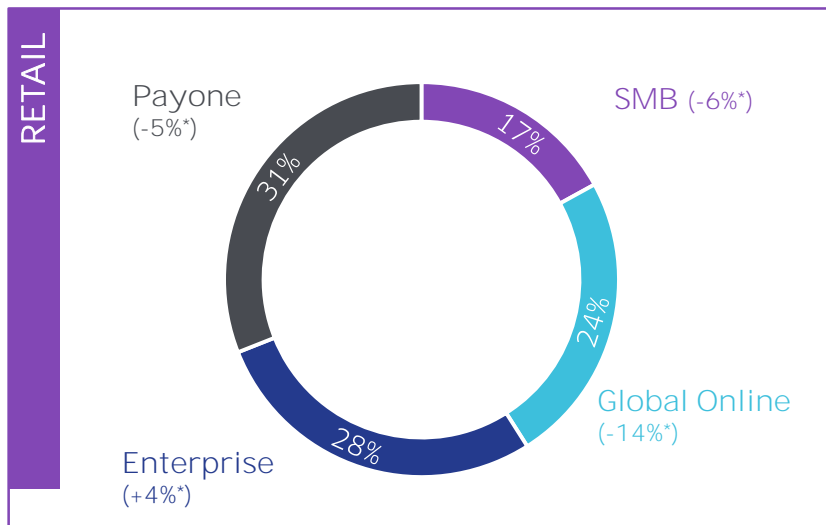
Q3
2020

KEY FIGURES PER BUSINESS UNIT

€646m
Group revenue
-9% organic growth*

€348m
Retail revenue
-5% organic growth*

€297m
B&A revenue
-14% organic growth*



* Growth rate at constant FX and scope



2020 GLOBAL REVENUE SCENARIO CONFIRMED

JULY 2020 REVENUE ASSUMPTIONS:

2020 REVENUE ASSUMPTIONS: **FY'20 TRAJECTORY CONFIRMED**

Scenarios

Updated scenario

Sc.1: Back to pre-Covid guidance of 4-6% organic growth **in Q4 '20**

Sc.2: Back to pre-Covid guidance of 4-6% organic growth in Dec-20

Sc.3: Back to pre-Covid guidance of 4-6% organic growth **in Q1 '21**

End of year assumptions:

- **Better than expected Q3'20** fueled by a post-confinement pick-up in activity
- **Softer than expected Q4'20 recovery curve** due to health environment

REVENUE 2020 GUIDANCE

Mid to high single digit organic decline

REVENUE 2020 GUIDANCE

Mid to high single digit organic decline

Q3
2020

2020 GUIDANCE CONFIRMED

2020 GUIDANCE

Revenues

Mid to high single digit
organic decline

EBITDA

> 21% on net revenue

FCF conversion

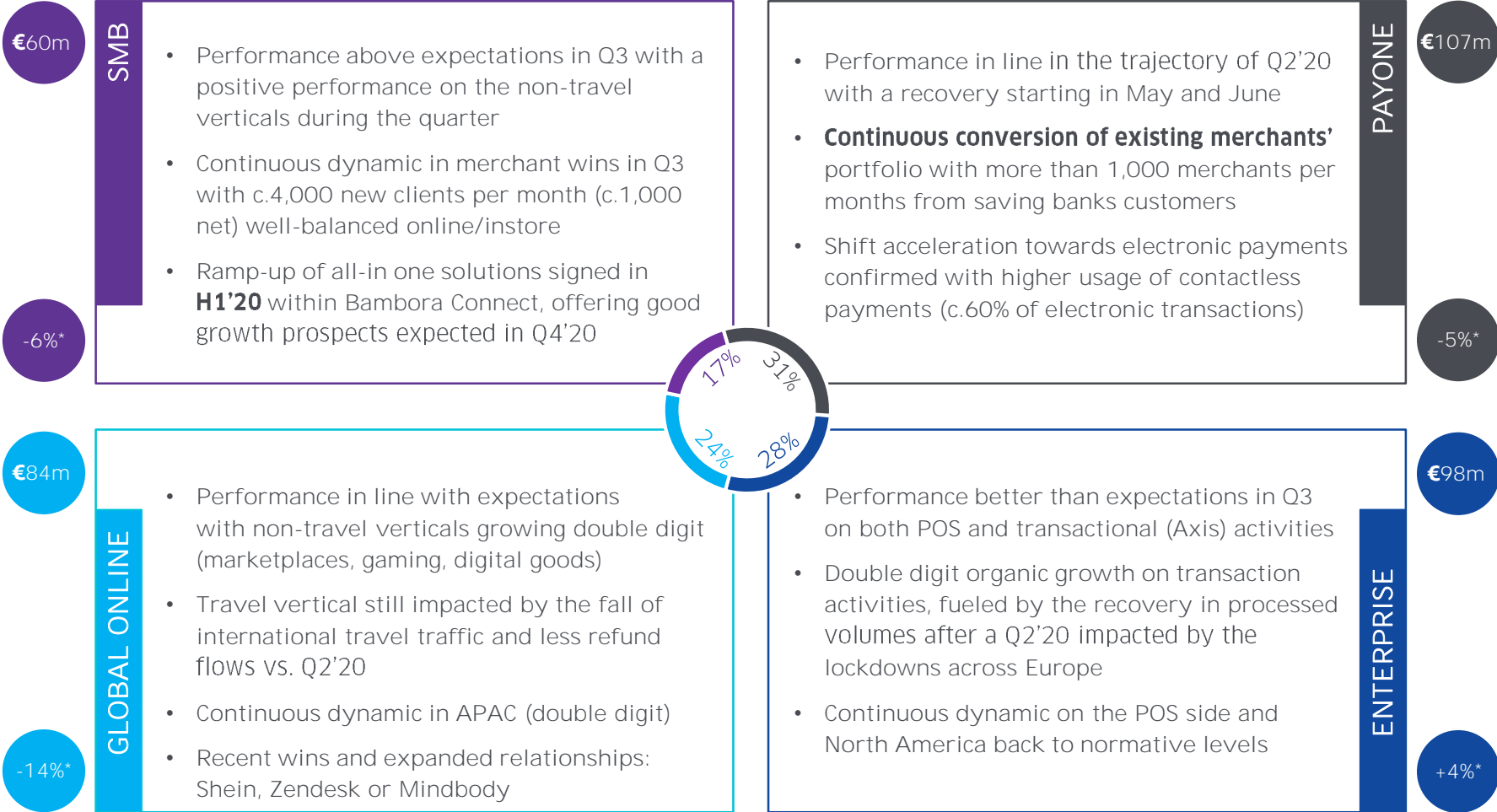
> 50% conversion rate



APPENDICES

Q3
2020

RETAIL – BUSINESS LINES DYNAMICS



* Growth rate at constant FX and scope

Q3
2020

B&A – REGION DYNAMICS

€54m

NORTH AMERICA

- Performance in line with expectations in **Q3'20** with a level of activity stabilizing after four quarters of strong growth
- US performance still strong with continuous ramp-up of ISVs vertical initiative and the first TaaS contract signed in Q3'20
- Level of activity to be sustainable in the coming quarters, but becoming stable sequentially

-8%*

€111m

EMEA

- Solid and slightly better performance than expected during Q3'20
- Western Europe: France back to growth and dynamic in DACH and Iberia, the latest fueled by TaaS contract signed in H1'20 and first deliveries of APOS
- Eastern Europe on the same trajectory as H1'20 and Russia still impacted by a high comparison basis and low pipeline

-4%*

€53m

LATIN AMERICA

- Overall performance slightly better than expectations, but still impacted by lockdowns and a high comparison basis
- Brazilian market strongly impacted by the local sanitary situation with an ongoing Covid-19 spread
- Good dynamic in Columbia, Argentina, and Peru in the same trajectory as H1'20

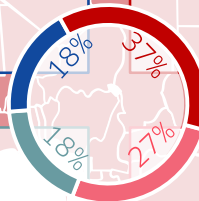
-13%*

€79m

ASIA PACIFIC

- Performance globally below expectations during the quarter despite a good dynamic in the Pacific region
- China still impacted in Q3 with a very low pipeline of projects, situation that should continue in the coming quarters
- SEA softer on back of Indonesia normalization and India still impacted by ongoing lockdowns

-27%*





INVESTOR RELATIONS

Laurent MARIE

VP Investor Relations & Financial Communication

(T): +33 1 58 01 92 98

(M): +33 7 84 50 18 90

ingenico
GROUP